

**NWX-DOC CONFERENCING**

**Moderator: Laurel Bryant  
September 14, 2017  
1:30 pm CT**

Coordinator: Welcome and thank you for standing by. At this time all lines have been placed in listen only mode until the question and answer session. Today's conference is being recorded. If anyone has any objections, you may disconnect at this time. I would now like to turn the call over to Dan Namur. Sir, you may begin.

Dan Namur: Thank you very much (Kim). I'd like to welcome everybody today to the National Saltonstall-Kennedy Town Hall webinar. We're going to be discussing the fiscal year 2018 Saltonstall-Kennedy Competitive Grant Program. As (Kim) mentioned, my name is Dan Namur, and I'm fortunate enough to be the National Saltonstall-Kennedy Program Manager.

Today I'm going to be giving a high level discussion about the 2018 SK or Saltonstall-Kennedy solicitation, as well as the application process. Before we get started, there are a few housekeeping rules I'd like to go over. First off, this presentation should take about 30 to 40 minutes, which will be followed by a question and answer session. The presentation will be recorded and posted, along with several supporting documentations. This is going to be

up on the NOAA Fisheries SK Web site and I'm going to give you that link later on in the presentation.

Remember to please keep your phone on mute during the presentation. And if you want to submit a question, please do so at the conclusion of this presentation, during the question and answer session. During that session you'll be able to ask questions directly to me. I'll answer them on this recorded presentation. And the operator will open up the line for each one of you. Please do not use the webinar function to submit a question. I'll not be able to see it during this presentation. The operator will give you directions on how to submit questions over the phone at the conclusion of this PowerPoint presentation.

So again, please keep in mind that this is a very high level presentation and discussion. You'll hear me several times throughout this talk and probably during the question and answer session, say that you can find more details in the Full Funding Opportunity that is currently posted at [www.Grants.gov](http://www.Grants.gov). So the following information is really intended to supplement, not replace the instructions that are provided in the SK Full Funding Opportunity. And the federal grant application forms, they also have instructions associated with them at [www.Grants.gov](http://www.Grants.gov). So this information really is designed to decrease common errors and confusion when trying to submit a grant through the SK program.

So let's get started. Let's take a look at some of the most important points. You can see here, this slide is pretty busy. It has a lot of bullets. It has a lot of information. But you can come back to this at any point, to reference it throughout the application process. When looking at this, keep in mind, as I'm presenting, I may use letters like RFA and I'm using that to represent Request for Applications. I may also use the letters FFO and that stands for

Full Funding Opportunity. I'll try to keep acronyms to a minimum, but every once in a while I may use those particular letters when discussing things. The full opportunity of the document that can be found at [www.Grants.gov](http://www.Grants.gov) and it has all of the details about the 2018 competition.

So getting into it - on the 11th of August, NOAA Fisheries announced the availability of funding for the 2018 Competitive SK program. The FFO states that we're going to have approximately \$10 million for a nationwide program. This year there's a mandatory pre-proposal process and that's open for 60 days. As mentioned, solicitation opened on August the 11th. The pre-proposal process closes on October 10th. And these pre-proposals this year must be submitted through [www.grants.gov](http://www.grants.gov). And that's a little different than last year, so make sure you note that.

Pre-proposals are mandatory and after the pre-proposal process, NOAA will encourage - will discourage applicants and be sending out letters. So you can see below, the FFO number that you should enter at [www.grants.gov](http://www.grants.gov) and that's going to bring you to the solicitation. We'll talk about that process here in a little bit. And keep in mind when you're at [www.grants.gov](http://www.grants.gov), there will be two links in this federal funding opportunity. One is for the pre-proposal process and then there's a completely separate link for the full proposal process. And again, that's a little different than last year, so be aware of that and we'll talk about that a little more as we move through this presentation.

So the first thing that everybody should think about is who is eligible to apply to the SK Program? Are you eligible to apply? And you can apply as long as you're one of the following - you're a citizen and national of the United States; you're a citizen of the Republic of the Marshall Island; Republic of Palau; or the Federated States of Micronesia. Or you represent an entity that is a citizen, and this includes states and territories of the United States. The

FFO again, contains a lot more detail about what is outlined as an entity that is considered a US citizen. So once you've determined if you or your organization are eligible, the most important thing you can do is familiarize yourself with the objectives of the SK Program.

