PROPOSAL DEVELOPMENT WORKSHOP
February 23–25, 2012 • Washington, D.C.
The American Association of State Colleges and Universities’ Grants Resource Center (GRC) is committed to strengthening the competitive edge of college and university faculty members and administrators pursuing sponsored programs funding from public and private sources. Offering access to timely and actionable information on funding opportunities, providing personalized support to meet specific campus needs, and promoting networking among sponsored programs professionals, GRC supports the realization of institutional goals and program development priorities. With a pre-award focus, GRC offers a range of informational services to personnel on member campuses:

- The GrantSearch database promotes efficient searching for higher education funding;
- A funded proposal library allows access to successful applications; and
- Campus policy statements on a range of topics—from intellectual property to research ethics—disseminate best practices.

For additional information, visit GRC’s general information Web site aascu.org/grcinfo or contact Richard Dunfee at 202.478.4697.

GRANTS RESOURCE CENTER STAFF

- **Richard Dunfee**  
  Executive Director  
  dunfeer@aascu.org  
  202.478.4697

- **Linda Anthony**  
  Program Manager  
  anthonyl@aascu.org  
  202.478.4698

- **Megan Cantwell**  
  Senior Consultant  
  cantwellm@aascu.org  
  202.478.4709

- **Jim Cummins**  
  IT and Meetings Manager  
  cumminsw@aascu.org  
  202.478.4699

- **Serina Freeman**  
  Program Advisor  
  freemans@aascu.org  
  202.478.4710

- **Sandra George**  
  Research Assistant  
  georges@aascu.org  
  202.478.4712

- **Allyson Lords**  
  Staff Associate  
  lordsa@aascu.org  
  202.478.7835

- **Kenneth McDonald**  
  Program Associate  
  mcdonaldk@aascu.org  
  202.478.4708

- **Nicole N. Hochsprung**  
  Research Assistant  
  hochsprung@aascu.org  
  202.478.4714

- **Erika Y. Thompson**  
  Senior Program Advisor  
  thompsons@aascu.org  
  202.478.4713
PROPOSAL DEVELOPMENT WORKSHOP

February 23–25, 2012
Sofitel Hotel • Washington, D.C.

GRANTS RESOURCE CENTER
Funding Expertise. Personally Delivered.
THURSDAY, FEBRUARY 23

1 p.m. – 1:30 p.m.  🌐 Paris Ballroom

Welcome
Speaker:  Richard Dunfee, Executive Director, Grants Resource Center, AASCU

1:30 p.m. – 2:30 p.m.  🌐 Paris Ballroom

General Session: National Science Foundation Update
This session will cover new developments with National Science Foundation (NSF) programs, policies, people and budgets. Senior NSF staff will provide a comprehensive review of what is new and developing at the agency, including an update of activities related to NSF’s merit review criteria. Updates on the progress of NSF’s modernization of FastLane with Research.gov also will be provided.
Presenters:  Jean Feldman, Head, Policy Office, National Science Foundation
            Mary Santonastasso, Director, Division of Institution and Award Support, National Science Foundation

2:45 p.m. – 3:45 p.m.  🌐 Paris Ballroom

General Session: Awardee Perspective from the University of Southern Maine
How do you navigate an unexpected budget cut to a National Science Foundation (NSF) grant? Is negotiation even a possibility? The NSF Research in Disabilities Education-funded EAST Alliance team will share insight on the challenging, ultimately successful, process of negotiating with NSF for the final two years of funding.
Presenters:  Samantha Langley-Turnbaugh, Professor of Environmental Policy and Associate Vice President for Academic Affairs for Research, Scholarship, and Creative Activity, University of Southern Maine
            Lynn Lovewell, Director, University of Southern Maine EAST Program
4 p.m. – 5 p.m.  🏛  Paris Ballroom

**General Session Keynote: The New Federal Emphasis on Entrepreneurship, Innovation and Regional Partnerships**

Federal initiatives promoting economic outreach and regional engagement are emphasizing the economic prosperity contributions of higher education and, in turn, altering sponsored programs and research. With a focus on GRC and AASCU institutions’ capacity to respond to this national priority, the keynote presentation will provide details on Department of Commerce strategies to stimulate the economic recovery, and will describe perspectives on entrepreneurship, innovation and regional initiatives.

