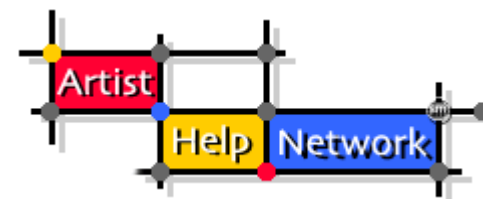


MONTCLAIR STATE UNIVERSITY

Office of Research and Sponsored Programs (ORSP)
*“Got Funding?: Successful Strategies
For Locating the Right Opportunity”*

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Today's Workshop

- Will provide you with the knowledge and tools you can use to conduct your own “tailored” search for funding opportunities.
- Contrary to the popular saying....“One-size does **NOT** fit all.”



Why Apply for a Grant?

- Fund Your Research → Produce Results/Publications
- Prestige
- Tenure/Promotion
- Fund Travel to Professional Conferences
- Purchase Equipment Needed in Lab
- Develop New Curriculum
- Fund Support Services and Professional Activities for Students



Types of Sponsored Funding Mechanisms

- **Grant:**

Used when the sponsor anticipates *no* substantial programmatic involvement with the recipient during the performance of the project. Grants are among the most flexible award mechanisms.

- **Cooperative Agreement:**

Used when the purpose of the project is similar to that of a grant, *but* substantial programmatic involvement of, or coordination by, the funding agency is anticipated.

Types of Sponsored Funding Mechanisms

- **Contract:**
Used when the principal purpose is to provide a prescribed service or “good” for the direct benefit or use of the funding agency.

- **Subaward/Subcontract:**
The transferring of a substantive portion of the research/program effort of the prime award to another institution or organization.

- **Gift:**
Unlike funds governed by agreements, gifts are awarded irrevocably and, generally, without contractual requirements (again, generally "no strings attached").

Introduction

Searching for Funding Opportunities

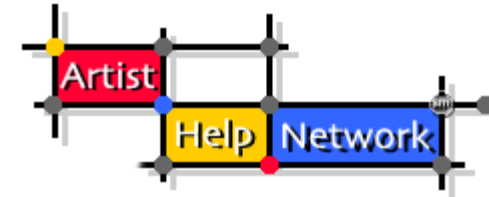
World Wide Web (Internet):

- Offers a range of services that provide information on funding opportunities (free to the public or subscription based)
- MSU's subscription based funding search tools are excellent and available to the MSU Community!
 - SPIN, SMARTs, and Grants Advisor Plus

*** The key to success is proficiency in refining your search techniques so as to identify funding opportunities that match your particular project.**

Where to Look

Searching for Funding Opportunities



Where to Look

Funding Opportunities - CSAM

- National Science Foundation (NSF)
Search engine and e-mail notification system allowing end user to customize searches (notification when matches arise)
- National Institutes of Health: Office of Extramural Research (OER)
Funding Opportunities and Notices Search Engine
- Department of Energy (DOE) : Office of Science
- Department of Defense (DOD) – Offices of Rsch/Rsch Labs
 - ONR
 - AFOSR
 - ARL

Where to Look

Funding Opportunities - CEHS

Agency sites such as NSF, NIH, and...

- ▣ [US Department of Education](#)
- ▣ [New Jersey Department of Education](#)
- ▣ [Institute of Education Sciences \(IES\)](#)



IES' overarching priority is research that contributes to school readiness and improved academic achievement for all students, and particularly those whose education prospects are hindered by inadequate education services and conditions associated with poverty, race/ethnicity, limited English proficiency, disability, and family circumstance.

- ▣ [Spencer Foundation](#)

The Foundation's research grants are organized under four areas of inquiry that identify broad topics we believe have fundamental and abiding importance for educational improvement.

Where to Look

Funding Opportunities - CHSS

Agency sites such as NSF, NIH, DOD, and...

□ National Endowment for the Humanities (NEH)

A independent grant-making agency of the US government dedicated to supporting research, education, preservation, and public programs in the humanities.

