UNC
SCHOOL OF MEDICINE

Core Directors Meeting

September 2023

Agenda

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- Core infrastructure at UNC - organization chart
- Fixed-term faculty promotion advocacy
- Data Management and Sharing Plans
- Rigor and Reproducibility
- MAD SSCi wrap up
- Planning for core instrumentation needs
- Upcoming ORT events
- Acknowledgment tracking
- OSP metrics
- iLab website updates and asset tracking updates
- Financial reporting
- Resources available for equipment grants (Nate Blouin)
- Working with external customers (Kickstarter)

Core Infrastructure at UNC

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Research Core Development Team (OSP/VCR)

BEN WRIGHT – Director RCD

MEGHAN KRAFT – Interim Director Research Core Strategy

MICHAEL AKRIDGE – Financial Analyst

OSP Cost Analysis & Compliance

BRIAN BERTLSHOFER – Director

JR PIKE – Manager

LATOIA SMITH – Lead

DAVID COYLE – Analyst

VALESHIA DOBSON - Analyst

Office of Research Technologies (SOM)

CHRIS GREGORY – Director

KARA CLISSOLD – Assoc. Director

Lineberger Comprehensive Cancer Center (SOM)

HOLLY DRESSMAN – Asst. Dir. of Shared Resources and Operations

UNC College of Arts and Sciences

JIM CAHOON – Exec. Dir. of Research Core Facilities

Core Infrastructure at UNC

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Research Core Development Team (OSP/VCR)

- Partner with departments, schools, and existing recharge centers to develop a campus-wide Core strategy
- Survey equipment and resources to establish a central asset repository
- Consult on core management, business process improvement and marketing
- Provide options for treatment of volatile rates and assist with more frequent rate reviews
- Manage iLab adoption and training
- Serve as *ad hoc* members of CFAC

OSP Cost Analysis & Compliance Team

- Initiate rate reviews on biannual basis
- Review operating plans and rate development worksheets
- Approve rates and provide MOAs
- Ensure compliance to financial policies for recharge centers

Office of Research Technologies (SOM)

- Supports cores with all operational processes, from starting a new core to rate reviews and developing operating plans
- The Core Facility Advocacy Committee (CFAC) provides funding
- Advocates within the School of Medicine with a commitment to all cores within the UNC Chapel Hill ecosystem
- Educates core personnel on areas of interest, including providing ABRF membership and supporting grant writing, career development and sustainability initiatives

Lineberger Comprehensive Cancer Center (SOM) Asst. Director

- Partner with existing recharge centers in LCCC to support operations, finance, funding requests, etc.
- Consult on core management and business process improvement
- Assist with solutions for marketing core facility services
- Serve as *ad hoc* member of CFAC

UNC College of Arts and Sciences Exec. Director

- Partner with existing recharge centers in CAS to support operations, finance, funding requests, etc.
- Consult on core management and business process improvement
- Assist with solutions for marketing core facility services
- Serve as liaison with Research Core Development Team (OSP/VCR) and ORT (SOM)
- Serve as *ad hoc* member of CFAC

Fixed-Term Faculty Promotion for Core Directors

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- Core directors who are fixed-term faculty are eligible for promotion in rank. Departments must initiate the promotion process (chair, ACA, HR) but you may need to advocate for yourself
- Administration, Clinical, Community Professional Service, Education and Research
- “Meet the mark” criteria are included in the SOM APT Guidelines (see next slide). While other schools may not have these criteria, the documentation required is the same
- Documentation required: CV in SOM format; reference letters from outside of home department (2 required, no more than 4); evidence of teaching/mentoring/training (with student surveys/letters and a peer evaluation letter); chair’s letter recommending the promotion, chair’s checklist
- Committee approvals required after submission by HR – Fixed-Term Promotions Committee and Dean’s Advisory Committee (both meet monthly)
- Timeframe for completion of process - ~ 6 months. Collecting reference letters is the bottleneck

“Meet the Mark” Criteria for Research

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Assistant to Associate Professor

(Research Track)

Documentation of substantial research activity and productivity

Excellent local reputation as a researcher documented in letters of reference external to the department

Scholarship – minimum of five examples of scholarship (progressive and enduring)

One of the following demonstrating progressive achievement

-Successful operation of a core facility

-External funding

-Key role in facilitating research activity for dept or center

Associate to Full Professor

(Research Track)

Documentation of substantial research activity and productivity

Excellent regional or truly exceptional local reputation as a researcher documented in letters of reference external to the department

Scholarship – minimum of five examples of scholarship (progressive and enduring)

One of the following demonstrating progressive achievement

-Successful operation of a core facility

-External funding

-Key role in facilitating research activity for dept or center

Core Survey: Data Management and Sharing Plans

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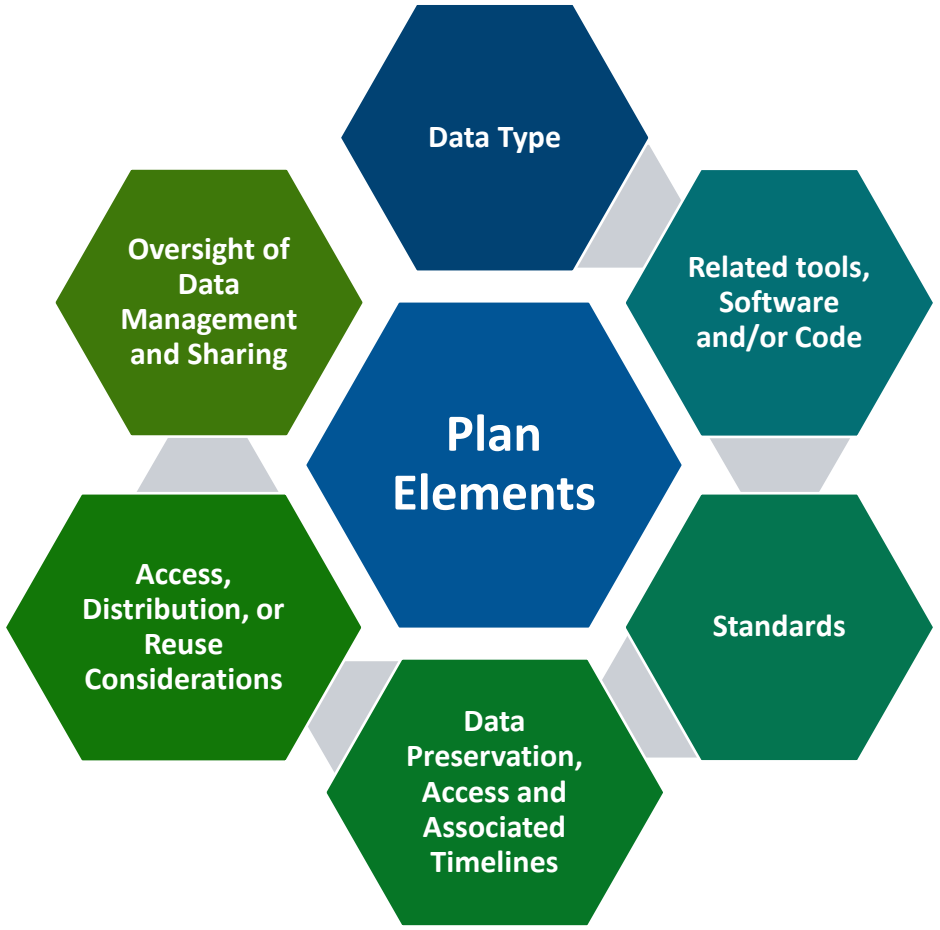
- NOT-OD-21-013: Final NIH Policy for Data Management & Sharing
- **Went into effect on January 25, 2023**
- Applies to all research, funded or conducted in whole or in part by NIH, that results in the generation of scientific data.
- "**Scientific data**" is defined as:
  - “data commonly accepted in the scientific community as of sufficient quality to validate and replicate research findings, regardless of whether the data are used to support scholarly publications.”
  - **Includes** any data needed to validate and replicate research findings
  - **Excludes** lab notebooks, preliminary analyses, completed case report forms, drafts of scientific papers, plans for future research, peer reviews, communications with colleagues, or physical objects such as lab specimens
- If your core will be generating scientific data for a grant, you should build a DMSP to be included in the application

Six Elements of a DMS Plan



- **Data type**
  - Identifying data to be preserved and shared
- **Related tools, software, code**
  - Tools and software needed to access and manipulate data
- **Standards**
  - Standards to be applied to scientific data and metadata
- **Data preservation, access, timelines**
  - Repository to be used, persistent unique identifier, and when/ how long data will be available
- **Access, distribution, reuse considerations**
  - Description of factors for data access, distribution, or reuse
- **Oversight of data management and sharing**
  - Plan compliance will be monitored/ managed and by whom

NIH Program staff will assess DMS Plans, but not part of overall impact score

See Writing a Data Management & Sharing Plan for details

DMP Tool

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- Is a free web-based form managed by the California Digital Library
- Used by institutions around the world (82,235 users), updated based on user feedback: view example public plans
- Provides guidance from NIH and your institution, suggested answers, and additional resources for each part of the plan
- Also has templates for other federal and private funders (i.e. NSF)
- Machine actionable DMP - allows for automated exchange of information about your research by connecting to ORCID iD (useful for funded projects, tracking over time)
- https://dmptool.org Sign in with SSO; UNC has an institutional account

Rigor and Reproducibility

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- Thank you!

- UNC Chapel Hill is the standard for developing rigor and reproducibility statements within the ABRF core community. The ORT R&R template has been posted on the ABRF website and published in a recent JBT manuscript

- If you are a new core director, are updating your website, or need to add a rigor and reproducibility statement to your website, please visit:
  - https://www.med.unc.edu/corefacilities/rrt/

MAD SSCi

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- Thank you for all who attended, presented, and assisted in making this meeting successful!
- If you enjoyed MAD SSCi, please consider attending again next year (Rutgers University, NJ) or attending the national ABRF meeting (Minneapolis, MN)
  - Expenses for conferences can be built into your rates, ORT/CFAC can also provide funding for conference attendance.
  - Have an idea for future sessions? oc@maddsci.abrf.org

Planning for Instrumentation Needs and Lifecycles

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- *"Knowledge is power"*
  - What is the expected lifecycle of your equipment? Will it need replacement sooner due to heavy usage, pace of technological development, etc.?
- Develop a plan
  - CFAC **Emergency** funds should not be the planned financial avenue when you know your instrumentation is reaching or has surpassed its end of life.
  - CFAC Fall/Spring RFAs can be an avenue to replace aging instrumentation.
  - Cost-shares, either for grants or with other internal entities, can be submitted alongside RFAs, or submitted at other strategic timepoints to coordinate with cost-share requests that go through the OVCR.
  - NCBC, NIH S10 or R24, NSF, DoD DURIP, etc.
  - NCBC IIG grant deadline is October 3, 2023
- Communicate early
  - Let ORT or your CFAC representative know what your needs are or will be if you plan to use a CFAC funding mechanism (even matching funds).

Instrumentation Grant Panel

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October 12, 2023, 12-1:30pm

- Roundtable discussion with your peer core directors who have successfully submitted grant applications as well as a PI who has participated in the NIH S10 study sections. They will present their own grants as case studies and discuss tips and tricks, timelines, how to secure matching funds, and more
  - Ashutosh Tripathy, Pablo Ariel, Josh Chen, Brandie Ehrmann, Paul Maddox
- In person meeting - lunch will be provided. Open to core directors and stakeholders across all schools. RSVPs will be required - keep an eye out for a meeting invitation.
- Please attend if you are planning or considering submitting an instrumentation grant (NCBC, NIH, NSF, DoD)

Peer Mentoring

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- Several core directors expressed interest in peer mentoring and networking events

- We will be hosting a small-group session 11/13/2023 to brainstorm what this would look like. If you would like to participate in the organization and structure of this mentorship opportunity please reach out to Kara Clissold (kara_clissold@med.unc.edu)
- Aim to begin events in January 2024

Acknowledgment Tracking Update

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- Chris presented a poster outlining our comprehensive search strategy at the 2022 ABRF meeting in Boston

- We are working on a sustainable, AI-database driven tool for acknowledgment tracking with a reporting feature that could be used campus-wide. In the meantime, we are continuing to collect historic acknowledgment data for our cores and the search terms we discover will be used to drive the AI software. Thank you to those who have helped us amass this data.

