

# OFFICE OF PROPOSAL DEVELOPMENT

ANNUAL REPORT JULY 1, 2020 - JUNE 30, 2021

## WHO WE ARE AND WHAT WE DO

The Office of Proposal Development (OPD) was established in 2016 with a goal of providing Stony Brook University investigators with comprehensive, strategic, project management support in identifying extramural funding opportunities and building collaborations for the development of highly competitive large and complex (multi-million, multi-institutional) proposals. OPD also provides early career faculty with specialized support to obtain or bolster funding for their research program. In addition to providing full support for the administrative components of the proposal development process, OPD manages limited competitions for the entire campus, organizes workshops and grant writing trainings, connects researchers to institutional resources, and offers editing and proofreading services for proposal content. OPD also assists PIs in coordinating with other offices on campus to facilitate industrial interactions, outreach to state agencies, mandatory cost sharing, and broader impacts; which are often required for large-scale proposals.

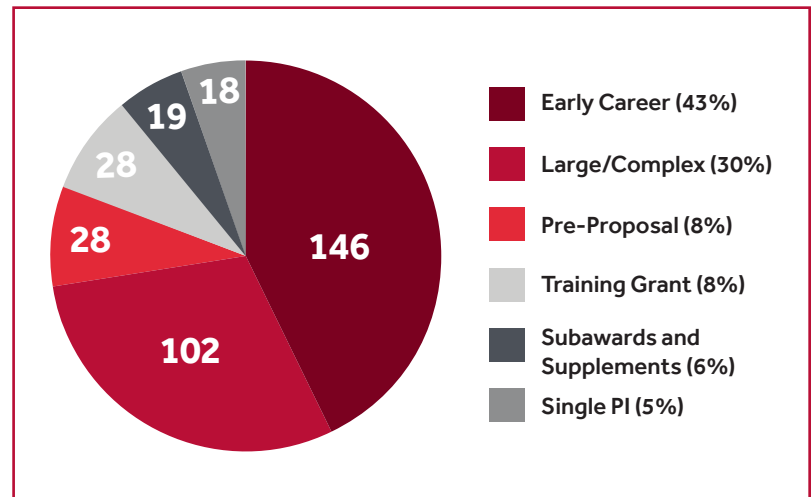
## CONTACT INFORMATION

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## CUMULATIVE PROPOSAL ACTIVITY (FY 2016 through FY 2021)

Over the past five years, OPD has supported a total of 341 proposals. Below is a breakdown of those proposals by type, associated amounts, and award status to show OPD's cumulative activity between FY 2016 and FY 2021.

### Proposals Supported by OPD



PROPOSAL STATUS	SUM OF TOTAL BUDGET AMOUNT	COUNT
Awarded	\$109,631,175	53
Declined	\$492,347,086	201
Pending	\$157,643,150	57
Withdrawn	\$4,209,611	2
<b>Grand Total</b>	<b>\$763,831,022</b>	<b>313</b>

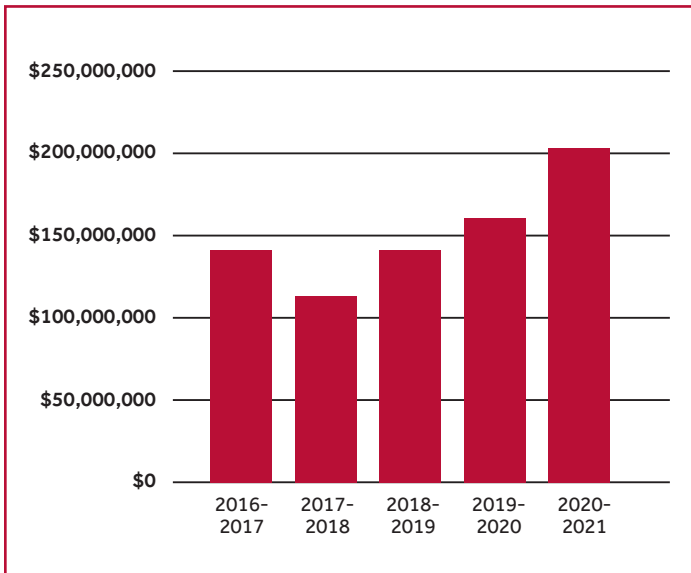
*\*This is not including budget amount for pre-proposals*

In five years, OPD has brought in 53 new awards totaling \$109M, with another 57 proposals totaling \$157M still pending.

