

Preproposal Contacts:

Who You Need to Talk to & What You Need to Know *Before* Writing Your Next Grant Proposal

Jeremy T. Miner
WiSys Regional Research Administrator
jminer@wisys.org



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Grant Professional Development Opportunities

2018-19 GRANT WEBINAR SCHEDULE:

- 1** OCTOBER 11, 2018
2:00-2:45PM
Funding Opportunities for Your Teaching, Research & Scholarship
- 2** NOVEMBER 8, 2018
2:00-2:45PM
The Sustainability Challenge: Designing Projects for Success *Beyond* the Grant Period
- 3** DECEMBER 13, 2018
2:00-2:45PM
Preproposal Contacts: Who You Need to Talk to & What You Need to Know *Before* Writing Your Next Grant Proposal
- 4** FEBRUARY 14, 2019
2:00-2:45PM
Common Grant Writing Pitfalls - and How to Avoid Them
- 5** MARCH 7, 2019
2:00-2:45PM
Building a *Believable* Budget
- 6** APRIL 11, 2019
2:00-2:45PM
Collaborative Grantseeking: Accumulating Precious "Wins" & Avoiding Painful "Losses"

See full session descriptions and register online for FREE at www.wisys.org/grants/webinars.



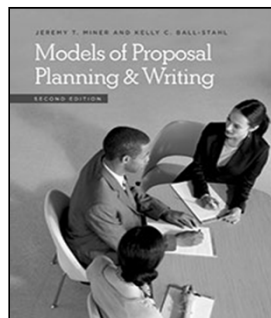
Session Outline

- What?
- Why?
- Who & How?
- Questions?

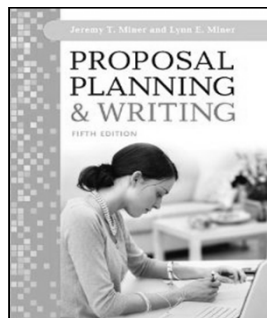


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Grant Writing Resources



Greenwood, 2016



Greenwood, 2013

 **ABC-CLIO
GREENWOOD™**
www.greenwood.com



Greenwood, 2011

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Preproposal Contact

- The *most* important thing you can do to increase your odds for funding success



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Added Benefits

- Learned about new grant opportunities not yet announced
- Heard about upcoming changes to application guidelines and administrative policies
- Critiqued draft proposal application forms and guidelines
- Been alerted to potential 'quirks' with an online submission portal
- Served as beta test sites on new grant ventures



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Step 1: Contact Program Officer



- Application forms and guidelines
- Past grant winners
- Past grant reviewers

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A screenshot of the Foundation Directory Online website. The page features a navigation bar with links for 'FOUNDATION CENTER AT A GLANCE', 'CHOOSE A PLAN', 'FEATURES', 'FAQ', and 'BLOG'. Below the navigation bar is a login section with fields for 'Username or e-mail' and 'Password', and a 'LOG IN' button. The main content area includes a banner for 'NEW FDO' with the headline 'Win more grants. Make a bigger difference.' and a 'SUBSCRIBE' button. A callout box with arrows pointing to the banner contains the text: '90% of U.S. Foundations don't have websites. With Foundation Directory Online, you can get Foundation Center's extraordinary database and fundraising expertise to work for your organization, project, or client, while uncovering information on all 140,000 U.S. Foundations. It's the smartest, fastest way to win more funding.'

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Robert and Betty Meyer Family Foundation Most Recent 5 Years At A Glance

They've funded 22 grants to 17 organizations totaling \$82,100

MOST COMMON GRANT AMOUNT: \$5,000

Applications/RFPs

Application form required.

Initial Approach: Proposal

Copies of proposal: 1

Deadline(s): None

CONTACT INFORMATION

Telephone: 9204325536

ADDITIONAL CONTACT INFORMATION ▲

Application address: c/o Associated Bank, P.O. Box 19006, Green Bay, WI 54307-9006, tel.:

GIVING LIMITATIONS

Giving primarily in Green Bay, WI.

