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Office of Corporate and Foundation Relations

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Philanthropy

Executive & Employee Engagement

Economic Dev & Entrepreneurship

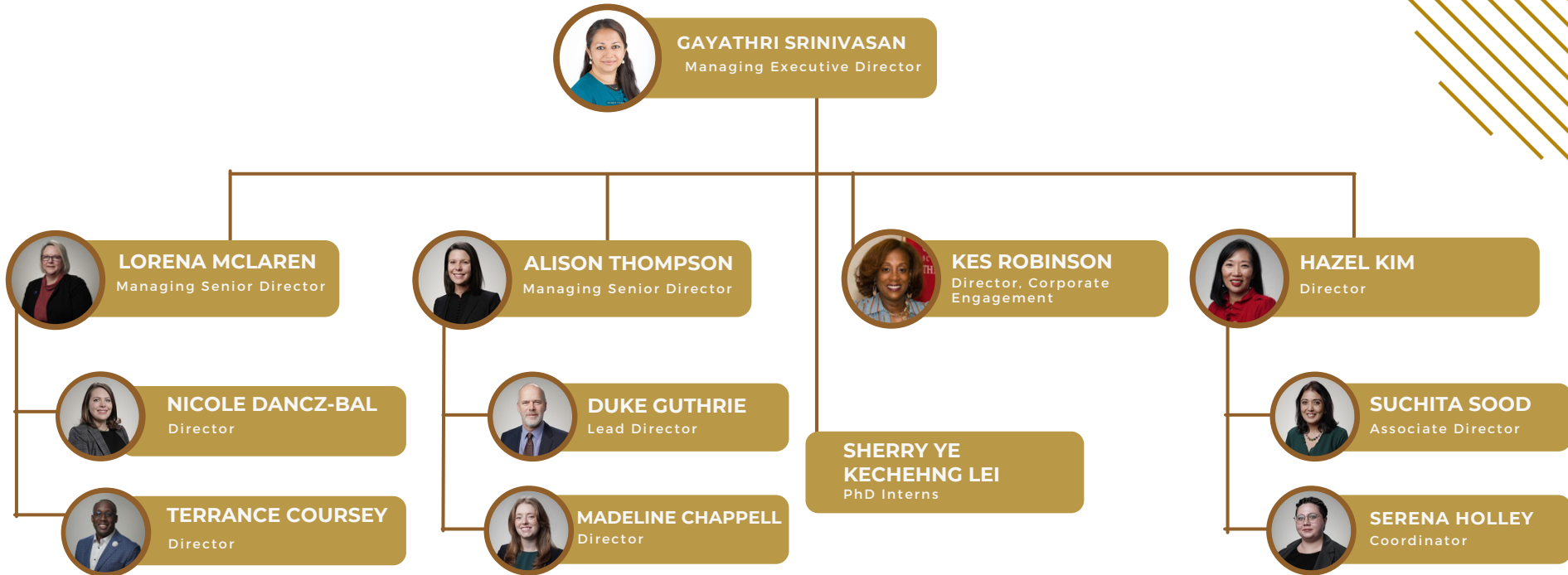
Research Collaboration

Student Engagement



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Functions of the Office of Corporate and Foundation Relations:

- Provide front door for corporate entities and foundations to connect with and support Emory's research, education, and healthcare missions.
- Collaborate to determine synergies where research can be expanded to solve real-world problems and advance innovation.
- Promote and manage interactions of corporate entities and foundations with Emory faculty, highlighting the latest developments in research.
- Budget and proposal development, Indirect Costs, etc.



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Sample Corporate & Foundation Awards

THE ARTHUR M. BLANK
FAMILY FOUNDATION

THE LEONA M. AND HARRY B.
HELMSLEY



Medtronic



SIEMENS



PHILIPS



BURROUGHS
WELLCOME
FUND



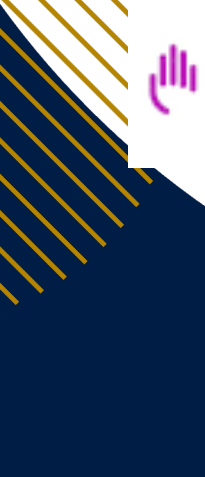
GORDON AND BETTY
MOORE
FOUNDATION



PRMA
FOUNDATION



ORACLE





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Sample Corporate & Foundation Campus Visits

AMGEN

Coca-Cola

**Bloomberg
Philanthropies**

 Shurl and Kay
Curci Foundation

 Bristol Myers Squibb™


INTUITIVE
SURGICAL®

 Microsoft



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Our office acts as the conduit between industry partners, private foundations, the faculty, research administration, sponsored research, and university leadership.



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What is a NON-CHARITABLE NON-CASH AWARD?

