The Fundamentals of Finding Funding

September 16, 2019













Today's topic

The Fundamentals of Finding Funding:

Methods, considerations, and strategies to find and compete for research funding that's right for you

Presented by-Stacy Heilman, PhD

Assistant Professor & Director Pediatric Research Operations Emory University Dept of Pediatrics & Children's Healthcare of Atlanta

Grant database screenshots and examples provided by-

Nicole Crowell, MS

Grant Proposal Development Associate

Emory University Department of Pediatrics

K-Club "Co-Op" – 10 years strong!



2019/2020 planned topics

- Finding funding
- Best practices in presenting your research (part II)
- Interacting with NIH program officials
- Importance of persistence and perseverance in research
- Lessons learned along the career development journey
- Grant revisions
- What else? You tell us!

Survey Drawing











K-Club specials – Extramural CDA Opportunity

Burroughs Wellcome Fund – Career Awards for Medical Scientists

- To support physician-scientists, who are committed to an academic career, to bridge advanced postdoctoral/fellowship training and the early years of faculty service.
- \$700,000 awards over five years
- Application deadline: October 1, 2019

K-Club specials – Intramural CDA Opportunities

Georgia CTSA KL2 Program

- 75% protected research effort (verified through chair nomination letter)
- For clinical/translational research proposal must have a "human component," i.e. interaction with human subjects or specimens obtained from identifiable humans.
- Application deadline: March 2, 2020

Emory BIRCWH program - Building Interdisciplinary Research Careers in Women's Health

- -75% protected research effort
- For junior faculty at MD or PhD level at Emory University who use novel, interdisciplinary approaches to advance the science of women's health and sex/gender research
- Application deadline: March 2, 2020

K Tutorial – For Feb/March 2020 K application deadline

What will be covered: The series will address the following K Award categories: K01, K07, K08, K22, K23, K25, K99/00 as well as VA CDA and other career development awards. The classes will include didactic presentation, discussion, and Q&A. Time permitting, Dr. Janet Gross will provide an individual read and review of your proposal.

When and where (This is a 2 class series, attending both is highly recommended):

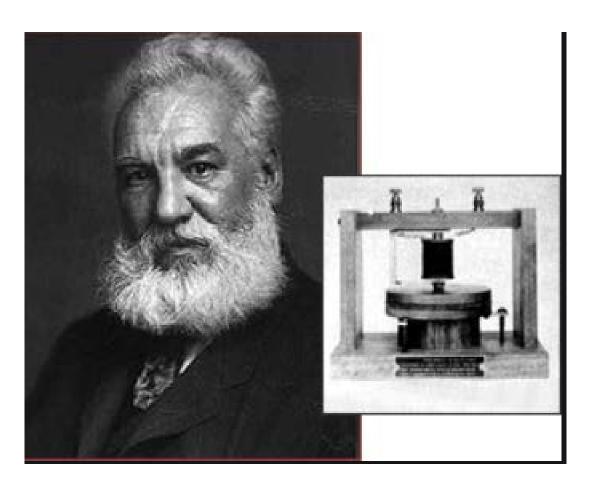
- Class 1: Tuesday, November 12, 2019; 9:00am-12:00pm School of Medicine Rm. 178P
- Class 2: Tuesday, November 19, 2019; 9:00am-12:00pm School of Medicine Rm. 178P

How to enroll in the course?

To enroll, email the instructor, Dr. Janet Gross, at <u>isgros2@emory.edu</u> **ASAP**, along with the following required information (numbered as follows):

- Biographical sketch following the specific instructions for K Series Career Development Awards
- Title of project (200 characters max., including spaces and punctuation)
- Your current position at Emory please include your official title, lab, mentor, year postdoc began, or year your current rank began
- Tell me what grant you are applying for: Award category (e.g., K01) and NIH Institute (e.g., NCI)

Finding Funding for Your Research





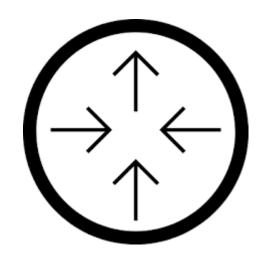
Outline for Today

- 1. An outline of the different types of research funding opportunities
- 2. Finding suitable funding opportunities for your research
- 3. Maximize chances for research funding success

Funding Categories

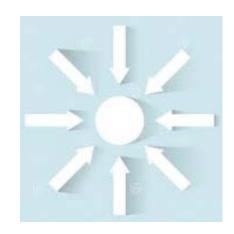
Intramural:

- Offered from within the institution
- Often called "seed" or "pilot" funding



Extramural:

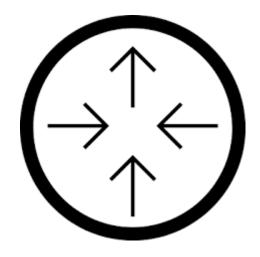
- Offered from outside the institution
- Usually from government and private foundations



Funding Categories

Intramural:

- Offered from within the institution
- Often called "seed" or "pilot" funding



Intramural/Seed/Pilot Funding Opportunities

- √ Smaller awards towards collecting preliminary data
- ✓ List of opportunities listed at these links:
 - http://www.pedsresearch.org/research/resources/funding/pilot-grant-programs
 - http://www.medicine.emory.edu/research/internal-research-resources/funding-opportunities/index.html#FundingOpportunities
 - http://www.osp.emory.edu/funding/Internal.html
- ✓ Join relevant listserv's to learn about internal seed funding opportunities



One Emory Based Intramural Example

University Research Committee - http://www.urc.emory.edu/

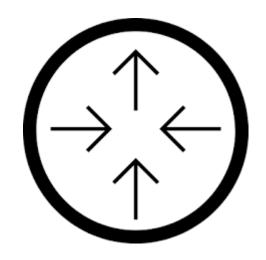
- ✓ Must have Emory faculty appointment
- ✓ Proposals are considered that explore all aspects of Health/Biological
 Sciences (all types of research are considered even non health related)
- **✓** \$30K
- √ Applications accepted annually in January



Funding Categories

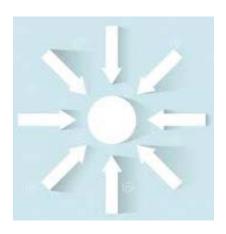
Intramural:

- Offered from within the institution
- Often called "seed" or "pilot" funding



Extramural:

- Offered from outside the institution
- Usually from government and private foundations



Extramural - Government versus Foundation

What are some key differences?











Federal/Government

Pros

- Award more grants with larger budgets
- More likely to pay indirect costs
- Clear guidelines & common application instructions/formats
- Stated priorities for funding & available to wide array of organizations and areas of research
- Set and predictable deadlines (usually)
- More staff and resources for assistance and feedback during application phase

Cons

- Usually more competitive
- Bureaucratic/red tape/hoops/
 lengthy RFA's with lots of acronyms
- Application requirements can be more complex
- Many postaward requirements/ stipulations
- Although set/recurring deadlines, they also release special funding announcements often with a short turnaround time (6 weeks)
- Review process may favor
 established investigators (NIH and
 NSF acknowledge this and are
 trying to address it)

Foundations

	Pros		Cons	
•	Can find very specialized/	•	Award dollars usually less and	
	focused opportunities		may be restricted (e.g. no Pl	
	presumably with more favorable		salary)	
	funding odds (i.e. fewer	•	Often do not allow indirect costs	
	applicants)		which can "cost" the awardee	
•	Some make large grants		money — "Dean's Tax"	
•	Good source for seed, high	•	LOI step can also present a	
	risk/high reward grants & CDA's		disadvantage	
•	Many require relatively easy LOI	•	Deadline is sometimes very short	
	& then accept full applications	•	Program staff not always	
	by invitation only		available to help you tailor your	
•	Application requirements can be		aims/application during	
	less rigorous		application phase	
•	Often more flexible in meeting	•	Oftentimes applicants get no	
	unique needs, circumstances and		reviews/feedback making	
	time frames		resubmissions and continuous	
			improvement difficult	

Outline for Today

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- 3. Maximize chances for research funding success

Finding Funders

The best predictor of future behavior is past behavior

- Read Acknowledgements/"Supported by" sections of publications: See what funding sources are acknowledged in publications on your topic
- Network: Ask your colleagues and grant administrators about funders with big budgets and reasonable review and application processes
- Search NIHRePORTER (and other databases) to see what Federal agencies fund others in your field – can use names or text searches http://projectreporter.nih.gov/reporter.cfm



Finding Funding Passively

E-mail alerts

- ✓ Subscribe to the PREP, What's Up?, Georgia CTSA Roundup, NIH Agencies, professional associations
- ✓ Create a Grant Forward and Foundation Directory profile

Pediatric Research Events and Programs

Pediatric Research Alliance

EMORY · Children's · C

It's your "PREP" for the coming weeks!

