Resources for Grant Development
Where the Funding Is and How to Get It

Grantwriting for Impact (G4I) Workshop Series
October 29, 2020
Research Infrastructure

Vice Provost for Research

Office of Sponsored Programs (OSP)

Orla Baxter, Director

Pre-Award
- Lisa Masciarelli
- Michelle Mulkern
- Priscilla Vazquez

Post-Award
- Gabriel Johnson
- Kristin Keane
- Chelsea Holland
- Katelyn Turnbull

Pre-Award
- Assist with developing and finalizing proposal budget
- Submit federal proposals as AORs

Post-Award
- Negotiate and accept awards
- Issue subawards
- Manage awards

Research Solutions Institute (RSI)

Ellen Piccioli, Director of Manufacturing Innovation

Mo Modarres Research Opportunity Development Lead

Sujatha Koduvayur Research Development Manager

Post-Award
- Connect PIs to industry and federal agency solicitations
- Provide strategic brainstorming and opportunity targeting
- Assist PIs with White paper and proposal development, and review
- Provide relevant training (in collaboration with OSP and FCP) as well as Value Creation pitch coaching

University Advancement

Foundation & Corporate Philanthropy (FCP)

Lynn Lancaster, Director

Erin Harper
Wendy King

Pre-Award
- Connect PIs to private and corporate foundation solicitations
- Provide technical support to help present research to donors
- Assist PIs with Proposal Writing for Foundations
- Assist with proposal review

Advancing Research at WPI through an integrated support structure for proposal development
# How We Help, and When It’s Helpful

<table>
<thead>
<tr>
<th>Find funding, connect with funders</th>
<th>Develop and pitch your idea</th>
<th>Plan and write your proposal</th>
<th>Submit your proposal</th>
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</thead>
<tbody>
<tr>
<td><strong>Library</strong></td>
<td>Develop online presence; alerts to funding opportunities and search tools; citation management</td>
<td>Background research support and alerts using Scopus, Web of Science, PubMed, etc.</td>
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<tr>
<td><strong>RSI</strong></td>
<td>Locates opportunities; advises on strategy for funding sources</td>
<td>Helps you refine &amp; tailor your research “pitch”</td>
<td>Helps you plan, write &amp; reviews your proposal</td>
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<tr>
<td><strong>F&amp;CP</strong></td>
<td>Provides information on foundation funding opportunities and connections with funders</td>
<td>Knows funders and how to pitch your proposal to them</td>
<td>Reviews proposals; non-technical edits; helps refine your lay summary</td>
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<td><strong>OSP</strong></td>
<td>Broad knowledge of funders &amp; opportunity types; keeps current on new/changing rules.</td>
<td>Knowledge of rules, regs &amp; guidelines; helps you create your budget; reviews proposals for compliance, etc.</td>
<td>Knowledge of funder electronic systems; submits your proposal as the authorized WPI submitting office</td>
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George C. Gordon
Library
Lori Ostapowicz-Critz
# Developing Your Online Presence

<table>
<thead>
<tr>
<th>Name Differentiation</th>
<th>Visibility</th>
<th>Funding</th>
<th>Network/Collaboration</th>
<th>Impact Metrics</th>
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<tr>
<td><strong>Google Scholar</strong></td>
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<td>X Altmetrics</td>
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<td><strong>Pivot</strong></td>
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<td><strong>Scopus Profile</strong></td>
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<td><strong>Mendeley</strong></td>
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<td>X Altmetrics</td>
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<td><strong>Publons Researcher Profile/Researcher ID</strong></td>
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[https://libguides.wpi.edu/onlinepresence](https://libguides.wpi.edu/onlinepresence)
Funding Alerts & Intelligence

**PIVOT:**

Sign up for a free [Pivot](#) account with your WPI email, claim profile

- Put funding opportunities in tracked opps and curated lists
- Pivot will use Advisor to track funding opportunities relevant to the profile you build—weekly emails available
Funding Alerts & Intelligence

