



UNIVERSITY OF  
SOUTH ALABAMA



# Strategies to Successful Grants

*Enjoy writing and you can do it!*

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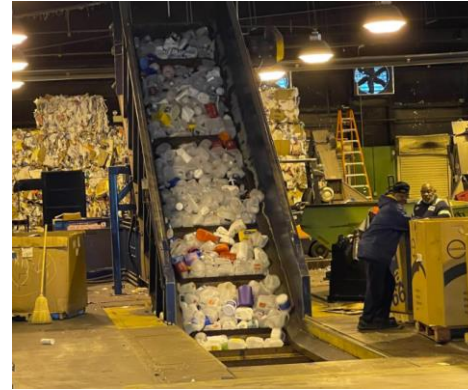
2023 Alabama Recycling Coalition  
Conference & Expo, August 23, 2023

# Who Am I? What Are My Areas of Interests?

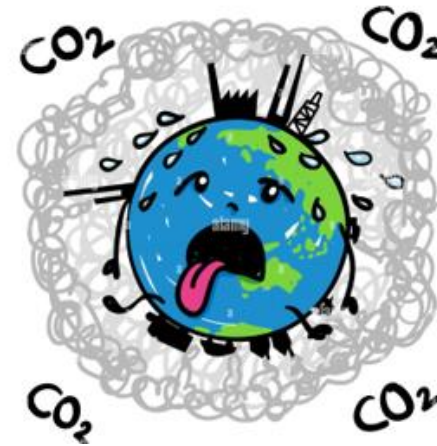
Green, resilient & sustainable roadway



Recycling, Reusing, and Repurposing



Addressing Environmental Issues



Quantification, life cycle assessment

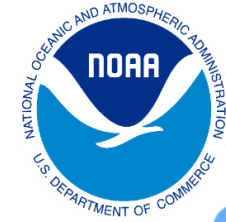


Environmental Education & Outreach



# Selective Successful Grants:

- **Gulf Coast - Center for Addressing Microplastics Pollution (GC-CAMP):** Understanding, Mitigation and Prevention of Waste Plastic Marine Debris in the Gulf Coast, \$2 Million



- **Creating A Solid Waste Sustainability Hub in the South:** EPA Region 4 Environmental Education Grant, \$133K