For: March 23rd and Beyond







Finding Funding – Active Searching

Subscription Services available at Emory

On-Line Databases & Resources

- Grant Forward
- Foundation Directory Online



Grant Forward - https://www.grantforward.com/index

- ✓ Contains thousands of active federal and private funding opportunities in the sciences, social sciences, arts, and humanities
- √ The Database is updated daily
- √ Very powerful drill down feature for effective searching
- ✓ Must log in with Emory credentials for full service and capabilities can find the link the Emory OSP website:
 - http://www.osp.emory.edu/funding/External.html



Foundation Directory Online Professional

- √ Very rich searchable online database for private foundation and government funding.
- ✓ Excellent sponsor information can search grants as well as grant makers including funding priorities, geographic areas of recipients, other programs for investments from a given sponsor
- ✓ Not exclusive to research funding, but excellent "text" word search capability and drill down/filter features
- ✓ Must log in with Emory credentials for full service and capabilities

 www.healthlibrary.emory.edu/
 - Databases
 - Find Databases: Foundation Directory





Grant Forward









Pre-solicitations

Grants

Awards

Sponsors

Researchers

Supports

Welcome to GrantForward

You are using GrantForward as a member of Emory University & EUSHC.

Enter keywords to find grants...

Search

Go to Advanced Search

Sign Up for an Account on GrantForward



Access from Anywhere

Use GrantForward from home or anywhere else by logging in with your account.



Researcher Profiles

Create a GrantForward Researcher Profile to showcase your research and get grant recommendations.

Sign Up



Find the Right Grants

Save your searches, get alerts of new grants, and export grants to move your research forward.



Create an Account on GrantForward

If your institution has already subscribed or had trial access to GrantForward, then you can create an account to use all the features of GrantForward at no extra cost. Simply input your email and we will check whether your institution has access to GrantForward.						
Email *						
Name	First Name	Last Name				
Password						
Confirm Password						
Institution Name	Please enter your email					
User Type						
By clicking on "Create My Account", you acknowledge that you have read and agree to the Terms of Use Create my Account						



Searching for Funding Opportunities via Grant Forward



GrantForward Support Tools



Guides

Detailed guidelines of how to use GrantForward.

New to GrantForward? Get started by learning the basics of using GrantForward as a researcher or administrator.

Order by: Category V Go to: General V

GrantForward Researcher Welcome Guide

Category: General

We will help you through the basics of using GrantForward by going over making accounts, searching for funding opportunities, creating researcher profiles, and receiving grant recommendations. Once you learn the basics of GrantForward, you'll be moving your research forward in no time.

2016-11-23

View »



GrantForward Data Feed Welcome Guide

Category: General

In this Guide, we will help you through the basics of using the Data Feed service by going over how we provide the datasets, data schema, how to download, and the update frequency. Once you get the full datasets, you can take advantage of it for your internal use. 2019-07-04

View »





Search Grant Opportunities Saved Searches

Recommendations

Favorites

History

Shared

Grant Search

All of the Keywords/Phrases

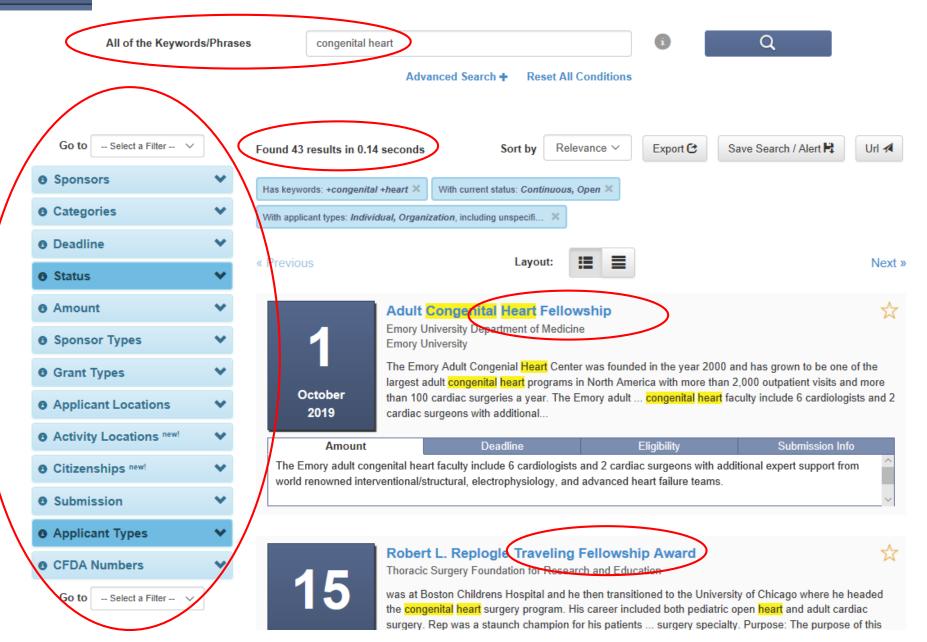
cogenital heart

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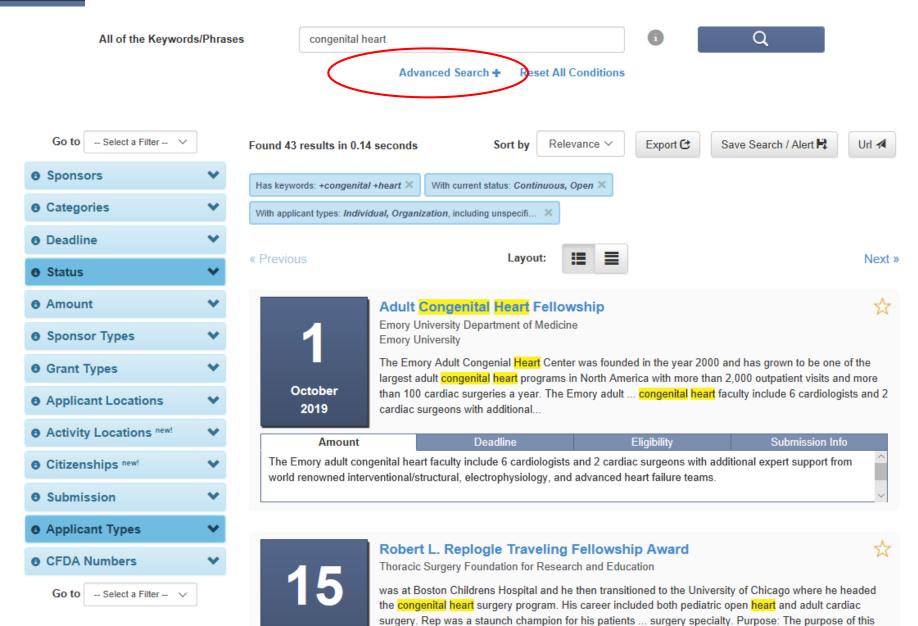
Q

