



**Indiana State
University**

More. From day one.

Partnering for Success

**Dawn Underwood, Director,
Sponsored Programs**

Indiana State University



Agenda

- Why Am I Here?
- ISU At A Glance
- Core Competencies
- Recent Awards at ISU
- Research Interests
- Developing Proposals
- Contracting with Higher Education



Mission

Indiana State University embraces its mission to educate students to be productive citizens and enhance quality of life by making the knowledge and expertise of its faculty available and accessible.

These purposes are served when the University disseminates knowledge through instruction and extends and applies knowledge through research, creative and scholarly activities and public service.

Sponsored Programs

- Develop strategy for increasing funding
- Approve grant proposals before submission
- Negotiate contract and award terms
- Oversee research compliance
- Liaison with ISU faculty researchers

Sponsored Programs

- Fiscal management of awards
- Review contract terms for financial concerns
- Provide data for grant related audits
- Interim/Final Financial Reporting
- Effort Reporting

Enrollment: 10,568 (total)

Diversity :

78.2% Caucasian

21.8% minority

Degrees offered:

Associate

Bachelor's

Master's

Doctorate

Education Specialist

Core Competencies

Criminology

GIS and Remote Sensing

Research on Endangered Bats

Archeological site investigations

Community Engagement

Chemistry – Undergraduate level

Recent Projects

- State of Indiana awarded ISU \$600,000 for archeological services (10 fundings in 2007)
- Several awards to survey for endangered bats
- \$161,722 – Support from the National Science Foundation for Automation Curriculum



More Projects



- Laser-induced Ultrafast Magnetization in Ferromagnets
\$100,000 award from DOE
- Simulation Modeling
\$4,597 from Pfizer

There is a wealth of expertise and resources available through colleges and universities such as Indiana State.

Many ISU faculty expressed interest in communicating with you their research interests. See handout.

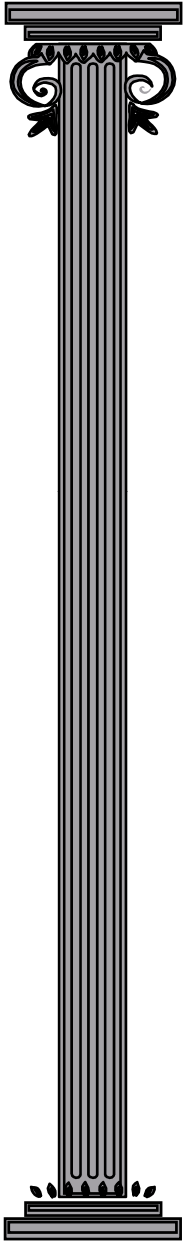
Writing Proposals

- ✓ **Develop a fundable idea**
- ✓ **Choose a sponsor carefully**
- ✓ **Discuss the project with your Chair, Dean others that may be involved**
- ✓ **Review Grant Guidelines**
- ✓ **Draft and seek assistance with narrative**
- ✓ **Draft and seek assistance with budget**

Match and Analyze your Sponsor

- ✓ Review Guidelines and Forms
- ✓ Contact Program Officer
- ✓ Get to Know the Sponsor
- ✓ Mold the Proposal Idea to a Perfect Fit

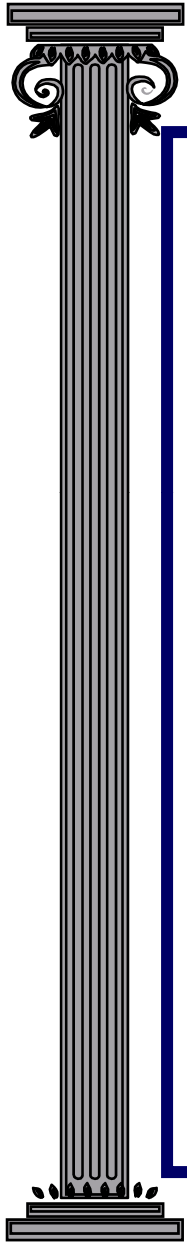




Getting to Know the Sponsor

- Locate the Sponsor's website
- Locate Annual Reports
- Locate Sponsor's application guidelines and policy manuals
- Look up information about board members and decision making personnel or staff
- Look up information about past grant winners and reviewers