Presenters:  **Nish Acharya**, Senior Advisor to the Secretary of Commerce and Director, Office of Innovation and Entrepreneurship, Economic Development Administration, U.S. Department of Commerce  
**Kenneth W. Dobbins**, President, Southeast Missouri State University

5 p.m. – 6:30 p.m.  🍽  Paris Ballroom

**Welcome Reception**

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FRIDAY, FEBRUARY 24

7 a.m. – 8 a.m.  Madeleine
**New Attendee Breakfast**

7 a.m. – 8 a.m.  Paris Foyer
**Member Breakfast**

8 a.m. – 8:45 a.m.  Paris Ballroom
**General Session: Federal Budget and Appropriations for FY 13**
This session will present an overview of the Budget Control Act, which was signed into law in August 2011 and determines federal funding levels for the next nine years. The panel will provide insight into expectations for the FY 13 appropriations process, including the potential for sequestration, in the areas of education, scientific and other research, and health.
Moderator:  Robert Moran, Director of Federal Relations and Policy Analysis, AASCU
Presenters:  Robin Juliano, Majority Staff on the Subcommittee on Labor, Health and Human Services, and Education Appropriations Committee, U.S. Senate
Kari McCarron, Assistant Director of Congressional and Government Affairs, Association of Public and Land-grant Universities

**Concurrent Sessions**

9 a.m. – 9:50 a.m.  Paris Ballroom
**NEH Funding for the Digital Humanities**
The National Endowment for the Humanities (NEH) Office of Digital Humanities (ODH) has established new grant programs to foster innovative humanities projects that use or study the impact of digital technology. The ODH director, who also serves as NEH’s chief information officer, will discuss how digital humanities are changing higher education and fostering interdisciplinary partnerships to advance the field.
Presenter:  Brett Bobley, Director, Office of Digital Humanities, and Chief Information Officer, National Endowment for the Humanities

9 a.m. – 9:50 a.m.  Madeleine
**Responding to Department of Defense Solicitations**
This session will provide details on how broad agency announcements are handled at the Office of Naval Research and other Department of Defense agencies. The presentation will include both a “how-to” on writing strong white papers and proposals, and a detailed overview of what happens to applicants’ proposals after submission.
Presenter:  Anthony V. Junior, Program Manager, Education Programs, Office of Naval Research, U.S. Department of Defense
FRIDAY, FEBRUARY 24

Concurrent Sessions

10 a.m. – 10:50 a.m.  Paris Ballroom

**Developing Capacity for U.S. Department of Energy Awards**

The lead principal investigator on Appalachian State University’s winning project for the 2011 Solar Decathlon will share his strategies for identifying points of entry for U.S. Department of Energy funding. He will discuss the importance of building solid research teams, leveraging institutional resources and using current funding to secure future awards.

Presenter:  **Jamie Russell**, Assistant Professor of Building Science, Appalachian State University (N.C.)

10 a.m. – 10:50 a.m.  Madeleine

**Smithsonian Institution Research Support**

The Smithsonian Institution is well-known as the world’s largest museum and research complex. It is also the sponsor of a wide array of internship and fellowship awards, research associate programs and visiting scholar opportunities in Washington, D.C. and at affiliate sites across the U.S., Puerto Rico and Panama.

Presenter:  **Michael Spires**, Proposal Development Specialist, Office of Sponsored Projects, Smithsonian Institution

Concurrent Sessions

11 a.m. – 11:50 a.m.  Paris Ballroom

**How to Work with Foundations**

Foundation funding is subject to an entirely different set of regulations and operations than federal grant programs, and the requirements for an initial approach can be opaque and confusing. This session will provide advice for building solid foundation relationships, developing projects that attract foundation support, and getting noticed by a foundation that accepts proposals by invitation only.

