

Responding Successfully to Funding Opportunities

Three key pieces of advice for successful responses to funding opportunities – Look, Read, Respond – are emphasized in this track session, co-sponsored by the Agribusiness Economics and Management Section and the Senior Section.

When funding opportunities are presented in RFPs, timely responses that demonstrate thoughtful and practical consideration of the request can open the doors for greater cooperative efforts that are mutually beneficial. But first you must understand what the requesting organization is seeking. This session will provide insights from a panel with experience seeking external economic analyses and what they see as key benchmarks for successful responses to RFPs.

The session is organized as a panel discussion to provide opportunities for attendees to interact and raise questions. The panel members include:

- Sam Funk, United Soybean Board
- Robbin Shoemaker, USDA National Institute of Food and Agriculture
- Nancy Lutz, Program Director, Social, Behavioral and Economic Sciences Directorate, National Science Foundation
- John Lee, former department head and ERS administrator

Who isn't interested in successfully responding to funding opportunities to support our programs in applied economics? This session will be a great opportunity to interact with representatives of the organizations that provide these opportunities.

We would also like to extend an invitation to those with experience writing RFPs and reviewing proposals and to those who have successfully responded to RFPs and developed cooperative initiatives to add their advice to the discussion. By sharing our individual experiences, we can make this a particularly lively and beneficial session. The session will be held Tuesday morning, July 28 at 9:45 AM in the Sierra K room at the Marriott Hotel.