□ New Jersey Council for the Humanities (NJCH)

A non-profit state partner of the NEH. NJCH 's mission is to serve the people of New Jersey by developing, supporting and promoting projects that explore and interpret the human experience, foster cross-cultural understanding, and engage people in dialogue about matters of individual choice and public responsibility.

□ New Jersey Historical Commission

The New Jersey Historical Commission is a state agency within the Department of State dedicated to the advancement of public knowledge and preservation of NJ Jersey history.

Where to Look

Funding Opportunities - CART

Agency sites such as NEH, NJHC, and...

□ [Art Opportunities Monthly](#)

Lists are competitions, fellowships, residencies, etc.
Subscription is \$250/year.

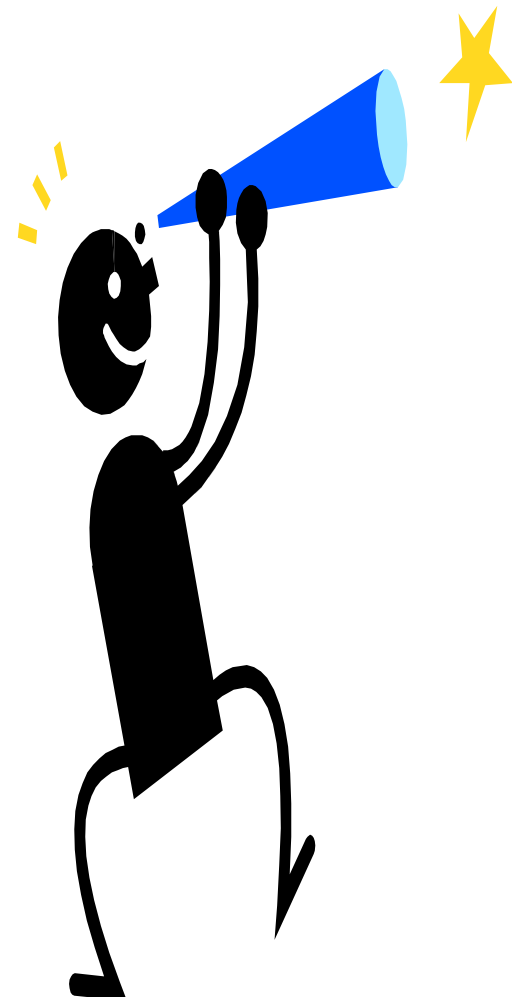
□ [Artist Help Network](#)

Designed to help artists take control of their careers, and lists grants, funding opportunities, and residencies.

□ [The Fund for Women Artists](#)

□ [Women's Studio Workshop](#)

Offers a variety of grants, fellowships, and residency opportunities for artists working in printmaking, papermaking, book arts, and ceramics.



Where to Look

Funding Opportunities - SBUS

Agency sites such as NSF, DOE, and...

- US Department of Labor
- NJ Department of Labor & Workforce Development
- Alfred P. Sloan Foundation

A philanthropic, not-for-profit grantmaking institution based in New York City making grants in support of original research and education in science, technology, engineering, mathematics and economic performance.





Where to Look

Funding Opportunities Databases



- A central storehouse of information where applicants can locate and apply for Federal grants on over 1,000 programs by:
 - Basic Search
 - Advanced Search
 - Email Notification by Keyword Feature



Where to Look

Funding Opportunities Databases

- Collects, organizes, and communications information on US philanthropy
- Provides education and training on the grant seeking process
- Subscription based – however, a “Top Funders” list is accessible on the Web site





Advanced Strategies

Resources Open to MSU



A company that facilitates and streamlines the research administration process

SPIN/SMARTS: Subscription based searches. Available at MSU!

SPIN: Sponsored Programs Information Network

- A funding opportunity database providing up-to-date information on federal and private funding sources.
- SPIN data is uploaded directly from the sponsoring agencies
- Basic and Advanced Keyword Search Capabilities



Advanced Strategies Resources Open to MSU

New! Spin Qs



- Easier way to quick search
- Searches similar keywords for you
- Can exclude Federal opportunities from your results

Try the NEW Spin Qs Today!!