Advanced Search + Reset All Conditions

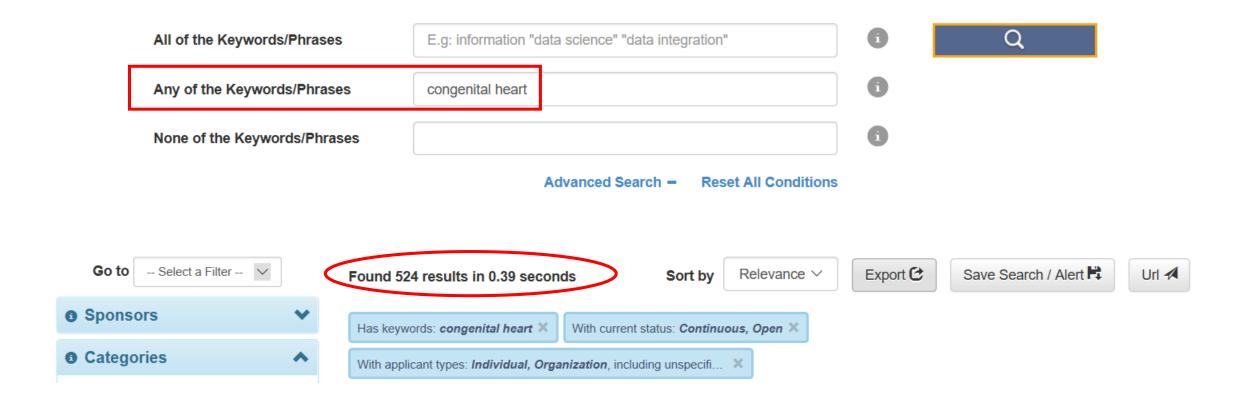






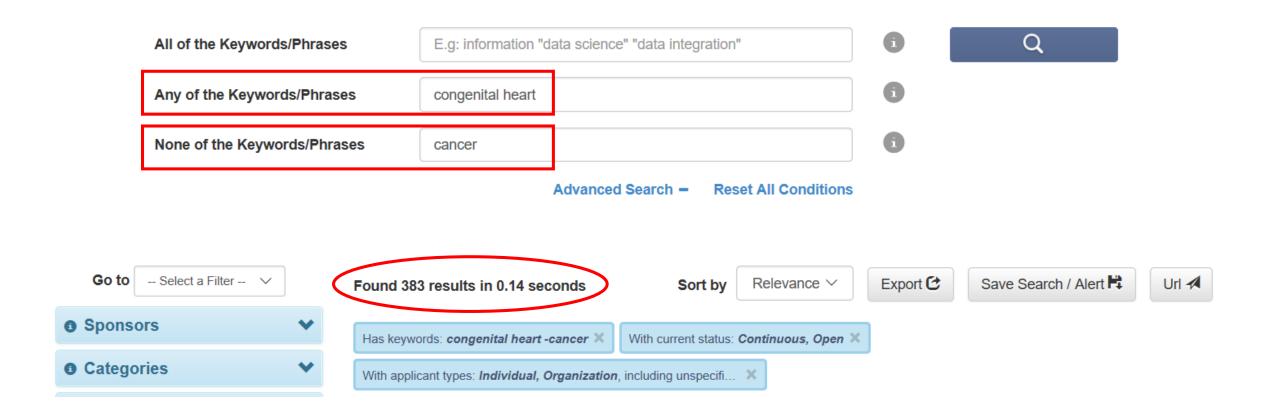






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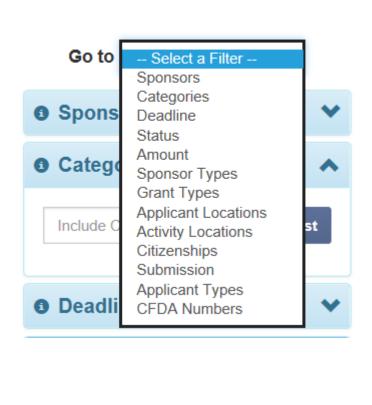


