Applying for Research Funding

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Program Manager
About
Sir Ian Potter

- Born in Sydney 1902, died in Melbourne, 1994
- One of Australia’s most visionary and internationally-minded business leaders in the years after WWII.
- Leading stockbroker: established Ian Potter & Co in 1935 and the pioneering merchant bank, Australian United Corporation
- Key player in financing Australia’s manufacturing industry growth in the 1940s and 1950s and the mining industry in the 1960s.
- Confidant and advisor to state and federal governments
- Knighted in 1962 for public services in the field of finance
- Philanthropist with keen interest in supporting Australia’s cultural and intellectual life
A little bit of history...

- Sir Ian’s interest in philanthropy stemmed from his friendship with the Myer brothers, Kenneth and Baillieu
- First project: a collaboration with the Myer brothers that led to the establishment of the Florey Institute – still a key project to this day
- Sir Ian held strong convictions about how to maximise the impact of his giving - placed great emphasis on ‘building a fence at the top of the cliff rather than paying for an ambulance at the bottom.’
- Established The Ian Potter Foundation in 1964 with an initial gift of £1 million worth of shares, which he supplemented over the years and then bequeathed $50 million to the Foundation in his will.
IPF Today - Funding Areas

- Arts
- Community Wellbeing
- Education
- Environment & Conservation
- Healthy Communities
- Medical Research
- Science
- Travel & Conference
- Cultural Trust*
Tops Tips

1. Know your appropriate funding partner
2. Avoid generic approaches
3. Know the exclusions
4. Know what we will fund
5. Get University support
6. Partnerships enhance projects
7. We’re all about people
8. Other considerations
9. When in doubt - ask
10. Don’t give up.....
Know your appropriate funding partner

- IPF is not a peer review body
- IPF will not act as a Linkage Grant partner
- IPF will not fund PhD stipends
- IPF will not support research projects that could reasonably expect to attract commercial funding
Avoid generic approaches

• Failed NHMRC or ARC submissions
• Consider the Foundation’s objectives and principles
• Work closely with your Research Office
• Know your audience
Know the exclusions

- Each Program Area has different exclusions
- Salaries are *generally* challenging across the board
- Knowing what we won’t fund is 90% of the battle
Know what we will fund
Get University Support

- Big or small - cash helps
- In-kind vs cash
- HoD support letter a must
- University rankings are considered
Partnerships enhance projects

• Genuine need is demonstrated
• Broader community benefits
• Avoids duplication
• Leverage additional funding
• Letters of support
We’re all about people
Other considerations

• A good budget is a must
• A contingency = risk mitigation
• Addendums are fine
• Life after the grant
• What does success look like?
• Submit on time and in consultation with the Research Office
When in doubt ask..
10. Don’t give up…..

• Different Trusts and Foundations support at different times
• Seek feedback, seek advice
• Keep in touch – newsletters, invitations: persistence pays off
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