

New Faculty Brownbag: Research Development



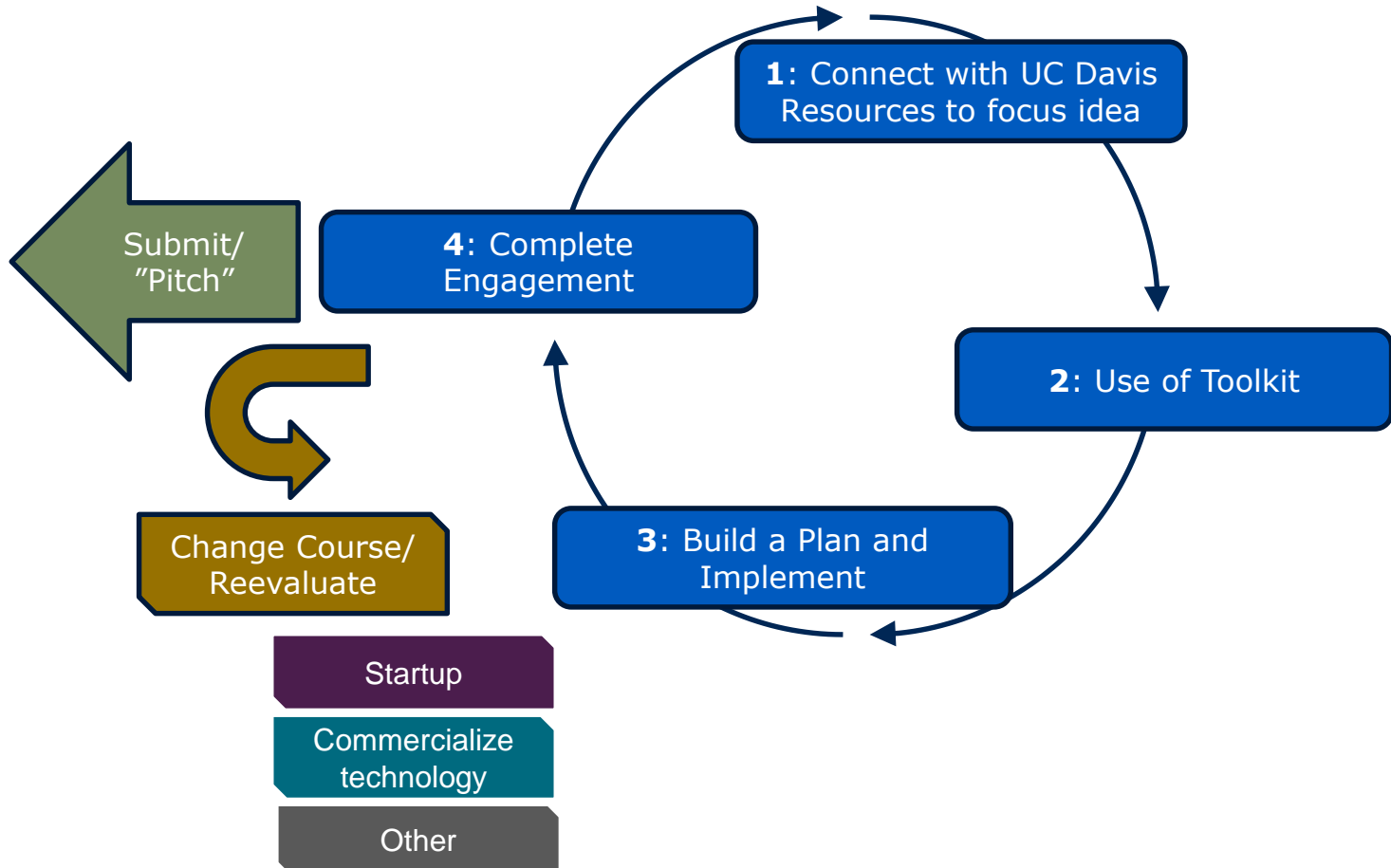
Presented By:

Interdisciplinary Research Support
Foundation and Corporate Giving
Office of Corporate Relations