- If you need assistance with acknowledgment tracking for grant reporting or other needs please reach out to Kara (kara_clissold@med.unc.edu)

Acknowledgment Tracking Data

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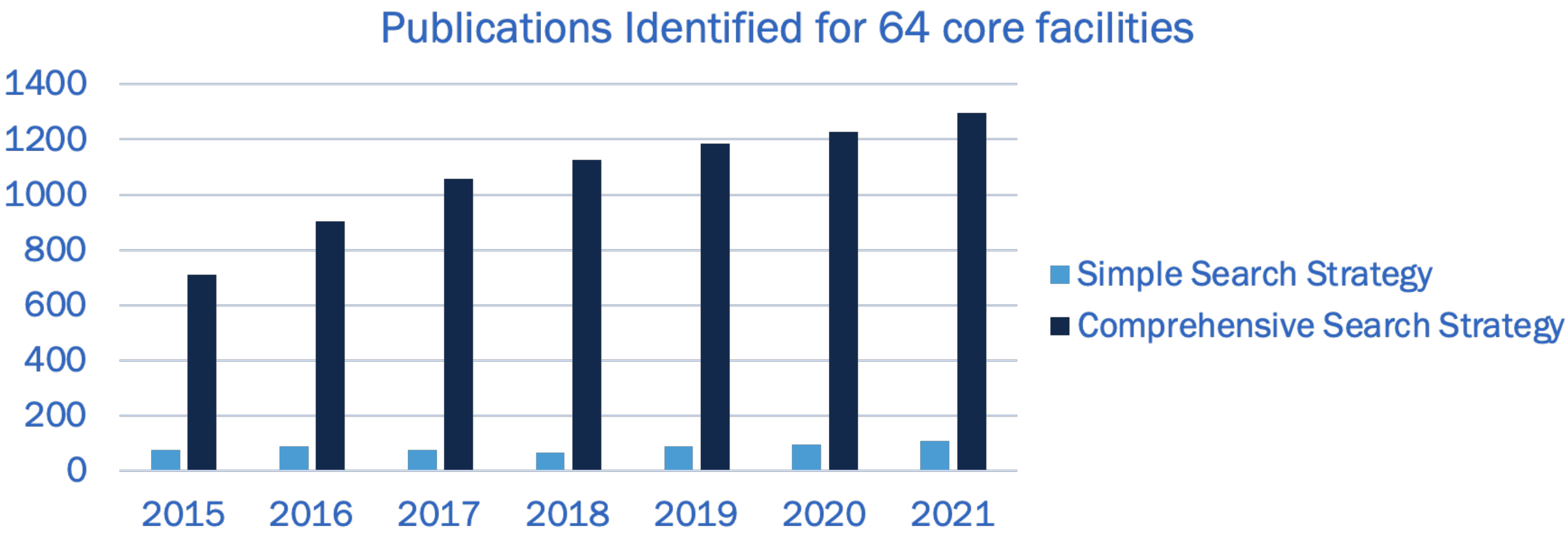

Worldwide Impact of Core Facilities

- Google Scholar searches for 64 core facilities yielded 2,453 acknowledgments of those cores in student dissertations and theses at institutions around the world to date.

Customized Google Map. 190 pins correspond to a unique institution where a student dissertation or thesis acknowledged a UNC-Chapel Hill core facility.

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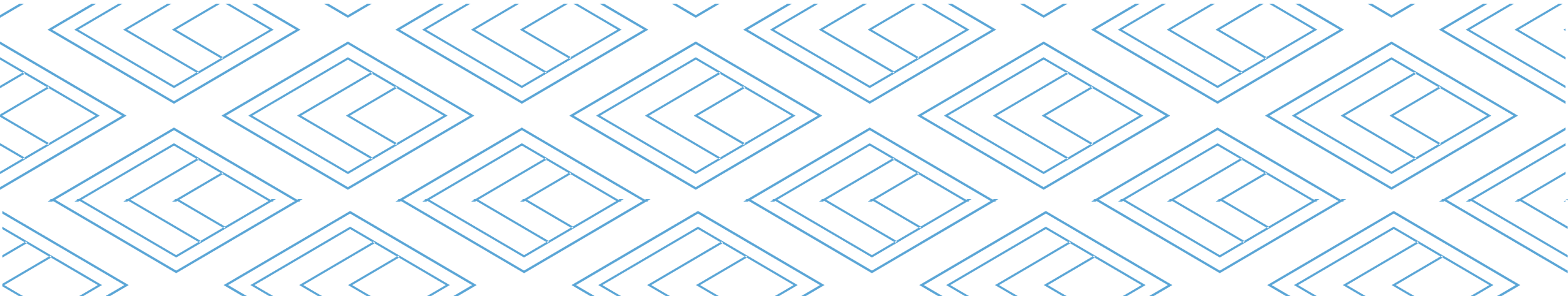
Research Core Development

Meghan Kraft, Interim Director of Research Core Strategy

Ben Wright, Director of Research Core Development

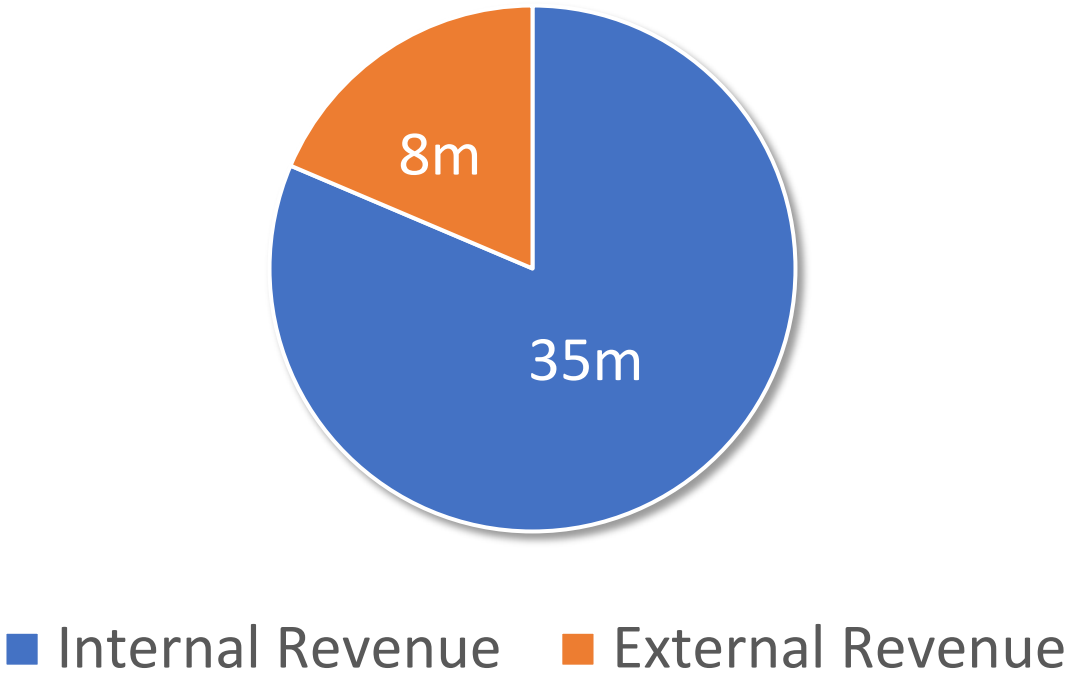


FY2023 Highlights

110 official recharge centers; approx. 125 total research cores
Total Revenue Generated: $43 million ($41 million FY2022)
Research Supported:
700 labs on campus
40 external universities
40 external businesses

FY2023 Revenue Metrics

FY2023 Total Revenue: $43 million



Sponsored Research

$7.6 million generated in F&A

2,152 projects charged

Total impact to research: $1.6B*

Research Core Development Outreach

58 core tours CY2023

- Thank you!

UNC Symposium for Research Administrators

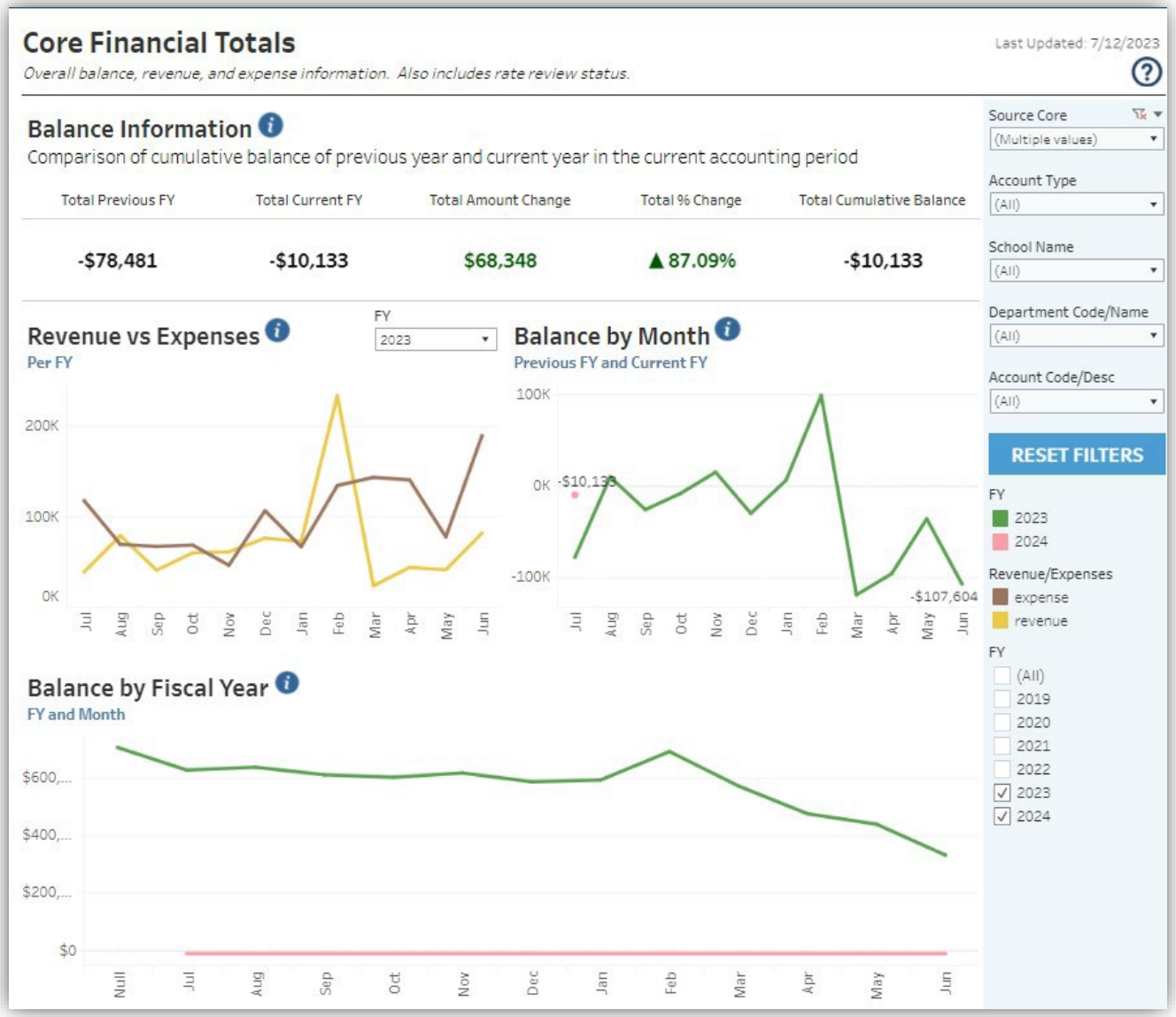
- Thursday September 27 - Friday September 28
- https://symposium.web.unc.edu/
- RCD Updates and Initiatives
- Rate Reviews (OSP CAC and RCD)
- Contracts with External Customers
- iLab: General Info, Tips, and Tricks

Rate Reviews

- OSP Cost Analysis and Compliance Team performs reviews
- Reviews completed since October 2022: 63
- Median time to complete rate review: 92 days
- Rate review status information available in Tableau "Totals" dashboard
- Templates and FAQs available on RCD webpage

