Navigating Explicit and Implicit Relationships on the Path to Federal Funding

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research Live

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Can OPE help with your proposal? Yes, if:

- It is a **large, complex, and/or interdisciplinary proposal**, OR
- It is a proposal with broad **institutional impact**, such as instrumentation, training grants, DEI, IE, OR
- It is a **resubmission**; OR
- It is a smaller proposal AND we have **time and capacity**.

What forms of support do we offer?

- **Project Management** for large, complex, and/or institutionally impactful proposals (3+ months' lead time)
- **Resubmission planning** and guidance (1+ month lead time)
- **Substantive editing, copyediting, proofreading**, and **writing** as appropriate (3+ weeks' lead time)
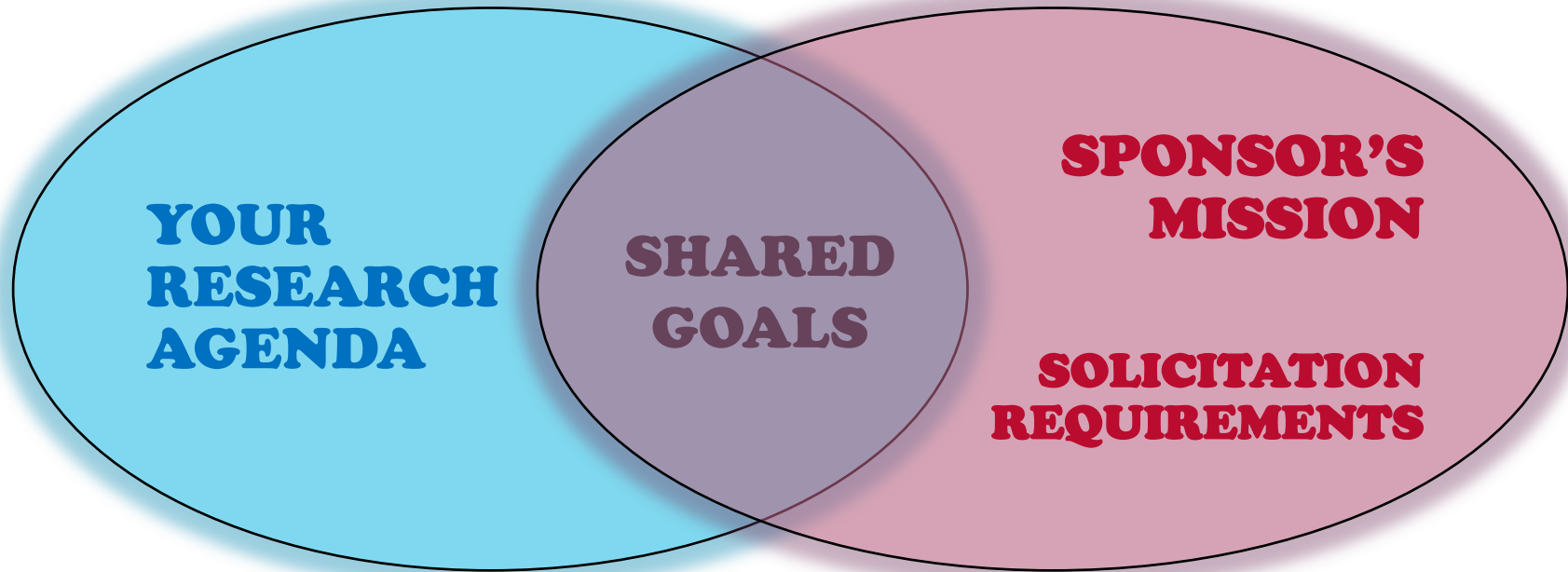
Ten Steps to Success

1. Find the right opportunities
2. Research the program
3. Make a detailed plan
4. Take advantage of grant expertise
5. Engage readers
6. WRITE (to your audience)
7. Send draft to readers
8. Revise
9. Submit
10. Resubmit

Discovery

Preparation

Execution

1. Find the Right Opportunity

- Colleagues
- PIVOT
- Grants.gov
- Foundation Relations
- Large Grants/Limited Submissions Newsletter
- Research Insights
- Willson Center for Arts and Humanities
- Agency Contacts

2. Research the Program

- Close-read the **solicitation**
- Explore all hyperlinks
- Read about the sponsor and their **mission**
- Find info on what has been awarded
- Get advice from **colleagues**
- Develop an abstract, one-pager, or elevator pitch
- Contact the **sponsor**

