Grant Strategies for Small Universities

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Presentation Overview

• Background
• General Funding Sources
• The UT Tyler Story
• Competing for Funding
• Strategies for Small Universities
  – Faculty
  – Administration
• Barriers to Success
• Developing a Revenue Portfolio

INGENUITY CENTER

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UT TYLER
Background

• Former Science Teacher
• Professional STEM Educator
• Currently manage over 20 funded projects
• Over $55 million in funded projects since 1993
• Assisted other institutions in procuring over $10 Million
• Current Funding Portfolio includes grants and revenue generating programs

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The UT Tyler Story

• 2003-04:
  – $700,000 in Grants
  – 35 Faculty with grants

• 2010-11:
  – $13 million in New Awards
  – $29 million total current awards
  – 42 faculty with grants
  – $500K in Faculty Buyout

• What Happened?
  – OSR Established
  – Research Support
    • Seed Money
    • Proposal Support
    • Culture Building
  – Strategic Hiring
  – Research Incentives
  – Differentiated Loads
    • College of Education
  – Removal of Barriers and Disincentives

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UT-Tyler Story: Example

• The Ingenuity Center
  - Founded in 2006
    • 2 Employees
    • Currently over 300 employees
  - Roosth Chair
    • Money targeted for project development not salary
    • 10% IDC Returned
    • Bonus *
  - Establishment of a Diverse Sustainable Portfolio
    • Grants
    • Contracts
    • Fee for Service

• Value Added
  - 60% or higher buyout
  - 300 Employees including buyout of faculty and student workers
  - $700,000 in tuition
  - National Reputation
  - $12 million in current projects
  - $100K to support auxiliary services annually
  - $500K in revenue projects
  - Capital Improvements
  - DSP, Charter, CPE

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Competing for Funding

- **Faculty**
  - Calculate the odds
  - Become known
    - Publish
    - Network
    - Work in DC
    - Panels
  - Low hanging fruit
    - Texas has money
  - Collaborate
    - Campus
    - Community
    - Other Institutions with Expertise
    - Be Value Added
    - Write grants for other institutions
      - Subcontracts are just as good

- **Institution**
  - Know thyself
  - Increase the odds
  - Identify areas of long-term opportunity
  - Create Centers of Excellence
  - Align faculty to Centers
  - Focus Resources on those who can and will
  - Remove Barriers
  - Provide Accountability and Assistance on Reports and Deliverables
  - Spend Your Grant Dollars
  - Take advantage of being small
  - Marketing (Perception)
  - Strategic Hires (try before you buy)
Funding Opportunities

• Centers
  – Energy
  – STEM Education
  – Medical
  – Entrepreneurship
  – Interdisciplinary Programs
  – Military

• GRANTS (Low Hanging Fruit)
  – TxDOT
  – TEA
  – THECB
  – Equity Programs
  – SBIR
  – Subcontracts
  – ETF

• Other Revenue
  – Professional Education
  – Evaluation Services
  – Business Services
  – School Districts
  – Charter Schools
  – Products
  – Community Colleges
  – Fee for Service
    • Expertise

• Traditional Agencies
  – NASA
  – NOAA
  – NSF
  – NIH
  – DoE
  – DoEd

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Barriers to Success

• Lack of Research Agendas
• Compensation
• Lack of Administrative Support
• Common Job Descriptions
• Start-up Packages
• Business Affairs Issues
  – Policies and Procedures that don’t take into account research activities

• Infrastructure
• IT Support
• SILOS
• Lack of student research
• Focusing on the $$$ “I should receive” vs. “what I can receive”
Developing a Revenue Portfolio

• Centers for Excellence
  – Grants
  – Contracts
  – Fee for Service
  – Product Development
  – Conferences
  – Professional Development