

## Let Me Introduce You...

In recent newsletters, I have provided information on the AASCU's Grants Resource Center (GRC). Our membership with GRC allows all faculty and staff to access valuable information related to funding opportunities, proposal development, best practices, and a wealth of expertise all with the goal of increasing our success in securing competitive grants from federal and private sponsors. In a previous [newsletter](#), I provided information on the three publications that GRC provides: [GrantWeek](#), [Deadlines](#), and the [GRC Bulletin](#). There are other services that are available to you through their website:

- [GrantSearch](#). Designed exclusively for GRC member campuses. It was developed to make finding federal and private foundation grant information accessible and convenient by allowing the user to search the funding opportunity database using five criteria: academic subject, activity, funding sponsor, deadline month, and text.

- [Proposal Library](#). GRC obtains funded proposals on a regular basis and provides them to members, free of charge, through the funded proposal library.
- [Resources](#). A page that provides guides to proposal development, research writing resources, funding guides, "Reports to Read Now", and Upcoming Events, including webinars, meetings, and conferences.
- [GRC News](#). Get the latest on federal policy and regulation updates, news from federal agencies and offices, guidelines, reports and events. You can even sign up for their updates on [Twitter](#).

Please make use of these resources. **You must have login information the first time you access the Grants Resource Center site.** [Email](#) or call (x4804) for the login information. Please remember that these resources are for member use only and not for distribution outside of DSU.



## Pollyanna Need Not Apply

*(In its latest Grantseeker Tips newsletter, the consultants at Miner and Associates <<http://www.minerandassociates.com/>> describe the value of recognizing a problem when you see it. Their advice was reprinted by the Grants Resource Center with their permission to pass on to member universities.)*

In a recent grant workshop, a participant remarked: "What's the difference between a 'Problem Statement' and an 'Opportunity'? Our organization doesn't really have a problem. We see grants as an opportunity to expand our outreach into the community."

To answer this question, consider why sponsors want to fund you. They grant funds to solve problems. Indeed, that's their mission to solve societal problems, not fund you.

Opportunities focus on you, your wants and needs. Sponsors don't perceive your wants to be their needs. Problems, on the other hand, represent the reasons behind your proposal. Sponsors fund you because they believe that your project will help them solve their need to close gaps in society. Funding you helps them fulfill their mission.

Said differently, there are no solutions to opportunities. When you write your next proposal, be sure you present the sponsor with a problem, not an opportunity.

## !!! Attention !!!

**The Foundation and Corporate Funders Panel Discussion originally scheduled for Thursday, November 18, 2010 will be rescheduled for a later date this academic year.**

### Office of Institutional Grants

Dr. Myrtis Tabb, Associate VP,  
Finance and Administration  
KW 247 Ex 4518  
[mtabb@deltastate.edu](mailto:mtabb@deltastate.edu)

Institutional Grants Office  
Kent Wyatt 248 Ex. 4804  
Robin Boyles, Director  
[rboyles@deltastate.edu](mailto:rboyles@deltastate.edu)

Robert Presley  
Graduate Assistant  
[rpresley@deltastate.edu](mailto:rpresley@deltastate.edu)



## Policy Highlights

Did you know that DSU has a cabinet-approved policy specifically for grants and contracts? Here are the policy highlights but the policy in its entirety can be found [here](#):

- Only designated officials are authorized to commit the University on matters related to grants and contracts
- All grant proposals submitted by the University must go through an internal approval via the Internal Approval Form. This includes continuation project applications.
- All proposals which use the name and resources of Delta State University and which may result in an award to the University or an award to an individual functioning in a university capacity involving restricted funds must adhere to University policies and procedures.
- Approval from the respective chair and dean are required when committing university resources as cost-share or match. Grant proposal budgets which include a commitment of matching salary funds must have the prior approval of the Provost.
- DSU has a federally-negotiated indirect cost rate, also known as F & A. Unless stated through a published rule of the sponsoring agency and documentation is provided, F & A costs are not waived or reduced.
- All grant projects that have research components or collect data on human subjects must follow Institutional Review Board guidelines and must submit a Human Subjects Review Form **prior** to data collection.
- Once awarded, grant funds become university funds and projects must adhere to University policies and procedures regardless of funding source.

