Define Market and Mission

Target Audience:

- Learn about the research, education, and extension funded by a prospective funder
- Research an organization's mission, long-range strategic plans, and research area foci
- Understand the sponsor's culture
- Serve on review panels

Current and Emerging Trends:

- Identify knowledge gaps, societal challenges, industry and community needs to be addressed
- Consider industry or discipline-driven trajectories towards employing new and innovative methods, approaches, and technologies
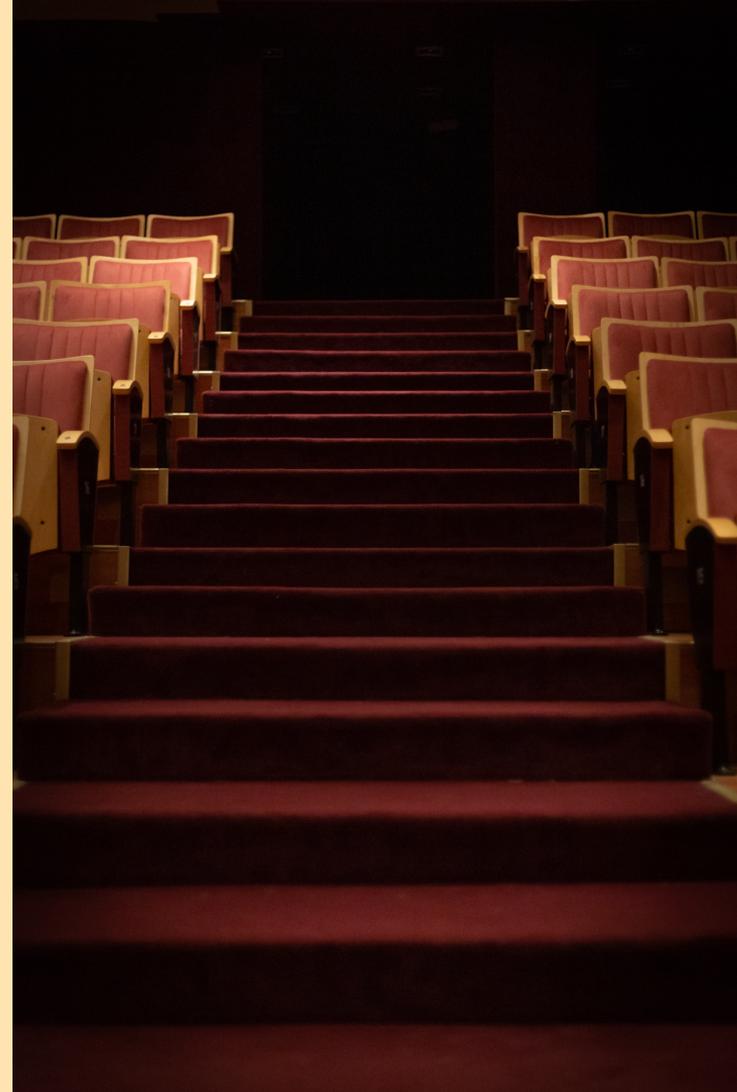
Competitive Edge:

- Use audience and trend research to inform funding opportunity search
- Outline institutional strengths, goals, long-term commitments and strategic priorities
- Develop conceptual plans that challenge the status quo to produce better outcomes
- Consider the significance and timeliness of action
- Research and collect preliminary data
- Solicit community and industry support
- Identify aligned programs, facilities, and equipment
- Start early and enlist internal resources and support
- Build a Dream Team

Draft a **one-page summary** to share with potential collaborators, stakeholders, local government, industry, and funding program staff

Identifying Funding

- Visit Community of Science (COS) **Pivot**, a multi-disciplinary searchable funding opportunities database representing over 40,000 private, federal, and international funding opportunities

- Grants.gov and other funder specific listservs

- CA Grants Portal, https://www.grants.ca.gov/

- Subscribe to the **OCG Blog**

- Bookmark the **OCG Funding Calendar**

- Seek out assistance with targeted searches

AFRI Foundational and Applied Science Program

$300 million in USDA NIFA funding to support agricultural production research, education, and extension projects for more sustainable, productive, and economically-viable plant and animal production system.