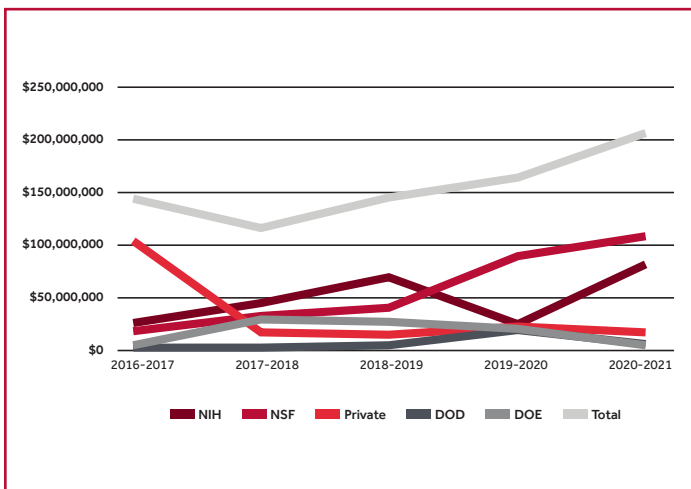
# PROPOSAL ACTIVITY

With OPD's support, the number of proposals with budgets over \$10M submitted by SBU investigators has increased significantly in the past few years. In FY 2019, SBU investigators submitted two proposals with budgets over \$10M. In FY 2020, SBU investigators submitted another two proposals with budgets over \$10M. In FY 2021, reflecting a change in institutional priorities, there was a substantial increase in large proposal activity. SBU investigators submitted ten proposals with budgets over \$10M in the most recent fiscal year. OPD has supported nine of the 14 (64%) proposals with budgets over \$10M submitted to external sponsors in the last three fiscal years.

## Total Budget Amount of Proposals Supported by OPD



## Total Budget Amount per Sponsor of Proposals Supported by OPD



## PROPOSAL ACTIVITY IN FY 2021

In the most recent fiscal year, OPD supported 70 proposals with combined budgets totaling \$202,823,263.

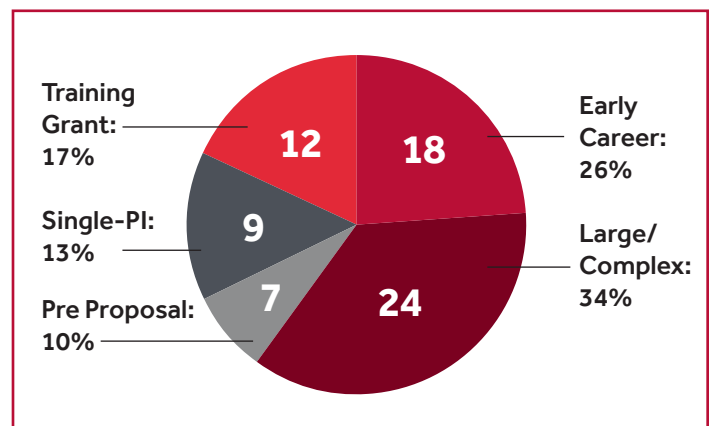
### OPD Proposal Submissions by Sponsor

SPONSOR	# PROPOSAL SUBMISSIONS	TOTAL PROPOSED BUDGET AMOUNT
National Science Foundation (NSF)	40	\$105,283,805
National Institutes of Health (NIH)	10	\$78,652,595
Department of Energy (DOE)	2	\$1,998,038
Department of Defense (DOD)	2	\$2,749,6233
Private	16	\$14,139,202
<b>Grand Total</b>	<b>70</b>	<b>\$202,823,263</b>

### OPD Proposal Submissions by School/College:

SCHOOL/COLLEGE	# PROPOSAL SUBMISSIONS	TOTAL PROPOSED BUDGET AMOUNT
College of Engineering and Applied Science	28	\$66,636,179
College of Arts and Sciences	23	\$70,003,622
School of Medicine	11	\$34,571,567
School of Marine and Atmospheric Sciences	5	\$24,655,223
Centers/Institutes	2	\$6,582,500
School of Social Welfare	1	\$374,172
<b>Grand Total</b>	<b>70</b>	<b>\$202,823,263</b>

### OPD Proposal Submissions by Category



# PROPOSAL DEVELOPMENT INITIATIVES

OPD coordinates a number of programs and services to support investigators throughout the proposal development process. Below are some of the key activities designed to enhance researcher productivity on campus.