- **Investigating Innovations in Litter Collection:** Ohio DOT, \$230K

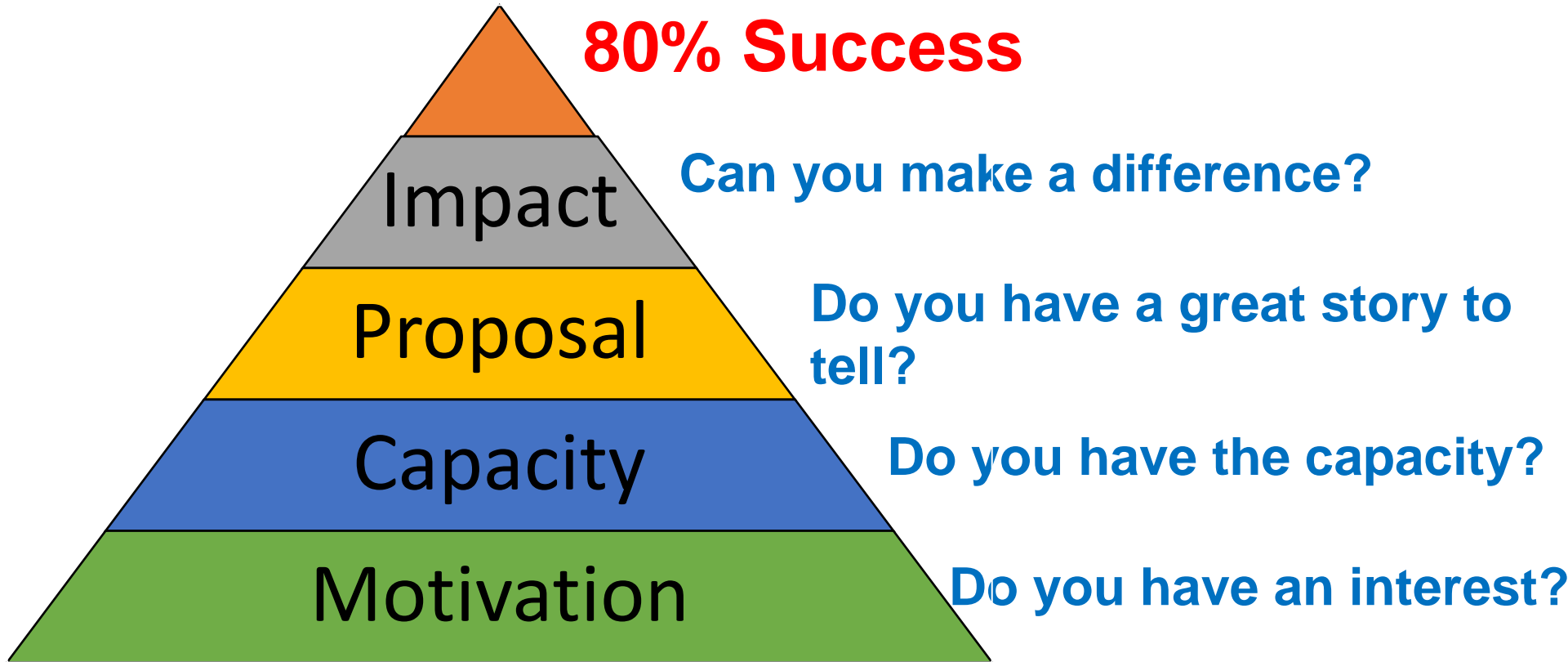


OHIO DEPARTMENT OF  
TRANSPORTATION

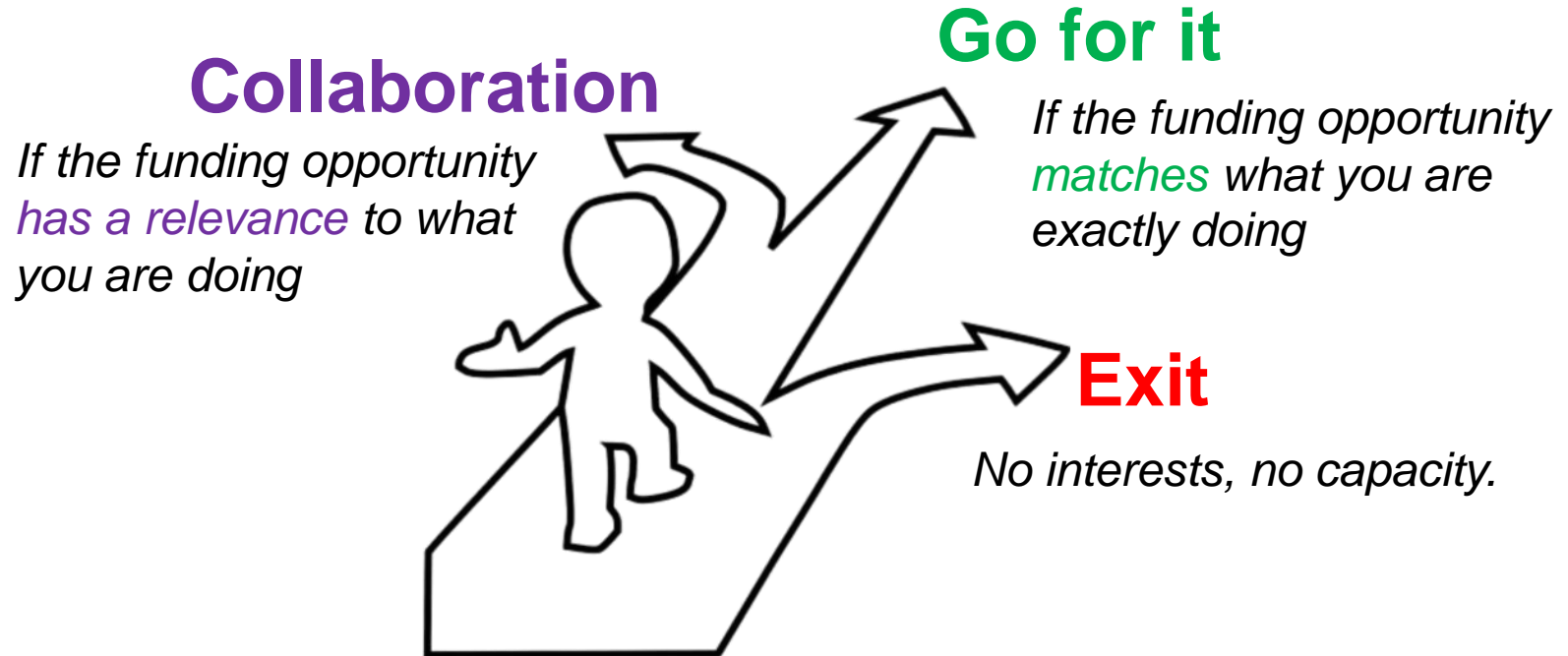
- **Gulf Coast Environmental Equity Center (GCEEC):** EPA Gulf of Mexico, \$2.5 Million (awarding)



