

Peer Exchange Workshop on Dept. of Defense Funding
Lehigh University, May 5, 2015

*2011-2013 Experience as an
AFOSR Program Manager for
GHz-THz Electronics*

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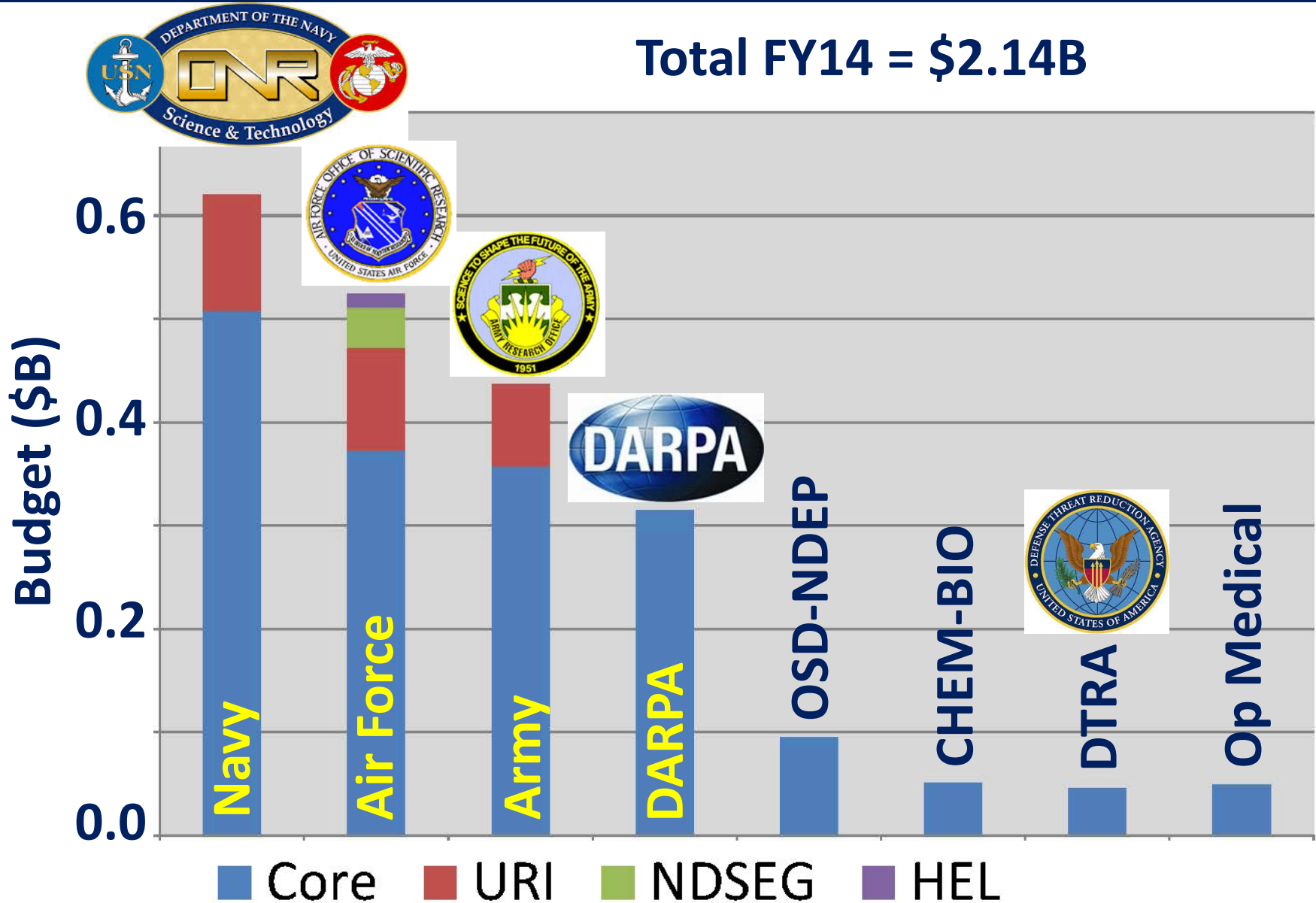
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DoD 6.1 Basic Research

Total FY14 = \$2.14B



Main Lessons

- DoD program managers (PMs) act like dictators
- Get to know PMs as each has a different style
- Handful relevant PMs as listed in annual BAAs
- DoD severely limits conference attendance by PMs
- Find excuses to visit PMs; act like pests
- Prepare “elevator speech” for unique ideas
- Follow up with 3-4 page white papers when invited
- Full proposals are mostly for sanity check
- Average award \$150K/yr doubling that of NSF
- AFOSR YIP for US citizens and permanent residents within five years of PhD degree

Funding Waves

- **Fact of life; PMs have to propose programs, too**
- **Existing programs become stale; new PM likes to make his or her mark with new initiatives**
- **Zero-sum game as major initiatives gobble up \$\$\$**
- **Tough to chase the latest wave all the time**
- **Prolong lifecycle if catching the wave at the beginning and riding it through development and deployment**
- **Can share own experience on all aspects**