NCCC-SYNERGY Seminar Series 2015

GRANTSMANSHIP 101

JUNE
6/16-Finding Funding 1: Non-Federal Foundation Grants • 1:30-2:30PM • Aud E
6/26-Human Subjects in Research, Protocol Writing, CONSORT Guidelines--Noon-1:30PM • Aud E

JULY
7/21-Writing the NIH Career Development (K) Grant: Strategies for Success • 10:00am-Noon • Aud G

AUG
8/4-Basic Grantsmanship – The NIH, Types of Grants, Getting Started • 2:00-3:30PM • Aud E
8/20-Writing the R Grant Research Strategy: Strategies for Success • 11:00am-Noon • Aud E

WRITING & PRESENTING SKILLS

SEPT
9/8-Basic Medical/Scientific Writing Skills • 2:00-3:00PM • Auditorium E
9/23-Presentation Skills – Presenting your Science to Your Peers • 11:00am-Noon • Aud E

OCT
10/14-NIH Open Access and PubMed Central-What PIs Must Know • 11:00am-Noon • Aud G
10/22-Writing the Peer-Reviewed Manuscript-The Editor’s Viewpoint • 1:00-2:30PM • Aud E

For Further Information Please Contact Andrea.L.Tillotson@Dartmouth.edu
http://www.cancer.dartmouth.edu/about_us/events_professionals.html
Biomedical Foundation Grants:

A stepping stone to NIH research and a rich source for career development grants
Who We Are

- Kathleen Bryar, MM, Senior Associate Director of Institutional Giving at The Geisel School of Medicine and Dartmouth-Hitchcock
- Sharon Ayer, MPH, Grants Coordinator in the office of Institutional Giving at The Geisel School of Medicine and Dartmouth-Hitchcock
- Our development office is the joint office for Geisel and DH and we “live” in Centerra Park at 21 Lafayette Street
Today’s Agenda

• Our role supporting you and the academic medical center
• Survey of 22 biomedical foundations that offer various levels of career awards
• Ways we can help you
"Hey, no problem!"

The Funding Landscape at Dartmouth

Dartmouth-Hitchcock | Dartmouth Geisel School of Medicine
What We Do

- **#1 Priority – Help you find funding**
- Work with researchers and clinicians across the academic medical center on foundation proposals
- Find and distribute funding opportunities for research and programs (private and federal)
- Meet with leadership to learn institutional priorities
- Work directly with foundations to develop long-term relationships
- Meet weekly with Interim Dean Duane Compton to review RFP’s
What Kathleen Does

• Report to the Associate Vice President for Development and the Senior Associate Dean for Research at Geisel

• Work across the academic medical enterprise with leadership, department chairs, center directors, medical directors and section chiefs to identify and support leading priorities; develop strategies for successful proposals
What Kathleen Does (cont.)

• Partner with investigators to create competitive proposals
• Review and edit proposals, write lay summaries, letters of support and progress reports
• Initiate and steward proactive relationships with national, regional and family foundations
• Manage a portfolio of 200+ foundations
• Manage foundation site visits
What Sharon Does

- Sharon’s role is to manage RFP distribution; to provide research, grant writing, and administrative support; to draft and shepherd selected grants through the grant application and award process; and to track the Institutional Giving prospect pipeline.
What Sharon Does (cont.)

- Find opportunities using The Foundation Directory, the Foundation Center, the NIH Reporter, and several other search engines and list serves
- Distribute private and federal opportunities across the academic medical enterprise, in collaboration with Dean Compton and Kathleen
- Track opportunities sent; researcher feedback; proposals submitted, funded and denied
- Support the proposal process from drafting through post-award stewardship
What Foundations Can Do For You

• Flexible source for exploratory research – support for bold new ideas
• Career development awards at all levels
• Funding for multi-institution collaborative research projects
• Recognition for outstanding research careers
• Support all levels of basic science, translational and clinical researchers
The Foundation Landscape

• There are 86,192 foundations in the United States holding $715 billion in assets and they distributed a record $52 billion in 2012.

