

Tips for Winning Florida's James & Esther King and Bankhead-Coley Grants... and Making the Most of Your Award



NOVEMBER 9, 2010



OVERVIEW of FLORIDA BIOMEDICAL RESEARCH PROGRAM:

- Competitive, merit-based grants to Florida research institutions
- Funded by portions of the state surcharge on tobacco products
- Most awards are \$100K to \$1.5M for one- to three-year projects
- Total budget of \$42 million in 2010

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Improve prevention, early detection, diagnosis, treatment and cure of diseases related to tobacco use such as cardiovascular disease, stroke, and pulmonary disease



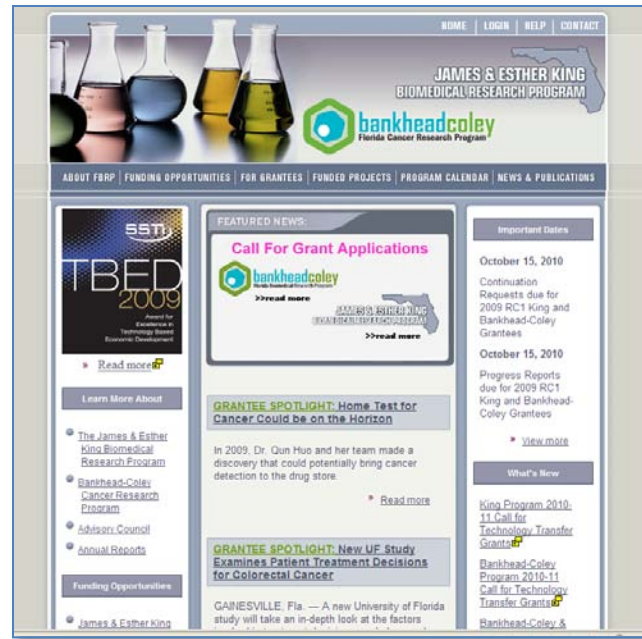
Advance progress toward cures for cancer

Tip #1 – It's all about the preparation

Spend a couple hours learning about Program goals, grant types, decision processes, and previous grant recipients.

Luck is what happens when preparation meets opportunity.

- Seneca, Roman philosopher and politician



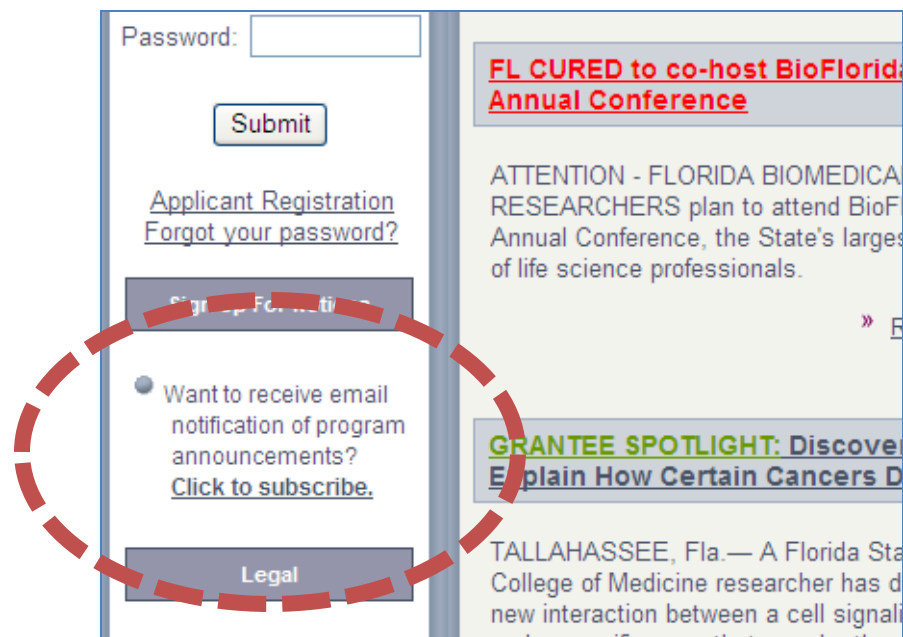
Visit www.floridabiomed.com for funding calendars, program announcements, grant type descriptions, and links to Calls for Applications

Download annual reports for info on funded grants and discussion of priorities and future program direction



Tip #1 – It's all about the preparation

Sign up for Program announcements and get an early view of grant types and application schedules.



The screenshot shows a web page with a registration form on the left and a news section on the right. The form includes a 'Password:' field, a 'Submit' button, and links for 'Applicant Registration' and 'Forgot your password?'. Below these is a section for email notifications: 'Want to receive email notification of program announcements? Click to subscribe.' This section is circled in red. At the bottom of the form is a 'Legal' button. The news section on the right features a red headline: 'FL CURED to co-host BioFlorida Annual Conference', followed by text about researchers attending the conference. Below that is a green headline: 'GRANTEE SPOTLIGHT: Discover Explain How Certain Cancers D', and another article snippet starting with 'TALLAHASSEE, Fla.— A Florida Sta College of Medicine researcher has d new interaction between a cell signali'.

Both Programs offer pre-announcements of upcoming competitions weeks ahead of the Call release.