Wisconsin Public Service Foundation

Green Bay, WI, United States | www.wisconsinpublicservice.com/company/founda... | Who's Who | + Contact Info

Wisconsin Public Service Foundation Most Recent 5 Years At A Glance

They've funded 2,234 grants to 413 organizations totaling \$4,117,450

Wisconsin Public Service Foundation

Wisconsin Public Service Foundation is the philanthropic entity for WPS and other subsidiaries of our holding company, WEC Energy Group. In other words, the Foundation and the utility are two different organizations, with two very different purposes. The Foundation provides for charitable contributions to our local communities, while WPS and our other utilities are focused on providing safe, reliable electricity and natural gas to customers. The Foundation is funded by our shareholders, not by our utility customers.

Through direct grants, scholarships and the employee Matching Gifts program, Wisconsin Public Service Foundation actively supports the quality of life in the communities we serve. The Foundation provides nearly \$1.5 million annually in contributions to programs in the following areas:

- Arts and culture
- Community and neighborhood development
- Education
- Human services and health
- Environment

The History of Wisconsin Public Service Foundation

Wisconsin Public Service Foundation was incorporated in 1964. It was funded with paper company stocks and bonds that had been repurchased by WPS in the late 1920s and had appreciated significantly. The transfer of the certificates, accomplished over a four-year period, gave the Foundation a financial base of \$2 million. The resulting tax credits increased the value of WPS stock by \$20 per share, and gave the company a consistent dividend. Over the past 30 years, the Foundation's stocks and bonds have

Today the Foundation supports organizations involved in community and neighborhood development, education, environment, human services and health, and arts and culture. Donations average \$1.5 million annually. Wisconsin Public Service Foundation is a strong supporter of capital projects, the United Way and start-up programs in communities where we serve gas or electricity.

Each region our utility serves has an established Contributions Committee consisting of local employees from a cross-section of departments. All donation requests for a region are sent to the region's Contributions Committee, which reviews the requests based on the needs and issues in the community, as well as the Foundation budget for their region.

The day-to-day administration is handled by Lana Vanderweest, Administrator of the Wisconsin Public Service Foundation.

Quick links

- 2016 Foundation Report
- 2017 charitable giving summary
- Grant application
- Innovative Educator Grant
- Safety grant

Foundation board

Directors

- J. Kevin Fletcher
- Margaret C. Kelley
- Gale E. Klagge
- Scott J. Leader
- Paul J. Spicer
- M. Beth Straka

Officers

- J. Kevin Fletcher - Chairman of the Board and President
- M. Beth Straka - Vice President
- Keith H. Ecke - Secretary
- William J. Quic - Treasurer

5

Department of Health and Human Services
Part 1. Overview Information

Participating Organization(s)
National Institutes of Health (NIH)

Components of Participating Organizations

- National Cancer Institute (NCI)
- National Eye Institute (NEI)
- National Heart, Lung, and Blood Institute (NHLBI)
- National Human Genome Research Institute (NHGRI)
- National Institute on Aging (NIA)
- National Institute on Alcohol Abuse and Alcoholism (NIAAA)
- National Institute of Allergy and Infectious Diseases (NIAID)
- National Institute of Arthritis and Musculoskeletal and Skin Diseases (NIAMS)
- National Institute of Biomedical Imaging and Bioengineering (NIHBI)
- Eunice Kennedy Shriver National Institute of Child Health and Human Development (NICHD)
- National Institute on Deafness and Other Communication Disorders (NIDCD)
- National Institute of Dental and Craniofacial Research (NIDCR)
- National Institute of Diabetes and Digestive and Kidney Diseases (NIDDK)
- National Institute on Drug Abuse (NIDA)
- National Institute of Environmental Health Sciences (NIEHS)
- National Institute of Mental Health (NIMH)
- National Institute on Minority Health and Health Disparities (NIMHD)
- National Institute of Neurological Disorders and Stroke (NINDS)
- National Institute of Nursing Research (NINR)
- National Library of Medicine (NLM)
- National Center for Complementary and Integrative Health (NCCIH)
- National Institute of General Medical Sciences (NIGMS) (No longer participating as of May 6, 2018)
- Division of Program Coordination, Planning and Strategic Initiatives, Office of Research Infrastructure Programs (ORIP)

Note: Not all NIH Institutes and Centers (ICs) participate in Parent Announcements. Applicants should carefully note which ICs participate in this announcement and view their respective areas of research interest. ICs that do not participate in this announcement will not consider applications for funding.

