

Strategies for Extramural Funding Success

Michael Nunn, PhD

Executive Director

Research Development

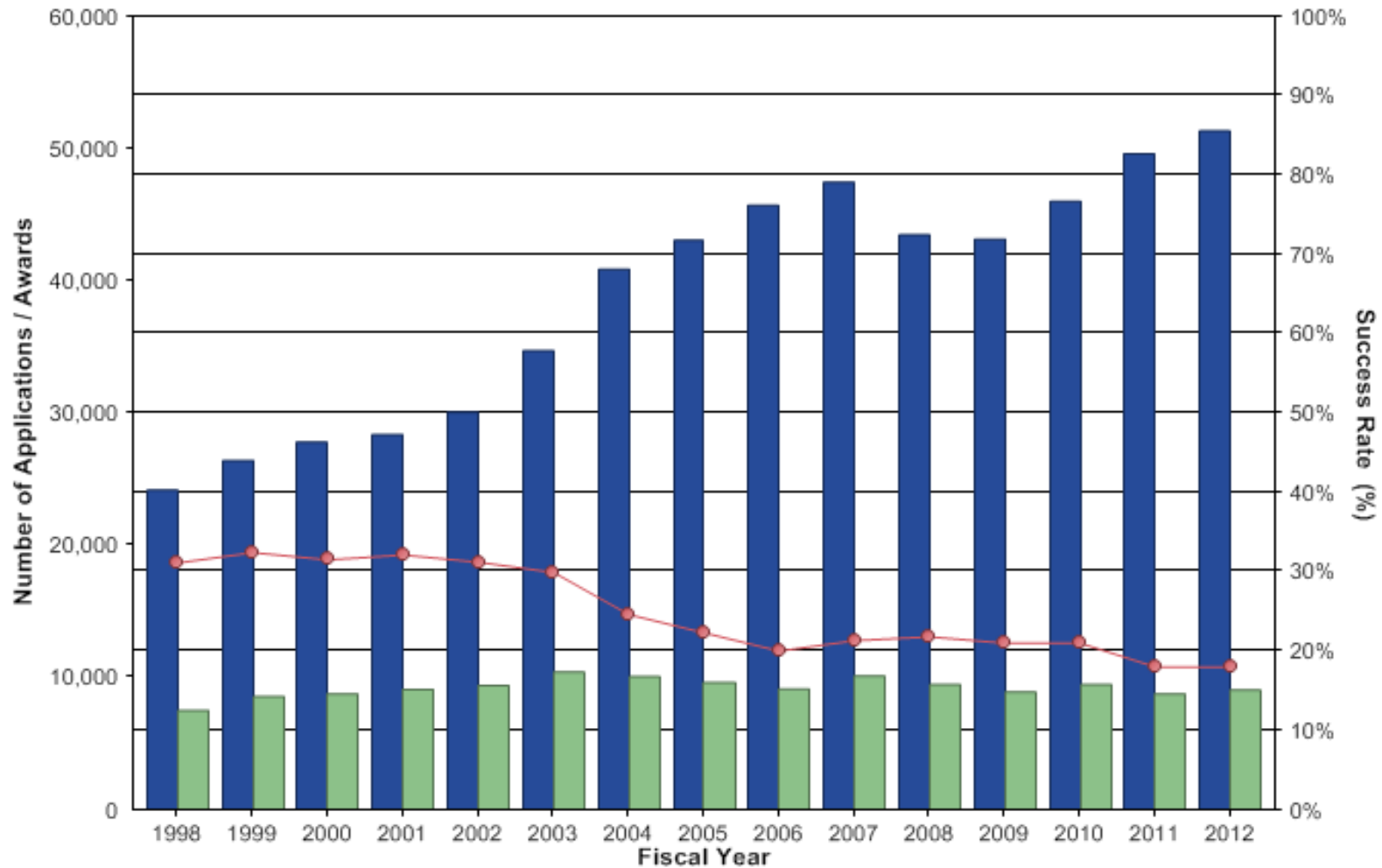
The Salk Institute for Biological Studies