# How to Make a Successful Grant?



# On the Pathway to Proactively Pursue Grant



## Funding opportunities via various channels:

- Regional: state, county, city, center
- Federal: [grants.gov](https://www.grants.gov)
- Networking: conferences, outreach

# Writing an Awesome Proposal

- **Digest the funding opportunity requirement:**
  - Eligibility? (Non-profit, profitable enterprise, etc.)
  - Deadline? (Letter of intent and/or full proposal)
  - Requirement? (Submission channel, page limit, format, sections, appendix)
  - Budget? (Cost match)
  - Support Letter? (if required, start as early as possible)

# Collaboration

- Can take place in various ways:
  - Networking
  - Cooperation, alliance
  - Coordination, partnership
  - Subcontract, subaward, service agreement
- Be aware of project management if there are too many collaborators.
- Mutual trust is the key to a successful collaboration on a grant pursuit.



# Preparing a Technical Proposal

- ❑ **Background:** What are the issues to be addressed? How urgent and important? (providing quantitate and qualified data)
- ❑ **Goals:** What are you going to achieve?
- ❑ **Approach:** How to achieve your SMART goals?



Image Source:  
[resources.buffiniandcompany.com](https://resources.buffiniandcompany.com)

- ❑ **Outputs and Outcomes:** What are they and how to measure them?



**Outputs:** an **activity, effort, and/or associated work product** related to an goal and objective that will be produced or provided over a specified period of time or by a specified date. Outputs may be quantitative or qualitative but must be measurable during an assistance agreement funding period.

**Outcomes:** The **result, effect, or consequence** that will occur from carrying out an activity that is related to an goal or objective. Outcomes may be qualitative and environmental, behavioral, health-related, or programmatic in nature.

