

UCEDD Resource Center

A project of AUCD, in partnership with AIDD, to strengthen and support the network of UCEDDs

UCEDD Leadership: Pay it Forward

2014 TA Institute – Facilitated Session Notes

Thursday, March 20, 2014: 9:45-11:00 AM

Developing Corporate and Foundation Partnerships

- Andy Imparato, Executive Director, AUCD

How is this accomplished (strategies, funding, practical implementation)

- Positive experience:
 - foundations talk to other foundations
 - connections with donors through other local non-profits (like serving on boards)
- Specific initiatives, naming opportunities
- Hot topics like patient-centered medical home
- Personal disability connection in corporation staff - disability affinity group
- Corporate Social Responsibility (CSR), diversity, community relations, government affairs
- Funders more comfortable with researchers than advocates
- Find their specific CSR needs
- Development offices find disability connection to donors

Navigating University Constraints

- AUCD-led relationships
 - Strong role for national office
- Fulfill community service role, even in admin homes without that focus
- Advisory/fundraising board
- Deans under pressure to raise money
 - We can offer to help them

Why seek private funding?

- Flexibility
- Build relationships in community
- Spread disability awareness and social justice
- Can spread through network
 - Our network can help them accomplish their goals
- High value on evaluation and research
- Growing interest in disability, employment, policy
- Universities don't have "dibs" - some donors will give to a Center but not the University

Words of caution:

- Market fluctuations and business cycle
- Concern about creating arguments against role for government in UCEDDs, etc.

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How to involve trainees?

- Advisory boards in community
 - corporations, non-profit
- Trainee alums
 - to give
 - share stories about impact upon graduation
- Existing trainees reach out to alum donors
- Tie scholarship to Center

How to involve emerging leaders in your Center and Community?

- Mentoring opportunity
- Development training for emerging leaders in Center and community

How to improve diversity and cultural & linguistic competence?

- Interested donors/board members can have connections to diverse communities - found through private sector outreach
- Reach out to private funders about disability diversity

What peer-to-peer support is involved?

- Support from central office
 - Braddock training useful
 - Other training from those who “get” universities
- AUCD Members present with development officers at AUCD conference and university development conferences

What network collaborations might come of this?

- Private funded projects can spread across the network
 - Companies want a “whole country” strategy

What follow-up is needed?

- Presentations at annual meeting
- incorporate into strategic plan