Financial Reporting

- Financial reporting tools available via Tableau
- Now available! Access for over 100 cores and 300 users
- https://tableau.unc.edu/#/site/oris/projects/1282
- For questions, technical issues, or to request access changes, please contact RCD@unc.edu
- Link, training session recording, and FAQ document located on RCD Webpage
- Rate Review status available via “Cores – Totals” dashboard



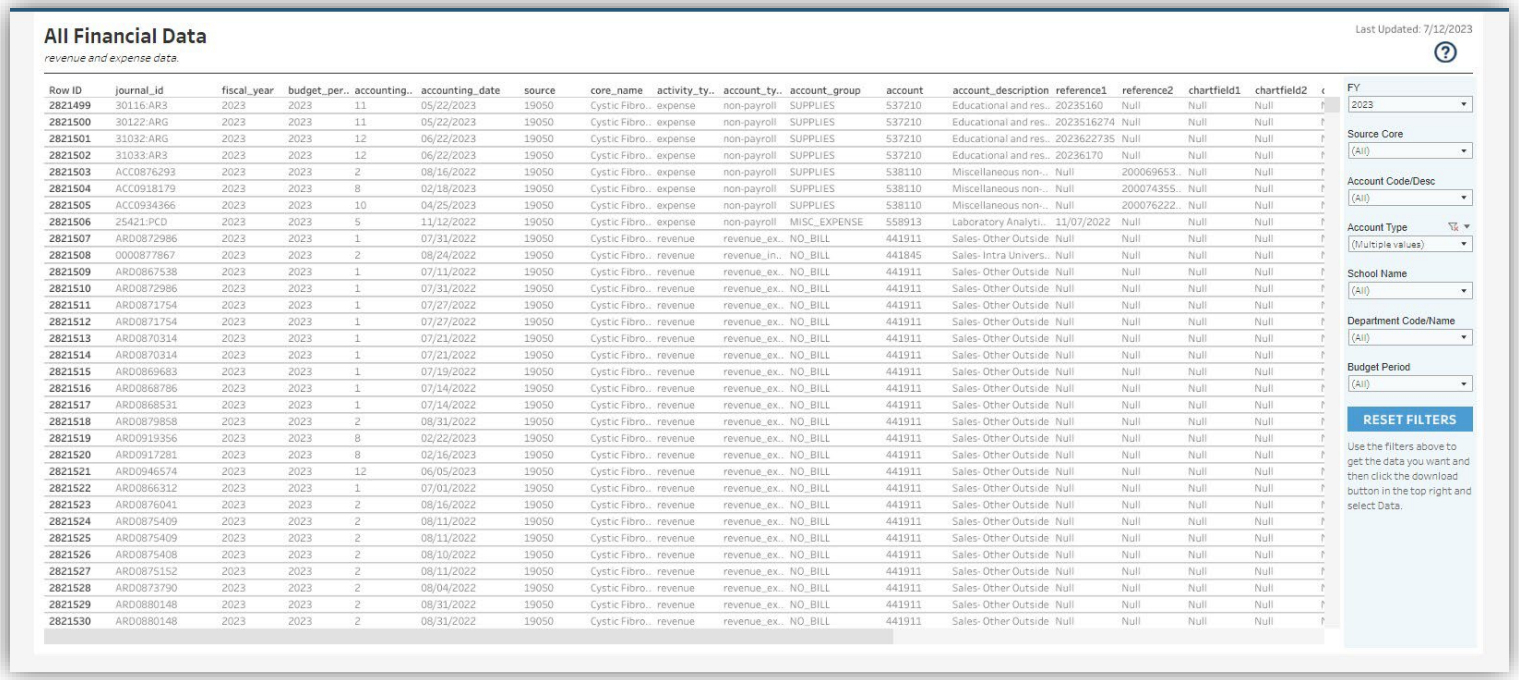
Cores - Totals

Revenues
- Expenses
+ Balance Carryforward
+ Transfers

Total Balance

- One-stop-shop for all financial data
- Reports expenses and revenue charged to core source – no subsidies or grant funding yet
- Filters at right can be used to refine data shown
- FY filters available for most elements
- **Rate review information at bottom of dashboard**

Cores – Financial Data



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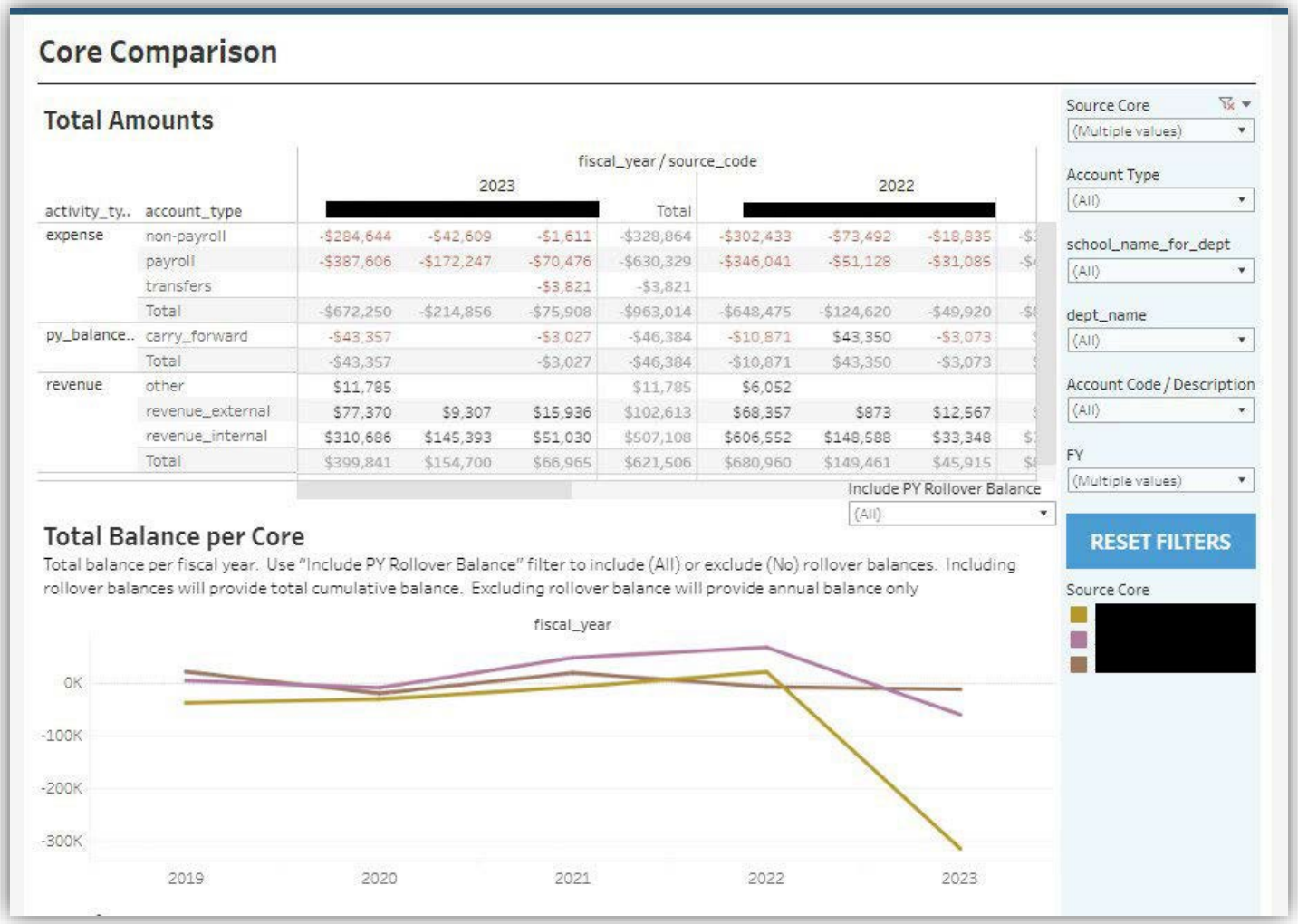
- Transactional detail for core since 2018
- Filters available at right
- Ability to export to Excel
- Accounting Date and Transaction ID included



Core Comparison

- Information for multiple cores
- Each core presented separately
- Use filters to adjust view as needed
- Cores are limited to user's access

iLab Information and Updates

CoreSupport@med.unc.edu for iLab support

Michael Akridge, Financial Analyst, OSP

7 cores onboarded during CY2023

If interested in more information or a demo, contact us

iLab Improvements

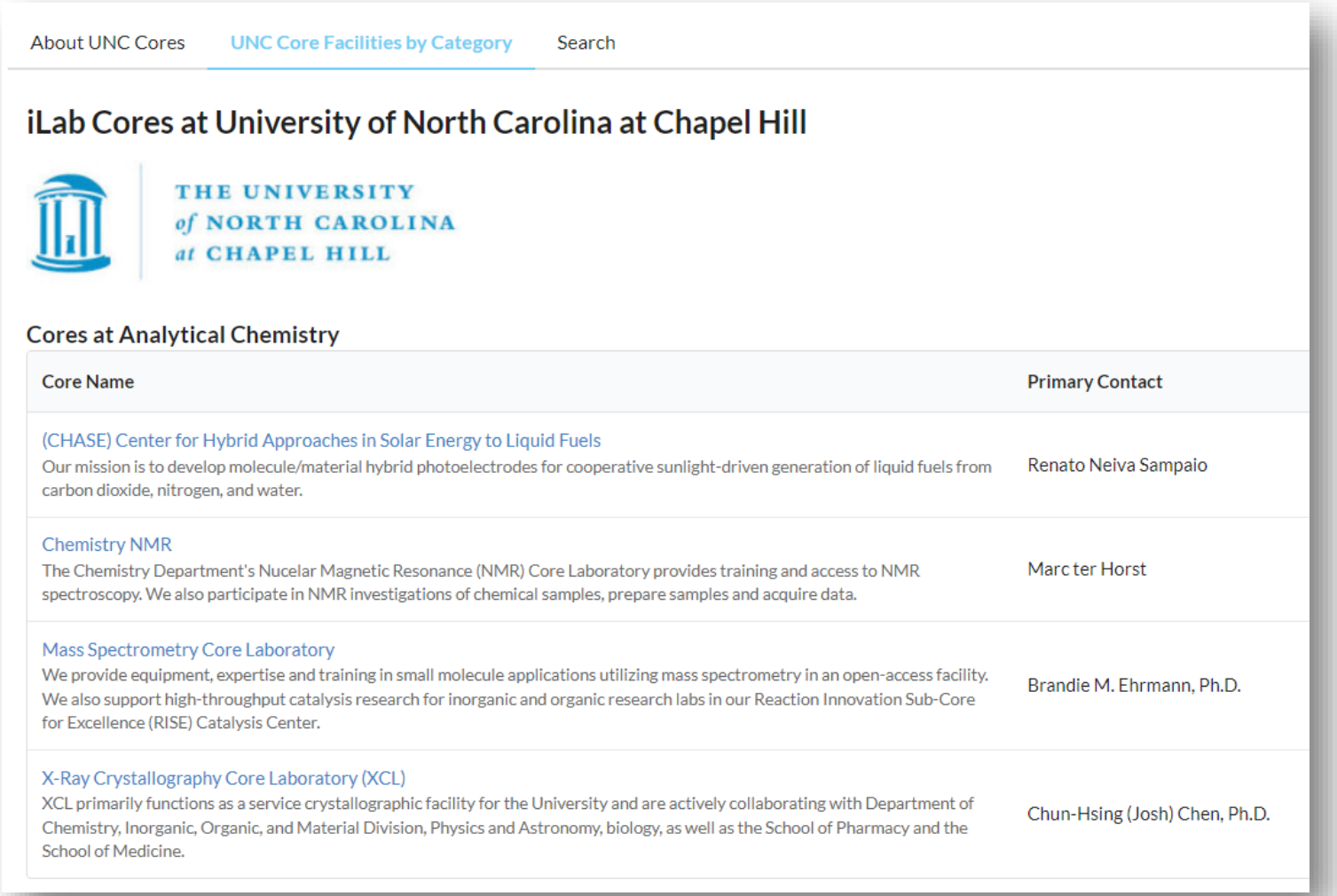
Training and guidance documents coming soon!

