

# FUNDING FORUM

MAY 2007

## EXTERNAL FUNDING SUPPORTS ACADEMIC PROGRAMS

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Drs. Alan Kirk and Genie Dorman of the WellStar College of Health and Human Services have both received external funding for academic programs. This type of funding provides immediate benefits to students and the university, as well as to the surrounding community.

Dr. Kirk's program, the KSU Child Welfare Scholar Program (CWSP), funded by the Georgia Department of Human Resource's Division of Family and Children Services (DFCS), supports qualified graduate students in the Master of Social Work program.

Dr. Dorman received federal funding from the Health Resources and Services Administration (HRSA) for the establishment of a one-year traineeship called Support for the Development of Advanced Practice Nurses. The program will provide tuition and fees for students. Recipients will in turn practice in specific geographic areas and facilities, contribute to the improvement of the health status of underserved and/or rural populations, and obtain leadership positions in the health care systems in these areas.

## EXTERNAL FUNDING SUPPORTS ACADEMIC PROGRAMS

I asked Dr. Kirk and Dr. Dorman to explain how their programs operate, what the advantages are, and what motivated them to apply. For each program there are specific criteria for students to receive support.

According to Dr. Kirk, to qualify for the KSU Child Welfare Scholar Program, “students must meet all requirements of the KSU graduate program and be accepted to the MSW program. In addition, they must receive endorsement from the Georgia DFCS. This endorsement is based upon an application and a personal interview. Students are funded for two years. They agree to serve in a DFCS social work position for two years.”

For nursing students to qualify for HRSA scholarships, there is a specific service requirement. Dr. Dorman explains, “In the MSN program, we strongly believe that it is important for our students to have experience in working with the underserved populations that have limited access to health care. For this reason, any student who received the funding was required to complete a minimum of 40 clinical hours working with the underserved.”

Dr. Kirk listed the short and long-term impacts for students as providing funds for their graduate education, while introducing them to the field of child welfare and protective services, and providing guaranteed professional social work employment upon graduation. The program also provides funds for a PhD faculty position, a secretarial position, and funds for recruitment. KSU’s partnership with DFCS is solidified by increasing the quality of their staff, ensuring a strong pool of potential employees, and providing DFCS personnel with the opportunity to earn the MSW.

Dr. Dorman cited student success as a motivating factor in applying for the funding. “Kathie Aduddell, another graduate faculty member, and I sought the funding in order to assist our students with their financial obligations while enrolled in the MSN programs. Most of them continue to work full-time, but have the added costs of tuition, books, and travel to clinical sites. We hope that the funding alleviates some of the students’ financial burden while in school.

We also believe that the clinical experience will encourage our students to continue to pursue opportunities to work in these areas and, upon graduation, to seek employment opportunities that will allow them to provide access to primary health care for underserved individuals and families.”

External funding for academic programs is a win, win, win situation for KSU students, the faculty, and the community at large.

Joellen Kubiak-Woodall

## OSP HAS A NEW WEBSITE

### OSP Has A New Website!

[www.kennesaw.edu/osp](http://www.kennesaw.edu/osp)

The new website for the Office of Sponsored Programs provides the information you need to find external funding sources and develop your proposal. You can get answers to questions such as the following:

#### What can Sponsored Programs do for me?

The *OSP Services* ([www.kennesaw.edu/osp/Services.htm](http://www.kennesaw.edu/osp/Services.htm)) link provides you with a list of the ways in which OSP can assist you.

#### Where can I find the University EIN number?

*Frequently Asked Questions* ([www.kennesaw.edu/osp/FAQs.htm](http://www.kennesaw.edu/osp/FAQs.htm)) will give you the information you need to complete your proposal application such as the University's EIN. FAQ also tells you the difference between a grant and a gift, provides the percentages for calculating fringe benefits and indirect costs, and explains cost sharing.

#### How can I determine what activities a sponsor will fund?

Go to the *Funding Resources* ([www.kennesaw.edu/osp/Funding.htm](http://www.kennesaw.edu/osp/Funding.htm)) link for an extensive listing of government agencies and private foundations. Clicking on the name of any sponsor will take you to their website.

