

Accessing other sources of funding

ERA 2015 Post-Conference Workshop

Dr Rachel Winterton

Research Fellow, John Richards Initiative

College of Science, Health and Engineering, La Trobe University

r.winterton@latrobe.edu.au

@RachelWinterton

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