

Engaging the Federal Government

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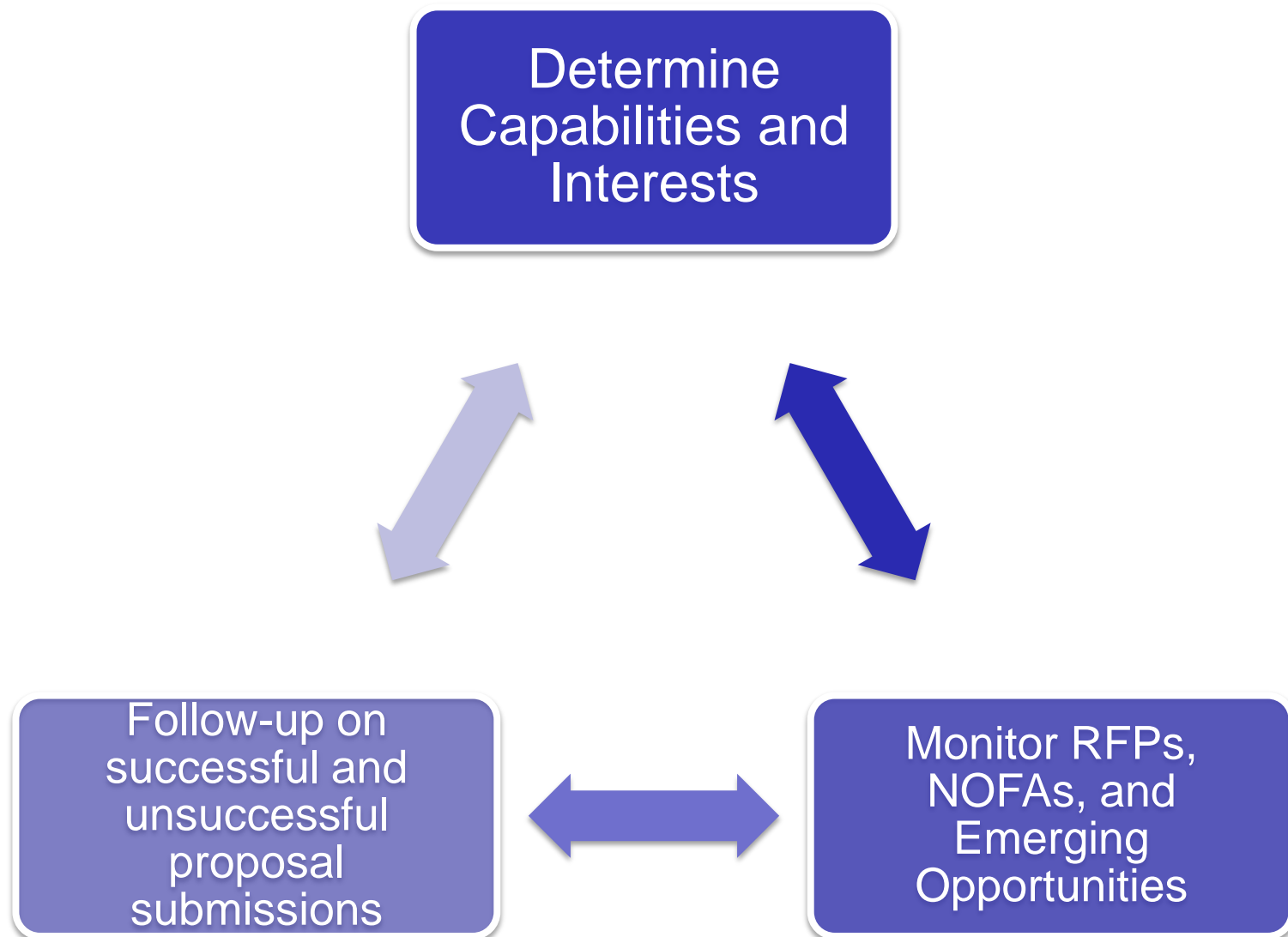
SALT Retreat 2011
September 30, 2011

- **Overview of Federal Relations: Function and Responsibility**
- **Three Prong Approach to Engaging the Federal Government**
- **Process to Arranging a visit the the Federal Department and Agencies**
- **Mock Peer Review Panel Exercise**
- **Homework: Interdisciplinary Group Exercise**
- **Search Engines for Grant Opportunities**

Federal Relations Function and Responsibilities

Responsible for identifying, analyzing, monitoring and promptly reporting new and emerging federal funding opportunities for Hampton University administration, faculty, researchers, program directors and others.

Approach to Federal Engagement



Function and Responsibilities

Develop, manage, and implement strategies to position Hampton University and its faculty to take advantage of such opportunities as appropriate.

Cultivate relationships with federal officials to facilitate the development of new funding opportunities aligned with the strengths of the university.

Act as a liaison with federal departments and agencies.

