



Trust. Strength. Experience.

Strategic Grantmaking...

The path to transformational philanthropy



Presented by

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A detail of "Golfing with Edgar Payne", 24" x 30", Private Collection, © Jeff Yeomans



What is “strategic grantmaking”?

Strategic grantmaking is best defined by it’s key elements

- Goal is to facilitate dramatic and often transformational impact
- Often requires long range horizon and long term support
- Typically addresses
 - Systematic issues
 - Fundamental knowledge
 - Breakthrough technology
- Measures outcomes that include
 - Quantitative factors, and
 - Qualitative results





“...dedicated to advancing science for the benefit of humanity, promoting public understanding of scientific research, and supporting scientists and their work....”

It manifests its mission through

- 20 major research institutes at leading universities and institutions in the United States, Europe and Asia
- Focus on the “largest”, “smallest” and “most complex”
- Kavli Prizes in astrophysics, nanoscience and neuroscience
- Tailored programs in scientific meetings (from which the BRAIN Initiative was born)

They rely on

- Partnerships with grantees, National Academies of Science, British Royal Society
- Invitations
- Clear long term objectives
- Permanent commitment of financial and human capital



Example -- The Gates Foundation

“...we listen and learn so we can identify pressing problems that get too little attention. Then we consider whether we can make a meaningful difference with our influence and our investments...”

In short, the focus is on

- Inequities and complex issues that can be fixed
- Funding gaps that can be eliminated
- Impact that can be measured

They rely on

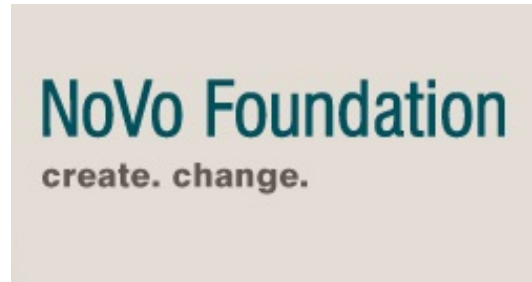
- Partnerships with grantees and other funders
- Invitations and RFPs
- Clear long term objectives
- Commitment of financial and human capital





Example -- The NoVo Foundation

Created by Peter and Jennifer Buffet to “foster a transformation from a world of domination and exploitation to one of collaboration and partnership”.



- Spent two years of research and inquiry to develop their focus
- Today, NoVo focuses on
 - Advancing adolescent girls rights
 - Ending violence against girls and women
 - Advancing social and emotional learning, and
 - Promoting local living economies
- Their strategic approach relies on
 - Partnerships with foundations, non-governmental organizations and local change agents
 - Attacking systemic inequalities in education, law and economic opportunities
 - Long term relationships



Examples -- Archer Foundation

The Archer Foundation established the Archer Award “to foster innovative research that will expand the frontiers of human knowledge in the field of neuroscience.”



