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
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 jsgros2@emory.edu 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.pedsresearch.org/research/resources/funding/pilot-grant-programs)
  • [http://www.medicine.emory.edu/research/internal-research-resources/funding-opportunities/index.html#Funding Opportunities](http://www.medicine.emory.edu/research/internal-research-resources/funding-opportunities/index.html#Funding Opportunities)
  • [http://www.osp.emory.edu/funding/Internal.html](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/](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

<table>
<thead>
<tr>
<th><strong>Pros</strong></th>
<th><strong>Cons</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>• Award more grants with larger budgets</td>
<td>• Usually more competitive</td>
</tr>
<tr>
<td>• More likely to pay indirect costs</td>
<td>• Bureaucratic/red tape/hoops/lengthy RFA’s with lots of acronyms</td>
</tr>
<tr>
<td>• Clear guidelines &amp; common application instructions/formats</td>
<td>• Application requirements can be more complex</td>
</tr>
<tr>
<td>• Stated priorities for funding &amp; available to wide array of organizations and areas of research</td>
<td>• Many postaward requirements/stipulations</td>
</tr>
<tr>
<td>• Set and predictable deadlines (usually)</td>
<td>• Although set/recurring deadlines, they also release special funding announcements often with a short turnaround time (6 weeks)</td>
</tr>
<tr>
<td>• More staff and resources for assistance and feedback during application phase</td>
<td>• Review process may favor established investigators (NIH and NSF acknowledge this and are trying to address it)</td>
</tr>
</tbody>
</table>
## Foundations

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

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
External Sources of Funding

OSP subscribes to Grant Forward.

This service is available to members of the Emory research community. Feel free to search for grant and fellowship opportunities here.

OSP has also developed resources that are provided using the buttons below to provide the Emory research community with convenient access to frequently used National Institutes of Health (NIH) grant-related information and resources.

OSP has also developed resources that are provided using the buttons below to provide the Emory research community with convenient access to frequently used National Science Foundation (NSF) grant-related information and resources.

NIH Essentials

NSF Essentials

Other Federal Sponsors & Agencies

Non-Federal Sponsors & Agencies
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

- Default
- Student
- Researcher

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.

GrantForward Researcher Welcome Guide

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.
2016-11-29
View »

GrantForward Data Feed Welcome Guide

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 »
Grant Search

All of the Keywords/Phrases: congenital heart

Advanced Search  Reset All Conditions
Grant Search

All of the Keywords/Phrases: congenital heart

Found 43 results in 0.14 seconds

1. Adult Congenital Heart Fellowship
   Emory University Department of Medicine
   Emory University
   The Emory Adult Congenital Heart Center was founded in the year 2000 and has grown to be one of the largest adult congenital heart programs in North America with more than 2,000 outpatient visits and more than 100 cardiac surgeries a year. The Emory adult congenital heart faculty include 6 cardiologists and 2 cardiac surgeons with additional expert support from world renowned interventional/structural, electrophysiology, and advanced heart failure teams.

2. Robert L. Replogle Traveling Fellowship Award
   Thoracic Surgery Foundation for Research and Education
   was at Boston Childrens Hospital and he then transitioned to the University of Chicago where he headed the congenital heart surgery program. His career included both pediatric open heart and adult cardiac surgery. Rep was a staunch champion for his patients... surgery specialty. Purpose: The purpose of this...
Grant Search

All of the Keywords/Phrases

congenital heart

Advanced Search

Reset All Conditions

Found 43 results in 0.14 seconds

Sort by

Relevance

Export

Save Search / Alert

Url

Found 43 results in 0.14 seconds

Sort by

Relevance

Export

Save Search / Alert

Url

Adult Congenital Heart Fellowship

Emory University Department of Medicine
Emory University

The Emory Adult Congenital Heart Center was founded in the year 2000 and has grown to be one of the largest adult congenital heart programs in North America with more than 2,000 outpatient visits and more than 100 cardiac surgeries a year. The Emory adult congenital heart faculty include 6 cardiologists and 2 cardiac surgeons with additional support from world renowned interventional/structural, electrophysiology, and advanced heart failure teams.