Strategies for Funding Success



NIH applications, Awards and Success Rates



Cause for Hope: AIRI Institutions

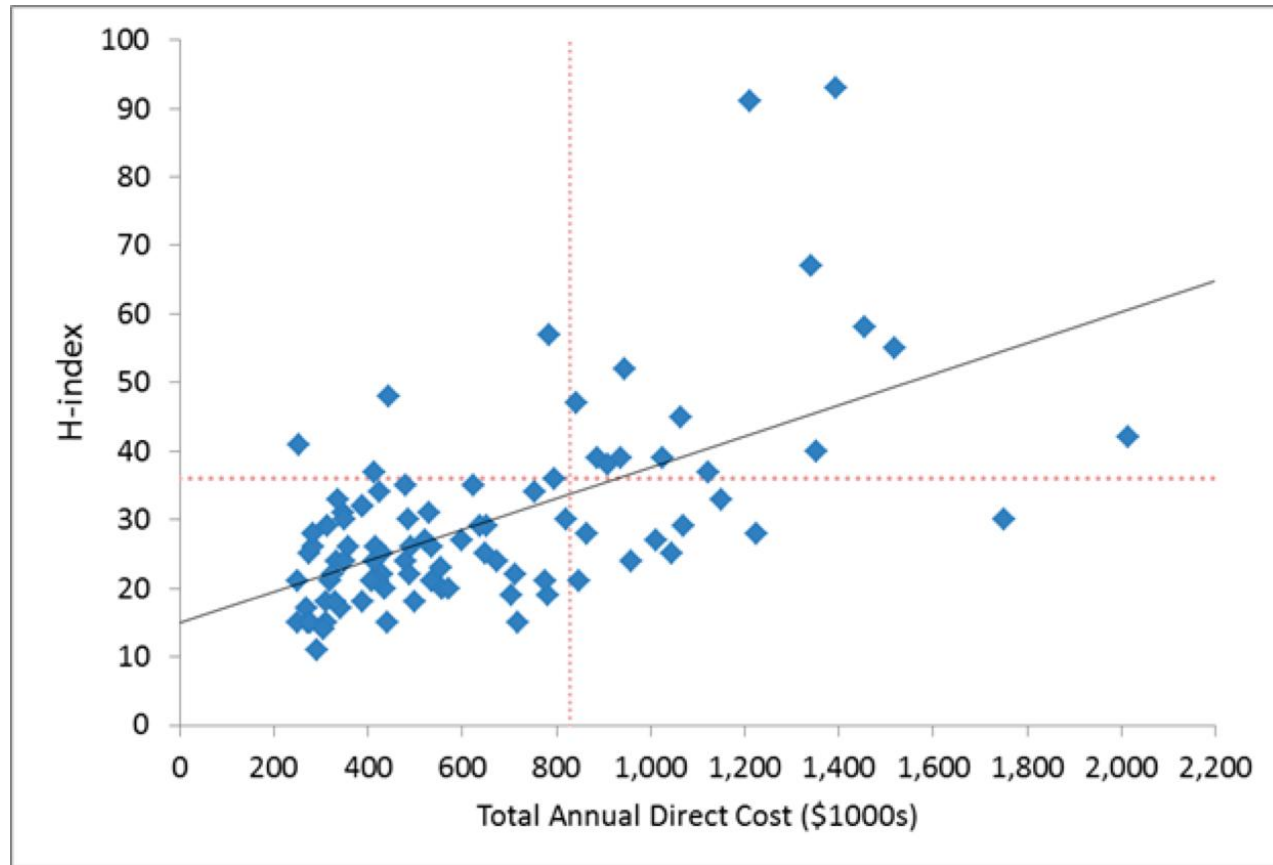
1. Independent Research Institutions are a significant part of the federal research portfolio – **12% of NIH Centers and 11% of NCI support**
2. AIRI members as a whole have higher success rates than average
1. AIRI Institutions produce the highest quality research results

SCImago Institutions Rankings SIR 2011

U.S. Excellence Rank	Institution	Excellence Rate
1	Whitehead Institute for Biomedical Research	64.43
2	Howard Hughes Medical Institute	61.68
3	Broad Institute of MIT and Harvard	59.6
4	Cold Spring Harbor Laboratory	59.43
5	Salk Institute for Biological Studies	58.78
6	J. Craig Venter Institute	54.64
7	Institute for Systems Biology	52.12
8	Novartis Institutes for Biomedical Research	51.43
9	Scripps Research Institute	49.59
10	The Rockefeller University	48.83
11	F. Hoffmann-La Roche, Ltd.	46.69
12	Dana Farber Cancer Institute	45.51
13	Carnegie Institution for Science	44.64
14	Burnham Institute for Medical Research	44.50
15	Stowers Institute for Medical Research	44.49
16	Jackson Laboratory	44.24
17	Ohio State University Comprehensive Cancer C	43.93
18	Space Telescope Science Institute	43.08
19	Novartis Pharma SA, East Hanover	42.81
20	Fred Hutchinson Cancer Research Center	42.69

From SIR World Report 2011:Global Ranking, SCImago Institutions Rankings:
(http://www.scimagoir.com/pdf/sir_2011_world_report_er.pdf)

H-index Analysis: Investigators from 4 Independent Research Institutions



Launching New Projects

1. The Right Opportunity
2. The Right Audience
3. Developing Agency Support

CORE FACILITIES

Molecular and Immunologic Analysis
of the Pathobiology of Human Anthrax
U19 Cooperative Center for Human Immunology

The Right Opportunity

Shop to find the right agency for your idea ...

Navigate agency websites:

- Find what they are looking for
- Find where they are investing
- Find out if they have funds
- Automated tools



The Right Opportunity

Is the agency or foundation looking to fund research like yours?

