

Grant Writing for the Aging Network

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Southern Gerontological Society & Georgia
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GeorgiaState
University

GERONTOLOGY
INSTITUTE

My background in grant writing

- Foundations (Robert Wood Johnson Foundation, Hitachi Foundation)
- State or local sources (State contracts, Civil Monetary Penalties)
- Federal sources (Institute for Museum and Library Services, Small Business Innovation Research (NIA); National Institutes on Aging)

Project Focus

- What is the main purpose of the grant project you want to get?
 - Defining the type of project is key to determining where to apply
- What's unique about your project?
 - These characteristics help you determine what organization might be interested in your project.
- What's the scope (e.g. size and timeline) of your project?
 - Most grant-making bodies have specific rules about amount and timing of projects



Eligibility

- Most grants go to organizations not individuals
- Find out what kind of organization you represent OR partner with eligible organizations to develop a competitive project

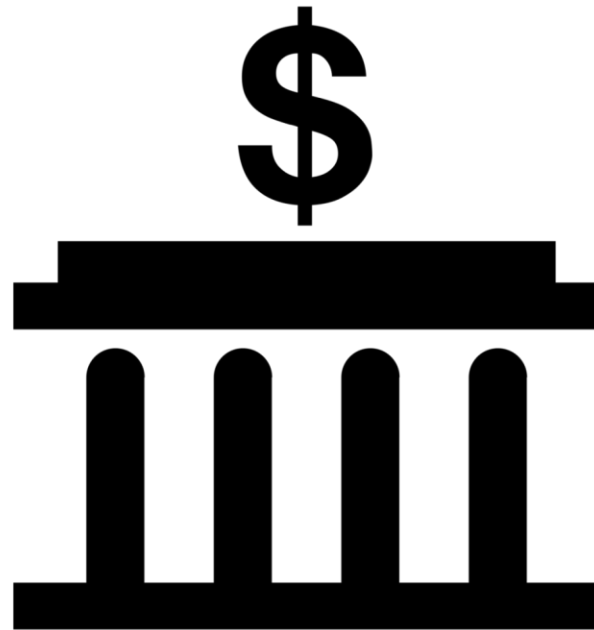


Poll #1

- Which type of funding do you plan to apply for?
 - Foundations
 - State and local sources
 - Civil Monetary Penalties
 - Federal sources
 - Don't know

Topic #1 – Sources of funding

- Searching for sources of funding
 - Match your project to their interests
 - Investigator initiated
 - Do your homework
 - Contact someone to discuss



Foundations

- For broad level searches www.foundationcenter.org is a good starting point.
- Google searches that include your special focus and your main purpose (e.g. pilot projects, Atlanta, & chronic disease) will likely be fruitful.
- A word of caution not all of these sites are free to access.
- For resources on workshops, seminars, publications, and other resources check out The Grantsmanship Center at www.tgci.com
- When you find a foundation you think fits your potential project, sign up for alerts for new grants

State and Local Sources



- Some states and localities have e-grant and grant alert systems that send subscribers alerts
- In the case of particular state, go to the .gov website for your state and try keyword searches such as “funding announcements,” “grant applications,” or “funding opportunities.”

Civil Monetary Penalties

- State specific applications
- Must be used for quality improvement for nursing homes
- Comes from penalties levied on nursing homes
- State-based applications can be found here:
- <https://www.cms.gov/Medicare/Provider-Enrollment-and-Certification/SurveyCertificationGenInfo/LTC-CMP-Reinvestment.html>

