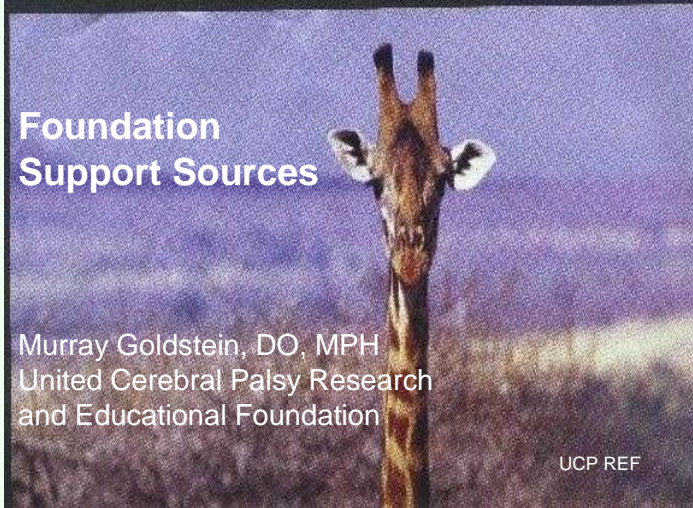


Foundation Support Sources

Murray Goldstein, DO, MPH
United Cerebral Palsy Research
and Educational Foundation

UCP REF



Research Grants Foundation Support Sources

I. Types

- National Benefactor (e.g. Pew; Hearst)
- Industry Affiliated (e.g. Allergan; Wyeth)
- Regional Benefactor (e.g. Kellogg; Robert W. Woodruff Foundation)
- Family Trust (e.g. Kirby; Richard and Susan Smith Family Foundation)



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Research Grants Foundation Support Sources

II. Mission

- A. Geography
 - National (e.g. Robert Wood Johnson Foundation)
 - Regional (e.g. Kellogg)
 - Local (e.g. Phillip Morris)
- B. Objective
 - Medical Research (UCP-REF)
 - Health Services Research (Robert Wood Johnson)
 - Community Services (Pew)



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Research Grants Foundation Support Sources

III. Guidelines

- Generally Project Oriented (a "product")
- Generally Time Limited (1-3 years)
- Usually Requires Initial Personal Contact
- Often Needs "Insider" Introduction
- Technical Merit Review May Be Part of the Review Process (Committee; Individuals)
- Board of Directors Makes Final Decision; Usually Influenced By Staff



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Research Grants Foundation Support Sources

IV. Sources of Information

- University Research Office
- United Way (National, Local)
- Professional/Scientific Organizations
- Directory of Medical Research Foundations (1-800-666-FUND)
- Disease/Disorder Associations



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Research Project Criteria “Grantsmanship”

- I. Relevance
- II. Significance
- III. Research Design
- IV. Probability of Accomplishment



Research Project Criteria

- I. Relevance (goals)
 - to organization
 - to the field (research; clinical need)



Research Project Criteria

- I. Relevance (goals)
- II. Significance (why)
 - Impact
 - Timeliness
 - Cost/benefit



Research Project Criteria

- I. Relevance (goals)
- II. Significance (why)
- III. Research Design (how)
 - Hypothesis
 - The question(s)
 - Method
 - Analysis



Research Project Criteria

- I. Relevance (goals)
- II. Significance (why)
- III. Research Design (how)
- IV. Probability of Accomplishment (priority)
 - Investigator
 - Resources



Research Project Criteria "Grantsmanship"

- I. Relevance (goals)
- II. Significance (why)
- III. Research Design (how)
- IV. Probability of Accomplishment (priority)



What to Do When Your Grant Proposal Is Turned Down Several Times

The tribal wisdom of the Dakota Indians, passed on from generation to generation says:

"When you discover that you are riding a dead horse, the best strategy is to get off".

