

# Research Proposals: From Idea to Submission

Mary Jo Daniel, Director Faculty Research Development Vincent Sarracino, FRSO in A&S Isela Roeder, FRSO in SOE Alyssa Pierce, Sponsored Project Specialist, Sr.

**ADVANCE Workshop September 21, 2018** 



#### You have a great idea for a research project...





#### You have a great idea for a research project...





# A Logic Model helps to clarify your idea and organize your research plan



Usually, it is <u>not</u> included in the final proposal, but it can inform an evaluation plan (if one is required)



# What are Inputs, Outputs, Outcomes and Impact? The Logic Model Approach



- Resources dedicated to or consumed by the project
- Usually a NOUN staff, facilities, money, time...
- What the project does with inputs to fulfill its mission
- Usually a GERUND
   a verb in its"-ing"
   form, such as
   assessing, enabling,
   reviewing...
- The volume of work accomplished by the project
- Usually a QUANTITY the number of projects, the number of case studies...
- Benefits or changes for participants during or after project activities
- Usually a CHANGE better projects, increased skills...
- The long term consequences of the intervention
- A fundamental CHANGE intended or unintended in a system or society

Your Planned Work

Your Intended Results



### You can start anywhere on a logic model, but to find the best sponsor..

What impact will it have?
In your discipline?
Beyond your discipline?



What organization/agency/program has related priorities?

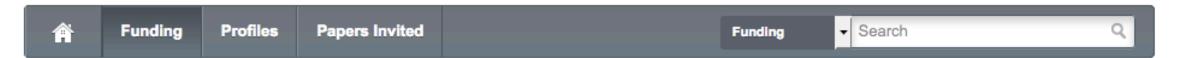


### Pivot Database for Funding (pivot.cos.com)

- Database of funding from federal, state, international agencies and foundations
- Everyone with a unm.edu email can create/access an account
- Create and save your own searches
- Weekly funding alerts sent out by FRDO