Multiple sources of information allow you to triangulate the "overlap"
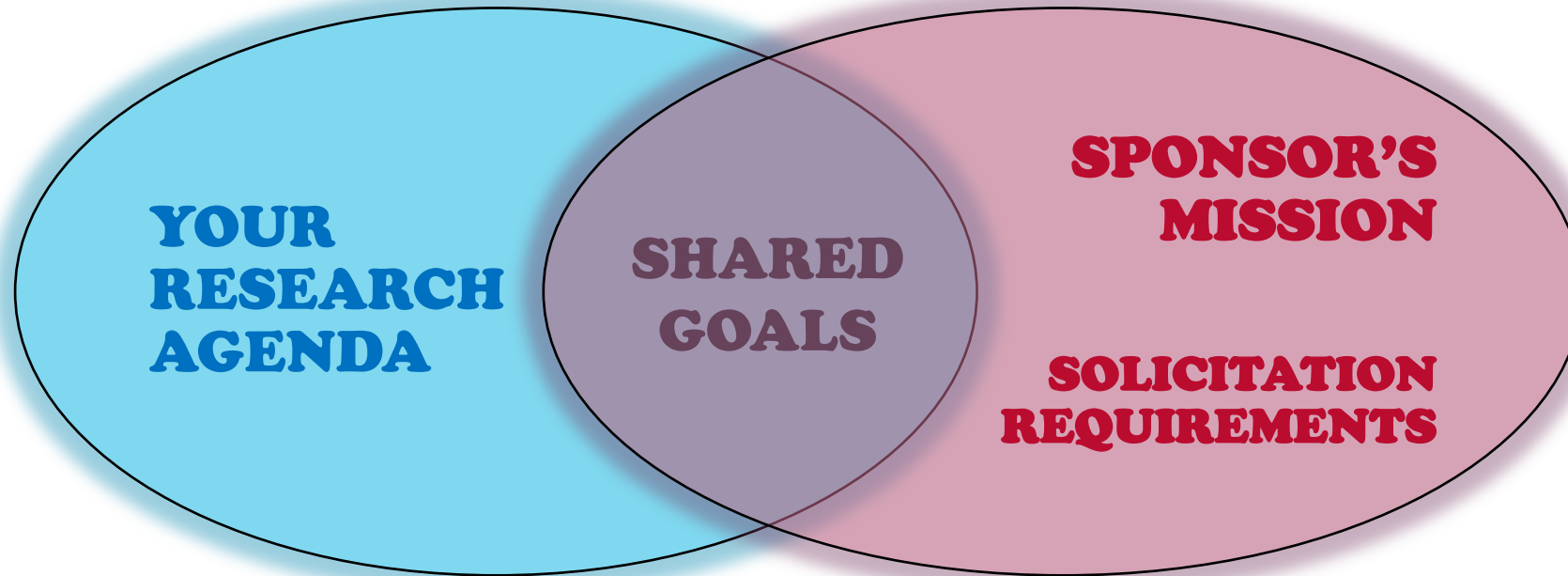
3. Make a Detailed Plan

- Build a Timeline/ Checklist

- Revisit Solicitation

- Refer to Sponsor's general Guide

- Include ALL required components

- Include non-tangible steps

- Stagger deadlines

- Think about dependencies

NSF ART Proposal Solicitation: https://www.nsf.gov/pubs/2023/nsf23558/nsf23558.htm	Responsibility	Notes	T-8 WEEKS 13-Mar	T-7 WEEKS 20-Mar	T-6 WEEKS 27-Mar	T-5 WEEKS 3-Apr	T-4 WEEKS 10-Apr	T-3 WEEKS 17-Apr	T-2 WEEKS 24-Apr	UGA DEADLINE 2-May	NSF DEADLINE 9-May
Suggested Reviewers (opt)									Complete	Final	
Collaborators & Affiliations			Template	Identify PI and Senior Personnel			Finalize Personnel and Create Roster	Request	Receive	Complete	Final
Cover Sheet				Begin Proposal in Research.gov and allow SRO access					Complete	Final	
Project Summary		See solicitation and template		Template	Title				Draft	Final	
Project Description		15 pages									
a) Context for ART											
b) Capacity-Building and Training Activities											
c) Seed Translational Research Projects			Outline	Beefy Outline	Draft with Holes	Complete Rough Draft	Outside Review	Revised Draft	Final Edits	Final	
d) Partnerships											
e) Sustainability and Scalability											
f) Evaluation											
g) Broader Impacts											
h) Results from Prior NSF Support											
References Cited									Complete	Final	
Biographical Sketches	Becky	2 pages. Include only for the leadership team and other senior personnel expected to receive support in the first five years from the ERC.	Template	Identify PI and Senior Personnel			Finalize Personnel and Create Roster	Request	Receive	Complete	Final
Budget	Jake	See NSF 22-580 for specific instructions.	Template		Early Draft Budget		Revised		Complete	Final	
Budget Justification	Jake	Follow PAPPG for guidance 5 pages (also for Subawards).	Template		Draft			Revised Draft	Complete	Final	
Subawards						Identify	Request Docs	Revisions	Final Draft	Complete	Final

