Developing a Funding Strategy

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Agenda

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?
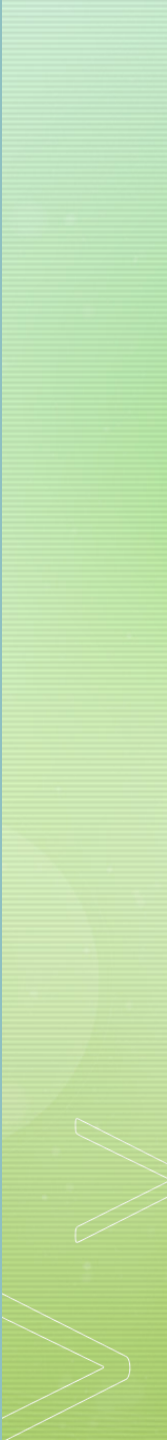
Rule #1

You Must Invest In Your Own Work!

(or Nobody Else Will)

What do you need? Who has it?

YOUR PROJECT HERE

- Time ……………………………………………….

- Expertise ……………………………………….

- Connections/Referrals…………………

- Feedback …………………………………..

- Space ………………………………………….

- Consumables ……………………………….

- Money ………………………………………..

"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?
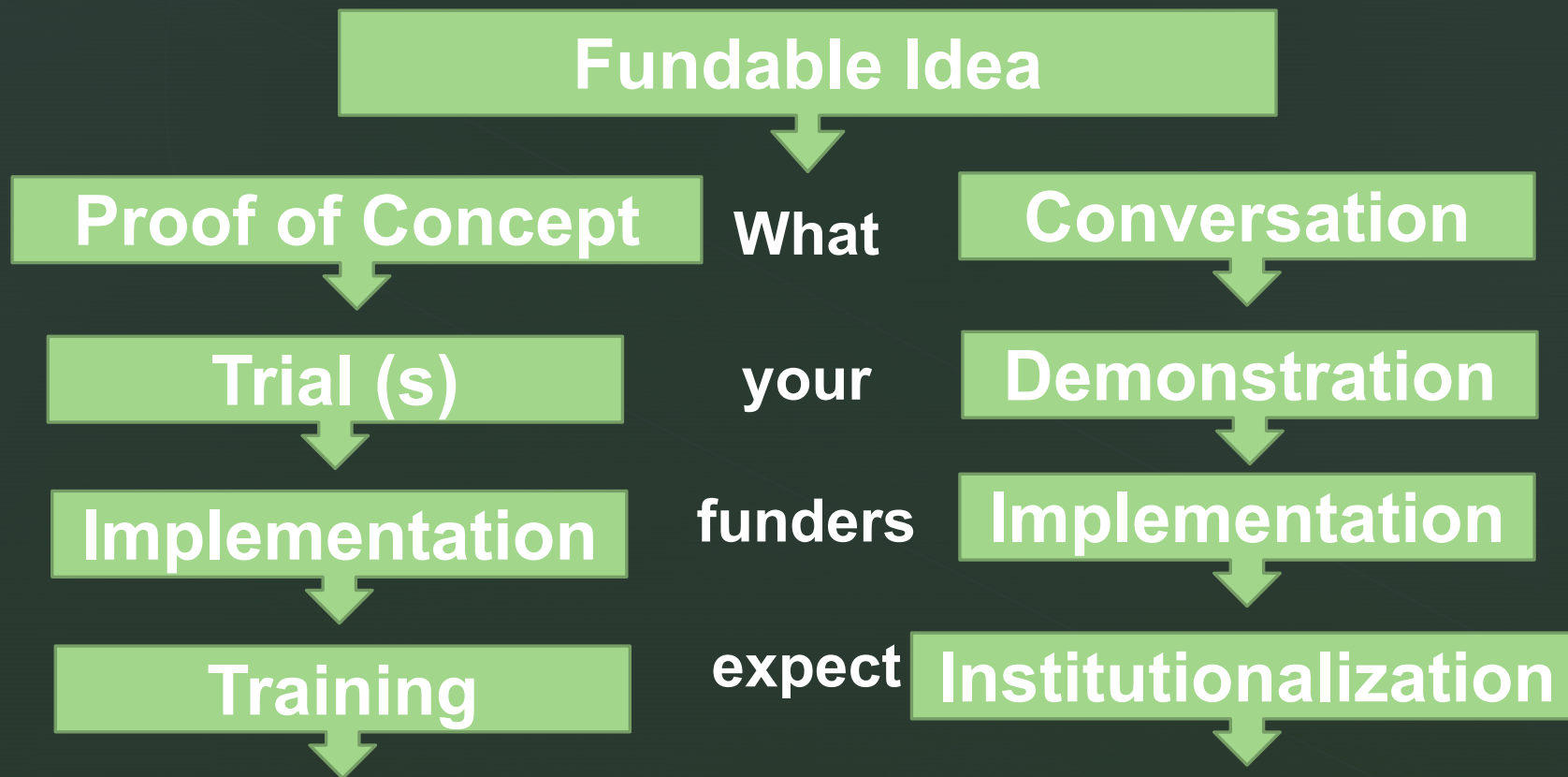
YOUR PROJECT HERE

Sharing time!

What do you need? Who has it?

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

Where are the opportunities for *you* to invest? Where do you depend on others?

Funding Pathways…

Competitions   ## Relationship Building

Fundable Idea

Proof of Concept	What	**Conversation**
Trial (s)	your	**Demonstration**
Implementation	funders	**Implementation**
Training	expect	**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
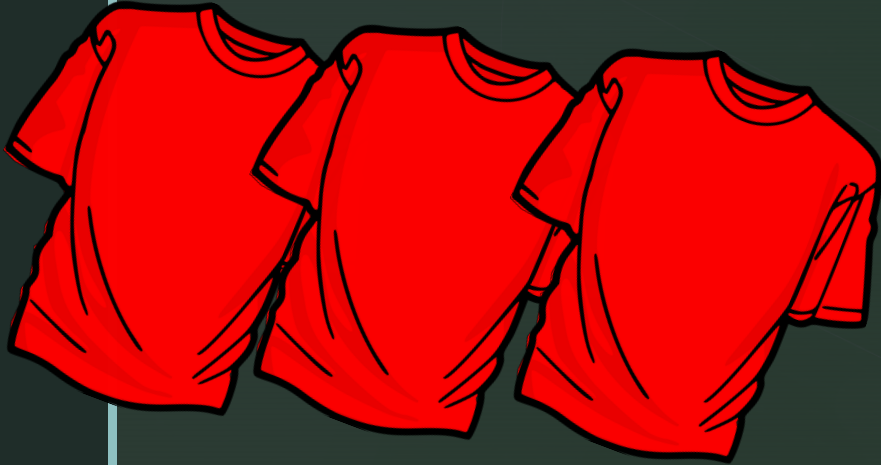
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How did we do?

THANK YOU!!

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