Show Me the Money!

Use **pivot™**

To Find Funding Opportunities

Melissa Throckmorton
Coordinator of Research Development Services
March 28, 2018
Objectives

• The 4 Step Strategy
• Crafting the Elevator Speech
• PIVOT
• Additional Search Strategies and Tips
• Questions
The 4 Step Strategy
Step 1: Evaluate Your Needs

• What is the problem, need, or gap? Why is it important to address it?
• What is your hypothesis or research statement?
• Why is your research or program outstanding and significant? Who will benefit?
• How is it unique or different? How is it innovative?
• Why should your research or program be funded over another need?
Step 2: Define your research project or program around your identified need, problem or gap

Step 3: Formulate and plan the structure of the project
- Background
- Mission statement
- Goals and objectives
- Timeline
- Assessment plan/tools
- Required materials, supplies and personnel
- Total costs (be as specific as possible)

Be careful about chasing the money.
Crafting Your Elevator Speech
(Lay Summary)

Now translate all of the information you just compiled into language that someone outside your field can understand...

• Give a brief description of the need that your research or program is addressing.
• What are 2 to 3 facts/statistics that really express the significance of your research, project or program?
• What is your overall goal or aim?
• In 3 sentences or less what are you going to do to achieve the aim?
• What are the outcomes/benefits?
• What questions do you think that person would ask you?
Step 4: Find the Right Funding Entity and Opportunity

Consider the available options in relation to your needs and resources:

#1...please check eligibility!!

- Type of funding: program, research, conference, travel, etc.
- Mission/stated goals of the agency, foundation or organization
- Expected level of experience (stated or implied; be realistic)
- Goals of the particular opportunity
- LOI/Pre-Proposal/Proposal due date
- Grant start dates
- Grant project period
- Amount available
Cos Pivot

- A global database, packed with 26,000 records of funding opportunities worth an estimated $33 billion
- 3 million+ expert profiles from around the world
- All categories of sponsors, public and private
  - Over 11,500 national and international sponsors including government agencies, private foundations, corporations, non-profit organizations, etc.
- Funding for many purposes: grants, fellowships, capital improvements, travel, visiting professors, training, and more
- Pivot Funding is edited daily by a group of editors. Not by a machine!
Creating a Pivot Account

• Go to [http://pivot.cos.com/funding_main](http://pivot.cos.com/funding_main)
• Click on “Sign Up” in the upper right corner.
Creating a Pivot Account

• Fill out all fields. You must use your VCU email address.

• Click “Create My Account.”
Creating a Pivot Account

• Go to your VCU email and open the confirmation email. Click “Confirm!”

Dear
You've just created a Pivot account with the user id of . To confirm your registration and complete the process, we need you to click the link below.

Confirm!

What if I didn’t create a Pivot account?
Someone created a Pivot account with this email address. If you didn’t do this, don’t worry. Your email address cannot be used to access Pivot without your confirmation.

Thanks,
The Pivot Accounts Team
Log in to Your Pivot Account

• Go to http://pivot.cos.com
• Click on “Log In” in the upper right corner.
• Your username is your VCU email address.
Ways of Searching Pivot

- **Quick Search**
  Across all available funding opportunities (usually by keyword)

- **Sponsor Search**
  Across all programs in the database attached to a specific sponsor

- **Search Advisor**
  Find funding matches based on expertise profiles

- **Advanced Search**
  Construct targeted, field specific searches using search boxes (keywords), browsing windows (sponsor, location, deadline, etc.)
Searching for Funding

• Advanced Searches are recommended.
• Click on the “Funding” tab in the grey bar. Click on “Advanced Search.”
• Complete the fields for Activity Location, Citizenship or Residency, Funding Type, Keyword, Applicant Type, Sponsor Type.
• Click “Search.”
Searching for Funding

Funding Advanced Search

Find Opportunities matching

- Match all of the fields
- Match any of the fields

Select:
- Country/ies of citizenship and residency;
- Unrestricted;
- Unspecified

Select: all that apply

Browse for terms

Select: Academic Institution;
- characteristics of you

Select: if you want to limit to a certain type of sponsor
# Understanding Search Results