- Foundations Directory
- Proposal Central
- Mendeley
- Grants.gov

Links & more resources at:
libguides.wpi.edu/funding
Research Solutions Institute
Ellen Piccioli
Research Solutions Institute (RSI)

RSI helps faculty researchers identify research funding, prepare well for strategic research opportunities, and develop winning proposals

Strategic brainstorming and opportunity targeting

• Early-stage scoping, project coordination, proposal assistance

Proposal Development

(Single-PI Proposals, Complex Proposals, and White papers)

• Facilitating institutional support, Facilitate collaboration with outside entities, Assisting with all aspects of proposal development
• Value Creation Pitch coaching

New/Evolving Research Clusters and Centers

• SWOT (strengths, weaknesses, opportunities, and threats) analyses, concept papers, organizing meetings & workshops

Manufacturing USA

• MII project calls, research opportunities related to manufacturing

Location: 50 Prescott Street, 1st Floor
Web: www.wpi.edu/+rsi
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

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- Look for approach/needs alignment
- Use Specialized Search Tools
- Do Homework on Programs and Sponsors
- Draft an Early Concept Paper
- Get Program Officer Feedback
- Develop Preliminary Value Proposition
- Hone and Present Your Value Proposition

Finish Within WPI’s 5-Day Deadline
Foundation & Corporate Philanthropy

Erin Harper
Office of Foundation & Corporate Philanthropy (FCP)

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
FCP: Searchable Online Database of Funding Opportunities

wpi.edu/+privatefunding

A database of philanthropic opportunities that the FCP office is tracking. This database is updated regularly.
FCP: Gifts-In-Kind

Faculty member identifies gift-in-kind opportunity

Faculty member contacts FCP (Wendy King, wking@wpi.edu)

FCP works with faculty member and donor on back-end processes and paperwork, including Dept. Head and/or Dean approval

**Additional approvals/signatures may be required depending on value of gift**

Once approved, faculty member arranges for gift to be transferred and inventories gift on receipt
Office of Sponsored Programs
Michelle Mulkern
OSP Pre-Award Support

• Proposal development is an iterative, collaborative process

• What we do:
  – **We submit your proposal!**
  – Ensure compliance and eligibility with the solicitation
  – Help navigate the internal processes and approvals, e.g. cost share
  – Develop your budget and help with other mandatory items
  – Provide resources (templates, checklists) and keep you on track for a successful submission
Pre-Award Support: Resources

• OSP will provide you with the most up-to-date templates

• Our website can serve as a jumping off point, and is connected to the ‘Funding Toolkit’
### Proposal Development Timeline

<table>
<thead>
<tr>
<th>3 Weeks Minimum</th>
<th>5 Business Days</th>
<th>3 Business Days</th>
<th>1 Business Day Before *Deadline</th>
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</thead>
<tbody>
<tr>
<td><strong>Notice of Intent</strong></td>
<td><strong>Final Budget</strong></td>
<td><strong>Final Administrative Documents</strong></td>
<td><strong>Final Complete Proposal (by 12PM)</strong></td>
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</table>

- **PI**: Submits NOI with 3-weeks minimum notice to begin process
- **Pre-Award**: Within 2 business days of NOI receipt
  - Assigned *Pre-Award member contacts PI*
- **FYI**: To find Pre-Award primary contact by department, [click here](#)
  - *If proposal is for a Foundation, a member of the Foundation and Corporate Philanthropy (FCP) team ([click here](#)) will contact you*

- **PI**: Draft administrative and technical documents (admin and tech docs)
- **Per Policy**: All cost share approvals must be completed ([more information on approvals is found in this link](#))
- **FYI**: To access budget, cost share, and other templates, [click here](#)

- **PI**: Draft administrative and technical documents (admin and tech docs)
- **Final Justification**
- **All Subaward Documentation**

