NORDP Pacific Regional Meeting
Thursday, October 24, 2019 | 9 am – 5 pm
Putah Creek Lodge, 685 Putah Creek Lodge Drive, Davis

Friday, October 25, 2019 | 8 am – 3 pm
UC Davis Conference Center, 550 Alumni Lane, Davis

Overview
This two-day conference will convene and strategize around the role of research development (RD) professionals across varied and diverse organizations - higher education, research institutes, industry, and as independents - in advancing the research enterprise across the Western region. The setting will provide the opportunity to network, establish new partnerships, and learn best practices, processes, and more from research development colleagues.

Specifically, the meeting will provide insights into:

- 2019 NORDP national annual conference RD presentations and trends;
- Key perspectives for long-term sustainability of RD operations;
- Insights into current practices and strategies for complex proposal development;
- Opportunities to enhance regional engagement and research collaborations; and
- Career guidance and knowledge-sharing for professional development

The event will feature a keynote address by Dr. Mikael Villalobos, Ed.D. who serves as the Associate Chief Diversity Officer at UC Davis in the Office of Campus Community Relations, a unit in the Office of the Chancellor. Active in social justice work and diversity education, Mikael is also a senior member of Diversity Trainers Institute, a team of UC Davis diversity educators who develop, teach and facilitate workshops and courses to students, staff and faculty on topics related to diversity and inclusion. He holds a doctorate in Educational Leadership from UC Davis. He also has a consulting practice in diversity education, conflict mediation and organizational development.

Villalobos’s keynote will lead into a panel discussion that aims to uncover the array of assets and opportunities available to research development professionals to protect the sustainability of individual units and promote institutional viability as a whole.

Outcomes
1. Network and engage as regional membership within NORDP
2. Establish regional partnerships
3. Share knowledge of best practices, processes, strategies within the research development space
Agenda – Day 1, Thursday, October 24, 2019
8:30 AM | Arrival and Breakfast

9:00 AM | Welcome and Introductions

9:15 AM | Keynote: Dr. Mikael Villalobos, Ed.D., Associate Chief Diversity Officer, Office of Campus Community Relations, University of California, Davis; 45 minutes of presentation time, 15 minutes of Q&A.

10:15 AM | 15 minute break

10:30 AM | Current and Future Sustainability Challenges for Research Development; an expert discussion
Facilitator: Vanity Campbell, University of California, Agriculture and Natural Resources

Panelists: John Crockett, California State University, San Diego; Sharon Franks, University of California, San Diego; Gretchen Kiser, University of California, San Francisco; Barbara Sasso, University of the Pacific

11:30 AM | Strategies for Developing Complex Proposals
Michael Gallo, University of California, Irvine; Chandra Khan, California State University, Dominguez Hills; Kristin Dolan, University of California, San Francisco; Sandra Holden, Stanford University

12:30 PM | Lunch and Best RD Resource Knowledge-Sharing Activity

1:30 PM | Professional Development Approaches to Consider at Each Stage of Your Career
Susan Emerson, Oregon State University; Erik Dickey, Western Oregon University

2:30 PM | Intelligence Gathering in Higher Ed. Linda Galloway, Elsevier

3:15 PM | 15 minute break

3:30 PM | Tips and Strategies for Coordinating Large Center Grants: STCs as Example
Andrea Stith, University of California Santa Barbara; Huguette Albrecht, University of California Los Angeles; Sharon Franks, University of California San Diego; Wendy Groves, University of California San Diego; Erica Whitney, University of California Berkeley

4:30 PM | Manetti Shrem Museum Tour

5:00 PM | Adjourn

6:00 PM | Dinner

Agenda – Day 2, Friday, October 25, 2019
7:30 AM | Arrival and Breakfast

8:00 AM | Seizing the Road Less Traveled: A Panel Discussion on Alternative Career Paths in Research Development
Facilitator: Elizabeth Seckel, Stanford University
Panelists: Jon-Michael Knapp, Luminint Consulting Group; Lisa Moy, Kaiser

9:00 AM | Fostering Research Collaborations to Maximize Impact and Strategic Growth
Mariam Willis, Elsevier Research Intelligence

10:00 AM | 15 minute break

10:15 AM | Integrating Research Development in Cross-Campus Partnerships
Gretchen Kiser, University of California, San Francisco

11:00 AM | Roundtable: Creating a Culture of Grantsmanship at Predominantly Undergraduate and Teaching Institutions: Challenges and Opportunities
Eric Wayne Dickey, Western Oregon University; Susan Emerson, Oregon State University