Let us know what you need.

Subsidy Function

Collaborating Cores Function

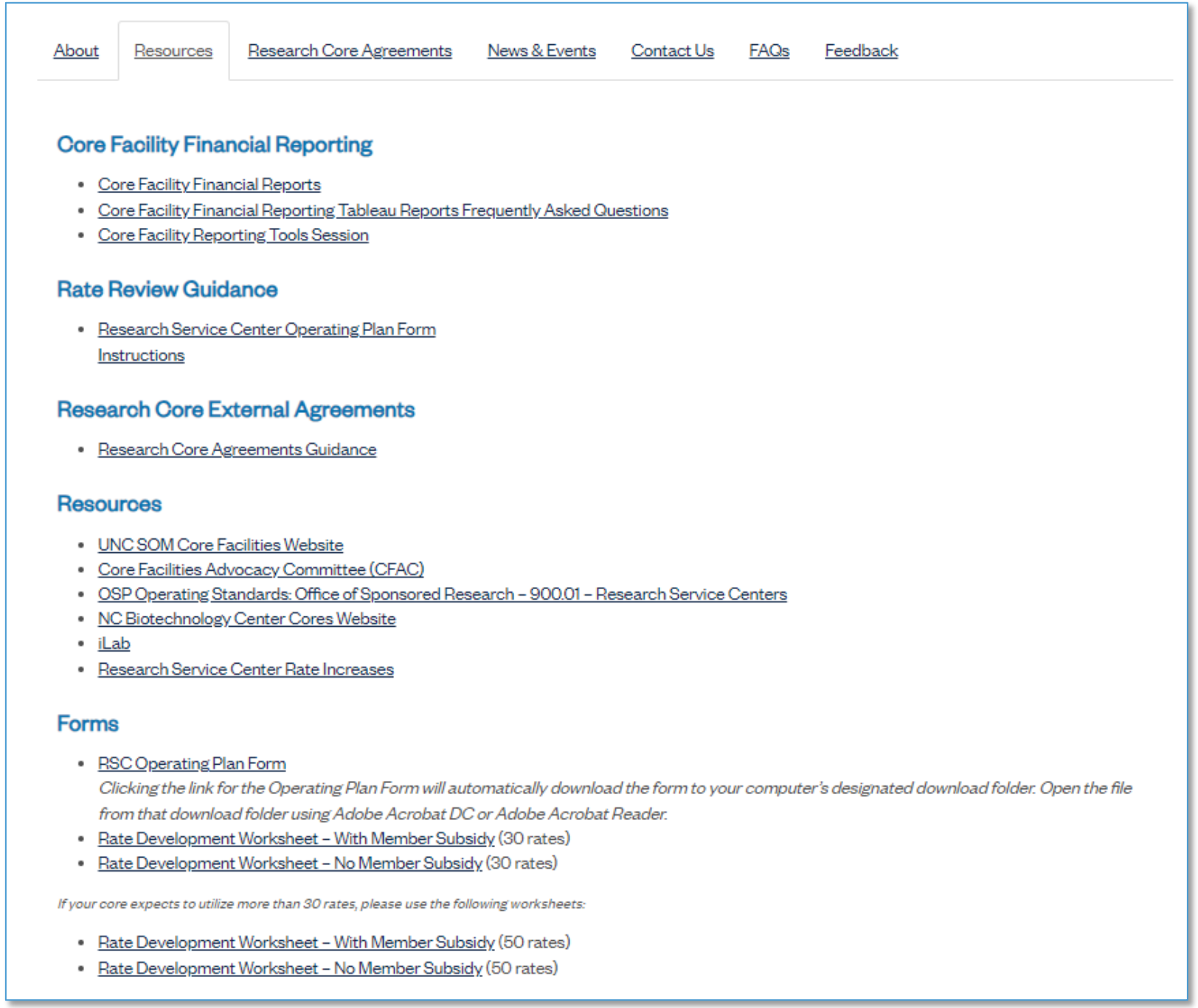
iLab Institutional Landing Page



RCD Webpage

- FAQs, rate review document templates, and guidance documents
- Financial reporting link, guidance, and training presentation
- Research core agreements
- Future enhancements
- https://research.unc.edu/sponsored-programs/resources/research-core-development/

RCD Webpage



About | Resources | Research Core Agreements | News & Events | Contact Us | FAQs | Feedback

Core Facility Financial Reporting

- Core Facility Financial Reports
- Core Facility Financial Reporting Tableau Reports Frequently Asked Questions
- Core Facility Reporting Tools Session

Rate Review Guidance

- Research Service Center Operating Plan Form Instructions

Research Core External Agreements

- Research Core Agreements Guidance

Resources

- UNC SOM Core Facilities Website
- Core Facilities Advocacy Committee (CFAC)
- OSP Operating Standards: Office of Sponsored Research – 900.01 – Research Service Centers
- NC Biotechnology Center Cores Website
- iLab
- Research Service Center Rate Increases

Forms

- RSC Operating Plan Form
  Clicking the link for the Operating Plan Form will automatically download the form to your computer's designated download folder. Open the file from that download folder using Adobe Acrobat DC or Adobe Acrobat Reader.
- Rate Development Worksheet – With Member Subsidy (30 rates)
- Rate Development Worksheet – No Member Subsidy (30 rates)

If your core expects to utilize more than 30 rates, please use the following worksheets:

- Rate Development Worksheet – With Member Subsidy (50 rates)
- Rate Development Worksheet – No Member Subsidy (50 rates)

Asset & Equipment Database

- RCD currently working with ORIS to create an asset database
- Ability to record and track equipment and service contracts
- Greater discounts on purchases and service contracts
- Ability to forecast useful life and anticipate replacements

Questions?

Ben Wright

Director, Research Core Development

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Michael Akridge

Financial Analyst

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Meghan Kraft

Interim Director, Research Core Strategy

kraftmeg@unc.edu

iLab Support

coresupport@med.unc.edu

UNC RESEARCH

Core Facilities proposal coordination discussion

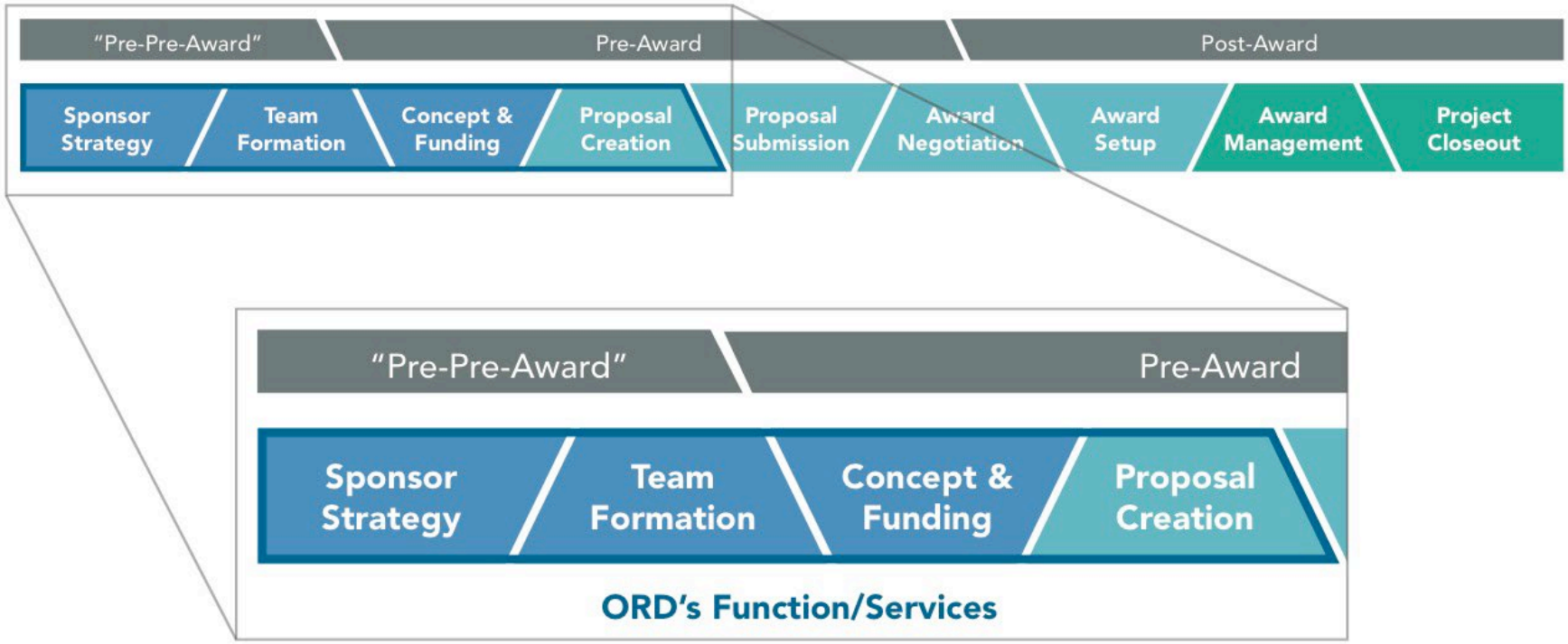
Nathan Blouin, MBA, CRA
Director
nathan_blouin@unc.edu

Rachelle Davenport
Limited Submissions and Administrative Coordinator
rachedav@unc.edu

UNC Office of Research Development

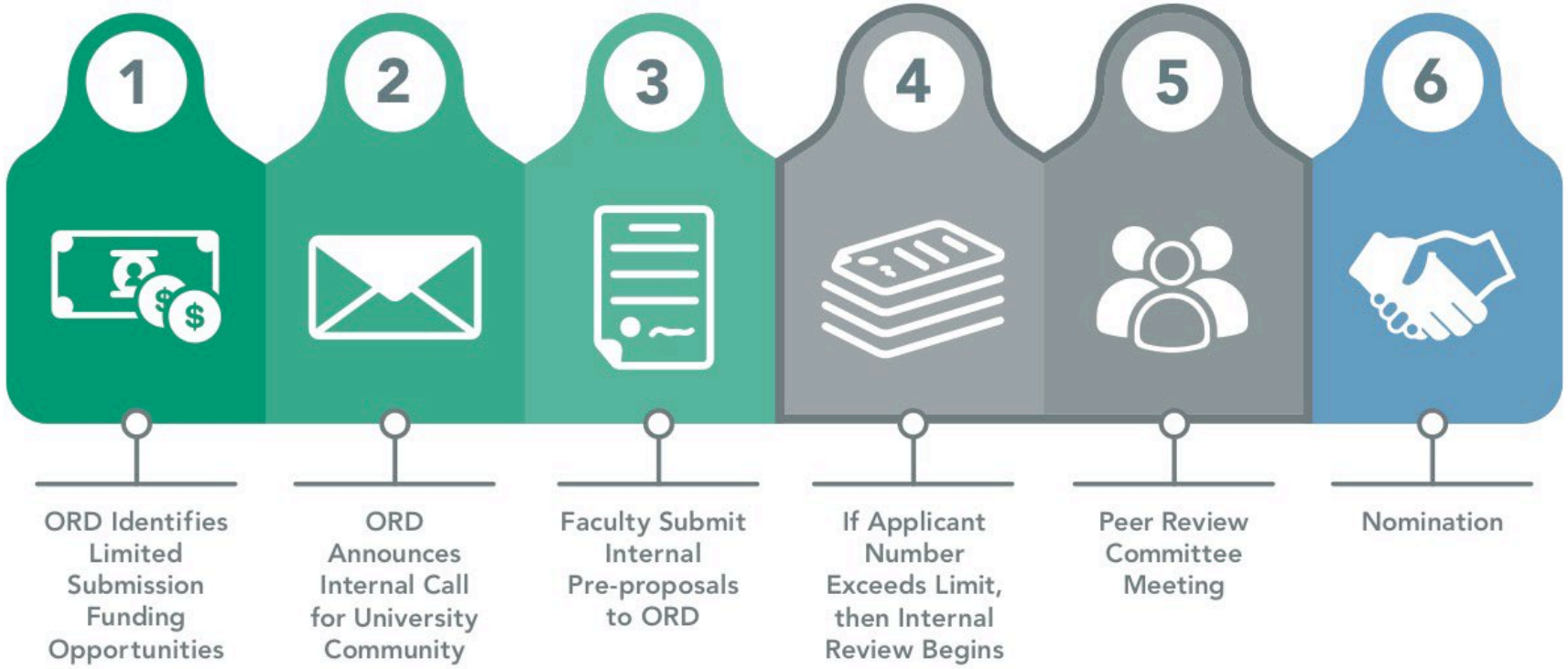
September 14, 2023

What is Research Development?



