Funding-Opportunities-and-Strategies-for-Early-Career 11.15.18

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TYPES OF FUNDING

❖ Seed Money
❖ Project Grants

❖ Career Development/Early Career Programs
  ▪ Transition: Postdoc → faculty
  ▪ Research
  ▪ Research + Teaching
  ▪ Research + Teaching + Outreach

Varies by sponsor
TYPES OF SPONSORS

❖ Federal agencies
❖ Foundations and nonprofits
❖ Professional societies
❖ UNH
Goals:
(1) Funding for your project
(2) Recognition as independent scholar
<table>
<thead>
<tr>
<th>Arrangement</th>
<th>Advantages</th>
<th>Disadvantages</th>
</tr>
</thead>
</table>
| Ongoing grant awarded by external sponsor to collaborator as PI that includes support for junior researcher as team member | - Funding is assured  
- Research can begin immediately  
- Project evaluated on scholarly merit                                                                                                         | - No input by junior researcher into experimental design  
- Project evaluated on PI’s credentials  
- Timing of research is dependent upon award period  
- PI ultimately is responsible for execution and reporting of results |
| Grant awarded by external sponsor to team with collaborator as PI and junior researcher as team member | - Significant input into experimental design  
- Provides experience for junior researcher in proposal development  
- Project evaluated on scholarly merit  
- Project evaluated on team’s credentials with collaborator as leader                                                      | - Funding is not guaranteed  
- Timing of proposal preparation is dependent upon sponsor’s submission requirements  
- Timing of research is dependent upon award period  
- PI ultimately is responsible for execution and reporting of results |
| Training Fellowship/Grant awarded by external sponsor to junior researcher as sole PI under mentor’s guidance | - Significant input into experimental design  
- Provides experience for junior researcher in proposal development  
- Project evaluated on scholarly merit  
- Project evaluated on junior researcher’s credentials                                                                                       | - Letters of reference, transcripts, etc. may be required as part of application in addition to project plan  
- Funding is not guaranteed  
- Timing of proposal preparation is dependent upon sponsor’s submission requirements  
- Timing of research is dependent upon award period  
- PI ultimately is responsible for execution and reporting of results |
| Internal funding (dept., college, and/or university) provided to junior researcher as sole PI | - Funding more likely  
- Funds may be less restricted  
- Timing of project proposal preparation may be flexible  
- Project evaluated on junior researcher’s credentials  
- Junior researcher is ultimately responsible for execution and reporting of results                                                    | - Scholarly merit of project is not evaluated through external peer review  
- Junior researcher is ultimately responsible for execution and reporting of results |
| Grant awarded by external sponsor to junior researcher as PI with team of other collaborator(s) | - Significant input into experimental design  
- Provides experience for junior researcher in proposal development  
- Project evaluated on scholarly merit  
- Project evaluated on team’s credentials, with junior researcher as leader                                                                             | - Funding is not guaranteed  
- Timing of proposal preparation is dependent upon sponsor’s submission requirements  
- Timing of research is dependent upon award period  
- PI ultimately is responsible for execution and reporting of results |
| Grant awarded by external sponsor to junior researcher as sole PI | - Significant input into experimental design  
- Provides experience for junior researcher in proposal development  
- Project evaluated on scholarly merit  
- Project evaluated on junior researcher’s credentials                                                                                       | - Funding is not guaranteed  
- Timing of proposal preparation is dependent upon sponsor’s submission requirements  
- Timing of research is dependent upon award period  
- PI ultimately is responsible for execution and reporting of results |

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ELIGIBILITY CRITERIA FOR EARLY CAREER PROGRAMS

❖ Degree
❖ Time after degree
❖ Time in tenure track
❖ Tenure status
❖ Age

❖ Citizenship Restrictions
❖ Previous or Concurrent Funding Restrictions
❖ Time/Effort Requirements
CONSIDERATIONS (1)

❖ Timing and Readiness
  ▪ Defined research goals
  ▪ Experience needed
  ▪ Resources needed
  ▪ Chance to revise/resubmit

