

Planning for Funding Success

HBCU UP Female Faculty Retreat

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Funding Landscape

National

- Funding success rates vary between 10-25% depending on the agency. This means 75-90% of applications will be declined for funding.
- Economic weakness and federal budget problems have negatively impacted sponsor agencies.
 - Budget reductions
 - Late announcements, short deadlines
 - Elimination/combination of opportunities
 - Fewer awards, Smaller award amounts



Funding Landscape

At NC A&T

- FY14 Awards = \$ 52,751,116 (↓7% vs. FY13)
- Proposal submissions and number of awards is up; \$value of awards is down.
- More proposals per male than per female (Indices: 106 vs. 89)



Challenges

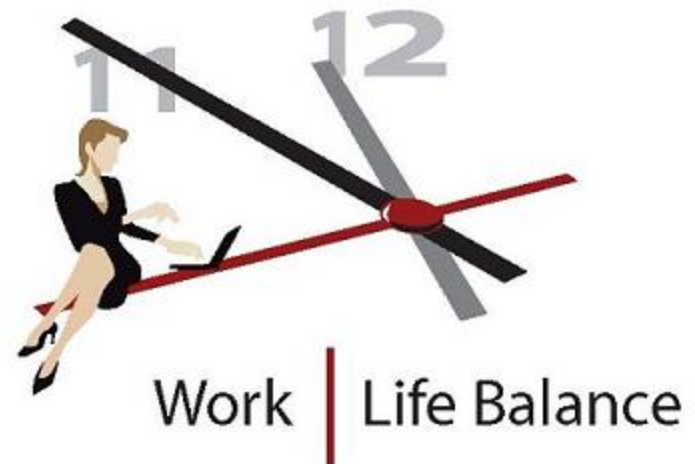
- Heavy teaching loads
- Increased number of advisees
- Unclear departmental expectations regarding sponsored activities
- Little or no support system (professional, personal)
- Family responsibilities





Agenda

- Best practices of successful grant writers
- Developing a funding strategy
- Proposal development resources





Successful Practices

- Develop and use a funding strategic plan
- Schedule regular time to devote to proposal development/writing
- Network with colleagues
- Identify a research mentor
- Discuss proposal ideas with agency program officers (Handout)



Successful Practices

- See what's been funded
- Seek and use proposal development resources
- Start small and build
- Serve on agency proposal review panels
- Be an investigator on proposals submitted by senior/experienced researchers



Develop a Research Funding Plan

“If you don’t know where you are going, any road will get you there.” Lewis Carroll



- Definition - Outline of research ideas that connects the big picture, in time, to small but important ideas and to relevant funding opportunities
- Purpose - Advance scholarship and facilitate progress in grant awards, publications, speaking engagements, tenure & promotion

Pfirman, S., Bell, R.E., Culligan, P.J., Balsam, P., & Laird, J.D. (2008). Maximizing productivity and recognition, part 3: developing a research plan. *Science Careers*. Retrieved from <http://sciencecareers.sciencemag.org>



Characteristics of a Research Plan

- Well thought-out ideas
- Time element
- Unifying technique, problem or theme
- Requires your unique skill set