## Search Funding Results

Your Search: "(community outreach) AND ( Applicant Type = Academic Institution or Individuals: Early Career and Emerging in Field) AND (Citizenship = United States or Unrestricted or Unspec) AND (Activity Location = Virginia or ... more)

- Advanced Search
- Save Search
- Refine Search

<table>
<thead>
<tr>
<th>Submission type</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Limited Submission</td>
<td>3</td>
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</table>

<table>
<thead>
<tr>
<th>Top funding types</th>
<th>Count</th>
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<tbody>
<tr>
<td>Research</td>
<td>16</td>
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<tr>
<td>Program or Curriculum</td>
<td>12</td>
</tr>
<tr>
<td>Collaboration or Coop</td>
<td>3</td>
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<tr>
<td>Meeting or Conference</td>
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<tr>
<td>Artistic Pursuit</td>
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<table>
<thead>
<tr>
<th>Top sponsor types</th>
<th>Count</th>
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<tbody>
<tr>
<td>Private Foundation</td>
<td>6</td>
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<tr>
<td>Commercial</td>
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</tr>
<tr>
<td>Federal, U.S.</td>
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</tr>
<tr>
<td>Professional Society</td>
<td>3</td>
</tr>
<tr>
<td>Other Nonprofit</td>
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<table>
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<th>Top applicant types</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individuals: Mid-Caree</td>
<td>14</td>
</tr>
<tr>
<td>Individuals: Early Car</td>
<td>14</td>
</tr>
<tr>
<td>Nonprofit</td>
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</tr>
<tr>
<td>Academic Institution</td>
<td>10</td>
</tr>
<tr>
<td>Individuals: Graduate</td>
<td>6</td>
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</table>

<table>
<thead>
<tr>
<th>Top keywords</th>
<th>Count</th>
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<tbody>
<tr>
<td>Community or Outreach</td>
<td>15</td>
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<tr>
<td>Environmental Conserva</td>
<td>7</td>
</tr>
<tr>
<td>Environmental Education</td>
<td>6</td>
</tr>
<tr>
<td>Wildlife</td>
<td>5</td>
</tr>
<tr>
<td>Conservation Biology</td>
<td>5</td>
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### 19 Results

<table>
<thead>
<tr>
<th>Title</th>
<th>Deadline</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Local Accident Emergency</td>
<td>15 Jun 2018</td>
<td>$1,000 USD</td>
</tr>
<tr>
<td>Martin Ale</td>
<td>31 May 2016</td>
<td>30,000 kr sek</td>
</tr>
<tr>
<td>Public Engagement Grants Physiological</td>
<td>14 Jun 2018</td>
<td>£5,000 GBP</td>
</tr>
<tr>
<td>ANPA Career Development Award American Neuropsychiatric Association (ANPA)</td>
<td>26 Oct 2017</td>
<td>see record</td>
</tr>
<tr>
<td>Limited Funding Awesome Foundation</td>
<td>Continuous</td>
<td>$1,000 USD</td>
</tr>
<tr>
<td>Limited Grants to Organizations Graham Foundation for Advanced Studies in the Fine Arts</td>
<td>25 Feb 2018</td>
<td>$30,000 USD</td>
</tr>
<tr>
<td>Society Outreach Grant Program Archaeological Institute of America (AIA)</td>
<td>08 Nov 2017</td>
<td>$1,000 USD</td>
</tr>
<tr>
<td>Nature Conservation Project Grants Wildlife Conservation Trust</td>
<td>31 Oct 2017</td>
<td>£1,500 GBP</td>
</tr>
<tr>
<td>MAAF On-Screen/In-Person Program Mid Atlantic Arts Foundation (MAAF)</td>
<td>09 Dec 2017</td>
<td>$8,000 USD</td>
</tr>
</tbody>
</table>
Understanding Search Results

• Click “sort” to change sort of order of results.
• Use Faceted Search Results on left side to drill down within your search results.
• Click “Refine Search” to edit query.
• Check opps to set to Active or Tracked. You will be alerted for upcoming deadlines. Active opportunities are critical and Tracked opportunities are less critical, but still important.
• Check opportunities to send to colleagues or groups.
• Click on opportunity title for full record.
Save a Search/Receive Alerts

• Click “Save Search” at the top of the page.
Save a Search/Receive Alerts

- Give the search a name.
- Check box if you want to receive weekly alerts.
- You will receive an update on your funding search to your VCU email address

Save your search

Choose a name for your search: Community Outreach

Would you like to receive a weekly email containing new or updated opps from this query?