NIH Guide  NSF  CDMRP  Grants.gov

 Foundation Search



- RFA, RFP (Request for Applications or Proposals)
- BAA (Broad Agency Announcement)
- PA or PA\$ (Program Announcements)
- Get automated updates of agency funding:
NIH, NSF, CDMRP, CIRM

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Funding Opportunities and Notices

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Grants & Funding



Advanced Funding Opportunities & Notices Search

[Help Page](#)

Search Term(s):	<input type="text" value="Cell adhesion"/>	(e.g. diabetes, RFA-HL-07-010)	Search
			Reset
Issuing Organization:	<input type="text" value="All Offices"/>	(e.g. NCI) - Listing of Organization Names	
	OR		
Participating Organization:	<input type="text"/>	(e.g. NIDDK)	
Release Date:	On or After: <input type="text"/>	On or Before: <input type="text"/> (e.g. 1/1/2006)	
Opening Date: (SF 424 Only)	On or After: <input type="text"/>	On or Before: <input type="text"/> (e.g. 1/1/2006)	
Expiration Date:	On or After: <input type="text"/>	On or Before: <input type="text"/> (e.g. 1/1/2006)	
Activity Code (Types of Grants):	<input type="text" value="R01"/>	(e.g. R01) - Available as of 7/1/03.	
Activity Code Text Includes:	<input type="text"/>	(e.g. "R01, R03, R21" for R01 or R03 or R21)	

http://grants.nih.gov/grants/guide/search_guide_results.htm?Text_Curr=Cell+adhesion&Search.x=25&Search.y=9&PrimaryC=A

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NIH National Institutes of Health
Office of Extramural Research

Search

Glossary & Acronyms

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Grants & Funding

Advanced Funding Opportunities & Notices Search Results

Active Funding Opportunities (RFAs & PAs)
Announcement Includes Activity Code: R01

Search Term(s): Cell adhesion

Related Links:

- Funding Opportunities & Notices
- Advanced Funding Ops Search
- Advanced OER Site Search
- Search Help

Matching Records: 1

Announcement Number	Related Announc.	Issuing Organization	Release Date	Opening Date (SF424 Only) ?	Expiration Date	Activity Code(s)	Title
PA-12-146	See Related	NIAAA	03/29/2012	05/05/2012	09/08/2015	R01	Mechanisms of Alcohol-associated Cancers (R01)

This page last updated on October 22, 2009
Technical Issues: [E-mail OER Webmaster](#)

- “Investigation of the effects of alcohol on metastasis including, but not limited to, alterations in signaling pathways, matrix metalloprotease function, **cell adhesion** processes, or factors that affect tumor cell motility and seeding at secondary sites”

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Home > RePORTER > Query Form

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System Health: GREEN



NIH RePORTER

Version: 5.5.0

05/02/2013 Release Note: New enhancements now available.

View [Release Notes](#) for more information.

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RSS of Newly
Added Projects



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NEW QUERY BETA

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SUBMIT QUERY

CLEAR QUERY

NIH (non) ARRA Selection:



SELECT

Text Search (Logic):



cell adhesion

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Search in

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☐ Projects & Publications

Limit to

☐ Project Title ☐ Project Terms
☐ Project Abstracts

Limit Publication search to

Start Year End Year

2012

2013

Project Number:



Format: 5R01CA012345-04

Use '%' for wildcard, e.g. %R21%

[Enter multiple project numbers](#)

OR

1 R01 CA 811099 01 A1S1

Principal Investigator (PI) /

Project Leader:



(Last Name, First Name)

Use '%' for wildcard

[Enter several PI/Project Leader names](#)

Organization:



LOOKUP

Please enter at least 3 characters to use Lookup.

☒ Contains ☐ Begins with ☐ Exact

DUNS Number:



Fiscal Year (FY):



Active Projects

Current FY is 2013

SELECT

NIH Spending Category:



SELECT

Agency/Institute/Center:



SELECT

☒ Admin ☐ Funding

Funding Mechanism:



SELECT

Award Type:



SELECT

Activity Code:



SELECT

Exclude Subprojects:

☐

Multi-PI Only:

☐

Study Section:



SELECT

Standing CSR study sections only

FOA:



Format: RFA-IC-09-003

or PA-09-003

Use '%' for wildcard

[Funding Opportunities and Notices](#)

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There were **22** results matching your search criteria.

Click on the column header to sort the results

Show/Hide Search Criteria

T: Application Type; Act: Activity Code; Project: Admin IC, Serial No.; Year: Support Year/Supplement/Amendment