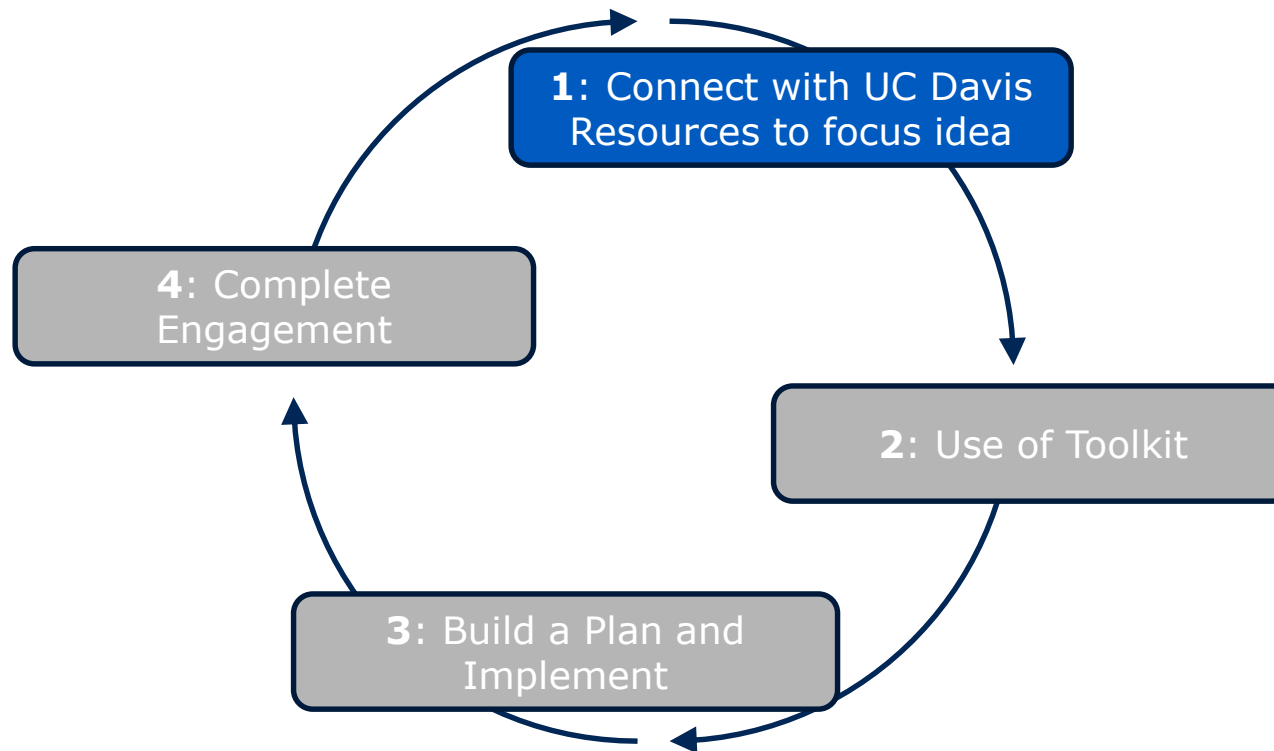
UC DAVIS
UNIVERSITY OF CALIFORNIA

Research Development Workflow:

- **Interdisciplinary Research Support (government)**
- **Foundation and Corporate Giving (foundations)**
- **Office of Corporate Relations (companies)**



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

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

We connect philanthropic organizations 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

- Contact our office at 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 funders and share our insights on how your project can best align with funder goals
- Follow us on Twitter @UCDavisFCG or Facebook at UCDavisFCG 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

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

For industry:

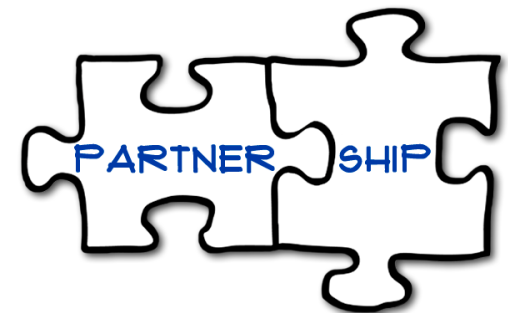
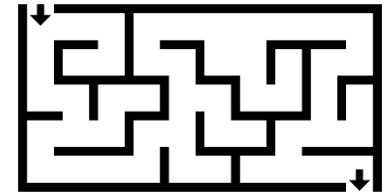
- Navigate complex university maze
- Introduction to talent pipeline

For faculty:

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

For both:

