

# Working with the UNM Foundation

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THE UNIVERSITY OF  
NEW MEXICO  
FOUNDATION

# What We'll Talk About

- The UNM Foundation
- How we're structured
- How do UNM and the UNMF work together?
- Some information about private funding
- What does Corporate and Foundation Relations do?
- Funding opportunities

# The UNM Foundation

- UNM Foundation is a 501(c)(3) nonprofit organization
- Separate from UNM but solely affiliated
- Mission is to solicit, steward and manage private gifts and grants made to UNM
- Raised ~\$94 million last year
- Manage the combined UNM/UNMF endowment fund ~\$450 million
- Just reached \$1 billion goal of the Changing Worlds 2020 Campaign

# UNMF Structure

- Central office is at Two Woodward Center - leadership, accounting, gift processing, IT, etc.
- Dedicated development officers located in almost all schools and colleges
- Everyone is working remotely at this time, but it's business as usual

# How Do UNM and UNMF Work Together?

- UNMF accepts gifts directly
- UNMF applies for and accepts grants only if a 501(c)(3) is required
- All grants must be approved by pre-award services offices at UNM before submitting
- All non-endowed funding is transferred to a designated Banner spending account at UNM
- UNMF does not charge IDC or a gift fee
- We track and report all private gifts and grants
- Close relationship with Faculty Research Support Officers in schools and colleges

# Private Funding

- Can be from individuals, corporations, foundations, and other organizations
- Gifts/grants often made for pilot funding, research, expansion, evaluation, outreach
- Funders are usually flexible about changes
- Usually limited to not more than 3 years
- Competitive – 5%-10% funded
- Application process usually simpler than federal funding

# Corporate and Foundation Relations (CFR)

- CFR is a central office department and works across all schools/colleges/ branches
- We meet proactively with programs and faculty across UNM to learn about needs, conduct focused prospect research, cultivate donors, and write proposals

# Central Coordination Prospect List

- Limited Competitions
  - CFR works with OVPR and HSC to participate in limited competitions for private opportunities.
- Central Coordinated Relationships
  - Donors request single point of contact with UNM through CFR office.
- <https://www.unmfund.org/resources-faculty-staff/>



# Central Coordination Prospect List



## Central Coordination Prospect List

The following table contains a list of private grant opportunities where the funder will accept a limited number of applications from an organization. Corporate and Foundation Relations (CFR) will participate in limited competitions with the appropriate campus research office as appropriate.

The list also contains organizations that have requested a consolidated relationship with UNM and the UNM Foundation. These organizations request that all contact be handled through the CFR office.

Any and all contact with these organizations must be coordinated through CFR. Contact Betsy Till ([btill@unmfund.org](mailto:btill@unmfund.org)) for more information.

### Limited Competitions

+	<b>The following organizations will accept a limited number of requests from UNM/UNMF. All activity is coordinated through CFR and the appropriate UNM Research Office.</b>
	3M Corporation
	Albuquerque Community Foundation
	American Honda Foundation
	Arnold and Mabel Beckman Foundation
	Arthur Vining Davis Foundations
	Charles A. Dana Foundation
	Doris Duke Charitable Foundation
	Dreyfus Foundation
	<u>Greenwall</u> Foundation
	Edward Mallinckrodt, Jr. Foundation
	Hearst Foundation
	Howard Hughes Medical Institute
	McCune Charitable Foundation (NM) and McCune Foundation (PA)
	Microsoft Research
	North American Music Makers (NAMM) Foundation
	Pew Charitable Trusts
	Searle
	V Foundation
	W. M. Keck Foundation
	W. T. Grant Foundation



# Central Coordination Prospect List

## Consolidated Relationships

<b>The following organizations have requested that all contact and requests be handled through the CFR Office or a specific Development Officer or are Presidential-level strategic organizations coordinated through CFR. Do not contact without consulting CFR.</b>	
Bank of Albuquerque	
Bank of America	
Boeing	
Con Alma Foundation	
Daniels Fund	
French Funerals and Cremations	
Gates Foundation	<i>(Note: PIs may apply directly for Grand Challenges Awards)</i>
General Mills	
Gordon and Betty Moore Foundation	
Sandia National Labs/NTESS	
<u>Nusenda Federal Credit Union</u>	
Wells Fargo	

# Services

- We can search for organization funding prospects for a specific program or project
- Database of 50,000+ corporations, foundations and funding prospects, UNMF history with organizations
- \$50,000+ ask amount
- Could be gifts or grants
- Even if the award is made to UNM, CFR will help
- First step is to fill out CFR worksheet (<https://www.unmfund.org/resources-faculty-staff/>)

# Services

## Project Planning Worksheet

Please use "Tab" to move through this form.

Name: [redacted]  
Department/School: [redacted]  
Email: [redacted]

### The Project/Program

- Project/program title:  
[redacted]
- Please provide a brief description of your project/program (a few paragraphs):  
[redacted]
- What impact will the program have and why is it important?  
[redacted]
- Project start date and timeframe:  
[redacted]

### Measurable Outcomes

- How will you evaluate your program, and how will you know whether your efforts have been successful?  
[redacted]

### Partners

- Will you be working with other University units or community organizations on this project/program?  
[redacted]
- Have you discussed your plans with your dean, director or department head?  
[redacted]

### Other Funding Sources Toward this Project/Program

- Have you received or are you expecting funding from other public/private organizations? If so, please describe:  
[redacted]

### Sustainability

- Will your program/project require ongoing funding?  
[redacted]

### Estimated Project Budget

- Roughly how much will your project/program cost?
  - Salary support \$ [redacted]
  - Course buyout \$ [redacted]
  - Project operating costs \$ [redacted]
  - Research funding \$ [redacted]
  - Equipment funding \$ [redacted]
  - Scholarships \$ [redacted]
  - Fellowships \$ [redacted]
  - Other \$ [redacted] Specify [redacted]
  - Total \$0.00

# Funding Opportunities

- Opportunities depend on what your funding needs are:
  - Art museum or film projects?
  - Impacts of the built environment on public health or historic preservation?
  - Financial literacy education or business behavioral research?
  - Teacher professional development or after-school programs?
- All opportunities require true partnership between you and the UNM Foundation
- Start by filling out the CFR Worksheet

# Questions