WE'RE IN THE MONEY!

SECURING FUNDING TO SUPPORT NURSING RESEARCH (SC218141)

2015 ANCC NATIONAL MAGNET CONFERENCE®
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AMERICAN NURSES CREDENTIALING CENTER

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PARTICIPANTS IN THIS PRESENTATION WILL:

» Examine funding strategies to grow a nursing research program, including:
  » internal grants and fellowships
  » external funding sources, including public, private, and non-traditional
  » Foundation account development

» Explore useful strategies for identifying funding sources

» Articulate best practices for writing grants and cases for support

» Identify one strategy for creating a supportive environment for grant-writing skill development and funding expansion

CARILION CLINIC

» Serving southwestern Virginia with 220 practice sites, 1,026 licensed beds + 60 NICU beds, and 11,700 employees.

» Mission: To promote the health of the communities that we serve

» Pillars: Patient Care, Education, and Research

CARILION CLINIC ROANOKE CAMPUS

» Not-for-profit 767 bed Level 1 Trauma Center, including a full-service 92-bed Children's Hospital and 60 bed NICU, and approximately 50 ambulatory sites

» Magnet® designated in 2003, 2009 & 2013

» Employs over 1800 nurses with 400,000+ admissions and visits annually

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ASPIRING FOR WORLD-CLASS CARE

» Nurses are vital to the discovery and translation of best practices for "patient care, improved health, and evaluation of outcomes" (IOM, 2011, p. 4-29).

» The strategic plan of Carilion Clinic Roanoke Campus Nursing emphasizes the value and importance of a strong program of nursing research and evidence-based practice to support best patient care.

CHALLENGES POSED BY THE EVOLVING ROLE OF NURSING IN THE CURRENT HEALTH CARE LANDSCAPE AND STRATEGIES TO MEET THESE CHALLENGES (2015 NATIONAL MAGNET CONFERENCE® LEARNING OBJECTIVE)

Challenge to achieve balance within Nursing's Professional Practice Model
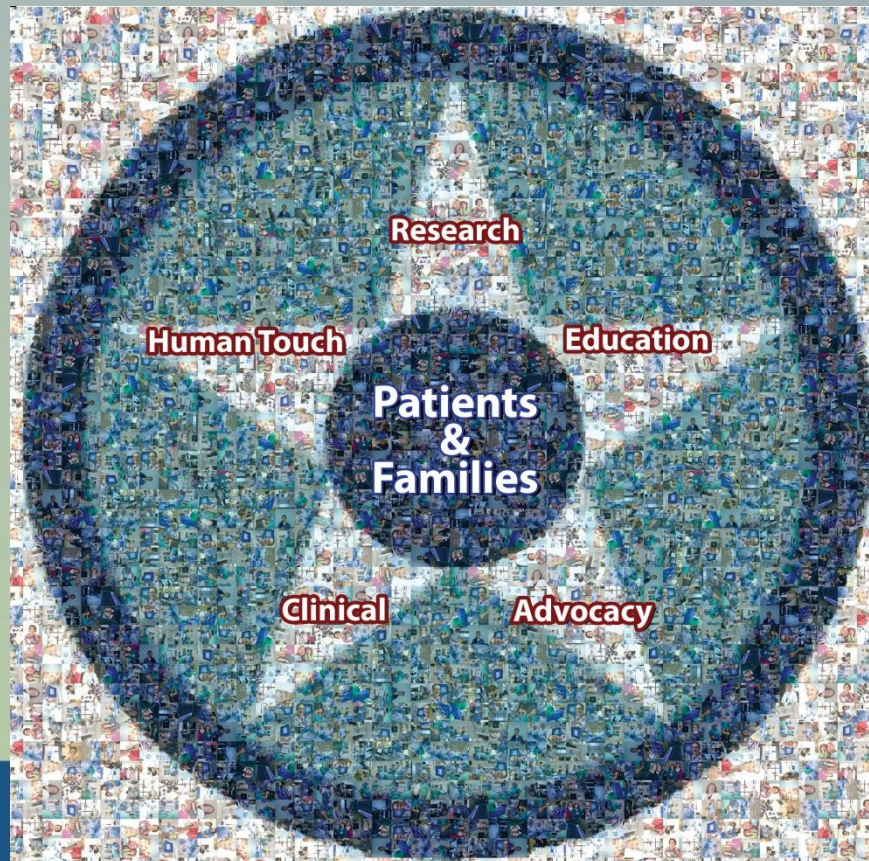
CHALLENGES POSED BY THE EVOLVING ROLE OF NURSING IN THE CURRENT HEALTH CARE LANDSCAPE AND STRATEGIES TO MEET THESE CHALLENGES (2015 NATIONAL MAGNET CONFERENCE® LEARNING OBJECTIVE)