Amount
Deadline
Eligibility
Submission Info

Robert L. Replogle Traveling Fellowship Award

Thoracic Surgery Foundation for Research and Education

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Grant Search

Any of the Keywords/Phrases: congenital heart

Found 524 results in 0.39 seconds

43 ➔ 524
Grant Search

All of the Keywords/Phrases
E.g: information "data science" "data integration"

Any of the Keywords/Phrases
congenital heart

None of the Keywords/Phrases
cancer

Advanced Search - Reset All Conditions

Go to
Selected Filter

Found 383 results in 0.14 seconds

Sort by
Relevance
Export
Save Search / Alert
Url

524 → 383
Refining Your Search
Grant Search

All of the Keywords/Phrases: information "data science" "data integration"
Any of the Keywords/Phrases: congenital heart
None of the Keywords/Phrases: cancer

Found 184 results in 0.33 seconds

Has keywords: congenital heart, cancer
With current status: Continuous, Open
Of grant types: Research Project, Training/Course, Travel, Other
Not of grant types: Fellowship/Scholarship/Dissertation, Internship
With applicant types: Early Career Investigator, Individual, Other

383 → 184
Reviewing a Funding Opportunity in Grant Forward
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 of awards. This includes modules in coronary artery disease, heart failure,...
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...

Sponsors

- American Heart Association

Grant Types

- Research Project

Deadlines

<table>
<thead>
<tr>
<th>Date</th>
<th>Type</th>
<th>Certainty</th>
</tr>
</thead>
<tbody>
<tr>
<td>October 15, 2019</td>
<td>Submission</td>
<td>Confirmed</td>
</tr>
</tbody>
</table>
Connecting with other interested applicants
Young Investigator Research Opportunities

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View Full Description »

Sponsors
- American Heart Association

Grant Types
- Research Project

Deadlines
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<tbody>
<tr>
<td>October 15, 2019</td>
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<td>Confirmed</td>
</tr>
</tbody>
</table>

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
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

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
<table>
<thead>
<tr>
<th>Year</th>
<th>Title</th>
<th>Authors</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>Higher in-hospital mortality of percutaneous ventricular assist devices</td>
<td>Moazzami K, Dolimatova EV, Waller AH.</td>
</tr>
<tr>
<td>2011</td>
<td>Suicidal ideation among adults with cardiovascular disease: The National</td>
<td>Moazzami K, Dolimatova EV, Feurdean M.</td>
</tr>
</tbody>
</table>
Searching for Pre-solicited Opportunities
A glimpse of what’s coming...
Pre-solicitation Search

Keywords/Phrases

Posting Date
- Last 3 days
- Last Week
- Last Month
- Custom

Status
- Active
- Expired

From Source
- NIH
- Energy.gov
- Grants.gov

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
Pre-solicitation Search

Keywords/Phrases: congenital heart

Retrieved 96 results sorted by: Posted Date

Regional Genetics Networks
Posted on August 13, 2019 on grantforward.com (last updated: today) - Active
Individuals with genetic conditions (including congenital and metabolic disorders), reduce morbidity and See all details
Sponsor: Department of Health and Human Services
Announcement Number: HRSA-20-046
Estimated Amounts: $4,200,000 in total

Notice of Intent to Publish an NHLBI Funding Opportunity Announcement for STIMULATE-2 (R81/R33 - Clinical Trial Required)
Posted on August 07, 2019 on nih.gov (last updated: today) - Active
effective interventions for preventing and/or managing heart, lung, blood diseases and/or sleep (HLBS) disorders See all details
Sponsor: National Institutes of Health (NIH) and 1 more
Announcement Number: NOT-HL-19-715
Estimated Grant Call Date: December 31, 2019
Estimated Amounts: $3,686,000 in total

Notice of Intent to Publish Funding Opportunity Announcement to Develop State-level Capacity for Dissemination and Implementation of Patient-Centered Outcomes Research into Primary Care
Posted on June 20, 2019 on nih.gov - Active
Preview the NEW Emory University Libraries home page. Please take a look and let us know your thoughts.
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 Libraries Resources Terms of Use

By logging in, you agree to comply with the following terms of use:

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Sharing this login is a violation of license terms, which may result in the suspension of access rights for all Emory users, and a violation of Emory’s Information Technology Conditions of Use Policy 5.1, which may result in suspension or termination of my access and disciplinary action in accordance with university policy.
Network ID
ncrowel

Password
************

Login

Forgot Password?