Tip #2 – Write with the reviewers in mind

Study the peer review questionnaire posted on the Program website.

Have a colleague or mentor use it to review your draft.

Writing is easy. All you do is stare at a blank sheet of paper until drops of blood form on your forehead.

- Gene Fowler

The Program uses evaluation criteria patterned after the National Institutes of Health. Common core criteria:

- ✦ Significance
- ✦ Investigator qualifications
- ✦ Innovation
- ✦ Approach
- ✦ Environment

PLUS

- ✦ Tobacco *or* cancer relatedness

Tip #2 – Write with the reviewers in mind

Avoid proposal deficiencies commonly cited in proposal evaluations.

- Construct your proposal around a clear relationship to cancer or tobacco use
- Develop specific aims that are ambitious but achievable for time and money requested
- Clearly explain your rationale for choosing these aims, including preliminary data (avoid “fishing expeditions”)
- Don’t hang your entire project on the successful outcome of Aim #1
- Show innovation by demonstrating an awareness of alternatives
- Show relevance by explaining how your work may lead to eventual improvements in preventing, diagnosing, or treating cancer or tobacco-related disease

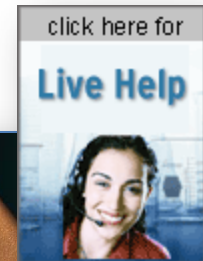
Tip #3 – Ask for help

Take advantage of the Program's resources for assistance.

I may be a living legend, but that sure don't help when I've got to change a flat tire.

- Roy Orbison, American singer-songwriter

- Submit written questions and read what other people ask
- Use the available technical support



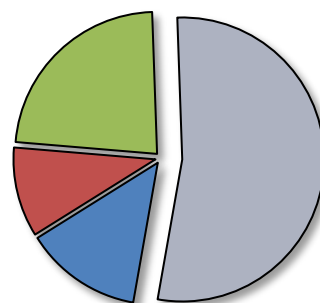
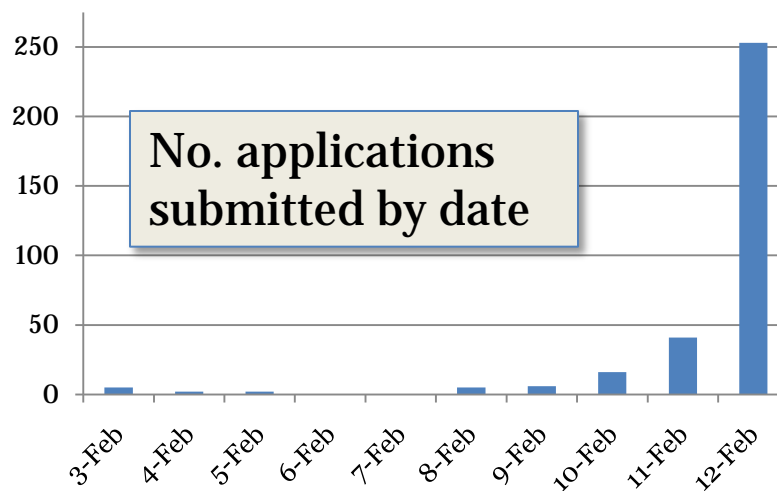
Tip #4 – Beat the last-minute rush

Submit your application at least 24 hours prior to the competition deadline.

My evil genius Procrastination has whispered me to tarry 'til a more convenient season.

- Mary Todd Lincoln, former First Lady of the United States

Application pattern from last competition: Feb 12th due date



Last day applications submitted by time

■ Before 11 am ■ 11-1 pm ■ 1-3 pm ■ 3-5 pm

Tip #5 – Be open to feedback

Consider the points made in the peer review evaluation report.

Use it to improve your next proposal.

People ask for criticism, but they only want praise.

- W. Somerset Maugham, *English novelist*

Peer review is conducted without discussion, so conflicting opinions are unresolved



The Program compensates by discarding highest and lowest merit scores and averaging the rest

Congratulations! You've Received an Award

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Program Expectations

Report progress against Aims

Publish and present your findings

Protect and capitalize on intellectual property

Secure additional funding

Tip #6 – The Program wants you to succeed

Use the many Program resources offered to help you be successful.

My best friend is the one who brings out the best in me.

- Henry Ford, *US automobile industrialist*

- Partner with your Grant Manager and keep him/her informed regarding any problems or delays
- Read the Table of Deliverables in Award Terms and Conditions
- Check out the Grants Administration Manual, refer to it for Program policies and helpful instruction
- Refer to the To-Do List in GrantEase®
- Be open to the peer review feedback on your progress reports and during site visits
- Seek approvals for major changes in your research plan that will maintain/revive your momentum

Tip #7 – Pay it forward

Help Florida's lawmakers and citizens see the value in making these investments.

Help increase global awareness of Florida as a great place in which to conduct biomedical research.

Assist the Program in communicating the successes made possible by your award

- Respond to surveys and interview requests for information used in Program web site articles and annual reports

Inform your colleagues and collaborators about Program opportunities and accomplishments

- Properly acknowledge Program awards in publications, presentations, and press releases

In Closing...

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Knowing trees, I understand the meaning of patience.
Knowing grass, I can appreciate persistence.
- *Unknown*

Tip #8 - Repeat.