• In FY15 to date, 32 Geisel/Dartmouth Hitchcock researchers have been awarded a total of $11,381,208 in foundation grants.
Geisel/DH CFR in FY15 (to date) – Just the Facts

- RFP’s distributed – 1,276
- Proposals submitted - $35,177,638
- Proposals funded - $11,381,208
<table>
<thead>
<tr>
<th>Foundation</th>
<th>Title/Tract</th>
<th>Amount</th>
<th>PI</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alex's Lemonade Stand Foundation</td>
<td>Reach Grant: DNA Methylation Inhibitor Therapy for Testicular Germ Cell Tumors</td>
<td>$250,000</td>
<td>Spinella, Mark</td>
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<td>American Heart Association</td>
<td>Identifying the Pro-inflammatory Mechanism of HSNS4F5 in Septic Shock</td>
<td>$77,000</td>
<td>Smits, Nicole</td>
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<td>Breast Cancer Research Foundation</td>
<td>Advanced Clinical Research Award in Breast Cancer: Chemoprevention of ER-Negative Breast Cancer</td>
<td>$250,000</td>
<td>Sporn, Michael</td>
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<td>Bristol Myers Squibb Foundation</td>
<td>Health Equity</td>
<td>$20,000</td>
<td>Adams, Lisa</td>
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<td>Burroughs Wellcome Fund</td>
<td>Institutional Program Unifying Population and Laboratory Based Sciences (PUP): Big Data in the Life Sciences Training Program</td>
<td>$2,500,000</td>
<td>Williams, Scott &amp; Carmen Marsit</td>
</tr>
<tr>
<td>Charles H. Hood Foundation</td>
<td>Child Health Research Award: Molecular mechanism of small molecule RSV fusion inhibitors</td>
<td>$150,000</td>
<td>McEllan, Jason</td>
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<tr>
<td>Charles H. Hood Foundation</td>
<td>Major Grants Initiative to Advance Child Health: The Epidemiology and Efficiency of Neonatal Intensive Care</td>
<td>$409,090</td>
<td>Goodman, David</td>
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<td>Commonwealth Fund</td>
<td>Healthcare Delivery System Reform: Assessing the Ability of Accountable Care Organizations to Reduce the Need for High-Cost Care for the Sickest and Frailest</td>
<td>$324,566</td>
<td>Colla, Carrie</td>
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<td>Conquer Cancer Foundation</td>
<td>Career Development Award: Understanding Risk-Aligned Care for Early Stage Bladder Cancer</td>
<td>$187,170</td>
<td>Schroek, Florian</td>
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<td>Crohn's &amp; Colitis Foundation of America</td>
<td>CCFQA Quality of Care Program Extension</td>
<td>$91,082</td>
<td>Siegel, Corey</td>
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<tr>
<td>Foundation for Surgical Fellowships</td>
<td>DMHC MIS General Surgery Fellowship Program</td>
<td>$20,000</td>
<td>Trus, Thadeus</td>
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<tr>
<td>Foundation for the National Institutes of Health</td>
<td>The United States Complementary and Alternative Medicine Market - Mentor Award</td>
<td>$40,000</td>
<td>Bynum, Julie</td>
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<tr>
<td>Gordon &amp; Betty Moore Foundation</td>
<td>Deep learning of transcriptional programs from large scale genomic data</td>
<td>$1,500,000</td>
<td>Greene, Casy</td>
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<tr>
<td>Hope Foundation at Hypertherm</td>
<td>CHaD Half &amp; Inpatient Unit Renovations</td>
<td>$50,000</td>
<td>Lafromboise, Kristin for CHaD</td>
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<tr>
<td>Foundation</td>
<td>Title/Tract</td>
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<td>J.T. Tai Foundation</td>
<td>Medical Student Scholarships</td>
<td>$90,000</td>
<td>Kauff, Dino</td>
