



NON-FEDERAL RESEARCH FUNDING

A WEBINAR FROM HANOVER RESEARCH

APRIL 27, 2023



WEBINAR LOGISTICS

PRESENTATION LENGTH

30-minute presentation followed by Q&A

Q&A

Please ask questions using the Q&A function in the Zoom toolbar. Presenters will respond in real time, where possible, and we will respond to as many of the remaining questions as time allows during the Q&A.

RECORDING & SLIDES

All attendees will receive a copy of the recording, including the slides.

PRESENTERS



CLINTON DOGGETT

SENIOR GRANTS ADVISOR

M.F.A., Creative Nonfiction
GOUCHER COLLEGE

B.A., English Writing and Communication
UNIVERSITY OF PITTSBURGH

BACKGROUND

- ✓ Grantsmanship Training and Prospect Research expert
- ✓ Leader of Grants Advisor (GrAd) Team at Hanover

ON A PERSONAL NOTE...



Pick-up b-ball player



Music lover



Zoo resident



TOM KUHN

SENIOR GRANTS CONSULTANT

M.A., Philosophy
NEW YORK UNIVERSITY

B.A., English and Philosophy
TEXAS STATE UNIVERSITY

BACKGROUND

- ✓ Science and technology R&D, tech transfer, and commercialization
- ✓ \$600M in supported grants since 2000

ON A PERSONAL NOTE...



Skier, Surfer, Scuba Diver



Voracious reader



Fmr Jr Faculty Grantseeker

AGENDA

**The Non-Federal Research Funding
Landscape**

**Approaching Non-Federal Landscape
as a Grantseeker**

[Focus on Research Funding]



WHY?

A FEW REASONS

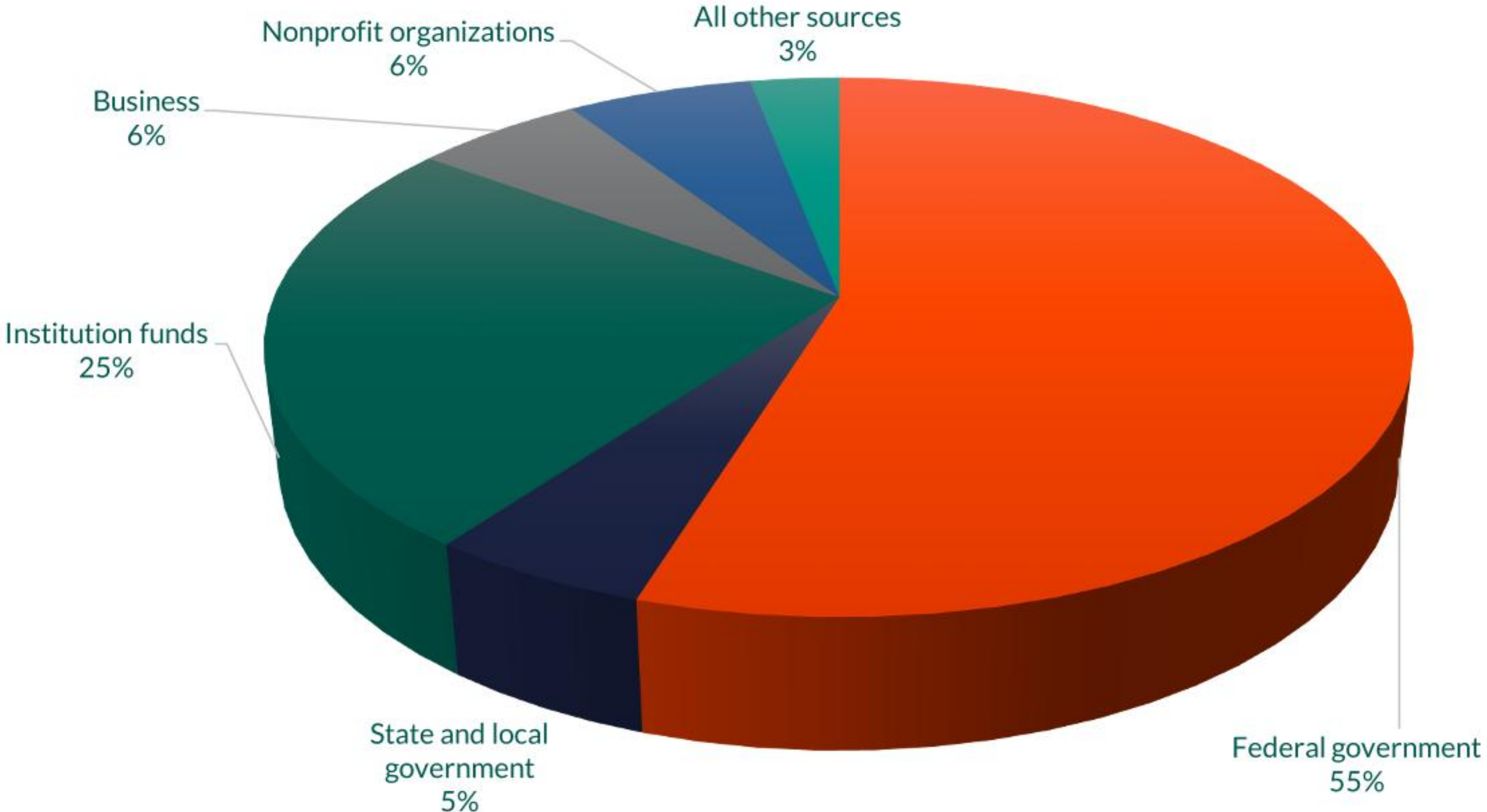
- ✓ **Enhance your funding portfolio**
 - Diversify your funding
 - Early-stage funding
 - Steppingstone to larger opportunities
 - Gaps in federal funding
- ✓ **Engagement with broader array of stakeholders**
 - New opportunities for collaboration
 - Additional perspectives to inform work