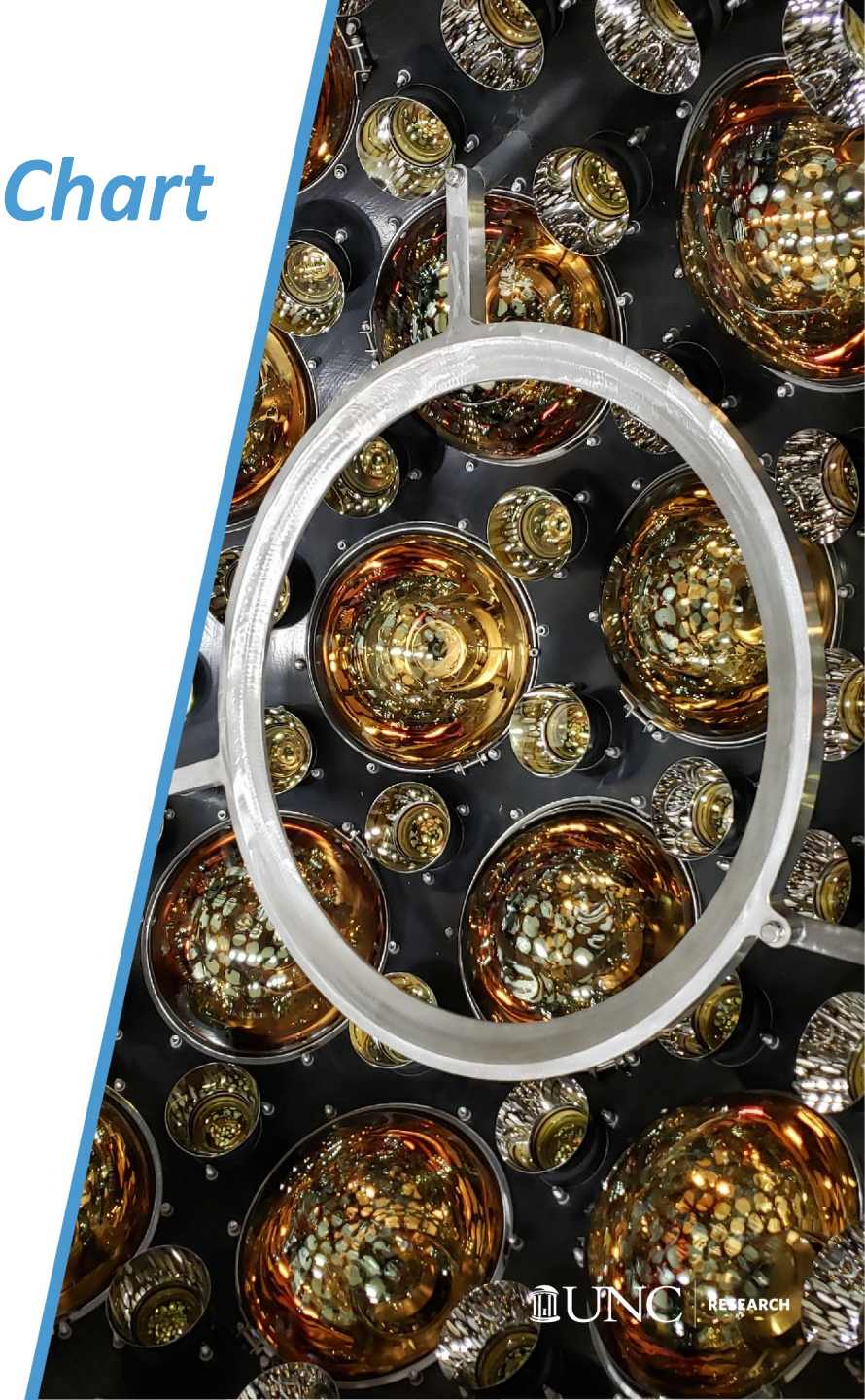
UNC RESEARCH

UNC Limited Submissions Process Flow Chart – adapted!

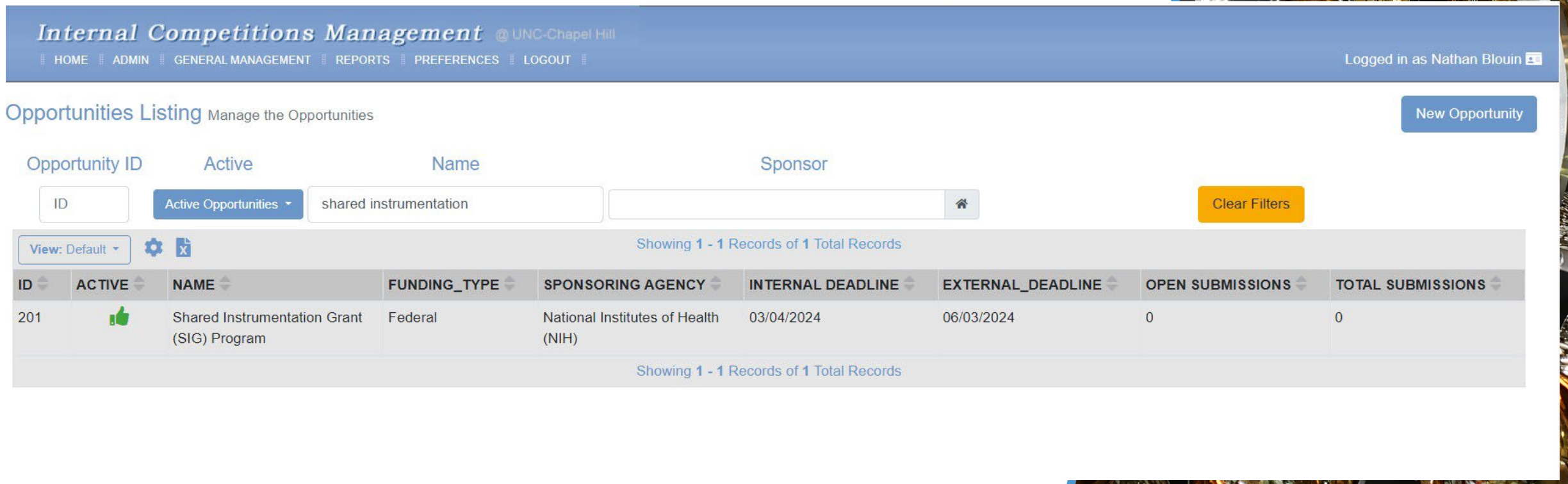


UNC Limited Submissions Process Flow Chart – adapted!

- Long cycle internal competitions on NSF, NIH, DoD/DURIPs etc., to help centralize equipment planning and resource alignment
  - Purchase & Acquisition timelines
  - Space upfits & Construction
  - Installation
  - Integration with current lifecycles
  - Cost-share request alignment
- Builds flexibility for strategic equipment requests based on leadership need
- Neutral-party moderated stakeholder peer-review



Limited Submissions Management System (LAMSes)



Opportunity Intake Plans

Standard Channels

Agency Announcements

State Bulletins

INFO Ed SPIN

Targeted Channels

NIH Institute & Director Mtgs

NSF Webinars & DCLs

Distribution Plans

Broad Platforms

Limited Submissions listserves

FUNDAMentals

Targeted Channels

This group

Others?

QUESTIONS?

Contact:

research.unc.edu/research-development

ord@unc.edu

nathan_blouin@unc.edu

rachedav@email.unc.edu

limited_submission@unc.edu

919-962-7504

UNC Alum and Astronaut Candidate, Zena Cardman

KickStart
Powered by Innovate Carolina

KickStart Venture Services

Jeff Speakman, PhD
KickStart Accelerator

UNC | INNOVATION, ENTREPRENEURSHIP AND ECONOMIC DEVELOPMENT
Technology Commercialization

KickStart
Powered by Innovate Carolina

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Kathleen Lowry
EDA Proj Mgr

Kyle Glochik
Admin & Finance

Rachel Mintel
I-Corps Coord

Chris Morrison
Market Dev lead/advisor

Pepper Landson
EIR

Chris Rusconi
EIR

Perry Genova
EIR

Adrienne Day
EIR

Jaap Schut
EIR

THE KICKSTART TEAM

KickStart

Powered by Innovate Carolina

MISSION

Support IP-based startup formation, business development & growth by:

- *Providing coaching and mentoring,*
- *Early-stage funding,*
- *Connection with key service providers, management, & investors and*
- *Incubation space*

01

Educate

- KickStart Workshops
- Customer Discovery & SBIR/STTR workshops
- 1:1 Meetings with researchers

02

Assess

- Business case support
- Entrepreneurs-in-Residence
- Advisory panels
- IP and Market Landscape services
- I-Corps Program

03

Launch

- Streamlined incorporation
- Connection to service providers
- Venture Catalyst Fellows program (MBAs and PhD students)
- KVS PoC Awards

04

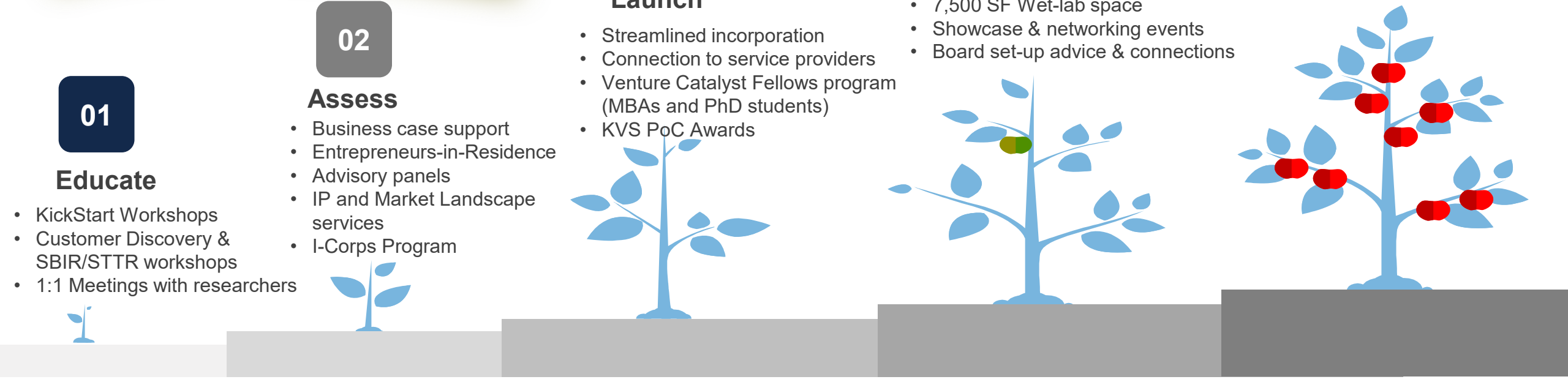
Grow

- Intros to potential management
- SBIR Grant application support
- 7,500 SF Wet-lab space
- Showcase & networking events
- Board set-up advice & connections