11:00 AM | Breakout: Bouncing Back Better: How We Can Help Ourselves – and PIs – Be More Resilient
Sharon Franks, University of California San Diego; Wendy Groves, University of California San Diego; Lynsey Fitzpatrick, University of California San Diego

12:00 PM | Lunch and Career Opportunities

1:00 PM | Breakout: Use Airtable to project manage your next proposal.
Kristin Dolan, University of California, San Francisco

1:00 PM | Breakout: Workshops Ideas for Faculty and Trainee Proposal Writers
Crystal Botham, Stanford University; Sharon Franks, University of California, San Diego; Wendy Groves, University of California, San Diego

2:00 PM | Facilitated Small Group Discussions on Regional Engagement: How do we move forward to build greater regional collaboration for the Western region?

2:45 PM | Closure

3:00 PM | Adjourn

Program Description – Day 1

Presentations
Plenary Talk
Mikael Villalobos, Ed.D., Associate Chief Diversity Officer,
Office of Campus Community Relations, University of California, Davis

Current and Future Sustainability Challenges for Research Development
RD professionals facilitate the pursuit of extramural funding by supporting researchers with a broad spectrum of capacity-building activities that promote institutional
viability, serving to sustain healthy research program infrastructure and financial support. How does the situation change when proposal volume lags and agency funding levels decrease? How do RD offices plan ahead for these potential scenarios and implement sustainability best practices to help meet long-term operational goals? A panel discussion will explore these questions through the lens of experienced RD professionals representing varied institutions and research settings, sharing leader insights and strategies for long-term sustainability of RD operations. This will be structured as three 8-10 minute presentations, one from each panelist, on who they are and the strategies and solutions they are working on to address the overall research enterprise sustainability question. The facilitator will then lead a conversation allowing panelists to share their perspectives on the challenges facing the field of RD today.

Facilitator: Vanity Campbell, University of California, Agriculture and Natural Resources
Panelists: John Crockett, California State University, San Diego; Sharon Franks, University of California, San Diego; Gretchen Kiser, University of California, San Francisco; Barbara Sasso, University of the Pacific

Strategies for Developing Complex Proposals
Federal and non-federal research sponsors are increasingly soliciting proposals for large, collaborative, multi-disciplinary research projects with the potential for transformative impact. As a result, research development professionals are often tasked with helping teams develop complex grant proposals. This session will explore a variety of strategies that research development professionals can use to help investigators craft complex grant proposals. We will discuss high-level grantsmanship strategies as well as operational tactics. These topics will be addressed from multiple institutional perspectives, including a large R1 university and a primarily undergraduate institution. Participants will leave the session with a toolkit of best practices to apply to complex proposal development.

Presenters: Michael Gallo, University of California, Irvine; Chandra Khan, California State University, Dominguez Hills; Kristin Dolan, University of California, San Francisco; Sandra Holden, Stanford University

Professional Development Approaches to Consider at Each Stage of Your Career
No matter what stage we are in our careers, starting out, midway, or senior, our positions in Research Development are to develop people professionally, ourselves included. Career development should be a part of every RD professionals’ growth at each stage. Each phase has its own unique opportunities and challenges. Younger professionals may be able to move around; mid-career with family less willing or able to move; and late career professionals begin to consider a time when full time work ceases. The one commonality we all have is the need to periodically assess our development plans in order to meet the demands of constantly changing work environments. We will facilitate guided conversation to help participants consider areas of strength and identify what skills to sharpen. Through discussion and suggested planning tools, we will provide a way for participants to create roadmaps for key areas of focus to enable their professional growth.

Presenters: Susan Emerson, Oregon State University; Eric Wayne Dickey, Western Oregon University
Intelligence Gathering in Higher Ed
Academic institutions are facing increasing obstacles to fulfilling their mission of teaching, research and civic responsibility. The competition for research funding and faculty has grown ever more intense, and making decisions regarding where to allocate resources ever more critical. Gathering competitive intelligence on your academic peers will help guide decision making by transforming disaggregated information into actionable intelligence. Learn about data sources, and how to contextualize data for stakeholders. This presentation is based on a NORDP 2019 session that was co-authored by Karen Walker and Jamie Welch from Arizona State University, and Linda Galloway from Elsevier.
Presenter: Linda Galloway, Elsevier

