Exploring Funding and Support for Your Proposals

Chetna Chianese, Office of Research
Christina Leigh Docteur, Office of Research
Bridget Dunn, Corporate and Foundation Relations
Nora Heaphy, Corporate and Foundation Relations
Exploring Funding & Support for Your Proposals – Agenda

- Introduction to & working with Proposal Support Services
- Introduction to & working with Corporate & Foundation Relations (CFR)
- Key resources for pursuing funding
Office of Proposal Support Services - Office of Research

https://research.syr.edu/proposal-support-services/
Who is the Office of Proposal Support Services?

**Christina Leigh Docteur, Director**  
Chetna Chianese, Associate Director  
Sarah Workman, Assistant Director  
Jeffrey Falchi, Research Information Manager

**Location**  
226 Lyman Hall

**Contact**  
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**Website**  
https://research.syr.edu/proposal-support-services/
What Does Proposal Support Services Do?

- Created by VPR in 2018 to support proposal, research, and faculty development efforts.
- Institution-wide internal grant programs such as “CUSE Grants”
- Limited submission and award nomination management
- Funding opportunity circulation
- Grant development for large and/or multidisciplinary projects
- Hub of the “SURD Team” – work with staff in schools, colleges and other support units
What Does Proposal Support Services Do?

- Circulates funding opportunities
  - [https://research.syr.edu/proposal-support-services/sponsored-funding-opportunities/](https://research.syr.edu/proposal-support-services/sponsored-funding-opportunities/)

- Manages internal funding & limited submission opportunities (LSOs)*:
  - [https://syracuse.infoready4.com/](https://syracuse.infoready4.com/)
  - [https://research.syr.edu/proposal-support-services/limited-submissions/](https://research.syr.edu/proposal-support-services/limited-submissions/)

*LSO - Funding opportunities with limits on the number of proposals SU can submit, which require internal competitions
Office of Research Newsletter

All faculty receive a monthly newsletter

Highlighted SU Research Events

Office of Research Awareness Session – Introduction to the Office of Research
Sept. 23 | 11 a.m. | Zoom
Join the Office of Research for an introduction to its services. Hear presentations from Office of Sponsored Programs, Office of Research Integrity and Protections, Office of Technology Transfer, Office of Proposal Support Services, and The SOURCE, Syracuse Office of Undergraduate Research and Creative Engagement.
Registration is required.

Limited Submission Opportunities

Syracuse University has recently updated its process for Limited Submission Funding Opportunities. The updated process may be found here.

- 2021 NSF Major Research Instrumentation (MRI) Program Internal Proposal Due Date: Monday, Oct. 12, 2020
  NSF Deadline: Jan. 19, 2021
- 2020 NSF Innovations in Graduate Education (IGE) Program Letter of Intent Internal Letter of Intent Due Date: Thursday, Sept. 3, 2020
  NSF Deadline: Nov. 4, 2020
- 2020 NSF Harnessing the Data Revolution: Coordination Hub (HDR Central) Letter of Intent Internal Letter of Intent Due Date: Wednesday, Sept. 16, 2020
  NSF Deadline: Nov. 13, 2020
- 2020 NSF National Artificial Intelligence (AI) Research Institutes (Letter of Intent) Internal Letter of Intent Due Date: Wednesday, Sept. 30, 2020
  NSF Deadline: Dec. 4, 2020

Funding Opportunities

The Office of Proposal Support Services has developed a Sponsored Funding Opportunities newsletter which is updated monthly with new federal, state, and foundation funding opportunities relevant to campus. Below are some highlighted opportunities:

- NSF Dynamic Language Infrastructure - NSF Dynamic Language Infrastructure
  Proposal Deadlines: Oct. 2021
  This funding partnership between NSF and NIH supports projects to develop and advance knowledge concerning dynamic language infrastructure in the context of endangered human languages - languages that are both understudied and at risk of falling out of use.
  Proposal Deadlines: Nov. 10, 2020

- NSF Public Safety Innovation Accelerator Program - Augmented Reality
  NSF is seeking applications to accelerate research and development around the use of augmented reality for improving public safety user interfaces.
  Proposal Deadline: Oct. 1, 2020

- Amazon Research Award - Alexa
  Alexa funds proposals in a variety of research areas relevant to Amazon such as robotics, machine learning, security, and more.
  Proposal Deadline: Oct. 7, 2020

Sponsored Funding Awards

The Office of Sponsored Programs (OSP) provides monthly updates on all proposals submitted through OSP and awarded to the Syracuse University community. You may access the list at: https://www.syr.edu/pros/osp (please log in with your email and password required).
Office of Corporate and Foundation Relations

Mission, People, and Services
Who is the Office of Corporate and Foundation Relations?