05

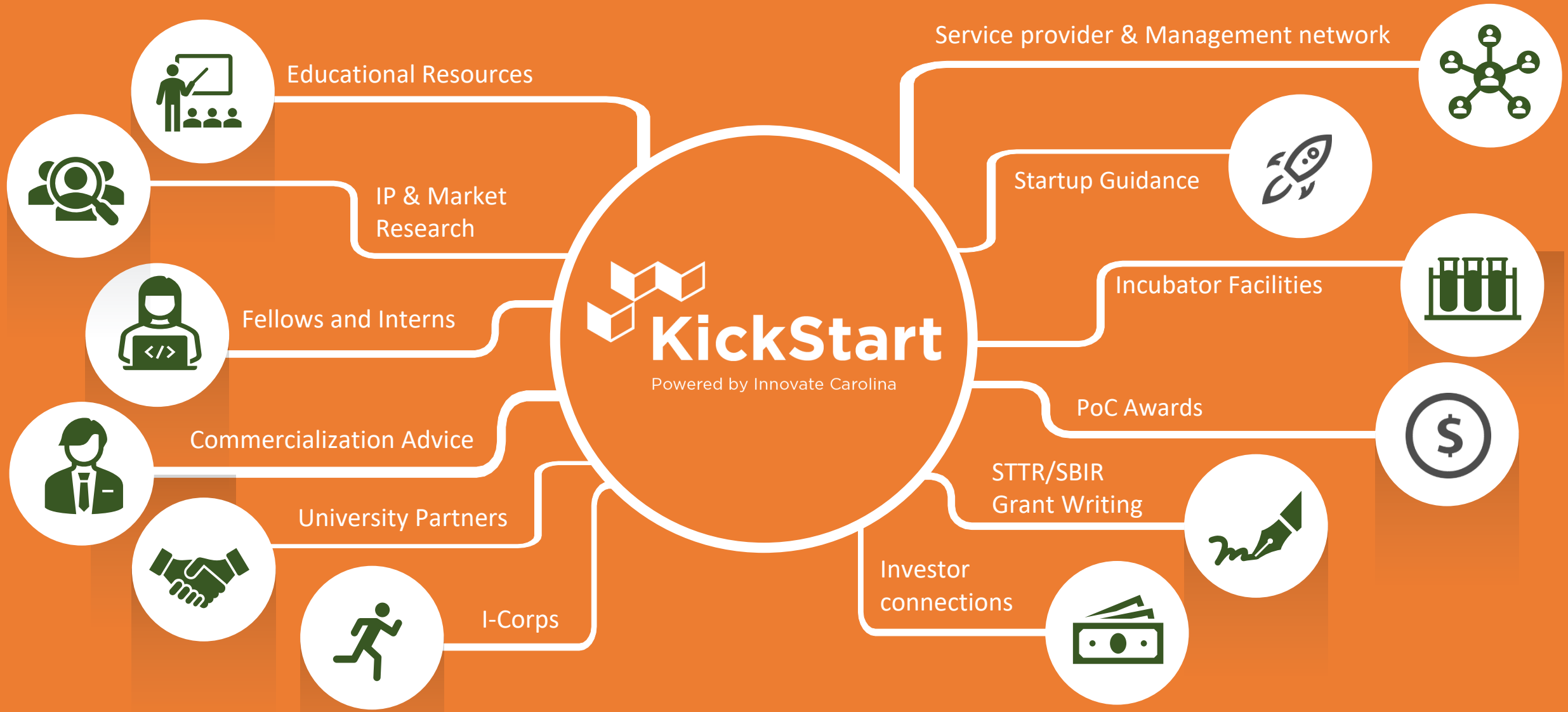
Graduate

- VC funding
- Partnerships
- IPO

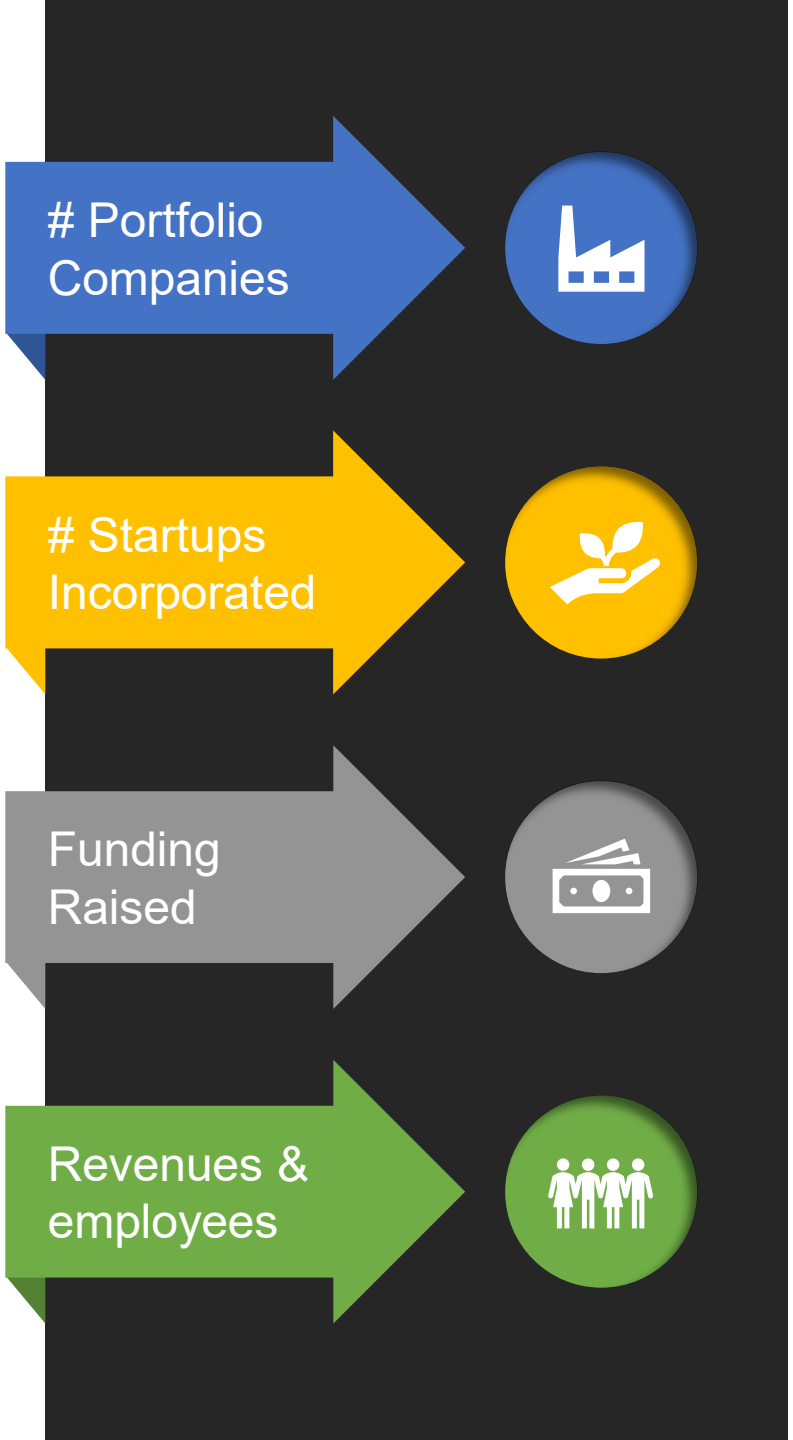


TRANSLATIONAL RESEARCH SUPPORT

STARTUP SUPPORT



KICKSTART METRICS



158 Companies
- 122 Active
- 36 Inactive

CY18-CY22: 46
CY13-CY17: 57

Funding Raised: $7.6B
- SBIR/STTR Grants: $244M

2022 Employees: 2,171
2022 Revenues: $277M

Innovate Carolina data Jan 2023

KICKSTART FUNDING FOR STARTUPS

KICKSTART AWARDS (SINCE 2010)

$2.8M in KVS awards to 75 UNC IP-based Startups

- Up to $100K per award
- For technology commercialization /business development
- Helps de-risk technologies and makes them more competitive for dilutive and non-dilutive funding

GRANT WRITING SUPPORT SERVICES (SINCE 2017)

Support from Grant writing firms:

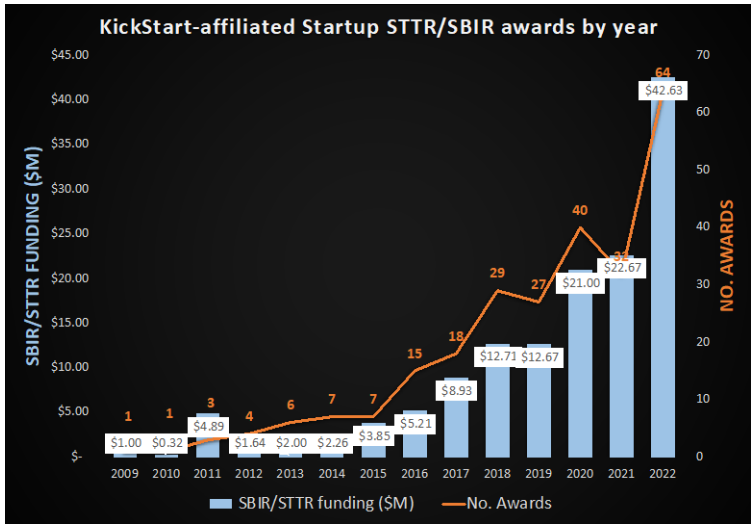
- Intelispark
- Grant Engine
- Eva Garland Consulting
- Inspiralia

MICROSTART AWARDS

- Up to $5k
- Work with service providers

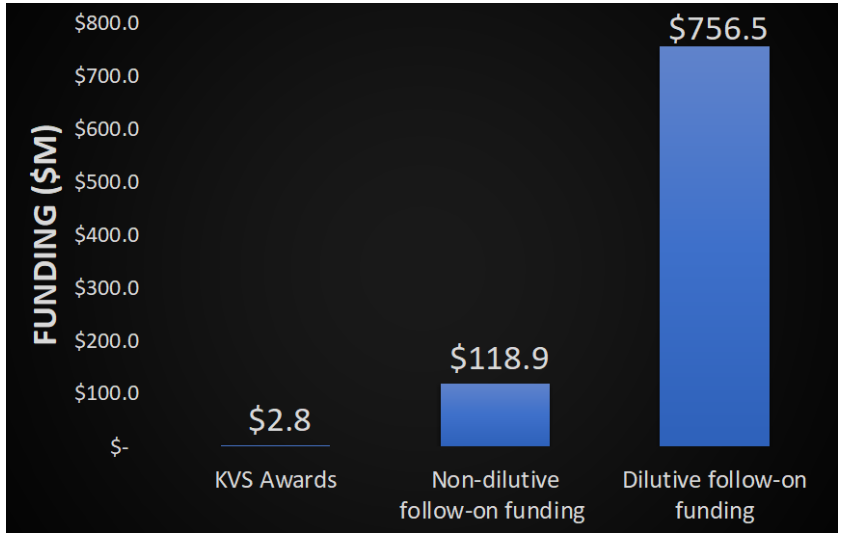
PROGRAM IMPACT

STTR/SBIR Growth



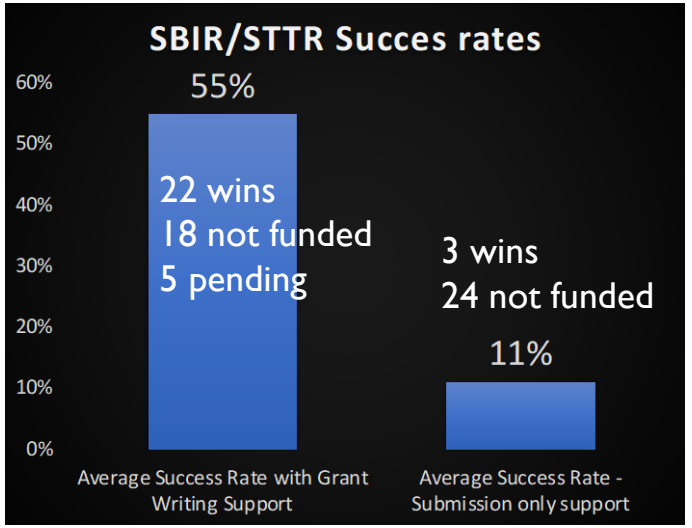
Our startups have received over **>$140M** STTR/SBIR funding since KickStart programmatic support was established in 2009

KVS Award Leverage



Up to $100K Award (since 2009)
69 companies supported (75 awards)
43X leverage non-dilutive funding
274X leverage dilutive funding

Grant writing support impact



$8.9M funded proposals since 2018
$21.6M additional SBIR/STTR raised by companies receiving grant writing support from KickStart.

Innovate Carolina data June 2023

Located in the Genome Sciences Building:

Key location with proximity to UNC research & core labs

KICKSTART ACCELERATOR: A FLEXIBLE SPACE FOR EARLY-STAGE STARTUPS

(well suited for PI STTR/SBIRs)

Current Companies

AccuNovo Biotechnologies Inc.

AnelleO, Inc.

