The Office of Corporate & Foundation Engagement takes a holistic approach to establishing partnerships, enabling us to connect with our partners on multiple levels and successfully meet their needs.

We strive to develop long-term collaborative relationships, delivering multidimensional resources, such as research, student recruitment, technology transfer, philanthropic giving, training, and executive and continuing education among others. This approach presents a distinct competitive advantage in a world where the solutions to many global challenges lie at the intersection of research, innovation, technology and economic development.

The Corporate & Foundation Engagement team goes beyond the traditional university models targeted toward one-way relationships.

Eastman and UT: A Partnership Built to Last

Eastman has been a strong supporter of the University of Tennessee, Knoxville for almost 100 years. Throughout the life of the partnership, Eastman has provided close to $7.5-million in funding for critical areas of need, giving our students and faculty added opportunities to succeed. Conversely, UT plays a vital role in identifying, training and delivering a skilled workforce, providing Eastman with interns, co-op students and full-time employees after graduation. UT also provides a pivotal research function, recently signing a Master Research Agreement with the company, solidifying a more strategic research relationship focused on discovery of new fundamental and applied chemical, biochemical and engineering sciences.

Additionally, UT became only the third academic partner selected to join the Eastman Innovation Network, a prestigious group of research institutions that help accelerate and develop new products that extend Eastman’s market positions. The multiyear agreement supports collaborative research projects in multiple scientific disciplines. UT’s unique capabilities in neutron science, polymer characterization and additive manufacturing will contribute to Eastman’s approaches to understanding polymer behavior in thin films and 3D-printed advanced composites.

By pairing the cutting-edge science being conducted by faculty at UT with world-class capabilities at Eastman, this longstanding partnership will continue to accelerate growth in the Eastman innovation pipeline and support Eastman’s overall growth strategy. Further, it will strengthen UT’s journey to the Top-25 and support the development of East Tennessee’s economy.

EASTMAN INVOLVEMENT

- Some of the critical investments include Eastman Professors of Practice Fund, which establishes hands-on, real-world class capabilities in chemical, mechanical, and electrical engineering.
- Eastman Unit Operations Laboratory Renovation Fund, which provides a massive overhaul of a chemical and mechanical engineering lab.
- Eastman HITES fund, which establishes support for high school diversity students and draws students from across the U.S.
- Engineering Lab Upgrades Fund
- Eastman Student Support Fund for Engineering
- Supply Chain Forum members in the Haslam College of Business
- Advisory roles on boards and committees throughout the university
- Eastman Good Sports Always Recycle program, the nation’s largest stadium recycling program.
The Office of Corporate and Foundation Engagement works to identify external champions, understand where faculty connections are and stay abreast of university strengths and assets to match research interests, philanthropic desires and recruiting needs of our partners.

CONNECT

THOMPSON CHARITABLE FOUNDATION
Knoxville-based Thompson Charitable Foundation is supporting nursing students participating in the UT Knoxville College of Nursing’s annual public health outreach program at RedBird Mission in remote Beverly, Kent., in the heart of Appalachia. The foundation is also supporting a college led three-year community partnership to increase knowledge of end-of-life care in Scott County, Tenn. to contribute to quality of life and dignified death for residents and their families.

PEPSICO
PepsiCo is dedicated to creating and sustaining diversity in the workforce. PepsiCo’s Power of One Diversity Leadership Development Program provides workplace management tools and preparation for Haslam College of Business (HCB) students. PepsiCo sponsors the HCB Diversity and Inclusion award and steadily recruits student-mentors for co-op and internship opportunities such as Raheem Parham. Raheem is the first African American President of the Council of Supply Chain Management Professionals and had an internship role created for him based on his business, sales and marketing background.

VOLKSWAGEN
Volkswagen’s 2008 announcement to build an assembly plant in Chattanooga changed the automotive landscape in the state of Tennessee. Since that time, Volkswagen has pledged $750,000 to UT Knoxville for faculty research grants in areas such as novel characterization methods, fuel-cell performance and heavy metals removal in pretreatment wastewater. In addition, Volkswagen has provided more than $200,000 in philanthropic funding to help under-served pre-collegiate students gain real-world engineering experience in Knoxville’s College of Engineering. The Volkswagen partnership has also expanded to include board participation, input on a new curriculum for automotive manufacturing, and a deeper relationship with the Institute for Advanced Composites Manufacturing Innovation (IACMI).

EXXONMOBIL
ExxonMobil works across campus to establish a solid foundation for future partnerships. Their philanthropic and recruiting support significantly benefits the Colleges of Engineering, Arts & Sciences and the Haslam College of Business. ExxonMobil’s Foundation Educational 3:1 Matching Gift Program allowed them to increase their contributions to nearly $1 million over five years. Thanks to passionate alumni, a generous matching gift program and devoted internal champions, the combined ExxonMobil Foundation and employees/retirees donation in 2016 reached over $325,000, representing a 32 percent increase from the previous year.

UT Throwing students funded by the Thompson Charitable Foundation conduct a program on mosquito-borne diseases with participants at the RedBird Mission Senior Center.