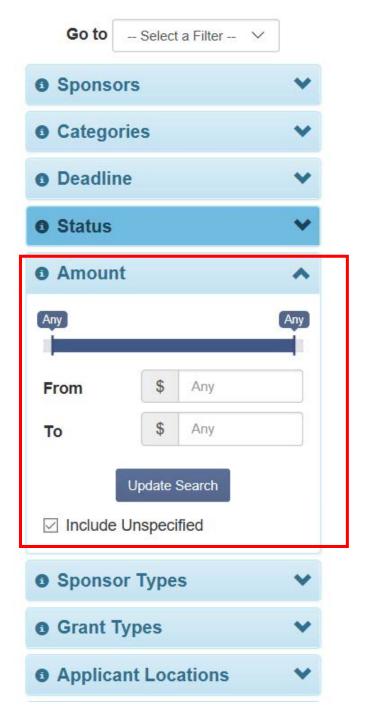
524 → 383



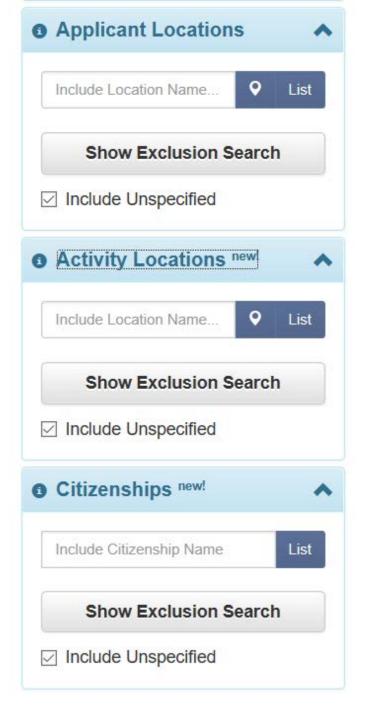
Refining Your Search



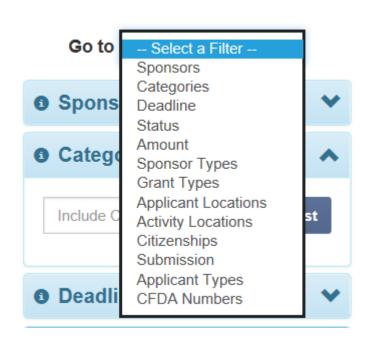


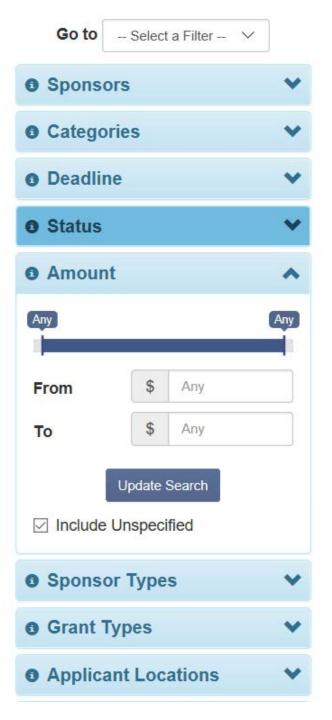


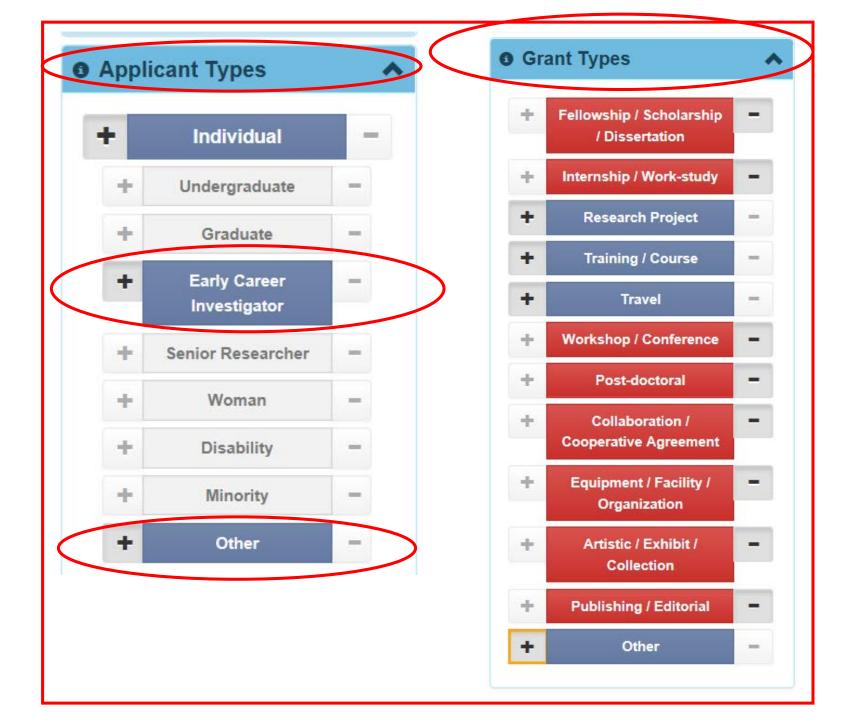






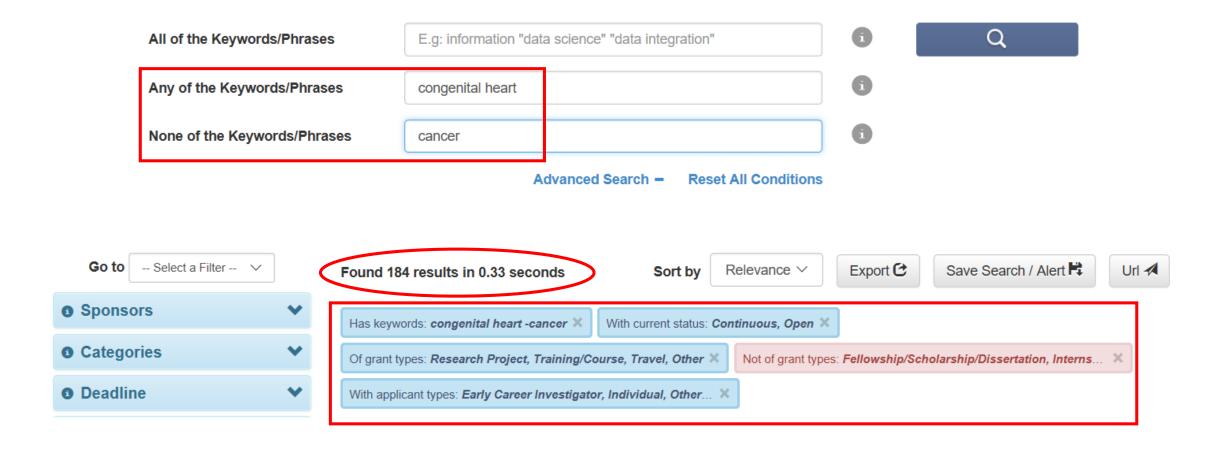








Grant Search



 $383 \rightarrow 184$



Reviewing a Funding Opportunity in Grant Forward



Grant Search

All of the Keywords/Phrases	E.g: information "data science" "data integration"	1	Q
Any of the Keywords/Phrases	congenital heart "young investigator research opportunities"	•	
None of the Keywords/Phrases		•	
	Advanced Search - Reset All Conditions		

Has keywords: congenital heart "young investigator research o... ×

With current status: Continuous, Open X

Of grant types: Research Project, Training/Course, Travel, Other X

Not of grant types: Fellowship/Scholarship/Dissertation, Interns... ×

With applicant types: Early Career Investigator, Individual, Other... X

« Previous

Layout:



Next »

Viewed 2 hours ago



Young Investigator Research Opportunities

American Heart Association

The American Heart Association/American Stroke Association (AHA/ASA) greatly value the development of Young Investigators (YI) and Early Career Professionals and therefore, provide funded Investigator-Led Research opportunities through a limited number ... in cardiovascular disease, stroke, and resuscitation. It includes modules in coronary artery disease, heart failure,...

Amount

Deadline

Eligibility

Submission Info

One YI Grant will be awarded per program per year, if feasible.

Young Investigator Research Opportunities

LIMITED

This opportunity was added on August 19, 2019 and was last modified on August 19, 2019.



Description

The American Heart Association/American Stroke Association (AHA/ASA) greatly value the development of Young Investigators (YI) and Early Career Professionals and therefore, provide funded Investigator-Led Research opportunities through a limited number of Young Investigator Database Research Seed Grants (YI Grants) using data from AHA/ASA Quality Improvement Programs, including Get With The Guidelines (GWTG).

For many professionals, these YI Grants serve as stepping stones to future opportunities in research, collaboration and scientific advancement as the YI Grant recipient will receive AHA/ASA National Level oversight as well as valuable GWTG Committee leadership and mentorship from key...

View Full Description »

Sponsors P

American Heart Association (Foundation

Grant Types P

Research Project

Deadlines P

Date	Туре	Certainty
October 15, 2019	Submission	Confirmed

→ Application URL

→ Opportunity Source

Researchers Matching This Opportunity



Kathryn Wood



Zakaria Almuwaqqat



Kasra Moazzami

Contact Information

American Heart Association

Email: qualityresearch@heart.org

Office: 7272 Greenville Ave. Dallas, TX 75231

Past Awards That Were Funded under This Grant

No awards have been reported to be funded by this grant yet!

Users Who Viewed This Opportunity Also Viewed

American Heart Association - Career Development Award

American Heart Association

Statement of Purpose Supports highly promising healthcare and academic professionals, in the early years of ones first professional appointment, to explore innovative questions or pilot studies that w...

October 15, 2019

View Opportunity

Global Brain and Nervous System Disorders Research Across th...

Fogarty International Center 10 more sponsors

Funding Opportunity Number: PAR-17-314 This Funding Opportunity Announcement (FOA) encourages applications proposing innovative, collaborative research projects between United States (U.S.) and low- ...

November 07, 2019

View Opportunity

Kenneth B. and Mamie P. Clark Fund

American Psychological Foundation 1 more sponsor

The Kenneth B. and Mamie P. Clark Fund supports research and demonstration activities that promote the understanding of the relationship between self-identity and academic achievement with an emphasis...

June 15, 2020

View Opportunity

More Results from Your Search

« Previous Next »

The International Society of Nephrology (ISN) - Clinical Res...

International Society of Nephrology

The ISN Clinical Research

Young Investigator Research Opportunities

American Heart Association

The American Heart

Association/American Stroke

Schoen Family Charitable Trust Foundation Grants

Schoen Family Charitable Trust

Our Mission To help those most

Collaborative Sciences Award

American Heart Association

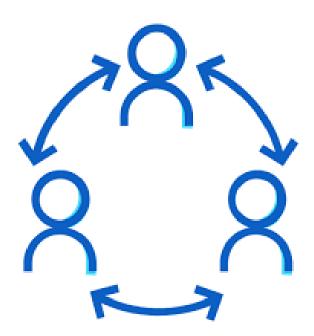
Success Rates Statement of

New York Community Trust Grants - Biomedical Research

New York Community Trust

Program goals: - Help early- and



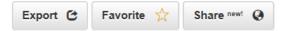


Connecting with other interested applicants

Young Investigator Research Opportunities

LIMITED

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View Full Description »

Sponsors P

American Heart Association (Foundation)

Grant Types P

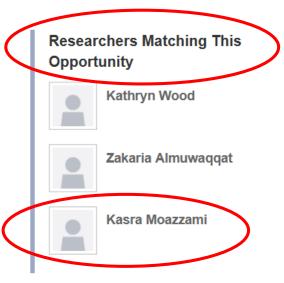
· Research Project

Deadlines P

Date	Туре	Certainty
October 15, 2019	Submission	Confirmed



→ Opportunity Source



Contact Information

American Heart Association

Email: qualityresearch@heart.org

Office: 7272 Greenville Ave. Dallas, TX 75231

Kasra Moazzami

Title

cardiologist

Department

Medicine

Institution

Emory University & EUSHC

Email kmoazza@emory.edu

Education

Not mentioned yet.