The decision was based on

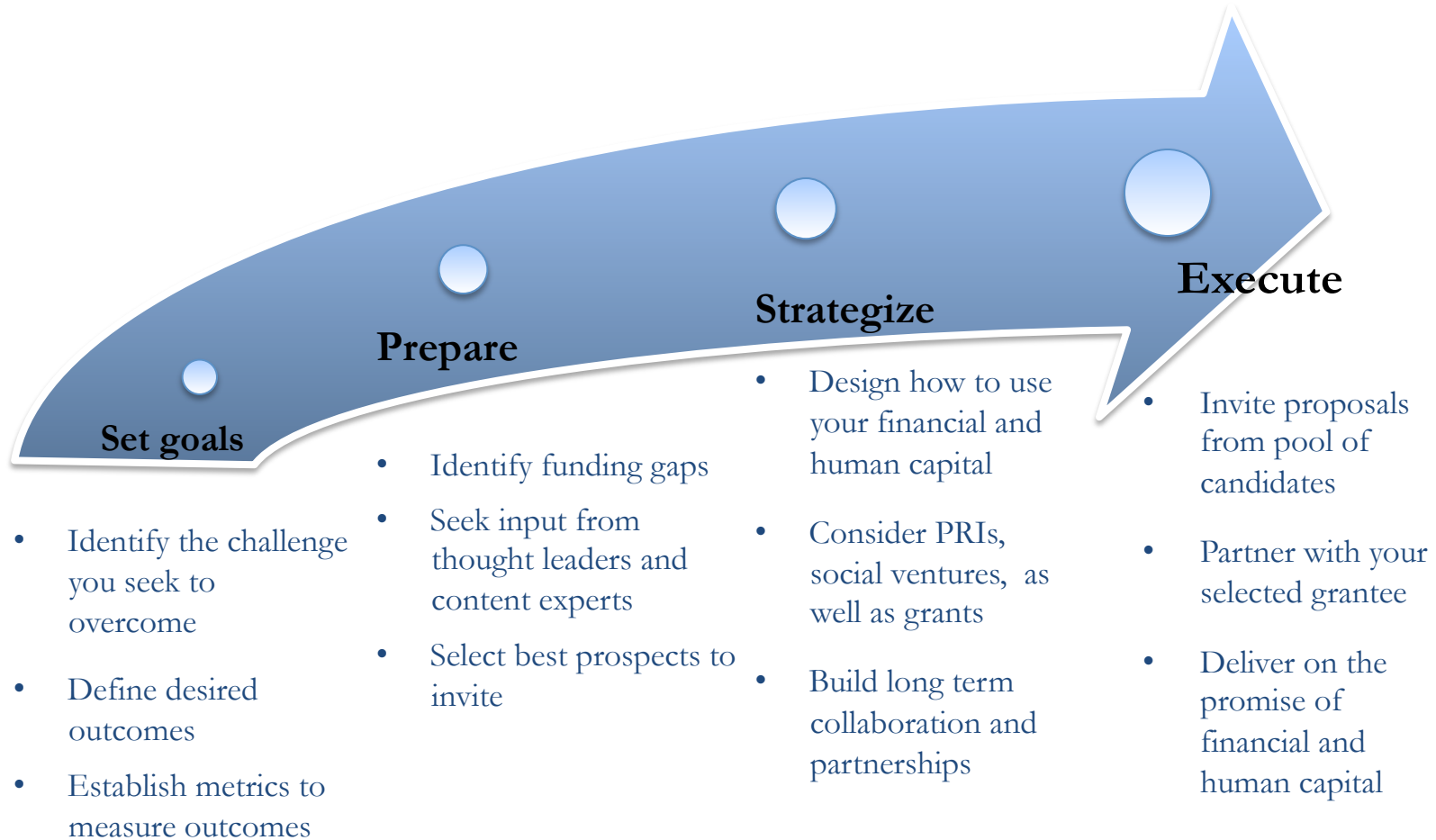
- Board and family engagement
- Desire to have measurable and material impact
- Guidance of a panel of scientific advisors

And the results were

- In award in identifying bio-markers that could detect very early cognitive decline on a molecular level
- Proposals submitted by top research institutions in this field
- Multi-year research awards in neuroscience annually



