Developing a Funding Strategy

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Agenda

- I: Charting Your Path to Intellectual Leadership
- II: Creating an Idea Others Will Invest In
- III: Building a Collaborative Team
- IV: Developing a Funding Strategy
Questions we’ll try to answer …

- I: Where is my career taking me? When is the right time to go after grant funding?
- II: What kinds of projects need grant support and what kind of projects get funded?
- III: How can I build a track record of success with a team that will make funders confident in our ability to be good stewards of resources?
- IV: How can I attract sustained support for my work without selling out my goals and values?
Rule #1

You Must Invest In Your Own Work!
(or Nobody Else Will)
What do you need?  
Who has it?

- Time ..............................................
- Expertise ........................................
- Connections/Referrals....................
- Feedback ........................................
- Space ............................................
- Consumables ..................................
- Money ............................................

_YOUR PROJECT HERE_
"Greening Green" - Bioremediation of Arsenic Paint & Paintings

- Time .........................................................
- Expertise ...... Molecular Biologist ............
- Connections/Referrals..............................
- Feedback .................................................
- Space ............ Wet Lab ......................
- Consumables ...... RadioIsotopes ..........
- Money .....................................................

Where are the opportunities for you to invest? Where do you depend on others?
Sharing time!

What do you need? Who has it?

- Time .................................................................
- Expertise .........................................................
- Connections/Referrals...........................
- Feedback ..........................................................
- Space ..............................................................
- Consumables .................................................
- Money ............................................................

_YOUR PROJECT HERE_

Where are the opportunities for you to invest? Where do you depend on others?
Funding Pathways...

Competitions

- Proof of Concept
- Trial(s)
- Implementation
- Training

Fundable Idea

What your funders expect

Relationship Building

- Conversation
- Demonstration
- Implementation
- Institutionalization
Good Funding Strategies…

- Have multiple options in both funding pathways
- Create *new fundable ideas* as they move others through the lifecycle
- Seek only the investments they need at the appropriate stage
- Don’t chase money, attract investors
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THANK YOU!!

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