❖ Endorsement requirements
  ▪ Nomination by institution
  ▪ Support by college/department
  ▪ Mentor (formal or informal)
  ▪ Other references
CONSIDERATIONS (2)

- Location
  - Home campus or off-site

- Course Release
  - Department approval

- Allowed budget items

- Limits on # of submissions by institution

- Other sponsor restrictions or requirements
PROPOSAL PREPARATION AND SUBMISSION READINESS: 
A SELF-ASSESSMENT CHECKLIST

Researcher Preparation
☐ I have established a research agenda in an area about which I am passionate and would enthusiastically spend the next three to five years working in.
☐ My research agenda is sufficiently distinct from that of my graduate and/or postdoctoral advisor(s) to enable me to establish an independent career.
☐ My research area or project is in an exciting, vigorous, high-impact area of scholarship (rather than an area that has already been well-researched, where most progress is incremental).
☐ I know what other scholars are doing in my field and can address how my work complements or differs from theirs.
☐ I maintain active connections to scholarly communities beyond UNH.
☐ I possess the necessary education, qualifications, training, and expertise to carry out the proposed project.
☐ I have attended/presented at national conferences in my research area or in a closely related area.
☐ I have served on (a) proposal review panel(s).
☐ I have a clear research design and plan for the project.
☐ I have a strong publication record that supports my chosen research area or is in a closely related area, and have published in the last 5 years.
☐ The quantity and quality of my preliminary data indicate that the proposed project is likely to be successful.
☐ I understand that it typically takes more than one try to get an award, and I am willing to submit multiple times or to multiple agencies.
☐ I am willing to look on funding declinations as a learning process, to take reviewers’ comments to heart, and seek assistance to interpret the comments and prepare a resubmission.

Colleagues and Connections
☐ I have connections to my graduate advisor, postdoctoral advisor, or colleagues who could contribute technical expertise to my project.
☐ I have several credible reviewers able to constructively critique my proposal.
☐ I have a network of reputable contacts in my field who can serve as references and/or suggested reviewers.
☐ I have connections with potential partners (e.g., neighboring community colleges, schools, local industry, local museums, research labs, universities, under-served populations) that could enhance my proposed project.

Institutional Support/Resources and Fit
☐ I understand my department’s and college’s/school’s expectations regarding external research funding.
☐ My research (project) aligns well with my department’s and college’s/school’s mission, vision, goals, strategic plans.
PROPOSAL PREPARATION AND SUBMISSION READINESS: A SELF-ASSESSMENT CHECKLIST, cont.

☐ I have (access to) the resources required to conduct the proposed project (e.g., infrastructure, equipment, facilities, start-up funds, consultants, research environment, students, administrative support).

☐ I have identified UNH resources to help me develop a competitive proposal or application.

☐ If needed for my proposal, I have access to information for supporting documents re: institutional data on research environment, infrastructure, facilities, alumni, student achievement, etc.

☐ I have identified UNH resources to help me develop an appropriate budget for my project.

☐ I know what UNH’s process is to request matching funds if required by the sponsor.

☐ I know whom to contact at UNH for clarification of sponsor proposal submission processes and grant terms.

☐ I know the institutional process for submitting pre-proposals and proposals, including registrations with the sponsor.

Sponsor Fit

☐ I have researched the prospective sponsor for my project and reviewed the sponsor’s strategic investment plans, research roadmaps, reports, program priorities, etc. to determine that my project will advance the sponsor’s goals.

☐ I have determined that the sponsor has not already funded a project that is identical or very similar to the project I am proposing.

☐ I have identified and contacted the sponsor’s program officer to discuss my project idea.

☐ I have discussed my idea with colleagues who have been successful in obtaining funding from the target sponsor or who have served on the sponsor’s review panels.

☐ My institution and I meet sponsor-determined eligibility requirements.

☐ The sponsor offers an appropriate grant type and size for my project; the scale and scope of my project fits within those indicated as likely to be funded by the sponsor.

☐ If the sponsor requires matching funds (cash, in-kind), I can meet this requirement and document it.

