Resources for Grant Development

Where the Funding Is and How to Get It

Grantwriting for Impact Workshop Series
February 20, 2018

George C. Gordon Library
Office of Foundation & Corporate Philanthropy
Office of Sponsored Programs
Research Solutions Institute
# Resources and Timeline

## Find funding opportunities and connect with funders
- **Library**: Sets you up with Pivot and provides training in using it.
- **FCP**: Provides foundation funding opportunities information; connects you with funders.
- **RSI**: Provides funding opportunities; helps to connect you with funders.
- **OSP**: Knows about funders and opportunity types; provides training on funding opportunities; keeps current.

## Develop and pitch your idea
- **Library**: Background research assistance.
- **FCP**: Knows funders and how to pitch your proposal to them.
- **RSI**: Knows funders and how to pitch your proposal to them.

## Plan and write your proposal
- **Library**: Reviews proposal against foundation guidelines; non-technical editing; assists with refining lay summary.
- **FCP**: Assists with submission directly or in collaboration with OSP, depending on foundation requirements.
- **RSI**: Proposal writing assistance, proposal reviewing.

## Submit (or resubmit) your proposal
- **Library**: Final proofreading, final review.
- **FCP**: Knows funder’s rules/regulations; reviews proposal guidelines; assists with budget devel; reviews proposal for compliance etc.
- **RSI**: Knows funder’s electronic systems and is set up to submit; submits/resubmits your proposal.
Research Solutions Institute

Developing Team Science Opportunities
(early-stage scoping, project coordination proposal assistance, etc.)

Large/Complex Proposals
(facilitating institutional support, assisting with all aspects of proposal development, etc.)

Single-PI Proposals
(finding opportunities, proposal development strategy, reviewing drafts, etc.)

New/Evolving Research Clusters and Centers
(SWOT analyses, concept papers, organizing meetings & workshops, etc.)

Manufacturing USA
(MII project calls, research opportunities related to manufacturing, etc.)
Proposal Development Steps

1. **ENVISION**
   - Set Your Research Goals

2. **SCOUT**
   - Explore Funding Possibilities

3. **CONCEIVE**
   - Articulate a Good Idea

4. **VALIDATE**
   - Sponsor-Test Your Idea

5. **DEVELOP**
   - Develop & Pitch Your Idea

6. **PROPOSE**
   - Plan & Write Your Proposal

7. **SUBMIT**
   - Submit Your Proposal

**Use PIVOT and Other Search Tools**

- Do Homework on Programs and Sponsors
- Draft an Early Concept Paper
- Get Program Officer Feedback
- Hone and Present Your Value Proposition
- File Notice of Intent to Submit with OSP
- Finish Within WPI’s 5-Day Deadline
Manufacturing USA Institutes

Partnerships between industry, academia, and government that leverage existing resources and collaborate, co-invest to nurture manufacturing innovation and to accelerate commercialization.

- Research facilities, Testing and prototyping facilities, “teaching factories”
- Funding mechanism: federal support (>70M) and matching from states, corporations and universities
- Build an ecosystem to drive economic growth, workforce development: Applied Research
- Longer-term goal of 21st Century Manufacturing Hub at WPI:
  - 2018 - Developing an Integrated Photonics Facility
How Does MII Funding Work?

- Funding varies by each institute, typically ~ $10-15M /year
- Cost-share model between proposal team & Institute
  - Project Calls are the main MII funding mechanism (~$200K up to $1M+)
- Massachusetts State Funding cost-share available for some of the Institutes.

Examples:

<table>
<thead>
<tr>
<th>MII Institute</th>
<th>WPI Lead</th>
<th>Other Partners</th>
<th>Area</th>
</tr>
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<tbody>
<tr>
<td>AIM Photonics</td>
<td>Doug Petkie</td>
<td>QCC, MIT</td>
<td>AIM Photonics LEAP Facility ($4M)</td>
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<td>(State – M2I2)</td>
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<tr>
<td>ARMI - BioFabUSA</td>
<td>Marsha Rolle</td>
<td>Akron Biotech</td>
<td>Technical</td>
</tr>
<tr>
<td>NIIMBL</td>
<td>Kamal Rashid</td>
<td>Industry: CAI, FRS, Genentech, Merck, Academic: NCSU, UMD, IAAE</td>
<td>Workforce Development</td>
</tr>
</tbody>
</table>

Examples of How can RSI help (if needed):

- Engaging with potential industry proposal partners, and the MII
- Facilitating activities to get early feedback on your proposal
- Assistance in application for state related funding, if applicable
- Proposal review and feedback, sanity check against RFP requirements, for example
- Utilizing WPI’s marketing graphic design experts for help creating visuals/charts, etc.
WPI: Manufacturing Innovation Institutes

WPI is currently a member of eight Institutes:

- Lightweight and modern metals manufacturing (LIFT)
- Photonics manufacturing (AIM Photonics)
- Clean energy/smart manufacturing (CESMII)
- Modular process intensification (RAPID)
- Biopharma manufacturing (NIIMBL)
- Regenerative manufacturing (ARMI) - BioFabUSA
- Sustainable manufacturing (REMADE)
- Robotics manufacturing (ARM)

Next Step:
If you have interest in any of these areas - please contact me.
Office of Foundation & Corporate Philanthropy

Our Role
• Partner with faculty to connect with private & corporate foundations

When to Contact Us
• As soon as you identify a foundation as a potential donor
• If you receive a gift of equipment to support your research

How We Help
• Research potential funders; publicize likely funders
• Communicate with foundation officers
• Provide supporting documentation (Board Lists, Audit Statements, etc.)
• Proposal review for compliance and for non-technical editorial assistance
• Coordinate with OSP and other WPI offices
• Track WPI history with foundations
OSP Pre-Award Support

• Pre-Award contact for each department

• What we do:
  – Review solicitation for Eligibility and Proposal Requirements
  – Help ensure compliance with Sponsor Guidelines
  – Help you develop your budget
  – Help with administrative documents (e.g. C&P, COA, Subs)
  – Help navigate the internal processes and approvals e.g. cost share, PRFs
  – Electronic Submission Systems (Fastlane, grants.gov/Cayuse, other systems)
  – Ensure proposal passes validations and submitted on time
Proposal Timeline

• The earlier we know the more we can help
  – Submit your NOI early
  – Get your budget and admin docs out of the way so you can focus on the project description

• Resources on Website
  – Notice of Intent Form
  – Sample Budgets
  – Checklists
  – Templates
  – Blog
Pivot

http://pivot.cos.com/funding_main

- Sign up for a free pivot account with your WPI login
- Put funding opportunities in ‘tracked’ and ‘active’
- Pivot will use ‘advisor’ to track funding opportunities relevant to the profile you build
Your Research Team—We Are Here to Help!

- **Research Solutions Institute** ([rsi@wpi.edu](mailto:rsi@wpi.edu))
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We partner with you and collaborate with each other to help you be successful!