Resubmitting Your Proposal:
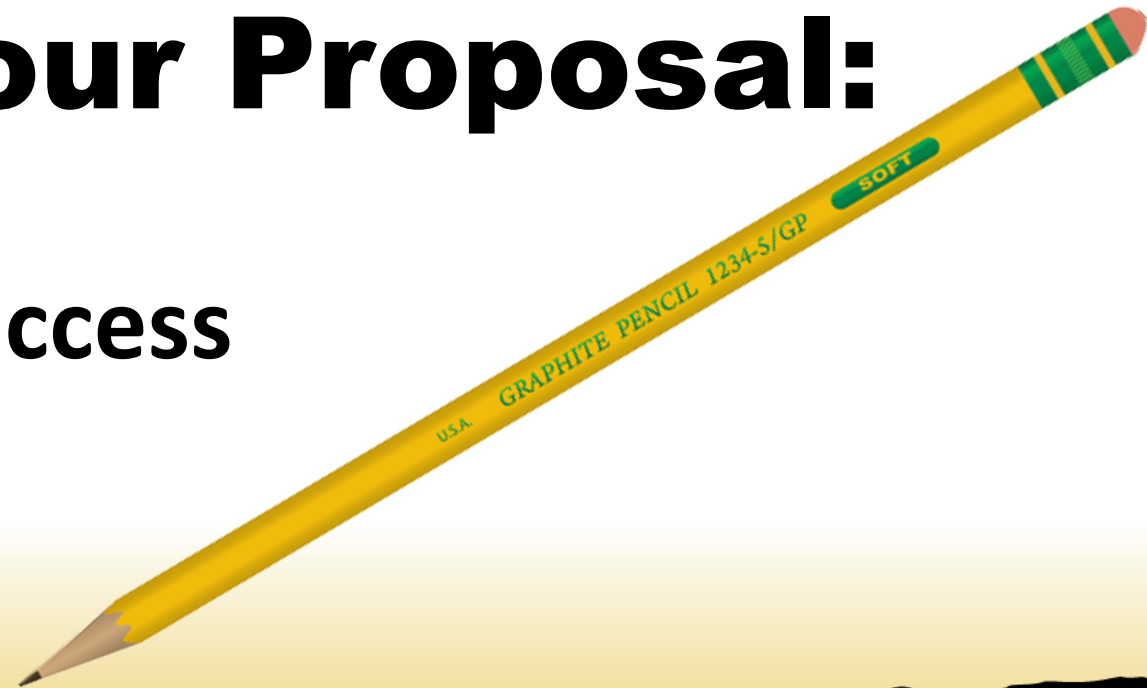
Tips for Success

Suzanne Hansford-Bowles

MU Extension

Judy Healy-Mendez

MO Prevention Science Institute

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Why Do Grant Proposals Fail?

Number 1 Reason:

The agency or foundation does not have enough money.

- **There are more good ideas than there are funds**
- **NO** does not mean **GIVE UP**!

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National Science Foundation Success Rates

Funding Year	Number Submitted	Number Awarded	Success Rate
FY2019	42,100	8,402	20%
FY2010	55,562	13,015	23%
FY2000	29,407	9,762	33%

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National Institutes of Health

Success Rates for R01 & Equivalent

Year	Success Rate
2008	21.8%
2016	19.9%
2017	19.3%
2018	20.4%

NIH – Success rates of R01 Resubmissions in 2019

	Number of applications	Number of awards	Success rate
1st submission	25,707	4,302	16.7%
2nd submission	9,378	3,064	32.7%

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US Department of Agriculture

- Over the past five years (Figure 1), AFRI has received a gradual upward trend in funding

- Approximately a 32 percent increase in funding from 2012 ($264,470,000) to 2016 ($350,000,000)

- USDA Agriculture and Food Research Initiative – 20% success rate in 2016

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Resubmissions are a major part of our research awards. Across all agencies and C/S/D:

	2017	2018	2019
# of resubs submitted	63	53	52
# of resubs awarded	21	18	24
Amount	$22M	$24M	$18M
Success rate	25%	25%	32%

At NIH, MU resubmission success rates 26 to 40 percent

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Note on private funders

- Not committed to transparency

- Often, no feedback or scoring provided

- Grant opportunities vary more year to year

- May have limits on resubmissions (e.g., wait a year or a cycle)

It Takes More Than One Time!

- Grant applications are a REPEAT process.

- Resubmitting is the norm. Our #1 TIP is to <u>resubmit</u> your proposal!

- Proposals are triaged – if guidelines not met, not reviewed.

- Great research ideas are not enough. Check details and address grantsmanship on resubmissions

Questions?

Common Problems with Proposals...

- Lack of new or original ideas

- Shaky reasoning in research approach

- Superficial or unfocused research plan

- Not enough detail to explain the project

- Lack of knowledge of published relevant work

- Lack of experience

- No discussion of future funding/future of project

Steps to Resubmission

- Read and re-read the reviews.
- Discuss proposal review with your research team.
- Make an appointment to call and talk to Program Officer.
- Talk to the Program Officer – have RDN member, other team members on call to listen and to help take notes.
- Follow guidelines on resubmission – often need to address reviewer comments.
- Work with your RDN member, grant staff, and OSPA.
- Have several internal and external reviewers BEFORE resubmit.

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Key Tips to Reshape Application

- **Problem:** Proposal is too ambitious; scope of work is too large to complete.

- **Solution:** Simplify the project. You may need to ask for funding for only one piece. Then pursue funding for the next piece. Develop a strong timeline of the overall project and indicate the key components.

Key Tips to Reshape Application

- **Problem:** Principal Investigator lacks experience.

- **Solution:** Add collaborators with experience as Co-PIs or to an Advisory Board. Add wording to show that experienced collaborators will mentor you throughout project.

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Key Tips to Reshape Application

- **Problem:** Use of funds does not appear to be appropriate.

- **Solution:** A good budget is essential to receiving an award. Budgets need to be reasonable, consistent with allowable categories, be allocable (easy to assign/charge), and consistent with University policy. Work with your grants person. Write a strong *budget justification* that tells the story of the numbers in enough detail that reviewers understand.

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Key Tips to Reshape Application

- **Problem:** Reviewers critique methodology and are skeptical of the success of project.

- **Solution:** Usually this means there is not enough detail. Get reviewers to help flesh out the details. Add *who, what, when, where, and how* to narrative.

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When NOT to Resubmit

Clear

- Reviewers or Program Officer tell you NOT to resubmit
- You have reached the limit of resubmission opportunities

Not as clear

- Application does not fit the call – or a revised call
- Idea has already been funded by funder (see past awards)
- Methods are not suitable for testing your hypothesis
- Data is not strong or not compelling

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Questions?

Resources

- https://www.chronicle.com/article/10-Tips-for-Successful-Grant/242535
- https://www.nordp.org/assets/resources-docs/porter-academicshardtime.pdf
- https://www.niaid.nih.gov/grants-contracts/revise-resubmit-application
- https://www.nsf.gov/pubs/policydocs/pappg20_1/index.jsp
- https://cadrek12.org/sites/default/files/Tips%20for%20Developing%20NSF%20Proposals_0.pdf
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