WHO MAKES GRANTS?

Many different types of organizations are active in awarding grants



NON-FEDERALLY FINANCED RESEARCH & DEVELOPMENT

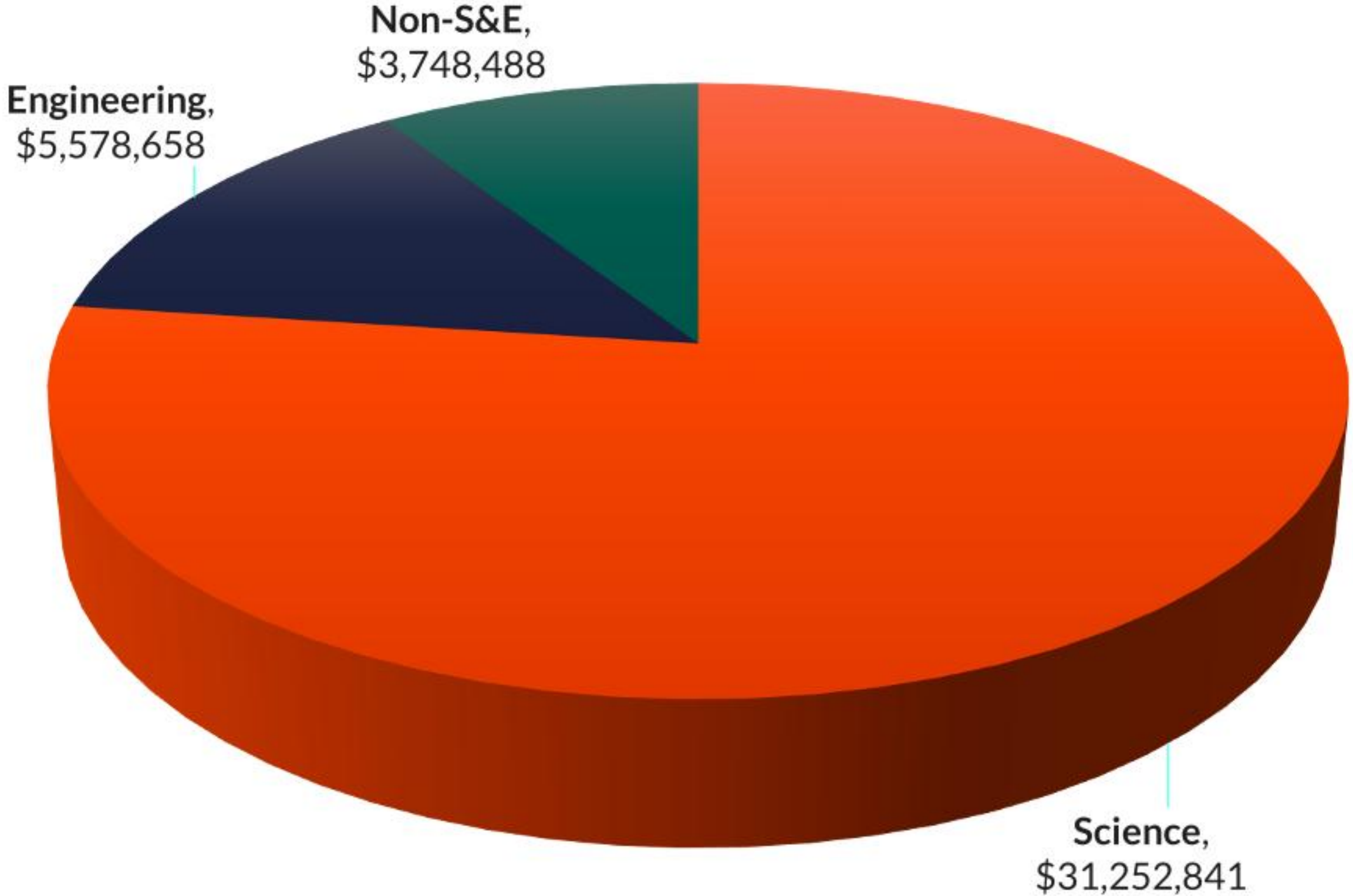


RESEARCH & DEVELOPMENT EXPENDITURES BY SOURCE – FY 2021

Source: [NSF Higher Education Research and Development Survey \(HERD\)](#)

NON-FEDERALLY FINANCED R&D FIELDS

BY RESEARCH & DEVELOPMENT FIELD – FY 2021 (IN THOUSANDS)

