INSIGHTS FROM THE INSIDE

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Interim Vice President for Research
Dean, College of Science and Engineering
Why listen to me?

- NSF-funded PI
- NSF Program Director
- Chief Research Officer for 8 years—66% growth in award dollars
Why listen to me?

Source: NSF 2018 Budget Request to Congress

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<table>
<thead>
<tr>
<th>NSF Research Grant Awards and Funding Rate</th>
<th>FY 2016</th>
<th>FY 2018</th>
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<tbody>
<tr>
<td>Research Grant Awards</td>
<td>8,800</td>
<td>8,000</td>
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<tr>
<td>Funding Rate</td>
<td>21%</td>
<td>19%</td>
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*Includes awards made with American Recovery and Reinvestment Act (ARRA) funds, and ARRA solicited applications.

Source: NIH Office of Extramural Research
The Agency Process

• Proposal received (deadline or no)
• Compliance checked
• Preproposal evaluation (if applicable)
• Sent for external review
• Panel review (15 or many more proposals/panelist)
• Program decision—balanced portfolio
• Award or decline
Mistakes PI’s make in Proposal Preparation

- Didn’t read the RFP
- Didn’t follow the RFP
- Didn’t contact the PO
- Waited until the last minute
- Didn’t contact OSP
- Didn’t get letters of support/permits
- Dated letters of support/permits
- Inflated, inaccurate or unrealistic budget
Signs of a Doomed Proposal

- Typos and grammatical errors
- Not using the full page allotment
- Bad graphics
- Poor organization
- Full of qualifiers/ambiguous language
- Dated letters of support
Hallmarks of a Successful Proposal

• Follows RFP - provides requested information
• Logical layout and error free
• Places proposed work in broader context
• Clearly states the objectives of the proposal
• Restate the objectives
• Clearly ties methodology to the objectives
• Provides a clear, often graphical, timeline
• Raises and clears potential red flags
What can I do to increase my success?

- Contact your favorite funding agency and Volunteer
- Become a reviewer
- Become a panelist
- Make your name known
- Understand the process by being part of it
- Publish, within reason
- Talk to your POs
The ‘Snyder Method’ (of contacting a PO)

- Write a one-page executive summary
- Make certain it makes sense
- Email it to the PO and ask for a phone appointment
- Develop a list of questions
The Snyder Method (of contacting a PO)

- Is my proposal suitable to your program?
- What types of research do you fund?
- What makes a successful proposal?
- Are there other programs to explore?
- Do you see any red flags?
- What is the average size of an award?
- Is there a limit to the number of submissions?
- What else can you tell me?
- Call.
The Snyder Method (of contacting a PO)
What can I do to increase my success?

- Work with OSP early and often
- Let OSP ‘put you on the board’
- Get your budget done early
- Communicate changes to OSP
- Give OSP five days to submit
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