

## **Accessing other sources of funding ERA 2015 Post-Conference Workshop**

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# If not the ARC/NHMRC... where?

- **Your own university?**
- **Philanthropic trusts**
  - e.g. Ian Potter Foundation, CASS Foundation (particularly for travel), Illawarra Retirement Trust, other community trusts
- **State government departments**
- **Local government**
- **Advocacy organisations**
- **Health and community organisations**
  - Multicultural organisations
  - Aged care providers
  - Carers organisations

# Methods of accessing funding

- **Tenders**

- Primarily for federal/state/local government projects
- Often for specific, time-bound applied projects (positive ageing plans etc).

- **Regular funding rounds**

- Philanthropic trusts; governments

- **Direct approach**

- They approach you; or you approach them...
- Most successful way of getting small pockets of money to do pilot work (<\$15k)

# Approaching potential funding partners

- Make yourself accessible
  - Community presentations, inviting stakeholders to university workshops
- Build on these initial meetings/relationships
  - Keep in touch, send them work if they have asked for it, ask them to send documents
  - Meetings to discuss potential research needs/interests?
- Prepare a 'two pager' project proposal
  - Make this strategic (key words/phrases, tie outputs to organisational outcomes from their strategic or operational plan)
  - Send to proposed partners before a meeting to discuss
  - Edit and redo in line with their comments/needs if appropriate

# Things to consider when doing consultancy

- How to compete with consultants?
- Can you publish from it?
- Need for quick turnaround
  - Often short timeframe: need to consider how ethical approval will fit within this
- Need for more applied approach
  - Recommendations, lack of theory: implications for articles later on
- Need for ongoing, extensive consultation with funding body
  - Project design; participant recruitment, reporting
  - Very rewarding, but time consuming
- Do your homework; ask questions re: tenders and grant applications
  - Re: what approaches they are looking for, whether they actually fund research
- There are things that consultancy often won't fund
  - Conference travel, time to write journal articles