BlueSky Polymers

Delgen Biosciences

LED RadioFluidics

NeuroGT, Inc.

Perotech Inc.

Syzygy Optics LLC

Accelerator Graduates

Enzerna Biosciences

Triangle Biotechnology Inc.

Vast Therapeutics

Codetta Bio Inc.

Irex Pharma LLC

Enfuego Therapeutics

Epigenos Biosciences, Inc.

KICKSTART ACCELERATOR COMPANIES

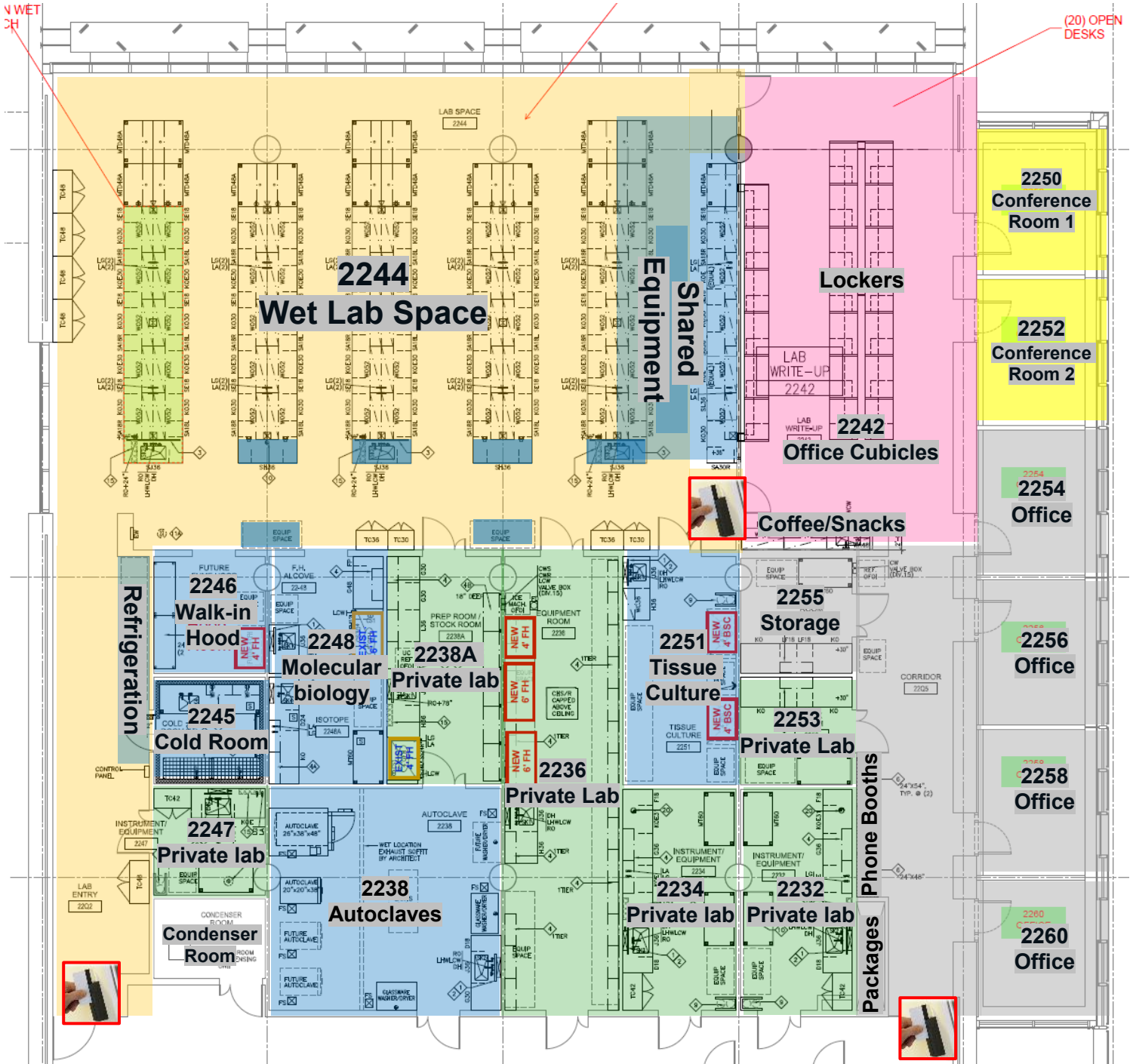
Accelerator Lab Overview

- 7,500 square-foot facility in UNC's Genome Science Building.
- The lab opened in late 2019.
- 8 companies currently occupy accelerator space.
- 7 companies have successfully graduated to larger lab space in the RTP area.
- 4–5 additional UNC faculty led startups have expressed interest and are in process of applying for lab space.
- 9 full (21') or 18 half (10.5') benches available for UNC IP-based startups (2 full benches currently rented).
- 6 private lab spaces available for lease (2 currently rented).
- Currently at ca. 35% occupancy and expect to be at ca. 70% occupancy in Q1 2023.

7,500 SF lab space for UNC IP-based startups

Powered by Innovate Carolina

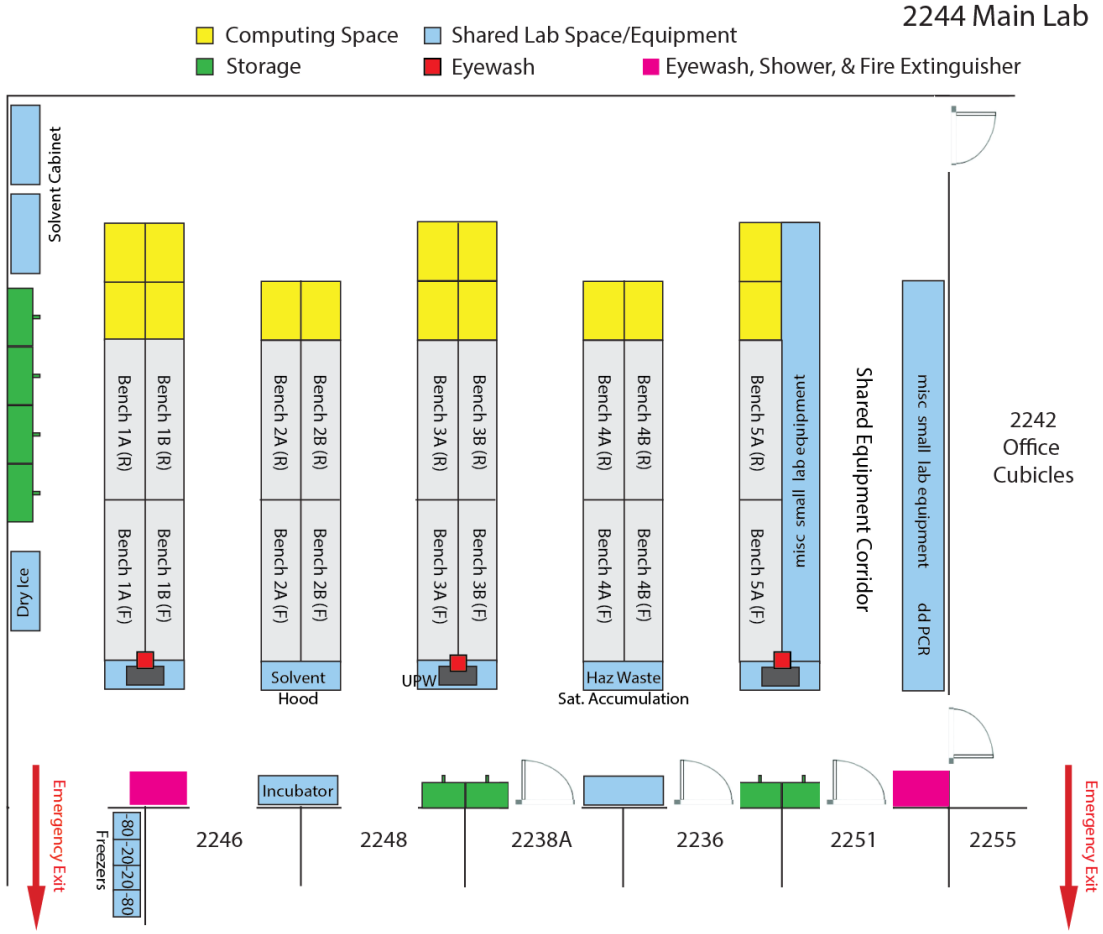
- Shared lab space/equipment (ca. 1600 sf)
- Private lab space (ca. 1000 sf)
- Open Wet Lab Space (ca. 2800 sf)
- Cubicle Space / Hot Desks (ca. 850 sf)
- KickStart Admin Space (ca. 1100 sf)
- Shared conference rooms (ca. 300 sf)
- Keycard Access



