Medical Research Grant Writing
Show Me the Money!
What’s included in this presentation.

Why write a grant?
- Career Benefits.
- Funding.

How?
- What to include?
- What’s important?
- Where to get help?
Career Benefits

- Become familiar with the grant writing process for future use.
- Satisfaction from working with a research team on a successful proposal.
- Recognition by research colleagues.
- Recognition in university and professional publications.
- Possible speaking opportunities.
- Opportunities to become a reviewer for others.
- Possible additional salary, workspace, travel and equipment.
The Key to the Future is Research...

- Most of today’s medicine is based on research.

- An idea was developed into a ‘research proposal’.

- The concept or proposal was valid enough to receive funding.
What is the Research Question?

- Asking questions: why, what’s different, can treatment be improved or less expensive?
- Is there social value to the research? ‘Does the research question have any value either socially, scientifically, or clinically, and is it worth answering?’
Will anyone be interested?

- 50,000 new foundations since 9-11.
- In 2005 there were 65,000 grant-making foundations alone (not including other funding organizations) funding $29.7 billion $$. Kansas has 942 private foundations with assets of $1.9B.
- 41 active private health care conversion foundations hold assets of nearly $6.2 billion and provided $247.4 million in grants last year.
Funding . . . Is there a pot of gold?

- Where do grant funds come from?
  - Federal funds  80%
  - Foundation support  10%
  - Corporate Support  8%
  - Local & State  2%

Foundation giving in 2007 was $42.3B
Funding...Where Do I Look?

- Non-profit organizations
  Many disease-specific organizations have grant making programs. Some local organizations have research resources.

- Institutions and schools
  KU School of Medicine-Wichita, Office of Research.

- Community foundations
  Most communities now have community foundations.
  Wichita Community Foundation
Before you start writing... 

- Know your potential source of funding
  - Request a copy of their mission statement.
  - Request a list of their board members.
  - What have they funded in the past?
  - What are their funding priorities?
  - What are their funding limits?
Before you start writing... con’t

- Call and ask questions directly.
- Build a relationship with the funder or someone on the staff.
- Will your grant to be ‘peer reviewed?’
- Do they have a separate committee to review scientific merit before considering your funding request?
- Be prepared to answer “Will the project or proposal have a lasting impact?”
Preparing your proposal...

- Letter of Intent or concept letter. The grantor may ask for a letter of intent or a short version of your abstract. This allows them to make a preliminary decision on your proposal.

Be sure to stay within the requirements for length and presentation.
Preparing your proposal...

- Obtain a grant or proposal application form. (Many are available online.)
- Follow the guidelines and policies to the letter.
- Be sure you know your ‘research proposal’.
- Be sure to allow sufficient time to prepare, review, review again, proof and submit your proposal before the deadline. Make sure someone else reads your proposal for clarity and mistakes.
- Include a letter of introduction.
The Budget
Asking for money…

- Ask for the funding you will need… no more.
- Clearly justify the budget.
- In-Kind support should be estimated and then documented, if possible.
- Travel? Ask if it is allowed.
- Equipment. Ask who will own the equipment after the study is completed?
The Budget... Con’t

- Supplies – Be realistic.
- Be sure to include consultant costs, if needed.
- Patient costs.
- Will you need multi-year funding?
- Other expenses

Call the funding organization and ask what can be included.
The Budget... Con’t

- DIRECT v INDIRECT

**Direct** costs are those directly associated with the proposal or study. Patient costs, drug charges, medical tests, etc.

**Indirect** costs are those not clearly identified as being associated with the proposal or study. (Copier expenses, secretarial support, etc.) If allowed, indirect costs will only be a percentage of the total grant or a negotiated % in addition to the grant amount.
Proposal dos and don’ts…

You should:

- Make the budget believable. Provide detail.
- Make sure you have included the CVs of all co-investigators, research assistants and etc. Will you or others need any certification or training before starting your study?
- Get all the appropriate signatures.
- Have your application reviewed by a colleague.
- Think positive.
Proposal dos and don’ts…

You should:

- Write a positive, concise narrative within the grant guidelines.
- Start with your concept, and make a logical, step-by-step approach to your outcomes.
- Articulate why your concept is worth funding.
- Convey your ability and resources to be successful.
Proposal do and don’ts

You should not:

- Use ‘One size fits all’ proposal strategy.
- Rush your proposal. Be sure it says what you really have in mind.
- Miss deadlines. Follow the instructions.
- Have typographical and spelling errors!!!

Be sure about the number of copies needed. Follow the instructions.
Timelines...

- If a research project is required for graduation, don’t wait until April before graduation to start.
- Local projects will need to be reviewed for scientific merit. Review may take 30 to 60 days. IRB approval will take an additional 30 – 90 days. PLAN AHEAD.
- National granting organizations may take up to 6 months or longer to review and approve a project. PLAN AHEAD.
Help!!!

- Overwhelmed: Ask for help.
  
The Office of Research-UKSM-W will help with all aspects of your proposal.

Call the funding organization with questions.

Ask your institution for direction and help.

Ask a colleague who has been successful for assistance by reading your proposal or application.
Help!!!

The UKSM-W Office of Research will help you with your budget and help figure indirect costs, if applicable. The office will check the guidelines and requirements to make sure you’re complying with all federal, state and local grant regulations.

WMREF’s Scientific Review Committee can help. Call the WMREF office – 686-7172.
Ask for Help!! Don’t go it alone.
Online help for your funding search...

U.S. Department of Health and Human Services
http://www.hhs.gov/grants/index.shtml

The Foundation Center
http://www.foundationcenter.org

http://www.guidestar.org

Foundations Online
http://wwwFOUNDATIONS.ORG

Kansas Foundations
http://www.mainstreaminc.net/knpa/directory.html
The keys to funding.

- Local sources:
  - Wichita Medical Research & Education Foundation
  - Via Christi Foundation – St Francis Hospital
  - American Cancer Society
  - Disease-specific local organizations.
The Key to Success…

Submit.

Resubmit, if necessary.

Keep trying.

Good Luck.
Enjoy your success!

Peggy L Johnson, Executive Director
Wichita Medical Research & Education Foundation