#### What is the process for preparing and submitting a proposal?

The link to *Proposal Preparation and Processing* ([www.kennesaw.edu/osp/Proposal%20Prep.htm](http://www.kennesaw.edu/osp/Proposal%20Prep.htm)) details the steps you should follow in the proposal process.

#### OSP has revised the proposal routing form. Where can I find it?

*Forms and Frequently Used Proposal Attachments* ([www.kennesaw.edu/osp/Forms.htm](http://www.kennesaw.edu/osp/Forms.htm)) links you to the new routing form in addition to other forms and proposal attachments.

#### What other forms or requirements do I need to know about?

The **Notice of Intent to Apply** ([www.kennesaw.edu/osp/Notice%20of%20Intent.htm](http://www.kennesaw.edu/osp/Notice%20of%20Intent.htm)) should be sent to OSP as soon as you know that you will apply for a grant. If you change your mind, just email [sponprog@kennesaw.edu](mailto:sponprog@kennesaw.edu).

Some proposals require the University's tax exempt letter or the negotiated F&A rate letter. These and other frequently-required attachments are located on the *Forms and Frequently Used Proposal Attachments* ([www.kennesaw.edu/osp/Forms.htm](http://www.kennesaw.edu/osp/Forms.htm)) link.



Bravo! The website is a hit.

“Clicking on the name of any sponsor will take you to their website.”

(cont. )

## OSP HAS A NEW WEBSITE

### How do I get more specific information about funding opportunities in my field?

OSP needs information on your funding interests. The staff is building a database to more accurately target funding announcements to you. Please complete the **Faculty Funding Profile** (<http://www.kennesaw.edu/osp/Notice%20of%20Intent.htm>) and send it to OSP. This takes only a few minutes.



### Where can I find the policies and procedures applicable to proposal preparation?

The link on the OSP home page takes you to the policies and procedures page ([www.kennesaw.edu/osp/Policies.htm](http://www.kennesaw.edu/osp/Policies.htm)), which answers questions such as who should complete the drug-free workplace program and when the conflict of interest forms should be completed.

### How do I link to an electronic proposal system?

Most of these systems are accessible from the link ([www.kennesaw.edu/osp/Electronic%20Systems.htm](http://www.kennesaw.edu/osp/Electronic%20Systems.htm)) on the OSP home page.

### Are online proposal tutorials available?

Link to the *Proposal Writing Resources* ([www.kennesaw.edu/osp/Proposal%20Resources.htm](http://www.kennesaw.edu/osp/Proposal%20Resources.htm)) on the OSP home page to find an extensive list of online proposal tutorials.

The staff in OSP is eager to assist you in all of your efforts to find and apply for external funding. If you would like to see additional information included on the website, please contact OSP with your request.

“ The staff in  
OSP is eager to  
assist you in all  
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funding.”

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## WAIVING INDIRECT COSTS—NOT A GOOD PRACTICE

Guest Editorial by Linda Mason

Oklahoma State Regents for Higher Education

Recently, I entered into a discussion about how a 'generous' institution and principal investigator (PI) waived the indirect cost request as part of a grant proposal in order to make it more competitive. My response is that the opposite happens—the proposal is not perceived as more competitive, but may be perceived as practicing a less than responsible use of funds.

I have reviewed for federal agencies and have several good friends who are retired program directors. My feedback indicates that you should never waive or reduce the indirect cost figure. While it may seem to be a gift, it is really just undermining the institutional daily programs. The indirect cost figure is based on real costs at the university, and should not be invalidated by waiving. The university *does* need it, and has to pay the costs that the figure represents. The giving agency plans for it and expects it to be used appropriately.

### How the Negotiated Indirect Cost Rate is Established

First of all, consider how an indirect cost rate is negotiated and what it represents. Each institution negotiates a rate with a federal funding agency that is based on actual costs of carrying out the grant project activity but that are not covered by the grant.

These costs include the following expenses: common services such as utilities, copying, telephones, electronic networking, support staff, payroll systems, security, insurance, and others; supporting an institution's facilities and real estate such as research centers, labs, equipment maintenance, and field sites; and supporting the institution's search for funding for projects, such as writing time for the PI, services of the Sponsored Programs Office, travel to funding agencies, and other non-supported activities.