### Example: Logic Model for Design and Implementation of Project

<u>Inputs/Resources</u> (What you invest)	<u>Project Activities/ Workplan Tasks</u> (What you do)	<u>Outputs</u> (What you produce or deliver and to whom)	<u>Outcomes and Status</u> (The desired results or effects)		
			<u>Short-Term</u> (6-12 months)	<u>Medium-Term</u> (12-24 months)	<u>Long-Term</u> (2+ years)
<ul style="list-style-type: none"> <li>4 faculties and 1 graduate assistant at the University of South Alabama</li> <li>2 community partners and 8 high schools</li> <li>10 college students</li> <li>\$33,272 in-kind from the University of South Alabama</li> <li>9 subawards awarded for \$24,954 in total</li> </ul>	<ul style="list-style-type: none"> <li>Develop a course regarding repurposing and reusing solid wastes</li> <li>Recruit and train 10 students as ambassadors to conduct student-led community service projects</li> <li>Recruit 20 high school students and hold a 2-day summer camp to engage both college and high school students on solid waste environmental education</li> </ul>	<ul style="list-style-type: none"> <li>1 mini-course with 4 modules that can be adaptable for teaching and outreach, attended by 10 college students and 20 high school students</li> <li>10 college ambassadors</li> <li>2-day summer camp for 20 high school students at 8 counties</li> <li>1 conference presentation on teaching and learning</li> <li>1 scholar publication</li> </ul>	<ul style="list-style-type: none"> <li>Improved environmental literacy on solid waste</li> <li>10 college students and 20 high school students are empowered to integrate technical knowledge learning and hands-on environmental stewardship activities into their careers</li> </ul>	<ul style="list-style-type: none"> <li>1 conference presentation and 1 scholarly publication disseminations that significantly improve students' awareness in solid waste recycling, reuse, and repurposing.</li> <li>Increased number of students conducting solid waste related work e.g. research, volunteer</li> <li>Increased environmental stewardship within the underserved community</li> </ul>	<ul style="list-style-type: none"> <li>Increased volunteers at recycling center community service</li> <li>Increased recycling rate at recycling center</li> <li>More environmental activities associated with the hub at USA</li> <li>Students are pursuing environment related major and integrate environmental protection in their careers</li> </ul>

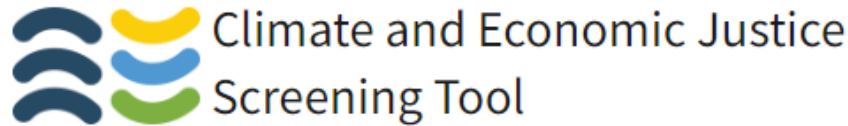
# Writing Skill



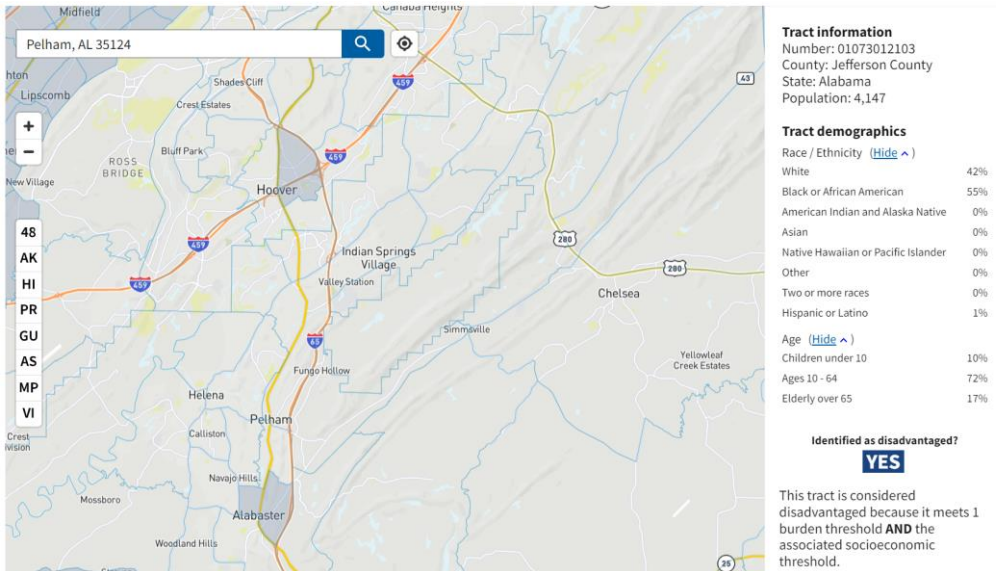
- Proofreading is necessary.
- Ask your colleague to read your proposal.

# Impact

- From the sponsors' point of view, they want the funded project to be successful, impactful, especially good for the people in disadvantaged community.
- Use a proper tool to demonstrate the project impact



<https://screeningtool.geoplatform.gov/en/#3/33.47/-97.5>



The tool has an interactive map and uses datasets that are indicators of burdens in 8 categories: climate change, energy, health, housing, legacy pollution, transportation, water and wastewater, and workforce development.