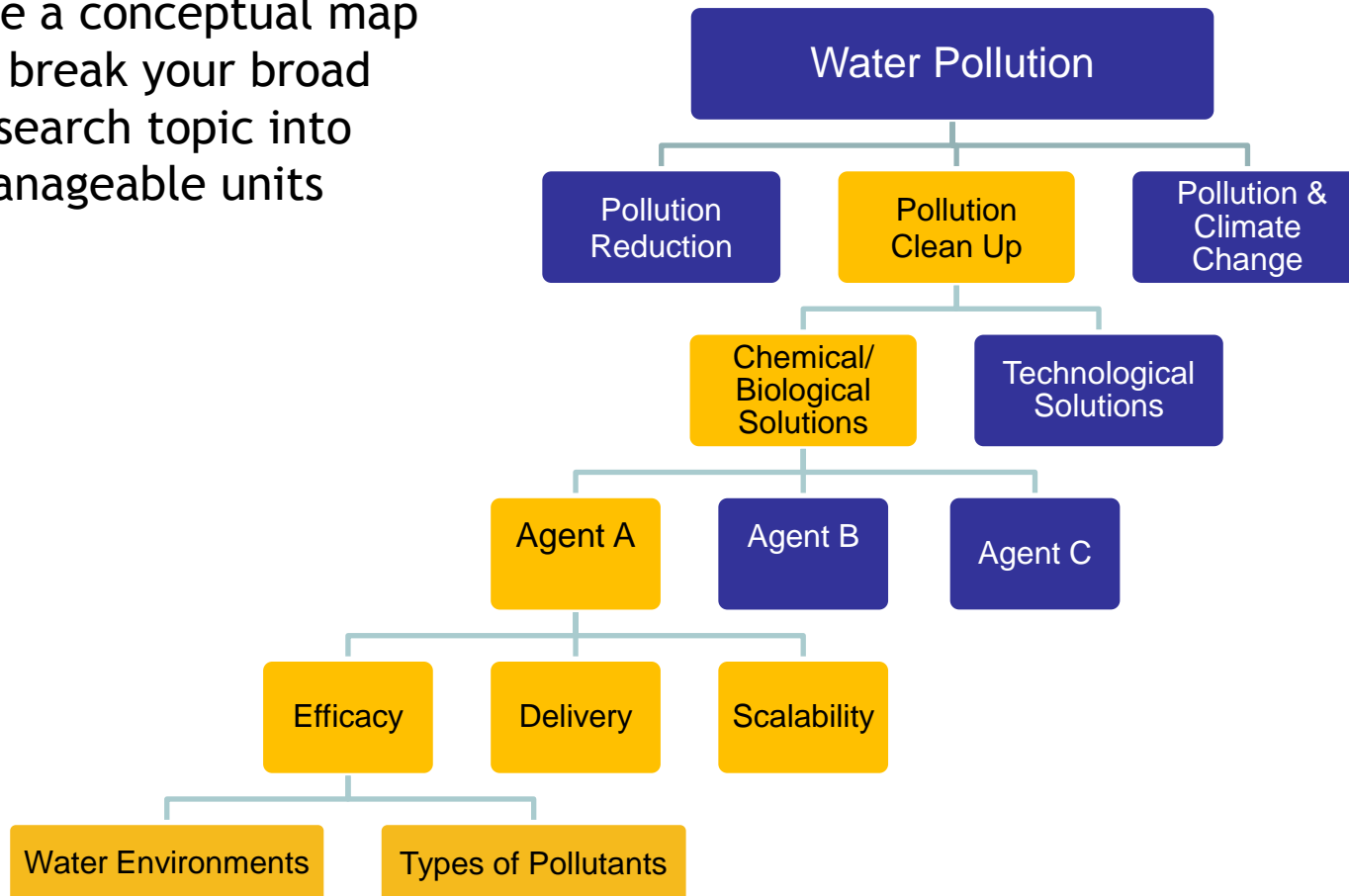
(A plan breaks your long-term research goal into units that can be finished in the typical grant duration, two to five years.)

Gilmore, Jason. Writing the research plan for your academic job application.
Retrieved from <http://www.acs.org/content/acs/en/education/students/graduate/writing-the-research-plan-for-your-academic-job-application.html>



Organize the Research Plan

- Use a conceptual map to break your broad research topic into manageable units





Research Plan Exercise – Part I

1. What area of science really interests you?
2. Within that area, what specific questions are you curious about?
3. What gaps exist in the knowledge within the scope of the curiosity?
4. Why is filling those gaps important to your profession and society?
5. What do you need to understand, and in what order - 1st, 2nd, 3rd, etc., to address your specific questions?

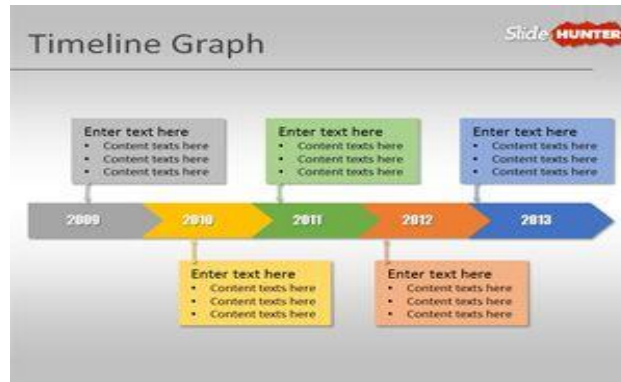


Organize the Research Plan

- Include career development awards in your plan
- Seek feedback from mentors/experts in your discipline
- Capture plan (logic & comfort)
 - » Graphic organizers
 - » Gantt charts
 - » Spreadsheets
 - » Outline or narrative format