UT Nursing students funded by the Thompson Charitable Foundation conduct a program on mosquito-borne diseases with participants at the RedBird Mission Senior Center.
George R. Johnson, a 1957 graduate of UT Knoxville, was a businessman and entrepreneur whose company owned and operated Hardee’s restaurants in East Tennessee and Northwest Georgia. Upon his death, Johnson endowed a scholarship in UT’s College of Business and established the George R. Johnson Family Foundation. His family foundation has endowed scholarships in UT Knoxville’s College of Social Work and College of Nursing. Most recently, the foundation made a five-year commitment to support students from the Tennessee counties where Johnson’s Hardee’s restaurants are located as a way of giving back to the small communities which have continued to support his businesses.

GEORGE R. JOHNSON FAMILY FOUNDATION
Since 2013, AT&T has generously supported 150 student scholarships totaling $300,000 to academically qualified, low-income students at UT Knoxville, UT Chattanooga and UT Martin. AT&T Distinguished Scholarships are awarded to Tennessee residents who have a high-level of financial need, are enrolled at one of the UT undergraduate campuses, and submit the Free Application for Federal Student Aid.

NISSAN
Nissan is consistently one of the top three companies who actively recruits students from the UT Knoxville College of Engineering for co-ops and internships, and recently invited one talented student to compete in their coveted national competition for track design. Nissan also supports research efforts to advance sustainable energy and mobility, gifting two Nissan Leaf, (all electric, zero emission) vehicles to the Solar Convergence Laboratory in the Department of Electrical Engineering & Computer Science. This type of support provides our students with real-world hands-on experiential learning opportunities that companies covet.

DENSO
During the past decade, DENSO North America Foundation and DENSO Manufacturing have provided nearly $450,000 to the College of Engineering, supporting projects such as the Advanced Powertrains, Controls and System Integration (APCSI) Hardware-in-the-Loop Laboratory, development of a rolling hybrid vehicle laboratory and the EcoCAR automotive competition team among other support programs across campus. The generous and consistent support DENSO provides for UT is a tremendous asset and direct benefit for our faculty and our students. DENSO continues to positively impact the ability we have to elevate the quality of our programs and provide a world-class education to our students.

Each of our partnership efforts tie-back to providing a world-class education for our students, elevating the effectiveness of our programs and fostering mutually beneficial partnerships between faculty, students and industry.
As a conduit to all University departments and ORNL, we offer a holistic approach to partnership which often uncovers connection points that were originally not entertained. In an effort to serve as a bridge to faculty, institutes and centers for corporation and foundation engagement, we simplify the establishment of relationships and reveal otherwise untapped holistic opportunities in the process.

**DISCOVER**

**GORDON AND BETTY MOORE FOUNDATION**

The Gordon and Betty Moore Foundation of Palo Alto, California, has selected UT Knoxville College of Engineering faculty member David Mandrus as a Moore Investigator in Quantum Materials, a highly selective honor that carries $1.7 million in funding. Mandrus' cutting-edge work involves creating new materials in which magnetism and electronic transport properties are coupled in surprising new ways, with a goal of "controlling magnetism with electricity." These new materials will drive progress in electronics and information technology over the next decades. Moore also recently announced Microbiology Professor Steven Wilhelm and colleagues as a recipient of an award through its Marine Microbiology Initiative for his work to help scientists develop genetically tractable model systems for marine microbes in the ocean.

**DUNAN**

DunAn, a multi-national corporation with interests that range from robotics and refrigeration to manufacturing, sensing technologies and motor production of wind turbines, is quickly becoming an international powerhouse, and the University of Tennessee is poised to partner with them in multiple facets. UT is in the process of uncovering transformative research opportunities with DunAn and hosting on-going discussions about large-scale future innovative and collaborative projects.

**THE BOEING COMPANY**

Among the growing list of connections between UT and Boeing is a NASA-announced joint Boeing-UT Electrical Engineering project providing $2 million over four years to develop, prototype and test lightweight power inverters for aircraft propulsion systems. Boeing’s partnership is critical to many programs including support of student-led senior design projects in mechanical, aerospace & biomedical engineering, student scholarships, diversity programming in engineering and in the Haslam College of Business, and participation on advisory boards across campus. Joint work being done in the advanced manufacturing space is quickly enhancing the partnership including several projects in conjunction with ORNL. (AmericanNukes, IACM)

**SIEMENS**

The $5 million Scintillation Materials Research Center (SMRC) was established by Siemens Medical Solutions in 2006. In April of 2016, the center’s 10 year anniversary was celebrated by announcing a 5 year partnership extension with Siemens Molecular Imaging, focused on research dedicated to the development of innovative materials for state-of-the-art radiation sensors and imaging systems. Separately, Siemens PLM Software granted $5.7 million of in-kind software to the department of Mechanical, Aerospace & Biomedical Engineering. The gift affords students access to the same technology used by automotive manufacturers, aerospace developers and high-tech electronics companies.
We concentrate on grand challenges and big ideas. We identify the university’s areas of strength and develop customized approaches for individual corporations and foundations. Our goal is to expand partnership continuums while enhancing the impact of that partnership on university programs.