☐ If the sponsor restricts use of funds, dissemination of outcomes, ownership of materials produced, etc., I can meet the requirements (after confirming with appropriate UNH officials.)

Timing for Researcher

☐ The proposal is appropriate for this point in my UNH career.

☐ The proposal is a logical next step for me, building on previous research, teaching responsibilities, and/or professional goals.

☐ The award funds will be available when I will need them. If the sponsor has required start and end dates, those are compatible with my project schedule.

☐ I have allotted sufficient time to prepare a well-written, well-presented, compliant, and competitive proposal before UNH’s and the sponsor’s submission deadlines, including time for pre-submission technical reviews and UNH-required internal reviews.
IDENTIFYING EARLY CAREER FUNDING OPPORTUNITIES

❖ Specialized lists
❖ Colleagues and others in your field
❖ Databases: SPIN, Foundation Directory Online, etc.
❖ Sponsor web sites
❖ Other search tools

https://www.unh.edu/research/RD-resources/find-funding

▪ Search Tools & Strategies – incl. Ways to Search for Funding Opportunities
▪ UNH Funding Opportunities
▪ Targeted or Limited Programs – incl. early career, grad, postdoc, LSPs
Ways to Search for Funding Opportunities

Use the resources on the Research Development Office’s Find Funding section of the UNH Research Office web site

Find Funding contains a variety of resources, strategies, and search tools. Of special note:

- Read the Research Development and Grant Writing News, a monthly newsletter available to the UNH community that provides timely advice on how to compete successfully for research and education funding from federal agencies and from foundations.
- Use the tools and strategies for identifying and evaluating funding opportunities.
- Targeted or Limited Programs includes grant programs for Early Career Researchers and Scholars, postdoctoral fellows, graduate students, information about grant programs that are particularly well-suited to UNH, and links to resources re: international scholarship and other focused needs.
- Internal (UNH) Funding Opportunities includes campus-wide and college-specific programs available to faculty.

Sign up for the Research Development Office's agency and interest lists

Messages are sent to members of these email lists about noteworthy funding opportunities, changes in agencies' policies or submission requirements, availability of new tools and resources created by the Research Development Office staff, and opportunities to participate in agency planning and review activities. Messages also are sent about opportunities to collaborate around common interests, workshops and seminars, and relevant federal-level issues.

Sign up here for any or all of the lists that are maintained for these topics and agencies:

- Arctic & Antarctic
- Arts & Humanities
- Big Data & Data Science
- Food, Energy, & Water Systems
- Industry Collaborations
- International
- Mathematics & Statistics
- Neuroscience & Behavior
- STEM Education
- Sustainability
- Transportation
- CDC -- Centers for Disease Control and Prevention
- EPA -- Environmental Protection Agency
- NASA -- National Aeronautics and Space Administration
- NIH -- National Institutes of Health
- NOAA -- National Oceanic and Atmospheric Administration
- NSF -- National Science Foundation
- DOL -- US Dept. of Labor
- USDA -- US Dept. of Agriculture
- DoD -- US Dept. of Defense
- DOE -- US Dept. of Energy
- DHS -- US Dept. of Homeland Security
- US ED -- US Dept. of Education
- DOJ -- US Dept. of Justice
Ways to Search for Funding Opportunities

**Search the SPIN database and set up automatic notifications**
Find access information and user support for this funding opportunity database on the [SPIN-SMARTS-GENIUS](#) page.

**Use the Foundation Directory Online**
Updated weekly, the Foundation Directory Online (FDO) provides the most comprehensive and accurate information on U.S. grantmakers and their funding activities.

Find more information about the FDO and how to access the UNH Library’s subscription on the [Foundation Directory Online](#) page.

**Use sponsors’ web pages and free electronic mailing lists**
*Explore potential sponsors’ web sites* to learn about their organizational goals, priorities and long-term plans, funding opportunities, and previously-funded projects.

- For sponsor profiles and other tools to find the right sponsor for your project, explore [Sponsor Types](#) in the Find Funding section of the UNH Research web page.
- To find other sponsors’ web sites, search with Google or other search engine.