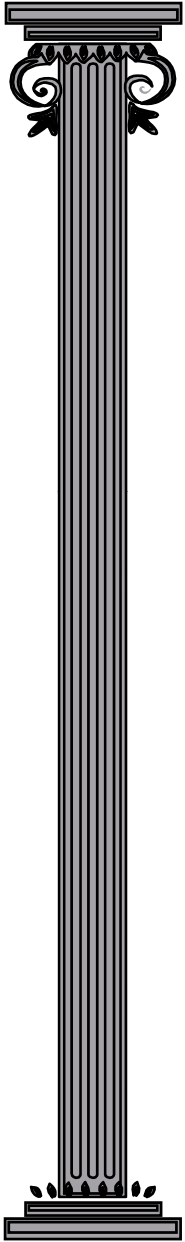




Calling the Agency

- Discuss the project and appropriateness to funding intent
- Ask for list of past grantees if not provided on a website
- Request information about the review process





Who To Call

1. Past Grantees

- Did you call or go to see the sponsor before writing the proposal and who was most helpful?
- What materials did you find most helpful?
- Was there a hidden agenda?
- What would you do differently?



Who To Call

2. Past Reviewers

- How did you get to be a reviewer?
- Did you follow a particular point or scoring system?
- What were you told to look for?
- How would you write a proposal differently now that you have been a reviewer?
- What are the most common mistakes you saw?



Who To Call

3. Program Officers

- Does the project fall within current priorities?
- How much will be available this funding round?
- Are there any unannounced programs or unsolicited funds to support my project?
- What are the most common mistakes?

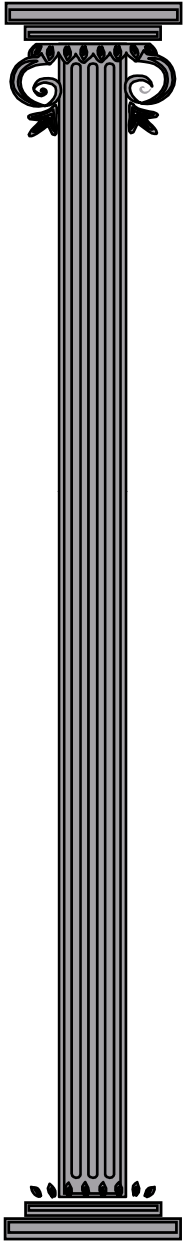


Who To Call

3. Program Officers (cont.)

- **Would you recommend a previously funded proposal for us to read?**
- **Request a copy of the Reviewer Scoring Form**

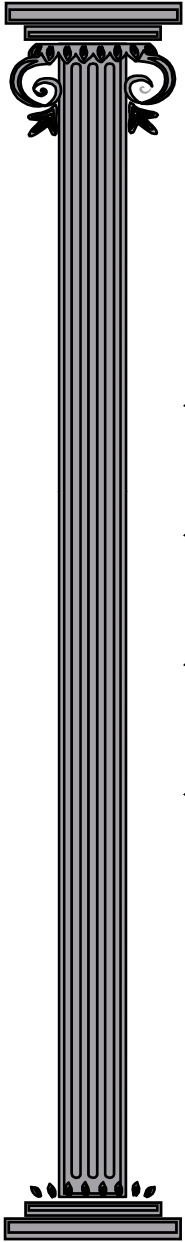




Assessing Your Associations

- Identify what makes you unique and your project innovative
- Locate other organizational resources that might support your project
- Locate external resources
- Locate other collaborators
- If needed, locate a respected consultant

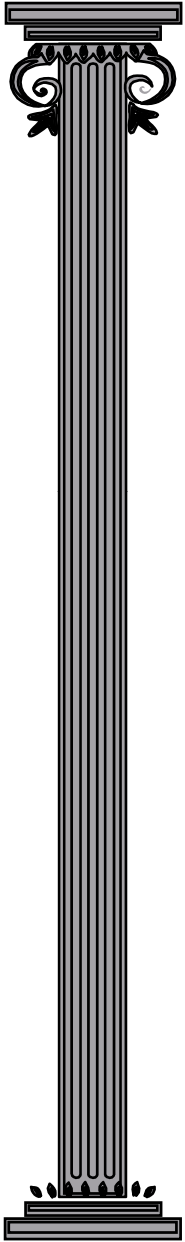




Defining the Proposal Idea

- ✓ What has been done?
- ✓ What still needs to be done?
- ✓ Locate sources to use in literature review
- ✓ Think about how your solution is better, faster, cheaper, more effective, or more unique than current techniques or practices