## LARGE AND COMPLEX PROPOSALS AND TRAINING GRANTS

In FY 2021, OPD supported 24 large and complex proposals and 12 training grants through the following services:

### PROPOSAL DEVELOPMENT:

- Conceptualize education and workforce development, diversity, and organizational management plans
- Facilitate engagement with external evaluators and graphic designers

### PROPOSAL MANAGEMENT:

- Conduct a thorough analysis of the FOA
- Create checklist of all required documents
- Create a shared virtual workspace
- Track and coordinate all proposal documents
- Plan team meetings
- Maintain timeline to meet internal and sponsor deadlines.
- Facilitate meetings with campus offices needed for collaboration and baseline data
- Conduct basic data analyses of relevant institutional data

### ADMINISTRATIVE COMPONENTS:

- Develop budgets and justifications and coordinate subcontract documentation
- Facilitate cost share negotiations and assist with documentation
- Coordinate and collect letters of support/collaboration
- Collect personnel documentation (e.g., biographical sketches) and assess compliance with all documentation requirements of agencies
- Assist with internal and sponsor proposal systems

### DATA TABLES:

- Gather, summarize and synthesize data from potential mentors, participating departments, the Office of Institutional Research, the Graduate School and the Office of Postdoctoral Affairs
- Review and compile the data from all sources, identify and gather any missing information, and format the data following sponsor guidelines

For each proposal, OPD adapts its services to meet the needs of the specific FOA and the PI team. OPD strives to provide the highest quality support to ensure each proposal is as competitive as possible.

## EARLY CAREER PROPOSALS

In FY 2021, OPD supported 18 proposals for early career faculty by providing the following services:

- Soup-to-nuts support activities targeting specific funding mechanisms, including NSF CAREER and NIH K mechanisms
- Workshops on the following:
  - Overview of the funding opportunity
  - Panel of past award recipients
  - Tips for proposal management and development of proposal components
  - Strategies for proposal writing
  - How to respond to reviewer comments
  - Meetings with campus experts in education and outreach
- One-on-one assistance for:
  - Budget development
  - Proposal document proofreading and editing
  - Support with internal and sponsor proposal systems

## LIMITED COMPETITIONS

OPD manages all limited competitions for the University by disseminating information about limited submission funding opportunities and managing the pre-application and review process. In FY 2021:

- OPD announced 120 limited submission funding opportunities
- Faculty expressed interest in 60 of those opportunities, and 20 generated enough interest to necessitate an internal competition
- SBU faculty submitted 37 proposals in response to limited competition programs, with another 37 proposals in development

## OPD WEEKLY NEWSLETTER

During the past fiscal year, OPD began sending out a weekly email newsletter. Every Friday, faculty and staff on OPD's distribution list receive a list of active limited competition opportunities, noteworthy funding opportunities, upcoming internal and external workshops, and other important announcements and research news. The newsletter enables OPD to share more information with the SBU research community on a regular basis. Most of the information is copied directly from the OPD website, which is updated as announcements are made by external sponsors, and ensures that anything shared by OPD is current and consistent.

# OVPR SEED FUNDING PROGRAM

## SEED FUNDING

The OVPR Seed Grant Program aims to give Stony Brook University faculty a competitive edge in securing external research funds by supporting and fostering innovative scientific and scholarly activities that will lead to the development of proposals with a greater likelihood of success.

