Research in a University Environment
Intro to Sponsored Programs (and beyond)

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Graduate School Professional Development Series
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Presentation Overview

• Part I – Environment
• Part II – Resources
• Part III – Oversight
• Part IV – Contact Information
The Environment

- The majority of grants and awards are made to institutions, not individuals
- Benefits and costs
- How does this affect you?
  - Context (NIH research environment example)
  - Oversight/compliance
  - Overhead/indirect costs, paperwork!
- Takeaway: Who are we (MTU)? Who are you? How can we meet the need of a funder?
Sponsored Programs Resources

• An advantage of an institutional affiliation is access to resources:
  – Sponsored Programs (aka: SPO, SRO, RO)
  – Sponsored Programs Enhancement
  – Sponsored Programs Accounting
  – Integrity and Compliance
  – Foundation Relations
  – Innovation & Industry Engagement
• [http://www.mtu.edu/research/](http://www.mtu.edu/research/)

Other Resources

• Writing Centers
• Other faculty & students (collaborators)
• Library (research and literature)
• Purchasing
• Information Technology
• Husky Motors
• Etc., Etc.
Pivot: Finding funding and collaborators

• Sample resource: Pivot, a resource for finding funding
• See signup information (next slide)
• http://pivot.cos.com
Relationship Management with Sponsors: Example - Limited Submission
Improving the Environment

• One goal of a central research office is to enhance the environment for research and give tools to enhance your personal success

• Example: Internal Funding Opportunities
  – Century II Campaign Endowed Equipment Fund (C2E2)
  – Research Excellence Fund (REF)

Century II Campaign Endowed Equipment Fund (C2E2)

$5,000

typical award
Research Excellence Fund
$500,000

Infrastructure Enhancement
$50,000
maximum award

Research Seed
$40,000
maximum award

Scholarship & Creativity
$15,000
maximum award
Mentoring Grant (MG)
$15,000
maximum award

Technology &
Commercialization Grants
$25,000
maximum award

Foundation Relations
and
Corporate Relations

What’s the difference?
Foundation Relations

- Develop concepts, white papers, inquiries
- Research and qualify prospects
- Visit/communicate with program officers
- Advise proposal strategies and approach

Assist with writing, editing, and budgets
Facilitate internal review
Complete and submit proposals,
Stewardship

Understanding Foundations

- Specific mission and program goals
- Proposal content must “fit” criteria
- Provide funding for:
  - Program development
  - Seed money
  - Small equipment
  - Research
  - Teaching/education
  - Service
Corporate Partnerships
Office of Innovation and Industry Engagement

Who We Are

Brent Burns
Director of Corporate Partnerships
609-617-3673
ext. 2311
brent.burns@mtu.edu

Responsibilities include leading the connection of the interests of companies with appropriate campus initiatives/constituents.

Industry Focus: Mining & Metals, Energy, Environmental Services

Pete Carullo
Assistant Director of Corporate Development
609-617-3658
carullo@mtu.edu

Responsibilities include managing alumni and parent giving.

Industry Focus: Automotive, Consumer Products

Special Areas of Support: Center for Pre-College Outreach

Priscilla Khoury
Director of Foundation Relations
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Responsibilities include overseeing sponsored programs.

Industry Focus: Information Technology and Services, Transportation, Life Sciences, Materials

Special Areas of Interest: ECE, Rail Transportation

Adam Johnson
Assistant Director of Corporate Development
609-617-3669
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Responsibilities include coordinating corporate events and relationships.

Industry Focus: Information Technology and Services, Transportation, Life Sciences, Materials

Special Areas of Interest: ECE, Rail Transportation

Jim Baker
Director
11/7/2012
How Michigan Tech and Industry Partner

- Recruit
- Research
- License
- Learn

[iie.mtu.edu](http://iie.mtu.edu)

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How Can We Help You?

- Find connections in industry
  - Make first contact
  - Set up visits to industry
  - Steward relationship

- Research new companies

- Help produce marketing materials to communicate your research to industry

- Coordinate industry campus visits

- Follow-up with companies of high interest

**Sales**

**Communication**

**Coordination**

**Stewardship**
How Can You Help Us?

• Describe your research and how it would be of value to industry

• Describe your technologies and online certificate or degree programs of interest to industry

• Provide background information on industries and companies of interest to you

• Ask us questions regarding industry and we will get you to the right person with the right answers

Enhancing the Environment: Superior Ideas

• Example – Superior Ideas
  – Michigan Tech’s crowdfunding platform
  – Use to obtain start-up funds or additional partial funding
  – superiorideas.org
How Superior Ideas Works

• Projects featured for 30, 45, or 60 days
• Projects will have
  • 3-5 minute video
  • Photos
  • Overview/description
    – why it matters
    – what impacts it will make
    – what the donations will be used for
• Fundraising goal and timeframe
• Donor incentives
  – provided by the researcher

Sponsored Programs: Oversight

• Sponsored Programs staff members are here to help
• Sponsored Programs staff members are also here to keep you (and us) out of jail
• Example: What is OMB Circular A-21, and why should you care?
Oversight

- Submission: To verify that all instructions have been followed (ex: NSF)
- To route the application for institutional approvals
- To submit the application to the agency or foundation (many require institutional approval). Why?
- Internal deadline (roughly 48 working hours prior to external deadline)

Proposal Stage

- Required forms
  - [http://www.mtu.edu/research/references/forms/](http://www.mtu.edu/research/references/forms/)
  - Transmittal
  - Budget
  - Subcontracts
  - Cost sharing
  - Human subjects, DNA, animals, etc.
- Electronic submission is now typical
At the Award Stage

- **Sponsored Programs Accounting**
- **Review Boards**
  - Human Subjects Committee (IRB)
  - Institutional Animal Care and Use Committee (IACUC)
  - Institutional Biosafety Committee (IBC)

[http://www.mtu.edu/research/administration/integrity-compliance/review-boards/]
Summary

We are here to help... contact us early.

Ask questions-there is usually a reason. Sometimes it is even a good one!

As you move on: Learn the system at your institution and develop contacts there early in your career.