And then in the broadest sense, the SK Program really is looking to address the fishing communities and optimizing economic benefits. And so what the SK Program wants to do is solicit and seek applications that demonstrate direct benefits to the US fishing industry. And we're really encouraging proposals that involve fishing community participation. So one of the things that folks need to keep in mind is that the 2018 SK Program is a national program, but we're trying to address regional needs. And so this year we've identified four national priorities trying to address those needs around the country.

A few things to keep in mind when reviewing the national priorities - one, all applicants have to identify a singular research priority from this list. And you pick that by choosing which one closely reflects the objectives of your proposal. If a single priority is not identified, one is going to be chosen for you by the program. And this is important because the priority that is identified to be addressing the objectives of your proposal, is going to help guide me in the program, when we're deciding what type of subject matter experts we're selecting to review your projects. So be very careful about this and be sure to pick a priority, a single priority.

The second point - in the following slides, we'll be getting into more and more details about these priorities. So you see them listed here but we'll get into more detail as we go. And again, keep in mind, we've got slides coming forward, but there's going to be a lot more detail in the Full Funding Opportunity. Also, one thing to keep in mind - though the priorities are

numbered in the FFO, they themselves are not prioritized. So what this means is no one priority will receive more attention or better scores throughout the evaluation process. So let's take a closer look at the priorities that are in the FFO or Full Funding Opportunity, this year.

And the first one listed is aquaculture. And aquaculture - this priority could receive projects that are addressing but not limited to, developing environmentally responsible marine aquaculture to create jobs in coastal communities, projects that produce healthful local seafood, projects that revitalize working waterfronts and projects that support traditional fishing communities. And again, the FFO or Full Funding Opportunity, outlines not only more about this priority, but it's going to outline project examples.

The second priority listed in the FFO is adapting to environmental changes and other long term impacts in marine ecosystems. And it's a long title, but this priority could have project that assess the impacts of climate change, ocean certification, other stresses on marine living resources and communities. It could have projects that conduct research that better inform fisheries managers and this could be information like the predator/prey dynamics and roles of density dependence. And also projects that aid in the understanding and integration of all of the interactions in the marine environment, and this includes predators, competitors, prey species. So this is a pretty broad priority.

The third priority listed here is promotion development and marketing. And this is really the crux and the genesis of the original SK Act that was written in 1954. And this priority is really seeking projects that promote better business practices, to increase product market value. And this is things like increasing market prices for commercial fishery species, by promoting

business practices to handle safely the products that are pulled out of the ocean. And that value added prices on vessels and onshore products.

It also is looking for projects that develop collaborative and improved regional, national, global relationships, marketing opportunities and things that can position US domestic seafood industry to better compete globally. This priority also supports applications that develop projects to support the creation of new marketing opportunities and projects that develop usable value added fisheries products from economic discards by products, processing and even introduced or nuisance species.

And then finally, the last priority that is listed, is territorial science. Projects under this priority are intended to improve the quality and quantity of fisheries information that can be used for establishing, enhancing, monitoring annual catch limits for federal fisheries managers in the territories. And this would include the US territories covered by the Magnuson-Stevens Act. So that would be American Samoa, Guam, the US Virgin Islands, the Commonwealth of the Northern Mariana Islands and also Puerto Rico.

So a little bit more about the territorial science priority - you can see here a couple of examples of projects that could fall underneath this priority and this includes projects that improve catch accountability by enhancing fisheries statistics, projects that expand fisheries biosampling and analysis of biosampling, work that conducts fisheries independent (reef) surveys and projects that build critical on island capacities. So at the end here, we've discussed the four priorities.

I'd like to remind everyone again, that these slides along with the discussions, are at a high level. Please be sure to refer back to the FFO or Full Funding Opportunity, for all program details and you see a complete write up about

each of these priorities. So at this point we've discussed who is eligible, we've looked at the priorities, we've discussed the objectives. A big question - everybody wants to know how do you get an application into the federal government; how do you get it into the SK Program?