Tips and Strategies for Coordinating Large Center Grants: STCs as Example
Speakers will guide discussion of the challenges of coordinating large interdisciplinary and interinstitutional teams that are required for funding initiatives such as the National Science Foundation’s Science and Technology Centers. Each research team is unique and yet there are challenges they have in common, meaning that know best (and common sense) practices often must be adapted to work for a specific team. Thus, it is often a challenge for research development professionals to help PIs guide the strategic planning, project development and grant writing processes. How can we, as professionals, substantively contribute to these efforts by effectively conveying our specialized knowledge and actively facilitating and coordinating group dynamics? After a brief introduction, the presenters will serve as discussion leaders where participants can share lessons learned, discuss best practices and brainstorm new ideas. Each discussion group will focus on a different topic and at the end the groups will share highlights of their conversation with the entire group. Topics such as cost sharing challenges, limited submission competitions, effective red team reviews, preparing for site visits, coordinating proposal development, and integrating broader impacts will be discussed.
Presenters: Andrea Stith, University of California Santa Barbara; Huguette Albrecht, University of California Los Angeles; Sharon Franks, University of California San Diego; Wendy Groves, University of California San Diego; Erica Whitney, University of California Berkeley

Tour
Manetti Shrem Museum Tour
254 Old Davis Road, Davis, CA
With the same passion for experimentation that first brought prominence to the arts at UC Davis, the Manetti Shrem Museum cultivates transformational art experiences to inspire new thinking and the open exchange of ideas. Serving both the public and our university community with a dynamic artistic program, the museum: presents exhibitions and events that advance students’ understanding of their place in the world; connects to faculty teaching and research; and creates a lively forum for community engagement and creative practice.
Program Description – Day 2

Presentations
Seizing the Road Less Traveled: A Panel Discussion on Alternative Career Paths in Research Development
Curious about how research development works outside the university setting or what it’s like to put together a funding proposal for a company or community-based nonprofit? Dreamed of starting your own consultancy group but found yourself unsure of how to best position yourself in order to make that leap? Receive an in-depth tour of several alternative career paths and get your most pressing career development questions answered by attending this panel session. Panel Moderator Liz Seckel is a research development and fundraising professional with expertise both within and outside the university setting.
**Facilitator:** Elizabeth Seckel, Stanford University.
**Panelists:** Jon-Michael Knapp, Luminint Consulting Group; Lisa Moy, Kaiser

Integrating Research Development in Cross-Campus Partnerships
Research Development (RD) has emerged as a key component of the research enterprise, connecting stakeholders and partnering across the continuum of institutional research support functions. RD professionals often contribute to efficient collaboration between traditional research administration (grants and contracts), corporate and foundation relations, industry relations, library services, government relations, technology transfer, faculty development, and campus researchers and leadership. RD brings a set of skills and strategic activities that bridge and augment these different partners’ purview. This interactive session will explore different ways that RD professionals collaborate with other critical research-related resource teams within their institutions to achieve broad strategic goals. Through interactive small group discussions, participants will share examples of their cross-campus collaborative engagement, detailing large and small ways that RD professionals contribute to their partners’ success and to the overall institutional research enterprise. Attendees will come away with a compendium of creative partner engagement activities that they might implement at their own institutions.
**Presenter:** Gretchen Kiser, University of California, San Francisco

Fostering Research Collaborations to Maximize Impact and Strategic Growth
Collaborative research increases visibility in your community, motivates external funding, and can significantly increase scholarly impact. Identifying and tracking research collaborations enables you to better understand and engage in strategic research initiatives across your system. Analyzing research collaborations enables you to know where to foster relationships and where to direct support to maximize funding and impact. This presentation will provide case studies of ways Research Offices use SciVal to improve collaborations internally and externally.
**Presenter:** Mariam Willis, Elsevier
Roundtables and Breakouts

Creating a Culture of Grantsmanship at Predominantly Undergraduate and Teaching Institutions: Challenges and Opportunities
Let's face it, sometimes faculty teaching loads are heavy. Sometimes tenure and promotion considerations are narrow. Institutional business service policies can be prohibitive. Developing strategies for pursuing grants at predominantly undergraduate and teaching institutions requires an institutional shift in culture. This round table discussion hopes to open up a conversation for RD professionals to identify and develop strategies and best practices. By the end of the discussion, participants will have some actionable items they can take back to their desks.