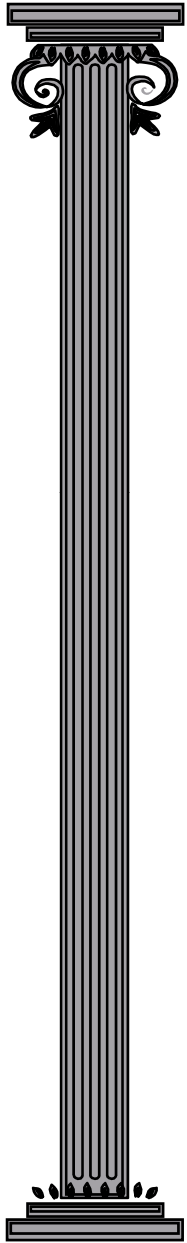




Search Tools

- ✓ COS
- ✓ SPIN
- ✓ Foundation Directory
- ✓ Netgrants.org





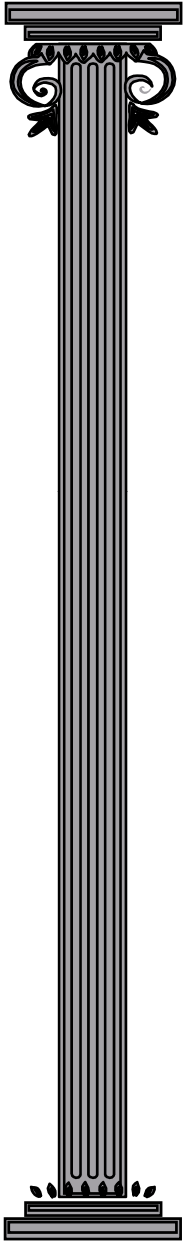
Web Sites

www.Grants.gov

<http://www.cos.com>

www.spin.infoed.org





More Sites

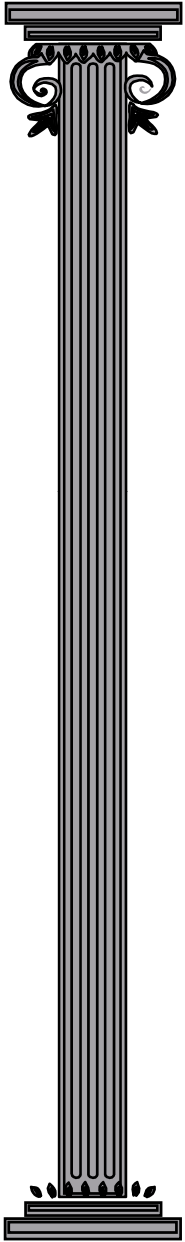
www.ed.gov

www.nih.gov

www.nsf.gov

www.usdoj.gov





Public Funds Search Tools

<http://www.cfda.gov>

Federal Register

http://www.access.gpo.gov/su_docs/aces/aces.140.html

FedBizOpps

<http://www.fedbizopps.gov>



NIH Tip

Do a Google or Yahoo search for the term “Annotated RO1”. The National Institutes of Allergy and Infectious Diseases has a sample proposal on their website to show you what a high scoring grant proposal looks like.

FAR Considerations

- Export Controls
- Foreign Nationals
- Indemnification
- Subcontracting

Export Controls

“There are exemptions/exclusions to export control regulations contingent upon the nature of the work (e.g., fundamental research) and the contract terms. University activities are generally not subject to export controls so long as they are...”

Source : National Council of University Research Administrators

1. In the public domain
2. Educational activities, or
3. Fundamental research

If universities accept restrictions on publication, or access by foreign nationals, or if they conduct research that is not basic or applied, the activity may be subject to export controls.

Source : National Council of University Research Administrators

Foreign Nationals

Universities and colleges have diverse student and faculty bodies. Contracts which restrict who may work on the project or have access to the data may be impossible for institutions to manage effectively.

Source : National Council of University Research Administrators

Indemnification

Institutions of higher education, especially public institutions, often cannot provide indemnification to other parties.

Patent indemnification is not appropriate for basic R&D work.

Use FAR clause 52.227-1, Alternate I
“Authorization and Consent”

Source : National Council of University Research Administrators

Subcontracting

For projects involving collaboration between 2 or more institutions, FAR requires competitive bids for subawards or justify the choice of collaborator AND obtain approval of the contracting officer.



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Thank you for your time!

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