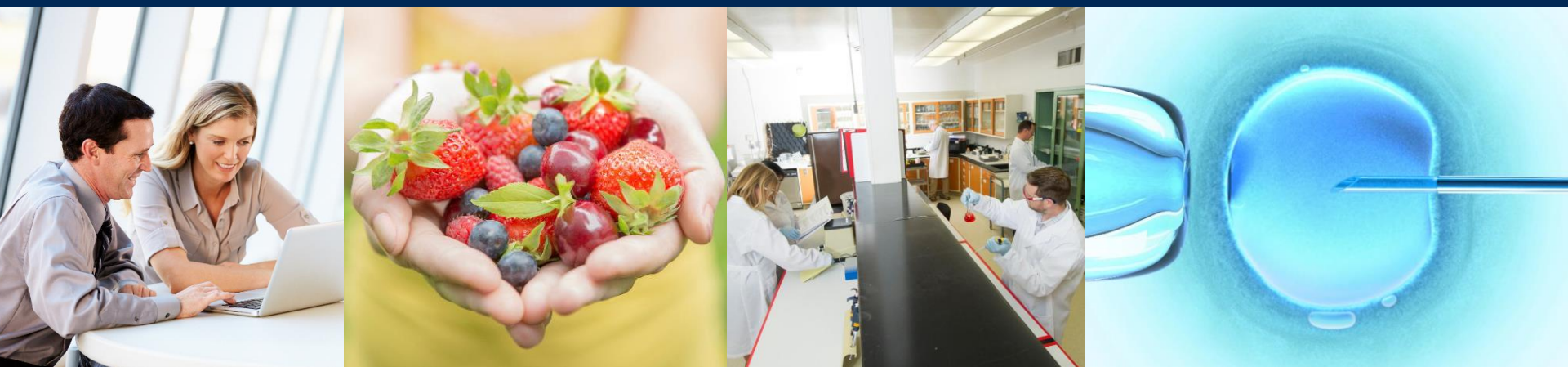


# New Faculty Brownbag: Research Development



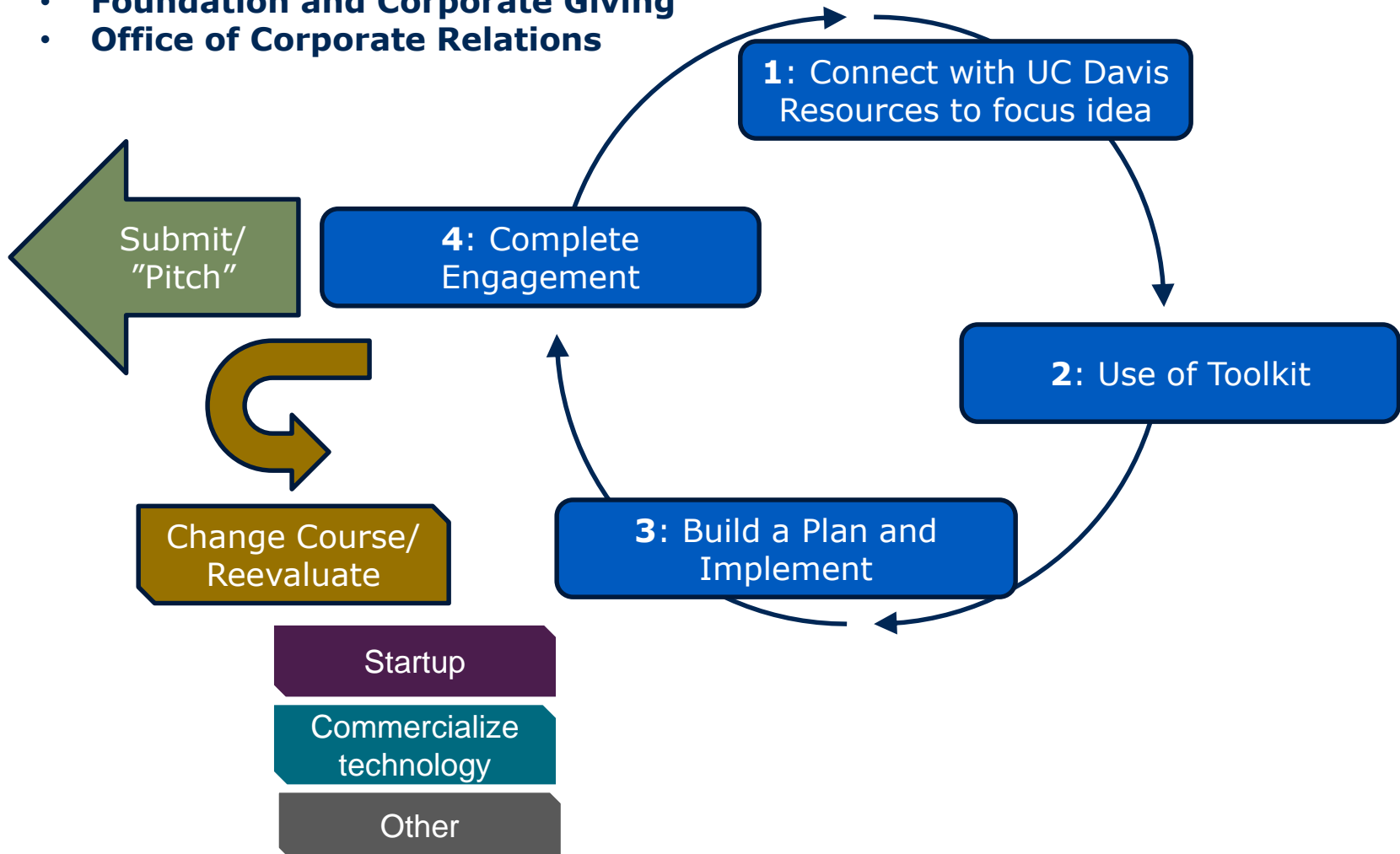
**Presented By:**

Interdisciplinary Research Support  
Foundation and Corporate Giving  
Office of Corporate Relations

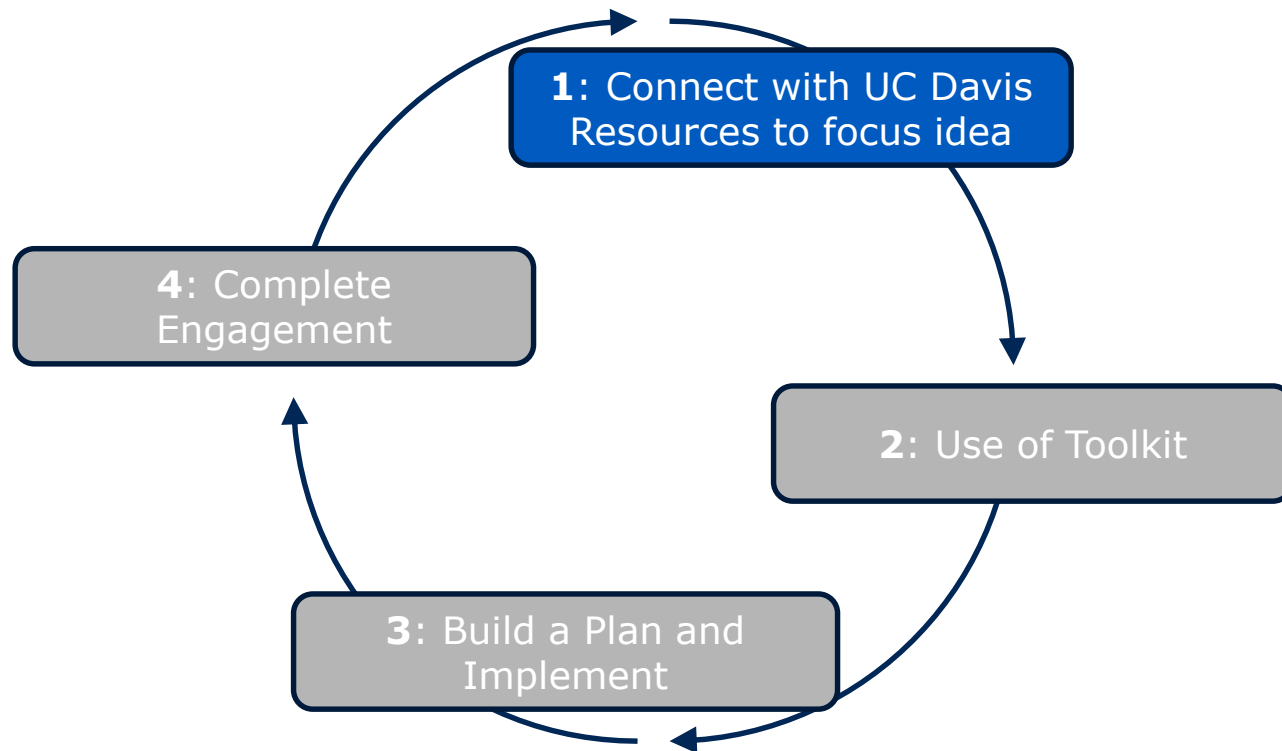
**UC DAVIS**  
UNIVERSITY OF CALIFORNIA

## Research Development Workflow:

- **Interdisciplinary Research Support**
- **Foundation and Corporate Giving**
- **Office of Corporate Relations**



# Office Overviews and Step 1



# Interdisciplinary Research Support: Overview

## Funding Opportunities Identification

- Set-up personalized searches
- Coordinate internal selection processes

## Grant writing and coordination

- Large-scale interdisciplinary projects
- Small to medium-scale projects
- Training grants

## Workshops

- Grant-writing
- Budget development
- Funding identification

## One-on-One Support Programs

- New Faculty development
- Drop-in Office Hours



# Interdisciplinary Research Support: Step 1

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Receive the Weekly  
Research Funding Update