So first thing, before you apply, you have to be registered with [www.grants.gov](http://www.grants.gov). In order to apply for a grant, you or your organization must complete the [www.grants.gov](http://www.grants.gov) registration process. Registration can take between three and five business days, so I strongly recommend doing the registration process as soon as you know you want to submit a pre-proposal. If you or your organization have already registered, or you've already applied to a grant through the federal government at any point, your registration process is done. This is a registration process that is one time only. So that's the good news.

So [www.grants.gov](http://www.grants.gov) is designed to be a simple one stop shopping opportunity, so this is going to get you signed up for the SK Program, but it also gets you able to apply to any other federal solicitation. So in this case, what that means is that federal grants can be electronically found and you can apply to those grants. And consequently, the application process has been streamlined to simplify the grant application requirements. And hopefully that means reducing applicant and grantee administrative burdens.

And at [www.grants.gov](http://www.grants.gov) this is where you're going to find the 2018 SK Competition. Once again, on the bottom corner here of the slide, you can see the Full Funding Opportunity number that you'll be entering at [www.grants.gov](http://www.grants.gov). And we'll be talking about that in just a second, as we move through these slides. So again, the registration process does take a little bit of time. It's not super intuitive, so I recommend you do that as early as possible. But once you are registered you're ready to submit your pre-proposal. So

remember, that you must submit a pre-proposal between August 11th and October 10th, to be eligible to submit a full proposal. If you don't submit a pre-proposal, you cannot submit a full proposal.

And the way we're going to do that is we're going to access [www.grants.gov](http://www.grants.gov) and on it, once you get there, under the applicants tab, you're going to click on apply for grants. This is going to bring you to the [www.grants.gov](http://www.grants.gov) page that outlines the steps for the application process. And step one is to download a grants application package. And there's going to be a link there and instructions. The instructions are going to have you enter the FFO number. And again, that number is listed on the slide here in red.

Once you've entered the FFO number and you click download package, this is going to bring you to a page that shows the 2018 competition. This page contains a link entitled application instructions and that's where you're going to be able to download the Full Funding Opportunity. That's a 40 page document that outlines all the priorities, all of the objectives, all of the evaluation criteria and all the formatting requirements, so that's a really important document.

You're also going to find here a linked that's titled application package and this contains all the required documentation for submitting a complete application. And this is where you're going to find the national competition and all of the pre-proposals must be submitted to this one FFO. Like I mentioned, one difference from last year, if you've applied in the past, is that you're going to find two links here this year. For the pre-proposal process because this is a two-step process, be sure to use the link entitled pre-proposals FY '18 Saltonstall-Kennedy. And you can see that on the slide here. It's in all caps.

This is where you're going to submit your pre-proposal. So a few things about the pre-proposal process - pre-proposals are a requirement. You're going to hear me say that a couple of times. I want to drive that home. Full proposals will not be reviewed or evaluated if a pre-proposal is not received on or before October 10th. This process was really designed to provide an indication to potential applicants, of the technical merit and relevancy of proposed projects. And the intent really here, of this process, is to reduce the burden of preparing full proposals that don't have a high probability of being funded.

So on the slide here you can see the format requirements for the mandatory pre-proposal process. You must submit an SF or Standard Form 424. And that's going to be your cover sheet this year. You don't have to create a separate cover sheet. You just have to use this SF 424 and all of your information goes on there. The pre-proposal itself is limited to a two page narrative and that's a single spaced format that is outlined in the FFO or Full Funding Opportunity.

You can see on this slide the required format and information to be submitted, so you can see as a title you need to have some background. And again, with the priority that you are addressing, relevancy to the SK Program, the objective and methodology you're using, any required permits if that's applicable to your application, as well as the estimated budget. And here we don't need to get into the weeds. We just need to know how much money you're asking for from the SK Program.

So when you're drafting this pre-proposal, applicants should clearly convey the management impact and applicability of their proposed research, for the priority area that they're applying. The pre-proposals must be submitted, as I mentioned, to Pre-Proposals FY '18 Saltonstall-Kennedy. That's a link that

you can find when you go to [www.grants.gov](http://www.grants.gov). It has to be in by October 10th. At the conclusion of that open period, and the closing of the pre-proposal process, NOAA will be sending each pre-proposal applicant a letter, either encouraging or discouraging you to submit a full application.