Research Interests

United States

Mental Stress

Coronary Artery Disease

View all research interests

Biography

Not mentioned yet

Homepages

Contact Information

Search Profiles

Search by name or institution

Search

Colleagues



Gary Miller

Emory University & EUSHC



Kelin Michael

Emory University & EUSHC



Ines Gonzalez

Emory University & EUSHC

View All Colleagues

People Also Viewed



Kathryn Wood

Emory University & EUSHC



Dawn Bresnahan

Berry College



Ephrem Abebe

Johns Hopkins University

Recommended Grants

List of Publications (51)

2019		— Found on Publication Page
2018	50	Wittbrodt MT, Moazzami K, Lima BB, Alam ZS, Corry D, Hammadah M, Campanella C, Ward L, Quyyumi AA, Shah AJ, Vaccarino V, Nye JA, Douglas
2017		Bremner J. "Early childhood trauma alters neurological responses to mental stress in patients with coronary artery disease." (2019)
2016		— Found on Publication Page
2015	In 2018	3
2014	49	Moazzami K, Dolmatova EV, Waller AH. "Higher in-hospital mortality of percutaneous ventricular assist devices versus intra-aortic balloon pumps in
2013		cardiogenic shock: A propensity-matched study." (2018)
2012		— Found on Publication Page
2011	48	Moazzami K, Ostovaneh MR, Ambale Venkatesh B, Habibi M, Yoneyama K, Wu C, Liu K, Pimenta I, Fitzpatrick A, Shea S, McClelland RL, Heckbert S, Gottesman RF, Bluemke DA, Hughes TM, Lima JAC. "Left Ventricular
2010		Hypertrophy and Remodeling and Risk of Cognitive Impairment and Dementia: MESA (Multi-Ethnic Study of Atherosclerosis)." (2018)
2009		— Found on Publication Page
2008	47	Moazzami K, Dolmatova EV, Feurdean M. "Suicidal ideation among adults with cardiovascular disease: The National Health and Nutrition Examination Survey." (2018) — Found on Publication Page



Searching for Pre-solicited Opportunities A glimpse of what's coming...



Search Pre-solicitations

Pre-solicitation Search

Keywords/Phrases





From Source	
□ NIH □ Energy.gov □ Grants.gov more coming soon	



1 2 3 4 5 > >>

Head Start and/or Early Head Start Grantee -- Iredell County, North Carolina

Posted today on grantforward.com - Active

Opportunity Number: HHS-2020-ACF-OHS-CH-R04-1780 Through this announcement, the Administration for Children and Families solicits applications from public or private non-profit organizations, including community-based and faith-based organizations, or for-profit organizations... See all details

Sponsor: Department of Health and Human Services

Announcement Number: HHS-2020-ACF-OHS-CH-R04-1780

Estimated Amounts: \$500,000 - \$2,695,656 per grant, about \$2,695,656 in total

Natural Experiments of the Impact of Population-targeted Policies to Prevent Type 2 Diabetes and Diabetes Complications

Posted 4 days ago on grantforward.com (last updated: today) - Active

Opportunity Number: RFA-DP-20-002 This NOFO is designed to promote rigorous study of high impact programs and policy interventions for prioritization in the public health response to prevent type 2 diabetes and diabetes complications. This NOFO has two components, A and B.... See all details

Sponsor: Department of Health and Human Services

Announcement Number: RFA-DP-20-002 Estimated Amounts: \$12,500,000 in total

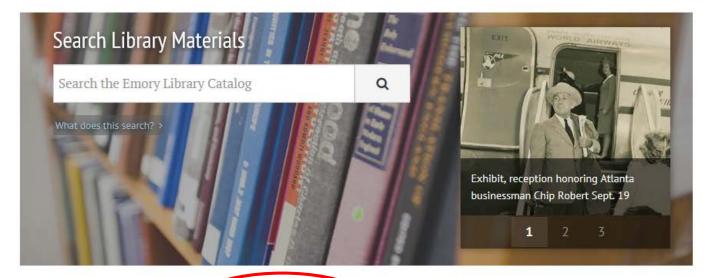
Posted on June 20, 2019 on nih.gov - Active



The Foundation Directory



Preview the NEW Emory University Libraries home page. Please take a look and let us know your thoughts.



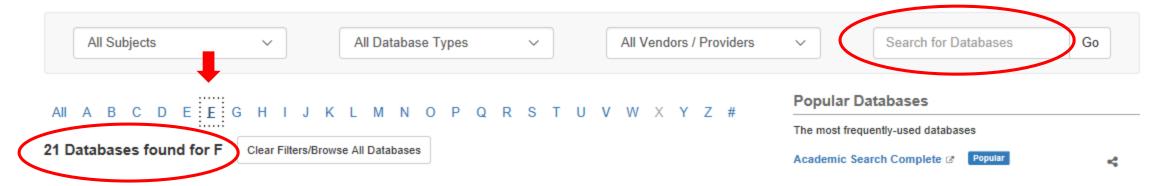




Main Library / LibGuides / A-Z Databases

A-Z Databases: F

Find the best library databases for your research.



Foundation Directory @

This database, produced by the nation's leading authority on philanthropy, includes extensive program details for thousands of leading foundations; detailed application guidelines for more than 7,000 grants; and a searchable file of approximately half a million grants.

EMORY UNIVERSITY

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You are about to access a computer system maintained or made available by Emory University and/or Emory Healthcare that is intended for authorized users only. Unauthorized use of this system is strictly prohibited and may be subject to criminal prosecution. By proceeding, your use of this system constitutes your acceptance of Emory's IT Conditions of Use and other applicable policies and your consent to monitoring, retrieval, and disclosure of any information within this system for any purpose deemed appropriate by Emory University or Emory Healthcare, including law enforcement purposes and enforcement of rules concerning unacceptable uses of this system.



Searching for Funding Opportunities via Foundation Directory

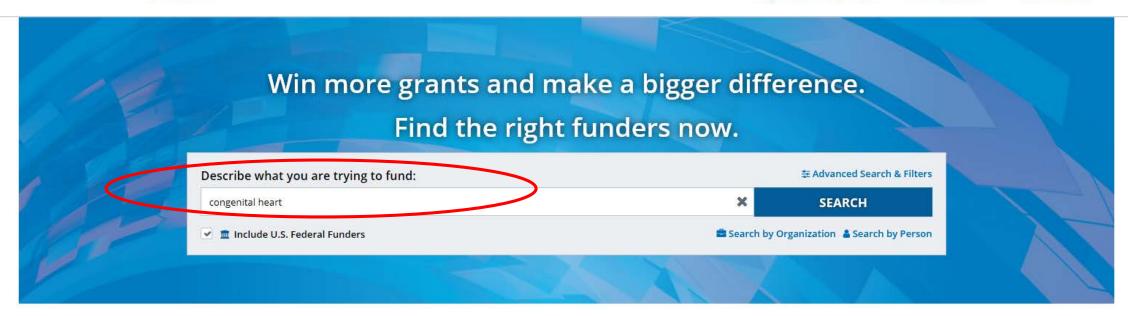




Q FIND FUNDING

PATHWAYS

RESOURCES



? Looking for FDO hints and tips?



Checkout the handy help videos for tips on how to master FDO in minutes. Get the insights you need to achieve your fundraising goals.