View in the Research Funding system

Create a search in Pivot



Follow us on Twitter

[@UCDavisFundOpps](https://twitter.com/UCDavisFundOpps)

# Foundation and Corporate Giving: Overview

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We connect private foundations and corporate foundations with the innovative thinking of UC Davis leadership, educators, scientists, physicians

1. Increase philanthropic support to advance research, programs, and education
2. Cultivate strategic relationships with private funders in order to further university goals
3. Support leadership and faculty with high level service through the entire fundraising process

# Foundation and Corporate Giving: Step 1

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- Contact our office at [fcg@ucdavis.edu](mailto:fcg@ucdavis.edu) to set up a meeting with a member of our team
- We will:
  - Talk with you about your project
  - Work with you to identify potential private foundation funders and share our insights on how your project can best align with funder goals
- Sign up for our newsletter to stay up to date on all the latest private foundation news

# Technology Management and Corporate Relations (TMCR): Overview

Foster university-industry relationships

## Students



Career Opportunities

Internships

Recruitment of graduate students

Fellowships

## Research



Sponsored Research

Research Gifts

Joint federal grant submissions

VISTR Program

## Science and Innovation



Licensing

Scientific Meetings

Startup Formation

Adjunct/visiting professor appointments

## Services and Contracts



Clinical Trial Agreements

Purchasing and Business Contracts

Core Facility Services



# Office of Corporate Relations: Step 1

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The UC Davis Office of Corporate Relations (OCR) serves as the front door to university resources for corporations and businesses.

## For industry:

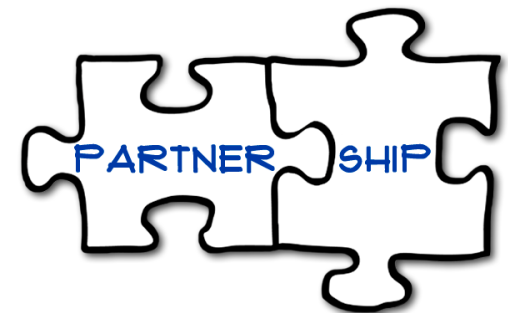
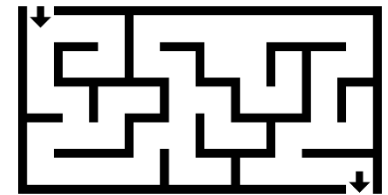
- Navigate complex university maze
- Introduction to talent pipeline

## For faculty:

- Facilitate first steps in developing research partnership
- Provide background intelligence on companies