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4. Take Advantage of Grant Expertise

- Colleagues (senior)
- Colleagues (peers)
- Office for Proposal Enhancement
- College/school grant staff
- Sponsored Projects Administration
- Program officers/agency personnel

5. Recruit Readers

- Subject matter experts
- Colleagues outside of your field/subfield
- Grant experts (OPE!)
- Lay readers

6. Write to your Audience

- ***Who are your reviewers? Gather as much info as possible.***
- Are they a homogenous or heterogeneous group?
- What is each type of reviewer looking for?
- Stick to your timeline!

| T-8 WEEKS	T-7 WEEKS	T-6 WEEKS	T-5 WEEKS	T-4 WEEKS	T-3 WEEKS	T-2 WEEKS	UGA DEADLINE	NSF DEADLINE
13-Mar	20-Mar	27-Mar	3-Apr	10-Apr	17-Apr	24-Apr	2-May	9-May
Outline	Beefy Outline	Draft with Holes	Complete Rough Draft	Outside Review	Revised Draft	Final Edits	Final	

How will you argue that your project is a good fit?

YOUR RESEARCH AGENDA

SHARED GOALS

SPONSOR'S MISSION

SOLICITATION REQUIREMENTS
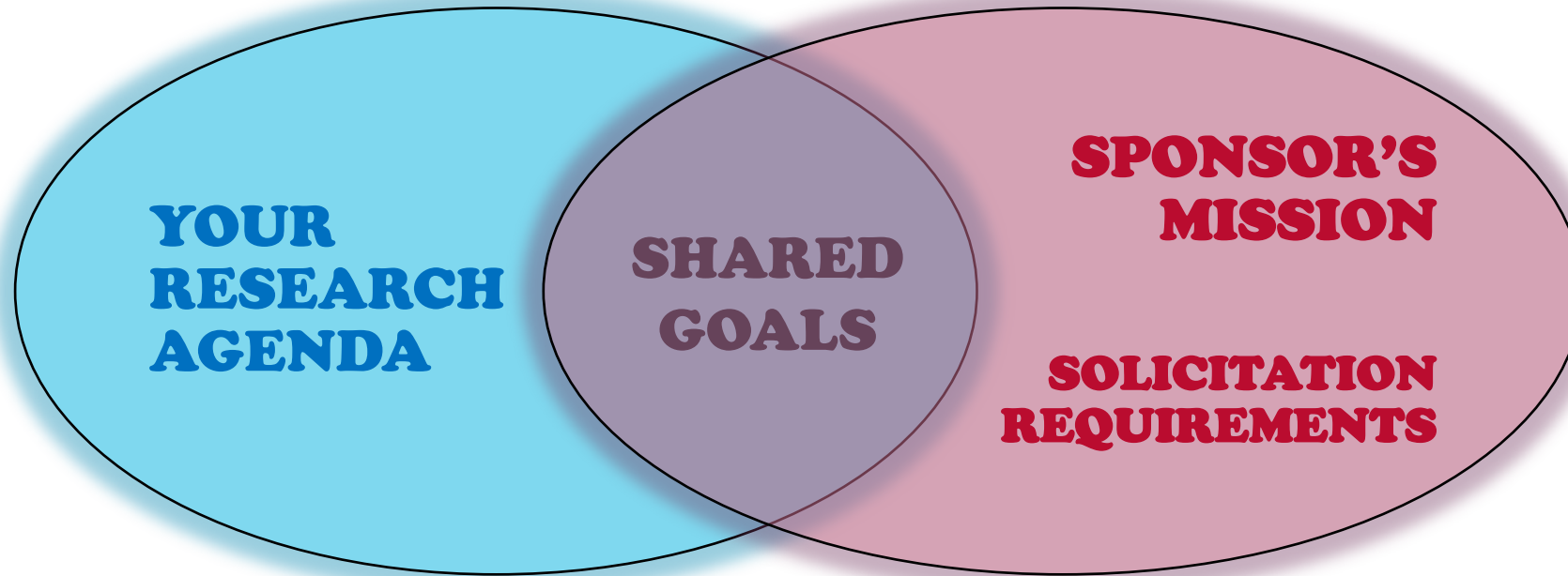
Components of a Research Proposal