**Corporate Relations**

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**Location:** 640 Skytop  
**Website:** corporationsandfoundations.syr.edu
What is our purpose?

CFR Mission

Syracuse University’s Office of Corporate & Foundation Relations builds bridges between faculty, students and staff and leading corporations and private foundations to increase funding and engagement and promote institutional priorities.
How do we achieve our mission?

**Our Expert Staff...**
Provides Knowledge and Expertise
- 100+ top Foundations
- History with SU

Offers Support, Coordination and Planning
- Support institutional strengths and emerging campus-wide priorities
- Align institutional priorities with Foundation interests and grant-making programs
- Funding Opportunity Surveys and Profiles
- RFPs and CFAs
- Coordinate foundation-funded awards and fellowships (Limited Submission Opportunities)

Positions Faculty and Research Teams for Success
- Training and technical assistance (grantsmanship)
- Cultivation: Meetings with Foundation leaders and staff
- Solicitation: Proposal support and submission
- Stewardship
<table>
<thead>
<tr>
<th>Foundation</th>
<th>Address</th>
<th>Website</th>
<th>Priority Alignment</th>
<th>Restrictions and Deadlines</th>
<th>Assets</th>
<th>Grant total (most recent year)</th>
<th>Grant Sample</th>
<th>Notes</th>
<th>SU Relationship</th>
</tr>
</thead>
<tbody>
<tr>
<td>Arthur Vining Davis Foundation</td>
<td>Ponte Verde Beach, FL</td>
<td><a href="https://www.avdf.org/Programs/PrivateHigherEducation.aspx">https://www.avdf.org/Programs/PrivateHigherEducation.aspx</a></td>
<td>&quot;The Private Higher Education Program Area supports colleges and universities that prioritize undergraduate education and emphasize the liberal arts. The Foundations provide grants directly to private colleges and universities as well as consortia that support those institutions in their educational mission. Although the Foundations support a variety of programs in higher education, grants typically support projects that improve student outcomes or enhance faculty leadership. Education is one of the foundation’s four priorities. Within education, it focuses on new designs to advance learning, pathways to postsecondary success, leadership and teaching to advance learning, public understanding, and integration, learning, and innovation.&quot;</td>
<td>Accepts LOIs</td>
<td>$157,830,124</td>
<td>$6,356,075</td>
<td>$370K to the Association of American Colleges and Universities (Washington, DC) &quot;For the VALUE of Aligning Assignments for Learning program that aims to better understand the classroom teaching methods that contribute to improved critical thinking skills in college.&quot;</td>
<td>No known personal connections with SU. Past giving favors projects that benefit disadvantaged students.</td>
<td>Has given over $500K. Most recent $190K in 2012 for Simulated Interaction Model for Pre-Service Secondary Teachers.</td>
</tr>
<tr>
<td>Carnegie Corporation of New York</td>
<td>NY, NY</td>
<td><a href="https://www.carnegie.org/programs/cities-and-higher-education">https://www.carnegie.org/programs/cities-and-higher-education</a></td>
<td></td>
<td>Accepts LOIs</td>
<td>$3,300,064,286</td>
<td>$156,707,079</td>
<td>$275K in 2018 to Harvard. “As states, districts, and schools increasingly move towards using evidence-based practices to drive continuous improvement at the school level, a number of limitations, including cost, time, and capacity, prevent them from fully leveraging data and analysis. As a result, school districts are constantly cycling through new initiatives, with no valid way to know which are working and which are not. To address this challenge, Proving Ground, an initiative of the Center for Education Policy Research at Harvard University, has launched a collaborative network of state, district, and charter management organizations that makes analytical results more readily available and widespread in order to help school leaders make better and more informed decisions.”</td>
<td>Majority of education reform giving is focused on K-12. Multiple SU leaders and board of trustee program directors, including Robert Menschel, Nicholas Donfrancesco, Ron O'Flaherty, Judith Greenberg Seiffeld and Amir Rahnoumias-Azar.</td>
<td>Has given over $7.7M. Most recent was $44K in June 2020 for the Global Affairs Institute.</td>
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<tr>
<td>Chan Zuckerberg Initiative</td>
<td>Palo Alto, CA</td>
<td><a href="https://chanzuckerberg.com/education/learning-science/">https://chanzuckerberg.com/education/learning-science/</a></td>
<td>The foundation has a program focused on learning sciences, within which they focus on research insights, learning environments, applied learning science, school and research collaborations and breakthrough learning projects.</td>
<td>Makes grants through a mixture of targeting grant making, open competitions and RFPs.</td>
<td>n/a</td>
<td>n/a</td>
<td>$1.4M for the Education Counsel in 2019. “The Science of Learning and Development initiative is a collaboration among some of the nation’s leading education organizations aimed at making the science of learning and development a key driver of education equity and excellence. This grant supports American Institutes for Research, Education Counsel, Forum for Youth Investment, Learning Policy Institute, Populous, Turnaround for Children, and other allies to elevate knowledge of the science of learning and development and its implications for education practice and policy.”</td>
<td>Majority of science learning program giving has supported programs for K-12 students. Jeffrey Snapp may know Kenneth Meilman, a member of the public policy advisory board at CU. They were both previously involved with Sponsors for Educational Opportunity, though it’s unclear if they overlapped.</td>
<td>No gifts in CITRUS</td>
</tr>
<tr>
<td>Lumina Foundation</td>
<td>Indianapolis, IN</td>
<td><a href="https://www.luminafoundation.org">https://www.luminafoundation.org</a></td>
<td>&quot;A better educated country will mean greater economic security and social mobility for Americans. Our mission is to prepare people for informed citizenship and success in a global economy.&quot; Focus areas are quality learning, racial equity, research &amp; evaluation, talent development, and affordable learning. Foundation aims to ensure that 60% of American adults have a college degree, certificate, Industry certification or other credential by 2025.</td>
<td>Accepts LOIs</td>
<td>$1,002,918,215</td>
<td>$49,505,233</td>
<td>$200K to the Montana University System in 2014 for $200K in 2019 to the Colorado-Colorado &quot;To define quality indicators and develop system data infrastructure that will help improve student outcomes&quot;</td>
<td>S. Louise Phanstiel may know Michael L. Smith, a member of the Foundation’s board. They both previously worked on the executive team at Anthem and Blue Cross of California.</td>
<td>Has given over $1.1M. Most recent $157K in 2014 for the Lumina Partnership for Attainment Fund.</td>
</tr>
</tbody>
</table>
Comprehensive Profile