Federal Sources

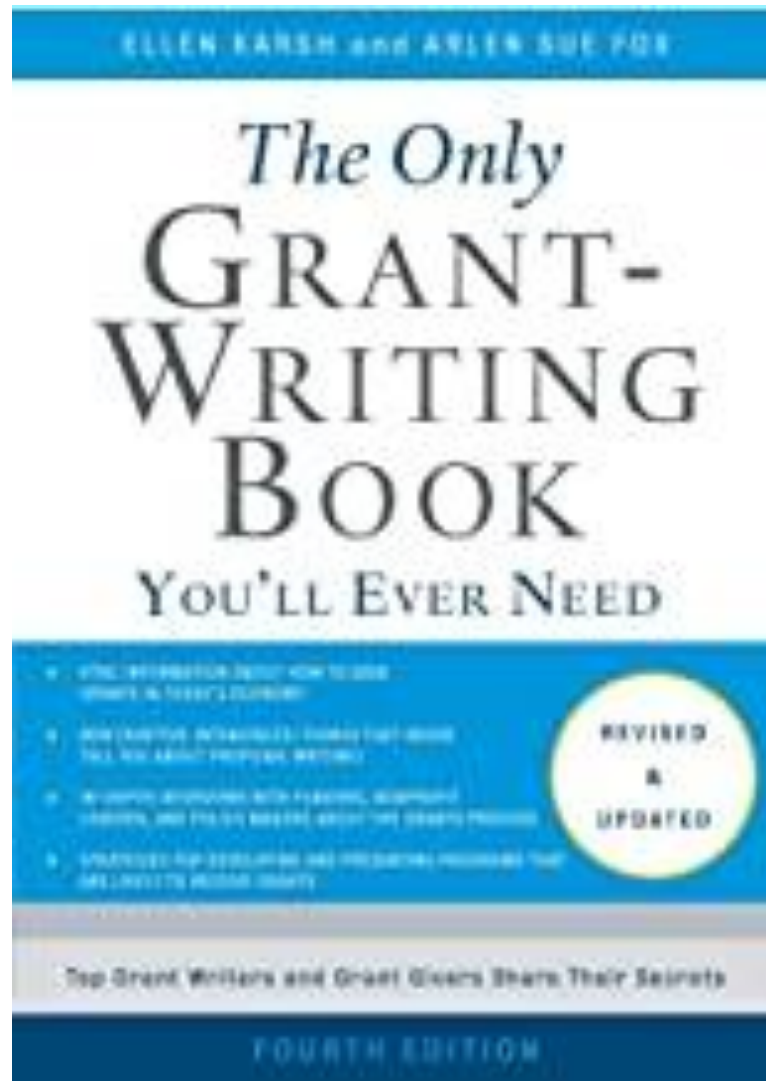
- Grants.gov is a centralized gate site for the government at the federal level (<http://www.grants.gov>) and registration is required
- Programs of individual federal agencies are likely to change and are worth revisiting periodically for updates
- There are many federal agencies and different ones are worth following depending on your focus; much of the aging research comes out of the National Institutes of Health includes the National Institute on Aging (NIA) and 27 other institutes, centers and offices.

Emergency Funding

- For research projects focusing on disaster relief as a governmental or local education agency, a developmental corporation, or nonprofit involved in disaster relief.
- A good starting point is to log on to the www.fema.gov/grants



Endorsement (no conflict)



Topic #2 – Parts of a grant

- Grant requirements (differ by source widely)
 - Aim/goals/project abstract
 - Narrative or Project overview
 - Team qualifications
 - Program logic model*
 - Work plan
 - Evaluation plan
 - Obstacles/Challenges and your solutions
 - Budget*
 - Budget justification/narrative*
 - Appendices
 - Data collection tools
 - Letters of support
 - Indirect agreements
 - Biosketches



Poll #2

- For which of the following topics would you like additional in-depth discussion?
 - Aim/goals/project abstract
 - Narrative or Project overview
 - Team qualifications
 - Program logic model*
 - Work plan
 - Evaluation plan
 - Obstacles/Challenges and your solutions
 - Budget*
 - Budget justification/narrative*
 - Appendices
 - Other: _____

Questions on parts of a grant?