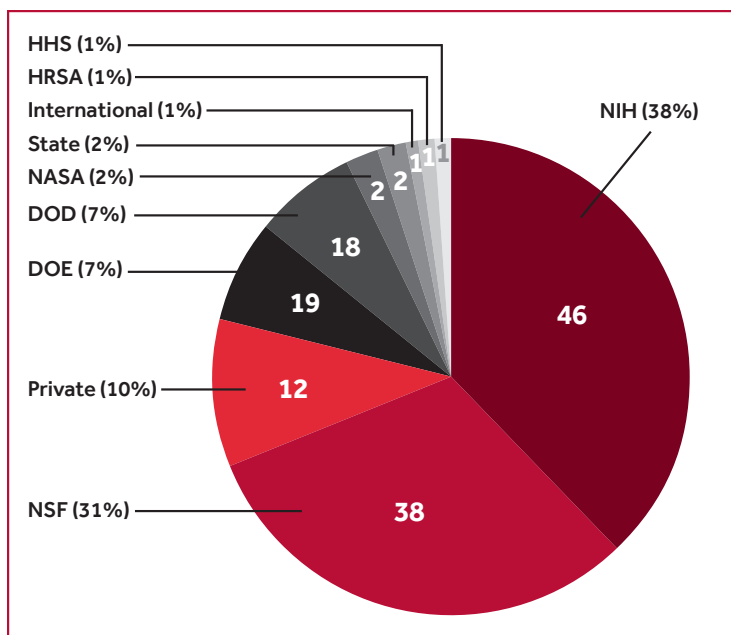
Since its inception in 2018, the OVPR Seed Grant Program has:\*

- Made 64 awards totaling \$3M
- Managed seven cycles:
  - Fall 2018 OVPR Seed Grant Program
  - Spring 2019 OVPR Seed Grant Program
  - Fall 2019 OVPR Seed Grant Program
  - OVPR & IEDM COVID-19 Seed Grant Program
  - OVPR Quantum Information Science and Technology Seed Grant Program
  - Spring 2020 OVPR Seed Grant Program
  - Spring 2021 OVPR Seed Grant Program
- ROI of more than 6:1
- Resulted in 87 proposal submissions to external sponsors. Of those submissions, 23 were awarded, 38 are still pending, and 26 were declined (26.4% success rate)
- External awards linked to OVPR Seed Grant projects have brought in close to \$19M

For the most recent Spring 2021 seed funding cycle:

- 58 applications were received
- 11 awards were made
- \$600K total was awarded

## Targeted External Submissions



\*Data as of August 2021

## QUOTES FROM AWARDED PIs ABOUT THE OVPR SEED GRANT PROGRAM:

“The seed funding program allowed for a highly interdisciplinary team to come together and explore possibilities for truly groundbreaking work.”

–Brooke Ellison, Associate Professor,  
School of Health Technology and  
Management (Spring 2020 Cycle)

“The ability to support preliminary data collection for risky ideas [is the most valuable aspect of the seed grant program].”

–Liliana Davalos, Professor,  
Department of Ecology and Evolution  
(COVID-19 Cycle)

“The seed grant was very instrumental during a critical time where we needed to acquire additional preliminary data for the resubmission of our RO1 grant. The RO1 grant was since submitted and awarded. The seed grant was helpful in securing this funding. I appreciate this help from the seed award, this was a great opportunity.”

–Maya Shelly, Associate Professor,  
Department of Neurobiology and  
Behavior (Spring 2020 Cycle)

“The OVPR’s quick response with this seed funding and your support from the get go enabled us to set up this truly unique cohort which I believe we will continue following for years to come. We are deeply grateful for this opportunity you provided us. Between the exceptional study we have and the strong team of interdisciplinary collaborators at SBU, we are optimistic that we will have more successes to share.”

–Heidi Preis, Research Scientist,  
Department of Psychology  
(COVID-19 Cycle)

# PROPOSAL DEVELOPMENT INITIATIVES

## COVID-19 RESEARCH COLLABORATION SERIES

The Office of the Vice President for Research, in partnership with the Institute for Engineering-Driven Medicine and the Clinical and Translational Science Center, is pleased to present:

### Computational Approaches to Study COVID-19

**Thursday, January 28th • 3-4 pm**


**Talk #1 Meta Analysis of COVID-19 Combining Multiple Omics Data Sets**  
Presenter: [Dr. Wei Zhiu](#), Professor and Graduate Program Director, Department of Applied Mathematics and Statistics

**Talk #2 The Analysis of Binding SARS-CoV-2 to Various Substrates**  
Presenter: [Dr. Bing Zhang](#), Research Assistant Professor, Department of Applied Mathematics and Statistics

Open to all SUNY Investigators.