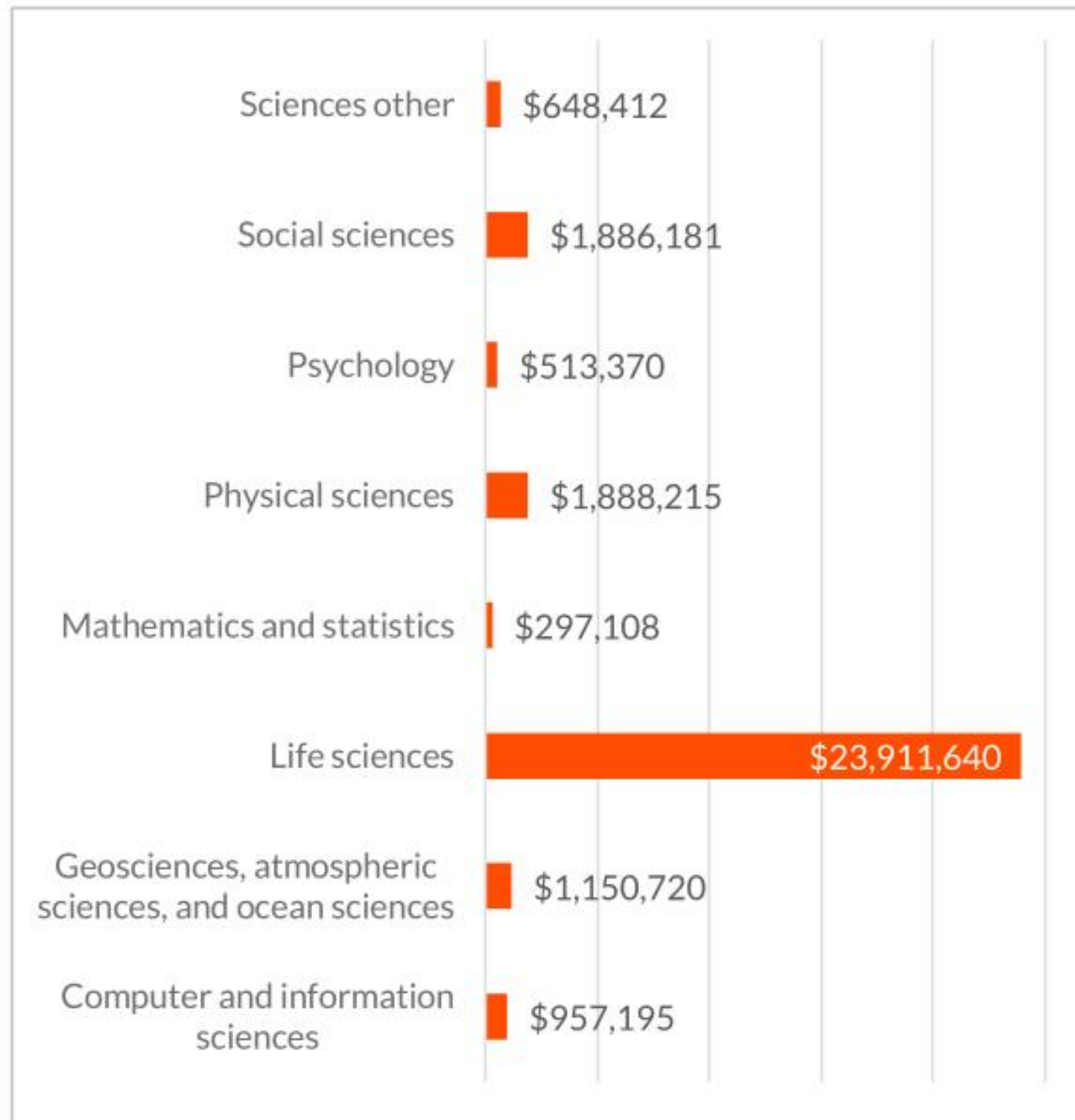


Source: [NSF Higher Education Research and Development Survey \(HERD\)](#)