- Steward the relationship and keep open communication flowing

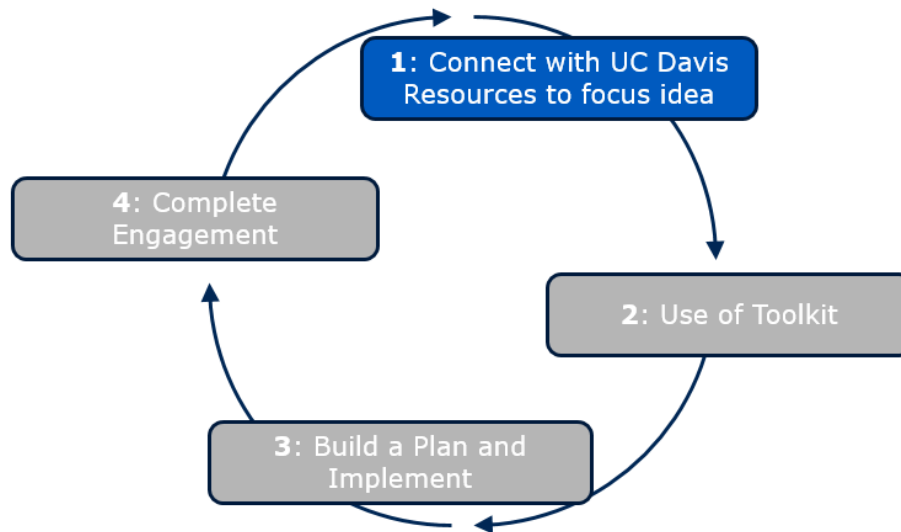


Common Pitfalls: Step 1

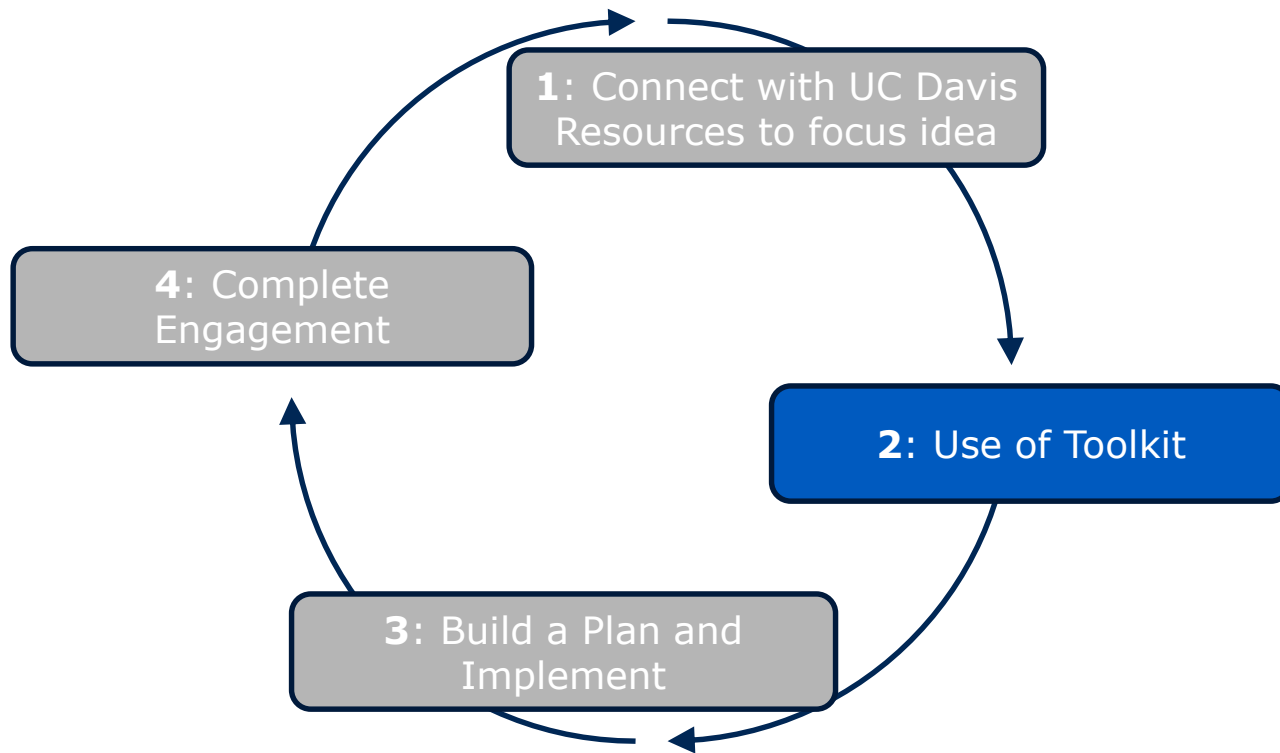
- Not taking advantage of campus resources (such as our offices!)
- Not taking the time to understand the funder's priorities
- Setting search criteria that are too narrow
- Talking to companies or foundations without first consulting expertise on campus
- Having a confidential conversation without appropriate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

Discussion: Step 1

- How many of you have worked on submitting a grant to the **US government** (NIH, USDA, etc.)
- How many of you have worked on submitting a grant to a **foundation**?
- How many of you have submitted a proposal to work with **industry**?