Advanced Strategies

Resources Open to MSU

SMARTS: SPIN Matching And Research Transmittal Service

- ▣ Funding opportunity email alert service.
- ▣ Investigator selects keyword(s) specific to his/her particular research interests.
- ▣ “*SMARTS Matching*,” is conducted on a daily basis.
- ▣ Funding opportunities will be automatically emailed to you, daily.

Interested in finding out more? ORSP can help you to get set-up to take advantage of SPIN and SMARTS powerful search capabilities!



Advanced Strategies Resources Open to MSU

Grant Advisor Plus

- Excellent subscription-based service, available to the MSU Community!
- Monthly newsletter, posted online.
- Opportunity Deadlines, organized by field: Eg; Education, Sciences, Humanities. Active Hyperlinks are provided for each opportunity.
- 200 “Useful links”: Very good listing of federal and foundation funding sources.
- Searchable Database

Advanced Strategies

Resources Open to MSU

MSU Funding Opportunity List-Serve:

- A funding opportunity list-serve operated and maintained by Office of Research & Sponsored Programs (ORSP).
- Periodic funding announcements of potential interest to the MSU community are disseminated to faculty and interested staff. (Faculty are subscribed automatically.) Interested staff who wish to subscribe should contact orsp@mail.montclair.edu.

More Strategies

Approaching Sponsors, Conferences, & Networking

Contact with Program Officers:

- Highly encouraged.

"In a study of 10,000 federal proposals, the only variable that was statistically significant in separating the funded and rejected proposals was pre-proposal contact with the funding source. Chances for success increase an estimated threefold when contact with the funding source takes place before the proposal is written."

(Source: David G. Bauer, "How to Grants Manual," 4th edition, 1999; Chapter 10.)

- Gives you an opportunity to introduce yourself, discuss your research with a potential funder, and gain invaluable feedback.
- *Don't be scared....be prepared!* Summarize your proposed project's major goals/objectives, methods and expected outcomes in 1-2 paragraphs, and email the PO. Does your project fall within the program's current priorities?

More Strategies

Approaching Sponsors, Conferences, & Networking

Attend Conferences

- Network! Discuss your research with potential funders.
- NSF and NIH regional conferences provide a great opportunity to interact with agency program staff, and learn about emerging trends, and priority areas.

Colleagues

- Talk to your colleagues! Who is funding them?
- Check “acknowledgements” section of published papers/articles.
- Review funded awards & abstracts on agency sites. E.g.: NSF Award Data, NIH REPORTER. Many PI’s are willing to share proposals...if not, FOIA allows you to request a proposal.
- Collaborative research proposals. Many new investigators “launch” their research careers by collaborating with established colleagues (internal or external to MSU).

“The Right Fit”

The Importance of the Program Announcement

Research Interests

Make sure your research interests align closely with the program & agency’s interests.

Limitations, Requirements, and Deadlines

Read the Program Announcement/Solicitation **very** carefully, to determine whether there are any specific limitations or requirements that apply to you, or your institution.

Terms and Conditions

Are there any terms and conditions, if your proposal is awarded, that you will need to comply with that may be problematic?

Talk to someone in ORSP if you have questions and/or concerns!

Conclusion

- ❑ Developing effective strategies and methods in finding suitable funding opportunities takes time, practice and patience.
- ❑ Don't judge a "not-fund" as a failure. Try not to take it too personally: the funding environment is competitive, and many excellent proposals aren't funded simply because the funds aren't available to fund them all. And, truth is, some luck *is* involved! (E.g., Lead reviewer may not be in same field.)
- ❑ Review, Revise, and Re-Submit!
 - *Pay careful attention to reviewer's comments, and address their concerns in your resubmission.*

Recommended Reading

- Blackburn, Thomas R. *Getting Science Grants: Effective Strategies for Funding Success*. San Francisco, CA: Jossey-Bass Publishers. 2003
- Shore, Arnold & Carfora, John., *The Art of Funding and Implementing Ideas: A Guide to Proposal Development and Project Management*, Sage Publications, 2010.

Thank You!!!

Questions?

Contact ORSP

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