New Faculty Brownbag: Research Development

Presented By: Interdisciplinary Research Support Foundation and Corporate Giving Office of Corporate Relations
Research Development Workflow:

- Interdisciplinary Research Support
- Foundation and Corporate Giving
- Office of Corporate Relations

1: Connect with UC Davis Resources to focus idea
2: Use of Toolkit
3: Build a Plan and Implement
4: Complete Engagement

Submit/"Pitch"
Change Course/Reevaluate

Startup
Commercialize technology
Other
Office Overviews and Step 1

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Interdisciplinary Research Support: Overview

**Funding Opportunities Identification**
- Set-up personalized searches
- Coordinate internal selection processes

**Grant writing and coordination**
- Large-scale interdisciplinary projects
- Small to medium-scale projects
- Training grants

**Workshops**
- Grant-writing
- Budget development
- Funding identification

**One-on-One Support Programs**
- New Faculty development
- Drop-in Office Hours
Interdisciplinary Research Support: Step 1

- Receive the Weekly Research Funding Update
- View in the Research Funding system
- Create a search in Pivot
- Follow us on Twitter @UCDavisFundOpps
Foundation and Corporate Giving: Overview

We connect private foundations and corporate foundations with the innovative thinking of UC Davis leadership, educators, scientists, physicians

1. Increase philanthropic support to advance research, programs, and education

2. Cultivate strategic relationships with private funders in order to further university goals

3. Support leadership and faculty with high level service through the entire fundraising process
Foundation and Corporate Giving: Step 1

- Contact our office at fcg@ucdavis.edu to set up a meeting with a member of our team

- We will:
  - Talk with you about your project
  - Work with you to identify potential private foundation funders and share our insights on how your project can best align with funder goals
  - Sign up for our newsletter to stay up to date on all the latest private foundation news
Technology Management and Corporate Relations (TMCR): Overview

Foster university-industry relationships

**Students**
- Career Opportunities
- Internships
- Recruitment of graduate students
- Fellowships

**Research**
- Sponsored Research
- Research Gifts
- Joint federal grant submissions
- VISTR Program

**Science and Innovation**
- Licensing
- Scientific Meetings
- Startup Formation
- Adjunct/visiting professor appointments

**Services and Contracts**
- Clinical Trial Agreements
- Purchasing and Business Contracts
- Core Facility Services
Office of Corporate Relations: Step 1

The UC Davis Office of Corporate Relations (OCR) serves as the front door to university resources for corporations and businesses.

For industry:
• Navigate complex university maze
• Introduction to talent pipeline

For faculty:
• Facilitate first steps in developing research partnership
• Provide background intelligence on companies

For both:
• Steward the relationship and keep open communication flowing
Common Pitfalls: Step 1

- Not taking advantage of campus resources (such as our offices!)
- Not taking the time to understand the funder’s priorities
- Setting search criteria that are too narrow
- Talking to companies or foundations without first consulting expertise on campus
- Having a confidential conversation without appropriate agreements
Step 2

1: Connect with UC Davis Resources to focus idea

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Interdisciplinary Research Support: Step 2

Limited Submissions

When a sponsoring agency limits the number of applications/proposals that an institution can submit to a specific RFA, the Office of Research coordinates the process for selecting the applicant(s) for that program. Below is a list of Limited Submissions programs identified by the Office of Research.

<table>
<thead>
<tr>
<th>Sponsor</th>
<th>Announcement</th>
<th>Internal Deadline</th>
<th>Deadline</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Centers for Disease Control and Prevention (CDC)</td>
<td>Annual Estimates of Influenza Vaccine Effectiveness for Preventing Medically Attended Laboratory-Confirmed Influenza in the United States</td>
<td>Dec 01, 2015</td>
<td>Jan 11, 2016</td>
<td>Open</td>
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<tr>
<td>Centers for Disease Control and Prevention (CDC)</td>
<td>Research on Technical Improvement of Personal Protective Equipment (PPE) to be Used in Healthcare Settings for Infection Control</td>
<td>Dec 01, 2015</td>
<td>Jan 19, 2016</td>
<td>Open</td>
</tr>
<tr>
<td>National Institutes of Health (NIH)</td>
<td>Outstanding New Environmental Scientist Award (ONES)</td>
<td>Dec 01, 2015</td>
<td>Feb 26, 2016</td>
<td>Open</td>
</tr>
<tr>
<td>US Department of Health and Human Services (DHHS)</td>
<td>Rural Health Network Development Planning Program</td>
<td>Dec 01, 2015</td>
<td>Jan 08, 2016</td>
<td>Open</td>
</tr>
<tr>
<td>US Agency for International Development (USAID)</td>
<td>Integrating Community Health APS</td>
<td>Dec 01, 2015</td>
<td>Feb 05, 2016</td>
<td>Open</td>
</tr>
<tr>
<td>National Endowment for the Arts (NEA)</td>
<td>The Big Read</td>
<td>Nov 24, 2015</td>
<td>Jan 27, 2016</td>
<td>Open</td>
</tr>
</tbody>
</table>
Interdisciplinary Research Support: Step 2

Writing a One-pager Overview: The four paragraph format

1. Set the Stage—Lay Out the Problem

2. State the Theme and your Solution

3. State your Specific Objectives

4. Create a Vision

Who Cares?

