

Supporting Your Research Program – How to be successful in winning Government Grants and Contracts.

Abstract

This talk is directed at graduate students and new faculty. There are limited resources available to young researchers to help them master the skills necessary to win Government funding support for their research. Most of the time these skills are learned through hard work (writing proposals) and suffering from many rejections. The competition for limited Government funding is tremendous. It took this speaker more than 12 years to become successful in winning contracts. In this talk we will discuss several simple and easy to learn strategies that will greatly improve your ability to win Government contracts and grants.

Biography

Dr. Steven Shope is President and CEO of CERI and Sandia Research Corporation, both of which are located in Mesa, AZ. In 1987, Shope founded Sandia Research Corporation, in Albuquerque, NM. Shope began his career as a senior electrical engineer for the U.S. Bureau of Mines working in the trapped-miner post-disaster rescue program. He is a physicist and holds a B.A. in physics from Lycoming College, a M.S. degree in physics from Oklahoma State University, and a Ph.D. degree in physics from The Pennsylvania State University. Steve Shope has extensive experience in managing complex technical projects including service as a principal investigator in more than 125 research projects over a span of 25 years. Most of these projects have been with the Department of Defense.

(Before having children!) Shope was very active in aviation. He is a commercial pilot and flight instructor and has ratings in hot air balloons and gas balloons and experience flying airships. He has taught at private and commercial ground schools, and provided balloon safety and accident investigation courses to the National Transportation Safety Board investigators. He was Mission Director for two around-the-world balloon attempts, the *Global Hilton* and the *Spirit of Peace* projects. He was Chief Engineer for the *RE/MAX Flyer* project, an attempt to fly around-the-world at record altitudes exceeding 125,000 feet. Shope has also been Event Director for more than 10 international gas balloon races, including the prestigious 1999 Coupe de Gordon Bennett, the RE/MAX Cup Race, the Oldsmobile Classic Gas Balloon Race, and several America's Challenge Gas Balloon Races. In 2003 he was the Event Director for the Celebration of Flight's "Race to Kitty Hawk" Gas Balloon Race, the 100th anniversary of aviation, held in Dayton, OH.

Shope was recently selected be the mission control director for an attempt to break the absolute distance record and possibly the absolute duration records for a helium balloon flight during the winter of 2007/2008. This world record attempt will involve flying a balloon called the *Celestial Eagle* from Japan to the United States. The command center will be located at CERI at WGA.