Save
Cancel
Save a Search/Receive Alerts

- Saved searches will appear on your Pivot homepage.
Save a Search/Receive Alerts

- You will receive weekly emails with new opportunities.

Funding Alerts for March 25, 2018

Limited Submission Opps

<table>
<thead>
<tr>
<th>Opp Title</th>
<th>Deadline</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nelson Mandela World Human Rights Moot Court Competition, University of Pretoria (UP), Centre for Human Rights</td>
<td>April 18, 2018 Deadline Confirmed</td>
<td>see record</td>
</tr>
<tr>
<td>Grantmaking Programs: Language Preservation and Education Grant, Potlatch Fund</td>
<td>June 20, 2018 Proposals Confirmed</td>
<td>$10,000</td>
</tr>
<tr>
<td>Royal Society Wolfson Fellowship, The Royal Society - United Kingdom</td>
<td>May 2, 2018 Application Confirmed</td>
<td>£250,000</td>
</tr>
<tr>
<td>RegioStars, European Union (EU), European Commission (EC), Directorate-General for Regional Policy (DG REGIO)</td>
<td>April 15, 2018 Application Confirmed</td>
<td>see record</td>
</tr>
<tr>
<td>Student Academy Awards (SAA), Academy of Motion Picture Arts and Sciences</td>
<td>June 1, 2018 Submission/Entry Confirmed</td>
<td>$5,000</td>
</tr>
</tbody>
</table>
# NSF Scholarships in Science, Technology, Engineering, and Mathematics Program (S-STEM)

**Limited Submission**

**Opp ID:** 104182  
**Program or Curriculum Development or Provision**  
**Last edited on:** 02 Mar 2018


**Sponsor:**
- National Science Foundation (NSF)
- Directorate for Education and Human Resources (EHR)
- Division of Undergraduate Education (DUE)
- Sponsor ID: 17-527 (Re-issue of NSF 16-540)

**CFDA Numbers:** 47.076 - Education and Human Resources

**Limited submission:** An institution may submit one proposal (either as a single institution or as subawardee or a member of a Collaborative Research project) from each constituent school or college that awards degrees in an eligible field.

**Amount:**
- **Upper $5,000,000 USD**
- Anticipated Type of Award: Standard Grant or Continuing Grant
- Estimated Number of Awards: 60 to 80
- Anticipated Funding Amount: $70,000,000 to $95,000,000

The program supports three types of projects. Awards for...

**Applicant Type:** Academic Institution

**Citizenship or Residency:** United States

**Activity location:** United States
Dissecting Opportunity Records 2

Abstract
A well-educated science, technology, engineering, and mathematics (STEM) workforce is a significant contributor to maintaining the competitiveness of the U.S. in the global economy. The National Science Foundation (NSF)...

Eligibility
Proposals may only be submitted by the following:

- Institutions of Higher Education (as defined in section 101(a) of the Higher Education Act of 1965) in the United States and its territories that grant associate,...

Keywords
- Biological Sciences
- Information Technology
- Chemistry
- Computer Science
- Physics
- Engineering Technology
- Chemical Technology
- Mathematics
- Materials Science
- Geoscience
- Engineering
- Science Education
- Physical Sciences
- Chemical Sciences
- Astronomy
- Biotechnology

Upcoming Deadlines

<table>
<thead>
<tr>
<th>Date</th>
<th>What's Due</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>30 Mar 2018</td>
<td>Full Proposal</td>
<td>Due Last Wednesday in March, Annually Thereafter</td>
</tr>
<tr>
<td>Confirmed</td>
<td>Sponsor deadline - required</td>
<td></td>
</tr>
</tbody>
</table>
Track Individual Opportunities

- You can save an opportunity by “tracking it”.