Topic #3 – Program logic models

- Sometimes required, sometimes just useful
- Organize activities within aims/goals
- Supports collaboration and ongoing work



Using Program Logic Models

- Shifts focus from outputs to outcomes (outputs are just not enough)
- Helps you organize (and explain) the theory of change for your project
- Helps you (and your team) visualize the project and stick to the plan
- Moves the conversation from concepts to measurable activities and outcomes

Logic model

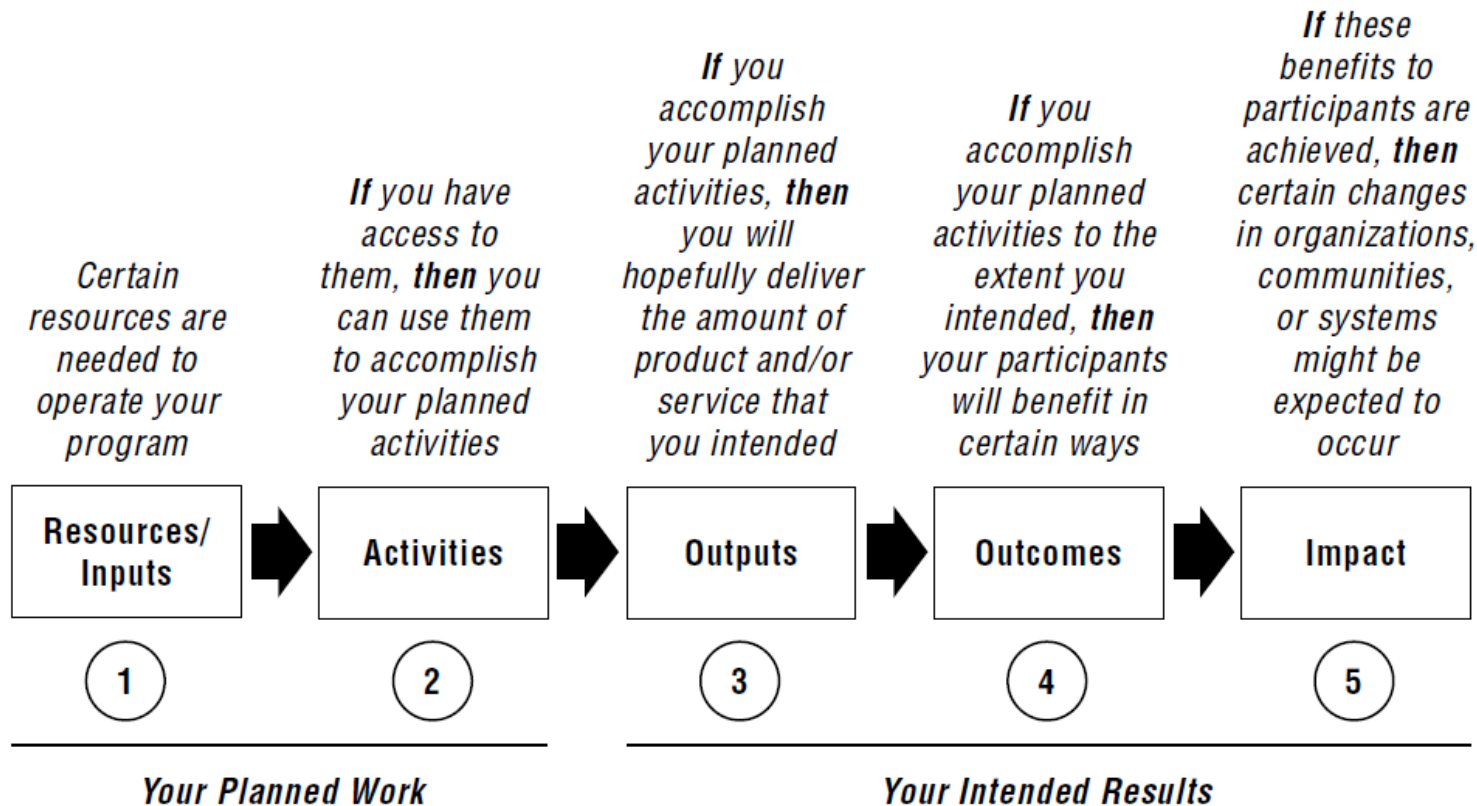
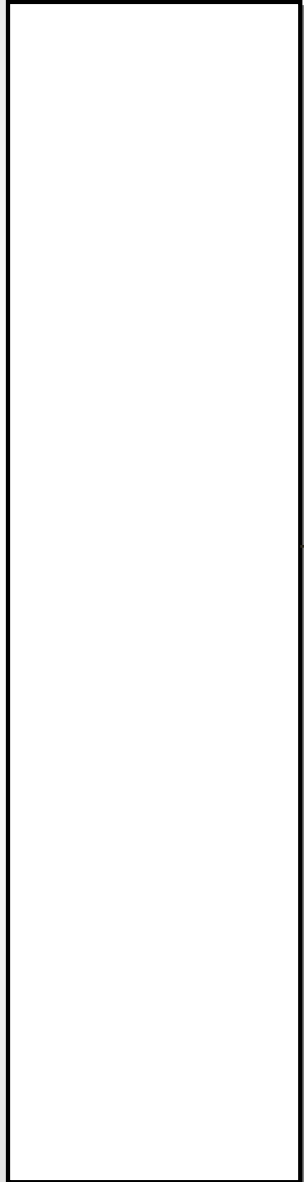