Step 2
































Foundation and Corporate Giving: Step 2

- How we can help you:
 - Identify funding opportunities
 - Project and concept development
 - Preparation of written materials such as concept summaries, letters of inquiry, and proposals
 - Facilitate conversations with funders prior to applying

Interdisciplinary Research Support: Step 2

Home
Funding
Profiles
Papers Invited
Admin
Funding

<ul style="list-style-type: none">  Active  Tracked 1  Saved Searches 6  Shared  Received  Advisor 1 <li style="background-color: #e0e0e0;"> Curated 26 <hr/> <p>Other Curated Lists</p> <ul style="list-style-type: none"> <input type="radio"/> Big Data/Data Science 32 <input type="radio"/> Biomedical 23 <input type="radio"/> BRAIN 26 <input type="radio"/> BRAIN 176 <input type="radio"/> Brazil 16 <input type="radio"/> Cancer 78 <input type="radio"/> Citizen Science 25 <input type="radio"/> Cuba/Mexico Opps 3 <input checked="" type="radio"/> Early Career Researc... 176 <input type="radio"/> Energy 10 <input type="radio"/> Energy Commission 0 	<p><input type="checkbox"/> Early Career Researchers (176) </p> <p>Created by: Bridget Gruber show details</p> <table border="1"> <thead> <tr> <th></th> <th>Sort</th> <th>Deadline</th> <th>Amount</th> </tr> </thead> <tbody> <tr> <td><input type="checkbox"/>  Early Career Investigator Award Bayer AG Bayer Healthcare Pharmaceuticals Bayer Biological Products Bayer Hemophilia Awards Program</td> <td></td> <td>30 Nov 2017 Letter Of Intent Confirmed</td> <td>\$14,000 USD</td> </tr> <tr> <td><input type="checkbox"/>  Fellowship Project Award Bayer AG Bayer Healthcare Pharmaceuticals Bayer Biological Products Bayer Hemophilia Awards Program</td> <td></td> <td>30 Nov 2017 Letter Of Intent Confirmed</td> <td>\$160,000 USD</td> </tr> <tr> <td><input type="checkbox"/>  Archaeology and Archaeometry National Science Foundation (NSF) Directorate for Social, Behavioral and Economic Sciences (SBE) Division of Behavioral and Cognitive Sciences (BCS)</td> <td></td> <td>01 Dec 2017 Full Proposal Confirmed</td> <td>see record</td> </tr> <tr> <td><input type="checkbox"/>  ARVO/Alcon Early Career Clinician Scientist Research Award Association for Research in Vision and Ophthalmology (ARVO)</td> <td></td> <td>01 Dec 2017 Abstract Submi... Confirmed</td> <td>see record</td> </tr> <tr> <td><input type="checkbox"/>  A. Verville Fellowship Smithsonian Institution (SI) National Air and Space Museum</td> <td></td> <td>01 Dec 2017 Application Confirmed</td> <td>\$55,000 USD</td> </tr> <tr> <td><input type="checkbox"/>  Clinical Scientist Development Award (CSDA) Doris Duke Charitable Foundation (DDCF)</td> <td></td> <td>01 Dec 2017 Preliminary Pr... Confirmed</td> <td>\$495,000 USD</td> </tr> <tr> <td><input type="checkbox"/>  Damon Runyon Physician-Scientist Training Award Damon Runyon Cancer Research Foundation</td> <td></td> <td>01 Dec 2017 Application Confirmed</td> <td>\$560,000 USD</td> </tr> </tbody> </table>		Sort	Deadline	Amount	<input type="checkbox"/>  Early Career Investigator Award Bayer AG Bayer Healthcare Pharmaceuticals Bayer Biological Products Bayer Hemophilia Awards Program		30 Nov 2017 Letter Of Intent Confirmed	\$14,000 USD	<input type="checkbox"/>  Fellowship Project Award Bayer AG Bayer Healthcare Pharmaceuticals Bayer Biological Products Bayer Hemophilia Awards Program		30 Nov 2017 Letter Of Intent Confirmed	\$160,000 USD	<input type="checkbox"/>  Archaeology and Archaeometry National Science Foundation (NSF) Directorate for Social, Behavioral and Economic Sciences (SBE) Division of Behavioral and Cognitive Sciences (BCS)		01 Dec 2017 Full Proposal Confirmed	see record	<input type="checkbox"/>  ARVO/Alcon Early Career Clinician Scientist Research Award Association for Research in Vision and Ophthalmology (ARVO)		01 Dec 2017 Abstract Submi... Confirmed	see record	<input type="checkbox"/>  A. Verville Fellowship Smithsonian Institution (SI) National Air and Space Museum		01 Dec 2017 Application Confirmed	\$55,000 USD	<input type="checkbox"/>  Clinical Scientist Development Award (CSDA) Doris Duke Charitable Foundation (DDCF)		01 Dec 2017 Preliminary Pr... Confirmed	\$495,000 USD	<input type="checkbox"/>  Damon Runyon Physician-Scientist Training Award Damon Runyon Cancer Research Foundation		01 Dec 2017 Application Confirmed	\$560,000 USD
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Interdisciplinary Research Support: Step 2

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?

