Show Me the Money: Using COS Pivot to Find Funding Opportunities in the Arts & Humanities

Sarah B. Cunningham, PhD
Executive Director for Research
VCUArts
Virginia Commonwealth University

www.arts.vcu.edu

Jessica Venable
Grant and Research Analyst
Office of the Vice President for Research
Virginia Commonwealth University

www.research.vcu.edu
Workshop Objectives

- Review research resources at VCU.
- Discuss and demonstrate web-based funding databases
  - Set up a COS Pivot account and run through its features.
- Briefly review other funding opportunities search resources relevant to arts and humanities.
- Discuss search strategies.
- Discuss how to get grant search assistance at VCU.
VCUArts Research Development Services

• Demonstrating artistic excellence through national funding partnerships.

• Assist to develop projects with budgets over $5,000.

• Help faculty build grants skills by assisting with submission strategies, project timelines and budgets.

• Building interdisciplinary research collaborations within VCU.

• Realize Quest by supporting creative research.
OVPR Research Development Services

- Assistance in locating funding.
- Assistance in identifying campus resources.
- Assistance in building collaborations.
- Proposal development assistance and editing.
  - Interdisciplinary and collaborative opportunities
  - New and early-stage faculty
- Provision of “template language” and research statistics.
- Proposal submission assistance.
Office of Research Website

- Descriptions of all training and workshop offerings.
- **Access to funding opportunities databases.**
- Enhanced proposal preparation tools.
  - Award databases, collaboration tools
  - Sample funded proposals
  - Grant writing guides
- Internal funding opportunities listing.
- Research policies and procedures.

http://www.research.vcu.edu/vpr/resources/index.htm
Prepare for Your Search

- Write a prospectus.
- Determine type of funding needed.
- List priorities.
- Consider timing and deadlines.
- Consider pros and cons of Public and Private funding.
- Review University proposal submission procedures.
It’s not an ATM.
COS Pivot

- 26,000+ funding opportunities worth $33 billion
- 3 million+ expert profiles from around the world
- Updated daily by COS editors
- Includes solicited grants, fellowships, and other awards
- For maximum capabilities, set up a Pivot account.

pivot.cos.com
Ways of Searching Pivot

Quick Search
• Search across all available funding opportunities.

Sponsor Search
• Search for all programs in the database attached to a specific sponsor.

Search Advisor
• Find funding matches based on expertise profiles.

Advanced Search
• Constructs a targeted, field-specific search using search boxes, browsing windows, and pick lists.
Managing Your Results: Account Benefits

Good opp?

- Find collaborators
- Save to tracked list
- Save to active list
- Share with others
- Receive alerts
- Save query

Find other opps like this one
LIVE DEMONSTRATION OF COS PIVOT
If you have a profile...
General Tips for Pivot

• Use advanced search manipulations for text fields.
  • See Find Funding Opportunities Support Guides.
• Pay attention to notes within individual records.
• Use “Show me more opps like this” feature to dig deeper.
• Look for keyword patterns.
• Save your queries.
• Share good opportunities and good search strategies with your colleagues.
• Use notifications features (alerts come once a week).
bradner_acceleration
11 funding opportunities

1  ALA Annual Diversity Research Grant Program

  Sponsor:
  American Library Association (ALA)
  Office for Diversity

2  Center for Excellence in Surgical Education, Research and Training (CESERT) Grants Program

  Sponsor:
  Association for Surgical Education (ASE)
  Association for Surgical Education Foundation

3  Violent Victimization Among Racial and Ethnic Minorities  New
Advanced Search Tips for Pivot

- Make sure not to accidently fill in the "Exclude these" section.
- Provides tips on manipulating field.
- Text boxes at top search any part of the record, or specify field. Define search logic.
- Do not use decimals, commas, $ for "Amount."
- "Activity Location": Always include Unrestricted and Unspecified. Consider More Locations for groups.
- Always define "Citizenship and Residency." Choose also Unrestricted and Unspecified.
- Combine "Keyword" browse and term search.
SEARCHING FEDERAL AGENCIES
Grants.gov

- Find and apply for more than $400 Billion in Federal grants.
- Basic search, browse, and advanced search options.
- Sign up for daily email alerts.
- I use grants.gov when:
  1. I am looking for a particular funding opportunity that I know the name/number of.
  2. An agency only posts its opportunities on grants.gov.
  3. A field has a limited number of opportunities.

http://grants.gov/
Agency-run Databases: NEA

- Click on artistic discipline for details.
- VCUarts submits one application in March and one in August.
- VCUarts will select one project per deadline for submission.
- Talk with Sarah Cunningham about NEA submission.
- Individual artists cannot apply for funding.

http://www.nea.gov/grants/index.html
Agency-run Databases: **NSF**

- Funds approximately 11,000 proposals for research, education and training annually.
- Of interest: Directorates for **Education and Human Resources** and **Social, Behavioral, and Economic Sciences**
  - Make sure your research fits within NSF’s mission.
- Search by special populations, by program area, for awards (abstracts).
- Includes agency-specific proposal preparation guidance.
- Sign up for alerts (immediate, daily, weekly).

