Getting Started with Grants:
Office of Research and Sponsored Programs
California State University, Fresno

- Office of Research and Sponsored Programs:
  - Dr. Tom McClanahan, Associate VP (8-0840)
  - Dr. Ellen Shimakawa, Director (8-0863)
  - Ms. Nancy Myers, Grants Administrator (8-0836)
  - Dr. Dan Griffin, Associate Director (8-0839)
  - Mr. Doug Carey, Grants Administrator (8-0864)
  - Ms. Grace Lui, IP & Grants Administrator (8-0857)
  - Ms. Maral Kismatien, Grant Analyst (8-0465)

- What ORSP Must Do:
  - Review Proposals Prior To Submittal
  - Assure That Agency and University Guidelines Are Followed
  - Negotiate Contract Offers and Details On Behalf of University
  - Review Contracts That Result From Proposals Prior To Signing
Getting Started with Grants:

- What ORSP Can Do:
  - Facilitate Meetings
  - Search for Funding Sources
  - Provide Editing Assistance
  - Help Develop Budgets
  - Submit Proposals online

How Does A Proposal Get Off Campus??

Finish Proposal and Budget

Contact Grant Administrator to Fill Out Project Information Form (The "PIF")

PIF sent electronically for Approval by the PI and then by Department Chair

PIF sent electronically for Approval by Dean

PIF sent electronically back to ORSP for Provost and VP Administration approval

Places To Go To Look for Governmental Funding

- Catalog of Federal Domestic Assistance
  - www.cfda.gov
- The Federal Register
- FedGrants.Gov
  - http://www.fedgrants.gov
- Grants.Gov
  - http://www.grants.gov
- U.S. Department of Education Grants Forecast
- National Endowment for the Arts
- National Endowment for Humanities
- California Council for the Humanities
  - http://www.calhum.org/
- Foundation Center
  - http://foundationcenter.org/
- State of California
  - https://www.ca.gov.ca.gov/cover/
- Fresno County and Fresno City
- Contact Purchasing Departments for listings
Getting Started with Grants:

• **You Cannot Fit Your Round Proposal Into A Square RFP**
  - Ask For Help If You Need A Different Funding Source
  - Read The RFP
  - Then Read It Again
  - Then Again
  - Follow Instructions
    This Is The Number One Reason Proposals Are Graded Low

Getting Started with Grants:

• **Partnerships Add Dimensions That Funding Agencies Love**
  - But Partnerships Are Hard To Manage
  - Proposal Writing Is More Difficult With More Than One Organization
  - Funding Is Typically Made Easier

**ORIENTATION TO GRANTS ADMINISTRATION:**
Summary of Pre and Post Award Activities

- Grant Administered By Foundation Through Close-Out
  - Provide personnel and payroll functions
  - Prepares purchase orders
  - Prepares and distributes checks for grant, contract and trust accounts payments
Talk to us!

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**Using agency websites to navigate “Find Funding”**

- What is the agency’s “mission?” How do they see themselves? How are they organized?

- Search “awards” for typical, similar projects

**Subscribe to federal agency Listserves**


Troll agency websites

- [http://www.neh.gov/grants](http://www.neh.gov/grants)
- [http://www.csrees.usda.gov/fo/funding.cfm](http://www.csrees.usda.gov/fo/funding.cfm)
You’ve got to serve somebody....

How does your proposed activity help [insert agency name here] achieve their Mission?

Talk to Program Staff

- The 30-second “elevator” talk
- You are establishing a long-term relationship
- Other appropriate programs, agencies?
- It is their job to be encouraging.....

Frame your project in terms of a solution to the agency’s problem/mission

- Use their terminology, phrases
- Your research problem is central to their Mission/program
- Your “solution,” using your personnel and in your setting, is the smartest one
Think broadly. Consider the specifics of your project to identify any particular aspects -- geography?, target demographic? -- that might have resonance with an otherwise unlikely funding agency.

• Talk to us or knowledgeable others! We may see or know of appropriate, novel funding opportunities.

We look forward to working with you!

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