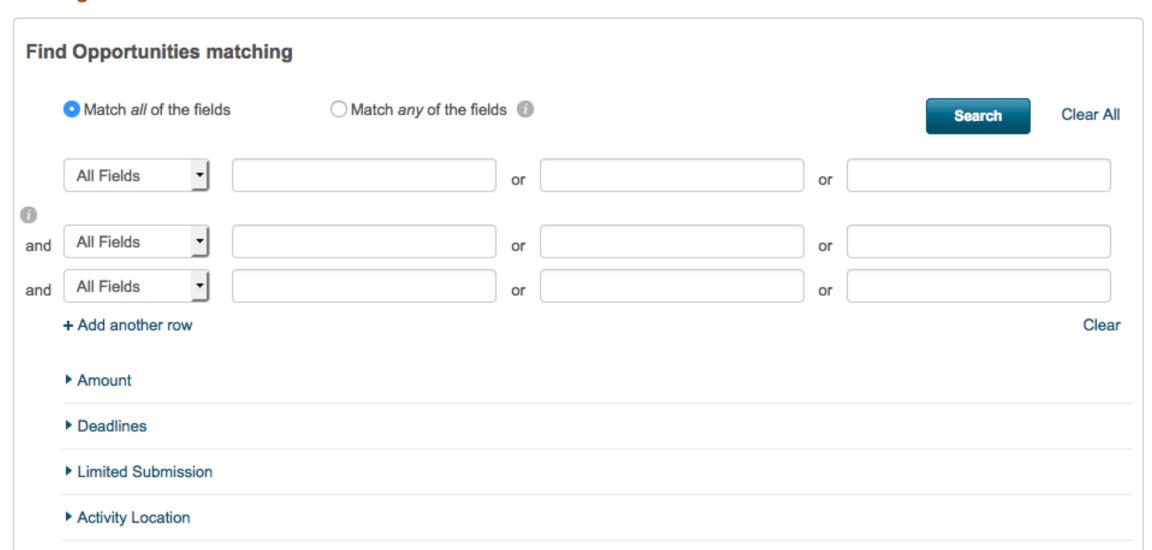






#### **Funding Advanced Search**

View Tutorial





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Your Planned Work

Your Intended Results



#### BUT WHY?

Column Titles	Resources	Activities	Outputs	Short-Term Outcomes	Long-Term Outcomes	Impact
Overview	Factors which potentially enable (or limit) program effectiveness.	Products, services, and infrastructure used to bring about the desired results.	Data about direct results of program activities.	Results you expect to achieve one to three years after a program activity is under way.	Results you expect to achieve in four to six years.	The results expected seven to ten years after an activity is under way – the future change your program is working to create.
Complete these phrases	In order to accomplish our set of activities we will need the following:	In order to address our problem or asset we will conduct the following activities:	We expect that once completed or under way these activities will produce the following evidence of service delivery:	We expect that if completed or ongoing these activities will lead to the following changes in the first half of the grant:	We expect that if completed or ongoing these activities will lead to the following changes in the second half of the grant:	We expect that if completed these activities will lead to the following changes in 7–10 years:
Examples	Funding, existing organizations, potential collaborating partners, existing organizational or interpersonal networks, staff and volunteers, time, facilities, equipment, and supplies.	Processes, techniques, tools, events, technology, and actions of the planned program.	Size and scope of services/products delivered or produced by the program.	Specific changes in knowledge, attitudes, behaviors, skills, status, level of functioning.	Specific changes in knowledge, attitudes, behaviors, skills, status, level of functioning.	Organizational, policy, community, or system level changes expected to result from program activities.

#### BUT HOW?

Outcomes and Impacts should be SMART: • Specific • Measurable • Action-oriented • Realistic • Timed

Based on W.K. Kellogg Foundation Logic Model Development Guide (1998) Lnordstrom.eval@gmail.com

# Once you've clarified your ideas and found a funding announcement...



### You may want to speak with a Program Officer

Come to our next workshop!

Your Program Officer as a Guide:

When to contact the PO

What information do you provide

What can you ask?

Friday, October 19, 12:00-1:30 in the SUB. Register at advance.unm.edu



# How to Deconstruct a Funding Opportunity Announcement (FOA)

#### **Vincent Sarracino**

Faculty Research Support Officer, College of Arts and Sciences

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#### **NSF & NIH Proposal Guides**



# PROPOSAL & AWARD POLICIES AND PROCEDURES GUIDE



## GENERAL INSTRUCTIONS FOR NIH AND OTHER PHS AGENCIES

SF424 (R&R) Application Packages

Guidance developed and maintained by NIH for preparing and submitting applications via Grants.gov to NIH and other PHS agencies using the SF424 (R&R)



#### **Initial Questions**

When is the submission deadline?

Letter of intent (LOI) or pre-proposal?

Are you eligible to serve as the PI?

Is this a limited competition?



#### **Document Specifications**

What are the page limits?

What sections of the proposal are included within the page limits?

Fonts, margin and spacing requirements

Are headers and footers allowed?

What is the submission method?



#### **Budget**

What is the budget cap?

Salary Cap

PI effort/time commitment

Inclusion of any specific costs

Facilities and administrative (F&A) costs





#### **Narrative Structure**

Required sections of the proposal narrative

Required or suggested subheadings

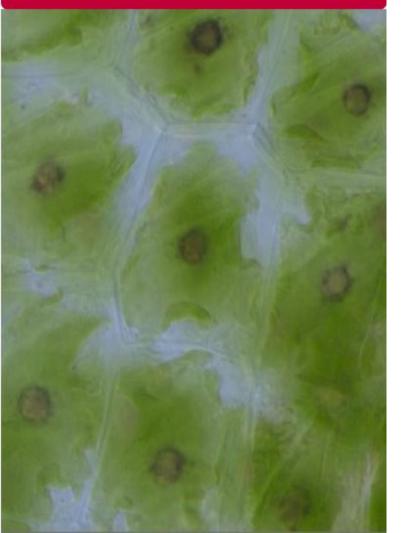
Additional proposal elements

Postdoctoral Mentoring, facilities and resources, data plans, etc.

**Review Criteria** 



#### Click to: Request Proposal Support



#### Resources

Checklists

Sign up for Alerts!

Agency Program Officers

Faculty Research Development Office

Office of Sponsored Projects



## **Budgets**

#### Isela Roeder

Faculty Research Support Officer, School of Engineering

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# Now for the Fun Part! Playing with Money!

Creating your budget





#### UNM's Budgeting Tools

- FY 19 Budget Template
- Multi PI Budget Template
  - http://osp.unm.edu/forms/index.html
    - Cost Share Forms
- School of Engineering Budget Templates





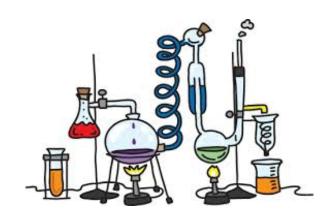


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# What will you need to do the work?