Presenter:  **Caroline Herbert**, Manager of Multi-Media and On-Demand Training, Foundation Center
Concurrent Sessions  continued

11 a.m. – 11:50 a.m.  Madeleine

Successful Collaborations with Minority-Serving Institutions
GRC members will share advice on how minority-serving institutions can work with other colleges and universities to build enduring, mutually beneficial relationships.
Presenters:  Ruddys Andrade, Director of Grants and Sponsored Programs, New Jersey City University
            W. Weldon Hill, Provost, Virginia State University

Concurrent Advisory Board Lunches
Attendees will break into groups based on full-time equivalent (FTE) enrollment size for an open forum discussion of issues of common interest.

Noon – 1:15 p.m.  Bastille
Category A—Institutions with less than 5,000 FTE

Noon – 1:15 p.m.  Madeleine
Category B—Institutions with between 5,000 and 10,000 FTE

Noon – 1:15 p.m.  Paris Ballroom
Category C—Institutions with greater than 10,000 FTE

1:30 p.m. – 2:20 p.m.  Paris Ballroom

General Session: The Growing Emphasis on Collaborative Research and Sponsored Programs
Participants in this session will learn examples of tools and practices to identify the roles of existing and potential collaborators, build a strong pipeline of partners, and present a compelling picture of a resource network worth investing in. The interdependence of community and economic development engagement and sponsored programs activities is at the heart of this approach.
Presenters:  Tim Atkinson, Assistant Provost, University of Central Arkansas
            Kelly Lyon, Director, Center for Community and Economic Development, University of Central Arkansas
Concurrent Sessions

2:30 p.m. – 3:20 p.m.  Paris Ballroom

**FY 12 Updates from the National Institute of Justice**

As the primary research arm of the U.S. Department of Justice, the National Institute of Justice (NIJ) sponsors myriad opportunities for criminal justice and social science research. This session will provide details on this year’s funding opportunities and solicitations, along with an introduction to the new NIJ Office of Research Partnerships.

**Presenters:**  
Katrina Baum, Senior Research Officer, Office of Research Partnerships, National Institute of Justice, U.S. Department of Justice  
Yolanda L. Curtis, Special Assistant to the Director, National Institute of Justice, U.S. Department of Justice

2:30 p.m. – 3:20 p.m.  Madeleine

**Support for Climate Change Research**

This session will detail the research opportunities available through the National Oceanic and Atmospheric Administration, which funds climate science, assessments, decision support research, outreach, education and capacity-building activities designed to advance understanding of Earth’s climate system and to foster the application of this knowledge in risk management and adaptation efforts.

**Presenter:**  
Chester Koblinsky, Executive Director, Climate Program Office, National Oceanic and Atmospheric Administration, U.S. Department of Commerce

Concurrent Sessions

3:30 p.m. – 4:20 p.m.  Paris Ballroom

**Advice for Applying to the NIH AREA Program**

A National Institutes of Health (NIH) Academic Research Enhancement Award (AREA) awardee—also an NIH reviewer—will discuss what he has learned in both roles and share strategies for developing excellent AREA applications.

**Presenter:**  
Paul Silvia, Associate Professor of Psychology, University of North Carolina at Greensboro
Concurrent Sessions  continued

3:30 p.m. – 4:20 p.m.   Madeleine

Finding Success with ED International Programs
Although several international programs within the U.S. Department of Education were affected by severe budget cuts in FY 11, the prospects for FY 12 and FY 13 are much brighter. Program officers will discuss the strategies to develop successful responses to Undergraduate International Studies and Foreign Language and various Fulbright-Hays priority programs.
Presenters: Loveen Bains, Program Officer, U.S. Department of Education
Carly Borgmeier, Program Officer, U.S. Department of Education
Cynthia Dudzinski, Program Officer, U.S. Department of Education
Michelle Guilfoil, Program Officer, U.S. Department of Education

