

# Engineers Writing Winning Proposals

## Speaker: Robert Hull

Vice President for Research (Ret.),  
Cerebral Palsy Research Foundation, Wichita, Kansas

ME Seminar, 03/08/2019, 3:00-4:00 pm, CH 107



**Abstract:** Developing grant proposals will be presented in five phases: developing the research project; managing the proposal process; researching likely funders; analyzing the RFP (Request for Proposals/Request for Contracts); and the culmination, writing the proposal itself. This presentation will foreground a few key grant-writer skills, consider some valuable techniques, explore some theoretical areas, and point to both library and online resources. A link will be provided to the PowerPoint presentation for follow-up access.

**Bio:** Robert Hull, M. Div., received his professional training in grant writing in 1994 and became an Information Specialist in the Office of Research Administration at Wichita State University soon after. Key assignments at WSU included developing the university's first comprehensive database of faculty/student/community relations; writing the \$2.5 million WSU proposal for the workforce training component for the then-new Cessna Aircraft facility at Strother Field, Winfield, KS; and assisting more than a dozen foreign-born faculty members to prepare successful research grant proposals.

In 1996, Bob became a co-founder with Deanna Knapp of the Kansas Professional Grants Association (KPGA). Bob has served as president of KPGA several times. He is a "Million Dollar" member, having written over \$6 million in federal, state, and foundation grant proposals. Bob is again currently serving as president and is focusing on strengthening the grant-writer collaborative networks in Wichita and Topeka.

Bob became VP for Research at the Cerebral Palsy Research Foundation in 1998. He won grants from numerous federal agencies, including Education, Labor, Treasury, and the IRS (yes, they give out money!). State grants were obtained from Kansas Vocational Rehabilitation and Kansas Volunteer Commission. For most of these grants, he also served as the project director. During this time, he also served on the M.E. and BME advisory boards at WSU for several years.

In 2003, Bob joined the national Grant Professional Association (GPA) and in 2007 was among the first cohort to achieve the psychometrically-validated Certified Grant Professional award. Bob served as a mentor for new grant writers, and in 2008 he won a GPA Pioneer Award.

Bob retired from CPRF in 2016 with 24 years of successful grant writing experience. He continues to be active with his sole proprietorship, Hull Consulting. Since the Fall 2015 semester, he has continued serving as Instructor of the WSU Community Education course, "Grant-writing 101 for Community Nonprofits." Bob also currently instructs an "Intro to Successful Grant-writing" WSU Badge course and is developing a second badge on the theoretical bases of grant-writing.