Funding Opportunity Title
Academic Research Enhancement Award (Parent R15 Clinical Trial Not Allowed)

Activity Code
R15 Academic Research Enhancement Award (AREA)

Announcement Type
Release of F15-15-201 for due dates on or after January 29, 2018

Related Notices

- **November 20, 2018** - Notice: Changes to the NIH Academic Research Enhancement Award (AREA/R15) Program. See issuance of NOT-OD-18-015.
- **November 28, 2018** - NIH & AHRQ Announce Upcoming Updates to Application Instructions and Review Criteria for Research Grant Applications. See Notice NOT-OD-18-228.
- **March 15, 2018** - Changes in NIGMS Support of Academic Research Enhancement Award (R15) Grants in the Basic Biomedical Sciences. See Notice NOT-OD-18-024.

Funding Opportunity Announcement (FOA) Number
PA-18-504

PREP

Step 2: Call Past Grant Winner



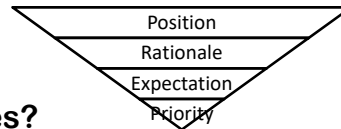
Hello, past grant winner:

- Who you are
- Why you are calling
- What's in it for them

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Questions

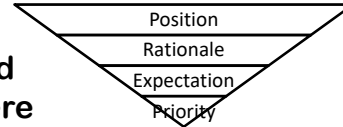
- Who did you find most helpful?
- Did you use any special advocates?
- Did they review a preproposal?
- How close was your budget to the awarded amount?
- Did the sponsor show a preference for internal or external evaluations? Or both?



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Questions

- You got funded because the sponsor was convinced you could solve some big problems they were concerned about. What were those problems?
- What's the desired impact on these problems, balancing project breadth, depth, and resources?
- Was there a hidden agenda to the guidelines?
- What would you do differently next time?
- Can you recommend the names of some external evaluators who have experience assessing outcomes of interest to the sponsor?



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Step 3: Call Past Grant Reviewer



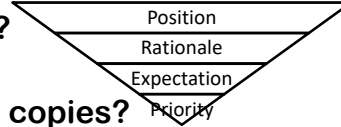
Hello, past grant reviewer:

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WiSys

Questions

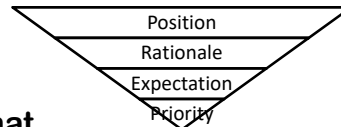
- How did you get to be a reviewer?
- Did you review electronic or hard copies?
- How much time did you have to read proposals?
- Did reviewers fill certain roles on the panel as specialists or generalists?
- What surprised you most about the review process?




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Questions

- What were you told to look for?
- If there were no budget limits, what should have been proposed that wasn't?
- Tell me about the reviewer's evaluation form.
- How would you write a proposal differently now that you have been a reviewer?
- What levels of commitment to sustainability are reviewers expecting to see in proposals?



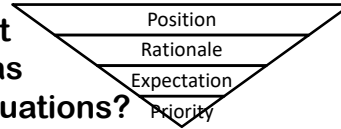
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Reviewer's Evaluation Form	
<p>Selection Criteria</p> <ol style="list-style-type: none"> 1. Extent of Need 2. Plan of Operation 3. Quality of Key Personnel 4. Budget and Cost Effectiveness 5. Evaluation Plan 6. Adequacy of Resources 7. Competitive Preferences 	<p>Review Criteria</p> <ol style="list-style-type: none"> 1. Extent of Need 2. Evaluation Plan 3. Plan of Operation 4. Quality of Key Personnel 5. Budget and Cost Effectiveness 6. Adequacy of Resources 7. Competitive Preferences
	