Login is Emory's authentication tool for logging into multiple web systems and applications. If you have any questions, problems, or comments about Login, please contact the University Service Desk at (404) 727-7777 or the Emory Healthcare Call Center at (404) 778-HELP. You may also submit an IT support request at http://help.emory.edu/.

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
Win more grants and make a bigger difference.
Find the right funders now.

Describe what you are trying to fund: congenital heart

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
Find Funding

SHOWING RESULTS FOR "Heart and circulatory system diseases", "Pediatrics", "Program support" × CLEAR ALL × EDIT

Describe what you are trying to fund:

congenital heart

Include U.S. Federal Funders

12,677 Grantmakers

10,606 Recipients

54,023 990 Tax Forms

Total Dollar Value of Grants: $30,772,628,663

View Grantmakers Only

View Recipients Only

View 990 Tax Forms Only
Refining Your Search in Foundation Directory
Win more grants and make a bigger difference. Find the right funders now.
SHOWING RESULTS FOR "Heart and circulatory system diseases, Research and evaluation, Georgia (United States)"

Subject Area: Heart and circulatory system diseases
Geographic Focus: Georgia (United States)
Population Served: Who will be affected. Ex: At-risk youth, Veterans
Organization Name: Name of specific grantmaker or recipient
Location: Location of grantmaker or recipient
Who's Who: Someone serving in organization

Support Strategy: Research and evaluation
Transaction Type: Type of monetary support given/received
Organization Type: Type of grantmaker or recipient
Grant Amount: [0] - [10,000,000,000]
Year(s): 2003 - 2019
Keyword: Search for a specific term across all FDO
EIN / BRIDGE Number: ID Number of Organization

12,677 → 32

32 Grantmakers
View Grantmakers Only
227 Grants
View Grants Only
24 Recipients
View Recipients Only
2,357 990 Tax Forms
View 990 Tax Forms Only
<table>
<thead>
<tr>
<th>Grantmaker</th>
<th>City</th>
<th>State</th>
<th>Country</th>
<th>Total Assets</th>
<th>Total Giving</th>
<th>Amount Funded</th>
<th>Grant Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Twelve Stone Health Partners Foundation</td>
<td>Murfreesboro</td>
<td>TN</td>
<td>United States</td>
<td>$15,680</td>
<td>$35,475</td>
<td>$8,000</td>
<td>2</td>
</tr>
<tr>
<td>The Lewis Winter Foundation, Inc.</td>
<td>Atlanta</td>
<td>GA</td>
<td>United States</td>
<td>$565,526</td>
<td>$337,648</td>
<td>$1,250</td>
<td>2</td>
</tr>
<tr>
<td>United States Department of Defense</td>
<td>Washington</td>
<td>DC</td>
<td>United States</td>
<td>N/A</td>
<td>$1,076,303,059</td>
<td>$2,215,497</td>
<td>1</td>
</tr>
<tr>
<td>National Science Foundation</td>
<td>Arlington</td>
<td>VA</td>
<td>United States</td>
<td>N/A</td>
<td>N/A</td>
<td>$333,327</td>
<td>1</td>
</tr>
<tr>
<td>The Robert Wood Johnson Foundation</td>
<td>Princeton</td>
<td>NJ</td>
<td>United States</td>
<td>$11,399,650,000</td>
<td>$385,245,000</td>
<td>$250,045</td>
<td>1</td>
</tr>
</tbody>
</table>
The Robert Wood Johnson Foundation
Princeton, NJ, United States | www.rwjf.org | Who's Who | + Contact Info

What Is Being Funded?