Concurrent Sessions

4:30 p.m. – 5:20 p.m.  Paris Ballroom

Sustainability Funding at NSF
The National Science Foundation’s Science, Engineering and Education for Sustainability (SEES) portfolio represents an agency-wide investment in research and education to inform social choices for a better environment. This session will present details on the scope, emphases and strategies behind the growing collection of SEES funding opportunities.
Presenters: Jessica Robin, SEES Co-Coordinator and Program Manager, Office of International Science and Engineering, National Science Foundation

4:30 p.m. – 5:20 p.m.  Madeleine

What’s New with ED Title III and Title V Programs
Title III and Title V programs support improvements in educational quality, management and financial stability at colleges and universities that educate large proportions of minority and financially disadvantaged students. This session will be an informal Q&A of what stakeholders can expect from these programs in FY 12 and beyond.
Presenters: Kelley Harris, Senior Program Officer, Strengthening Institutions Program, U.S. Department of Education
Peter Fusscas, Senior Program Officer, Developing Hispanic-Serving Institutions Program, U.S. Department of Education
FRIDAY, FEBRUARY 24

5:30 p.m. – 8 p.m.
National Press Club
14th and F Streets, NW

Networking Reception
GRC and the Council on Undergraduate Research will host this year’s joint reception. Plan to network with colleagues and agency representatives while enjoying light hors d’oeuvres. Opening remarks will be delivered by Albert Teich, former science and policy programs director of the American Association for the Advancement of Science. The National Press Club is four blocks from the Sofitel Hotel.
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SATURDAY, FEBRUARY 25

7 a.m. – 8 a.m.  •  Paris Foyer

**Breakfast**

8 a.m. – 8:45 a.m.  •  Paris Ballroom

**General Session: GRC Agency Advocacy Update**
GRC members, staff and partners will discuss significant developments with the GRC Community and Economic Development Task Force, Grants.gov Task Force, and Health Research and Education Task Force.

9 a.m. – 10 a.m.  •  Paris Ballroom

**General Session: The Underbelly of Peer Review**
Veteran federal peer reviewers will share anecdotes and lessons learned, some unexpectedly, from their participation in dozens of review panels. The discussion will be structured around the fallibility of peer review, memorable examples from past reviews, and strategies that can be used by attendees to make the most of a well-conceived but imperfect system.

**Moderator:** Linda Marston, Director of Grants and Sponsored Programs, Springfield College (Mass.)

**Presenters:**
- Megan Cantwell, Senior Consultant for Special Initiatives, Grants Resource Center, AASCU
- Leticia McCart, Program Planning and Writing Consultant, The Educational Resource Development Group
- Jonathan Plucker, Professor of Educational Psychology and Professor of Cognitive Science and Director, Center for Evaluation and Educational Policy, Indiana University
SATURDAY, FEBRUARY 25

10:15 a.m. – 11:15 a.m.  Paris Ballroom

General Session: Insight from NSF Program Directors and Administrative Staff

One way the National Science Foundation (NSF) maintains its current, field-based perspective is by engaging college and university personnel as temporary program directors in its seven directorates. When their time at NSF ends, the program directors return to their campuses with new understanding of proposal review and award decisions. This closing session will be an opportunity for program directors and administrative staff to review the lessons learned and identify ways to apply those insights to foster better proposals and increase NSF funding capacity.

Presenters:  Quinn Conklin, Science Assistant, Division of Social and Economic Sciences, National Science Foundation
Julio de Paula, Program Director, Division of Chemistry, National Science Foundation
Katherine Meyer, Program Director, Division of Social and Economic Sciences, National Science Foundation
Allison Smith, Program Specialist, Division of Social and Economic Sciences, National Science Foundation
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Category A—under 5000 FTE

- Patricia Gibbs
  Director, Office of Sponsored Programs and Contracts
  Elizabeth City State University
  252.335.3250 • pgibbs@mail.ecsu.edu

- Linda Marston
  Director of Grants and Sponsored Programs
  Springfield College
  413.748.3654 • lmarston@spfldcol.edu