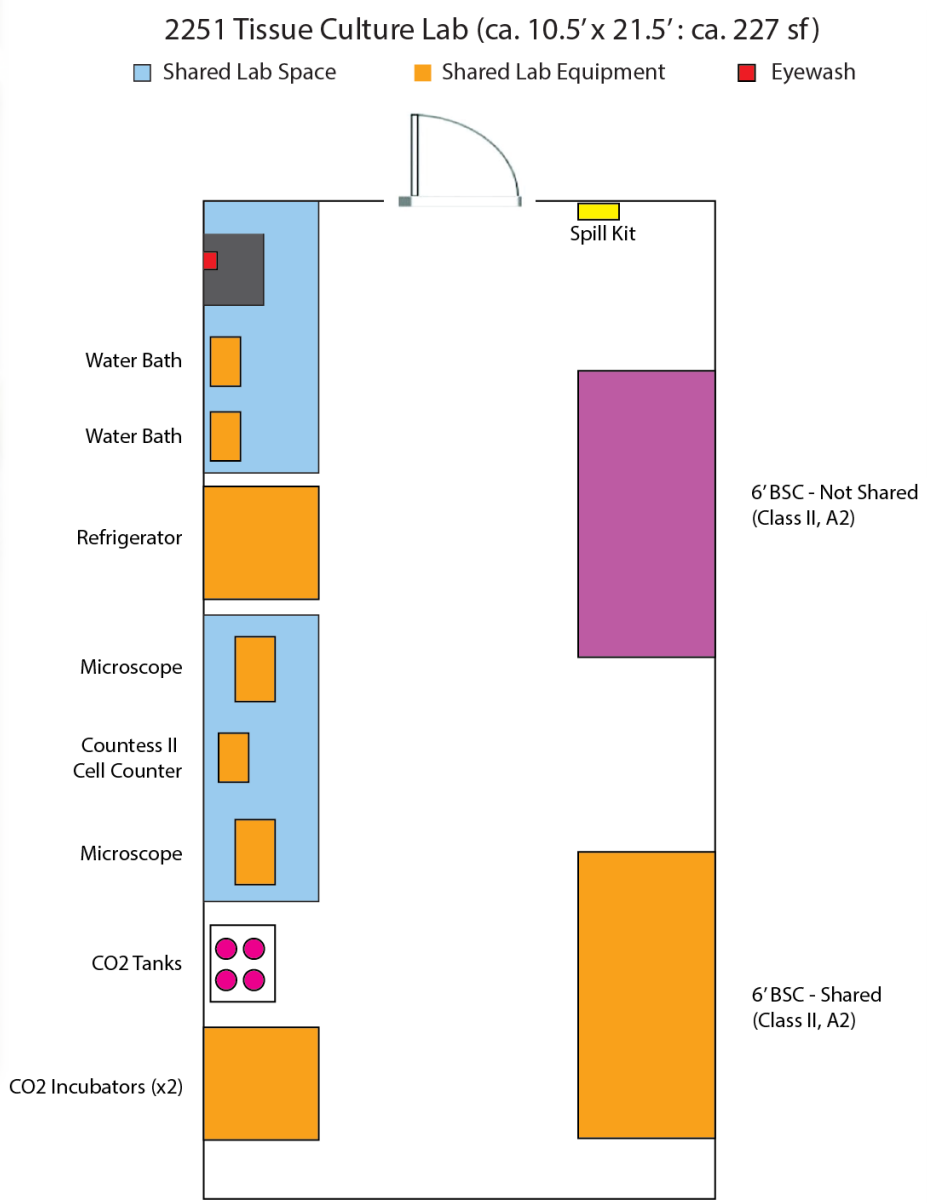
KickStart Accelerator Shared Equipment

KickStart Accelerator Shared Laboratory Equipment
Tissue Culture Room
VWR® Air Jacketed CO2 Incubator (x2)
REDISHIP Purifier Logic+ Class II A2 Biosafety Cabinets (x2)
Fisherbrand™ Isotemp™ General Purpose Deluxe Water Baths (x2)
Olympus CK30 Culture Microscope, Inverted with Phase Contrast
Nikon TMS Culture Microscope, Inverted with Phase Contrast
Invitrogen™ Countess™ II Automated Cell Counter
BD Accuri Flow Cytometer
General-Use Shared Lab Equipment
Applied Biosystems MiniAmp Plus Thermal Cycler
Beckman Avanti High Performance refrigerated benchtop centrifuge
Beckman Coulter Microfuge
Binder 4 cf Laboratory Convection Oven
BioTek™ Synergy™ H1 Hybrid Multi-Mode Monochromator Fluorescence Microplate Readers
Buchi Rotavapor w/Vacuum Pump
CurranTaylor Panasonic 1000 Watt Commercial Microwave Oven
Eppendorf / New Brunswick Scientific Incubated Floor Model Shaker
Fisher Scientific Dry Bath Incubator
Fisher Scientific Isotemp 205 water bath
Fisher Scientific Water Bath
Fisherbrand Entry Level Research Grade Inverted Microscope (x2)
Fisherbrand Variable Speed Mini Vortex Mixer
HERA VIOS 160I CO2 CU Incubator
Invitrogen Evos Floid Cell Imaging System w/ fixed blue, green, and red LED lights
Invitrogen Evos XL Core brightfield microscope
Invitrogen Hula Sample Mixer
Invitrogen IBright Imaging System
Invitrogen Mini Gel Tank and Blot Module Set
Invitrogen PowerEase Touch 350W Power Supply
Invitrogen Qubit Flex Quantitation
Invitrogen Life Technologies E-Gel™ Imager System with UV Light Base
LabNet Prism Mini Centrifuge
MaxyGene II Thermal Cycler (x2)
Quant Studio 3 QPCR System
Sartorius Entris II Balance
Sartorius Quintix Semi-Micro Balance
Thermo Scientific Sorvall ST8R Microcentrifuge
Thermo Scientific Thermal Mixer w 1.5 mL block
Thermo Scientific™ NanoDrop™ One Microvolume UV-Vis Spectrophotometer
VWR 3500 Standard Orbital Shaker
VWR BALANCE B-SERIES ANAL .1MG .2MG 210G
VWR Benchtop Meter Kits B10P Benchtop pH Meter with pH Probe
VWR Heater Block Analog 2 120V
VWR Personal Low Temperature Incubator
VWR P-Series Portable Balances (x2)
VWR Standard Hot Plate Stirrers
VWR STIRRER LOW PROF 15-1500RPM 100-240V
VWR Tube Rotator
VWR Variable Speed Rocker

Main Lab & Shared Equipment Corridor



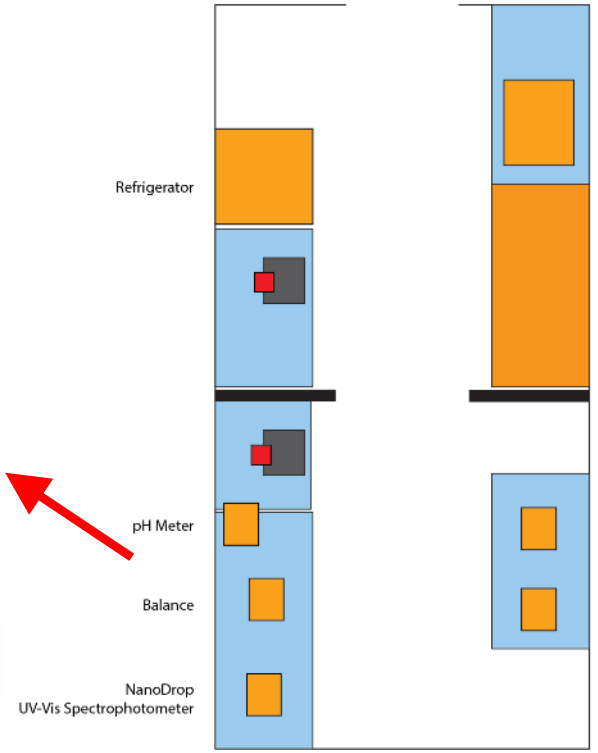
2251 Tissue Culture Lab (ca. 10.5′ x 21.5′ : ca. 227 sf)

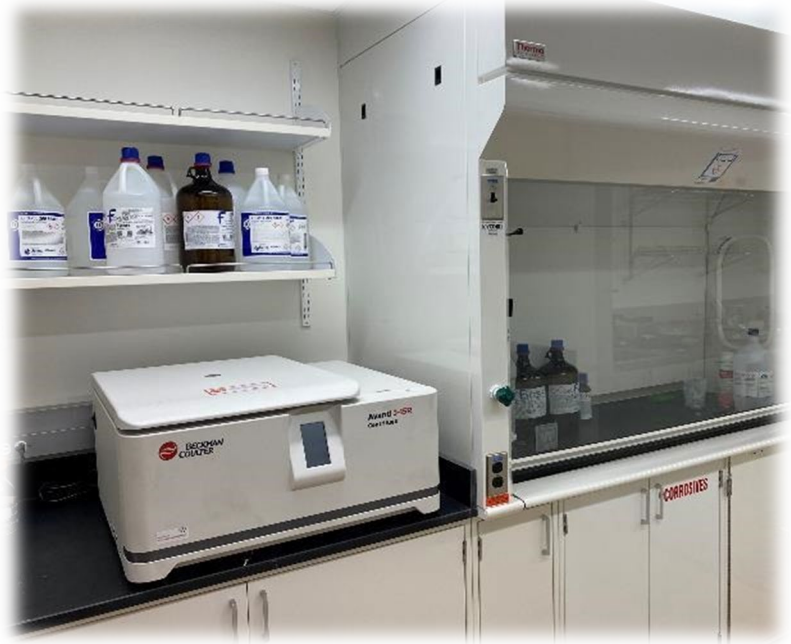


BSL-2 Lab

2248 Molecular Biology (ca. 10.5' x 21.5': ca. 227 sf)

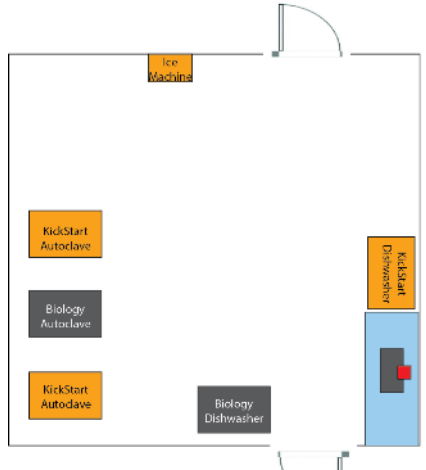
Shared Lab Space Shared Lab Equipment Eyewash



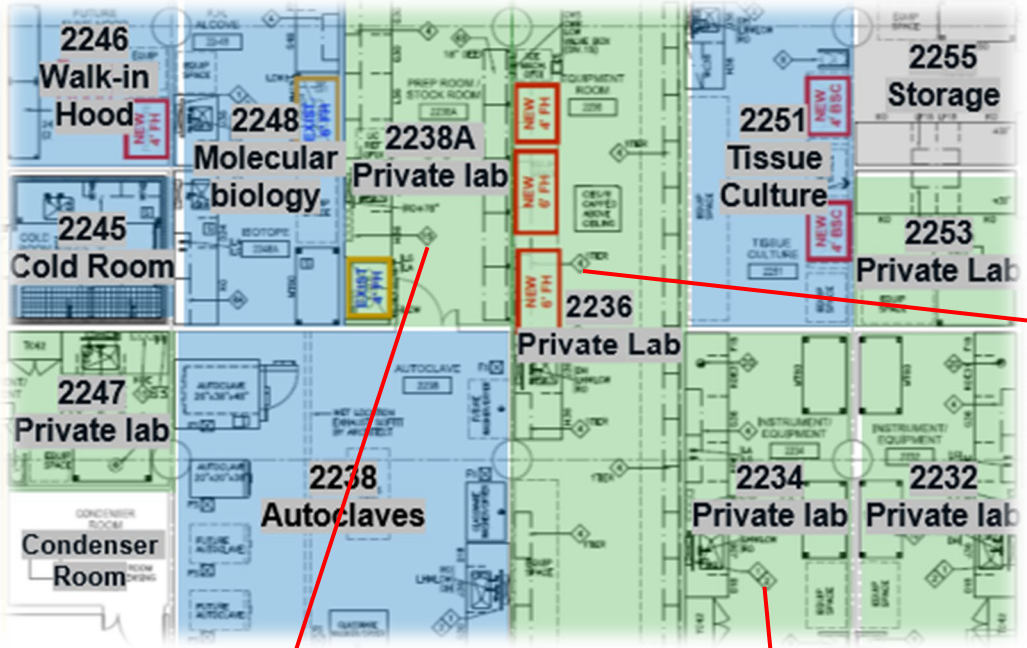


2238 Autoclave Lab (ca. 21' x 21': ca. 440sf)

Shared Lab Space Shared Lab Equipment Eyewash

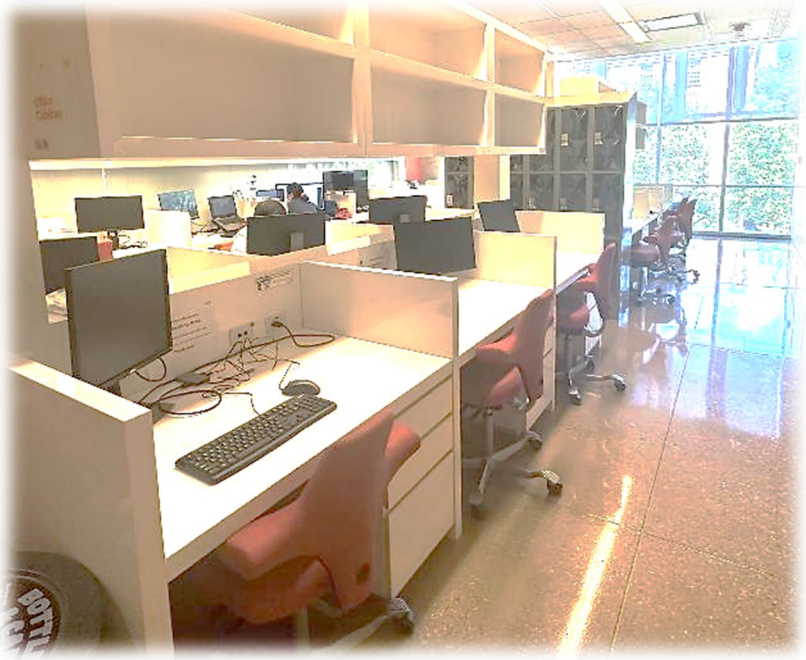


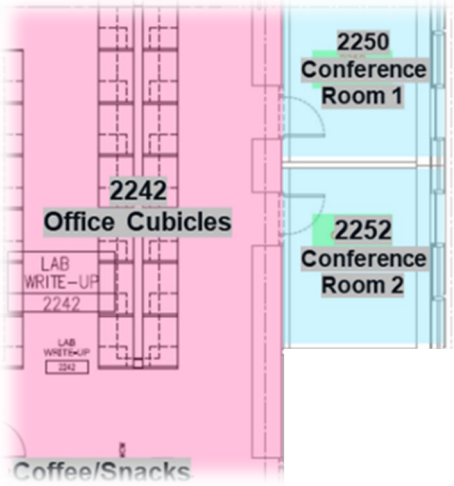
Cold Room



6 Private Lab Spaces

KickStart Accelerator Amenities





For Additional Information about KickStart Venture Services Contact:

Mireya McKee mireya.mckee@unc.edu

To Schedule a Tour of the Accelerator Lab Contact:

Jeff Speakman rspeakman@unc.edu

KickStart

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UNC
SCHOOL OF MEDICINE

Core Directors Meeting

September 2023