Function and Responsibilities

Liaison activity focuses on developing and maintaining positive relationships with legislative and federal representatives in order to:

Market Hampton University projects, programs and interests;

Identify new sources of support;

Monitor legislative and executive branch activity;

Track the flow
of new
emerging
opportunities

Grant and
Contracts

Memorandum of
Understanding/
Cooperative
Agreements

Advisory
Committee
Opportunities

Review Panel
Opportunities

Internship
Opportunities
for Students

Coordinate meetings with federal agency administrators for senior administrators, faculty, researchers and others at HU; and

Arranging a visit the the Federal Department and Agencies

Pre-Meeting/Meeting Request

- Purpose
- Goal
- Talking Points
- Who will Attend
- Dates Available
- **By email

Meeting

- Purpose
- Goal
- Talking Points
- “Ask”
- What to bring?
 - Business Cards
 - Brochures/Materials detailing capabilities

Post-Meeting

- Debrief
- Develop next steps
- Follow-up (Thank You Letter)

Mock Peer Review Panel Exercise

Mock Peer Review Panel Exercise

**Critique the
application
according to the
guideline criteria:**

- Significance
- Approach
- Innovation
- Investigators
- Environment

**Additional
Emphasis on:**

- Self-assessment – institutional status of current related academic programs including demographics
- Institutional vision of how minority development programs will be impacted by the award
- Institutional long-range goals and how this award would aid in their attainment
- Metrics for measuring success

Mock Peer Review Scoring System

Impact	Score	Description	Additional Guidance on Strengths/Weaknesses
High	1	Exceptional	Exceptionally strong with essentially no weaknesses
	2	Outstanding	Extremely strong with negligible weaknesses
	3	Excellent	Very strong with only some minor weaknesses
Medium	4	Very Good	Strong but with numerous minor weaknesses
	5	Good	Strong but with at least one moderate weakness
	6	Satisfactory	Some strengths but also some moderate weaknesses
Low	7	Fair	Some strengths but with at least one major weakness
	8	Marginal	A few strengths and a few major weaknesses
	9	Poor	Very few strengths and numerous major weaknesses

- Minor Weakness:** An easily addressable weakness that does not substantially lessen impact
- Moderate Weakness:** A weakness that lessens impact
- Major Weakness:** A weakness that severely lessens impact

Homework: Interdisciplinary Group Exercise

Develop a concept that has an interdisciplinary approach that addresses at least one of the following areas: **Science, Technology, Engineering and Math (STEM), Cyber-Security, Community College partnerships, Student Retention, College Access and Completion, Workforce Development (Job Training), Health Sciences, Teacher Preparation, K-12 Education Partnerships, Veteran Services, International (Trade, Education and Student Exchange) Health Information Technology, Rural Engagement (Healthcare and Child Nutrition) and Health Disparities.**

Be prepared to report tomorrow morning. follow-up with a written report (abstract) to the Provost by October 14, 2011.

Search Engines for Grant Opportunities

Category	Website	Description
Cancer.gov Research Funding	http://cancer.gov/researchfunding/	A portal to cancer research funding information provided by the National Cancer Institute.
Catalog of Federal Domestic Assistance	http://www.cfda.gov/	The online Catalog of Federal Domestic Assistance provides access to a database of all Federal programs available to State and local governments (including the District of Columbia); federally -recognized Indian tribal governments; Territories (and possessions) of the United States; domestic public, quasi-public, and private profit and nonprofit organizations and institutions; specialized groups; and individuals. After you find the program you want, contact the office that administers the program and find out how to apply. Offers a variety of search methods, including browsing grant listings by subject category .
CRISP Biomedical Information	http://crisp.cit.nih.gov/	CRISP (Computer Retrieval of Information on Scientific Projects) is a searchable database of federally funded biomedical research projects conducted at universities, hospitals, and other research institutions. The database, maintained by the Office of Extramural Research at the National Institutes of Health, includes projects funded by the National Institutes of Health (NIH), Substance Abuse and Mental Health Services (SAMSHA), Health Resources and Services Administration (HRSA), Food and Drug Administration (FDA), Centers for Disease Control and Prevention (CDCP), Agency for Health Care Policy Research (AHCPR), and Office of Assistant Secretary of Health (OASH). Users, including the public, can use the CRISP interface to search for scientific concepts, emerging trends and techniques, or identify specific projects and/or investigators.

Name	Website	Description
Federal Funding Reports	http://www.house.gov/ffr/federal_funding_reports.shtml	The online Federal Funding Report is a weekly compilation of items published in the Federal Register which affect Federal Domestic Assistance Programs. It makes no attempt to include Federal Register notices not directly related to Grants and Loans programs. The summary consists of three parts: (1) Federal Register Summary, (2) Early Warning Grants Report, and (3) Disaster Loan Applications. Courtesy of the U.S. House of Representatives.
Federal Business Opportunities	http://www.fedbizopps.gov/	FedBizOpps.gov is the single government point-of-entry (GPE) for Federal government procurement opportunities over \$25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal - FedBizOpps (FBO) - commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community. As of 2002, Federal Business Opportunities has replaced Commerce Business Daily as the source for identifying current federal business opportunities with the federal government.

Search Engines for Grant Opportunities

Name	Website	Description
Grants.gov	http://www.grants.gov/	The U.S. Department of Health and Human Services acts as the managing partner of Grants.gov, a government resourced named the E-Grants Initiative as part of the President's 2002 Fiscal Year Management Agenda to improve government services to the public. Grants.gov is a central storehouse for information on over 1,000 grant programs and provides access to approximately \$400 billion in annual awards.
GrantsNet	http://www.hhs.gov/grantsnet/	GrantsNet is an Internet application tool created by the Department of Health and Human Services (DHHS) Office of Grants Management and Policy (OGMP) for finding and exchanging information about HHS and other federal grant programs. In addition to an introduction to HHS grants, the site provides links to funding opportunities, information on the application process, and other useful grant-related resources.
Green Book	http://www.gpoaccess.gov/wmpri/nts/search.htm	Searchable, hypertext version of the House Ways and Means Committee's annual publication describing federal entitlement programs, with lots of tables and data. The 2004, 2000, 1998, and 1996 editions are all available.

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