



Idaho State
University

INSIGHTS FROM THE INSIDE

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ROAR



Why listen to me?

- NSF-funded PI
- NSF Program Director
- Chief Research Officer for 8 years—66% growth in award dollars

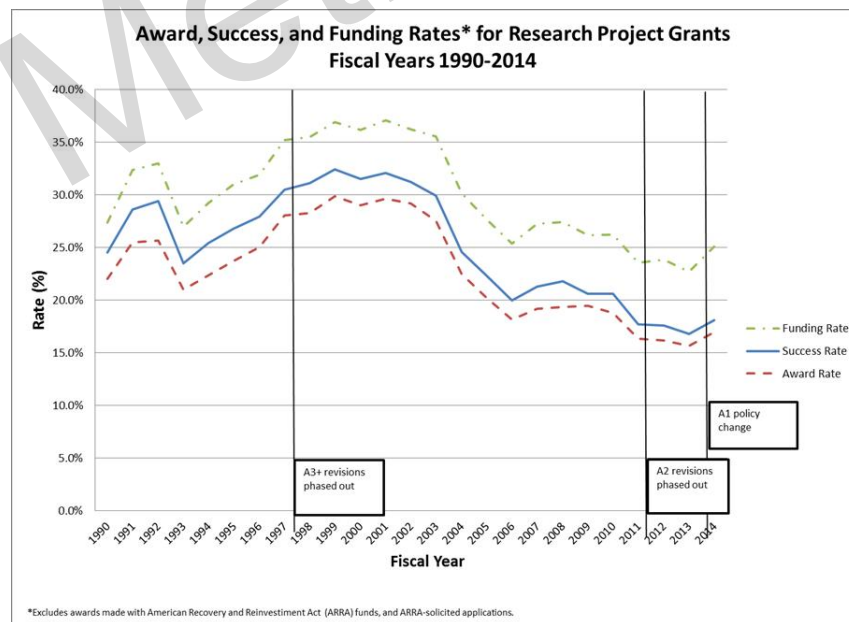
Snyder Method



Why listen to me?

NSF Research Grant Awards and Funding Rate		
	FY 2016	FY 2018
Research Grant Awards	8,800	8,000
Funding Rate	21%	19%

Source: NSF 2018 Budget Request to Congress



Source: NIH Office of Extramural Research

Snyder Method



The Agency Process

- Proposal received (deadline or no)
- Compliance checked
- Preproposal evaluation (if applicable)
- Sent for external review
- Panel review (15 or many more proposals/panelist)
- Program decision—balanced portfolio
- Award or decline

Mistakes PI's make in Proposal Preparation

- Didn't read the RFP
- Didn't follow the RFP
- Didn't contact the PO
- Waited until the last minute
- Didn't contact OSP
- Didn't get letters of support/permits
- Dated letters of support/permits
- Inflated, inaccurate or unrealistic budget



Signs of a Doomed Proposal

- Typos and grammatical errors
- Not using the full page allotment
- Bad graphics
- Poor organization
- Full of qualifiers/ambiguous language
- Dated letters of support



Hallmarks of a Successful Proposal

- Follows RFP - provides requested information
- Logical layout and error free
- Places proposed work in broader context
- Clearly states the objectives of the proposal
- Restate the objectives
- Clearly ties methodology to the objectives
- Provides a clear, often graphical, timeline
- Raises and clears potential red flags

What can I do to increase my success?

- Contact your favorite funding agency and Volunteer
- Become a reviewer
- Become a panelist
- Make your name known
- Understand the process by being part of it
- Publish, within reason
- Talk to your POs

The 'Snyder Method' (of contacting a PO)

- Write a one-page executive summary
- Make certain it makes sense
- Email it to the PO and ask for a phone appointment
- Develop a list of questions

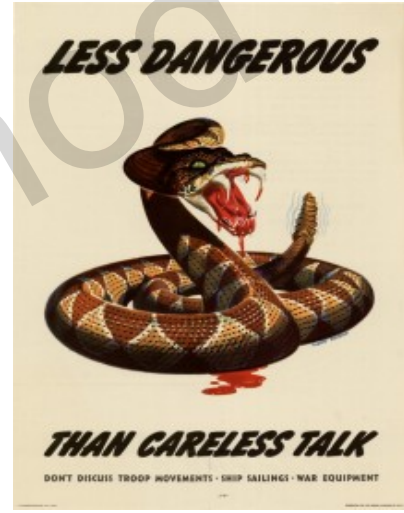
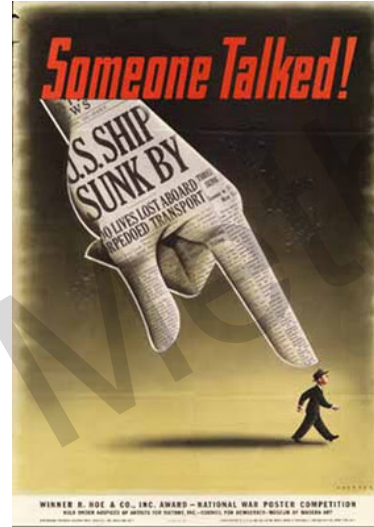
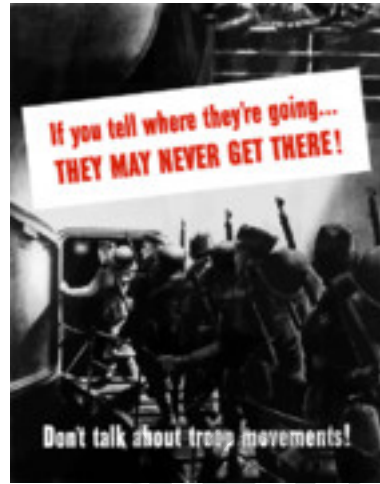




The Snyder Method (of contacting a PO)

- Is my proposal suitable to your program?
- What types of research do you fund?
- What makes a successful proposal?
- Are there other programs to explore?
- Do you see any red flags?
- What is the average size of an award?
- Is there a limit to the number of submissions?
- What else can you tell me?
- Call.

The Snyder Method (of contacting a PO)



Listen
just listen

What can I do to increase my success?

- Work with OSP early and often
- Let OSP 'put you on the board'
- Get your budget done early
- Communicate changes to OSP
- Give OSP five days to submit



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