[http://www.nsf.gov/funding/]
Other Agency-run Databases & Lists

- Department of Commerce
  - http://www.commerce.gov/about-commerce/grants-contracting-trade-opportunities

- Department of State
  - All funding announcements posted at grants.gov or use COS Pivot Sponsor search
  - http://www.state.gov/

- Department of Education
  - http://www2.ed.gov/fund/landing.jhtml?src=In
OTHER GRANT SEARCH TOOLS
Other Databases: **SPIN**

- Includes 11,000+ funding opportunities from public and private sponsors.
- Basic and Advanced search options:
  - Can specify desired sponsors, grant amounts, career level, key terms, etc.
- Set up an expertise profile and locate collaborators through GENIUS.
- Receive automatic email notifications of funding opportunities through SMARTS.
- More challenging to use than Pivot.

https://vcuera.research.vcu.edu/spin/spinmain.asp
Other Organizations’ Search Tools

- **H-Net**
  - Tracks and lists Humanities and Social Sciences funding announcements.
  - [http://www.h-net.org/announce/group.cgi?type=Funding](http://www.h-net.org/announce/group.cgi?type=Funding)

- **NYFA Source**
  - A national directory of awards, services, and publications for artists.
  - [http://www.nyfa.org/source/content/search/search.aspx?SA=1](http://www.nyfa.org/source/content/search/search.aspx?SA=1)
Other Organizations’ Search Tools

- **MSU Libraries**: Grants and Related Resources
  - By academic level, by population group, or by subject.
  - Lists of funding opportunities, databases, and print resources.

  [http://staff.lib.msu.edu/harris23/grants/index.htm](http://staff.lib.msu.edu/harris23/grants/index.htm)

- **VCU Libraries**: Research Guides
  - Grants and Funding tips for faculty and students.

  [http://guides.library.vcu.edu/home](http://guides.library.vcu.edu/home)
Artist Search Tools

- **ResArtis**: Worldwide Network
  - Global opportunities for residencies, meetings, and networks.
  
  http://www.resartis.org/en/

- **Alliance of Artist Communities**
  - Association to support artists residencies
  
  http://www.artistcommunities.org/

- **Creative Capital**
  - Provides financial and advisory support to artists
  
  http://www.creative-capital.org/
SEARCHING FOUNDATIONS
The Foundation Center: The free side

- Gathers and analyzes data and provides training on private giving worldwide.
- Search general information about private funders, including tax records.
- Access news and RFPs by discipline through *Philanthropy News Digest* (children & youth, disabilities, medical research, science/technology, etc.).
- Access reports and trends on giving through *PubHub*.
- Webinars, self-paced tutorials, on-line courses.
- Also hosts [www.grantspace.org](http://foundationcenter.org/).
The Foundation Center: The paid side

- Foundation Directory Online
  - More than 100,000 grantmaker profiles.
  - Descriptions of more than 1.1 million grants and funding trends.
  - Search by interest area, keyword, activity funded, geographic location, etc.
  - Includes difficult-to-find information.
  - But, also requires finesse to search.

http://fconline.foundationcenter.org/sample/professional/
Using the Foundation Directory Online

• MCV Campus
  • Jessica Venable (OVPR), 827-1443
    jcvenable@vcu.edu
  • Pam Dillon (CCTR), 827-1519
    pmdillon@vcu.edu

• Monroe Park Campus
  • Ariana Bracalente, 828-1230
    abracalente@vcu.edu
IN SUMMARY
Search Strategies

- Review the literature.
  - Emerging keywords, “old” keywords
  - Emerging areas of study, opportunities for collaboration
  - Emerging sources of funding (check acknowledgements)
- Search for a funding opportunity that you know, then work backwards.
- Look for keyword patterns, ideas.
- Start broad, then narrow.
- Explore alternative disciplines, think about where the money is.
- Think about characteristics of you.
Individual Grant Search Appointments

- **MCV Campus** – Hunton Student Center, Room 209
  - First Tuesday of the month
  - 9:00 am – 2:00 pm
- **Monroe Park Campus** – Honors College, Room 572
  - Fourth Wednesday of the month
  - 9:00 am – 2:00 pm
- **By Appointment** – Biotech One or 809 South Cathedral Place
  - Can also arrange workshops for larger groups.

Contact Jessica Venable: jcvenable@vcu.edu
Other Assistance with Grant Searching

• **Brigette Pfister**, College of Humanities and Sciences  
  bspfister@vcu.edu, 827-1359


• **Pamela Dillon**, Center for Clinical and Translational Research  
  pmdillon@vcu.edu, 827-1519

• **RaShel Charles**, Institute for Women’s Health  
  rcharles@mcvh-vcu.edu, 827-2241
QUESTIONS?