## For both:

- Steward the relationship and keep open communication flowing

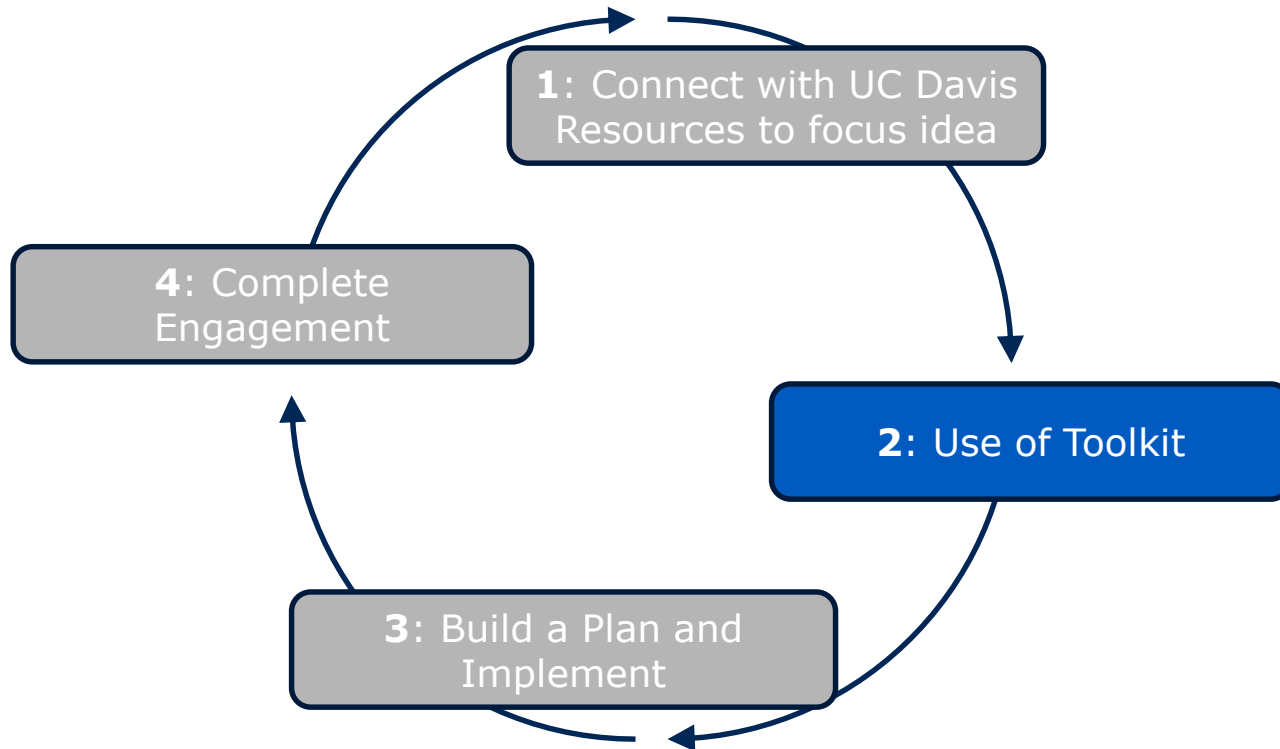


# Common Pitfalls: Step 1

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- Not taking advantage of campus resources (such as our offices!)
- Not taking the time to understand the funder's priorities
- Setting search criteria that are too narrow
- Talking to companies or foundations without first consulting expertise on campus
- Having a confidential conversation without appropriate agreements

# Step 2



# Interdisciplinary Research Support: Step 2

## Research Funding

[Home](#)[Committee Review](#)[Management](#)[Reports](#)[FAQ](#)

## Limited Submissions

[Update email?](#) [slslubell@ucdavis.edu](mailto:slslubell@ucdavis.edu)

When a sponsoring agency limits the number of applications/proposals that an institution can submit to a specific RFA, the Office of Research coordinates the process for selecting the applicant(s) for that program. Below is a list of Limited Submissions programs identified by the Office of Research.

| <input type="text" value="Search by Announcement Name"/> | <input type="button" value="Open"/>   | <input type="button" value="All Years"/> | <input type="button" value="Filter"/> | <input type="button" value="Clear"/> |
|--|---|--|---------------------------------------|--------------------------------------|
| Sponsor  | Announcement  | Internal Deadline                        | Deadline                              | Status                               |
| US Department of Agriculture (USDA)                      | <a href="#">Biotechnology Risk Assessment Research Grants (BRAG) Program</a>  | Dec 15, 2015                             | Apr 15, 2016                          | Open                                 |
| Centers for Disease Control and Prevention (CDC)         | <a href="#">Annual Estimates of Influenza Vaccine Effectiveness for Preventing Medically Attended Laboratory-Confirmed Influenza in the United States</a> | Dec 01, 2015                             | Jan 11, 2016                          | Open                                 |
| Centers for Disease Control and Prevention (CDC)         | <a href="#">Research on Technical Improvement of Personal Protective Equipment (PPE) to be Used in Healthcare Settings for Infection Control</a>          | Dec 01, 2015                             | Jan 19, 2016                          | Open                                 |
| National Institutes of Health (NIH)                      | <a href="#">Outstanding New Environmental Scientist Award (ONES)</a>  | Dec 01, 2015                             | Feb 26, 2016                          | Open                                 |
| US Department of Health and Human Services (DHHS)        | <a href="#">Rural Health Network Development Planning Program</a>   | Dec 01, 2015                             | Jan 08, 2016                          | Open                                 |
| US Agency for International Development (USAID)          | <a href="#">Integrating Community Health APS</a>  | Dec 01, 2015                             | Feb 05, 2016                          | Open                                 |
| National Endowment for the Arts (NEA)                    | <a href="#">The Big Read</a>  | Nov 24, 2015                             | Jan 27, 2016                          | Open                                 |

### FUNDING OPPORTUNITIES

#### Limited Submissions

[Coordinated Submissions](#)[Funding Opportunities of Special Interest](#)[UC Davis Administered Programs](#)

## Search Tags

[Agricultural](#) [Arts](#) [Behavioral Medicine](#) [Biological](#)  
[Biomedical](#) [Cancer](#) [Career Development](#)  
[Computing](#) [Cybersecurity](#) [Developing Countries](#)  
[Economic Development](#) [Economics](#) [Education](#)  
[Energy](#) [Engineering](#) [Environmental](#)  
[Genomic-Genetic](#) [Health Care](#) [HIV-AIDS](#)  
[Humanities](#) [Industry Partnership](#) [Interdisciplinary](#)  
[International](#) [Junior Investigators](#) [K12](#) [Literature](#)  
[Mathematics](#) [Medical-Medicine](#)  
[Neuroscience](#) [Nutrition](#) [Physical Sciences](#)  
[Post-docs](#) [Private Foundation](#) [Psychology](#)  
[Radiology](#) [Senior Investigators](#)  
**[Social-Sciences](#)** [Technology](#)  
[Training](#) [Veterinary Medicine](#) [Water](#)

# Interdisciplinary Research Support: Step 2

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## Writing a One-pager

### Overview: The four paragraph format

1. Set the Stage—Lay Out the Problem



Who  
Cares?