Office of Corporate Relations: Step 2

3. Align partner interests with faculty
(facilitate meetings, interactions)

2. Identify fit with needs of partner
• Identify potential collaborator
(databases, historical interactions)

UC Davis

Corporate Partner

1. UC Davis assets
• Understand faculty interests
(online, one-on-one conversation)

4. Implement partner engagement and partnering strategy

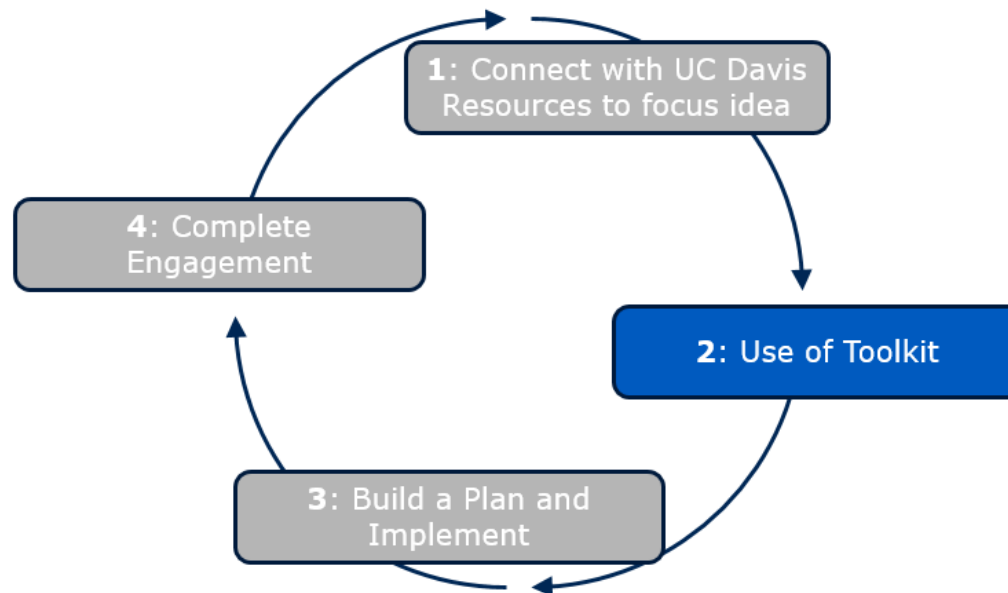
- Multi-team Collaborations
- Sponsored Research
- Licensing
- Services