	T	Act	Project	Year	Sub #	Project Title	Contact PI/ Project Leader	Organization	FY	Admin IC	Funding IC	FY Total Cost by IC	Similar Projects
<input type="checkbox"/>	1	R43	EY021683	01A1		A SMALL MOLECULE TARGETING WNT PATHWAY FOR TREATMENT OF DIABETIC RETINOPATHY	CHEN, DANYANG	CHARLESSON, LLP	2012	NEI	NEI	\$231,087	
<input type="checkbox"/>	1	R43	EY021973	01A1		DEVELOPING A NOVEL THERAPY FOR DIABETIC RETINOPATHY	CHEN, DANYANG	CHARLESSON, LLP	2013	NEI	NEI	\$246,418	
<input type="checkbox"/>	5	R44	EY018989	04		SAFETY AND TOXICOLOGY STUDIES OF CLT-005 AS A THERAPEUTIC FOR DIABETIC MACULAR ED	FARJO, RAFALA	CHARLESSON, LLP	2013	NEI	NEI	\$680,041	
<input type="checkbox"/>	5	R01	AI020069	29		EARLY EVENTS IN MAMMALIAN B-CELL DIFFERENTIATION	KINCADE, PAUL WAYNE	OKLAHOMA MEDICAL RESEARCH FOUNDATION	2012	NIAID	NIAID	\$399,391	
<input type="checkbox"/>	3	U01	HL041654	21S2		THE STRONG HEART STUDY, PHASE V	LEE, ELISA TAN	UNIVERSITY OF OKLAHOMA HLTH SCIENCES CTR	2013	NHLBI	NHLBI	\$32,277	
<input type="checkbox"/>	2	R01	EY019309	04A1		A NEW PATHOGENIC MECHANISM FOR DIABETIC RETINOPATHY	MA, JIAN-XING	UNIVERSITY OF OKLAHOMA HLTH SCIENCES CTR	2013	NEI	NEI	\$370,000	
<input type="checkbox"/>	5	R01	EY022071	02		SPHINGOLIPID METABOLISM AND SIGNALING IN THE RETINA	MANDAL, MD NAWAJES A	UNIVERSITY OF OKLAHOMA HLTH SCIENCES CTR	2013	NEI	NEI	\$333,000	
<input type="checkbox"/>	5	R01	HL034363	28		CELLULAR REGULATION OF SELECTIN-LIGAND INTERACTIONS	MCEVER, RODGER PAUL	OKLAHOMA MEDICAL RESEARCH FOUNDATION	2013	NHLBI	NHLBI	\$504,379	

Project Search Results

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Search resulted in 26 Administering Institute/Centers.

Show/Hide Search Criteria 

CHARTS

CIRCLES BETA

Summary by [Administering Institute/Center](#) Chart ☒ Projects ☐ Project Funding Limit to Top