2. State the Theme and your Solution



Here's How

3. State your Specific Objectives

4. Create a Vision



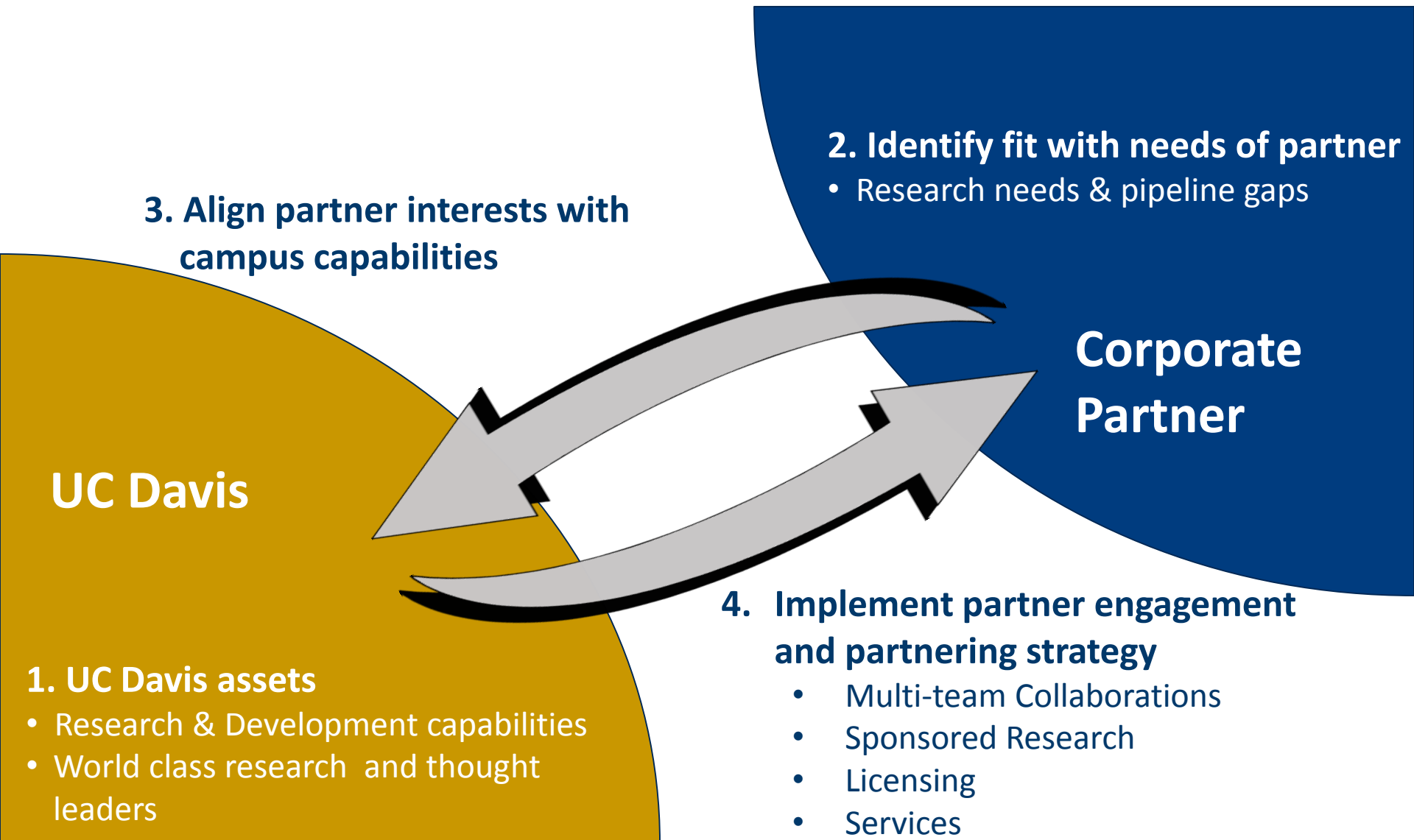
So  
What?

# Foundation and Corporate Giving: Step 2

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- How we can help you:
  - Access to **databases** to help you identify potential funders
  - Provide **feedback** from an external perspective on concept papers, LOIs, proposals, reports
  - We have **relationships** with funders that provide us with additional insights that can help with proposal development
  - Part of Development and Alumni Relations – **connect** with college/unit development officers