Here’s How

So What?
Foundation and Corporate Giving: Step 2

• How we can help you:

  • Access to **databases** to help you identify potential funders

  • Provide **feedback** from an external perspective on concept papers, LOIs, proposals, reports

  • We have **relationships** with funders that provide us with additional insights that can help with proposal development

  • Part of Development and Alumni Relations – **connect** with college/unit development officers
Office of Corporate Relations: Step 2

1. UC Davis assets
   - Research & Development capabilities
   - World class research and thought leaders

2. Identify fit with needs of partner
   - Research needs & pipeline gaps

3. Align partner interests with campus capabilities

4. Implement partner engagement and partnering strategy
   - Multi-team Collaborations
   - Sponsored Research
   - Licensing
   - Services
Common Pitfalls: Step 2

• Failing to provide a compelling argument of the importance and need

• Speaking to own needs and desires and not listening to the external partner/funder needs
Step 3

1: Connect with UC Davis Resources to focus idea

2: Use of Toolkit

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Developing your proposal

- **Be proactive:**
  Proposal checklist and production calendar (timeline)

- **Attend grant writing office hours:**
  Samples, templates, boilerplate, figures

- **Find a Mentor:**
  Advice about funding agency, review drafts of proposal

- **Work with your department grant administrator:**
  Budgets and justifications, internal forms

- **Develop a robust filing system:**
  Maintain and update biosketches, list of current grant funding, list of collaborators, conflicts, and mentees
Foundation and Corporate Giving: Step 3

- We will work with you to develop a strategy for approaching each potential funder designed to maximize your success
  - Builds from our “insider” knowledge of private foundation funders and prospect research
  - Schedule a call or meeting prior to proposal submission
  - Craft one-pager/concept paper as needed
  - Work with you to refine your project concept to align with funder interests
Office of Corporate Relations: Step 3

- Company intelligence/background
- Track agreements (CDAs, project)
- Facilitate meetings
- Intercampus engagement
Common Pitfalls: Step 3

• Not allowing enough time for review from mentors

• Not following sponsor guidelines and being rejected without review

• Faculty members negotiating deal structure (only specific people on campus have the authority to negotiate)
Step 4

1: Connect with UC Davis Resources to focus idea

2: Use of Toolkit

3: Build a Plan and Implement

4: Complete Engagement
Interdisciplinary Research Support: Step 4

Submit your proposal
• Sponsored Programs level review and submission

Post submission/Pre award activities
• Preparation of nomination materials
• Advice and coaching for interviews and presentations to sponsors
• Respond to “just-in-time” requests from sponsor

Be Persistent
• Reapply to the program during the next cycle; respond to reviews
• Find other appropriate and related funding opportunities
Foundation and Corporate Giving: Step 4

- We will work with you to use insights gained during engagement with prospective funder to modify and adjust your concept.

- Available to provide feedback on writing in order to craft the best proposal possible.

- Provide assistance with submission as needed.

- **If funded** – strategize with you about how to continue relationship and set stage for future funding.

- **If not funded** – help garner feedback on proposal that can inform future submissions.
Office of Corporate Relations: Step 4

You’re not done yet!

- **Steward** and **grow** existing relationships
- Make sure company (and faculty) is pleased with **results**
- **Evaluation** process
- **Explore** potential new areas of engagement
Common Pitfalls: Step 4

- Thinking that you are done after you submit your proposal
- Completion of project without further follow-up or genuine assessment (from both sides)
- Not exploring further potential for engagement following initial funded project
Contact information:

• **Interdisciplinary Research Support**
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• **Foundation and Corporate Giving**
  • Traci Galbaugh and Jennifer Navarro
  • Email: [fcg@ucdavis.edu](mailto:fcg@ucdavis.edu)
  • Website: *under development*

• **Office of Corporate Relations**
  • Mona Ellerbrock and Victor Haroldsen
  • Email: [ocr@ucdavis.edu](mailto:ocr@ucdavis.edu)