And these letters are going to be coming directly from me and they're going to be sent to each of the applicants between October 11th and November 9th. So if you don't hear from me by November 9th, please reach out to see what's going on. Everyone who submits a pre-proposal is eligible to submit a full proposal. And we can discuss the full proposal as we move through this process in the coming slides. So based on the letter that you get from me, should you decide to submit a full proposal, you'll need to go back to [www.grants.gov](http://www.grants.gov), okay? At [www.grants.gov](http://www.grants.gov) you're going to do a lot of the same steps that you did when asking and downloading the pre-proposal. But this time you're going to be working your way through to get a full proposal to NOAA.

So again, we're going to go to [www.grants.gov](http://www.grants.gov), we're going to go to the applicants tab, we're going to click the apply for grants. It's going to bring us to the [www.grants.gov](http://www.grants.gov) page and we're going to download a grants application package. You're going to enter that same FFO number. It's on the screen again here in red. Enter that in. Click download package. This is where things get a little different.

When you go to the competition this time we're at step 2 of the application process. So for full applications you can download and submit using the full proposals, FY '18 Saltonstall-Kennedy. You can see that here in the final bullet on the screen. Click on that link and it'll bring you to the site where you can download all the information, get all the forms and upload everything for NOAA.

So the link, full proposal FY '18 Saltonstall-Kennedy, will include the required forms listed here, as well as give you a place to attach all the required narratives. So you can see here, I've got in bold red the FFO number. You've been using that to access in [www.grants.gov](http://www.grants.gov). In bold blue I've got great big letters - read the FFO. It's important. It is your guide to a successful application. And then you can see here, click on the full proposal link and you're going to get more forms this time. It's more in-depth than the pre-proposal process, because this is your full application.

So you have the required forms, fill out all of them, have them signed electronically. And you're also going to attach a couple of narrative this time. So you've got a project summary. You've got the long project narrative which is up to 20 pages. And you also have a budget narrative explaining that number you put in the pre-proposal; how much money you're asking for; how did you get to that number? How does that end up giving a successful project narrative? And then there is also a couple of extra attachments and one of those is the National Environmental Policy Act questionnaire. You'll see that [www.grants.gov](http://www.grants.gov) and in the FFO as well.

So speaking of the National Environmental Policy Act questionnaire, this is one of the areas that we get the most questions on. And what I really want to impart on everybody and all of the applicants, is know that the NEPA questionnaire, it's not just a paper exercise. This provides important details and specifics on your proposal to meet, to make an initial determination about project impacts. The information provided here, helps determine what kind of and what type of NEPA documentation is required.

It also allows me to make a determination on the impact concerns that might preclude any project from moving forward the way it was proposed. An

example here is if an environmental assessment or environmental impact statement is necessary, time and effort might be required to prepare the analysis before any of the work actually can commence.

So a few points to keep in mind when filling out this questionnaire - one, we created the NEPA questionnaire specifically because the detailed information required in the questionnaire was generally missing from the grant applications and project proposals that we were receiving. So please read and answer each of the questions. Please provide specific information on all work that occurs in the water or in the environment.

And this includes details about sampling, fishing, surveys. Remember, the more details the better. Provide details about catch; how much fish is going to be caught? What's the disposition of the catch? Is it discarded, is it sampled, is it sold? Also, provide details about the location and timing of any of the water sampling and fishing activities - where, when, how long? What type of gear are you using? And lastly, if the answer to a NEPA questionnaire question is No, please provide reference and support in the proposal.

The main thing to consider here is that we would much prefer to work with you as an applicant during the application process, than after the proposal is already submitted and we need to negotiate and change your application. Please know that we are always available to have you reach out and ask questions. We're happy to help at any time. And my contact information is going to be smattered throughout this presentation. It's on the Web site, it's in the FFO. So really feel free to reach out to me at any time. Also, to make sure that you can reach someone in your own time zone, in the FFO and in the Frequently Asked Questions, found on our Web site, there are contacts in each one of your regions that are regional as team managers and experts that are available at all times.

