



THE UNIVERSITY OF
ALABAMA IN HUNTSVILLE

“Federal and State Grantwriting for Nonprofits”

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Getting Started

- No lack of opportunities
- Challenges of finding the right fit
- Assess your chance of success
- Build the right team
- Know your customer
- Get organized!

Funding Opportunities

- Firstgov.org
- Air Force Research
- Army Research Office
- Catalog of Federal Domestic Assistance
- Congressionally Directed Medical Research Program
- Defense Advanced Research Projects Agency
- Environmental Protection Agency
- FedBizOpps.Gov
- Federal Acquisition Jumpstation
- Federal Register
- Grants.gov (all federal funding opportunities)
- Health & Human Services (HHS) GrantsNet
- National Aeronautics and Space Administration
- National Endowment for the Arts
- National Endowment for the Humanities
- National Institutes of Health
- NIH Parent Announcements
- NIH Basic Behavior and Social
- National Oceanic and Atmospheric Administration
- The Foundation Center (foundationcenter.org)
- National Science Foundation
- Office of Naval Research
- U.S. Department of Agriculture
- U.S. Department of Education
- U.S. Department of Energy
- Office of Science
- National Energy Technology Lab
- Office of Nuclear Energy
- Office of Energy Efficiency and Renewable Energy
- Advanced Research Projects Agency
- U.S. Department of Homeland Security
- U.S. Department of Housing and Urban Development
Information about Grants
- Federal Register
- Federal Business Opportunities
- NIH Guide to Grants & Contracts
- NSF Bulletin
- NSF Guide to Programs
- Catalog of Federal Domestic Assistance

Two Major Research Funding Paths

1. Responding to an agency-published research solicitation.
2. Following agency specific guidelines to submit an unsolicited or investigator-initiated research proposal.
 - These are best done after building a relationship with a program manager or responding to a multi-year BAA.
 - Agency websites are the best places to go to get information – each one has a different process, but it usually includes a white paper, (for example, DOE (energy) has a guide for unsolicited proposals.)

Solicitation

- May be too late
- Lots of competition
- Advertised project details
- Respond to larger agency needs

Unsolicited

- Targets a known problem
- Must know your end user
- May not have funding
- Might not get response
- Better know a name

A Strategic / *Realistic* Approach

- Assess:
 - 1) Does your project answer their need?
 - 2) Do you have a unique approach?
 - 3) Do you have, or can you get the right expertise?
 - 4) Do you have enough time to
 - Develop your approach
 - Write your proposal and have it reviewed at least twice by numerous people
 - Finalize a budget and budget narrative (for all partners)
 - Obtain letters of commitment
 - Finalize a teaming agreement
 - Get signatures for NDA's
 - Start the IRB process
 - Write other required documents (like a DMP)
 - Get all partners CV's/biosketches completed in the right format

Get Tactical

- Define the research need and the purpose of the solicitation
 - Research expectations
 - Project scope
 - Expected outcomes/deliverables
 - Schedules
- Outline competitive information
 - Eligibility
 - Number and size of awards
 - Conditions of award
 - Review process and timeline
- Application instructions
 - Deadlines
 - Content requirements
 - Format requirements
 - Page length
 - Margins/fonts
 - Headers/footers
 - Page numbers
 - URLs
 - Completion of required forms
- Sponsor contact information
 - Program officer and technical support
- Conditions of award/reporting requirements/deliverables

Get Organized

- Once you are satisfied with your approach, contact the agency Program Manager for feedback.
- Finalize the required personnel to meet project requirements.
- Agree on partner responsibilities.
- Determine how you will maintain configuration management.
- Assign partners writing tasks, be as specific as possible and limit them to a reasonable space relative to your page count.
- Develop or use letter templates, DMP templates, CV's/biosketches, organizing the proposal, providing strategic comments, editing, adherence to requirements, and alignment of your proposal to the solicitation.

In the Proposal Itself. . .

- Upfront state specifically what your effort will do for that agency and convince them their money will be well spent.
- Tell them why it is unique/innovative, etc.
- Start with the big picture, then explain details to convince them you have a solid plan.
- Use figures, graphs, tables, pictures to offer a snapshot and pique their interest.
- Present a solid team and how they will interact.
- Use confident language.
- Explain how your work will advance knowledge and impact society!!

Partnering

- Locate the best partners that add unique expertise to your project.
- Look for partners that broaden your opportunities for funding. Small business, academia partners (HBCU/MI/Rural), large business (sponsorship), non profits.
- Seek sponsorship for interns, equipment, advisory panels/boards, events, scholarships.
- Use existing programs to open opportunities.

What to provide . . .

- Approaches that emphasize cost avoidance/reduction
- Understanding of research application and need
- Shortened research cycles
- Multiple applications
- Innovation – results, relevance and responsiveness

What to look for . . .

- Budget cycles (CRA crisis)
- Programs in chaos
- Who has ownership of the problem
- Partnering & teaming arrangements
- Conference, opening meetings where government organizations brief research efforts
- Association memberships/meetings
- Opportunities to serve on panels, chair sessions

Remember . . .

- Doing business with the government is like a 3-legged stool
 - 1) Relationship
 - 2) Credibility
 - 3) Delivery

