Engineering Funding 101—The Entrepreneurial Faculty Ambassadors (EFA)

Presented by Dr. Jacob Leachman, School of MME

Abstract
You did it! You mastered the science and engineering of your research and are now a faculty member at a Research 1 Land-Grant University. Although, if you’re at all like me, you had little to no training in how to win the funding necessary to start and sustain your independent career in academia. That’s ok – there’s no shortage of advice. However, the most common things I was recommended didn’t work and I had to come up with alternative paths to funding success. While it wasn’t always pretty, there are several stories of lessons learned. These stories culminate in a heuristic approach or playbook to procuring funding. One of the lessons was the need for an advocacy group to support faculty pursuing their careers in non-traditional, sometimes clever, and even entrepreneurial ways that rekindle our Land-Grant mission. Hence the Entrepreneurial Faculty Ambassadors (EFA) was formed at WSU in 2017.

Biography
Jacob Leachman is an Associate Professor in the School of Mechanical and Materials Engineering at Washington State University (WSU). He initiated the Hydrogen Properties for Energy Research (HYPER) laboratory at WSU in 2010 with the intent to advance the Technology Readiness Level (TRL) of cryogenic hydrogen systems. Expecting funding to magically appear thereafter, he floundered for several years while the traditional funding mechanism doors were repeatedly slammed in his face. After slowly building momentum in several non-traditional but, in retrospect, reliable ways, he’s now coping with managing large research grants. One of his coping mechanisms is utilizing the ties now built to forge research synergies with other faculty on the Palouse. He was a co-founder of Protium Innovations LLC, a WSU originated startup company. He currently co-leads the Community and Resource group of the Entrepreneurial Faculty Ambassadors (EFA) at WSU. More information about the EFA is available at: https://efa.wsu.edu/.