



2016-2017 Grant Writers' Seminars and Workshops Post Seminar Evaluations

Executive Summary

During 2016 - 2017, DAFVM units (MAFES, FWRC, MSU-ES, and CVM) collaborated with Dr. Lauren Broyles of Grant Writers' Seminars & Workshops to provide a 2-Phase professional development opportunity for DAFVM faculty. The goal of the grant writers' training program was to enhance the competitiveness of our scientists in securing nationally competitive grants through federal funding agencies such as USDA-NIFA, NIH, and NSF. The program consisted of Phase I) a 1-day grant writing seminar and Phase II) an intensive, 8-month grant writing workshop in which a subset of Phase I participants were selected for one-on-one mentoring by a grant writing coach/mentor. The Phase I seminar was attended by 100 registrants from MAFES (n = 44), FWRC (n = 11) MSU-ES (n = 21) and CVM (n = 24). In a post-seminar evaluation, participants reported that they strongly concurred that the material was appropriate (4.4 of 5), the presenter was knowledgeable (4.8 of 5), the presenter was responsive (4.9 of 5), the visual aids were informative (4.6 of 5), the supplemental handout was useful (4.7 of 5), and the program would be a useful component of ongoing faculty development (4.8 of 5).

An internally competitive process was used to select participants in the Phase II grant writer's workshop. Forty-one applicants submitted pre-proposals and 17 finalists were selected to participate in Phase II (CVM = 3, FWRC = 3, MAFES=10, and MSU-ES = 1). Phase II participants indicated that they prepared proposals submissions for USDA-NIFA-AFRI (57.1%), NSF (28.6%), and NIH (14.3%). Seventy-six percent (n = 13) of participants successfully submitted one or more proposals based on their preproposal. Of the 13 Phase II participants that submitted proposals, 38% (n = 5) were successful on their initial submission, 54% (n = 7) were declined, and 1 funding decision is still pending. The mean dollar amount requested in proposal submission was \$622,145 (n = 13) and total requests were \$9,332,179 (n = 13). The 5 successful initial proposal submissions had a mean value of \$442,427 and secured a total of \$2,212,138 in awards. Within 24 months after the start of the Phase II Workshop, 15 (88%) of the Phase II participants had submitted one or more proposals, in which they used the GWSW format, to nationally competitive programs (NIFA, NIH, and NSF). In total, Phase II participants submitted 29 proposals to these programs requesting \$13,865,775 in funding. Within 24 months after the start of the Phase II Workshop, participants had received 13 awards (44.8% success rate) from nationally competitive programs valued at \$4,378,889. In a post-workshop survey, Phase II participants strongly endorsed the value of the GWSW training.

At a total cost of \$80,562.72 (Phase 1 \$20,562.72, Phase II \$60,000.00) the investment in professional development by DAFVM administration was not insignificant. However, these proposal submissions and awards produced an effective ROI of 172.1:1 and 54.4:1, respectively. Additional and indirect returns attributable to proposal submissions by Phase I-only participants and the residual benefits in future submissions by Phase II participants are certain, but of an unknown magnitude.