So moving along, so our very general submitting checklist. Remember, registration, do it early. You've got to get into [www.grants.gov](http://www.grants.gov), get all of that paperwork done, make sure you're going. Submit your pre-proposal before October 10th. And when you're ready, submit your full application as early as possible. For both the pre-proposal and the full proposal, once you've submitted it through [www.grants.gov](http://www.grants.gov) because both are going to come through [www.grants.gov](http://www.grants.gov), I recommend verifying that your submission was fine. Make sure it was received. Make sure it was successfully validated.

Make sure [www.grants.gov](http://www.grants.gov) didn't tell you that there was any rejection due to the application being incomplete or containing errors. You should be receiving emails from [www.grants.gov](http://www.grants.gov) when you submit either a pre-proposal or a full proposal. If you don't get an email saying that it went through successfully, giving you a [www.grants.gov](http://www.grants.gov) tracking number, make sure to go back and double check it. It probably didn't get submitted.

As a reminder, make sure you're eligible. Again, I'm going to harp on download the FFO for the application package. Make sure you read that, become familiar with the FFO. That's your ticket to a successful submission. Make sure your project fits the program objectives and priorities. And when you're writing, be sure to link back to that. Submit your pre-proposals and when you're ready, submit your full application and again, keep in mind this year's a little different. Everything comes through [www.grants.gov](http://www.grants.gov).

Continuing with a couple of important highlights - the 2018 SK solicitation for full application, closes on January 8, 2018 at 11:59 pm. And this is Eastern time and this is an important note. As you are reading the FFO, if you are not in the Eastern time zone, the Grants online and [www.grants.gov](http://www.grants.gov) systems only think in Eastern time. So keep that in mind as you're working

through with your application process and getting ready to submit. If something is due by the end of business at 11:59, on a certain date, that is Eastern time. Don't miss the boat because you're in a different time zone.

All applications must be submitted prior to the close of the solicitation. Late applications will not be opened, they will not be reviewed. Keep in mind also that applications must be asking for in federal dollars, between \$25,000 and \$300,000. And again, applications that ask for less than \$25,000 or greater than \$300,000 aren't going to be opened. They won't be accepted, they're not going to be reviewed. So make sure you stay in that bracket.

Once you've submitted, how is your application going to be evaluated? That's one of the things that you guys keep in mind. And I'm going to go through that very quickly now, but one of the things I want to harp on here is make sure that A, you're looking at the FFO; I've been saying that all day. But also, as you're writing, you're going to write towards the priority and the program objectives, because that's natural. Be sure to keep in mind the evaluation criteria as well. This is what the subject matter experts are going to use when reviewing and ranking your proposal.

And you can see here that there are five evaluation criteria that are used for your application - how it ranks, with importance and relevance to the SK Program; how technically solid the scientific process is; whether the not the folks that are working on the application are qualified to do the work proposed; we're going to look at the project costs. are they reasonable, allocable, necessary? And then also, lastly, we're going to be looking at whether or not there's outreach and education associated with the application and the project that you're proposing. And all of these are going to be scored.

So it's a big process and you're putting a lot of work into it and you're going to feel like NOAA goes into a quiet zone and you're going to wonder when am I going to know; when am I going to hear from NOAA Fisheries about my application? So keep in mind, this is a long, robust process. The request for applications is open for a total of 150 days and that's the 60 day pre-proposal process we discussed, a 30 day period for the NOAA Fisheries SK Program and me, to go through, do evaluations on those pre-proposals and send out letters either to encourage or discourage.

And then another full 60 days for applications to be submitted for this full proposal process through [www.grants.gov](http://www.grants.gov). And that closes, as I mentioned, on January 8, 2018. Due to the number of applications anticipated, the robust review process for the applications for both pre-proposals and full proposals, folks should anticipate hearing from NOAA and from our staff, sometime in the middle of May of 2018. So before I finish, I'd like to take a few minutes to note a few important references.