 COLUMN

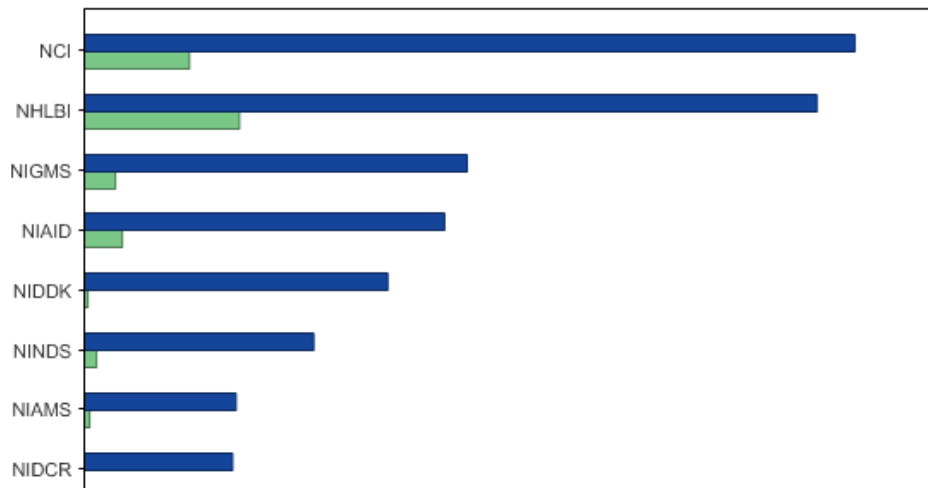
 BAR

 PIE

☒ Projects
 ☐ Sub Projects

 EXPORT TO POWERPOINT

 EXPORT TO EXCEL



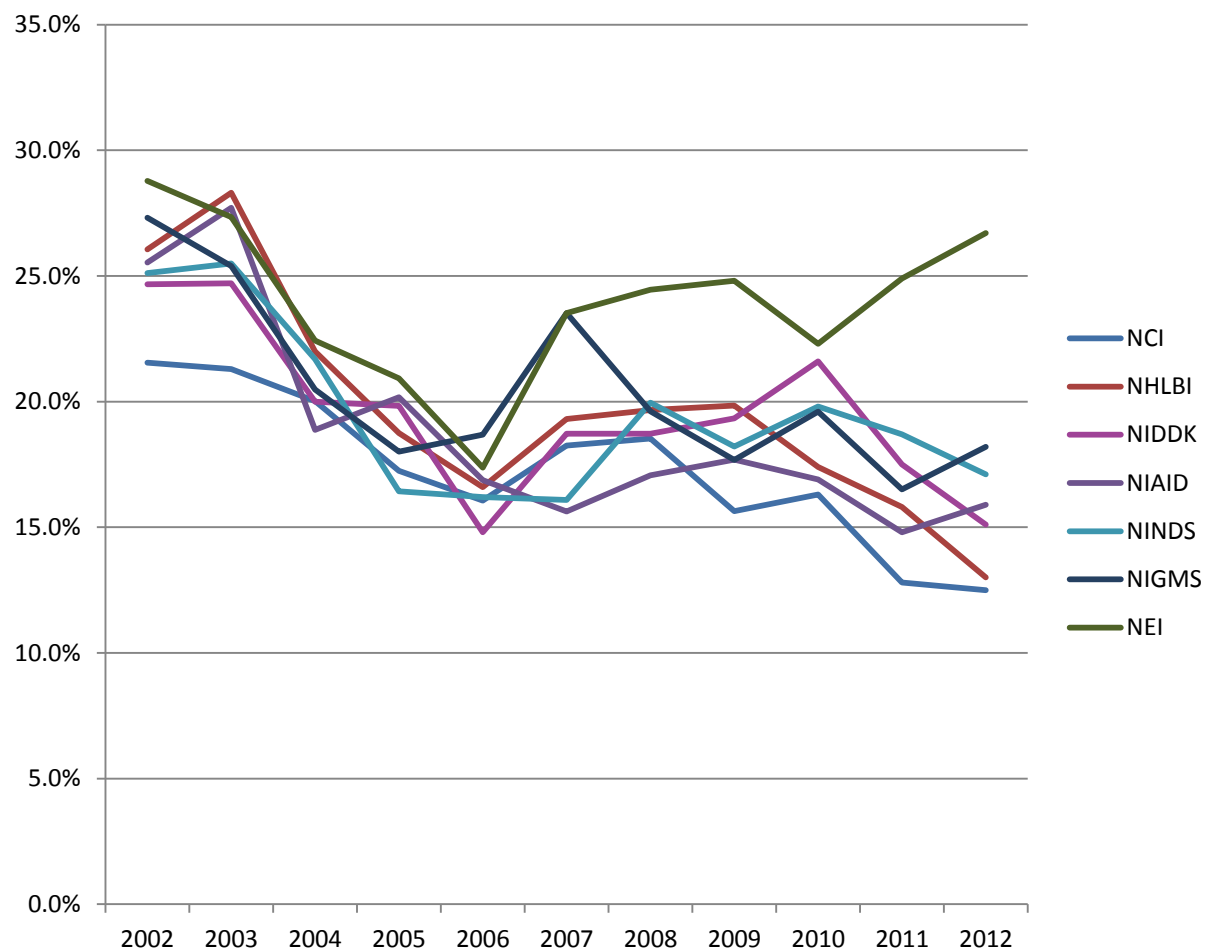
Please note that if the hit list contains both a subproject and its parent grant, the subproject funding is already included in the parent project funding amount.

* Funding data available only for NIH and CDC, fiscal years 2000 and later.

Administering Institute/Center	Projects ▲	Total Funding	Sub Projects	Sub Project Funding
NCI	447	\$128,876,027	61	\$16,135,638
NHLBI	425	\$200,142,102	90	\$35,209,997
NIGMS	222	\$72,742,410	18	\$4,063,260
NIAID	209	\$74,684,115	22	\$6,465,662
NIDDK	176	\$55,356,641	2	\$370,372

The Right Opportunity

Success Rates by NIH Institute



The Right Opportunity

Agency websites – become a pro:
funding opportunities

✉ NIH <http://grants.nih.gov/grants/oer.htm>

✉ NSF <http://nsf.gov/funding/>

✉ CDMRP <http://cdmrp.army.mil/funding/prgdefault.shtml>

✉ Grants.gov

funded projects

✉ NIH <http://projectreporter.nih.gov/reporter.cfm>

✉ NSF <http://nsf.gov/awardsearch/>

✉ CDMRP <http://cdmrp.army.mil/search.aspx>



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- [Conference Grant \(R13\) Application Procedures](#)
- [Additional Non-NIH Funding](#)
- [Program, Review, and Budget Staff Contacts](#): Discuss scientific aspects of funding applications.
- [Training and Career Development](#)

[Special Funding Strategy for Selected New Funding Opportunity Announcements](#)

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- [NHLBI Will No Longer Participate in the Investigator-Initiated Innovative Research Grant \(R21\) Program](#)
- [Suspension of the NHLBI Method to Extend Research in Time \(MERIT or R37\) Program](#)
- [NHLBI New Investigator Policy \(including multi-new-Principal-Investigator applications\)](#)
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Important

[November 2011](#)

For record keeping, a corrected application for electronic submission was eliminated.

A Step Ahead of the Game: Concept Clearance

V. Concept Clearance for FY 2013 Proposed Initiatives

Dr. Scott Janis, Program Director in the NINDS Office of Clinical Research, requested concept clearance for a NINDS Stroke Clinical Trials Network. As relayed by Dr. Scott, the Stroke Planning Committee recommended the Institute create a clinical trials network for stroke, the goal of which is to bring together leaders in the stroke community who will use a streamlined approach to develop, promote, and conduct a balanced portfolio of high-quality, multi-site Phase II and Phase III clinical trials and biomarker validation studies that are focused in key interventions across stroke prevention, treatment, and recovery. The network will serve as a coordinated infrastructure that will more rapidly and efficiently translate scientific opportunities in stroke. Dr. Finkelstein requested and was granted, a motion to move forward with the development of this concept.