Indirect cost recovery supports or pays for these real costs that are prohibited as direct costs in an award. The university must conduct its activities, including sponsored projects, on a no profit-no loss basis. Accordingly, the university is required to cover all of the expenses associated with projects conducted for extramural sponsors.

Higher education institutions pay different amounts for these items, and that is why the negotiated indirect cost rates may range widely. The Council on Government Relations' 2007 report indicates that they range from 40% to 70%, depending on the school's location in the country and the amount of research they conduct.

### Actual Use of the Indirect Cost Dollars

Colleges and universities may use the indirect cost figure associated with a grant award in ways that are very different from the basis of the negotiated rate. For example, institutions may even distribute the dollar amount back to the college and department of the PI on the grant. So, why not cut out that 'extra' and appear to be frugal to the funding agency? The real answer is that the indirect cost is important for an institution to build the ability to invest in grant seeking, to sustain pilot projects or grant-initiated projects after the award money is used. The institution must provide the common services and expenses whether the grant proposals are successful or not, so they use allocated money to support these common costs.



“ While it may seem like a gift, it is really just undermining the institutional daily programs.”

## WAIVING THE INDIRECT COST—NOT A GOOD PRACTICE

This means that when the indirect cost funds come to campus, they can be distributed in ways that seem to be creative. Jeanne Ware, at New Florida University, provides a facilities and administrative distribution chart based on a survey of a small sample of primarily undergraduate institutions. It indicates that the funds are shared with a whole variety of areas that do not necessarily apply the funds directly to the shared costs, like utilities. The funds are distributed to the Provost's office, the college, the department, the PI, support for young investigators, support for the Sponsored Programs office, a faculty grant writing support fund, the Internal Review Board, a grant matching fund, and even the general fund!

It is possible to use amounts that might be equivalent to the indirect cost rate, not exactly funneling the money over to the investigators, but essentially using cash that might be equivalent to or less than the indirect cost figure. But the institution pays for the shared common costs just the same, and even though the PI may not see the tracking of the indirect cost rate, it does eventually support the grant programs at the university.

### Why Not Waive the Indirect Cost Request?

First of all, it is needed and is based on a valid set of costs. Second, to waive it undermines the institution's ability to support the program later or to support other creative projects. And lastly, the funding agency has planned for the indirect costs. The agency has a target amount of money to give for the grants, and reviews the reality of the grant project budget, and plans to give the money in good faith to support the institution receiving the award. The next negotiation could reveal the practice of waiving or lowering the indirect cost figure and result in a lower indirect cost rate because of the apparent lack of actual need.

### Never Say Never

All things considered, there may still be appropriate policies that allow occasional waiving of the indirect cost rate. Such as for a grant from an agency that does not allow indirect costs but is assisting with a high priority initiative. Or, although it is highly unlikely, perhaps all of the support costs for a project are included in the direct funding request. At the end of the day, keep in mind that pursuing funds from an agency and receiving no indirect costs will only be viable to a campus to the extent that funding the proposed project at a loss is more important to the campus than recovering the full indirect costs. Voluntarily waiving the indirect cost seems to most often set up a situation where the institution cannot sustain future research and creative projects. For that reason, indirect costs should be negotiated in good faith based on real costs, and when such funds are received they are to be used judiciously.



**“First of all, it is needed and is based on a valid set of costs.”**

## NIH REGIONAL GRANT WRITING SEMINAR WRAP UP

Several KSU faculty members recently attended a National Institutes of Health (NIH)-sponsored grant writing seminar in Research Triangle, NC to learn about the application process and to hone grantsmanship skills. Sessions focused on proposal development, review and funding processes, and grants administration. What follows is a brief report from two of us along with information that may help the reader acquire NIH funding.

KSU investigators with biomedical or health related research interests should consider applying for NIH funding. The NIH is the leading research agency in the nation, awarding \$24.5 billion in external grants in FY 2007. Within NIH are twenty-seven Institutes and Centers that have broad-ranging missions supporting research from cancer biology to mental health, and for projects ranging from basic research to community-based studies. According to conference officials, “The NIH is all about unsolicited applications.” In other words, they are receptive to what *you* want to do.