Please register [here](#) and hold your calendar for this event. You will receive a Zoom link before the session.

**Questions?**  
Please contact the Office of Proposal Development at [OPD\\_OVPR@stonybrook.edu](mailto:OPD_OVPR@stonybrook.edu)



## TEAM SCIENCE WORKSHOP FOR EARLY CAREER RESEARCHERS

The Office of the Vice President for Research, in partnership with the Alan Alda Center for Communicating Science, is pleased to present:

### Team Science Workshop

**Thursday, December 10, 2020 at 11am-12:30pm and Friday, December 11, 2020 at 11am-12:30pm**  
Open to early career faculty. Participants must attend both sessions.

This virtual workshop leverages the Aida Method<sup>®</sup> to strengthen faculty researchers' ability to innovate, collaborate, and communicate in interdisciplinary and/or transdisciplinary science teams. Topics include listening to co-create shared meaning, building trust through transparent communication, leveraging common ground to explain science, reframing messages together to overcome disagreement, and collaborating within a team to lead and follow. Participants are introduced to a communication planning tool designed to foster direct, transparent, and empathic communication among colleagues who bring different expertise, perspectives, and experiences to an interaction.

[Click here to apply by November 16, 2020.](#)  
This workshop is limited to 20 participants. Please apply early to secure your spot.

**Questions?**  
Please contact the Office of Proposal Development at [OPD\\_OVPR@stonybrook.edu](mailto:OPD_OVPR@stonybrook.edu)

Alan Alda Center for Communicating Science<sup>®</sup>  
AT STONY BROOK UNIVERSITY



The Office of Proposal Development in the Office of the Vice President for Research is partnering with Academic Research Funding Strategies, LLC to offer:

## DoD OVERVIEW WORKSHOP

**Friday, February 26, 2021 • 12-1 pm**


The one-hour workshop will cover:

- DoD organization and culture
- What does DoD fund?
- How to determine where your research fits and identify your program officer at DoD
- Strategies for getting your foot in the door
- How to talk to a DoD program officer
- How to develop white papers and quad charts
- How to write a DoD proposal

Presenter: [Lucy Deckard](#), Research Development Consultant at Academic Research Funding Strategies, LLC.

[Click here](#) to register by Friday, February 12th.  
Zoom information will be sent to all participants by Friday, February 19th.

**Questions?**  
Contact the Office of Proposal Development at [OPD\\_OVPR@stonybrook.edu](mailto:OPD_OVPR@stonybrook.edu)



## COVID-19

- The Office of the Vice President for Research partnered with the Institute for Engineering-Driven Medicine (IEDM) in the Spring 2020 semester to fund a special initiative seed grant program for COVID-19 research. OPD managed the OVPR & IEDM COVID-19 Seed Grant Program, which received 63 applications from Principal Investigators in the College of Arts and Sciences, College of Business, College of Engineering and Applied Sciences, School of Marine and Atmospheric Sciences, School of Medicine, and School of Social Welfare. The program funded 17 projects, totaling just under \$400,000.
- As a follow up to the seed grant program, OVPR partnered with IEDM and the Clinical and Translational Science Center (CTSC) to launch the COVID-19 Research Collaboration Series. OPD announced and managed the six-month workshop series, designed to facilitate collaborations for COVID-19 research projects, from November 2020 through April 2021. Each session featured two active COVID-19 research projects with an opportunity for discussion following the presentations.
- OPD created the COVID-19 Research Database to provide Stony Brook faculty with a resource of all COVID-19 research happening on campus, and to promote collaborations by listing all of the active projects and contact PIs.
- OPD continues to support COVID-19 researchers by sharing relevant funding opportunities on a regular basis with the OPD COVID-19 Google Group and through an automatically updated Pivot search that is housed on the OPD website.