Dr. Mona Hicks, Program Director in the NINDS Repair and Plasticity Cluster, requested concept clearance for two initiatives that will be supported using gift funds provided by the National Football League to the Foundation for the National Institutes of Health (FNIH) for the study of sports-related conditions. The first initiative will provide an opportunity for a multicenter team to: 1) more fully characterize the neuropathology associated with chronic traumatic encephalopathy (CTE) and delayed effects of traumatic brain injury (TBI) through systematic, rigorous, and collaborative studies of post-mortem biospecimens; 2) validate the neuropathological criteria for a postmortem diagnosis of CTE and delayed posttraumatic neurodegenerative diseases through independent and blinded analyses; and 3) identify neuroimaging signatures of the neuropathology as a foundation for the development of diagnostic tools in the future. The goal of the second concept is to enhance research on sports-related traumatic brain injury (TBI) and spinal cord injury (SCI) by providing a mechanism for investigators to obtain preliminary data for a larger research proposal in the future. The effects of single and repetitive neurotrauma are both of interest, as well as, research studies on risk factors, the development of biomarker and diagnostic tools, and preclinical interventions to prevent or attenuate injury or promote neural plasticity. Dr. Finkelstein requested and was granted, a motion to move forward with the development of both of these concepts.

- At NIH initiatives generally derive from a long planning process that includes RFIs, workshops, strategic plans
- NIH councils approve new initiatives before they are published.
- Clearance is published in advisory committee minutes:

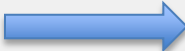
Automated Funding Announcements:

NIH National Institutes of Health Office of Extramural Research

Glossary & Acronyms

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- ☒ **Active RFAs** (Requests for Applications)
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- [Requests for Applications \(RFAs\)](#)
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- [List All \(Active & Inactive\)](#) ☒ RFAs, ☐ PAs or ☐ Notices Released in Year:

Related Resources

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- [Grant Process Overview](#)
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Congressionally Directed Medical Research Programs:

E-mail: usarmy.detrick.medcom-cdmrp.mbx.cdmrp-public-affairs@mail.mil

ATTN: MCMR-CD

1077 Patchel Street

Fort Detrick, MD 21702-5024

Phone: (301) 619-7071

Fax: (301) 619-7796



Questions Concerning Consumer Involvement:

E-Mail: usarmy.detrick.medcom-cdmrp.mbx.cdmrp-consumers@mail.mil

ATTN: MCMR-CD

1077 Patchel Street

Fort Detrick, MD 21702-5024

Phone: (301)-619-7071

Fax: (301)-619-7796

To Receive Funding Opportunity Notifications by E-mail:

E-Mail: help@cdmrp.org

Questions Concerning Program Announcement Requirements:

E-Mail: help@cdmrp.org

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National Science Foundation
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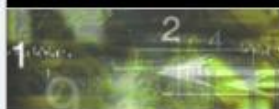
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Org: All NSF Organizations

Status: Active

Get Program Announcements & Info Updates by Email



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RSS

What is RSS?

Sorted by Publish Dates. Click column headings to sort.

Key: Crosscutting NSF-wide Grants.gov submission required

Title	Program Guidelines	Due Dates
Expeditions in Computing	13-563	Preliminary Proposal: March 10, 2014
EarthScope	13-562	Full Proposal: August 23, 2013
Instrument Development for Biological Research (IDBR)	13-561	Full Proposal: July 31, 2013
Gen-3 Engineering Research Centers (ERC): (ERC)	13-560	Letter of Intent: May 30, 2013 Preliminary Proposal: July 30, 2013 Full Proposal: February 12, 2014
Physics Frontiers Centers (PFC)	13-559	Preliminary Proposal: August 5, 2013 Full Proposal: August 27, 2014

The Right Opportunity

Leadership: Push vs. Pull

Challenge for developing new projects and building teams

- Pull:
 - Investigator has a project and/or team already developed
- Push:
 - Outsider [President?, Dean?, Executive Director?] identifies collaborative research opportunities in line with faculty research interests



The Right Opportunity – Push

- Match opportunity to the Pls:
 - Expertise
 - Leadership
 - Collaborators
 - buy local
 - build a team
- Sell the project:
 - Know the competition
 - Identify similar funding
 - NIH Project Reporter
 - Timing



The Right Audience

Who will review your grant?

This is ESSENTIAL information to have
BEFORE you start writing ...



The Right Audience

Challenges:

1. Assignments to a given study section are not always in your control
2. Many review committees are ad hoc ...
3. Some reviews are set in stone ...

