

Finding Foundation Funding: Strategic Services to Support Faculty Success

October 11, 2017

Michelle Melin-Rogovin
Senior Associate Director, Foundation Relations

Building a Funding Strategy: A Long Term View

Federal funding is not the only funding strategy for supporting a research career.

Most investigators need a longer term view of their research plan in order to seek multiple sources of funding.

This strategy includes working with a team of people, including foundation relations, to fund research as milestones are reached.



NIH Funding: More Hurdles Now Than Ever

Overall Success Rates:

- FY14 – 18% of applicants funded
- FY15 – 14% of applicants funded
- FY 16
 - Budget reductions of 12.5 to 17.5% under FY15 pay lines

Awardees	MD	PhD	MD/PhD
Age first funded with RPG	44	42	44
% Female	29%	26%	22%
White	75%	75%	N/A
Asian	17.5%	19%	N/A
Hispanic	4.5%	4%	N/A
Black	2%	1%	N/A
Other	1%	1%	N/A

FSM Foundation Relations: Strategic Services

Funding Opportunity

Analyze RFP blasts & ID candidates

Meet with RA/ investigator to search for funding opportunities

Coord. w/offices on campus & funders to receive notices

Research & Guidance

Research foundation/s to provide best input on fit for funding idea

Provide guidance to investigator on application strategy to improve funding chances

Communication

Liaise with RA, department, school offices to ensure that we are coordinating well.

Can assist PI with communicating w/ foundation to answer questions during application & when funded.

Editing & Proofreading

Analyze RFP requirements & deadlines with RA and PI; provide docs as indicated

Will read & provide technical edits and proofread any document drafts and provide comments for PI

Progress Reports & Visits

Assists with writing and review of progress report prior to submission

Participates in site visits

Facilitates relationships w/ funders & investigators

How Foundation Relations Can Really Help

Helped an investigator tailor his proposal to the Bill and Melinda Gates Foundation by researching the impetus for the RFA. He did not change his science but emphasized its impact on women and children based on previous RFA's and public statements of Bill and Melinda.

Researched the potential reviewers for an investigator preparing an RWJF application. Cross-referenced funding in this RWJF program area with uniqueness of investigator's idea. Provided strategic edits to help her submit a proposal that was just FULLY funded!

Common Writing Challenges and How FR Works With Faculty

Technical (*Edits made using track changes in Word*)

- Vocabulary and word usage
- Grammar and punctuation issues
- Late night editing – missing words that the writer can no longer detect
- Word count or page count problems – difficulty editing to meet guidelines
- “Jargon” or acronyms not defined

Substantive/Analytical (*Editing suggestions offered using comments*)

- Writing does not address the foundation’s guidelines or stated interests of reviewers
- Building up to the conclusion, or having difficulty persuading the reader
- Knowing when to explain concepts in order to bolster the proposal

Investigator Feedback

“I felt comfortable and confident this morning and gave the presentation I set out to give. That would have not been possible without your coaching.”

Preventive Medicine Investigator

“Your feedback on my written proposal was really helpful in terms of thinking of ways to appeal to a broader audience than the scientific community I’m used to writing for.”

Preventive Medicine Investigator

“One of my colleagues recently informed me that you were very helpful with her application for an RWJF grant, so I wanted to reach out to you for assistance.”

MSS Investigator

“Thank you for meeting with me! I’m so glad to know that a wonderful resource such as this exists!”

Neurology Investigator

“This is very helpful, thank you! Your edits and suggestions have been uniformly terrific and make sense.”

Psychiatry Investigator

Foundation Relations Contact Info



FSM Foundation Relations – Website to come!

Michelle Melin-Rogovin, MA

m-melin-rogovin@northwestern.edu

312-503-7072

Office of Foundation Relations

foundationrelations@northwestern.edu

847-491-4590