Preparation of nurses in basic education programs to conduct frontline research

- » BSN by 2020
- » Ongoing education with basic and advanced research classes
- » Research focusing on strategic plan and on unit scorecards

CHALLENGES POSED BY THE EVOLVING ROLE OF NURSING IN THE CURRENT HEALTH CARE LANDSCAPE AND STRATEGIES TO MEET THESE CHALLENGES (2015 NATIONAL MAGNET CONFERENCE® LEARNING OBJECTIVE)

Key Performance Indicators: Throughput, Quality and Safety, Patient Experience, Staff Engagement

- » Each is undergirded by REACH Professional Practice Model
- » Priority areas for research and quality initiatives

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NURSING RESEARCH STRUCTURE AT CARILION CLINIC ROANOKE CAMPUS:
CLINICAL NURSE SPECIALISTS ARE KEY!

NURSING RESEARCH STRUCTURE AT CARILION CLINIC ROANOKE CAMPUS (CON'T)

» Commitment of Nursing Leadership

» Office of Nursing Research and EBP

» Budget support for PhD nurse researcher, administrative support, classes, fellowships, and travel

» Institutional affiliation with Jefferson College of Health Sciences and Virginia Tech Carilion School of Medicine

» Relationships with other universities

NURSING RESEARCH IS INTEGRAL… BUT SOMETIMES ELUSIVE

» Key is to create ways to expand the capacity of frontline nurses to engage in meaningful and manageable research (NK1EO).

» Funding can provide frontline nurses with opportunities to devote a portion of their work assignment directly to research that could not be feasible otherwise with multiple, sometimes conflicting, demands for time and attention.

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INTERNAL FUNDING STRATEGIES TO GROW A NURSING RESEARCH PROGRAM

INTERNAL FUNDING OPPORTUNITIES AT CARILION CLINIC

Funding through internal nursing budget:

» Nursing Research Fellowship $18,000/team

» Conference travel support for presentations $1700/project

2014 Graduates, Unit Directors and Mentors, Carilion Clinic Nursing Research Fellowship

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INTERNAL FUNDING OPPORTUNITIES AT CARILION CLINIC

Funding through indirect account of system R&D

» Research Acceleration Grants (RAP) up to $25,000

» Priority to seeding new initiatives

2015 RAP Grant Recipient Laurie Seidel, Building a Mindful CommUNITY

CarilionClinic

EXTERNAL FUNDING STRATEGIES TO GROW A NURSING RESEARCH PROGRAM

GRANTS

OOOHHH, SCARY, SCARY….

» The mere mention of the word "grant" can instill angst for nurses

» Graduate nursing curricula may include skill development for writing grants, but it is uncommon for basic nursing preparation to include grant-writing content.

FINDING FUNDING

CAUTION

Submission Fees

» Internal funding opportunities

» ANA Website: http://nursingworld.org/research-toolkit/Research-Funding *See especially "Grants Resources" in Practice ->Essential Nursing Resources

» Pivot – 30 day free trial! Pivot.cos.com

» Foundations for large businesses

» Specialty organizations

» University Partners

GROUNDWORK

» Establish institutional support

» Find a mentor consultant if novice

» Identify needed expertise and form a team

» Brainstorm every possible expense

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START WITH A CONCEPT PAPER

» Background and significance
  » Problem
  » Purpose
  » Study question (PICOT)
» Literature Review

» Methodology
  » Objectives or aims
  » Design, measures
  » Analysis
» Conclusion
  » Timeline
  » Budget
  » Dissemination plan