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Health</td>
<td>$564M</td>
</tr>
<tr>
<td>Education</td>
<td>$360M</td>
</tr>
<tr>
<td>Community and economic development</td>
<td>$309M</td>
</tr>
<tr>
<td>Human services</td>
<td>$229M</td>
</tr>
<tr>
<td>Public affairs</td>
<td>$210M</td>
</tr>
<tr>
<td>Philanthropy</td>
<td>$175M</td>
</tr>
<tr>
<td>Social sciences</td>
<td>$100M</td>
</tr>
<tr>
<td>Human rights</td>
<td>$75M</td>
</tr>
<tr>
<td>Information and Communications</td>
<td>$59M</td>
</tr>
<tr>
<td>Public safety</td>
<td>$50M</td>
</tr>
</tbody>
</table>

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
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 website 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.
## Other Funders to Consider

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

<table>
<thead>
<tr>
<th>Foundation Name</th>
<th>City, State</th>
<th>Focus Areas</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alfred P. Sloan Foundation</td>
<td>New York City, NY</td>
<td>Mental Health/Crisis Services, Education, Health Organizations, Recreation, Medical Research</td>
</tr>
<tr>
<td>The Susan Thompson Buffett Foundation</td>
<td>Omaha, NE</td>
<td>Health, Education, Civil/Human Rights, Philanthropy/Voluntarism, Community Development</td>
</tr>
<tr>
<td>The Arthur Vining Davis Foundations</td>
<td>Jacksonville, FL</td>
<td>Education, Human Services, Medical Research, Mental Health/Crisis Services, Health</td>
</tr>
<tr>
<td>Bob Woodruff Family Foundation</td>
<td>New York City, NY</td>
<td>Community Development, Agriculture/Food, Health, Education, Recreation</td>
</tr>
<tr>
<td>Unitarian Universalist Veatch Program at Shelter Rock</td>
<td>Manhasset, NY</td>
<td>Civil/Human Rights, Recreation, Agriculture/Food, Environment, Human Services</td>
</tr>
<tr>
<td>Bill &amp; Melinda Gates Foundation</td>
<td>Seattle, WA</td>
<td>Health, Philanthropy/Voluntarism, Education, Medical Research, Recreation</td>
</tr>
</tbody>
</table>
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 after 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, except for medical sciences
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
Strategy 3:
Put Your Best Foot Forward

Show you are a good investment
• Highlight any investment the institution has made in you
• Publish before submitting grant application
• Clearly state what the funding will allow you to accomplish
Strategy 3:
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
Strategy 3:
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
Strategy 3: 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
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 in 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. We have demonstrated (please see Supplementary 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 WLC 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, Induced-CBT will be a more effective treatment of GAD than a WLC as measured by decrease in the Ham-A scores, SMT 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 sympathetic 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 to 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 in-person monthly visits for 6 months. Based on our SMTC 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 treatment (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. Our second exploratory aim is to evaluate the durability of treatment effects for SMT and CBT by monitoring all completers by telephone and in-person monthly visits for 6 months. 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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 (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 $g = 0.84$ (95% CI: 0.59–0.92) 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 WLC 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 (HRSA-A), the secondary outcome will be decrease in total scores on the Penn State Worry Questionnaire (PSWQ). We will test the following predictions:

1. SMT will be a more effective treatment for subjects with GAD than a WLC as measured by a decrease in the HRSA-A score.
2. Individual CBT will be a more effective treatment of GAD than a WLC as measured by decrease in the HRSA-A score.
3. 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 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:

1. Successful treatment with SMT will be correlated with a decrease in afternoon salivary cortisol and a decrease in resting pulse rate when compared and correlated with subjects in the WLC.
2. 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 anxiety 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.
2. SMT will cause a progressive decrease in pulse, increase in heart-rate variability (HRV), improved sleep quality (duration and latency).
3. CBT will cause a significant decrease in daily self-ratings of anxiety and depression.
4. 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 in-person monthly visits for 6 months. Based on our SMT pilot data and the CBT literature, we hypothesize that:

1. HRSA-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.
2. Compared to the pre-treatment HRSA score, both SMT and CBT subjects will maintain a significant decrease in HRSA 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.

Good writing is clear thinking made visible.

Bill Wheeler
IT ALWAYS SEEMS IMPOSSIBLE UNTIL 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

Seek successful examples from others
• Mentors/colleagues
• http://www.niaid.nih.gov/researchfunding/grant/pages/samples.aspx