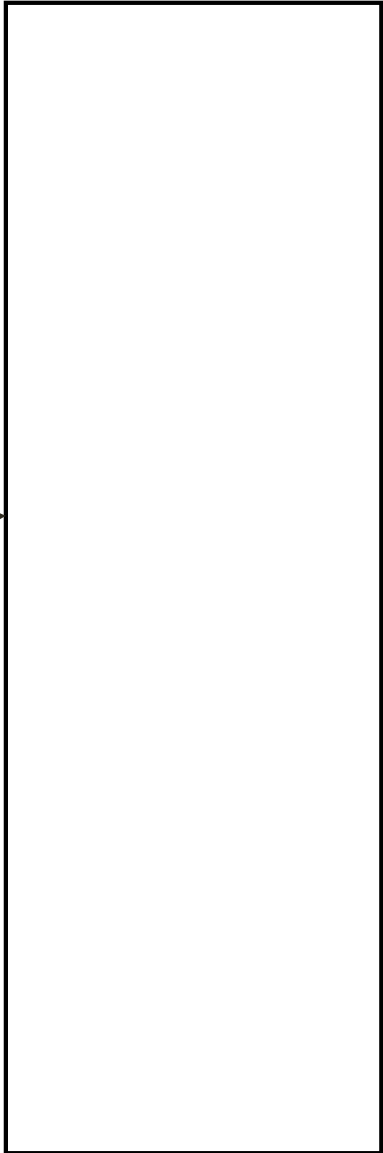
Figure 2. How to Read a Logic Model.