2-4 pages

DEVELOP THE FULL PROPOSAL

» Institutional overview

» Lay language abstract

» Full proposal

  » Background/significance

  » Research question/
    objective/hypothesis

  » Literature summary

  » Methodology

  » Dissemination

  » References

» Timeline

» Budget

» Biosketches

» Other attachments

BUDGET DEVELOPMENT

» Format

» Budget justification

Sample justification: Surveys mailed to 1000 homes at $0.45 per survey. Return postage for 1000 surveys at $0.45 each

Organization Name
Project Name
Grant Period

	Budget Year 1	Budget Year 2	Budget Year 3	Budget Total
REVENUE / OTHER FUNDING:				
TBD	$ -	-	-	-
TBD	$ -	-	-	-
TBD	$ -	-	-	-
TBD	$ -	-	-	-
TOTAL REVENUE	$ -	-	-	-
EXPENSES:				
Personnel:				
Salaries	-	-	-	-
Employee Benefits & Payroll Taxes	-	-	-	-
Subtotal Personnel	-	-	-	-
Non-personnel:				
Professional Fees	-	-	-	-
Interns	-	-	-	-
Travel	-	-	-	-
Meetings & Events	-	-	-	-
Grants & Pass-throughs	-	-	-	-
Subscriptions & Dues	-	-	-	-
Printing	-	-	-	-
Communications	-	-	-	-
Postage & Delivery	-	-	-	-
Information Technology	-	-	-	-
Equipment & Supplies	-	-	-	-
Media Services	-	-	-	-
Recordkeeping & Accounting	-	-	-	-
Rent & Occupancy	-	-	-	-
Subtotal Non-personnel	-	-	-	-
TOTAL EXPENSES	$ -	$ -	$ -	$ -

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TIMELINE

Research Project – Plan Overview
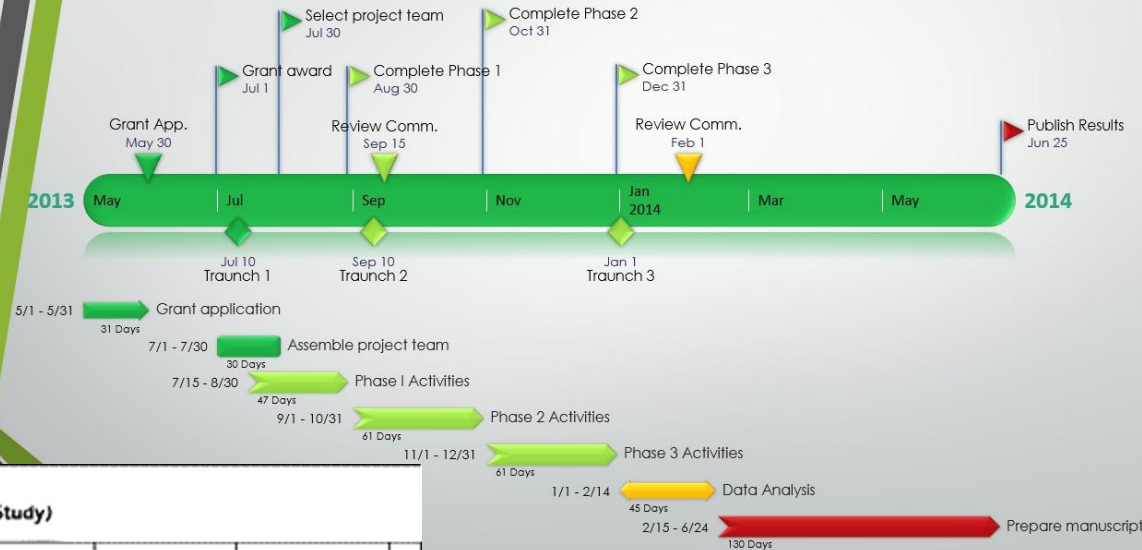
Tentative Timeline (5-Year Study)