**Sign up for the sponsors’ email lists/RSS feeds** to be notified when the sponsor issues announcements of funding opportunities (e.g., NSF Update, NIH Funding Opportunities and Notices, USDA Updates, Foundation for Food and Agriculture Research Newsletter, etc.). Look for a link to register on the sponsors’ web sites (often at the bottom of the homepage).

**Sign up for The Foundation Center’s RFP Bulletin** - a free, weekly e-mail service that presents upcoming opportunities from grant-making foundations: [http://foundationcenter.org/newsletters/](http://foundationcenter.org/newsletters/).

**Use grants.gov**
*Use SEARCH GRANTS* to search for competitive grant opportunities from all the Federal grant-making agencies.

Searches can be done by keyword, category (area of interest), agency, and other identifying parameters.

**Sign-up for custom email notifications/RSS feed** to receive listings of funding opportunities by agency or category (area of interest): [https://www.grants.gov/web/grants/manage-subscriptions.html](https://www.grants.gov/web/grants/manage-subscriptions.html).

**GRANTS 101** provides an overview of the federal grants lifecycle as well as definitions of terms and policies.

**Develop personal contacts**
*Faculty and other research personnel are great sources of information.*
Find them in your own department, in your college, across the university, at professional meetings, and at other institutions.

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Ways to Search for Funding Opportunities

Participate in professional meetings, consensus conferences, planning groups, and sponsor-hosted meetings.
Program officers and scientific staff from federal agencies and other sponsors often attend scientific meetings to keep up with the field and to meet researchers. If there’s an informal social gathering, attend it and mingle!

Other researchers’ web sites and c.v.’s also can yield interesting information.
Who has funded them in the past? Where do they have proposals pending now?

Check professional societies and look in professional journals
Many societies have grant programs, particularly for young investigators/early career scholars and to fund dissertation research for Ph.D. students.

Financial support for the research reported in journal articles usually is noted as a footnote to the title or in the “Acknowledgements” section just before the “References Cited” section.

Use on-line bulletin boards, university web sites, other grants-related search engines
Some particularly good ones can be found on the Free Search Tools & Bulletin Boards page of the UNH Research web site.

Use general-purpose web search engines
This type of search casts a broad net, with lots of incidental information to sort through, but often can be useful when other searches aren’t fruitful or to confirm that you’ve found most, if not all, of the viable sponsors for a given topic area.

- To search for all sponsors, enter a topic keyword, then semicolon, then “grants.”
- To find local/regional foundation sponsors, try using the keywords “Philanthropy + State” where “State” is the location of the organization for which you are seeking funding.

Find this online at https://www.unh.edu/research/resource/ways-search-funding-opportunities
FUNDING OPPORTUNITIES FOR EARLY CAREER RESEARCHERS AND SCHOLARS AT UNH

Detailed lists customized for UNH

<table>
<thead>
<tr>
<th>Research Area</th>
<th>Federal Agencies</th>
<th>Sponsors Other than Federal Agencies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Defense, Energy, and Security</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Humanities and the Arts</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>National Institutes of Health (NIH)</td>
<td>X</td>
<td>—</td>
</tr>
<tr>
<td>Science, Technology, Engineering, and Math (STEM)</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Social Sciences, Behavioral Sciences, and Economics (SBE)</td>
<td>X</td>
<td>X</td>
</tr>
</tbody>
</table>

Find these lists at Early Career Researchers & Scholars and in the UNH Scholars’ Repository: [http://scholars.unh.edu/early_career/](http://scholars.unh.edu/early_career/)
EVALUATING LIKELY FUNDING OPPORTUNITIES

Find sponsor(s) whose goals match your goals

Best fit (most overlap)

Best chance for success

“Targeting”
ADVANTAGES OF TARGETING

You can speak to the particular “audience” who will be reading (and) judging your proposal

Frees up space in the proposal to present what you will do

  Sponsor already agrees on the “why”

Makes it easier to clearly articulate how your activities will help achieve the sponsor’s goal(s)

  What will you have at the end of the grant period that the sponsor will value?
STRATEGIES FOR TARGETING