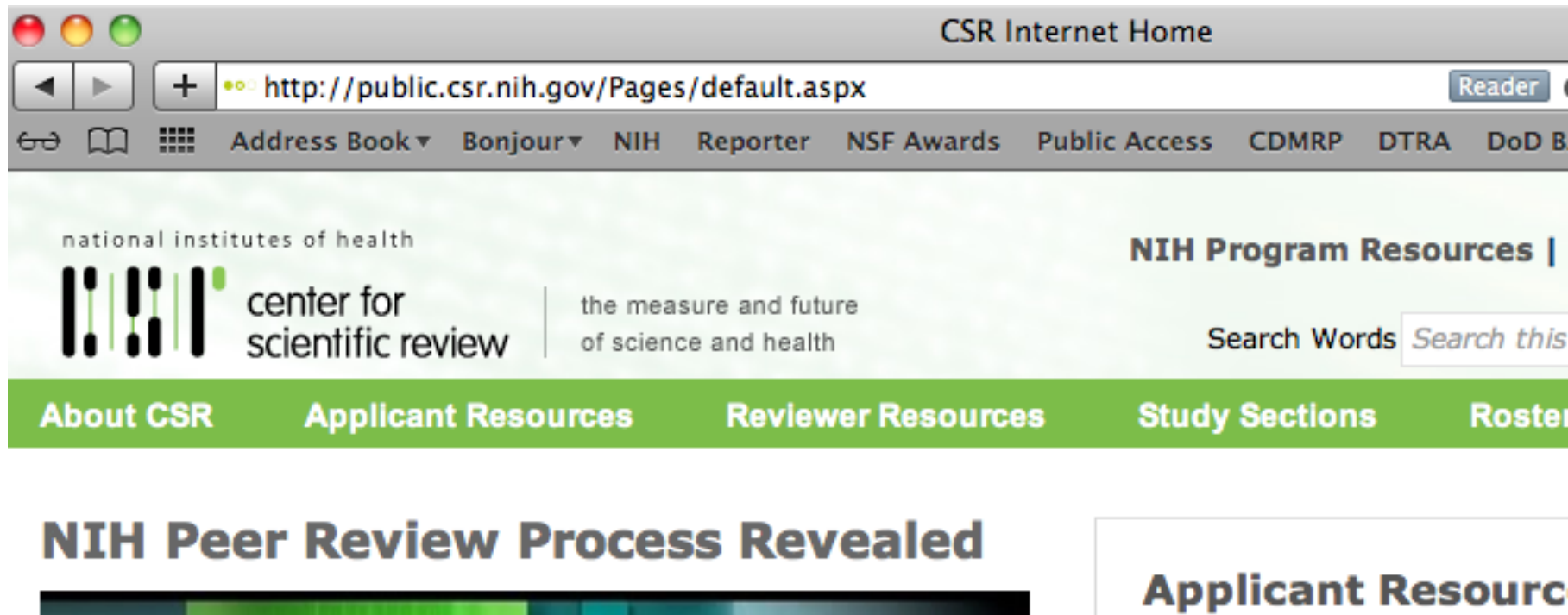
eg. RFAs and PAR initiatives have specific language identifying who the reviewers will be:

2. Review and Selection Process

Applications will be evaluated for scientific and technical merit by (an) appropriate Scientific Review Group(s) convened by NIAID, in accordance with [NIH peer review policy and procedures](#), using the stated [review criteria](#). Assignment to a Scientific Review Group will be shown in the eRA Commons.

The Right Audience

But ... investigator-initiated grants submitted under “parent” NIH opportunity announcements will be reviewed at CSR



The image is a screenshot of a web browser window displaying the 'CSR Internet Home' page. The browser's address bar shows the URL 'http://public.csr.nih.gov/Pages/default.aspx'. Below the address bar is a navigation menu with links: 'Address Book', 'Bonjour', 'NIH', 'Reporter', 'NSF Awards', 'Public Access', 'CDMRP', 'DTRA', and 'DoD B'. The main content area features the 'national institutes of health' logo and the 'center for scientific review' logo, with the tagline 'the measure and future of science and health'. To the right, there is a search bar labeled 'Search Words' with the placeholder text 'Search this'. Below the search bar is a green navigation bar with links: 'About CSR', 'Applicant Resources', 'Reviewer Resources', 'Study Sections', and 'Roster'. At the bottom, there is a large banner for 'NIH Peer Review Process Revealed' and a smaller box on the right labeled 'Applicant Resource'.

CSR Internet Home

http://public.csr.nih.gov/Pages/default.aspx

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national institutes of health

center for scientific review

the measure and future of science and health

NIH Program Resources |

Search Words

About CSR Applicant Resources Reviewer Resources Study Sections Roster

NIH Peer Review Process Revealed

Applicant Resource

The Right Audience

- Which Study Section should review my grant?

Use the NIH Project Reporter

Project Search Results - NIH RePORTER - NIH Research Portfolio Online Reporting Tools - Extramural

http://projectreporter.nih.gov/reporter_searchresults.cfm

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T: Application Type; Act: Activity Code; Project: Admin IC, Serial No.; Year: Support Year/Supplement/Amendment