- **PI**: All mandatory admin docs and supporting documentation, excluding the ‘technical documentation’
- **FYI**: For checklists of admin docs, [click here](#)

- **PI**: Technical documents and references
- **Pre-Award**: final compliance check, submission of proposal, notification of submission to PI, and internal proposal process closeout

*If proposals are due outside normal business hours and days (8AM – 5PM, Mon-Fri), 5PM of the business day before submission is considered the deadline*

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**This process is made to help you. By closely collaborating with your assigned Pre-Award member and adhering to the deadlines, your research application will receive multiple reviews ensuring a successful final submission.**

Worcester Polytechnic Institute
## Research Proposal Development Roles & Responsibilities

<table>
<thead>
<tr>
<th>Deadline</th>
<th>Task</th>
<th>PI</th>
<th>RSI*</th>
<th>Pre-Award</th>
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<tr>
<td></td>
<td><strong>Weeks prior to proposal submission</strong></td>
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<td>Submit NOI</td>
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<td></td>
<td>Receive NOI and begin internal proposal process</td>
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<td>Technical documentation writing and preparation</td>
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<td></td>
<td>Administration documentation preparation</td>
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<td></td>
<td>Review proposal</td>
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<td></td>
<td><strong>Business days prior to proposal submission</strong></td>
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<td>• Budget and budget justification preparation and finalization</td>
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<td>• All subaward documentation finalized</td>
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<td><strong>Business day before proposal submission</strong></td>
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<td>Finalization of all documents and upload to appropriate electronic system</td>
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<td><strong>Business day before proposal submission</strong></td>
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<td>Provide institutional signatures and submission of proposal</td>
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*RSI timeline is proposal dependent:
- RSI can assist with funding opportunity identification, proposal development, and project management of proposal development
- If requested in the NOI, an RSI member will contact the PI by the Thursday following NOI submission
- We recommend you contact RSI (rsi@wpi.edu) as soon as you have an identified funding opportunity to ensure full use of RSI services

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**Advancing Research at WPI through an integrated support structure for proposal development**
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<tbody>
<tr>
<td></td>
<td>Opportunity Identification</td>
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<tr>
<td>3 Weeks prior to proposal submission</td>
<td>Submit NOI</td>
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<td></td>
<td>Receive NOI and begin internal proposal process</td>
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<td></td>
<td>Assist with proposal requirements and submission process</td>
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<td>Review proposal</td>
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<tr>
<td>5 Business days prior to proposal submission</td>
<td>Finalize budget (obtain IDC and cost share approvals)</td>
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<td>1 Business day before proposal submission</td>
<td>Provide institutional signatures if required</td>
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<tr>
<td>SUBMISSION DAY</td>
<td>Submit proposal</td>
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Early Career Opportunities

RSI & FCP
Summary of Federal Programs

- National Science Foundation
  - CAREER, plus a few isolated program-specific opportunities
- National Institutes of Health
  - Early-Stage Investigator opportunities
- Department of Defense
  - Separate programs at Army, Navy, Air Force, DARPA
- Department of Energy
  - Early Career Research Program
- National Aeronautics and Space Administration
  - Separate programs at major NASA Directorates
- Cross-Federal Recognition
  - PECASE
Foundation Opportunities

- Gift-size will vary; clout will vary
- Utilize the FCP office for institutional knowledge re: funders (i.e. we know which funders WPI tends to have success with; which funders are long-shots, etc.)

Some Common Early-Career Funders:
Alfred P. Sloan Foundation
American Chemical Society
Arnold & Mabel Beckman Foundation
Burroughs Wellcome Fund
The Medical Foundation – Smith Family Awards
PhRMA Foundation
Russell Sage Foundation
Thank you! And coming attractions

November:
NSF Workshop: noon 11/11

Other Fall Workshops
Early Career Funding Opportunities: TBD
NIH workshop: TBD
IES Workshop: TBD