| COMPONENT	PURPOSE
Hook	Capture reviewers' interest
Background	Lead readers from what they know to what they don't know
Gap in Knowledge	What hole will your research fill?
Critical Need	What is needed to fill this gap? What happens if this need isn't met?
Proposal Objectives	Define what you will accomplish
Long-Term Goal	Explain how the objectives fit into your larger research agenda
Rationale	What will become possible that is not possible now?
Hypothesis	The testable proposition you plan to investigate
Aims	*How will you test your hypothesis?*
Research Question(s)	The question(s) this project aims to answer
Aims	*How will you answer your research question(s)?*
Capacity	Demonstrate that you have the knowledge and resources to succeed
Outcomes/Deliverables	The sponsor is giving you money. What are you giving them?
Innovation	How will this project move your field forward?
Impact	How will this research change the world?

Hourglass Structure
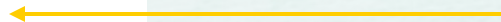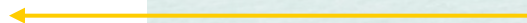

What is this paragraph or section about?

What does the reader need to know to understand the details?
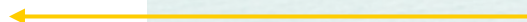
THE DETAILS
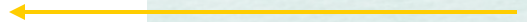
How is this a logical step in a sequence of activities?

How is this related to the project's goals, outcomes, impact?

7. Send Draft to Readers

- Give each reader specific instructions according to their expertise:
  - Ask **subject matter experts** about the nitty-gritty: methods, approach, project design, situation within your field
  - Ask **colleagues outside your field** about logic, clarity, jargon
  - Ask **grant experts** about significance, innovation, impact, and how to improve your argument for funding
  - Ask **lay readers** about comprehensibility

You don't want people to tell you what you already know!

Time to Work on those Ancillary Docs!

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Biographical Sketches	Template	Identify PI and Senior Personnel		Finalize Personnel and Create Roster	Request	Receive	Complete	Final	
Budget	Template		Early Draft Budget		Revised		Complete	Final	
Budget Justification	Template		Draft		Revised Draft		Complete	Final	
Subawards			Identify	Request Docs	Revisions	Final Draft	Complete	Final	
Current & Pending Support	Template	Identify PI and Senior Personnel		Finalize Personnel and Create Roster	Request	Receive	Complete	Final	
Facilities, Equip, Other					Rough Draft	Complete Draft	Final Draft	Final	
Data Management Plan					Draft		Complete	Final	
Postdoctoral Mentoring Plan					Draft		Complete	Final	

8. Revise

- Assess value of reader suggestions
- Ask clarifying questions

9. Submit

- Keep lines of communication open with SPA/DLSA
- Agree on a timeline for delivery

Hope for success -- but embrace rejection!

10. Resubmit!

RESUBMISSION CHART

Location	Critique	Response	Actions	Done?	Page #
Intellectual Merit					
PS	The panel did express some concern as to whether the instrument would be used to its full capacity.	This seems to be related to the PO's point about wanting to see more Co-PIs, and more biosketches of major users. We will add Co-PIs and biosketches of major users.	One Co-PI and two Senior Personnel are added.	Done	P#3-4 P#5
R2	It is still not clear about additional scalability. There is considerable discussion in the sequence-verse that the NovaSeq 6000 almost never achieves the yields advertised.	Magdy respectfully disagrees – no need to address.			
Broader Impacts					
R1	Some method of evaluating outcomes of workshops and student tours (other than number of participants) would improve Broader Impacts.	A pre-/post survey would probably address this point sufficiently. Needs to be economical as there is no budget for this.	See above		P# 15
Solicitation-Specific Criteria					
PS	Management Plan: The panel has some uncertainty about the actual scheduling mechanism for use of the sequencer and the adequacy of the cost recovery level.	Make sure that the Management Plan provides the full context: that this is a high-capacity core facility with processes in place that obviate scheduling.	Addressed. Users do not schedule to use the instrument. The GGBC staff members are the only people to use the instrument.	Done	P# 14

Upcoming Events

- March 24: Research Live presentation: *"Pivoting to Research Funding: How Pivot Can Help You ID Grant Opportunities"*

- March 27: NSF CAREER Peer Review Program Infosession signup
  - April 5-14: CAREER Infosessions
  - May-July: CAREER Peer Review Program

Questions?

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https://research.uga.edu/proposal-enhancement/

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