FINDING FUNDING

OFFICE OF RESEARCH & ECONOMIC DEVELOPMENT
RESEARCH SEMINAR SERIES
AUGUST 28, 2018
WHY DO YOU NEED FUNDS?

- Release Time
- Travel
- Undergrads/graduate students
- Materials/supplies
- Equipment
- “other” – P & T, publications, professional growth, etc.
CONSIDERATIONS FOR FUNDING YOUR RESEARCH & ACTIVITIES

- Where are you best equipped to contribute to the overall advancement or impact in your area of expertise?
- What are your strengths and proven history? (how can you utilize your networks and experience?) Limitations?
- Can you provide strong evidence that you (and your team) are experienced, capable, and have the resources necessary for the work?
- Where does your issue fit in the big picture? (funder’s priorities, etc.)
- Where does it fit in YOUR big picture?
IDEAS VS. OPPORTUNITIES

- What are your department’s expectations with regard to funding? – are there internal mechanisms of support, caveats to P & T?

- Your research goals - Implications of a broad or narrow scope:
  - Future funding
  - Collaborations
  - Presentations and publications
  - Career trajectory – does this research fit within your personal research agenda?
THE IMPORTANCE OF GRANTSMANSHIP

- A good idea is the core of a grant application…but it isn’t enough.

- As funding is increasingly competitive, not only must the idea be innovative and capable of advancing the state of knowledge, but the proposal must be compelling and well-written.

- Your idea alone does not merit funding. To merit funding, the idea must be closely aligned with the agency’s mission, strategic plan, and investment priorities.

- Writing is a craft, not a science. Grantsmanship is matching your/your organization’s agenda to the mission, culture, and procedures of funders.
WHAT IS THE “CHALLENGE”

The hardest and most time-consuming part of developing a proposal is finding the right funding tool!
HOW DO YOU EAT AN ELEPHANT?

Prepare to spend time:

- Examining trends in administrative and legislative policy and priorities (current affairs/ political climate and leverage)

- Investigating agency priorities/ themes / previous projects that the agency has funded (contacting program officers, webinars, conferences & meetings, visiting!)

- Learning about the grant forecasts and standard “drop” dates/cycles

- Networking - Who at my institution/in my circle has received funding from this funder and knows about this funder’s priorities & opps?

- Keeping your eyes and ears open! Read…a lot!
WHICH APPROACH IS RIGHT FOR YOU?

**Net approach:** Cast a wide net and see what you catch.

Look for funding agencies, investigate what they fund, and apply for something from the agency. Your goals are broad enough to be modified to fit their goals.

**Spear approach:** Take careful aim at one specific target.

Look for funding agencies that fund *only* what you want. Search for an exact match to fund your project using your specifically stated goals.
1. Pick a few appropriate funders on which to focus, but stay alert to others.

2. Develop relationships – Collaborations are KEY!

3. Search with focus – direct to the agency or using a search engine.

4. Constantly scan – ½ hour per day – lists, eNewsletters, alerts, newsletters

5. Keep a journal or digital folder of info on grants/partnerships, etc.

6. Consider preparing an unsolicited proposal – or at least prepare a white paper

7. Expand your networks.
KEY SOURCES FOR FUNDING OPPORTUNITIES

- Comprehensive databases (GRC, Grants.gov)
- Federal & State agencies
- Previous funders of mentors, colleagues, and peers
- Industry contacts (pursue unsolicited opportunities)
- Foundations
- Professional/academic organizations
- Other institutions for sub award and partnering opportunities
- Office of Research/Office of Sponsored Projects [www.research.msstate.edu](http://www.research.msstate.edu)
- Think broader!!! Consider service/educational projects AND technical/industry/corporate partners AND unsolicited proposals
- “Old school” web-surfing
COLLABORATING FOR SUCCESS

- Use MSU’s research resources and personnel to your advantage (OSP, ORED, library staff can facilitate introductions)

- Stretch your associations – look for collaborators from diverse backgrounds institutionally, geographically, interdisciplinary, culturally, etc.