Supports grants in six priority areas:

- Plant health and production and plant products
- Animal health and production and animal products
- Food safety, nutrition, and health
- Bioenergy, natural resources, and environment
- Agriculture systems and technology
- Agriculture economics and rural communities

Build Collaborative Teams

Internal vs. External Teams

Advantages to predominately <u>internal teams</u>:

- Familiarity with institutional structure, culture, and operations
- Ownership of the project and process due to nature of the proposed work
- Natural or pre-defined hierarchy of leadership and/or authority

Challenges:

- Talent gaps due to position vacancies
- Competing interests, responsibilities, and demands of overlapping projects
- Tendency to cover multiple roles
- Overlapping expertise

Unique advantages to including <u>external team members</u>:

- Expand scope or scale of a project
- Contribution of varied expertise and broader perspectives

Challenges:

- Managing access to shared tools
- Additional proposal components such as subaward documentation
- May introduce data ownership, accountability, and overall project integration concerns

Establish the appropriate team approach needed to meet potential project objectives

Strategy	Considerations
Identify sufficient breadth of expertise and qualifications	As the number of collaborators increases, so do the potential challenges Consider if the interdisciplinary team is scientifically ready
Assess collaboration readiness	Consider individual and institutional characteristics Build on collaborative history and successes
Enable effective team functioning and communication	As team complexity and size increase, so does the need for more coordination and effective communication Use agreed upon language and terminology
Provide leadership	Orient members to a shared vision and common goals Define specific roles, responsibilities, and deliverables Define processes for project management
Anticipate team conflict	Define processes for inviting and sustaining diverse perspectives and facilitate productive forms of conflict resolution Address challenges as they arise

Proposal Development Services is on your TEAM

– Planning and preparation of large and complex proposal efforts

– Guidance on responding to new/ emerging/changing funding opportunities and environments

– Project management and coordination across multiple organizations

– Proposal editing that emphasizes effective communication and responsiveness to the funder requirements

– Supporting document writing and editing (letter of support templates, collaboration plans, management plans)

– Budget development

Develop the Application

Read the Request For Applications

- Incorporate the RFA into your intelligence gathering from the planning and development phase; leverage all aspects and seek clarity when there are questions

- Prepare a structural outline to guide content development and a requirements for supporting documents

- Incorporate section headings and sponsor specific key words and terms

- Use the review criteria as writing prompts

As you begin to write, remember to put yourself in the shoes of the **reviewer**.

Engage the entire team: this is a collaborative process

- Develop a scoping document to ensure agreement and alignment on vision, roles, approach, and budget before significant writing begins, seeking contributions and feedback from all

- Provide leadership while keeping team members actively engaged in the process by creating space for proposal co-development based on defined roles

- Encourage contributions, feedback, and creativity from all team members

Manage every aspect of the process

- Distribute assignments for writing, literature review, ongoing stakeholder engagement

- Agree upon set deadlines for working and near-final components

- Meet frequently to monitor progress, assess challenges, and manage constraints

- Coordinate file-sharing, storage, and manage multiple iterations of proposal components

- Determine go/ no-go milestones

- Submit in advance of the deadline

Finalize, Review, and Submit

- **All proposals must be submitted to OCG prior to submission to the sponsor**

- All projects require **Grant Tracking System (GTS)** record

FUNDING

Submission Steps
Grant Tracking System (GTS)

What happens now?
OCG Compliance Review

- OCG will review the Budget/Justification, Compliance areas, and Terms and Conditions

- OCG will contact you by phone or email if we have questions or concerns

- We'll tell you when review is complete

- If electronic submission, be available!

Now...the suspense...then AWARD

In the interim...

- Seek out opportunities to serve on funding review panels.

- Continue to strategically apply for funding without submitting the same project plan to other federal agencies.

- Map your contingency plan outlining how will you proceed if the proposal is declined.

- Be prepared to activate your plans, if awarded. Are there project start-up considerations?

  i. Prepare for IRB review and approval
  ii. Continue to generate preliminary data
  iii. Build on relationships with stakeholders
  iv. Prepare job descriptions

Questions and Answers

- Are proposal development services available for any proposal? *It depends…*

- If I am staff, can I be a PI on a grant application? *It depends…*

- What indirect cost rate should I use? *It depends…*

- What if I think of questions later after this webinar? *Yes!*

Thank you!