**NSF Scholarships in Science, Technology, Engineering, and Mathematics Program (S-STEM)**

- **Sponsor**: National Science Foundation (NSF)
  - Directorate for Education and Human Resources (EHR)
  - Division of Undergraduate Education (DUE)
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- **Amount**: Upper $5,000,000 USD
  - Anticipated Type of Award: Standard Grant or Continuing Grant
  - Estimated Number of Awards: 60 to 80
  - Contact: Ron Buckmire (703) 252-4630
  - Email: rbuckmire@nsf.gov
Saved Opportunity Alerts

- You will receive email alerts when there is new information on a saved opportunity.

The Pivot editorial team updated the following information on a funding opportunity that you have marked as Active on Mar 26, 2018:

- deadline
- amount

A summary of this opportunity is listed below.

<table>
<thead>
<tr>
<th>Opportunity Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scientific Innovations Award (SIA)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Sponsor Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brain Research Foundation (BRF)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Deadline(s)</th>
<th>What's due</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>22 Jun 2018 -</td>
<td>Letter of</td>
<td>The first step in applying for a BRF SIA is to submit a Letter of</td>
</tr>
<tr>
<td>Continued / sponsor</td>
<td>Intent</td>
<td>Intent. The purpose of the LOI is to determine worthy projects that</td>
</tr>
<tr>
<td></td>
<td></td>
<td>will be asked to submit a complete SIA application for further</td>
</tr>
<tr>
<td></td>
<td></td>
<td>review. The LOI and invited application must be submitted by a single</td>
</tr>
<tr>
<td></td>
<td></td>
<td>investigator. LOIs will not be accepted after the deadline. No</td>
</tr>
<tr>
<td></td>
<td></td>
<td>exceptions will be made. Submitted LOIs that have not been</td>
</tr>
<tr>
<td></td>
<td></td>
<td>nominated by their institution will not be considered.</td>
</tr>
<tr>
<td>25 Sep 2018 -</td>
<td>Application</td>
<td>If the LOI receives a favorable review, the PI will be invited to</td>
</tr>
<tr>
<td>Continued / sponsor</td>
<td></td>
<td>submit a five-page grant application. Applications will not be</td>
</tr>
<tr>
<td></td>
<td></td>
<td>accepted after the deadline. No exceptions will be made.</td>
</tr>
</tbody>
</table>

Learn more about how to maximize Pivot at pivot.cos.com. Funding Connected.
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Claiming Your Profile

• Click next to your name and then “your profile”.
Claiming Your Profile

- Your standard PIVOT profile lists information including your affiliation, title, contact information. You can edit it to include your degrees, research interests, publications, and other information to help you find collaborators.

![Profile Page Screenshot]

- Melissa S. Throckmorton
  Coordinator of Research Development Services, Virginia Commonwealth University
  2016

- Expertise: Research Development, Grant Writing (Federal, State, Foundation, Corporate), Non-profit Administration

- Affiliations: Coordinator of Research Development Services, Virginia Commonwealth University
  2016

- Degrees: MPA, Virginia Tech
  BA, University of Richmond

- Associations: National Organization of Research Development Professionals

- Contact Details:
  throckmortms@vcu.edu
  Richmond, VA
  United States

- Funding Matches: 59 funding opportunities
Remember This Tracked Opportunity?

- It can help you find potential collaborators. Click on either your institution or outside institutions.
Remember This Tracked Opportunity?

- A list of collaborators with research similar to the opportunity will be listed.
Additional Tips for Using Pivot

• Look for keyword patterns
• Pay attention to notes within individual records
• Look for an opportunity you know and replicate its description
• Look up your mentors’ or colleagues’ funding matches
• Save your searches and use notification features (weekly alerts)
• Always review the funder’s website and RFP (not just the information in PIVOT)
• Use the Support Guides as needed
Where To Find Help...

• Help and FAQs available by clicking the help button in the upper right corner within your Pivot account.

• Upcoming webinars and recorded sessions are also available in the Help area of your Pivot account.

• Videos are available within the various sections of Pivot or at You Tube: https://www.youtube.com/user/ProQuestPivot

• Sign up for one-on-one training: http://www.research.vcu.edu/research_development/assistance.htm
Office of Research and Innovation
Research Development Assistance

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Office of Research and Innovation
jjryan@vcu.edu, 828-0712

Melissa Throckmorton, MPA
Coordinator of Research Development Services
Office of Research and Innovation
throckmortms@vcu.edu, 827-1443
Questions?