Program Logic Model: _____

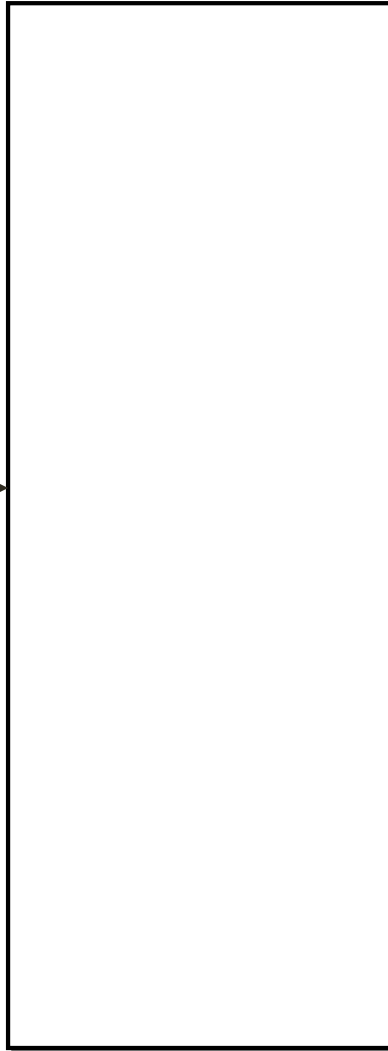
Inputs



Key Program Parameters



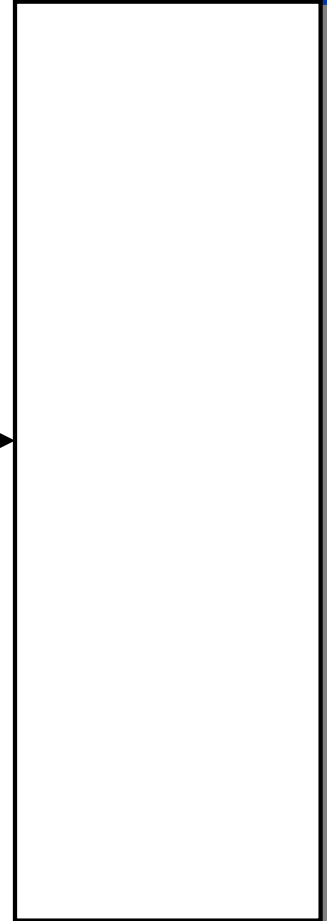
Outputs



Outcomes



Long-Term
Outcomes



External Influences: _____

Figure 2: Program Logic Model - Building Resources for Delivering Person-Centered Care in Georgia Nursing Homes