- · Navigate search results like a pro to build your prospect list
- · Discover opportunities through Recipient profiles
- Enhance your understanding of opportunities, through interactive charts
- Connect to prospects with FDO's LinkedIn integration

WATCH VIDEOS





HELP v CHAT **RESOURCES** Q Find Funding > Search Results **Find Funding** SHOWING RESULTS FOR "Heart and circulatory system diseases 3, Pediatrics 5 Program support **③**" **×** CLEAR ALL **‡** EDIT **₹ Advanced Search & Filters** Describe what you are trying to fund: congenital heart **SEARCH** ✓ m Include U.S. Federal Funders Search by Organization Search by Person 12,677 10,606 54,023 Grantmakers Recipients 990 Tax Forms **Grants Only** View Grantmakers Only **View Recipients Only** View 990 Tax Forms Only Total Dollar Value of Grants: \$30,772,628,663



Refining Your Search in Foundation Directory

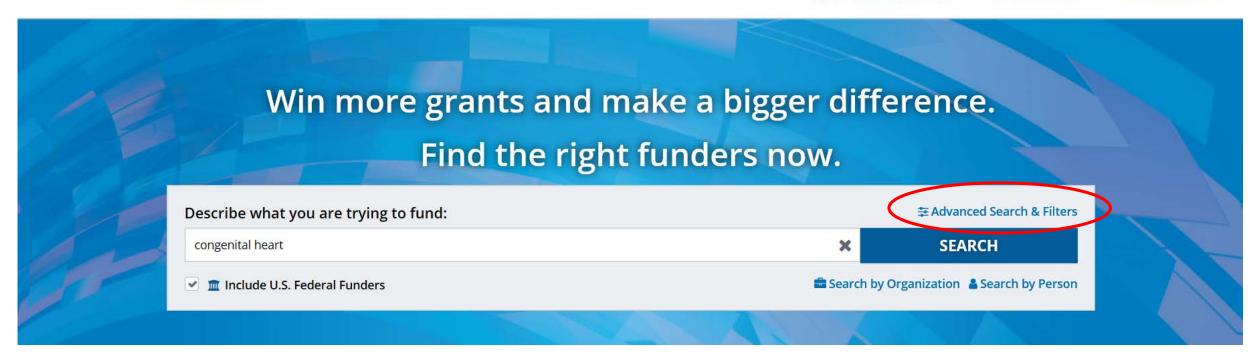




Q FIND FUNDING

PATHWAYS

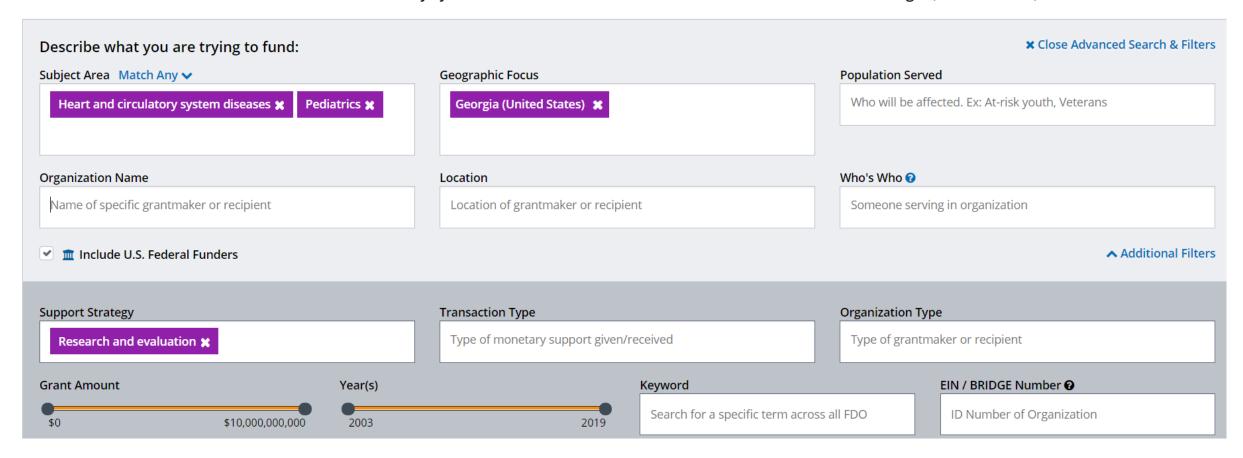
RESOURCES



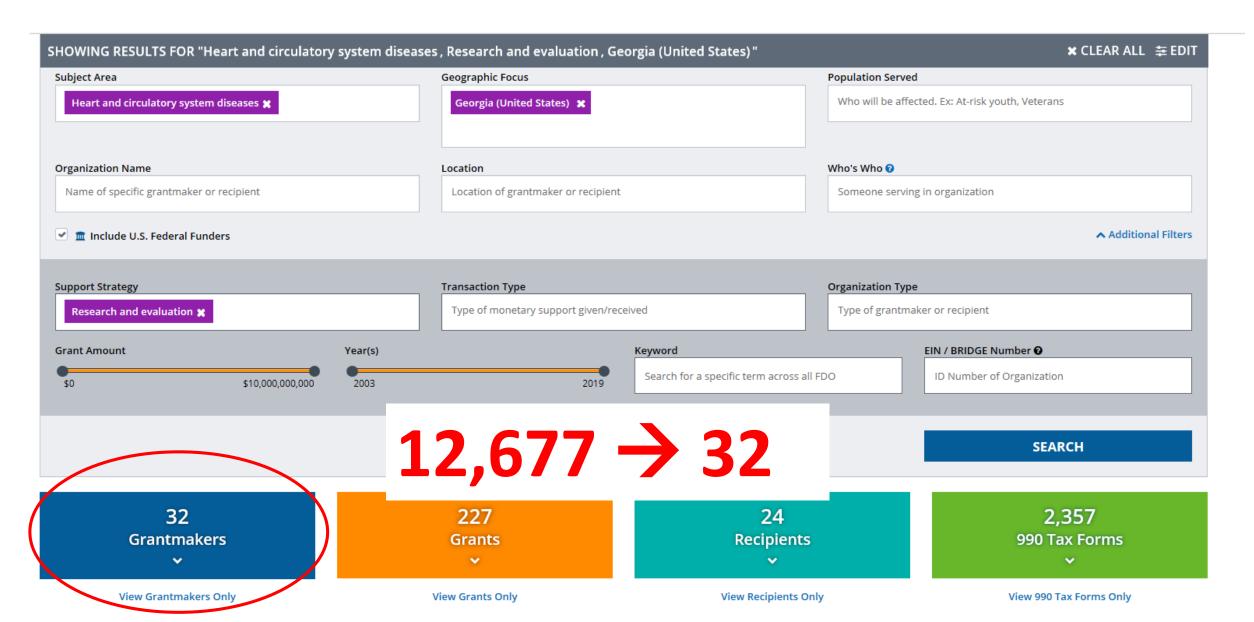


Find Funding

SHOWING RESULTS FOR "Heart and circulatory system diseases ②, Pediatrics ②, Research and evaluation ②, Georgia (United States) ③" × CLEAR ALL









Grantmakers (32)

Grantmaker	City	State	Country	Total Assets	Total Giving 🛭	Amount Funded 🛭	Grant Count v
Twelve Stone Health Partners Foundation	Murfreesboro	TN	United States	\$15,808	\$35,475	\$8,000	2 ≣
The Lewis Winter Foundation, Inc.	Atlanta	GA	United States	\$565,526	\$37,648	\$1,250	2 ≣
m United States Department of Defense	Washington	DC	United States	N/A	\$1,076,303,059	\$2,215,497	1 ≣
m National Science Foundation	Arlington	VA	United States	N/A	N/A	\$333,327	1 ≣
The Robert Wood Johnson Foundation	Princeton	NJ	United States	\$11,399,650,000	\$365,245,000	\$250,045	1 !≣

« 1 2 3 4 5 6 7 » Showing 16-20 of 32 Results

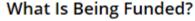
VIEW ALL

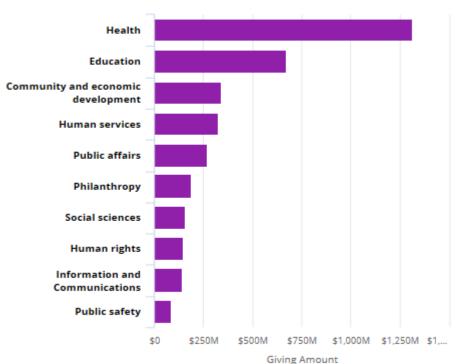
View All to Print · Export · Email



The Robert Wood Johnson Foundation

Princeton, NJ, United States | www.rwjf.org | in | Who's Who | + Contact Info





Financials

FOR FISCAL YEAR ENDED 2017-12-31

\$11,399,650,000 TOTAL ASSETS \$365,245,000 TOTAL GIVING

Gifts Received: N/A

Expenditures: \$481,899,000

Qualifying Distributions: \$365,245,000

Giving Activities include:

\$365,245,000 for grants

\$42,951,000 for foundation-administered programs

\$4,125,000 for loans/program-related investments

View Each Subject with More Detail

Applications/RFPs

^

The foundation awards most grants through calls for proposals connected with its areas of focus. It accepts unsolicited proposals for projects that suggest new and creative approaches to solving health and health care problems. RWJF will continue to accept unsolicited proposals for the Pioneer Portfolio. Pioneer welcomes proposals for unsolicited grants at any time and issues awards throughout the year. There are no deadlines. Check web site for Open Calls for Proposals.