Common Pitfalls: Step 2

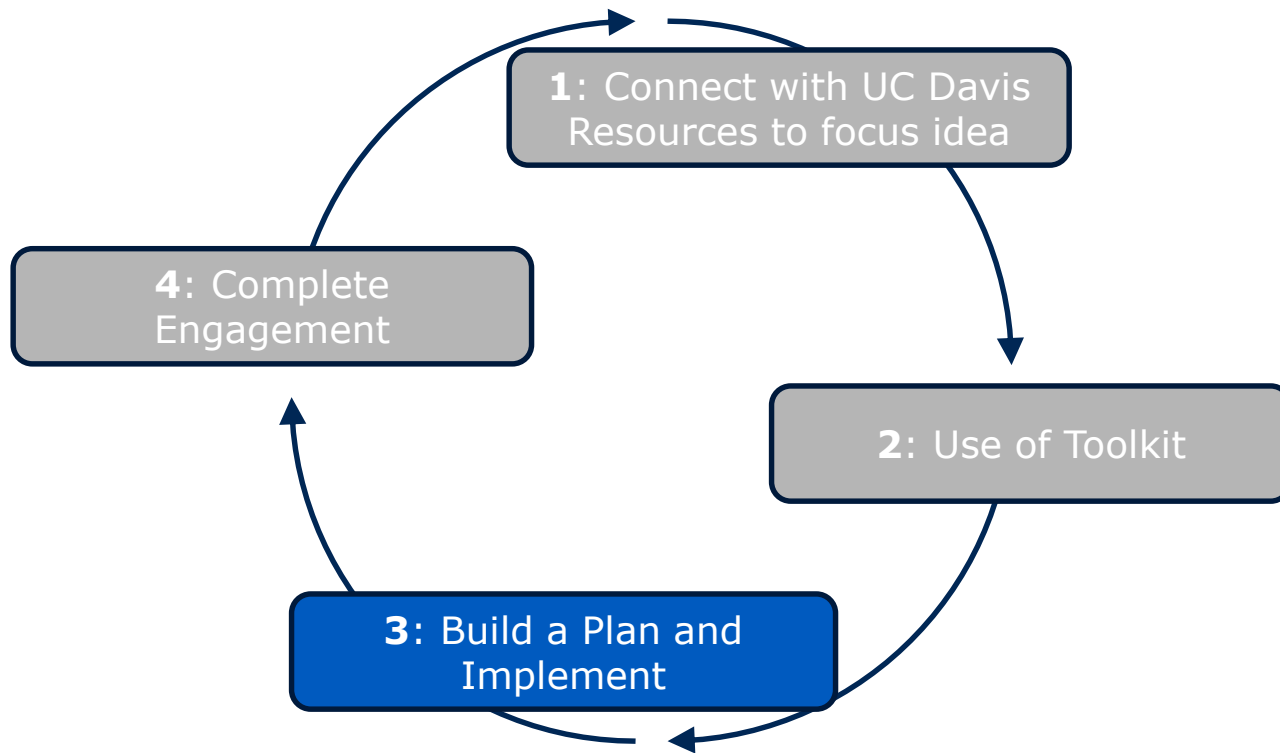
- Failing to provide a compelling argument of the importance and need
- Speaking to own needs and desires and not listening to the external partner/funder needs

Discussion: Step 2

- What resources do you currently use to identify opportunities for engagement/funding?
 - How effective do you find those resources?
- What gaps remain and are there things that you think we can do to fill those gaps?



Step 3



Office of Corporate Relations: Step 3

- Company intelligence / background
- Track agreements (CDAs, project)
- Facilitate meetings
- Intercampus engagement
- Set expectations, lines of communication



001 - January 11, 2016
 Month - Page 1 of 2

JC Davis Office of Research
 Company Overview

Company Name: AeroFarms

Summary/Overview

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

Phone: (973) 747-7470

Website: <http://aerofarms.com>

Background/Highlights:

- Founded in 2004 to address the global food crisis
- Locally, owns, and operates farms that can grow food locally, safely, and sustainably.
- Aims to enable local farming at a commercial scale.
- Grown by selling their food at the Itasca Tavern's Market and Moonwood Restaurant.
- Opened growing technology was developed by Dr. Celi 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.
- Anticipates sales, accessories, and kits to grow its crop without sun or soil.
 - o Patented cloth medium
 - o No pesticide usage
 - o 95% less water usage



Mitsui Global Strategic Studies Institute
 visit to UC Davis
 Friday, January 22nd, 2016

AGENDA

- Location: 2209 RMI South
- 8:15 Welcome by Office of Corporate Relations
 - 8:30 Precision agriculture: Shrin Ujadhayya
 - 9:00 Pfaff 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 Towel

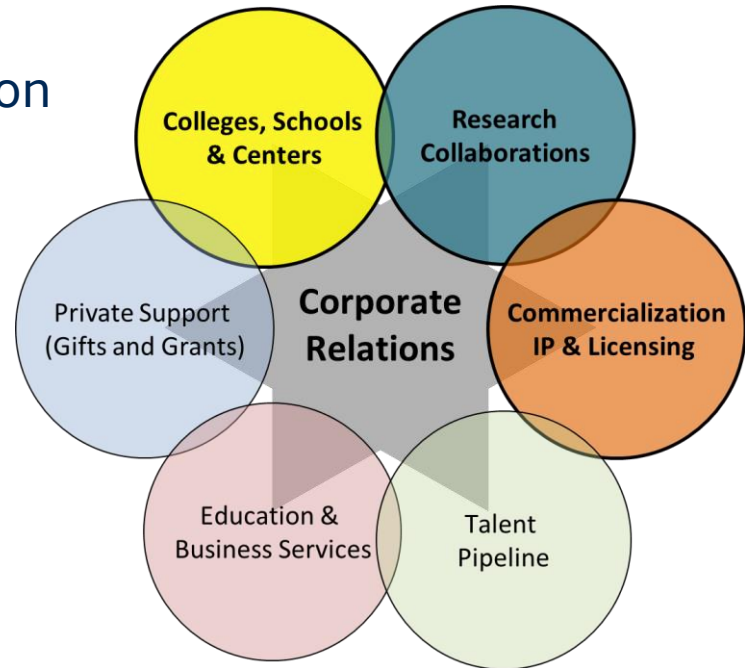
- Location: Plant Reproductive Biology Building
- 12:00 Seed Biotechnology Center, Seed Central, Seed technologies and new breeding techniques: Kent Bradford and Allen Van Deynze
 - 1:30 Plant Reproductive Biology building, lab and greenhouse tour
 - 2:00 Towel