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<td>Kettering Family Foundation</td>
<td>Reach out and Read Program</td>
<td>$15,000</td>
<td>Murphy, Wendy</td>
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<td>Mary Kay Foundation</td>
<td>Innovative / Translational Cancer Research: Mechanisms Underlying Dormancy in ER+ Breast Cancer</td>
<td>$215,586</td>
<td>Miller, Todd</td>
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<td>Max Kade Foundation</td>
<td>Postdoctoral Research Exchange - Dr. Matthis Morgenstern: Visual Media Influences on Adolescent Smoking Behavior</td>
<td>$67,500</td>
<td>Sargent, Jim</td>
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<td>Mellam Family Foundation</td>
<td>Rural health scholars grant</td>
<td>$6,000</td>
<td>O'Leary, Shawn</td>
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<td>Merck, Sharpe &amp; Dohme</td>
<td>Investigator Studies Program (MISP) – Bacterial Infections - Structural Studies on the CMV Pentameric Antigen</td>
<td>$488,380</td>
<td>McLellan, Jason</td>
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<td>Michael J. Fox Foundation</td>
<td>Target Validation Program: The Nblrp3 inflammastome in Parkinsons disease</td>
<td>$248,438</td>
<td>Havrda, Matthew</td>
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<td>New Hampshire Charitable Foundation - Conrad N. Hilton Foundation</td>
<td>Screening Brief Intervention and Referral to Treatment (SBIRT) Grant Program: Effectiveness of Brief Intervention Services for Substance Use Disorders Targeting Pregnant Women</td>
<td>$99,946</td>
<td>Loud, Keith (Greg Norman for HEAL)</td>
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<td>Northern New England Clinical Oncology Society (NNECOS)</td>
<td>Thrombin Generation as a Predictive Biomarker for Venous Patients with Pancreatic and Lung Cancer Undergoing Chemotherapy</td>
<td>$15,000</td>
<td>Roengvoraphoj, Monic</td>
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<td>Pettinos Foundation</td>
<td>Scholarships</td>
<td>$5,000</td>
<td>Kauff, Dino</td>
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<td>Pfeiffer Research Foundation</td>
<td>Research Grant Program</td>
<td>$75,000</td>
<td>Cheung, Ambrose</td>
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<td>Robert Wood Johnson Foundation</td>
<td>Enabling Uptake of a Registry-Supported Care and Learning System in the U.S.</td>
<td>$1,684,541</td>
<td>Nelson, Eugene</td>
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<td>Susan G Komen for the Cure VT/NH</td>
<td>Mammogram Support Fund</td>
<td>$28,290</td>
<td>Birenbaum, Debra</td>
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<td>Susan G. Komen For the Cure</td>
<td>Estrogen receptor reactivation for treatment of advanced ER+/HER2- breast cancer</td>
<td>$450,000</td>
<td>Miller, Todd</td>
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<td>The Falk Medical Research Trust</td>
<td>Catalyst Research Program: Mining genomic data to identify novel therapeutics for systemic sclerosis</td>
<td>$300,000</td>
<td>Whitfield, Michael</td>
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<td>Timken Foundation</td>
<td>CHaD Half &amp; Inpatient Unit Renovations</td>
<td>$100,000</td>
<td>Loud, Keith</td>
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<td>WellPoint Foundation</td>
<td>Improving Value in Neonatal Intensive Care Through Public Reporting - A Dartmouth Atlas of Health Care Project</td>
<td>$725,533</td>
<td>Goodman, David</td>
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<td>Yippee Foundation</td>
<td>CHaD Half Marathon/Inpatient Renovation</td>
<td>$100,000</td>
<td>Brown, Sharon</td>
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</table>
FOUNDATIONS:
CURRENT GEISEL AWARDS
Alex’s Lemonade Stand