- Overview
- Priorities
- Giving Summary
- Grant Sample
- Eligibility
- Deadlines
- Board/Staff Connections
- Conclusion/Recommendations

Overview

The foundation was established in 1966 by engineer and entrepreneur William R. Hewlett and his wife, Flora Lamson Hewlett, with their eldest son, Walter Hewlett. Bill Hewlett was a co-founder of the Hewlett-Packard Company. The Foundation is one of the largest philanthropic institutions in the United States, awarding over $400 million in grants internationally in 2018. The foundation has established programs that focus on education, environment, global development and population, performing arts, and effective philanthropy, as well as support for disadvantaged communities in the San Francisco Bay Area. In addition, the foundation makes grants for special projects and addresses other timely problems, such as challenges related to cybersecurity and U.S. democracy.

COVID-19 Updates (as of 3/27/2020): Foundation offices are currently closed and staff are working from home. The Foundation is striving to assist grantees by providing greater flexibility around grant requirements, reporting timelines, budgets, etc.

Priorities

The foundation has a range of programs including education, environment, global development and population, performing arts, cyber, and the SF Bay area. The Foundation is known for favoring past grantees.

The foundation conducts climate-related grant making through its Environment program, which emphasizes climate change and offers a two-pronged approach featuring two separate strategies: Climate and Energy and Western Conservation. Their Climate and Energy strategy aims to "Reduce greenhouse gas emissions and ensure clean and efficient supplies of energy to safeguard people from climate change." The Western Conservation strategy is focused on preserving the landscapes and waterways of the Western US and Canada.

Hewlett places importance on quantitative outcomes in projects and generally approaches issues from a global perspective. Its climate projects are usually related to affecting policy. Few grants in this area go to universities. The majority of their Climate and Energy work is done through large grants to organizations like ClimateWorks Foundation and Energy Foundation, which then make smaller grants to other organizations.
Position Faculty and Research Teams for Success

Smart Water, Engaged Citizens
Civil and Environmental Engineering

- Met with PI and Research Team
- Developed/Submitted Project Proposal
- Coordinated campus visit
- Addressed follow up questions
- Received funding
- Filed progress report & requested extension
Key Resources for Pursuing Funding
Information - Types of Proposals

• Types of proposals
  – Proposals for individual awards
    ▪ Asks for SS#, requires individual accounts
  – Proposals for Syracuse University awards
    ▪ Asks for EIN, AOR signature, letter from institutional official