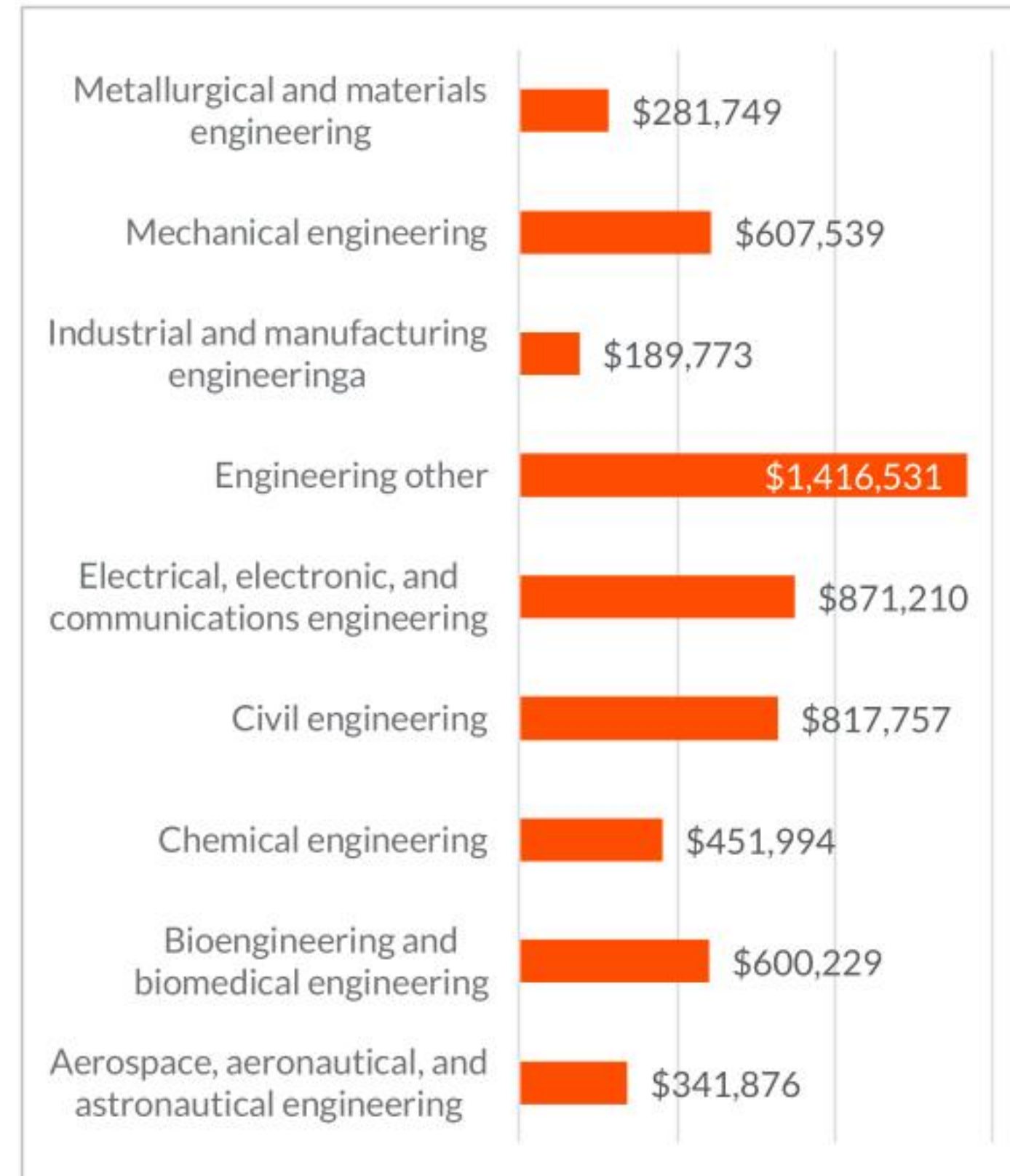
NON-FEDERALLY FINANCED RESEARCH & DEVELOPMENT

BY RESEARCH & DEVELOPMENT FIELD – FY 2021 (IN THOUSANDS)