- Focus: Childhood cancer research
- Award range: $100,000-$1,500,000
- Program tracts: Career and accelerator research; quality of life and care grants
- Deadlines vary by grant tract
- Dartmouth award recipients: Patricia Ernst & Michael Spinella
- Wynnewood, PA
- Assets: $13,603,989
- Annual giving: $12,899,877
American Heart Association

- Focus: Cardiovascular disease and stroke research
- Award range: $500-$3,000,000
- Program tracts: Basic, clinical and population health tracts for all levels of researchers
- Deadlines vary by grant tract
- Dartmouth award recipients: Nicole Smits
- Dallas, TX
- Assets: $1,101,730,480
- Annual giving: $129,620,205
Breast Cancer Research Foundation

- Focus: Breast cancer research
- Award range: up to $250,000
- Program tracts: Young, established and translational researchers
- Deadlines in late spring, annually
- Dartmouth award recipients: Michael Sporn, Karen Liby
- New York, NY
- Assets: $91,224,498
- Annual giving: $58,382,778
Burroughs Wellcome Fund

• Focus: Biomedical scientists at the beginning of their careers and areas of science that are poised for significant advancement but are currently undervalued and underfunded
• Award range: $30,000-$700,000
• Program tracts: Postdoctoral fellows, faculty and institutions
• Deadlines vary by program tract
• Dartmouth award recipients: Carmen Marsit, Scott Williams, Robb Cramer, Michael Miller
• Research Triangle Park, NC
• Assets: $626,207,139 (2012)
• Annual giving: $28,407,990 (2012)
Charles H. Hood Foundation

- Focus: Children’s health
- Award range: $150,000 - $600,000
- Program tracts: Junior faculty in New England and invitation-only Major Grant initiatives
- Deadlines: Late March, annually
- Dartmouth award recipients: Jason McLellan, David Goodman, John Modlin
- Boston, MA
- Assets: $43,716,982
- Annual giving: $2,417,468
Cystic Fibrosis Foundation

- Focus: Cystic fibrosis research
- Award range: $25,000-$1,500,000
- Program tracts: Research and training grants, therapeutics development
- Deadlines vary by program tract
- Dartmouth award recipients: Bruce Stanton, Dean Madden, George O'Toole, Joshua Hamilton, Gregory Anderson, Ambrose Cheung, Gerry O'Connor, H. Worth Parker, Agnieszka Swiatecka-Urban, Ron Taylor, William Boyle,
- Bethesda, MD
- Assets: $692,698,706
- Annual giving: $27,334,715
Gerber Foundation

- Focus: Improving early childhood health & nutrition
- Award range: $20,000-$350,000
- Program tracts: Novice & established researchers
- Deadlines: June and December, annually
- Dartmouth award recipients: Kent Hymel
- Fremont, MI
- Assets: $65,537,214
- Annual giving: $3,510,062
Gordon & Betty Moore Foundation

- Focus: Environment, science & patient care
- Award range: $100-$2,000,000
- Program tracts: Patient care, environment, science
- Deadlines vary based on focus area
- Dartmouth award recipients: Casey Greene, Glyn Elwyn
- San Francisco, CA
- Assets: $6,357,642,809
- Annual giving: $273,642,218
Howard Hughes Medical Institute (HHMI)

- Focus: Biomedical research & science education
- Award range: $40,000-$2,000,000
- Program tracts: Early career, faculty scholar and investigator awards
- Deadlines vary by program tract
- Dartmouth award recipients: Rosemary Ogren, and multiple Dartmouth College researchers
- Chevy Chase, MD
- Assets: $19,677,721,527
- Annual giving: $59,924,253
Leukemia & Lymphoma Society

- Focus: Finding cures for leukemia, lymphoma, myeloma and other blood cancers
- Award range: $110,000-$5,000,000
- Program tracts: Career development, translational research, specialized centers
- Deadlines vary based on program tract
- Dartmouth award recipients: Alan Eastman
- White Plains, NY
- Assets: $236,325,556
- Annual giving: $117,726,007
Mary Kay Foundation

- Focus: Ovarian, uterine, breast or cervical cancer
- Award range: $100,000
- Program tracts: Innovative, translational research
- Deadline: February annually
- Dartmouth award recipients: Todd Miller
- Addison, TX
- Assets: $12,975,121
- Annual giving: $4,576,912
Michael J. Fox Foundation for Parkinson’s Research

- Focus: Clinical and translational Parkinson’s research
- Award range: $100,000-$10,000,000
- Program tracts: Target advancement, therapeutic development and outcome measures
- Deadlines vary by grant tract
- Dartmouth award recipients: Matthew Havrda
- New York, NY
- Assets: $121,102,189
- Annual giving: $66,184,268
Pew Charitable Trust