First, lots of great information at [www.grants.gov](http://www.grants.gov). Obviously that's where the solicitation is, that's where the FFO is, but there's also lots of information about how to get yourself registered. As you're going through the registration process and submission process, as much as I want to help and you can call me any time, you can call our staff out in the field any time, we are not [www.grants.gov](http://www.grants.gov) experts. So on the screen here I've given a phone number that's to the [www.grants.gov](http://www.grants.gov) help desk, as well as an email address. That's the help desk support unit. And I've found over the years, through my experience, that these folks are really, really good.

So utilize this as a way if you are having trouble submitting or if you are having trouble getting registered. Also included, we've got a Web address at the bottom of the screen. That's the SK National Web site. And on there you

can find a lot of useful information. You've got the 2018 Frequently Asked Questions; you've got the 2018 application process guide. There's also some background and history about the SK Program, including a list of successful applications from 2017 and 2016. So you can use that list to get an idea of the types of applications that have been funded in recent years.

Also, you can always contact NOAA Fisheries with questions during the application process. Regional NOAA contacts can be found in the Full Funding Opportunity. Those are folks that sit in your time zone. And those people are also listed in the FAQs or Frequently Asked Questions. I'm the National SK Program Manager, and I'm more than happy to answer questions. You can reach out to me any time. My information is on the screen right now. You've got my phone number, you've got my email address. Don't hesitate to reach out.

So at that point that's about 30 minutes, that concludes our webinar. If at this point you have any questions, we're going to open it up for questions and answers. Please keep in mind that this was a high level presentation, so keep your questions related to the information discussed today. Due to the limited time we have, if you have questions about the specific scopes of work and whether or not they fit the priorities of the FFO, if we get too in the weeds I may say that we want to follow up later outside of this particular question and answer session. Also, as a reminder, this presentation is going to be posted to our Web site as well as the audio, so you can hear it again, should you have been cut out for any reason.

You can find our Frequently Asked Questions on this Web site. And so there is lots and lots of information there. At this point, I encourage any questions that participants might have. Please submit the questions through the operator on the phone. Don't put them through the chat function on the webinar. I will

not be able to see them. I will not answer them. So at this point I will turn it over to the operator. She'll give you instructions on how to submit questions and I'll do my best to answer them.

Coordinator: Thank you. At this time, if you'd like to ask a question, please press Star 1 and please record your name when prompted. If you'd like to withdraw the question, you may press Star 2. Once again, to ask a question, please press Star 1. One moment please for the first question. Thank you. Our first question comes from (Deb Maska). Your line is open.

(Deb Maska): Yes. I wanted to know if you can be part of more than one application in different theme areas, if your organization has interest across several sectors and you know several people that are trying to apply for different aspects.

Dan Namur: That's an excellent question and the answer is absolutely. You can submit - your organization can submit multiple pre-proposals. If you're encouraged and you decide to move forward, they can submit multiple full proposals. But you also can be associated with multiple organizations under multiple themes, so yes, there's no limitation on how many places you can be included and how many applications you can submit. Just keep it in mind of course that should more than one application be selected, the number of hours you've committed needs to add up to a reasonable number of hours.

You can't be double dipping and you can't have more than 40 hours a week. I hope that clears it up. Does that get you what you need?

(Deb Maska): Yes, it does. Thank you very much.

Dan Namur: Perfect. Great question.

Coordinator: Okay. Our next question comes from Michael Gravitz. Please check the mute feature on your phone.

Michael Gravitz: I'm sorry. Hi Dan. Thanks for your presentation. this is Mike Gravitz from the Marine Conservation Institute. We're interested potentially in a project in the Federated States of Micronesia. And while it looks like you can apply if you're a citizen of Micronesia, Micronesia was not on - FSM was not on the list for territorial science projects. Is that just an oversight or are projects in the FSM not applicable for these grants?

Dan Namur: That's a really good question and really gets into the gray area here. So yes, so your organization if it's a US based organization, is absolutely eligible. If you're based out of FSM again, you're eligible. If the work is in FSM it really depends upon which one of the priority areas you feel that you're best addressing. FSM is not one of our territories, that's why it's not listed there. Our territories are really restricted by law what, you know, by definition. And so when it comes down to that, you can certainly put it into the territorial science if you feel that it also has impacts to the territories. But if it's a standalone for FSM, it would have to address one of the other three priorities.