Presenter: Eric Wayne Dickey, Western Oregon University; Susan Emerson, Oregon State University

Bouncing Back Better: How We Can Help Ourselves – and PIs – Be More Resilient
Disappointment inherently comes often for research development (RD) professionals – and for the faculty we support. Inevitably, the absolute number and proportion of declined proposals can leave us feeling discouraged and even ineffectual at times. What can we do to counteract the distressing effects of declined proposals and others sources of rejection related to the field of RD? The goal of this session is to engage participants’ collective resourcefulness and creativity to identify ways we can build our own – and our faculty’s – resilience to the wear and tear that’s inherent in our work. In small-group, scenario-based exchange, participants will explore various approaches that may help in coming to terms with disappointment, regaining perspective, distilling valuable insight from rejection, and engaging others’ help, so that we are not only able to persevere, but indeed grow more resilient and effective in our professional endeavors.

Presenters: Sharon Franks, University of California San Diego; Wendy Groves, University of California San Diego; Lynsey Fitzpatrick, University of California San Diego

Use Airtable to Project Manage Your Next Proposal
The UCSF Research Development Office (RDO) has recently adopted Airtable as its preferred project management tool. This free(!), online project management tool gives you the power of a super-flexible database to connect all aspects of your proposal development process —and design the perfect workflow—all in one place. In this hands on session, participants will 1) watch a short demo of Airtable (10 minutes), 2) see how the UCSF RDO is using Airtable to manage proposal development (15 minutes), and 3) spend time exploring the tool and setting up their own database (25 minutes). Bring your curiosity and laptops!

Presenter: Kristin Dolan, University of California, San Francisco

Workshops Ideas for Faculty and Trainee Proposal Writers
Speakers will share workshop designs and strategies that impart proposal-writing skills to groups of junior faculty, postdocs, and/or graduate students. Crystal Botham (Making it Happen: Effective Peer Review) will describe a process for facilitating peer review of proposal documents, e.g., NIH’s 1-page Specific Aims. This peer review process enables participants to both receive feedback and think like a reviewer, a highly valuable experience that improves future drafts. Sharon Franks and Wendy Groves (Tale of Two Assistant Professors) will describe an interactive, storytelling
approach designed to illuminate both effective practices for developing and implementing research funding plans, as well as ways to avoid some common pitfalls early-career investigators encounter as they go about deciding which opportunities to pursue and developing their proposals. Andrea Stith (Confronting a Blank Page: Avoiding Writers Block, Procrastination, and Other Excuses) will present ideas for assisting junior faculty in getting started on and then actually completing their first proposal.

**Presenters:** Crystal Botham, Stanford University; Sharon Franks, University of California, San Diego; Wendy Groves, University of California, San Diego; Andrea Stith, University of California Santa Barbara

**TRAVEL**

The closest airport to Davis is the Sacramento International Airport (airport code: SMF), about a 20-minute drive to Davis, with plenty of shuttle and taxi options. Southwest Airlines uses SMF, so look for those tickets if convenient for you. The following links may be useful to you as you plan your travel:

- Sacramento International Airport: [http://www.sacramento.aero/smf/](http://www.sacramento.aero/smf/)
- Rental Cars: [http://www.sacramento.aero/smf/to_and_from/rental_car/](http://www.sacramento.aero/smf/to_and_from/rental_car/)
- Shuttles: [http://sacramento.aero/smf/to_and_from/shuttles_and_more/](http://sacramento.aero/smf/to_and_from/shuttles_and_more/)
- SuperShuttle: [http://www.supershuttle.com/locations/sacramentosmf](http://www.supershuttle.com/locations/sacramentosmf)
- Davis Airporter: [https://www.davisairporter.com/](https://www.davisairporter.com/)
- UC Berkeley to UC Davis Shuttle: [https://berkbus.ucdavis.edu/](https://berkbus.ucdavis.edu/)

If you are driving your own vehicle to Davis, parking is available at the Hyatt Place hotel for $12 per day, or at a nearby UC Davis-operated parking lot for $9 per day.

**OTHER USEFUL LINKS**

- UC Davis website: [https://www.ucdavis.edu/](https://www.ucdavis.edu/)
- UC Davis campus map: [http://campusmap.ucdavis.edu/](http://campusmap.ucdavis.edu/)
- City of Davis website: [http://cityofdavis.org/](http://cityofdavis.org/)
- Local restaurants (listed by cuisine): [https://localwiki.org/davis/Restaurants](https://localwiki.org/davis/Restaurants)

Click [here](#) to register for the event or copy-paste the following link:
[https://nordpmeeting.eventbrite.com](https://nordpmeeting.eventbrite.com)