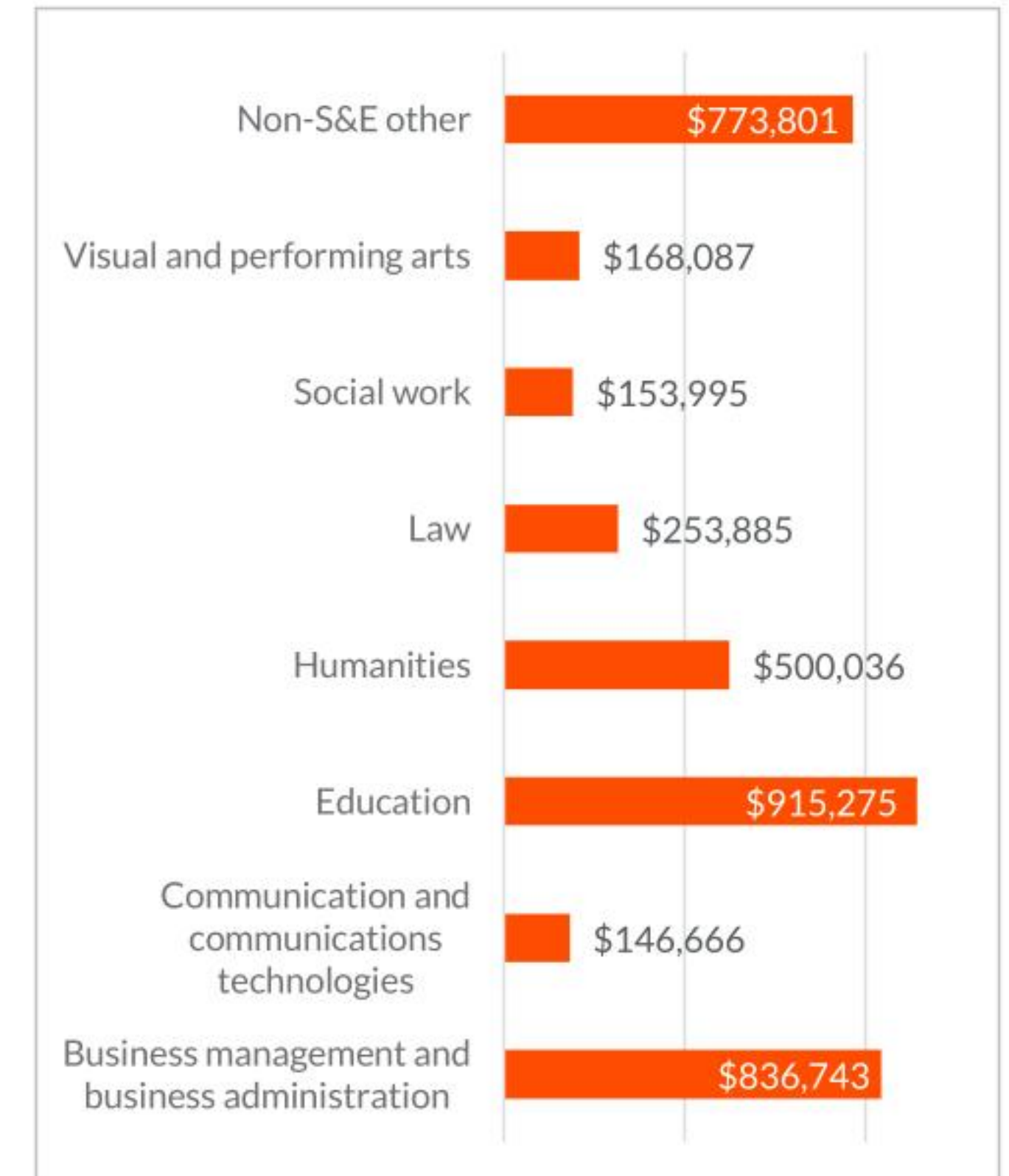
SCIENCE



ENGINEERING



NON-S&E



Source: NSF Higher Education Research and Development Survey (HERD)



THE NON-FEDERAL RESEARCH FUNDING LANDSCAPE

TYPES OF FUNDERS WE'LL BE COVERING

- Foundations
- Associations & Societies
- Corporations
- State & Local Government
- Major Donors

FOUNDATIONS

KEY CHARACTERISTICS

- **Differences** from federal funders
 - Less capacity
 - Protect their corpus
 - Designed to advance charitable mission
- **Variability** in mission, size, capacity, priorities
- **Flexibility** in grant-making
 - Awardees, amounts, duration
- **General operating support or project-specific** funding
- **Research & programmatic** funding
 - Seed, scale, and replication

FOUNDATIONS STEM

W. M. KECK
FOUNDATION



Science & Engineering (and Medical)
research



ALFRED P. SLOAN
FOUNDATION



Basic scientific research on **economics,**
energy & environment, and other focus areas

MCKNIGHT FOUNDATION



Innovative research in **neuroscience**

SIMONS FOUNDATION



Research in **mathematics and**
the basic sciences

FOUNDATIONS HEALTH

Robert Wood Johnson Foundation 



Research focused on achieving **health equity**

 DORIS DUKE
CHARITABLE FOUNDATION



Medical Research Program focused on strengthening and supporting **clinical research**

RICHARD AND SUSAN
Smith Family Foundation 



Invitation-only support for **scientific/health research** for early-career scientists in Boston Area