Application form required.

Applicants should submit the following:

- 1. Listing of additional sources and amount of support
- 2. Copy of current year's organizational budget and/or project budget
- 3. Contact person
- 4. How project's results will be evaluated or measured
- 5. Brief history of organization and description of its mission
- 6. Population served
- 7. Statement of problem project will address
- 8. Qualifications of key personnel
- 9. Results expected from proposed grant
- 10. How project will be sustained once grantmaker support is completed
- 11. Timetable for implementation and evaluation of project
- 12. Detailed description of project and amount of funding requested

Initial Approach: Electronic brief proposal

Board meeting date(s): Quarterly

Deadline(s): None

Final notification: 6 to 12 months

Additional information: If the foundation requests a full proposal, instructions will be provided regarding what information to include and how to present it. If applying for an unsolicited grant from the Pioneer Portfolio, submit a brief proposal online.

REQUESTS FOR PROPOSALS (RFPS)

RWJF Invites Proposals for Partnering with Systems to Disrupt Dehumanization Program

POSTED: 2019-05-15 DEADLINE: 2019-06-06

Robert Wood Johnson Foundation Invites 'Pioneering Ideas' Proposals

POSTED: 2019-03-23 DEADLINE: 2019-10-15



Other Funders to Consider

Based on similar patterns of giving (subject area, geographic area served and grant amounts)

Alfred P. Sloan Foundation

New York City, NY

Mental Health/Crisis Services, Education, Health Organizations, Recreation, Medical Research

Bob Woodruff Family Foundation

New York City, NY

Community Development, Agriculture/Food, Health, Education, Recreation

The Susan Thompson Buffett Foundation

Omaha, NE

Health, Education, Civil/Human Rights,
Philanthropy/Voluntarism, Community Development

Unitarian Universalist Veatch Program at Shelter Rock

Manhasset, NY

Civil/Human Rights, Recreation, Agriculture/Food, Environment, Human Services

The Arthur Vining Davis Foundations

Jacksonville, FL

Education, Human Services, Medical Research, Mental Health/Crisis Services, Health

Bill & Melinda Gates Foundation

Seattle, WA

Health, Philanthropy/Voluntarism, Education, Medical Research, Recreation

Outline for Today

- 1. An outline of the different types of research funding opportunities
- 2. Finding suitable funding opportunities for your research
- 3. Maximize chances for research funding success

Maximize chances for success

1. Build relationships



2. Focus to fit funds



3. Put your best foot forward



Maximize chances for success

1. Build relationships



Strategy 1: Build Relationships



With the funder

- Purpose is to establish a good foundational relationship
- Initial contact can be to confirm you and your science are the right fit for what they prioritize for funding
- Contact the Program Officer, but only <u>after</u> you do your homework

"You never get a second chance to make a good first impression." --Will Rogers

Strategy 1: Build Relationships



With a mentor/colleague

- To complement your expertise
 Go Team Science!
- To find someone with strong grantsmanship skills and a proven track record in getting funding



Strategy 1: Build Relationships



Ways to connect and build relationships

- Clinical Research Bootcamp
- K-Club
- Research Resources 101
- Journal Clubs/Seminars
- Scientific Meetings

Maximize chances for success

2. Focus to fit funds





Strategy 2: Focus to Fit Funds

Focus your writing to fit the sponsor's objectives

- Craft applications tailored to that sponsor
 - NIH National Institute of Health
 - provides support for medical research; grant application must be connected to human health
 - NSF National Science Foundation
 - provides support for all fields of fundamental science and engineering, <u>except for medical sciences</u>

Strategy 2: Focus to Fit Funds



Show enthusiasm strategically and clearly connect your research to the funder's priorities

- Mirror the wording used in the FOA and the agency's website to connect with their stated priorities throughout your application
- Make no apologies for how great your idea is and the important impact you believe it will have! (Backed up with facts, of course.)

Strategy 2: Focus to Fit Funds



Utilize peripheral/supporting documents to your advantage

- Biosketch tailor personnel statement(s) and Contribution to Science sections
- Facilities & Resources highlight institutional environment
- Budget Justification showcase and reiterate the team's expertise
- Letters of Support

Maximize chances for success

3. Put your best foot forward



Children's Healthcare of Atlanta | Emory University

Put Your Best Foot Forward



Show you are a good investment

- Highlight any investment the institution has made in you
- Publish <u>before</u> submitting grant application
- Clearly state what the funding will allow you to accomplish



Put Your Best Foot Forward



Ensure you have a well-designed study with a sound statistical plan and no fatal flaws

- Plan for a critical review of aims and strategy by seasoned researchers – "Specific Aims Club"
- Engage statistical expertise and use of other core resources as appropriate

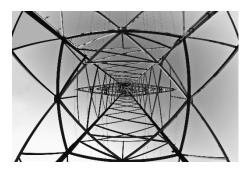


Put Your Best Foot Forward



Recognize the framework under which funding decisions are made

- Attend K-Club regularly to learn what makes an applicant/application competitive
- Understand the grant review process
 - Volunteer for an intramural pilot grant review committee
 - Use CSR website to get an insider's view on peer review
 - Sign up for the CSR Early Career Reviewer (ECR) Program

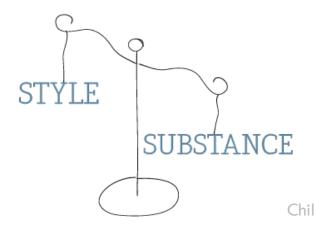


Put Your Best Foot Forward



Aim for perfect grantsmanship

- Typos and grammatical errors are often not tolerated and reflect poorly on you no matter how great the science is
- Use of white space and a viewer-friendly formatting can only help you



What message do you think this sends to the reader/reviewer?