- Person effort,
  - Faculty, staff, student
- Materials and supplies
- Other Costs
  - Facility usage, equipment rental fee
  - Tuition
- Travel
- Publication Costs









### **Budget Example**

3 year Project and you are looking to have:

- PI summer Salary 1 month
- 6 Months of a Post Doc
- 1 Graduate Student + tuition
- \$50K piece of Equipment
- \$10K in Materials and Supplies annually
- \$5K in Travel annually





Agency:																	
PI:			12 month/Effe	rt Calculator	1	9 m	ionth/Effort	Calculator	1								
Project Title:			Effort %	=Months			Effort %	=Months									
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	End Date			End Date	06/30/20			End Date	06/30/21			End Date	06/30/22				
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Modified Total Direct Costs			\$ 85,348			\$ 87,760			\$ 90,290	\$ 263,398
Facilities & Administrative Costs	@	51.5%	\$ 43,954	@	51.5%	\$ 45,196	@	51.5%	\$ 46,500	\$ 135,650
Total Budget			\$188,056			\$ 142,107			\$ 146,363	\$ 476,525

### Things to keep in mind

#### Be sure to have read the solicitation

- Does the budget have a cap
  - Does the cap include direct costs or total costs
  - Is this a Grant or a Contract
- Are there any Indirect Cost restrictions
- Is Cost Share Required
  - Committed Vs Voluntary Cost



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## Next steps

**Budget Justification** 

Cayuse Record



Completing your technical proposal for review and submission





# Proposal Review and Submission Process

**Alyssa Pierce** 

Sponsored Project Specialist, Sr.

**ADVANCE** Workshop September 21, 2018

#### OSP – Who we are and what we do



Office of Sponsored Projects (OSP)

Located on the 2<sup>nd</sup> floor of the John & June Perovich Business Center on the SE corner of Lomas and University



Proposal Team (5 Specialists + Manager) Awards Team (4 Specialists + Supervisor) Contracts Team (2 Specialists + Manager)

Contract & Grant Accounting (15 Employees + Supervisor + Manager)