- Focus: Health, families, trends, communities, environment, governing
- Award range: $240,000
- Program tracts: Biomedical Scholars & Pew-Stewart Scholars for Cancer Research
- Deadlines: Summer
- Dartmouth award recipients: Harry Higgs, Jamie Moseley, Luis Larrondo, Charles Barlowe, Patrick Dolph, Donella Meadows
- Philadelphia, PA
- Assets: $291,033,966
- Annual giving: $16,683,071
Robert Wood Johnson Foundation

- Focus: (see next slide)
- Award range: $3,400-$10,000,000
- Program tracts: Awards are generally made to the institution
- Deadlines vary by grant tract
- Dartmouth award recipients: Eugene Nelson, David Goodman, Ellen Ceppetelli, Stephen Spielberg
- Princeton, NJ
- Assets: $9,612,387,707
- Annual giving: $337,561,658
Robert Wood Johnson
Focus Areas

- Built Environment and Health
- Childhood Obesity
- Disease Prevention and Health Promotion
- Early Childhood Development
- Emergency Preparedness and Response
- Family and Social Support
- Health Care Access
- Health Care Costs
- Health Care Payment Reform
- Health Care Quality
- Health Data and IT
- Health Disparities
- Health Leadership, Education, and Training
- Healthy Food Access
- Healthy Schools
- Medicaid and CHIP
- Mental and Emotional Well-Being
- Nurses and Nursing
- Patient-Centered Care
- Private and Employer-Sponsored Insurance
- Public and Community Health
- Social Determinants of Health
- Tobacco Control
- Uninsured Individuals
- Violence and Trauma
Susan G. Komen Breast Cancer Foundation

• Focus: Breast cancer research & community health outreach
• Award range: $135,000-$450,000
• Program tracts: Graduate research, postdoctoral fellowships and career catalyst awards
• Deadlines generally fall in June, annually
• Dartmouth award recipients: Debra Birenbaum, Alexei Kisselev, Todd Miller
• Dallas, TX
• Assets: $294,589,250
• Annual giving: $49,882,918
Foundation Opportunities: Past Funding, But Nothing Recent
American Association for Cancer Research (AACR)

- Focus: Research in cancer and related biomedical sciences
- Award range: $45,000-$12,000,000 (translational dream teams)
- Program tracts: Junior, independent and postdoctoral/clinical fellow opportunities
- Deadlines vary by grant tract
- Dartmouth award recipients: N/A
- Philadelphia, PA
- Assets: $103,668,697
- Annual giving: $24,187,896
American Diabetes Association

- Focus: High quality science across the broad spectrum of diabetes research
- Award range: $3,000-$1,625,000
- Program tracts: Undergraduate, junior, independent and translational research awards
- Deadlines vary by program tract
- Dartmouth award recipients: N/A
- Alexandria, VA
- Assets: $146,654,507
- Annual giving: $37,490,009
Autism Speaks

- Focus: Global biomedical research into the causes, prevention, treatments and a possible cure for autism
- Award range: $60,000-$500,000
- Program tracts: Basic, clinical and treatment research, postdoctoral fellowships, transformative research awards
- Deadlines vary by program tract
- Dartmouth award recipients: N/A
- New York, NY
- Assets: $19,677,425
- Annual giving: $17,772,700
Brain & Behavior Research Foundation (f/k/a NARSAD)

- Focus: Discoveries in understanding causes and improving treatments of mental health disorders in children and adults.
- Award range: $40,000-$100,000
- Program tracts: Young, independent and distinguished investigator awards
- Deadlines vary by program tract
- Dartmouth award recipients: N/A
- New York, NY
- Assets: $24,543,447
- Annual giving: $9,627,017
Pancreatic Cancer Action Network

- Focus: Pancreatic cancer research
- Award range: $45,000-$1,000,000
- Program tracts: Early-career scientists and investigators with innovative ideas
- Deadlines vary based on grant tract
- Dartmouth award recipients: N/A
- Manhattan Beach, CA
- Assets: $16,360,398
- Annual giving: $5,045,000
V Foundation For Cancer Research

- Focus: Basic cancer research
- Award range: $200,000-$600,000
- Program tracts: Scholars and translational clinical research
- Deadlines vary based on grant tracts
- Dartmouth award recipients: N/A
- Cary, NC
- Assets: $40,190,117
- Annual giving: $13,768,985
Where We Need to Be
W. M. Keck Foundation

