



# DEVELOPING A SUCCESSFUL GRANT PROPOSAL

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## OPENING QUESTIONS

- What sparked your interest to take this session?
- Who has generated and submitted a grant proposal?
- Who has developed a grant proposal that received funding?
- Who is currently working on grant proposal? If so, what stage are you in?
- Who has served as grant reviewer?
- What adjectives come to mind when you think of generating a grant proposal?



## AT THE END OF THE SESSION, PARTICIPANTS WILL BE ABLE TO:

- Discuss the meaning of a “successful” grant proposal
- Identify various types of grant funding
- Describe key elements of a successful grant proposal
- Describe strategies for positioning self to receive funding
- Highlight common mistakes made when generating a grant proposal
- Highlight a few examples of funded grant projects and key success strategies for each
- Identify and initiate relationships with potential collaborators for developing a grant proposal
- Brainstorm about resources that may be needed to facilitate idea generation & refinement, and generation of a grant proposal

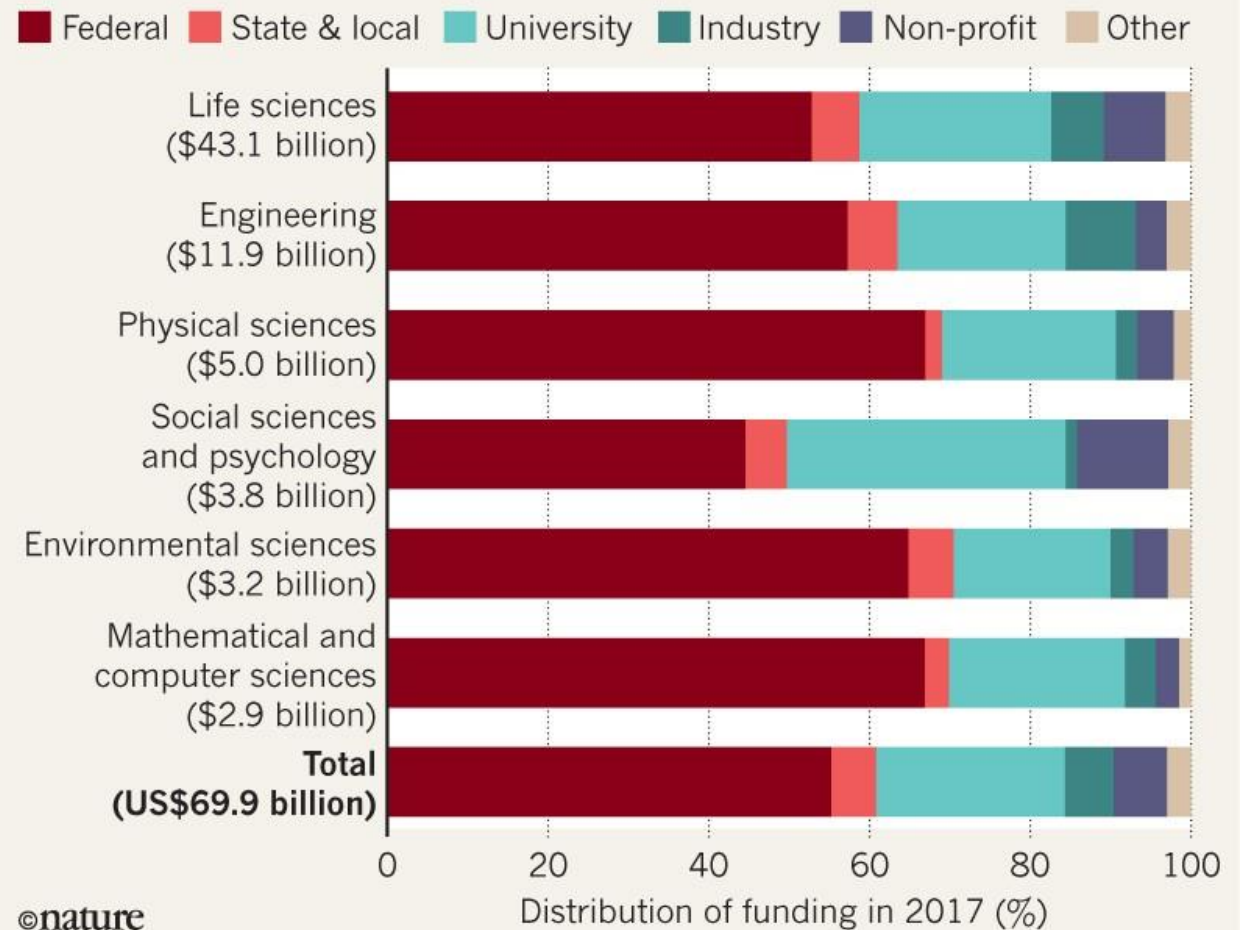


# SOURCES OF FUNDING

HUNT FOR HIDDEN RESEARCH RICHES: GRANT FUNDING IS OUT THERE, IF YOU KNOW WHERE TO LOOK. 2019; NATURE: VOL 570, P127-9)

## BANKROLL BREAKDOWN

In the United States, every scientific field relies heavily on government support, and the importance of other funding sources varies.