Michael Gravitz: Got it. Thank you.

Dan Namur: I hope that helps. There certainly is the capacity to overlap where it could be addressing multiple priorities. Just when you're choosing the one singular priority, make sure that you're choosing wisely, based on what your major objective is.

Michael Gravitz: Sure. Thank you.

Dan Namur: Okay.

Michael Gravitz: Average size of the grants in prior years, is there a decent average that's reflective of most of the projects or mode or some other measure?

Dan Namur: Yes. So since this is kind of a pilot program solicitation and a lot of our stuff is fairly new and innovative, you can see that the awards are fairly small - between \$25,000 and \$300,000. There's no advantage to trying to apply either low or high here. There's no precedent set for there being a, if you will, sweet spot for what is the most successful. It really comes down to the dollar figure that most accurately addresses the proposal that you're putting forward. So just make sure you're obviously not over padding your application. But should you need \$250,000, then make sure you ask for \$250,000.

Michael Gravitz: Okay.

Dan Namur: If you can get a lot done and it's only for \$50,000 then that's the most appropriate to ask.

Michael Gravitz: Can some of these projects - are they limited to a single project year or can they be multiyear proposals?

((Crosstalk))

Michael Gravitz: ...within that budget that you're asking for.

Dan Namur: Yes. So the \$25,000 to \$300,000 is the total ask. So you can either have an award between 12 and 24 months but that amount that you're asking for, covers the whole project period. There's no such thing as a multiyear where you get a second slug of money.

Michael Gravitz: Right. But you can have a project that you propose, for up to 24 months?

Dan Namur: You can have a project up to 24 months. Yes. That's the maximum is 24 months.

Michael Gravitz: Got you. Thank you.

Dan Namur: Yes.

Michael Gravitz: And one final question if I may. I don't want to hog the - everybody's time.

Dan Namur: Go ahead. I'm sure these are questions other people had as well.

Michael Gravitz: Okay. Is there sort of a usual number of pre-proposals and proposals that you look at? I mean what, you know, are we talking about thousands and thousands or are we talking about just dozens and dozens?

Dan Namur: That's a good question Mike and it is important. I mentioned a few times during this presentation, I'm sure you guys picked up on that, I said the number of applications and how robust this process is. The reason for that is there is - this is a very competitive program that you had a lot of demand. In recent years - last year we received over 600 pre-proposals. We received over 254 proposals; we funded 41 applications. So you can see approximately what we're looking at. Every year is a little different.

We could receive more; we could receive considerably less, but that's the numbers that we've had in recent years.

Michael Gravitz: Okay. No, that's fair. That tells me what I need to know.

Dan Namur: Perfect. Thank you.

Michael Gravitz: And that is - and one last question - if I want to discuss sort of the best sort of category that a particular project we have in mind fits into, should I - would I - can I seek your advice for that?

Dan Namur: So you can either talk to myself or one of our SK Program managers. We're not going to give you the answer and this is important for everyone and not just you.

((Crosstalk))

Michael Gravitz: ...give me - yes.

Dan Namur: We're going to - because this is a competitive process, we can't give any advice to one individual that we aren't giving to everybody. So the answer is going to be pretty generic and we can talk you through whether or not it's applicable to a certain priority, but we're not going to help you place it. You're going to tell us.

Michael Gravitz: Right.

Dan Namur: Because it's really your objective and your project and you need to tell us what you're addressing.

Michael Gravitz: Right.

Dan Namur: But the short answer is yes, absolutely reach out. We're not going to give you the full here's where to put it.

Michael Gravitz: Right. Understood.

Dan Namur: Excellent. Great questions. We'll open it up to the next caller.

Coordinator: Thank you. Our next question comes from (Carol Stepien).

(Carol Stepien): Hello. This is (Carol Stepien) from University of Washington. The approximate start date for figuring out the budget - like when do we anticipate this project starting?