Category B—Between 5000 and 10000 FTE

- Ruddys Andrade
  Assistant Vice President, Academic Affairs
  New Jersey City University
  201.200.3394 • randrade@njcu.edu

- Carol A. Darstein
  Coordinator, Pre-Award and Contract Services
  Buffalo State College (N.Y.)
  716.878.3047 • darsteca@rf.buffalostate.edu

Category C—Over 10000 FTE

- Syd Conner
  Information Specialist, Sponsored Programs Administration
  University of Southern Mississippi
  601.266.4119 • syd.conner@usm.edu

- Linda Patton
  Director of Grants and Contracts
  California State University, Fullerton
  657.278.3160 • lpatton@fullerton.edu

Appointments at large

- Linda Freed
  Director, Grants and Faculty Development, University of Wisconsin-Oshkosh
  920.424.3215 • freed@uwosh.edu

- Jonathan Plucker
  Professor of Educational Psychology and Cognitive Science
  Indiana University
  812.855.4438 • jplucker@indiana.edu
CONFERENCE PRESENTERS

American Association of State Colleges and Universities

- **Meg Cantwell**, Senior Consultant for Special Initiatives, Grants Resource Center
cantwellm@aascu.org
- **Robert Moran**, Director of Federal Relations and Policy Analysis
  202.478.4653 • moranr@aascu.org

Association of Public and Land-grant Universities

- **Kari McCarron**, Assistant Director of Congressional and Government Affairs
  202.478.6052 • kmccarron@aplu.org

Education Resource Development Group

- **Leticia McCart**, Program Planning and Writing Consultant
  mcgib@aol.com

Foundation Center

- **Caroline Herbert**, Manager of Multi-Media and On-Demand Training
  202.331.1400 x 4028 • Csh@foundationcenter.org

Indiana University

- **Jonathon Plucker**, Director, Center for Evaluation and Educational Policy, Professor, Educational Psychology and Cognitive Science
  812.855.4438 • jplucker@indiana.edu

InfoReady Corporation

- **Jim Diggs**, Development and Strategy Officer
  jdiggs@infoready4.com

National Endowment for the Humanities

- **Brett Bobley**, Director, Office of Digital Humanities
  202.606.8401 • Bbobley.neh.gov

National Science Foundation

- **Quinn Conklin**, Science Assistant, Division of Social and Economic Sciences
  703.292.4927 • qconklin@nsf.gov
- **Julio de Paula**, Program Director, Division of Chemistry
  703.292.8840 • jdepaula@nsf.gov
- **Jean Feldman**, Head, Policy Office
  703.292.4573 • jfeldman@nsf.gov
- **Katherine Meyer**, Program Director, Division of Social and Economic Sciences
  703.292.7480 • kmeyer@nsf.gov
- **Jessica Robin**, Program Manager, Office of International Science and Engineering
  703.292.8416 • jrobin@nsf.gov
- **Mary Santonastasso**, Director, Division of Institution and Award Support
  703.292.9171 • msantonas@nsf.gov
- **Allison Smith**, Program Specialist, Division of Social and Economic Sciences
  703.292.7094 • asmith@nsf.gov

New Jersey City University

- **Ruddys Andrade**, Director of Grants and Sponsored Programs
  201.200.3394 • randrade@njcu.edu

Smithsonian Institution

- **Michael Spires**, Proposal Development Specialist, Office of Sponsored Projects
  202.633.7436 • SpiresM@si.edu

Southeast Missouri State University

- **Kenneth W. Dobbins**, President
  417.836.8500 • president@semo.edu

Springfield College

- **Linda Marston**, Director of Grants and Sponsored Programs
  413.748.3654 • lmarston@spfldcol.edu
CONFERENCE PRESENTERS

University of Central Arkansas

- Tim Atkinson, Assistant Provost
  501.450.3451 • tatkinson@uca.edu
- Kelly Hunt Lyon, Director, Center for Community and Economic Development
  501.450.3429 • klyon@uca.edu