Director of OSP + 3 Admin Support Staff

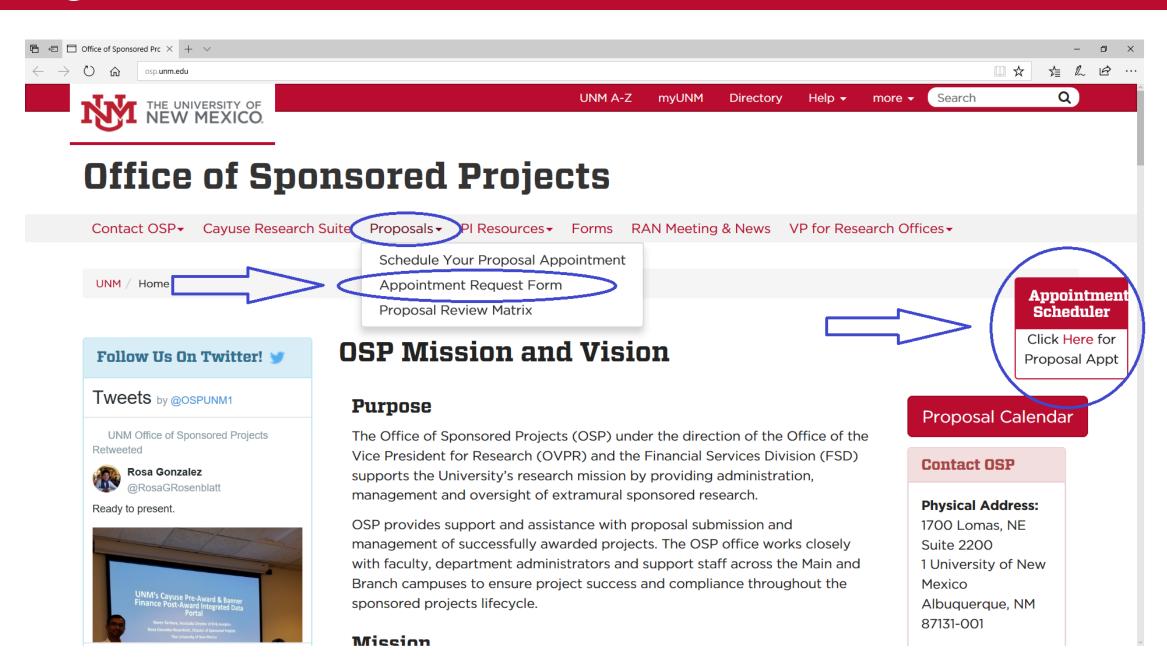
#### **Review and Submission Process**

#### Time is your friend! Plan ahead!

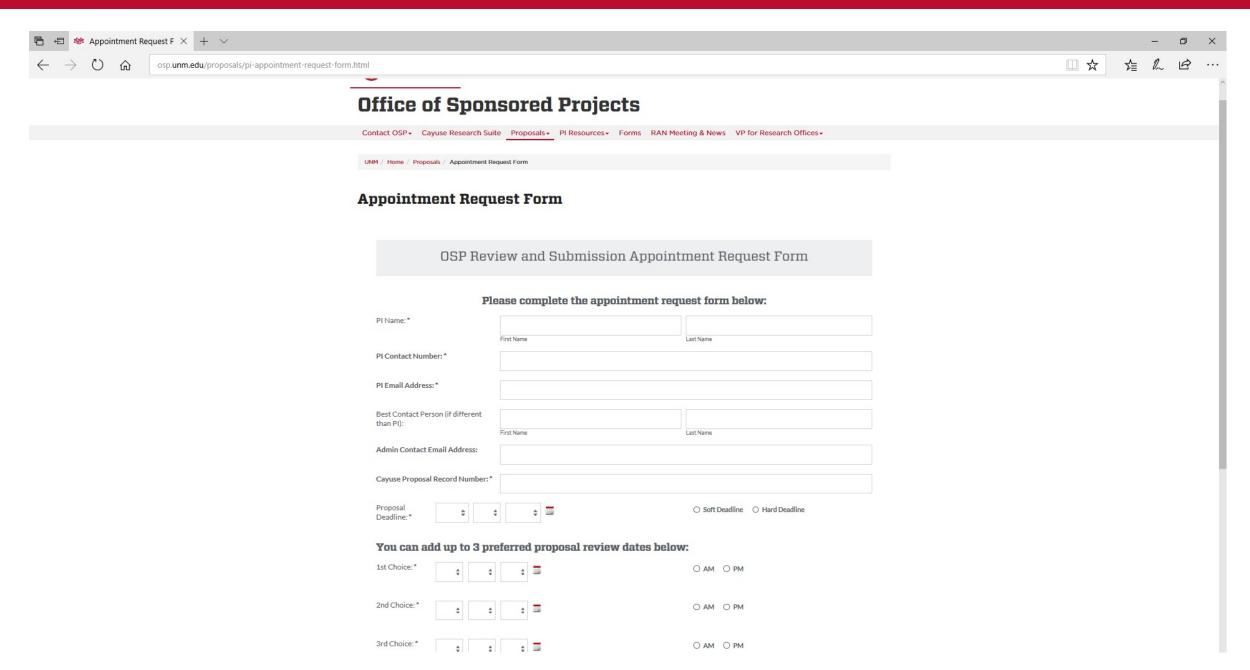


- Cayuse SP record is started
- Request a Proposal Review and Submission Appointment via the OSP website (<a href="http://osp.unm.edu/">http://osp.unm.edu/</a>)
  - schedule your appointment when you will be ready to submit
  - 5:2 guidelines (communicate with OSP at least 5 business days before deadline to have appointment scheduled around 2 business days before deadline)
- Continue working on your proposal *follow your solicitation and complete all required forms and documents*
- Be prepared for your appointment and be available (via phone or email) during scheduled appointment time
- Be prepared to submit by the end of your appointment
  - If your appointment is on a Friday but your deadline is Monday and you feel you want the weekend to work on the proposal, then schedule your appointment for Monday with the understanding that you share responsibility for any technical issues that may come up submitting on the deadline date.











### What do we look for during a proposal review?

- Cayuse SP
  - PI certifications, Department Authorizations, memos, uploaded documents, etc.
- Cayuse 424 (if applicable)
- Sponsor Solicitation (BAA, FOA, RFP, RFI, Email, etc.)
- Statement of Work (SOW)
- Budget
  - Accurate salaries, accurate insurance rates, accurate fringe rates, accurate F&A, numbers that add up, etc.
- Budget Justification
  - Is everything accounted for in a reasonable way?
- Sponsor Specific Required Documents/Materials
  - SF 424, Signed LOS, Reps and Certs, CVs, Facilities Support documents, Eligibility letters, etc.

OSP checks for completeness, accuracy, and ensures all sponsor requirements are met — We are here to help





## Questions?

#### More Next Steps—ADVANCE Workshops and more

- Talking to a Program Officer
   October 19, 12-1:30 pm in the SUB
- Working with the UNM (and other) Foundations
   November 9, 12-1:30 pm in the ADVANCE space
- Faculty Research Development Hours (1-on-1 assistance)
   October 23 and November 13, 2-4 pm at ADVANCE
- Writing Boot Camp and Accountability Groups—check ADVANCE website

#### Thank you!

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