Finding Funding: Resources and advice on seeking funding from external sponsors

Clemson University Office of Research Development’s
Fall 2020 Workshop Series
Next Time:

Overview of NSF CAREER Program and the 2021 ORD CAREER Academy

3:30pm – 4:30pm

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<th>3:30pm – 4:30pm</th>
<th>Monday, October 26</th>
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<td>CECAS</td>
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<td>COE, CBSHS, CAAH, COB</td>
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https://www.clemson.edu/research/development/events.html
Outline

- Resources
  - SPIN Database
  - Faculty Insight
- Sponsor Overview
  - NSF: Laine Mears
  - NIH: Lesley Ross
  - Foundations: Karen Franklin
- Panel: Sponsor Comparison
- Breakout Rooms by Sponsor
- Reconvene
### SPIN Database Resources:

- [SPIN Database](http://www.clemson.edu/research/sponsored-programs/researchers/smarts.html)
Resources:

SPIN Database

https://infoed.clemson.edu

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Resources:
Faculty Insight

https://www.clemson.edu/research/reds.html
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https://www.clemson.edu/research/reds.html
## Faculty Insight

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**Related Terms:**
- issues and policy
- Migration Policy
- Population Policy
- public opinion
- social benefit
- Social Policy
- Social Protection

**Resources:**

- Faculty Insight

[https://www.clemson.edu/research/redhs.html](https://www.clemson.edu/research/redhs.html)
Resources:
Faculty Insight

https://www.clemson.edu/research/reds.html
National Science Foundation

Dr. Laine Mears
Professor, Automotive Engineering, CECAS
Introduction: Laine Mears

- Research Area
  - Manufacturing process modeling and control
  - Human-automation integration in manufacturing environments

- NSF Funding
  - Unsolicited grants and supplements in Advanced Manufacturing program (2008-present)
  - CAREER award (2010)
  - Graduate Research Fellowship Program (2017, 2020)
  - NSF Research Traineeship (2018)
  - Future Manufacturing Seed Grant (2020)
  - ERC pre-proposal (2020)
NSF Overview

- **Tools for finding funding**
  - Grants.gov, your program website
  - Program seminars and webinars (come armed with questions)

- **Advice that may set you apart**
  - Identify and call your program manager. Meet with them to say who you are, what area you work in, what ideas you have and what you aspire to. They are totally there to help you.
  - Go serve on a panel, understand the process
  - Read the PAPPG and solicitation thoroughly
  - Search winning tips and pitfalls (search Hazelrigg writings)
  - Take advantage of college editing services and get lots of mock reviews
  - Get on mailing list for DCLs and RFIs
National Institutes of Health

Dr. Lesley Ross
Associate Professor & SmartLife Endowed Chair in Aging and Cognition- Psychology, CBSHS
Associate Director, Institute for Engaged Aging
SHAARP.org
Introduction: Lesley Ross

- **Research Area**
  - Cognitive aging and everyday Functioning
  - Behavioral interventions to maintain health, cognition, brain and everyday functioning
  - Longitudinal methods and intervention design
    - Behavioral, biomarker, and neural data collection; Passive and active assessment
    - Traditional and remote data collection

- **NIH Funding**
  - PI: R21, U01, Admin supplement, Competitive Administrative Supplements; P30
    - Pilot funding
  - Co-I: U02; Training grant

- **Other**
  - Department of Transportation; RITA – PI; Co-I
  - National Highway Traffic Safety Administration (NHTSA); Site PI
  - NSF – Co-I
NIH Overview

- Mission and Focus
  - Research
  - Health
  - Training

- Organizational Structure

- Tools for finding funding
  - Grants.gov
  - NIH funding search
  - NIH Reporter
  - Colleagues!

- Some Mechanisms
  - Training grants
  - K awards
  - Research: R01, R21, R03
  - Supplements

NIH at a Glance

- **Who We Are**
  - NIH is the nation’s medical research agency, supporting scientific studies that turn discovery into health.

- **The NIH Director**
  - Francis S. Collins, M.D., Ph.D., provides leadership for the 27 institutes and centers that make up the NIH.

- **Funding for Research**
  - NIH is the largest source of funding for medical research in the world, creating hundreds of thousands of high-quality jobs.