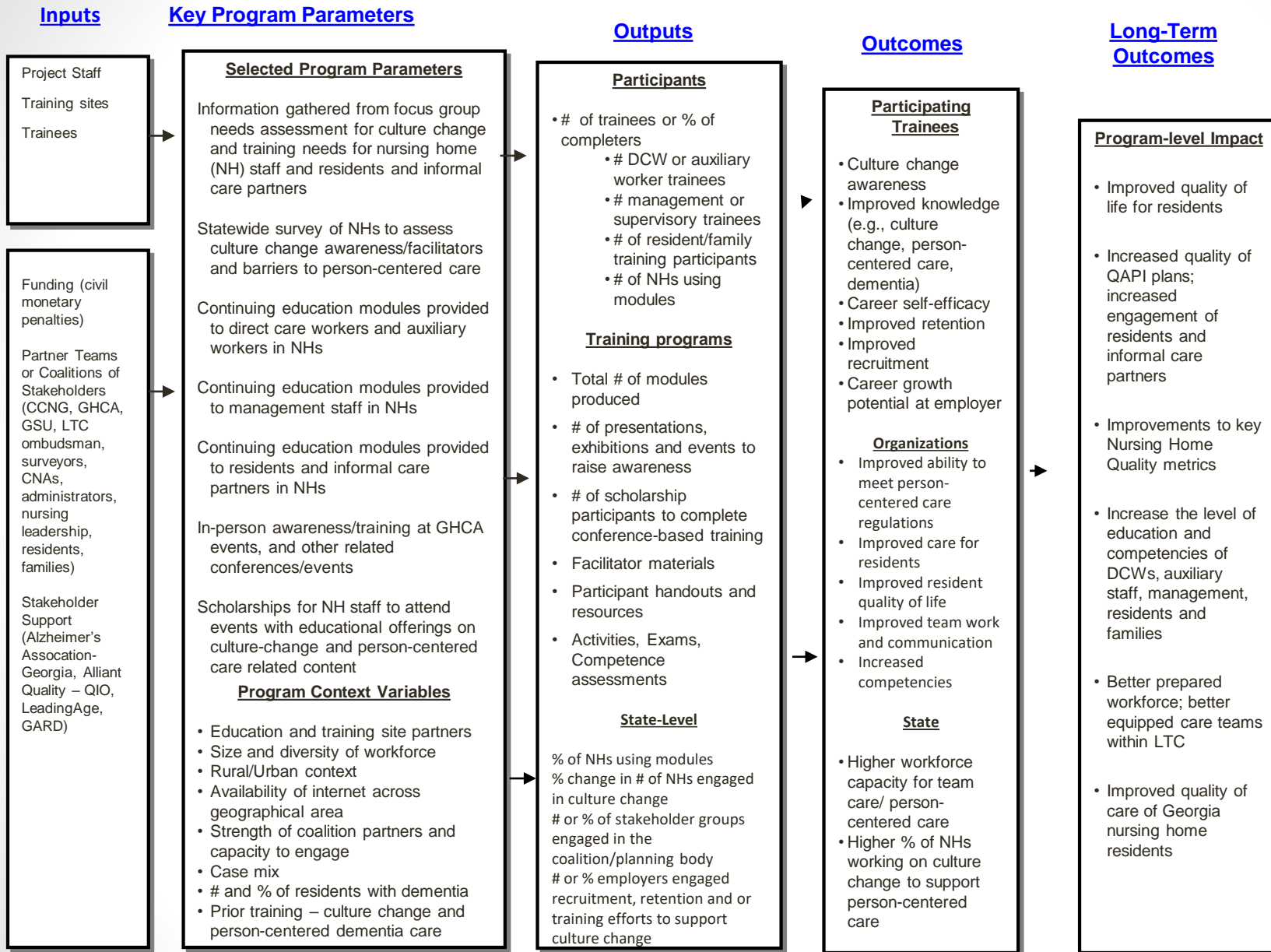
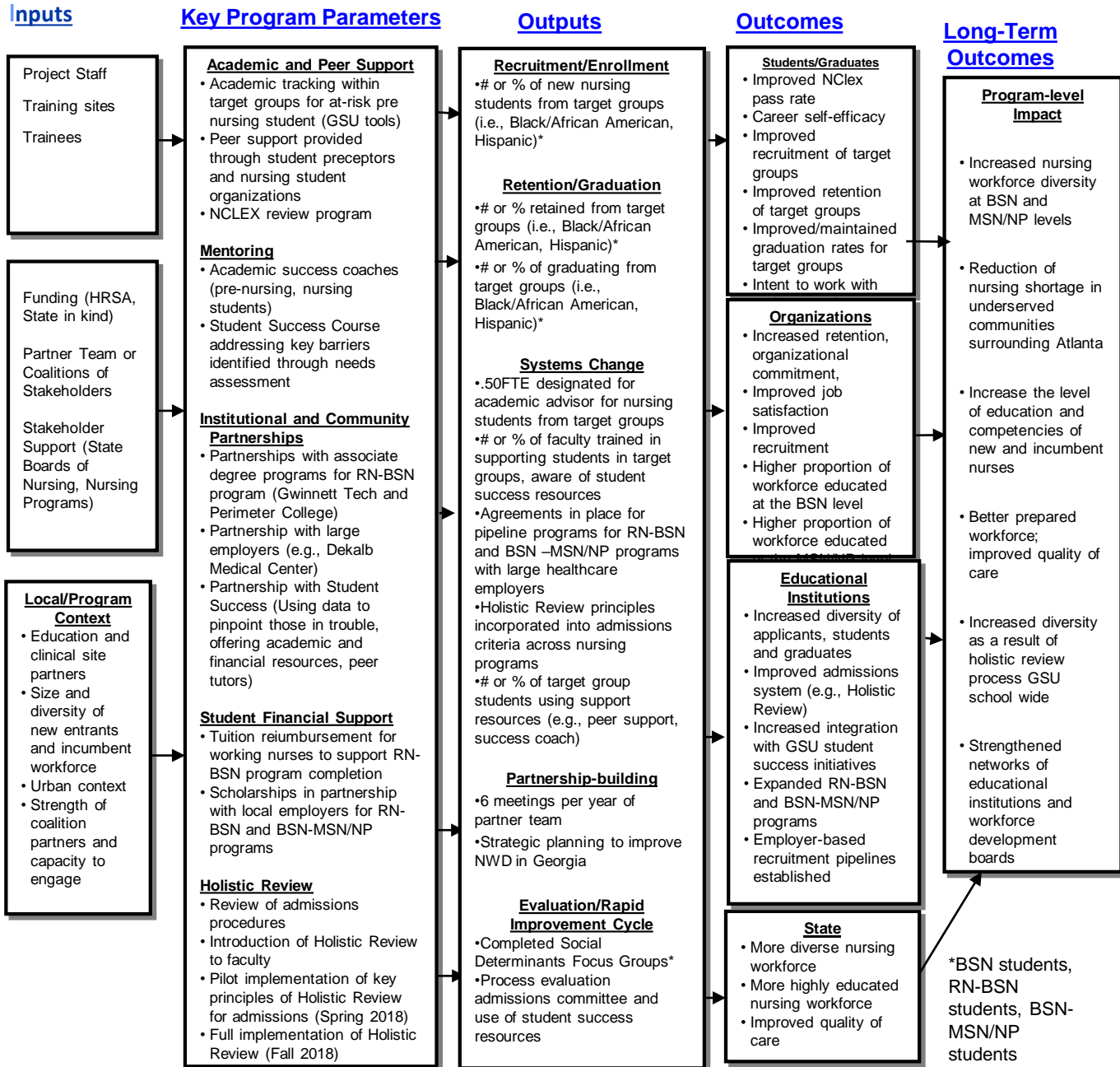