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Step 4: Call Program Officer	
	<p>Hello, program officer:</p> <ul style="list-style-type: none"> •Who you are •Why you are calling •What's in it for them
<p>WiSys</p>	

Questions

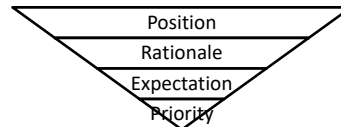
- How much of your current budget will be available for new awards as opposed to noncompeting continuations?
- Do you plan to offer a workshop or webinar to explain how to prepare an application?
- Against what yardstick are proposals measured?
- Would you review our draft proposal?
- Does the program provide one-time only support or will it permit other funding opportunities?



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Questions

- Why have you targeted your program dollars to this problem?
- Does my project fall within your current priorities?
- Will awards be made on the basis of any special criteria, e.g., geography or type of organization?
- What are the most common mistakes you see?
- What would be the key features of an ideal solution?



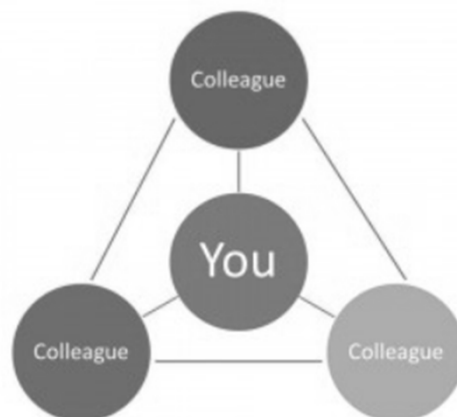
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Common Rejection Reasons

- 18% failed to number pages
- 73% provided no table of contents
- 81% had no abstract
- 92% didn't provide resumes of consultants
- 25% didn't provide resumes of the PI
- 66% had no project evaluation plan
- 17% failed to name the PI
- 20% provided no list of objectives

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Triangulating Results



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Recap

Preproposal Contact

- The most important thing you can do to increase your odds for funding success




Step 1: Contact Program Officer

- Application forms and guidelines
- Past grant winners
- Past grant reviewers




PREP



Step 2: Call Past Grant Winner

Hello, past grant winner:

- Who you are
- Why you are calling
- What's in it for them



Step 3: Call Past Grant Reviewer

Hello, past grant reviewer:

- Who you are
- Why you are calling
- What's in it for them



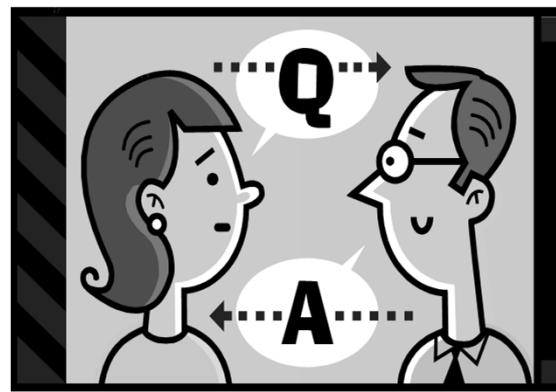
Step 4: Call Program Officer

Hello, program officer:

- Who you are
- Why you are calling
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Your Questions?



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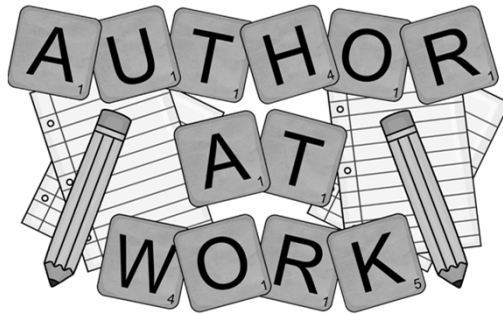
Join WiSys Regional Research Administrator Jeremy Miner in exploring various aspects of successful grant writing through a live webinar series.

See full session descriptions and register online for FREE at www.wisys.org/grants/webinars.

CONTACT:
Jeremy Miner
jminer@wisys.org
for more information



Go Write Your Best Grant Ever!



Jeremy T. Miner
jminer@wisys.org