- 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:

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

Prepared by: ucd@mitsui.edu



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 relationship with your program officer**
Feedback on your ideas, serve as a reviewer
- **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

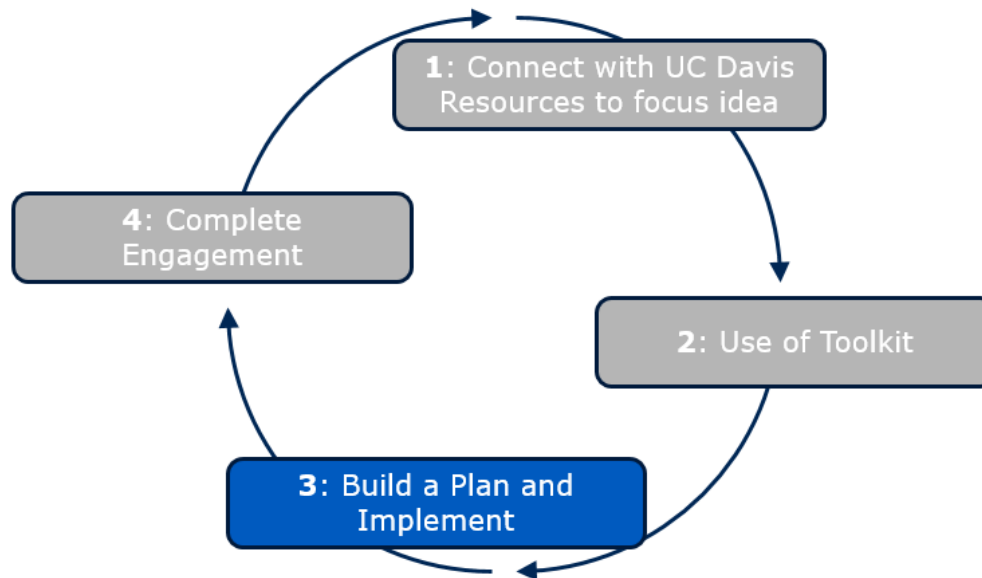
- We will work with you to develop a strategy for approaching each potential funder designed to maximize your success
 - Builds on our “insider” knowledge of private funders
 - Help you to identify your competitive advantage over other research/work
 - Develop a relationship with program staff that can separate your project from your competitors

Common Pitfalls: Step 3

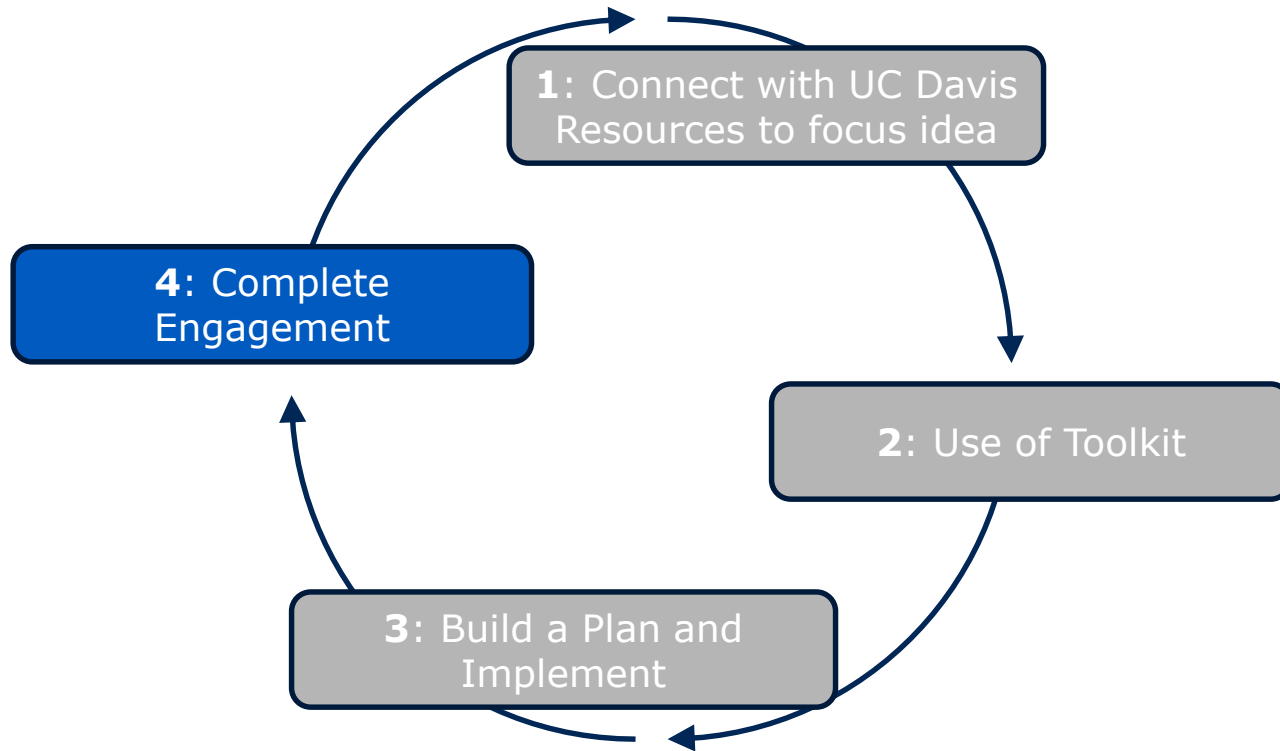
- Not allowing enough time for review from mentors
- Not following sponsor guidelines and being rejected without review
- Faculty members negotiating deal structure (only specific people on campus have the authority to negotiate)