# Office of Corporate Relations: Step 2



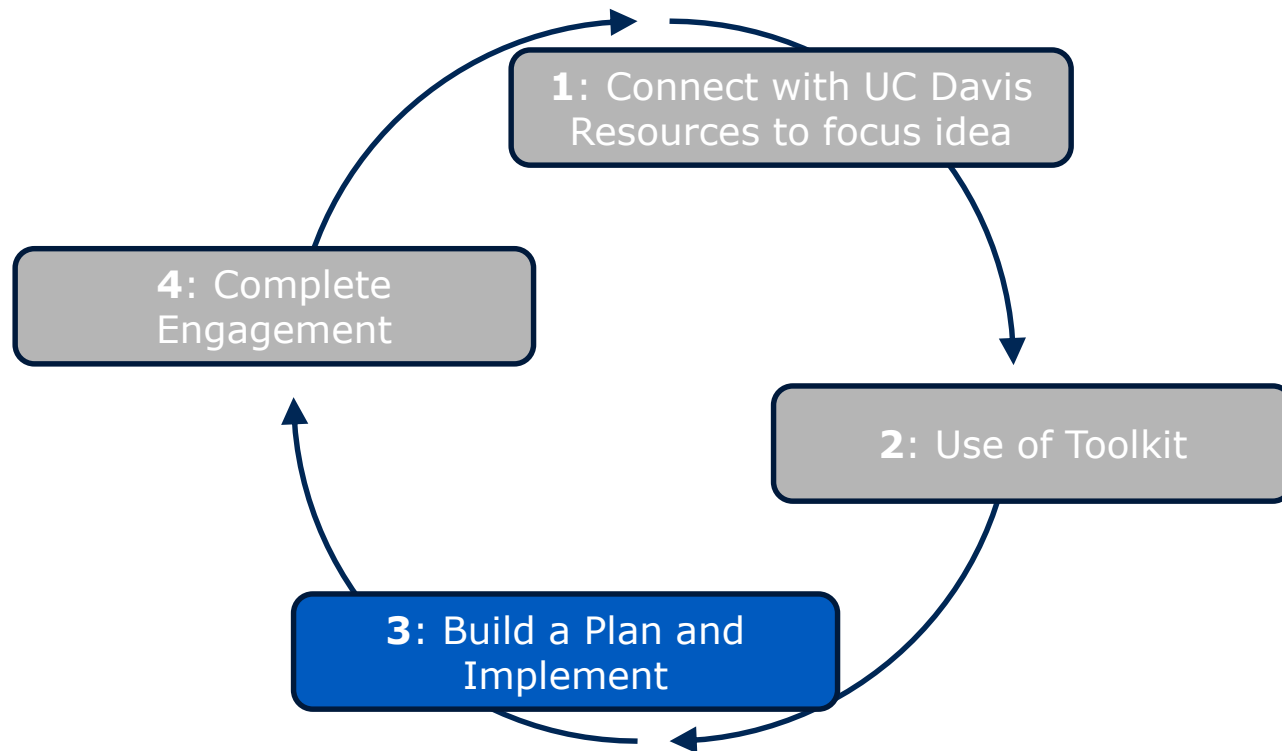
## Common Pitfalls: Step 2

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- Failing to provide a compelling argument of the importance and need
- Speaking to own needs and desires and not listening to the external partner/funder needs



# Step 3



# Interdisciplinary Research Support: Step 3

## Developing your proposal

- **Be proactive:**  
Proposal checklist and production calendar (timeline)
- **Attend grant writing office hours:**  
Samples, templates, boilerplate, figures
- **Find a Mentor:**  
Advice about funding agency, review drafts of proposal
- **Work with your department grant administrator:**  
Budgets and justifications, internal forms
- **Develop a robust filing system:**  
Maintain and update biosketches, list of current grant funding, list of collaborators, conflicts, and mentees



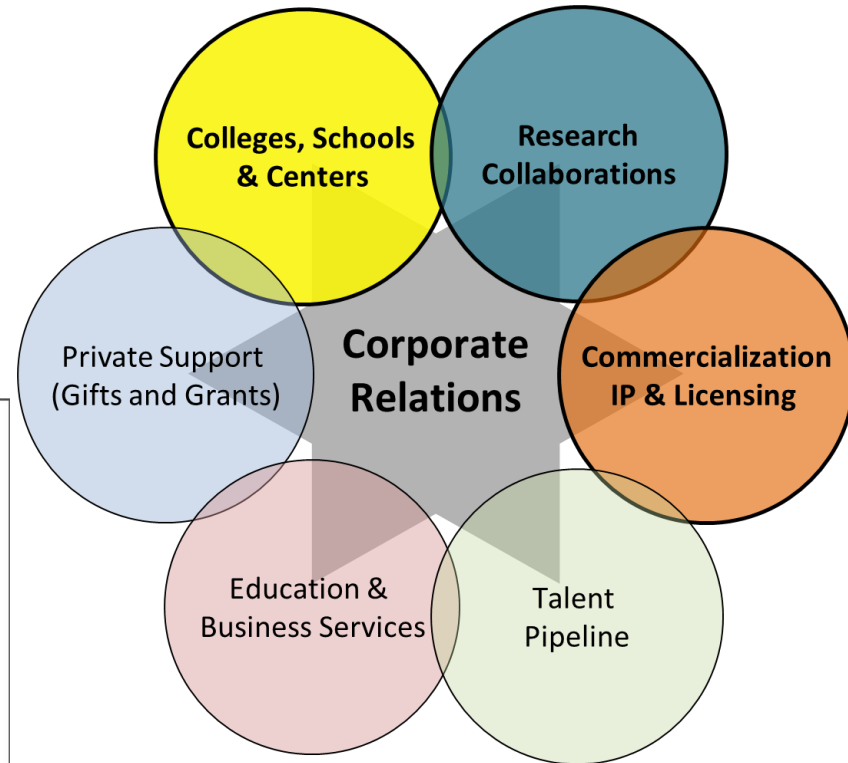
## Foundation and Corporate Giving: Step 3