University of North Carolina at Greensboro

- Paul Silvia, Associate Professor of Psychology
  336.256.0007 • p_silvia@uncg.edu

University of Southern Maine

- Samantha Langley-Turnbaugh, Associate Vice President for Academic Affairs, Research, Scholarship, and Creative Activity
  207.780.5361 • Langley@usm.maine.edu
- Lynn Lovewell, Director, EAST Program for STEM Students
  207.780.5449 • lllovewel@usm.maine.edu

U.S. Agency for International Development

- Ticora Jones, Senior Advisor
  202.712.0884 • tijones@usaid.gov

U.S. Department of Commerce

- Nish Acharya, Director, Office of Innovation and Entrepreneurship, Senior Advisor to the Secretary of Commerce, Economic Development Administration
  202.482.4068 • nacharya@eda.doc.gov
- Chester J. Koblinsky, Executive Director, Climate Program Office, Office of Oceanic and Atmospheric Research, National Oceanic and Atmospheric Administration

U.S. Department of Defense

- Anthony V. Junior, Program Manager, Education Programs, Office of Naval Research
  703.696.4111 • JUNIORA@ONR.NAVY.MIL

U.S. Department of Education

- Loveen Bains, Program Officer, International and Foreign Language Education
  202.502.7709 • loveen.bains@ed.gov
- Carly Borgmeier, Program Officer, International and Foreign Language Education
  202.502.7691 • carly.borgmeier@ed.gov
- Cynthia Dudzinski, Program Officer, International and Foreign Language Education
  202.502.7589 • cynthia.dudzinski@ed.gov
- Peter Fusscas, Senior Program Officer, Developing Hispanic-Serving Institutions Program
  202.502.7590 • peter.fusscas@ed.gov
- Michelle Guilfoil, Senior Program Officer, International and Foreign Language Education
  202.502.7625 • michelle.guilfoil@ed.gov
- Kelly Harris, Senior Program Officer, Strengthening Institutions Program
  202.219.7083 • kelly.harris@ed.gov

U.S. Department of Justice

- Katrina Baum, Senior Research Officer, National Institute of Justice
  202.307.5889 • katrina.baum@usdoj.gov
- Yolanda L. Curtis, Special Assistant to the Director, National Institute of Justice
  202.305.2554 • yolanda.curtis@usdoj.gov

U.S. Senate

- Robin Juliano, Majority Staff on the Subcommittee on Labor, Health and Human Services Education Appropriations
  202.224.9145 • Robin_Juliano@appro.senate.gov

Virginia State University

- W. Weldon Hill, Provost
  804.524.5654 • whill@vsu.edu
GRC MEMBER INSTITUTIONS

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Delivering America’s Promise

AASCU’s membership of more than 400 public colleges and universities is found throughout the United States, Guam, Puerto Rico and the Virgin Islands. We range in size from 1,000 students to 44,000. We are found in the inner city, in suburbs, towns and cities, and in remote rural America. We include campuses with extensive offerings in law, medicine and doctoral education—as well as campuses offering associate degrees to complement baccalaureate studies. We are both residential and commuter, and offer on-line degrees as well. Yet common to virtually every member institution are three qualities that define its work and characterize our common commitments.

• We are institutions of access and opportunity. We believe that the American promise should be real for all Americans, and that belief shapes our commitment to access, affordability and educational opportunity, and in the process strengthens American democracy for all citizens.

• We are student-centered institutions. We place the student at the heart of our enterprise, enhancing the learning environment and student achievement not only through teaching and advising, but also through our research and public service activities.

• We are “stewards of place.” We engage faculty, staff and students with the communities and regions we serve—helping to advance public education, economic development and the quality of life for all with whom we live and who support our work. We affirm that America’s promise extends not only to those who come to the campus but to all our neighbors.

We believe that through this stewardship and through our commitments to access and opportunity and to our students, public colleges and universities effectively and accountably deliver America’s promise. In so doing we honor and fulfill the public trust.