# KEY SOURCES OF FUNDING

- **Federal Grants:**  
<https://www.grants.gov/>
  - <https://www.youtube.com/watch?v=VDgZuO6YKmY>
- **Grants at the state level: Florida:**  
<https://www.tgci.com/funding-sources/florida>
- **Foundation grants: Council on Foundations:** <https://cof.org/>
- **Other sources:**  
<https://www.science.org/content/page/where-search-funding>

## SHORT DURATION PROFESSIONAL DEVELOPMENT GRANTS

- Scientific meetings or conference grants: [https://www.spencer.org/grant\\_types/conference-grants](https://www.spencer.org/grant_types/conference-grants)
- Thompson Grants: <https://www.thompsongrants.com/conferences>
- Agency for Healthcare Research and Quality: <https://www.ahrq.gov/news/hsr-conference-grants.html>
- Grants for Writing retreats/ conferences: <https://fundsforwriters.com/grants/>

# WHAT IS A GRANT PROPOSAL/APPLICATION?

- “A grant proposal or application is a document or set of documents that is submitted to an organization with the explicit intent of securing funding for a research project.” (<https://writingcenter.unc.edu/tips-and-tools/grant-proposals-or-give-me-the-money/>)
- “A grant proposal is actually a call to action. It’s a request that a funder join the nonprofit as a partner in achieving specific results. At its best, a grant proposal is a cogent, persuasive, well-supported argument for change”. (<https://www.tgci.com/what-grant-proposal>)
- “A grant proposal is a formal, written request for funds to support a specific program or project”. (<https://www.ojp.gov/funding/grants101/write-proposal-overview>)



**WHO IS GOING TO GIVE  
ME THE MONEY?**

- *It depends on what I plan  
to do with the money*

# WHAT IS SUCCESS IN GRANT WRITING?



**I WAS NOT  
FUNDED, NOW  
WHAT?**





## **STARTS WITH AN IDEA!**

- Is the idea unique?
- Is the idea timely?
- Is the idea urgent
- Is the idea compelling? What is the science behind the idea?
- Does the address a significant topic/issue?
- Does the idea capitalize on your organization's strengths?
- Has the idea been funded before?

# THE WHO, WHAT, WHY, WHEN, WHERE & HOW?

- **Funder:** who are potential funders for this type of project?
- **Organization & Mission:** Who are we and what is our mission and values?
- **Need:** Why do we need the money?
- **Goals:** What is the ultimate purpose of this project?
- **Objectives:** How will the goals be achieved?
- **Activities:** How will the objectives be achieved
- **Resources:** What resources will be needed to perform these activities?
- **Personnel:** Who will run the project?
- **Evaluation:** How will we know we have successfully implemented the project ?
- **Budget:** How much will each activity of the project cost?
- **Dissemination:** How will the results of the project be disseminated?
- **Sustainability:** How will the project be sustained once the funding ceases?

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## A FEW NUGGETS FROM A MULTIPLE MILLION DOLLAR FUNDED COLLEAGUE

- Latest funding received by Dr Allen:
  - NSF INCLUDES Design and Development Launch Pilot - \$300,000
  - NSF INCLUDES Alliance - \$10,000,000
  - NSF AGEP FC-PAM – nearly \$3,000,000
- Video clip by Dr A Allen, Carnegie Mellon University College of Engineering



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## THE C'S OF GRANT WRITING:

- Clear
- Compelling
- Comprehensive yet Concise
- Concrete reasoning
- Compatible mission & goals
- Consistency
- Commitment



# TIPS FOR A SUCCESSFUL PROPOSAL



- Learn as much as possible about the grant
- Make sure you understand the priorities of the funder; Align with mission
- Give a **clear** and concise description of your abilities, capabilities of your organization, what will be done, when it will be done, how it be done
- Follow ALL instructions
- Maintain a positive attitude
- Ensure that writing style is appropriate for the grant audience
- Review and check off completed requirements ( Create a checklist)
- Make sure you have sufficient time to complete the proposal
- Assemble your team early (if applicable) and engage them : expertise, bring in acknowledged experts
- Don't try to hide weakness or ignore them, directly address them
- Get reviewer's comments and use those to refine



# COMMON REASONS WHY PROPOSALS ARE NOT FUNDED

- Failure to meet deadline
- Failure to follow instructions
- Failure to demonstrate institutional buy-in ( get all needed signatures)
- Arguments that are not sound
- Failure to state the obvious or missing obvious connections
- Weak methodology
- Unrealistic goals and objectives
- Failure to incorporate an appropriate evaluation
- Poor attention to detail

## TAKE HOME MESSAGE:

- If you never apply, you never get funded
- Keep trying and learn from your mistakes
- Build valuable relationship
- Build your expertise



## REFERENCES

- Grant Training Center. Three - day professional development grant development workshop. 2010. Chicago, IL. Available at [www.granttrainingcenter.com](http://www.granttrainingcenter.com)
- Stockton University: <https://stockton.edu/research-sponsored-programs/documents/proposals/KeyElementsofaCompleteProposal-rev09-2-3.pdf>
- NINR-NIH Module for successful grant writing. <https://www.ninr.nih.gov/sites/files/docs/Module3WritingaSuccessfulGrantApplication.pdf>
- UIC – Tips for grant writing: <https://ocrl.illinois.edu/docs/librariesprovider2/prc/grant-tips.pdf>
- Vanderbilt list of sources: <https://cft.vanderbilt.edu/guides-sub-pages/grant-funding/>