# Budget and Justification

- Follow the funding opportunity requirement
- Stay atop of it, and have financial specialist to work with you
- Reasonable with a proper justification:
  - ✓ Salary and wage
  - ✓ Fringe benefit
  - ✓ Travel
  - ✓ Equipment
  - ✓ Supplies
  - ✓ Contractual
  - ✓ Indirect cost
  - ✓ Others



Image Source: [weinberg.northwestern.edu](http://weinberg.northwestern.edu)

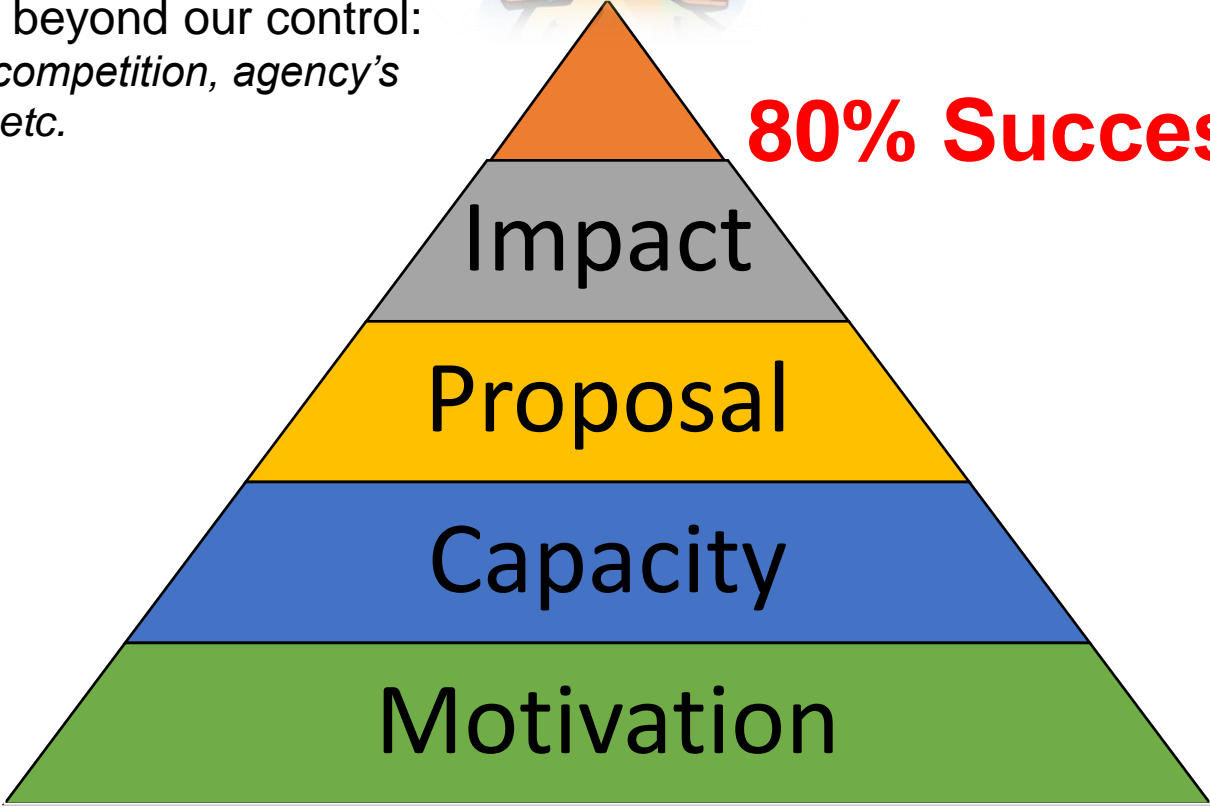
# Toward A Successful Grant



**20% Luck!**

Something beyond our control:  
*Applicants, competition, agency's preference, etc.*

**80% Success**





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**Let's write, write, and write!**  
**Enjoy the writing and the challenge!**  
**Good luck!**