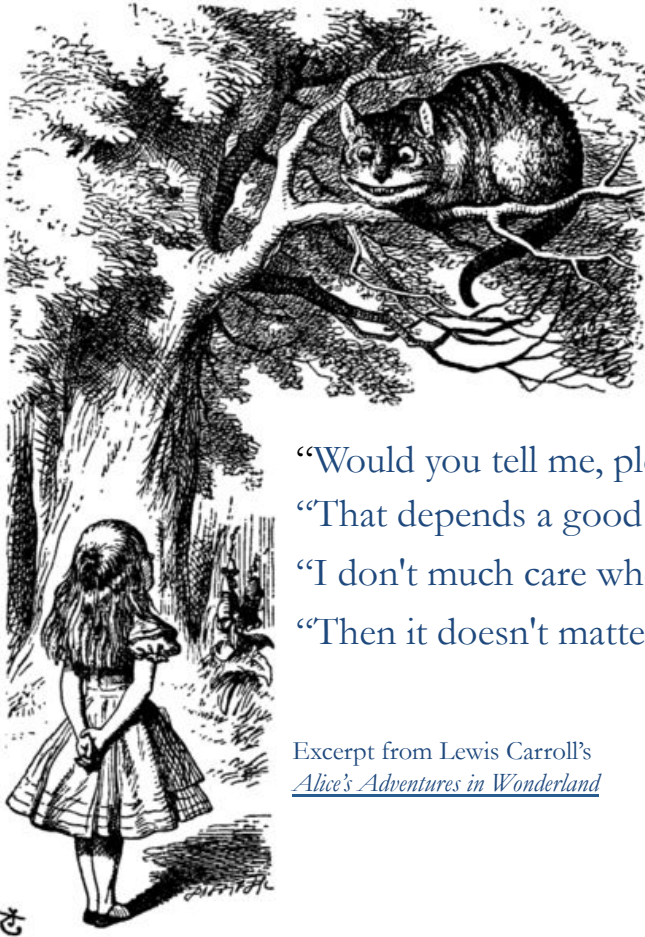
How does a foundation become strategic?





Final Thoughts

The path to strategic philanthropy through grantmaking begins with taking that first step



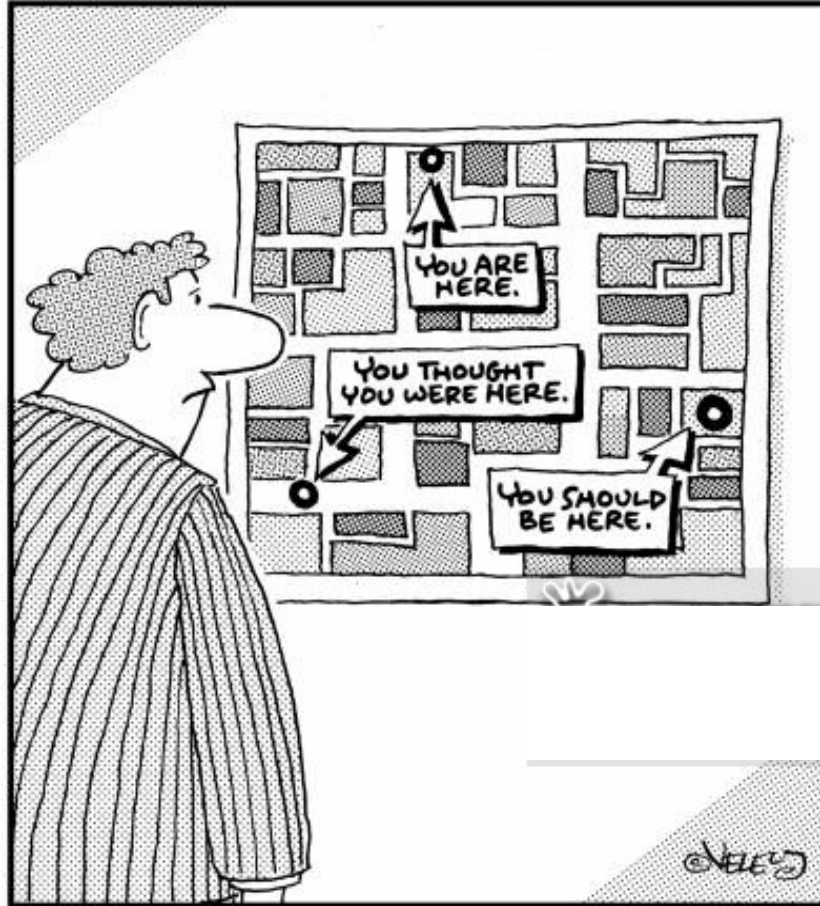
“Would you tell me, please, which way I ought to go from here?”
“That depends a good deal on where you want to get to,” said the Cat.
“I don't much care where...” said Alice.
“Then it doesn't matter which way you go,” said the Cat.

Excerpt from Lewis Carroll's
Alice's Adventures in Wonderland

Alice and the Cheshire Cat, 1869, by Sir John Tenniel



Final Thoughts





Thank you!