	T	Act	Project	Year	Sub #	Project Title	Contact PI/ Project Leader	Organization	FY	Admin IC
<input type="checkbox"/>	1	R43	EY021683	01A1		A SMALL MOLECULE TARGETING WNT PATHWAY FOR TREATMENT OF DIABETIC RETINOPATHY	CHEN, DANYANG	CHARLESSON, LLP	2012	NEI
<input type="checkbox"/>	1	R43	EY021973	01A1		DEVELOPING A NOVEL THERAPY FOR DIABETIC RETINOPATHY	CHEN, DANYANG	CHARLESSON, LLP	2013	NEI
<input type="checkbox"/>	5	R44	EY018989	04		SAFETY AND TOXICOLOGY STUDIES OF CLT-005 AS A THERAPEUTIC FOR DIABETIC MACULAR ED	FARJO, RAFAL A	CHARLESSON, LLP	2013	NEI
<input type="checkbox"/>	5	R01	AI020069	29		EARLY EVENTS IN MAMMALIAN B-CELL DIFFERENTIATION	KINCADE, PAUL WAYNE	OKLAHOMA MEDICAL RESEARCH FOUNDATION	2012	NIAID
<input type="checkbox"/>	3	U01	HL041654	21S2		THE STRONG HEART STUDY, PHASE V	LEE, ELISA TAN	UNIVERSITY OF OKLAHOMA HLTH SCIENCES CTR	2013	NHLBI
<input type="checkbox"/>	2	R01	EY019309	04A1		A NEW PATHOGENIC MECHANISM FOR DIABETIC RETINOPATHY	MA, JIAN-XING	UNIVERSITY OF OKLAHOMA HLTH SCIENCES CTR	2013	NEI
<input type="checkbox"/>	5	R01	EY022071	02		SPHINGOLIPID METABOLISM AND SIGNALING IN THE RETINA	MANDAL, MD NAWAJES A	UNIVERSITY OF OKLAHOMA HLTH SCIENCES CTR	2013	NEI
<input type="checkbox"/>	5	R01	HL034363	28		CELLULAR REGULATION OF SELECTIN-LIGAND INTERACTIONS	MCEVER, RODGER PAUL	OKLAHOMA MEDICAL RESEARCH FOUNDATION	2013	NHLBI

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grant number



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NEARBY PROJECTS ^{BETA}

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Project Number: 5R01AI020069-29**Title:** EARLY EVENTS IN MAMMALIAN B-CELL DIFFERENTIATION**Contact PI / Project****Awardee Organiz****Contact PI / Project Leader Information:** ⚠**Program Official Information:****Other PI Inform****Name:** [KINCADE, PAUL WAYNE](#) **Name:** NASSERI, M. FARAZ

Not Applicable

Email: [Click to view Contact PI / Project Leader email address](#)**Email:** [Click to view PO email address](#)**Title:** HEAD & MEMBER**Organization:****Department/ Organizat****Name:** OKLAHOMA MEDICAL RESEARCH FOUNDATION

Unavailable

City: OKLAHOMA CITY **Country:** UNITED STATES (US)

Research Institutes

Other Information:**FOA:** [PA-07-070](#)**DUNS Number:** 077333797**Study Section:** Cellular and Molecular Immunology - B Study Section (CMIB)**Project Start Date:** 1-SEP-1982**Fiscal Year:** 2012 **Award Notice Date:** 8-FEB-2012**Budget Start Date:** 1-JAN-2012**Administering Institutes or Centers:**Study
Section

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Cellular and Molecular Immunology B Study Section [CMIB]

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The Cellular and Molecular Immunology B [CMIB] Study Section reviews applications concerned with the function and structure of the adaptive immune system. Emphasis is on the activation, development, differentiation, and cell-cell interactions and organs of the immune system (e.g. thymus, bone marrow, spleen, liver, lymph nodes, gut associated lymphoid tissues or GALT) through both molecular and cellular methods.

Rosters

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CMIB Meeting Rosters

Topics

- » Molecular and cellular regulation during early and peripheral lymphoid cell development such as T cells, B cells, NK cells, NKT cells, regulatory T cells, and myelo/hematopoiesis, and apoptosis involved during these processes.
- » Mechanisms of lymphoid repertoire formation during development, activation,

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- » Reminder on Electronic System Issues that Threaten On-Time Submission of Your Application
- » Notice on the Recalibration of Percentiles
- » Your Application Is Affected if Your Institution Does Not Annually Update Their SAM Registration
- » Corrected Notice on the Revised Policy for Managing Conflict of Interest in the Initial Peer Review
- » More ...

• <http://public.csr.nih.gov/StudySections/Pages/default.aspx>

Committee Membership Roster - CMIB

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ROSTER**

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Not Applicable

Email: [Click to view Contact PI / Project Leader email address](#)**Email:** [Click to view PO email address](#)**Title:** HEAD & MEMBER**Organization:****Department/ Organization****Name:** OKLAHOMA MEDICAL RESEARCH FOUNDATION

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Program Official

Developing Agency Support

- The best time to contact a Program Director?
 - BEFORE YOU START
 - required 6 weeks before submission of grants >\$500K
 - NIDDK asks for 3-6 months notice for large programs



Developing Agency Support



Good Opportunity:
Discuss existing funded projects

Better Opportunity: Summary Statement

1. Get to know program director
 2. Excellent advice on review
 3. Breaks the ice
- ... they want to help!

Developing Agency Support

PD Etiquette

- Don't be afraid:
 - developing a relationship is for both parties
- ... but ***don't*** ask for science direction
 - ... ***do*** gage agency interest
- Program staff expect to hear from PIs
- Help finding the right review ...
 - ... do some homework 1st
- Opportunity to learn
 - it is OK to be a bit naïve, particularly about NIH process



Developing Agency Support

Other ways to develop relationships??

- Attend Conferences
- Participate in peer review
- Agency Workshops
..... where RFAs are written



Developing Agency Support

Closing the Deal:

- Post-review development
- Pre-council reviews
- Award negotiation



Takeaway Points:

- ❖ Mine research opportunities.
- ❖ Identify your audience.
- ❖ Develop agency relationships.