There are many NIH funding mechanisms. While free to compete for grants such as high-budget, “gold standard” R01 and career development K awards, KSU researchers should note their eligibility for R15 Academic Research Enhancement Awards (AREA). The AREA program is for researchers at institutions that have historically not received significant NIH funding. Awards are up to \$150,000 (for direct costs) for two or three years. Unlike many other programs, AREA awards have high success rates—up to 35% of applications receive funding depending upon which Institute is involved. All applications receive helpful critiques, and unsuccessful applications may be revised and resubmitted twice. Sessions at the seminar were full of tips to enhance chances for success at every stage from idea to completed application.

Here are a few highlights:

The most valuable take-home lesson we ... um ... took home is to contact NIH early and often. NIH issues Program Announcements (PAs) and Requests for Applications (RFAs) indicating areas of research interest to particular Institutes as well as Congressional priorities. There are also “blanket” PAs for any application that does not fit within another PA or RFA.

The initial step in proposal development is contacting the Program Official (PO) listed in a PA. POs act as liaisons between researchers and the NIH. Seminar speakers emphasized the importance of contact with a PO up to nine months prior to the submission of an application. Contacting the PO saves time and increases your chances for success. They will critique your idea, advise you whether it is appropriate and sufficiently important for NIH funding, and assist you in steering your application to the correct Institute. POs are happy to read and comment on brief idea summaries called concept papers to help investigators in the early stages of proposal development.

Whether an R01 or AREA grant, your application will be reviewed by a panel of experts for scientific merit. Seminar sessions on grantsmanship emphasized that successful applications not only have well-presented, compelling rationales but are innovative and rigorous. Review criteria for applications includes significance, approach, innovation, investigator, and research environment. *Significance* is judged by how well the proposed research addresses an important problem, and whether, if successful, it will advance scientific knowledge. *Approach* critiques focus on whether the design and methods are appropriate to the project and the applicant. *Innovation* refers to the idea’s originality and whether it challenges existing paradigms. Investigator training and the suitability of the institution’s research environment are also evaluated.

(cont.)

## NIH REGIONAL GRANT WRITING SEMINAR WRAP UP

Speakers advised investigators to demonstrate knowledge of the field, to have collaborators to accommodate research for which they may not have sufficient training, and to produce a well-crafted application strong on details and packaging.

Funding decisions occur six months after submission and are based on scientific merit, the priorities of the Institute, and availability of funds. Sometimes applications with outstanding reviews are not funded. And sometimes applications without top notch scores are funded because they closely match Institute priorities. Whatever the case, all receive fair consideration. It is important to contact the PO after the review process. The PO attends review sessions and is able to provide useful information about your application's review.

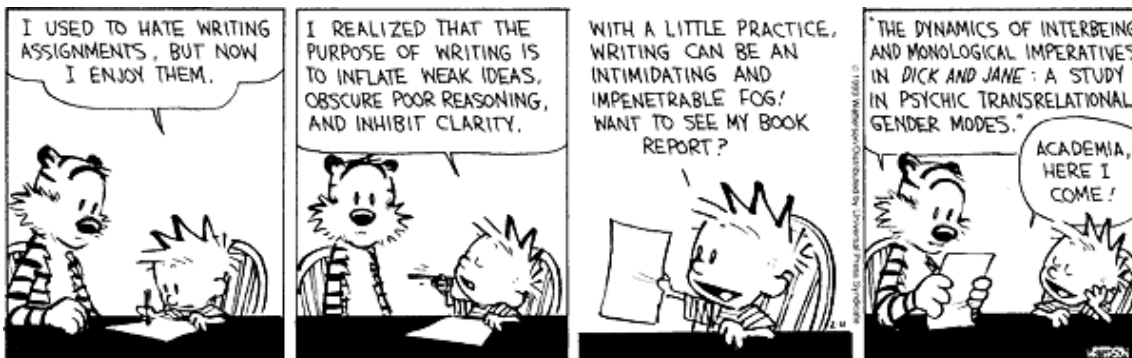
The KSU Office of Sponsored Programs is ready to assist in the proposal development and submission processes. NIH websites such as the Office of Extramural Research site [grants1.nih.gov/grants/OER.htm](http://grants1.nih.gov/grants/OER.htm) and the All About Grants Tutorial <http://niaid.nih.gov/ncn/grants/default.htm> are excellent places to jumpstart your proposal development thinking.