Year		1		2		3		4		5	
Study month	1	6	12	18	24	30	36	42	48	54	60
Date	7/04	1/05	7/05	1/06	7/06	1/07	7/07	1/08	7/08	1/09	7/09
1. Specific aim 1											
2. Specific aim 2											
a. Data acquisition											
b. Chart review											
c. Data analysis/manuscripts											
3. Specific aim 3											
a. Subject interviews											
b. Data management											
c. Data analysis/manuscripts											
4. Specific aim 4: analysis and synthesis											

BIOSKETCH

» NIH website:
http://grants.nih.gov/
grants/guide/notice-
files/NOT-OD-15-
024.html

BIOGRAPHICAL SKETCH

Provide the following information for the Senior/key personnel and other significant contributors.
Follow this format for each person. DO NOT EXCEED FIVE PAGES.

NAME:

eRA COMMONS USER NAME (credential, e.g., agency login):

POSITION TITLE:

EDUCATION/TRAINING *(Begin with baccalaureate or other initial professional education, such as nursing, include postdoctoral training and residency training if applicable. Add/delete rows as necessary.)*

INSTITUTION AND LOCATION	DEGREE (if applicable)	Completion Date MM/YYYY	FIELD OF STUDY

NOTE: The Biographical Sketch may not exceed five pages. Follow the formats and instructions below.

A. Personal Statement

Briefly describe why you are well-suited for your role in the project described in this application. The relevant factors may include aspects of your training; your previous experimental work on this specific topic or related topics; your technical expertise; your collaborators or scientific environment; and your past performance in this or related fields (you may mention specific contributions to science that are not included in Section C).   Also, you may identify up to four peer reviewed publications that specifically highlight your experience and qualifications for this project.   If you wish to explain impediments to your past productivity, you may include a description of factors such as family care responsibilities, illness, disability, and active duty military service.

B. Positions and Honors

List in chronological order previous positions, concluding with the present position. List any honors. Include present membership on any Federal Government public advisory committee.

C. Contribution to Science

Briefly describe up to five of your most significant contributions to science. For each contribution, indicate the historical background that frames the scientific problem; the central finding(s); the influence of the finding(s) on the progress of science or the application of those finding(s) to health or technology; and your specific role in the described work. For each of these contributions, reference up to four peer-reviewed publications or other non-publication research products (can include audio or video products; patents; data and research materials; databases; educational aids or curricula; instruments or equipment; models; protocols; and software or netware) that are relevant to the described contribution. The description of each contribution should be no longer than one half page including figures and citations. Also provide a URL to a full list of your published work as found in a publicly available digital database such as SciENcv or My Bibliography, which are maintained by the US National Library of Medicine.

D. Research Support

List both selected ongoing and completed research projects for the past three years (Federal or non-Federally-supported). *Begin with the projects that are most relevant to the research proposed in the application.* Briefly indicate the overall goals of the projects and responsibilities of the key person identified on the Biographical Sketch. Do not include number of person months or direct costs.

SUBMISSION

» Checklist

» Internal review and approvals

» Electronic submission registration or planning for mailed submission

» Keep a copy

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GRANT DEVELOPMENT TIME SCHEDULE COUNTDOWN

Week 12: Contact R&D office, concept paper, secure leadership support, build team and ask for biosketches

Week 10: Draft budget and timeline, proposal writing, contact funder to discuss (as needed)

Week 8: Update leadership and team, biosketch reminder, develop budget, refine proposal, register for electronic submission

Week 6: Develop timeline, refine proposal, editorial assistance

Week 4: Send strong draft to leadership for approval

Week 2: Edit as necessary, reread guidelines and proposal, submit

WHILE YOU ARE WAITING

» If IRB is not part of submission, then prepare IRB proposal while waiting for funding decision.

» Complete human subjects protections training

» Prepare study binder

» Develop procedures, recruitment materials, get permission for data collection tools

IF THE RESPONSE IS NOT WHAT YOU HAD HOPED:

Were the reviewer's comments
- » encouraging?
- » helpful?

Can you do a part of the study without funding?

Discuss with your mentor and/or team.

Get a new game plan.

DON'T GIVE UP!!!

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YOU ARE FUNDED!!!