WHITEHALL FOUNDATION



Research in dynamic areas of **basic biological research** not heavily supported by Federal Agencies

FOUNDATIONS OTHER FIELDS

SPENCER
FOUNDATION



Education research across variety of programs

 Mellon
Foundation



Research centered on the **humanities** and social justice

 EWING MARION
KAUFFMAN
FOUNDATION



Research focused on equitable and innovative pathways to **entrepreneurship**

MacArthur
Foundation



Interdisciplinary research networks primarily on **human and community development**

ASSOCIATIONS & SOCIETIES

KEY CHARACTERISTICS

- Founded to support **namesake disciplines**
- Funds research that **advances the field & benefits members**
 - Drive member engagement in key topics
- **Deep understanding** of topics and trends in field(s) they support
- Movement towards **interdisciplinary approach**
 - Collaboration between and among orgs
- Publishers of **high-impact, single-discipline** journals
- **Proving ground for new disciplines** as they emerge
 - *Can be significant sources of funding*
 - *Programs vary in scope and scale*
 - *Focused giving requires focused approach*

ASSOCIATIONS & SOCIETIES STEM

NATIONAL ACADEMIES
*Sciences
Engineering
Medicine*



Research in **science, engineering, and medicine**

 SIGMA XI
THE SCIENTIFIC RESEARCH SOCIETY



Research grants for **scientific investigation in any field**

 ACS
Chemistry for Life®



Research to advance the **chemical sciences**

 SSE
SOCIETY for the STUDY of EVOLUTION



Research in the area of **evolutionary biology**

ASSOCIATIONS & SOCIETIES HEALTH



Largest private non-profit source of **cancer research** funding



Largest private non-profit funder of **cardiovascular and cerebrovascular research**



Support of basic, translational, and clinical **blood cancer research**



Funding for scientists and physicians toward the goal of stopping **Multiple Sclerosis**

ASSOCIATIONS & SOCIETIES OTHER FIELDS



Research to advance knowledge in the **humanities** and interpretive **social sciences**



Supports scholarly inquiry related to **education**

AMERICAN PHILOSOPHICAL SOCIETY



Supports research across a broad range of disciplines in the **sciences and humanities**

SOCIAL
SCIENCE
RESEARCH
COUNCIL



Research fellowships and grants in the **social sciences**

CORPORATIONS

KEY CHARACTERISTICS

- **Direct from company** or through charitable org
- Investments aligned with **for-profit mission**
- Positive **social and public relations** related to brand/business
- Serve areas **where businesses operate**
- Requests reviewed by **company staff**
- Tend to favor high-impact projects that **benefit corporation and/or employees**
 - *Connect with employees and decision makers*
 - *Drive home connection between research and impacts for company*

CORPORATIONS



Supports research in **computer science** and fields relevant to the company



Supports research that advances **medical and scientific knowledge** about its therapies



Research in areas that align with its mission to advance "**customer-obsessed science**"

STATE & LOCAL GOVERNMENT

KEY CHARACTERISTICS

- Multiple priorities, **based largely on service goals**
- Significant spending in **higher education** (operations, tuition, facilities, some research)
- **Spending fluctuates** (note bump during pandemic),
- **Variability** in spending related to geography, demographics, policies, tax policy
- **Mix of approaches**, mostly competitive procurement and grants
 - Research via subcontract
- **Grants tend to be smaller**, but can offer planning and seed support
 - *Limited support for research*
 - *Interest in tech transfer to scale to serve constituents*
 - *Public-private partnerships*

STATE AGENCIES



**GEORGIA RESEARCH
ALLIANCE**



Focused on development of **research infrastructure** and **commercialization** of university research



Quasi-public agency supporting R&D, commercialization, and manufacturing activities in **biopharma, medical device, diagnostics, and digital health**



Research support oriented towards making VA the best state for **translational medicine** and commercialization