Discussion: Step 3

- What can our teams do to help support each of you as you work to seek funding?
 - Office hours
 - Small workgroups
 - Individual planning meetings
 - Introductions to sponsors



Step 4



Interdisciplinary Research Support: Step 4

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

- 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

You're not done yet!

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



together

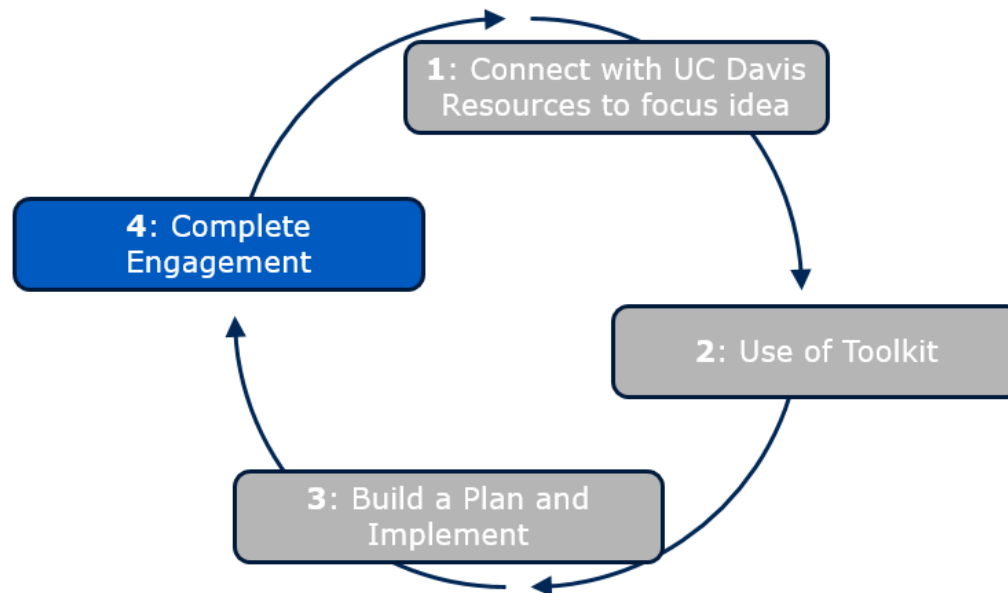
join collaborate connect unite
partner community work
share move create
build

Common Pitfalls: Step 4

- 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

Discussion: Step 4

- What do you personally find to be the most challenging part of seeking external funding?
- Brainstorming: What comes to mind to you for ways to continue engaging with funders?



Contact information:

- **Interdisciplinary Research Support**
 - Sheryl Soucy-Lubell and Meg Sparling
 - Email: irs@ucdavis.edu limsubmissions@ucdavis.edu
 - Website:
<http://research.ucdavis.edu/proposals-grants-contracts/>
- **Foundation and Corporate Giving**
 - Jenny Bickford
 - Email: fcg@ucdavis.edu
 - Website: <http://devar.ucdavis.edu/resources/faculty-staff/foundation-corp-giving>
- **Office of Corporate Relations**
 - Victor Haroldsen and Jamie Shattuck
 - Email: ocr@ucdavis.edu
 - Website: <http://ocr.ucdavis.edu>