Organize the Research Plan



STRATEGIC OBJECTIVE

1. PARTICIPATION.

KEY TARGETS	OWNER	2004	2005	2006	2007
A Develop participation by schools especially via the curriculum.					
1 Promote schools orienteering via Local Authority links, school links & school maps.	Clubs	7 clubs	9 clubs	10 clubs	11 clubs
2 Establish guidelines for promoting orienteering events to schools.	SSOA	1	x	Review	x
3 Continue to run the Scottish Schools Orienteering Association (SSOA).	Action	Action	Action	Action	Action
B Develop participation by Universities.					
1 Establish buddy Clubs to assist Universities.	APO2	2 clubs	3 clubs	4 clubs	5 clubs
2 Encourage & assist Uni clubs with Freshers week & follow up events.	Clubs	2 clubs	3 clubs	4 clubs	5 clubs
3 Hold University training weekends.	APO1	2	2	2	2
C Develop participation by Youth Organisations & other sports.					
1 Establish & develop links with Youth Orgs & other Sports & promote purple terrain runs.	Clubs	7 clubs	8 clubs	9 clubs	10 clubs
D Develop use of Junior Development Officers.					
1 Seek new funding sources to facilitate further JDO work.	Clubs	Action	Action	Action	Action
2 Establish mechanism for sharing JDO best practice.	APO2	1	x	Review	x
E Develop participation by Outdoor Activity Organisations.					
1 Establish & develop contact point in Outdoor Activity Organisations.	APO2	3	5	6	x
2 Establish system for dissemination of O guidance to Outdoor Activity Orgs.	APO2	x	1	x	x
3 Establish means of extracting O statistics from Outdoor Activity Orgs.	APO2	x	1	x	x
F Increase the number of coaches to assist both novice & club athletes.					
1 Develop an effective database of SOA & other Scotland based Coaches & records.	See 3D2	x	x	x	x
2 Train additional coaches.	See 3D1	x	x	x	x
3 Clubs to arrange tuition for novices.	See 3C4	x	x	x	x
4 Clubs to arrange club coaching & training sessions.	See 3C5	x	x	x	x
5 Provide links in NCC areas on nta system.	See 3C6	x	x	x	x
G Develop recruitment & retention procedures.					
1 Create introduction pack, buddy system, link to tuition & guidance on websites.	APO2	x	1	x	Review
2 Encourage casual participation as well as timed runs.	Clubs	Promote	Promote	Promote	Promote
H Promote use of Permanent courses.					
1 Review Permanent courses, develop database & disseminate action points to clubs.	APO2	Review	x	Review	x
2 Establish new & revised Permanent courses & additional distribution points	Clubs	x	2	x	2

2009 - 2015 BOC Strategic Plan

Mission 1 The mission of BOC is to improve public safety.
Vision 1 Working together for safer communities.

Issue	Diagnosis	Strategies	Activities
Reduce non-technical fatalities	<ul style="list-style-type: none"> Conduct the review of the fleet Review safety records, identify high risk vehicles Identify vehicles owned by fleet users Identify vehicles owned by fleet users Identify vehicles owned by fleet users 	<ul style="list-style-type: none"> Develop a fleet safety plan Develop a fleet safety plan Develop a fleet safety plan Develop a fleet safety plan Develop a fleet safety plan 	<ul style="list-style-type: none"> Develop a fleet safety plan Develop a fleet safety plan Develop a fleet safety plan Develop a fleet safety plan Develop a fleet safety plan
Reduce the number of fatalities	<ul style="list-style-type: none"> Identify high risk areas Identify high risk areas Identify high risk areas Identify high risk areas Identify high risk areas 	<ul style="list-style-type: none"> Develop a fleet safety plan Develop a fleet safety plan Develop a fleet safety plan Develop a fleet safety plan Develop a fleet safety plan 	<ul style="list-style-type: none"> Develop a fleet safety plan Develop a fleet safety plan Develop a fleet safety plan Develop a fleet safety plan Develop a fleet safety plan
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Ref: Campbell Consulting Example



Research Plan – Additional Considerations

1. What is your estimated timing?
2. What support and resources (i.e., space, equipment, and money) will you need?
3. Where should you apply for funding?
4. What audience will be interested in your results?



Finding the right opportunity

- Find out what types of activities the sponsor funds.
(Handout: “Who Funds What? A Quick Guide”)
- Identify funding mechanisms that are consistent with research plan.
- Perfect opportunity matches are rare; select the closest match.
- Emphasize the parts of your project that are the best match with what the program wants.



Different Phases – Different Grants

- New/Young Investigator, Early Career, Research Initiation Grants →
 - Small scale research projects; single investigator; ≤ \$100k
 - PI Eligibility restrictions

- Project Grants →
 - Research Projects
 - Co-investigators
 - Special Equipment/Instrumentation

- Program/Center Grants →
 - Large multi-discipline, multi-institutional



Funding Resources

- Funding Databases
 - » COS PIVOT <https://pivot.cos.com/session/login>
 - » InfoEd SPIN
<https://spin.infoedglobal.com/Home/GridResults>

- Monthly Funding/Proposal Development
e-Newsletter <http://libguides.library.ncat.edu/researchers>

- Alerts from DORED



Other Resources

- Literature Searches and Reviews (Bluford Library)
- Awards Databases
 - » NSF <http://www.nsf.gov/awardsearch/>
 - » NIH <http://projectreporter.nih.gov/reporter.cfm>
 - » DoEd <http://www2.ed.gov/fund/grants-additional.html>
- Model Proposals <http://libguides.library.ncat.edu/researchers>
- Generic Proposal Templates (narrative & budget);
proposal production roadmap (critical paths, timelines)



Other Resources

- Training Events
 - » University seminars and workshops
(DORED, Bluford Library, ATL)
<http://www.ncat.edu/research/events/research-services-fall-2014.html>
 - » Professional conferences
 - » Agency webinars



Questions