MAJOR DONORS

KEY CHARACTERISTICS

- Strong business acumen/personal legacy
- Donations as charitable “investments”
- Broad flexibility in terms of gift parameters
- Giving based largely on personal relationships
- Long lead times (to develop trust and show potential impact)
- Connect with meaningful causes and opportunities to support
 - *Opportunity to leverage service mindset (serve move, give more)*
 - *A lot of work done behind scenes*
 - *Can be catalyst for other major donors*

APPROACHING NON-FEDERAL FUNDERS

MAJOR DIFFERENCES FROM FEDERAL FUNDERS

[WITH EXCEPTIONS]

- **Private Funding Sources**
 - Diversity of stakeholders and accountability dynamics
 - Wide array of capabilities and resources
- **Significance of relationships**
 - Cultivation often key
- **Wide range of application/selection processes**
 - Often using LOIs and multi-stage applications
 - Funding cycles often unclear
- **Limited transparency**
 - In selection/feedback process
- **Award sizes and project length**
 - Indirect Costs not always allowed
 - Shorter-Term Projects

HOW NON-FEDERAL RELATES TO FEDERAL FUNDING

- **Consider portfolio of funding sources**
- **Share project and funding needs in broader context**
 - Articulate your short- and long-term goals and plans
 - Show need for investments across stages of work
 - Each investment is part of portfolio and overarching goals
- **Engage funder staff in conversations early and ongoing**
 - Show proof of concept and preliminary work (de-risk)
 - Elucidate the steps to get to your medium- and longer-term outcomes
 - Show where they “fit” into your plans
- **Highlight the potential impacts and scale for solving problems**
 - Show how you and funder are aligned
 - Make clear the benefits to funder and its charitable goals
- **Ask/apply for each funding source(s)** at the appropriate stages of your work

PRIVATE FUNDING & YOUR RESEARCH CAREER

- **Be strategic**
 - Align research and funding plans and timeline
 - Engage a consortium of funders
 - Facilitate ongoing conversations
 - Submit well-timed proposal submissions
- **Be tactical**
 - Show how your work is grounded and de-risked
 - Highlight/disseminate the impacts
 - Make clear the mission/service connections
 - Keep past and future funders engaged
- **Accelerate and magnify impacts**
 - Strive for max success with each step
 - Strive towards generalizability and scale
 - Articulate contributions to range of component initiatives (e.g., delivery, policy, finance, etc.)

TYPES OF PROSPECTING RESOURCES

- **Award databases** provide detail on the projects supported by a grantmaker.
- **Funder websites** contain background on active programs, giving interests, past giving, and guidelines for proposals.
- **Internal institutional resources** often track private funding opportunities.
- Institutional **corporate/foundation relations** units can guide you.
- Connect with and learn about **funded PIs** to identify viable funding targets.

GRANTS NEWSLETTERS

Through a series of newsletters, the Hanover Grants team tracks funding opportunities in line with strategic interests of our members.

Subscription is open for faculty and administrators to select which updates they would like to receive from our team.

GRANT ALERTS WEEKLY



Every Monday, learn about the previous week's grant solicitations of interest from federal agencies and select private foundations. Alerts are broken up into research and programmatic grant opportunities: Higher Education Programmatic, Higher Education Research, Health Programmatic, and Health Research.

GRANT PROJECTIONS MONTHLY



Hanover looks three months ahead at major grant competitions, providing details on program background, key deadlines, and timelines for engaging Hanover for varying levels of assistance. Projections available: Higher Education, Health, and K-12.

GRANTS CALENDARS BIMONTHLY



Hanover produces a specialized calendar twice each month, tracking grant opportunities across the coming year of interest to different types of institutions and to faculty in different areas of focus. These calendars include:

- Minority-Serving Institutions
- Arts, Humanities, & Social Sciences
- STEM Programs
- STEM Research Grants
- Health Research
- Early Career Faculty Grants
- Interdisciplinary Research
- Student Success
- Diversity, Equity, & Inclusion
- Environmental Sustainability
- Research Centers
- Education Research & Programs

QUESTIONS?