- Consider being a consultant, evaluator, sub-awardee, etc.

- Explore institutional working groups and cross-disciplinary events*

- Network at meetings of professional, social, honorary organizations.

- Attend university programs outside of your primary interest areas.

*ORED networking events!!!! Resource Fair September 17th and Collaboration info October 2nd & 3rd
OUR “GO-TO” SITES

- https://www.research.msstate.edu/ – Office of Research & Economic Development
What can you learn from agency websites?

- Agency priorities and initiatives
- Organizational structure of funding programs
- Program personnel (program officers) contact info
- Info on current and previous awards (abstracts, PI info, geographic distribution of awards, funding amounts)
- Data sources and citations for your proposals
- Proposal preparation and submission guidance
FEDERAL AGENCIES

- Institute of Museum and Library Services - www.imls.gov
- National Aeronautics and Space Administration - www.nasa.gov
- National Archives and Records Administration www.archives.gov
- National Endowment for the Arts - www.nea.gov
- National Endowment for the Humanities - www.neh.gov
- National Science Foundation - www.nsf.gov/funding
- Small Business Administration - www.sba.gov
- US Department of Commerce - [www.commerce.gov](http://www.commerce.gov)
- US Department of Health and Human Services - [www.hhs.gov](http://www.hhs.gov)

  Mississippi IHL: [http://www.ihl.state.ms.us/](http://www.ihl.state.ms.us/)

- US Department of Energy - [www.energy.gov](http://www.energy.gov)
FEDERAL AGENCIES CONT.

- US Department of Interior - www.doi.gov
- US Department of Justice - www.justice.gov
- US Department of Labor - www.dol.gov
- US Department of State - www.state.gov
- US Department of Transportation - www.dot.gov
- US Department of Veterans Affairs - www.va.gov
- US Environmental Protection Agency - www.epa.gov
A SAMPLING OF OTHERS

- Center for Disease Control – www.cdc.gov
- National Park Service – www.nps.gov
- Oak Ridge National Laboratory – www.ornl.gov
- Oak Ridge Institute for Science and Education https://orise.orau.gov/
- State Agencies – many accessible via federal counterpart – education, transportation, labor, etc.)
- Regional Commissions (ex: Delta Regional Authority, Appalachia Regional Authority)
- The Kellogg Foundation - https://www.wkkf.org/grants
- The Spencer Foundation – http://spencer.org
- The Ford Foundation - https://www.fordfoundation.org/work/our-grants/
- Howard Hughes Medical Institute – www.hhmi.org
- The Field Museum – www.fieldmuseum.org
- Smithsonian Museums – www.si.edu
- Gulf of Mexico Research Initiative – www.gulfresearchinitiative.org
- American Heart Association – www.heart.org
NOTABLE CORPORATE GRANTMAKERS

- Target
- Walmart
- Dollar General
- PepsiCo
- Coca-Cola
- Wells Fargo
- State Farm
- Tyson Foods
- ExxonMobil
- PNC Financial
- Chevron
- Goldman Sachs
- Pfizer
- JPMorgan Chase
- Microsoft
- Google
- Citigroup
- Merck
- AT&T
- General Mills
- Kroger
- Morgan Stanley

NOTE! If a company has a professional sports facility named after it, there is a pretty good chance it offers grants!
INDUSTRY PARTNER RESOURCES

MURA – Mississippi University Research Authority
In-Part – Connecting University Technologies with Industry Partners (www.in-part.com)
UIDP - University Industry Demonstration Partnership (www.uidp.org)

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MSU’s is a member of the Grants Resource Center, which is a subscription service of the American Association of State Colleges and Universities.

GRC provides comprehensive and personalized support to individuals and the Sponsored Projects office for locating external funding opportunities, preparing proposals, and managing awards.