**SHUBERT FOUNDATION**

For a second year in a row, the Shubert Foundation has granted operating funds to UT’s Clarence Brown Theatre. The theater is among a select group of recipients nationwide to receive grants from the New York-based foundation, which provides general operating support to not-for-profit professional resident theaters, dance companies and arts-related organizations to help support and nurture their operations.

**FARM BUREAU INSURANCE OF TENNESSEE**

Farm Bureau Insurance of Tennessee (FBITN) and its insurance companies have given more than $1 million to UT Knoxville, and the Institute of Agriculture. FBITN generously supports diverse areas such as scholarships, Veterinary Medical Center construction, Obesity Prevention, and Governor’s Rural Challenge. FBITN also supports Insurance/Risk Management education on the Knoxville campus with named rooms in Haslam Business and Career Development. This partnership contributes to a better way of life for rural Tennesseans and educates our students on the importance of agriculture business on this industry.

**FIRST TENNESSEE FOUNDATION**

First Tennessee, the Official Bank of the Vols, Lady Vols, and the UT Alumni Association, has a storied history with the university. Over the past 20 years the First Tennessee Foundation has supported academics at UT with more than $2 million, including an endowment that funds scholarships for eight dependents of First Tennessee employees. First Tennessee is proud to participate in the recruitment of UT graduates and has been an outstanding corporate partner with the Haslam College of Business. As part of the Alumni Association’s Big Orange Give, First Tennessee’s $500,000 faculty fellowship gift to the Haslam College of Business challenged alumni and friends during the one week campaign to match their support for the university.

**CNS Y-12**

On December 18, 2014, UT signed a Memorandum of Understanding with Consolidated Nuclear Security. This partnership between the university and the Y-12 National Security Complex combines the leading research talents of UT with Y-12’s work in national security. CNS and UT collaborate in areas ranging from plant-directed research & development projects (PDR&D’s), to analyzing business operations, to developing degree programs such as engineering management and fire safety. Y-12 is a charter member of the Institute for Nuclear Security, has funded a multitude of student assistantships and implemented the exchange of staff through the Joint Assignment Agreement (JAA).
OAK RIDGE NATIONAL LABORATORY

The unique collaboration between UT and Oak Ridge National Laboratory presents transformative opportunities when engaging corporations and foundations. Joint efforts position the partnership as a leader in advanced materials and manufacturing, nuclear physics, computational biology, advanced computing, energy technology development and neutron sciences. Currently, UT conducts almost $20 million annually in ORNL-sponsored research and has more than 225 joint faculty conducting R&D between the two institutions. Available to both industry and foundations, the university-laboratory partnership addresses the importance of interdisciplinary research and provides ready access to an array of tools, processes and research talent that can't be duplicated. Scientists and faculty together are finding creative ways to bring open science capabilities to industry & foundations to, ultimately, change the world.

OAK RIDGE NATIONAL LABORATORY
MANAGED BY UT BATTLEYE
FOR U.S. DEPARTMENT OF ENERGY

THE UT-ORNL R&D FOUNDATION:

- 15 Governor's Chairs
- 225+ joint faculty
- 4 Joint institutes
- 9 DOE user facilities
- 6,000 Graduate Students
- 1,200 PhDs
- 1,500 faculty
- $1.25B combined research enterprise

INDUSTRY-LAB-UNIVERSITY COLLABORATION MECHANISMS:

• Cooperative Research & Development Agreement (CRADA)
• User Facility Agreements
• Strategic Partnership Program (SPP) (formerly: Work-for-Others, WFO)
• Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR)
• Master Research Agreement (MRA)
• License Agreements

Southwest Regional Energy Innovation Workshop

The Corporate and Foundation Engagement Office co-hosted the Southeast Regional Energy Innovation Workshop in Chattanooga in May 2015 with Oak Ridge National Laboratory. More than 150 guests and panelists including university, industry experts, national labs, federal agencies and elected officials took part in the forum designed to advance clean energy technology innovation in the region. The event presented the opportunity to further discuss how collaborations between public-private partnerships could transition innovative clean energy technologies into the marketplace.

OAK RIDGE NATIONAL LABORATORY

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UT Knoxville, in partnership with Oak Ridge National Laboratory, hosted more than 200 prominent leaders of the U.S. Department of Energy’s national laboratories, universities and industry for the 21st General Meeting of the University-Industry Demonstration Partnership. The office of Corporate and Foundation Engagement led the planning and execution of the conference, which focused on showcasing the high-value of university, industry and national laboratory partnerships to advance the national research and development agenda. The event provided specialized networking opportunities, and highlighted our collaborative interactions and trends including our critical collaborations in the advanced manufacturing space.
The Office of Corporate and Foundation Engagement provides a professional portal through which these entities can access multi-dimensional resources and assets such as research, student recruitment, tech transfer, philanthropic gifting, training and executive education among others. Our mission is to employ a comprehensive checklist of engagement strategies that maximize investments and develop enterprise-level, long-term corporate, foundation and alumni partnerships.