## OPD-SPONSORED EVENTS IN THE 2020-2021 FISCAL YEAR

- Team Science Workshop for Early Career Researchers
- DoD Overview Workshop
- COVID-19 Research Workshop Series:
  - Breaking Down COVID-19
  - The Impact of COVID-19 on Communities
  - Predicting Disease Spread and Severity
  - Developing COVID-19 Technologies
  - Computational Approaches to Study COVID-19
  - Psychosocial Impacts of COVID-19 and Implications for Well-Being
  - Models to Predict and Control COVID-19
  - Impacts of Social Distancing
  - COVID-19 Life Cycle: From Viral Infection to Novel Therapeutics
  - Structure-based Design of Coronavirus Vaccine Antigens
- Grant Writing for Postdocs & Advanced Grad Students: Research Planning for Future PI's
- Strategies for Planning, Developing, and Writing Large Team Grant Workshop



# UPCOMING YEAR

## TIGER TEAMS:

Bills in the US Senate and the House, both with bipartisan support, foreshadow unprecedented increases in federal support for STEM research and development. An important first step to ensuring that our faculty are positioned to establish critical collaborations is to undertake "asset mapping" in areas that have been identified for growth in these bills. To accomplish this, small "Tiger Teams," each with 6-7 members, have been assembled to lead fact-finding efforts. They are charged with identifying the strengths (and weaknesses) across the University, with a focus on identifying and connecting faculty who could form collaborative teams that can plan for coordinated responses to funding opportunities. Each Tiger Team has a designated OPD staff member to provide administrative support.

### The ten Tiger Teams are:

- Quantum Information Science & Technology
- Advanced Energy, Industrial Efficiency Technologies Including Batteries, and Advanced Nuclear Technologies
- Artificial Intelligence, Machine Learning, Autonomy, and Related Advances
- Data Storage, Data Management, Distributed Ledger Technologies, and Cybersecurity, Biometrics
- High-Performance Computing, Semiconductors, Advanced Computer Hardware/Software
- Advanced Materials Science, Including Composites and 2D Materials
- Robotics, Automation, and Advanced Manufacturing
- Advanced Communications Technology and Immersive Technology
- Climate Change and Natural and Anthropogenic Disaster Prevention/Mitigation
- Biotechnology, Medical Technology, Genomics, and Synthetic Biology

## NEW EXTERNAL SERVICES:

OPD now offers graphic design and copy editing services to faculty through partnerships with external consultants. Investigators working on proposals with a budget of at least \$250,000 can request this new support from OPD.

## FALL 2021 WORKSHOPS:

OPD will offer two series' of workshops during the Fall 2021 semester. The OVPR Seed Grant Program Workshop Series will highlight projects funded by the program with

the goal of facilitating new collaborations. OPD will also host the four workshops listed below as part of the Early Career Workshop Series:

**Workshop 1** - Introduction to Various Funding Agencies

When: September 23, 2021, 4-5 pm

**Workshop 2** - Understanding a Funding Opportunity Announcement

When: October 21, 2021, 4-5 pm

**Workshop 3** - How to Construct a Budget

When: November 18, 2021, 4-5 pm

**Workshop 4** - Engaging with a Program Officer

When: December 2, 2021, 4-5 pm

## REVISE AND RESUBMIT SEED GRANT PROGRAM:

The OVPR Revise and Resubmit Seed Grant Program is a pilot program that will provide funding to support the resubmission efforts of PIs/teams who have received highly favorable summary statements on prior, unfunded grant proposals. The funds are to be utilized to explicitly address weaknesses and gaps in the original submissions as indicated by the reviewers.

**Award Amount:** Average size award is \$10,000.

Well justified proposals may request up to \$20,000.

**Start Date:** February 1, 2022

**Grant Period:** 6-12 months

**Application Deadline:** December 1, 2021

For additional information and application instructions, please visit the [OPD website](#).

## STAFF LISTING:

- Nina Maung-Gaona, PhD, Associate Vice President for Research
- Sheri Clark, PhD, Assistant Director
- Mandy Frantz, Research Development Specialist
- Karrie Gash, Research Development Coordinator
- Donna Scala, Research Development Coordinator
- Julianna Carbone, Proposal Development Specialist
- Deborah Mann Rodriguez, Proposal Development Specialist\*
- Aveary Menze, Proposal Development Coordinator
- Aileen Rosales, Proposal Development Coordinator
- Ryan Clemons, Proposal Assistant

*\*As of January 2021, Deborah is now a Grants Manager for the College of Engineering and Applied Sciences.*

