



**Fig. 6.3 Funding Sources for ERIP Inventions With and Without Sales**

The persistence of personal sources of funding is illustrated by the fact that a quarter of the inventors without sales and over a third of those with sales invested personal funds in their ERIP technology not only before application to NIST, but also after reception of an ERIP grant. Successful inventors invested, on average, \$130,000 before application to ERIP, \$91,000 during the grant approval process, and \$61,000 after receiving the ERIP awards.