

How Can CFR Help?

The Office of Corporate and Foundation Relations can:

- Assist you in refining a list of potential funders.
- Strategize with you regarding the best way to approach a particular foundation and leverage existing relationships.
- Advise on program development and elements that may maximize funding.
- Assist you with establishing a timeline and developing a proposal.
- Assist with developing effective proposals and/or review others' work, as time allows.
- Provide institutional data, required attachments and other materials for your proposal.
- Monitor report deadlines and work with you to ensure proper stewardship of the grant.
- Provide classroom-style training on foundation relations and proposal development for faculty and development officers.
- Provide training on university resources, such as the Foundation Center online database.
- Refer foundation prospects.
- Assist with cultivation of the relationship, including campus visits and visits to the foundation prospect.
- Arrange foundation visits and present projects that may appeal to the foundation's giving priorities.
- Assemble campus stakeholders to plan and submit proposals collaboratively.
- Solicit foundations for university-wide projects, scholarships, and presidential priorities.
- Provide comprehensive, bound stewardship reports to foundations giving to multiple units on campus.
- Provide oversight on the process of presidential letters for large gifts from foundations.
- Manage a university-wide clearance process for foundations to ensure that different areas on campus do not make simultaneous asks that might be harmful to CSUSB's relationship with the foundation.
- Serve as relationship managers for specific foundations.