• Types of funders
  – Federal or state governments
  – Corporations
  – Foundations
  – Other nonprofits
Information - Submission Process at SU

• If grant/award will be made to SU MUST be submitted by:
  – Office of Sponsored Programs [https://sponsoredprograms.syr.edu/](https://sponsoredprograms.syr.edu/)

• For OSP, contact your Research Administration
  – Contact OSP with information about your submission at least 2 weeks in advance [https://sponsoredprograms.syr.edu/about/contact/](https://sponsoredprograms.syr.edu/about/contact/)

• Consult Foundation Relations when working with a Foundation.
  – Utilize the [intake form](https://sponsoredprograms.syr.edu/about/contact/) on our website, or contact one of us directly

_We are all here to help, and we work together._
_Contact any of us, and we will get you to the best resource!_
Funding Resources to Explore

- Check out the “Funding your research” page for links to subscription-based and publicly available resources
- https://research.syr.edu/for-researchers/funding-your-research/
Foundation Directory Online (FDO)

- [https://library.syr.edu/](https://library.syr.edu/)

  Select “Databases”
  Search “Foundation”
  then select
  Foundation Directory Online
Foundation Directory Online (FDO)

Who gave what for what?
(Lists of grants by year)

What are their interests?
(Detailed funder profiles)

Where are they giving & to whom?
(Maps & tables of grant types)

Watch Videos for hints and tips

Use Advanced Search to narrow search
https://pivot.proquest.com/
PIVOT

Pivot

Signing in with Shibboleth
1. Navigate to page
2. Select institution
3. Login with SUID & PW
4. Finalize your account
Sample Pivot Search – Artificial Intelligence
## Example Funding Opps data table

*don’t recreate the wheel each time!*

<table>
<thead>
<tr>
<th>Funders</th>
<th>Link</th>
<th>Program</th>
<th>Eligibility</th>
<th>Amount</th>
<th>Progress</th>
<th>Deadline</th>
<th>Submitted</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alfred P. Sloan Foundation</td>
<td><a href="https://sloan.org/">https://sloan.org/</a></td>
<td>Public Understanding - New Media</td>
<td>501 (c)(3) Organizations</td>
<td>$20,000 - $1,350,000</td>
<td>Rolling</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The Knight Foundation</td>
<td><a href="https://knightfoundation.org/article/156d9a7c-8c0b-40e3-b348-7d2732f772ac/e-call-for-ideas-immersive-technology-in-the-arts">https://knightfoundation.org/article/156d9a7c-8c0b-40e3-b348-7d2732f772ac/e-call-for-ideas-immersive-technology-in-the-arts</a></td>
<td>Immersive Technology in the Arts</td>
<td>Artist + University/Arts Institution</td>
<td>$100,000 - $150,000</td>
<td>Round 1 - Submitted</td>
<td>9/12/2019</td>
<td>Yes</td>
<td></td>
</tr>
<tr>
<td>National Geographic Society</td>
<td><a href="https://www.nationalgeographic.org/funding/opportunities/grants/what-we-fund/">https://www.nationalgeographic.org/funding/opportunities/grants/what-we-fund/</a></td>
<td>Storytelling Grant</td>
<td>501 (c)(3) Organizations</td>
<td>$10,000 - $30,000</td>
<td>Informational interviews with previous recipients</td>
<td>10/9/2019</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NASA</td>
<td>[<a href="https://inspires.nasa.gov/xsm?eslt=2&amp;">https://inspires.nasa.gov/xsm?eslt=2&amp;</a> Labour&amp;f=summary&amp;summary.do?x idi=r4l0b42e5j7e5j78f8c-78d-2317-68687513817857477&amp;path=&amp;met hod=lost](<a href="https://inspires.nasa.gov/xsm?eslt=2&amp;">https://inspires.nasa.gov/xsm?eslt=2&amp;</a> Labour&amp;f=summary&amp;summary.do?x idi=r4l0b42e5j7e5j78f8c-78d-2317-68687513817857477&amp;path=&amp;met hod=lost)</td>
<td>Team II</td>
<td>Higher Ed institutions</td>
<td>$500,000 - $1,000,000</td>
<td></td>
<td>5/22/2020; NOIs Due (strongly encouraged); 8/13/2020; Prop due (dates based on 2019)</td>
<td>Need to confirm updated deadlines in 2020 via website</td>
<td></td>
</tr>
<tr>
<td>HTC Vive for Impact</td>
<td><a href="https://vrforimpact.com/">https://vrforimpact.com/</a></td>
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Thank You

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