- **Labs at NIH**
  - Scientists conduct research on NIH campuses across the U.S., as part of our Intramural Research Program.

- **Training at NIH**
  - NIH provides training opportunities internally, as well as at universities and other institutions across the U.S.

- **Jobs at NIH**
  - The central recruitment point of access to all NIH jobs and training opportunities

**Featured Resources & Initiatives**

- **ACTIV**
  - A public-private partnership to develop a coordinated research strategy to speed the most promising COVID-19 vaccines and treatments.

- **The BRAIN Initiative**
  - Learn about an audacious initiative aimed at revolutionizing our understanding of the human brain.

- **Rapid Acceleration of Diagnostics (RADx)**
  - An initiative to speed innovation in the development, commercialization, and implementation of technologies for COVID-19 testing.

- **Clinical Trials**
  - Learn about participating in clinical trials and where to find them.

- **NIH HEAL Initiative**
  - NIH’s effort to speed scientific solutions to stem the crisis.

- **Anti-Sexual Harassment**
  - NIH does not tolerate pervasive or severe harassment of any kind, including sexual harassment.

- **All of Us Research Program**
  - A research effort to revolutionize how we improve health and treat disease.

- **Impact of NIH Research**
  - NIH-supported research has had a major public impact.
Things I’ve learned...

- Start small or go straight for larger project?
- Don’t propose too much – focus on what can justify. Additions can be made
- Building a relationship with PO/SO
  - Collaboration opportunities – work on a larger project
  - Conference; Training; Reviewing
  - Updated website
- Submit for everything vs. targeted
- This is a large effort – timelines and grants office role
- Perspective of a reviewer – clean, simple and some repetition
- How I learned in class vs. other methods? The budget dictates the options...

- Budget
  - Support for self and colleagues
  - Staff vs. student support?
- Putting together a team – internal vs. subcontract
- Clear discussion on roles and responsibilities
- Not all reviews are right...Get feedback
- Addressable Critiques
  - The PI does not appear to have NIH experience
  - No evidence of prior collaboration with team
  - Study section?
Foundations

Karen Franklin
Senior Director of Foundation Relations, Corporate and Foundation Relations
Introduction: Karen Franklin

- **Expertise**
  - 25 years experience organization fundraising
    - Federal/public sector, foundations, corporations
    - University of Washington (UW Medicine), Fred Hutchinson Cancer Research Center, Seattle Colleges
  - Grantwriting, prospecting, relationship management
Overview of Foundations as a Sponsor

- **Opportunities**
  - Foundation Relations Process
    - Philanthropy model—relationship building, strategic, proactive, hands-on
    - Cultivation, solicitation, stewardship
    - Relationship management—facilitation
    - Prospect research
  - Programmatic vs. Research
    - Students—diversity, internships, student services, scholarships
    - Faculty—diversity, faculty development/training, startups, labs/equipment
    - Teaching—new courses, curriculum development, collaborations, STEM
    - Programs—outreach, enrichment, career readiness, community development
    - Research—pilot funds, undergraduate research
    - Collaborations and partnerships
Example: Bill & Melinda Gates Foundation

- Ideas begin at the Foundation
  - Gates identifies problems they care about.
  - Problems are deeply rooted, dynamic, complex, and not easily solved.
  - Problems cannot be solved by Gates alone.
  - Gates collaborates with grantees, governments, private sector, communities, and individuals.

https://www.gatesfoundation.org/How-We-Work
Example: Bill & Melinda Gates Foundation

- **Phase 1: Concept development**
  - Internal process at Gates
  - Program officers generate concept ideas

- **Phase 2: Pre-Proposal**
  - **Exploration:** Program officers do their homework, consult experts in the field
  - **Direct Solicitation:** Gates directly solicits early stage concept memo or proposal
  - **Discussion:**
    - Gates may reach out to one or more organizations to determine interest, capacity, and expertise to do the work
    - Concept paper or proposal may be invited
  - **RFP:** RFPs posted on website, “private” RFPs to specific organizations

https://www.gatesfoundation.org/How-We-Work
Panel Discussion

Please enter topics in the Chat window