- Focus: Pioneering discoveries in science, engineering and medical research
- Award range: $500,000-$5,000,000
- Program tracts: Awards are made to institutions not individuals
- Deadlines: January & July
- Dartmouth award recipients: N/A
- Los Angeles, CA
- Assets: $1,228,762,834
- Annual giving: $54,011,533
Ways We Can Help You
The Proposal Path

1. Foundation Issues RFP
2. Sharon Distributes RFP
3. Limited Opportunity?
   - Yes
     - PI submits to Provost
     - Approved
   - No
     - PI Notifies CFR Office
4. LOI?
   - Yes
     - Organization submits proposal
   - No
     - PI drafts LOI/Concept Paper/Pre-Proposal
5. Foundation Approves
   - Yes
     - PI drafts proposal
     - Wait for next application round
6. Foundation Denies
   - Yes
     - PI drafts LOI/Concept Paper/Pre-Proposal
   - No
     - Wait for next application round
7. Denied
Sample RFP Email

Good afternoon:

Duane and Kathleen asked that I forward this summary to you for your review. Please distribute as you see fit and let us know if you learn of a candidate interested in applying, or if you are interested in self-identifying to apply.

**Funder Name**: William T. Grant Foundation  
**Program Name**: Research Grants – Reducing Inequality in Children  
**Program description**: We are focused on youth ages 5 to 25 in the United States. We fund research that increases our understanding of:  
• programs, policies, and practices that reduce inequality in youth outcomes; and  
• the use of research evidence in policy and practice.  
We seek research that builds stronger theory and empirical evidence in these two areas. We intend for the research we support to inform change. While we do not expect that any one study will create that change, the research should contribute to a body of useful knowledge to improve the lives of young people.  
**Due Date**: LOI due August 4, 2015  
**Amount of Funding**: $600,000 over three years  
For more information, see: http://wtgrantfoundation.org/grants#apply-research-grants  
**Eligibility**: Research project advances the Foundation’s interests in understanding programs, policies, and practices that reduce inequality or understanding the use of research evidence. Research project has compelling relevance for programs, policies, and practices affecting youth ages 5-25 in the U.S. Funds primarily support research activities, not intervention or service costs. Applicant is employed at a tax-exempt organization.
Why Involve Us?

- We’re a value-added service at no cost to you
- We are project managers – we can help you with the entire pre- and post-submission process, eliminating unnecessary stress
- We are excellent writers and editors
- We know the territory – we have 25 years of combined experience with foundations
- We partner with OSP and your grant managers
- We are always your advocates!
How We Partner With You

- Researchers or department chairs/center directors receive notice from Sharon
- We meet with you, the researcher, to learn about your work and funding needs and Sharon sends potential opportunities
- We are thoroughly knowledgeable about the guidelines and the online submission process
- We review and edit your proposal (we won’t touch your science!)

Dartmouth-Hitchcock | Dartmouth Geisel School of Medicine
How We Partner With You

• We will write your lay summary
• We will be in contact with your grant manager and OSP
• We will help draft/collect letters of support
• We will liaise with the foundation as needed
Who Is Reading Your Proposal?
What We Don’t Do

• We don’t submit proposals without your involvement
• We don’t interfere with your established relationship with a foundation
• We are your partner, not the leader, in the foundation relationship
• We don’t take money from your budget
Help Us Help You

• Give yourself plenty of time
• Think a year ahead of time
• Have someone else – us and your colleagues – read your proposal before submitting
STAGES OF WRITING: DON'T TRY THIS ON CAMPUS

DENIAL

BARGAINING

PANICKING

REGRET

We’re here to help you. Include us in the process as soon as you decide to apply.

Dartmouth-Hitchcock | Dartmouth Geisel School of Medicine
QUESTIONS?

Contact information:
Kathleen Bryar: 603-653-0724 ~ kathleen.j.bryar@dartmouth.edu
Sharon Ayer: 603-653-0703 ~ sharon.e.ayer@hitchcock.org