» Notify
  » Team and administration of funding decision
  » Sponsor when IRB approval is obtained

» Review
  » What you said you would do
  » Timeline

» Launch
  » Advertise for paid staff, if applicable
  » Establish agreements/contracts
  » Order supplies, copy study materials
  » Update binder
  » Begin recruitment

JOINING NATIONAL COHORT STUDIES

» Work closely with your Sponsored Projects Office and Legal Department

» Identify every possible cost to your institution – it may not make financial sense to join

» Examine data security

<#>

NURSE PRACTITIONER PERSPECTIVES OF END-OF-LIFE CONVERSATIONS AND CHALLENGES: A MIXED METHODS APPROACH
FUNDING: WALDRON COLLEGE FACULTY RESEARCH GRANT

BEST PRACTICE FOR POST-STERNOTOMY DRESSING CARE

PRODUCTS DONATED BY VENDOR

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SAY NO TO PNEUMONIA: IMPROVING PNEUMOCOCCAL VACCINATION

FUNDING: MERCK, SHARP & DOHME PNEUMOCOCCAL VACCINATION PROGRAM

LOCAL STUDY SITE PARTICIPANT IN:
HAPPI-2 (HOSPITAL ACQUIRED PNEUMONIA PREVENTION INITIATIVE-2): PHASE I
NATIONAL STUDY: B. QUINN AND D. BAKER, SUTTER MEDICAL CENTER

CREATING A SUPPORTIVE ENVIRONMENT FOR GRANT-WRITING SKILL DEVELOPMENT AND FUNDING EXPANSION

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KEY PARTNERS

» Research & Development Office

» IRB

» Advisory Committee

» Partnerships with Schools of Nursing

» Building relationships with Medical Research

» The funder

COMMON PITFALLS

» Unrealistic budget

» Lack of institutional support

» Inadequate infrastructure

» Insufficient expertise

» Limited access to sample to achieve power

» Not following the RFP guidelines

» Writing too technical for lay reader

» Not enough whitespace

FOUNDATION ACCOUNTS

PURPOSE OF A FOUNDATION

Opportunity for patients/family/friends to:
- » Memorialize
- » Recognize
- » Show gratitude
- » Support the mission
- » Make a tax-deductible donation

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ESTABLISHING A FOUNDATION ACCOUNT

» Secure system level support

» Form a relationship with the Foundation leadership

» Create an advisory team

» Communicate what is and what could be

   » Case for Support

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BASIC COMPONENTS OF NURSING RESEARCH CASE FOR SUPPORT

» Introductory note from Director of Research and/or CNO

» Highlight active research studies

» Vision for possible contribution uses

  » Positions

  » Equipment

  » Fellowship

  » Others

CARILION CLINIC NURSING RESEARCH CASE FOR SUPPORT

THE GOOD AND BAD OF ENDOWMENTS

Invested money from which the interest is drawn

» Approximately 4.5% of the principal would be available annually.

» Use limited as defined by donor.

» Funds vary with interest rate fluctuations.

ENDOWMENTS AREN'T THE ONLY OPTION

» Contributions can come from surprising places

» Good to have a written wish-list

Dear Santa, I would love to have funds to support:

- *Research Conference*
- *Peer-reviewed publication*
- *Intern*
- *Lecture Series*
- *Nursing Research Center*

KEYS TO SUCCESS

» Establishing strong relationship with Foundation Office

» Building stakeholder support

» Creating an easy-to-read case for support

» Being true to the donor's wishes

» Communicating with donors
   » Due diligence
   » Report (with gratitude) on use of funds

SELECTED RESOURCES

Bliss D. 2010. Letters of support for a research grant proposal. *J Wound Ostomy, Continence Nursing, 37*(4), 358-9.

6-part series on Writing a Grant Proposal in 2005 in the *J of Wound Ostomy, Continence Nursing*

NIH Office of Extramural Research: http://grants.nih.gov/grants/guide/notice-files/NOT-OD-15-032.html

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REFERENCES

Inouye S & Fielin D. 2005. An evidence-based guide to writing grant proposals for clinical research. *Ann Intern Med, 142*(4), 274-282.

IOM (Institute of Medicine). 2011. *The Future of Nursing: Leading Change, Advancing Health*. Washington, DC: The National Academies Press.

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