❖ Get to know the sponsors
   ▪ Mission & goals
   ▪ Long-term priorities

❖ Get to know the programs
   ▪ Scope, focus & limits
   ▪ Previous awards

❖ Get to know the program officers
   ▪ Short-term priorities
   ▪ Culture and practices
RESOURCES FOR GETTING TO KNOW SPONSORS

❖ Sponsor web sites
  ▪ Mission statement, strategic plans, priority statements
  ▪ Budget proposals and annual reports
  ▪ Previous awards
  ▪ Other “public” info

❖ Volunteer to review proposals

❖ Meet sponsor staff at sponsor-hosted programs or at professional meetings

❖ Visit the sponsor’s office

❖ Talk with current and past awardees
# RESOURCES FOR GETTING TO KNOW SPONSORS

## RD OFFICE RESOURCES – AGENCY & INTEREST LISTS

<table>
<thead>
<tr>
<th>Targeted messages re:</th>
<th>CDC</th>
<th>USDA</th>
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</thead>
<tbody>
<tr>
<td>Arctic &amp; Antarctic</td>
<td></td>
<td></td>
</tr>
<tr>
<td>International</td>
<td></td>
<td></td>
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<tr>
<td>Arts &amp; Humanities</td>
<td>EDA</td>
<td>US DHS</td>
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<tr>
<td>Mathematics &amp; Statistics</td>
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<tr>
<td>Big Data &amp; Data Science</td>
<td>EPA</td>
<td>US DoD</td>
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<tr>
<td>Neuroscience &amp; Behavior</td>
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<tr>
<td>Clinical Research</td>
<td>NASA</td>
<td>US DOE</td>
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<tr>
<td>STEM Education</td>
<td></td>
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<tr>
<td>Food, Energy, &amp; Water Systems</td>
<td>NIH</td>
<td>US DOJ</td>
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<tr>
<td>Sustainability</td>
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<tr>
<td>Systems</td>
<td>NIST</td>
<td>US DOL</td>
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<tr>
<td>Industry Collaborations</td>
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<tr>
<td>Transportation</td>
<td>NOAA</td>
<td>US ED</td>
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<td>NSF</td>
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### Research Office PI/PD List:
Faculty, Researchers & Staff w/interest in extramural funding

Sign up at: [https://unh.az1.qualtrics.com/jfe/form/SV_74aY1M69zdAjUa1](https://unh.az1.qualtrics.com/jfe/form/SV_74aY1M69zdAjUa1)
Research Development and Grant Writing News
A monthly newsletter available to the UNH community

Provides timely advice on funding opportunities and how to compete successfully for research and education funding from federal agencies and from foundations

New issues published mid-month; emailed to PI/PD List
Current and back issues available in the Scholars’ Repository:
http://scholars.unh.edu/research_news/
RESOURCES FOR GETTING TO KNOW SPONSORS

RD OFFICE—WORKSHOPS AND PROGRAMS

• Department of Defense (DoD) Young Investigator Programs
• Early Career Funding Opportunities and Strategies
• Finding Funding — Strategies and Search Tools
• Focus on Fulbright — Programs to Foster International Scholarship
• Making Your NSF CAREER Proposal Count
• PUSH USDA
• University / Industry / Federal Partnerships
• UP-2-NIH & NIH Support

And more!

Monthly email with upcoming programs sent to PI/PD List
Full list: Build Grant Seeking Skills
RESEARCH DEVELOPMENT OFFICE
CONTACTS

Kathryn Cataneo  
k.cataneo@unh.edu  
862-0357
Director

Lynnette Hentges  
lynnette.hentges@unh.edu  
862-2002
Getting started, Funding strategies and opportunities, Fulbright programs

Michael Thompson  
michael.thompson@unh.edu  
862-5255
Proposal development and editing, Honors and recognition awards

Find this presentation and other resources for early career investigators in the UNH Scholars' Repository: http://scholars.unh.edu/early_career/
SUCCESS

What people think it looks like  What it really looks like

[Diagram showing a straight line vs. a complex curve]