Award of a non-tangible product or service (ex: airline ticket voucher, software use, server credits, unreimbursed expenses for travel, event hosting, etc):

- Is NOT a monetary donation (cash, stocks)
- Is NOT a Charitable Gift¹

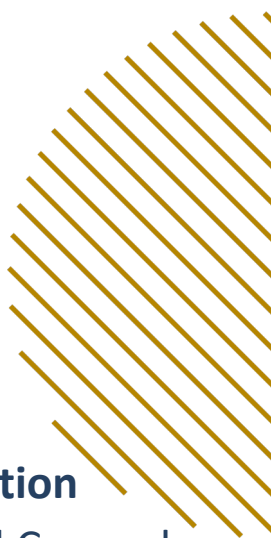
To qualify as a GIFT to Emory, the following conditions must be met:

- the transfer of cash or other assets must be unconditional;
 - the transfer must be in furtherance of Emory's charitable mission; and
 - the transfer must be non-reciprocal, which means there must be no implicit or explicit statement of exchange, purchase of services, or provision of exclusive information to the donor in exchange for their gift.
- Is NOT a tangible Gift-In-kind¹
 - In kind gifts are defined as non-cash donations of assets such as **tangible** personal property and materials etc. Examples include but are not limited to equipment, food, art, and printed materials.



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STEP 1 - Initial Emory recipient sends details to their Department Administrator.

Department Administrator will send all details to **Office of Corporate and Foundation Relations (OCFR)** who will initiate review by Gift Administration, Office of General Counsel (OGC) and Office of Sponsored Programs (OSP) to confirm that the award is NOT a gift or grant according to Emory University policy 3.9 and indeed falls in the new “bucket”, **Non-Charitable Non-Cash Awards**

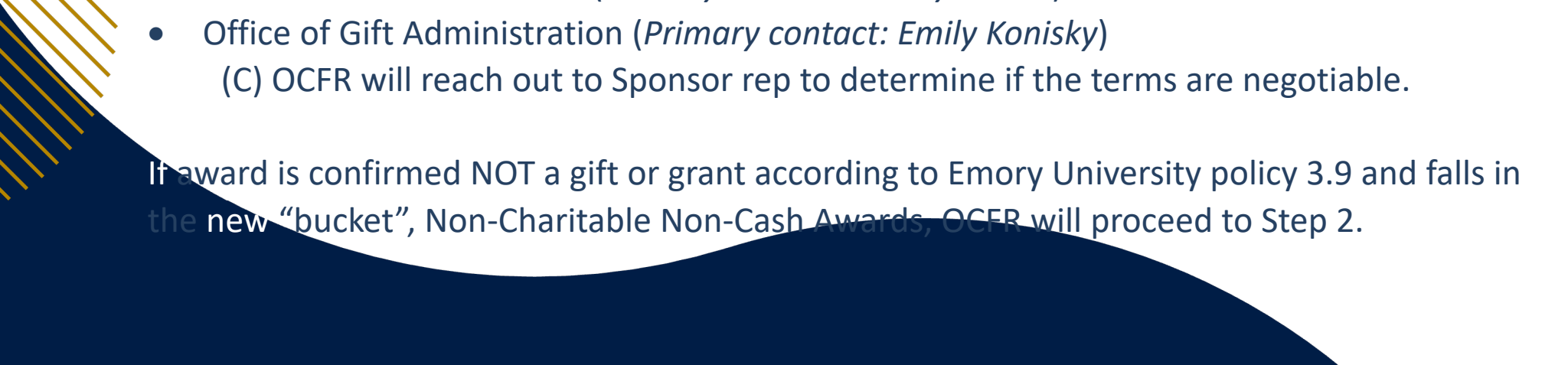
(A) Administrative Recipient will contact **Office of Corporate and Foundation Relations (OCFR)**, who will manage the review process.

(B) OCFR will send a summary of opportunity and/or Award Letter/Agreement to

- Office of Sponsored Projects (*Primary contact: Jeanette Hannam-Hayes*)
- Office of General Counsel (*Primary contact: Mindy Simon*)
- Office of Gift Administration (*Primary contact: Emily Konisky*)

(C) OCFR will reach out to Sponsor rep to determine if the terms are negotiable.

If award is confirmed NOT a gift or grant according to Emory University policy 3.9 and falls in the new “bucket”, Non-Charitable Non-Cash Awards, OCFR will proceed to Step 2.





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STEP 2 - OCFR will contact Office of Procurement

Procurement will review and determine if relationship with the vendor is generally appropriate and determine if we have an existing vendor relationship(s) that would be optimal or compromised (if they are not a current vendor then do a Visual Compliance check.) Will need to put language in document that is similar to what we have in a vendor agreement. Add the comments in word and put it in One Drive or Teams

Primary contact: Kevin Nash



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STEP 3 - OCFR will contact LITS

LITS will review for IT alignment. Does it create security risk? Does it align/conflict with strategy or our current infrastructure? Is there anything specific about the vendor from an IT perspective that we need to understand? Is it an arms-length “free” service or product that doesn’t create inurement or conflicts?