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- We will work with you to develop a strategy for approaching each potential funder designed to maximize your success
  - Builds from our “insider” knowledge of private foundation funders and prospect research
  - Schedule a call or meeting prior to proposal submission
  - Craft one-pager/concept paper as needed
  - Work with you to refine your project concept to align with funder interests

# Office of Corporate Relations: Step 3

- Company intelligence/ background
- Track agreements (CDAs, project)
- Facilitate meetings
- Intercampus engagement



Date: January 12, 2016  
 Title: Page 1 of 2

UC Davis Office of Research  
 Company Overview

Company Name: AeroFarms

Summary/Overview

Address: AeroFarms Corporate Office  
 89 Market Street  
 Newark, NJ 07102

Phone: (973) 242-2495

Website: <http://aerofarms.com/>

#### Background/Highlights:

- Founded in 2004 to address the global food crisis
- Builds, owns, and operates farms that can grow food locally, safely, and sustainably.
- Aims to enable local farming at a commercial scale.
- Began by selling their food at the Ithaca Farmer's Market and Moosewood Restaurant.
- Patented growing technology was developed by Dr. Ed Harwood.
- The company also sells its farming technology and systems domestically and internationally.
- Currently building what will be the world's largest indoor vertical farm.
- AeroFarms uses aeroponics and LEDs to grow its crops without sun or soil.
  - Patented cloth medium
  - No pesticide usage
  - 95% less water usage



Mitsui Global Strategic Studies Institute  
 visit to UC Davis  
 Friday, January 22<sup>nd</sup>, 2016

#### AGENDA

Location: 2209 RMI South  
 8:15 Welcome by Office of Corporate Relations  
 8:30 Precision agriculture: Shrin Uppathya  
 9:00 Phaff Yeast Culture collection: Kyria Boundy-Mills  
 9:30 Enzyme engineering and Innovation Institute for Food & Health: Justin Siegel  
 10:10 short break  
 10:15 Milk-derived ingredients, alternative protein sources: Moshe Rosenberg  
 11:00 Food Science & Technology departmental overview: Mike McCarthy  
 11:45 Travel

Location: Plant Reproductive Biology Building  
 12:00 Seed Biotechnology Center, Seed Central, Seed technologies and new breeding techniques: Kent Bradford and Allen Van Deynze  
 1:30 Plant Reproductive Biology building, lab and greenhouse tour  
 2:00 Travel

Location: 2209 RMI South  
 2:15 Discussion: Dave Segal  
 3:15 Discussion: Karen McDonald  
 4:00 Discussion: Bruce German and David Mills  
 4:45 Wrap up

#### Mitsui Participants:

- Yoichiro Miwa, Investment Director, Mitsui & Co. Global Investment, Inc., USA
- Satoshi Okada, P.E., Project Manager, Mitsui Global Strategic Studies Institute, JPN

Prepared by: [ucodavis@ucdavis.edu](mailto:ucodavis@ucdavis.edu)

