FOUNDATION RELATIONS

Katie Reid Shevlin, Director of Foundation Relations
Foundation Relations: The What and Why

- Foundation relations is the identification, cultivation, solicitation, and stewardship of private foundation donors.

- Goal: Build and strengthen relationships with major, private foundations in an effort to secure significant, multi-year support for the University.
2014 CONTRIBUTIONS: $358.38 billion by source
(in billions of dollars – all figures are rounded)

- Foundations: $53.97 (15%)
- Corporations: $17.77 (5%)
- Individuals: $258.51 (72%)
- Bequests: $28.13 (8%)

Foundations: A Changing Landscape

- 72% of the nation’s 96,000 foundations do not accept unsolicited proposals.
- 63% ($25.22 billion) of giving from independent foundations comes from family foundations.
- Foundation giving is the fastest growing donor segment over the last several years, up 6% from last year.
Foundations: A New Approach

Research
Strategy
Proposal Development

Expanding Expertise: Tools and Trainings

Give a man a fish and you feed him for a day.
Teach a man to fish and you feed him for a lifetime.
Create a good tutorial and he can teach himself how to fish.

Strategic Focus: Top 50 Foundations