Primary contact: Marc Overcash

STEP 4 - OCFR will contact Recipient School/Unit: Research Finance & Administration

F&A for recipient School/Unit will review for research project alignment and financial matters (e.g., Is the research project something in which Emory should engage? Is it appropriately budgeted? Are there effort concerns? Does Emory have financial liability or risk? What is the accounting implementation?)

*Primary **SOM** contact: Lisa Carlson and Beth Boatwright and Blair Harrigan (with formal approval by Farah Chapes and Beth Boatwright)*

*Primary **COL** contact: Anita Corbett or Corg MacBeth*



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STEP 5 – Does award require Institutional Review Board (IRB) Review?

If YES (Clinical Study with Human Subjects), OCFR will contact IRB for feedback, approval

If NO – proceed to STEP 6

Primary Contact: Rousselle, Rebecca

STEP 6 – OCFR will contact Research Compliance & Regulatory Affairs

Primary Contact: Bhatia, Deepika

STEP 7 - OCFR will contact Office of Procurement

Procurement will conduct standard agreement review, negotiate language with vendor and corresponds with faculty as needed.

Procurement will ultimately execute agreement.

Primary contact: Kevin Nash

STEP 8 - - OCFR will contact Controller

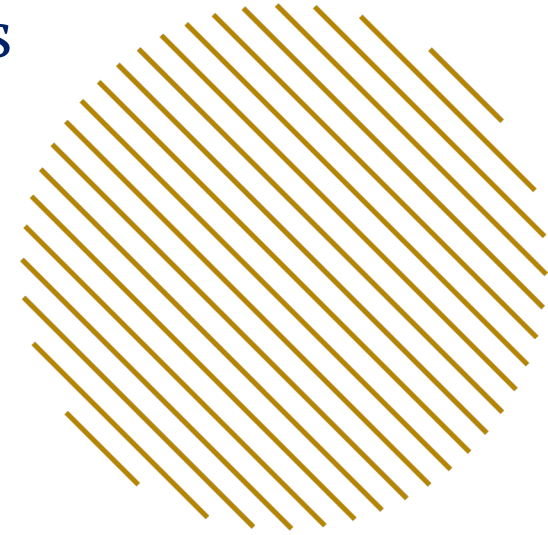
To report and record award received

Primary contact: Stephen Frangis

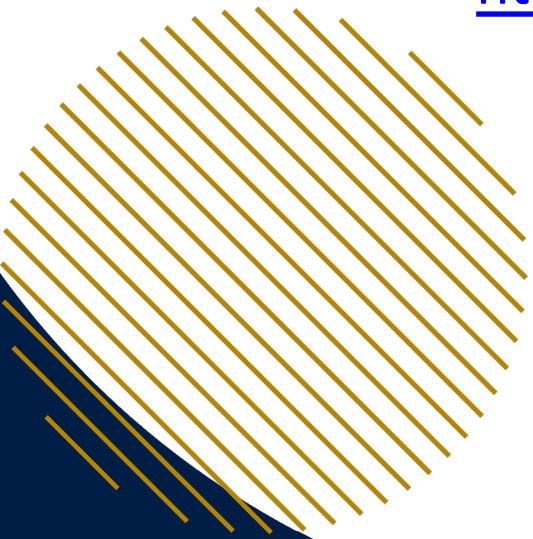


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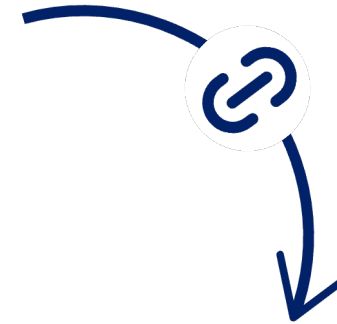






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Corporate & Foundation Funding Opportunities



Funding Opportunities ☆

Organization ▾	Topic ▾	URL ▾	Deadline ↑ ▾	Eligibility ▾	Funding Range ▾	OCFR Contact ▾
Pfizer	Early Identification and Diagnosis of Non-Alcoholic Steatohepatitis (NASH) in At-Risk Populations	https://cdn.pfizer.com/pfizercom/2023-05/G...	6/22/2023	Potential applicants are encouraged to identify and address the educational needs of healthcare professionals with a 	up to \$100,000	Alison Thompson
Chan Zuckerberg Initiative	Collaborative Pairs Pilot Project Awards (Cycle 2)	https://chanzuckerberg.com/rfa/ndcn-collabo...	6/22/2023	Pairs of investigators and their teams to explore innovative, interdisciplinary approaches to address critical 	\$200,000 over 18 months, after which successful projects will be eligible to apply for additional four-year acceleration grants that build on pilot phase studies	Duke Guthrie



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Vision: Looking Towards the Future

- **Be the front door** for corporations and foundations to engage with Emory
- **Support** our faculty and researchers in forging successful corporate or foundation partnerships
- **Build** a robust RFP pipeline for all kinds of research areas within Emory
- **Develop** a continuous pipeline of opportunity at all stages of development (identification–qualification–engagement–stewardship)
- **Seek** opportunities that are long term and multi-faceted encompassing multiple pillars of the PEERS framework



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Questions?