Dense Specific Aims Page

Generalized Anxiety Disorder (GAD) has a lifetime prevalence rate between 4.3--5.9%, is highly comorbid with mood and other anxiety disorders, and is disabling to the patient and to their loved ones. Although wait list controlled (WLC) and placebo controlled studies have demonstrated the acute efficacy of specific psychotherapies and pharmacotherapies in decreasing symptoms of GAD, patients with GAD are challenging to care for in clinical practice. The best-studied psychotherapy is cognitive behavioral therapy (CBT) and a recent meta-analysis reported that the effect size for CBT (versus WLC) was q= 0.84; 95% CI; 0.59-0.82 suggesting that CBT caused a large and clinically meaningful decrease in symptoms for patients with GAD. We have demonstrated (please see Preliminary Data) that a manualized form of Swedish Massage Therapy (SMT) is more efficacious than a light touch control in the treatment of subjects with GAD. Our pilot data suggest that SMT causes a decrease in pulse rate and the effects of SMT seem to be mediated by cortisol changes. Thus we will build on our R21 data by comparing and contrasting SMT with CBT and comparing and contrasting each to a WLC. Our primary hypothesis is that both SMT and CBT will be more effective than a WL in decreasing symptoms of anxiety for subjects with GAD as determined by the decrease in total scores on the clinician-rated Hamilton Rating Scale for Anxiety (Ham-A); the secondary outcome will be decrease in total scores on the Penn State Worry Questionnaire (PSWQ). We will test the following 4 predictions: SMT will be a more effective treatment for subjects with GAD than a WLC as measured by a decrease in the Ham-A scores. Individual CBT will be a more effective treatment of GAD than a WLC as measured by decrease in the Ham-A score. SMT will be more effective treatment of GAD than a WLC as measured by decrease in the PSWQ score. CBT will be more effective treatment of GAD than a WLC as measured by decrease in the PSWQ score. Our secondary hypothesis is that effective SMT treatment of GAD will be correlated with a decrease in hypothalamic-pituitary axis (HPA) activation as measured by afternoon salivary cortisol, and with a decrease in resting sympathovagal balance as demonstrated by a decrease in resting pulse. We will perform these measurements before the first session and last session and after every session. We will test the following predictions: Successful treatment with SMT will be correlated with a decrease in afternoon salivary cortisol and a decrease in resting pulse rate when compared and contrasted with subjects in the WLC. Subjects receiving CBT will have a decrease in afternoon salivary cortisol and a decrease in resting pulse as compared to a WLC. Our first exploratory aim will be to gather daily, home-based data for the 6 weeks of acute treatment to determine if SMT and CBT improve mood, autonomic flexibility, and sleep quality as compared with a WLC. We hypothesize that compared to WLC: SMT will cause a significant decrease in daily self-ratings of anxiety and depression, SMT will cause a progressive decrease in pulse, increase in heart-rate variability (HRV), improved sleep quality (duration and latency). CBT will cause a significant decrease in daily self-ratings of anxiety and depression, CBT will cause a progressive decrease in pulse, increase in HRV, improved sleep quality (duration and latency). Our second exploratory aim is to evaluate the durability of treatment effects for SMT and CBT by monitoring all completers by telephone and/or in-person monthly visits for 6 months. Based on our SMT pilot data and the CBT literature, we hypothesize that: Ham-A (50% decrease from baseline) response rates by the end of acute treatment will be maintained at least at that level over 6 months, for SMT and CBT. Compared to the pre-treatment Ham-A score, both SMT and CBT subjects will maintain a significant decrease in Ham-A scores over 6 months of follow-up. The proposal is to conduct the first study specifically designed to: 1) assess psychological and biological outcomes of our experimental therapy (SMT) as well as an accepted therapy (CBT), each compared to a WLC condition for subjects with GAD; 2) collect systematic data about the durability of treatment effects of SMT as well as CBT as treatments for GAD; and 3) assess inperson and home-based psychological and biological outcome measures of 6 weeks of SMT as well as CBT for subjects with GAD. Our second exploratory aim is to evaluate the durability of treatment effects for SMT and CBT by monitoring all completers by telephone and/or in-person monthly visits for 6 months. Based on our SMT pilot data and the CBT literature, we hypothesize that: Ham-A (50% decrease from baseline) response rates by the end of acute treatment will be maintained at least at that level over 6 months, for SMT and CBT. Compared to the pre-treatment Ham-A score, both SMT and CBT subjects will maintain a significant decrease in Ham-A scores over 6 months of follow-up. 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Ah, much better!



Nicely formatted and spaced Specific Aims Page

Generalized Anxiety Disorder (GAD) has a lifetime prevalence rate between 4.3–5.9%, is highly comorbid with mood and other anxiety disorders, and is disabling to the patient and to their loved ones. Although wait list controlled (VM.C) and placebo controlled studies have demonstrated the acute efficacy of specific psychotherapies and pharmacotherapies in decreasing symptoms of GAD, patients with GAD are challenging to care for in clinical practice. The best-studied psychotherapy is cognitive behavioral therapy (CBT) and a recent meta-analysis reported that the effect size for CBT (versus WLC) was g= 0.84; 95% CI: 0.59-0.82 suggesting that CBT caused a large and clinically meaningful decrease in symptoms for patients with GAD.

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Our primary hypothesis is that both SMT and CBT will be more effective than a WL in decreasing symptoms of anxiety for subjects with GAD as determined by the decrease in total scores on the clinician-rated Hamilton Rating Scale for Anxiety (Ham-A); the secondary outcome will be decrease in total scores on the Penn State Worry Questionnaire (PSWQ). We will test the following 4 predictions:

- SMT will be a more effective treatment for subjects with GAD than a WLC as measured by a decrease in the Ham-A scores.
- Individual CBT will be a more effective treatment of GAD than a WLC as measured by decrease in the Ham-A score.
- SMT will be more effective treatment of GAD than a WLC as measured by decrease in the PSWQ score.
- 4) CBT will be more effective treatment of GAD than a WLC as measured by decrease in the PSWQ score.

Our secondary hypothesis is that effective SMT treatment of GAD will be correlated with a decrease in hypothalamic-pituitary axis (HPA) activation as measured by afternoon salivary cortisol, and with a decrease in resting sympathovagal balance as demonstrated by a decrease in resting pulse. We will perform these measurements before the first session and last session and after every session. We will test the following predictions:

- Successful treatment with SMT will be correlated with a decrease in afternoon salivary cortisol and a
 decrease in resting pulse rate when compared and contrasted with subjects in the WLC.
- Subjects receiving CBT will have a decrease in afternoon salivary cortisol and a decrease in resting pulse as compared to a WLC.

<u>Our first exploratory aim</u> will be to gather daily, home-based data for the 6 weeks of acute treatment to determine if SMT and CBT improve mood, autonomic flexibility, and sleep quality as compared with a WLC. We hypothesize that compared to WLC:

- 1) SMT will cause a significant decrease in daily self-ratings of anxiety and depression.
- SMT will cause a progressive decrease in pulse, increase in heart-rate variability (HRV), improved sleep quality (duration and latency).
- CBT will cause a significant decrease in daily self-ratings of anxiety and depression.
- CBT will cause a progressive decrease in pulse, increase in HRV, improved sleep quality (duration and latency).

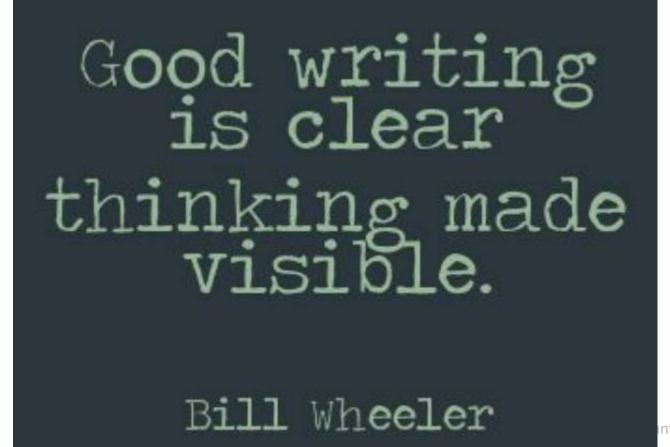
<u>Our second exploratory aim</u> is to evaluate the durability of treatment effects for SMT and CBT by monitoring all completers by telephone and/or in-person monthly visits for 6 months. Based on our SMT pilot data and the CBT literature, we hypothesize that:

- Ham-A (50% decrease from baseline) response rates by the end of acute treatment will be maintained at least at that level over 6 months, for SMT and CBT.
- Compared to the pre-treatment Ham-A score, both SMT and CBT subjects will maintain a significant decrease in Ham-A scores over 6 months of follow-up.

The proposal is to conduct the first study specifically designed to: 1) assess psychological and biological outcomes of our experimental therapy (SMT) as well as an accepted therapy (CBT), each compared to a WLC condition for subjects with GAD; 2) collect systematic data about the durability of treatment effects of SMT as well as CBT as treatments for GAD; and 3) assess in-person and home-based psychological and biological outcome measures of 6 weeks of SMT as well as CBT for subjects with GAD.

It's About More Than The Science

Strong writing can not compensate for bad ideas, but weak writing obscures good ideas.



IT ALWAYS It'S DONE. -NELSON MANDELA

Appendix - Additional Resources: Grant Writing - Formulas and Suggested Formats

The Grant Application Writer's Workbook:

http://www.grantcentral.com/workbooks.html

All About Grants: Tutorials and Samples

http://www.niaid.nih.gov/researchfunding/grant/pages/a ag.aspx

Seek successful examples from others

- Mentors/colleagues
- http://www.niaid.nih.gov/researchfunding/grant/pages
 /samples.aspx
 Children's Healthcare of Atlanta | Emory University