Figure 1: Program Logic Model – Panther Partnership for Nursing Workforce Diversity



External Influences: Participant characteristics, policy, program and community resource environments

Endorsement (no conflict)



Questions on logic models?



Topic #3 - Budgets

- Depends greatly on the funder
 - Rules are different by funder
 - Categories need to align with internal organization categories where possible
- Follow rules as laid out in grant request for proposal or application
- Make sure you understand categories (e.g. supplies vs. equipment purchases)
- Personnel/Fringe formulas – what is allowable on the grant



Be specific!

- Even if you don't know exactly, it is better to guess in great detail than to be vague
- Make sure you double check your budget justification vs. allowable items (again funder specific rules; some things are to be covered by indirect/overhead costs rather than direct costs)
- Make sure the reader has a good idea what everyone is actually doing on the grant (good for you later too if you are funded)

Know the conventions

- Different grant giving agencies have different conventions about roles and how much of an individual's salary should or should not be covered by the grant
- In general, private foundations want higher proportions of PI time
- In general, federal sources (NIH and subsidiary Institutes) assume that PIs are faculty or funded roles that don't need to be entirely bought out
- Make sure you show cost share if it is required for the grant **(don't if it is not!)**

Know your organization

- Indirect rates are negotiated between institutions and federal agencies
- Private foundations have set indirect rates (much lower than federal agencies)
- The way money is apportioned within your institution is important to somebody; make sure you know the implications for the grant itself
- Some things (like tuition) are not part of the indirect calculation; be sure to know the rules
- Most universities and other non-profit organizations have rules about how much time can be “bought out” by grants; make sure you have worked out the workload
- Negotiations for staff prior to finalizing budget

The budget and budget justification are important!

- Use the budget and budget justification to strengthen your proposal
- Make sure what you say here doesn't contradict the narrative
- Add details here to work/task assignment for personnel as appropriate especially if it wasn't addressed in the narrative
- Make sure it is clear that you have a very specific idea of what your expenses/needs will be (most likely revisions can be made later)

Questions on budgets?



Poll #3

- Would you attend more webinars on this topic?
 - Yes
 - No
 - Don't know



Poll #4 (last one!)

- In what format do you feel additional instruction/support would be most useful to you?
 - A series of webinars on most of the parts of a grant
 - A series of workshops where you could get feedback on your own or your team's grant writing
 - Both! I would like to spend a lot more time on this topic
 - Neither! I have other ideas or have plenty of info to get started

Questions/ Comments

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