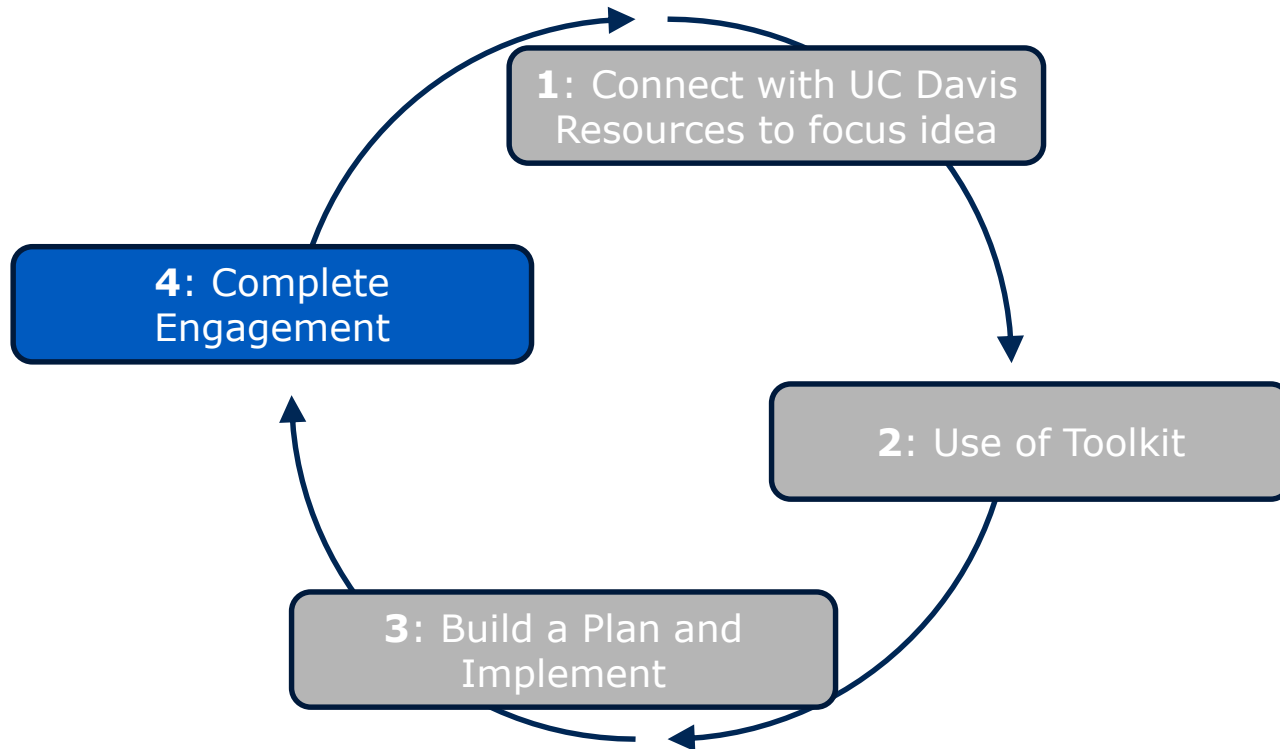


## Common Pitfalls: Step 3

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- Not allowing enough time for review from mentors
- Not following sponsor guidelines and being rejected without review
- Faculty members negotiating deal structure (only specific people on campus have the authority to negotiate)

# Step 4



# Interdisciplinary Research Support: Step 4

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## Submit your proposal

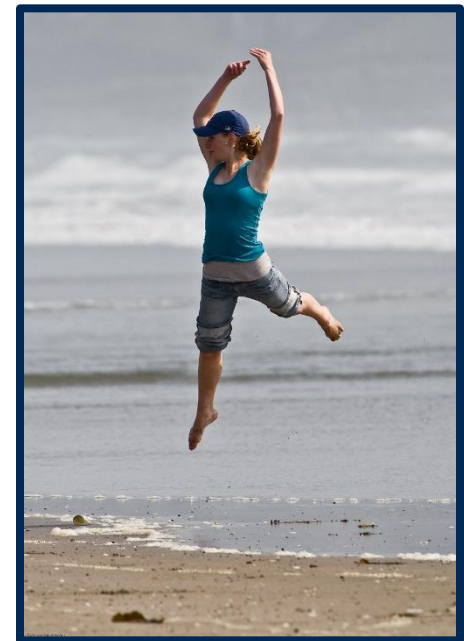
- Sponsored Programs level review and submission

## Post submission/Pre award activities

- Preparation of nomination materials
- Advice and coaching for interviews and presentations to sponsors
- Respond to “just-in-time” requests from sponsor

## Be Persistent

- Reapply to the program during the next cycle; respond to reviews
- Find other appropriate and related funding opportunities



# Foundation and Corporate Giving: Step 4

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- We will work with you to use insights gained during engagement with prospective funder to modify and adjust your concept
- Available to provide feedback on writing in order to craft the best proposal possible
- Provide assistance with submission as needed
- **If funded** – strategize with you about how to continue relationship and set stage for future funding
- **If not funded** – help garner feedback on proposal that can inform future submissions



# Office of Corporate Relations: Step 4

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You're not done yet!

- **Steward** and **grow** existing relationships
- Make sure company (and faculty) is pleased with **results**
- **Evaluation** process
- **Explore** potential new areas of engagement



## Common Pitfalls: Step 4

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- Thinking that you are done after you submit your proposal
- Completion of project without further follow-up or genuine assessment (from both sides)
- Not exploring further potential for engagement following initial funded project

# Contact information:

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- **Interdisciplinary Research Support**
  - Sheryl Soucy-Lubell and Kassie Obelleiro
  - Email: [irs@ucdavis.edu](mailto:irs@ucdavis.edu) [limsubmissions@ucdavis.edu](mailto:limsubmissions@ucdavis.edu)
  - Websites: <http://research.ucdavis.edu/offices/irs/> and <http://research.ucdavis.edu/proposals-grants-contracts/funding-opportunities/>
- **Foundation and Corporate Giving**
  - Traci Galbaugh and Jennifer Navarro
  - Email: [fcg@ucdavis.edu](mailto:fcg@ucdavis.edu)
  - Website: *under development*
- **Office of Corporate Relations**
  - Mona Ellerbrock and Victor Haroldsen
  - Email: [ocr@ucdavis.edu](mailto:ocr@ucdavis.edu)
  - Website: <http://research.ucdavis.edu/about-us/tech-mgmt/>