Dan Namur: Yes. So that's a good question (Carol). The - we anticipate not even having the obligation done until August or September of 2018. It takes that long to run this competition. So start date should be no earlier than October 1 and really we recommend it being even a little later than that, at the start of the year. But the earliest start date that anybody can ask for, is October 1, 2018, due to the fact that we may not even have all of the awards obligated until that point, because of the way our fiscal environment and our fiscal year runs here in the federal government.

(Carol Stepien): So then would there be an advantage or do you really recommend starting January?

Dan Namur: No. There's no advantage. That's really just a matter of when the best time for you are - for your project. If you have fishing seasons or seasonal work you may need to move it. But yes, as long as it's passed October 1, you're good to go.

(Carol Stepien): Thanks Dan. I really appreciate it.

Dan Namur: Not a problem. Thanks for calling in.

Coordinator: And the next question comes from Paul Anderson.

Paul Anderson: Hi Dan. This is Paul Anderson from Mystic Aquarium in Connecticut. Thanks for your talk. I have a question about whether or not the Saltonstall-Kennedy Program recognizes marine ornamental aquaculture as a legitimate aquaculture commodity; whether you have support for research and development funds.

Dan Namur: Yes. So good question. And as you can see, aquaculture is highlighted as the first list priority in our solicitation. Ornamental most certainly is qualified as an eligible application. You can see in the FFO, kind of what we've listed. But that's a listing of examples not limited to, and so you're absolutely eligible. Yes.

Paul Anderson: Great.

Dan Namur: Again, like with any - and I'll make this a more general statement, with any application that comes in or any proposal, it's really up to the applicant to impart upon to me and to the program, how is this relevant; what is the need; how is it important; and how does it address the overarching priority and the objective of the SK Program? So really always gear back to that. There are lots of things that are really important research. Make sure it's tied very closely to the objective of the SK Program and the priorities we've listed.

Paul Anderson: Thanks so much Dan. I appreciate it.

Dan Namur: Yes. Not a problem Paul. Great question.

Coordinator: And our next question comes from (Brian Wilson).

(Brian Wilson): Hey. How is everybody doing? (Brian Wilson) - (DURO UAX). And my question was related to kind of a job creation and an educational component. Though we develop technologies for the maritime industry, we usually like to incorporate some exposure to, you know, youth or even college students, to help inspire them, as well as job placement for something. So is that something that you could put in the proposal as well, or is it purely technical?

Dan Namur: No. Absolutely. And if you look at the evaluation criteria, not only is it something that is eligible, it's something that's going to be evaluated and scored. It is worth part of every application that comes in, is how much outreach and education is happening. So we fully encourage working with the communities, working with the industry, but also absolutely, working with the youth and schools. That's all great outreach and education that can help towards that particular evaluation criteria.

(Brian Wilson): Okay, great. Thanks.

Dan Namur: Thanks (Brian).

Coordinator: And once again, as a reminder, if you'd like to ask a question please press Star 1 and please record your name when prompted. One moment please. Okay. At this time I show no further questions.

Dan Namur: Excellent. Well I'd like to take the opportunity to thank everybody. Before I sign off I see that - I was able to see one question that came in through the chat on the webinar. And the question was for a first time nonprofit applicant are there any additional checklists? And the answer for that is there is nothing additional, because you are a nonprofit. If you are a first time applicant to the

federal government there will be the onetime registration process through [www.grants.gov](http://www.grants.gov).

But if you are already registered, even if you are a first time applicant to the SK Program, there is nothing additional you need to do. You'll be following the same exact guidance as everybody else. With that, if there are no more questions on the line, that wraps up the webinar, the Q&A session. Again, I'd like to take the opportunity to thank everybody for taking the time to call into this free training. This hopefully alleviates any questions on how to apply and reduces the number of mistakes as applications come in.

I'd like to reiterate again, please feel free to reach out. Use the contact list that's in the FFO, the Full Funding Opportunity. There are regional contacts in each of the regions around the country. These folks are subject matter experts for your region. They are in your time zone. Please reach out to them. They are happy to help. They're great at their job. And with that, I'd like to sign off and I look forward to seeing everybody's pre-proposals and full proposals. Have a great day everybody.

Coordinator: Thank you. This concludes today's conference. You may disconnect at this time.

END