The GRC website is accessible to MSU faculty and staff through a link on the OSP website, [www.osp.msstate.edu](http://www.osp.msstate.edu), or directly at [www.aascu.org/GRC](http://www.aascu.org/GRC).
GRC’s services include:

- databases of sponsor and discipline-specific funding opportunities
- a library of funded proposals
- agency fact sheets and regular policy/program updates
- a faculty alert system for notifying faculty of opportunities and program updates
- a series of publications and web resources for grant seekers (Bulletin and GrantWeek)
- templates and toolkits for research, proposal development, and award management
- opportunities for professional development, networking, and collaboration
- advocacy via regular communication with funding agencies on behalf of PIs/institutions
- personal assistance with funding searches provided by assigned institutional representatives
Read press releases from legislators; attend town halls; visit while in DC; get to know staffers! Practice your “elevator speech” and be able to communicate the merit of your projects to multiple audiences.

Check executive and legislative sites for upcoming initiatives and legislation. https://www.whitehouse.gov/briefing-room/legislation

http://www.federalregister.gov – Federal Register
USE YOUR NETWORKS!

- Faculty research support – priority to catalyze collaboration, meet agency representatives
  - Cross College Grants - TBA
  - Travel Grants (domestic and international) – Sept. 7th
  - Undergraduate Research Grants – Sept. 7th
- Global Discovery Seed Grants – International Institute (TBA)

YOUR College/Department

Your professional affiliations, honor societies, social and advocacy organizations
- Think about WHO are the beneficiaries of what you want to accomplish?
- What are the broader impacts of the work? Is it transferable, scalable, etc.?
RESOURCES PREPARED FOR YOU

- GRC Bulletin & GrantWeek
- Research Development and Grant Writing News (Academic Research Funding Strategies, LLC)
- Fuller updates (OpsWatch and meeting notifications)
NEXT STEPS

- Development and/or submission requests via OSP Portal and notification of department personnel: www.osp.msstate.edu

- Timelines, forms, and approval

- Limited submission – tgammill@research.msstate.edu


“You miss 100% of the shots you don’t take.”
-Wayne Gretzky

-Michael Scott
A TIMELINE FOR SUCCESS

Preparation tasks:

- Do your homework
- Assess competitiveness
- Map the solicitation
- Recruit partners and collaborators
- Line up mentors, colleagues to review
- Communicate with dept. chair and OSP
- Start on your budget with dept. administrator
Training in the Responsible conduct of Research is required by federal funding agencies. Project personnel must choose and complete at least one of the training options to be a participating member of the funded project.

Some agencies require completion of this certification at time of proposal submission:
- CITI
- Credit courses
- Supplemental training + CITI

www.orc.msstate.edu/conduct/training
COMMUNICATING WITH PROGRAM OFFICERS

- Why reach out to program officers?
  - Key to funding is building relationships
  - Gain insight on agency’s current funding priorities – which can shift over time in-between published materials
  - POs can assist with determining the correct track for a proposal
  - *they know which of their peers has more flexibility with funding! 😊
  - Program officers are typically rotating employees within agencies
OFFICE OF SPONSORED PROJECTS - OSP

ADMINISTRATION

- Authorized Organizational Representative; represents MSU
- Review proposals for compliance with federal, agency, and institutional regulations (RCR, budgetary, etc.)
- Review proposals for correct formatting, completeness, and accuracy prior to submission
- Agree to required assurances and submission protocols
- Manage/verify PI credentials in various platforms
- Do NOT review technical quality or determine Intellectual Property

DEVELOPMENT

- Support for large-scale institutional or multi-collaborator initiatives
- Strategic planning for proposal development
- Team building and coordination of proposal components
- Program consulting for alignment with agency/solicitation priorities and regulations
- Resource facilitation; editorial/stylistic support; help with demonstrating capacity
- Logistics, administrative, and timeline support
- Grantsmanship Education
GRANTSMANSHIP

- Recognize that funding is a means to a solution. Funding itself does not solve or address your “problem.”
- Never lose sight of the funder’s and your organization’s mission, or your own.
- Know the influential people in your community and engage partners. Check the ego.
- Demonstrate a commitment to planning.
- Funders are viewed as partners, advisors, not “the feds.”
- Practice ethical research
- Represent your organization positively
LET US KNOW HOW WE CAN HELP YOU!

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