The authors will be more than happy to discuss our seminar experiences with interested faculty and staff and share seminar materials. Daniela Tapu may be reached at [dtapu@kennesaw.edu](mailto:dtapu@kennesaw.edu) and Jonathan McMurry is at [jmcmurr1@kennesaw.edu](mailto:jmcmurr1@kennesaw.edu).

Jonathan McMurry and Daniela Tapu

Department of Chemistry & Biochemistry

### Calvin and Hobbes



## PROPOSALS SUBMITTED FEBRUARY-MARCH 2007

**Administration**

Livingston, Tamara	IMLS Subaward through Emory	Metropolitan Atlanta Collaborative Digitization Initiative (MACDI)	\$12,864.00
Perry, Rhonda	The Jed Foundation	Student Success Initiative	\$4,727.00
<b>Total</b>			<b>\$17,591.00</b>

**Bagwell College of Education**

Holzman, Judy	US Department of Education	Transformative Collaboration P-20: Changing the Trajectory of English Language Learners	\$969,876.00
Steffen, Cherry	Kaiser Permanente	Operation Zero	\$7,000.00
<b>Total</b>			<b>\$976,876.00</b>

**College of Humanities and Social Sciences**

Burruss Institute	1st Medical Network	1st Medical Network 2007	\$25,000.00
Burruss Institute	DeKalb Technical College	360 Degree Evaluation Services	\$92,000.00
Burruss Institute	Department of Human Resources (DHR)	DHR/GSU 2007 Childcare Study	\$73,000.00
Emerson, Michelle	US Department of Justice	Kennesaw State University's Proposal to Reduce Interpersonal Violence	\$202,562.00
Johnston, Linda M.	Federal Aviation Administration (FAA)	FAA-Response to Screening Information Request, Office of Environment and Energy	\$26,540.00
Kirby, Dawn Latta	Georgia Council For The Arts	Teacher Professional Learning Grant	\$0.00

**PROPOSALS SUBMITTED FEBRUARY-MARCH 2007 (CONT.)****College of Humanities and Social Sciences**

Patterson, Mark	University of West Georgia	GeorgiaView 4	\$5,000.00
		Total	\$424,102.00

**College of Science and Mathematics**

Croicu, Ana-Maria	National Science Foundation (NSF) State University	Scholarship Program in Science and Mathematics at Kennesaw	\$551,780.00
Lester, Army	Georgia Tech	Georgia Space Grant	\$22,000.00
Rushton, Gregory	National Science Foundation (NSF)	Teacher Recruitment Initiative in Physics and Chemistry	\$750,028.00
Salerno, John	National Institutes of Health (NIH)	Isoform specific effects of the autoinhibitory element and the C-terminus of nitric oxide	\$201,000.00
		Total	\$1,524,808.00

**WellStar College of Health and Human Services**

Bill, Louise	Georgia Alliance for Drug Endangered Children	Outcome Evaluation for Georgia Alliance for Drug Endangered Children	\$26,565.00
Dorman, Genie	Health Resources and Services Administration	Support for the Development of Advanced Practice Nurses	\$0.00
Hicks-Coolick, Anne	City of Marietta	Weed and Seed Evaluation	\$5,000.00
Sanchez-Jones, Tamika	National Institutes of Health (NIH)	Dementia Communication and African American Caregivers	\$83,000.00
		Total	\$114,565.00
		Grand Total	\$3,057,942.00

## PROPOSALS FUNDED FEBRUARY-MARCH 2007

**Bagwell College of Education**

Brown, Susan B.	Pioneer RESA	School Transformation: Character Through The Arts	\$6,000.00
Brown, Tom	Georgia Department of Education	The Northwest Georgia Science Education Partnership	\$298,602.00
Steffen, Cherry	Kaiser Permanente	Operation Zero	\$7,000.00
<b>Total</b>			<b>\$311,602.00</b>

**College of Humanities and Social Sciences**

Burruss Institute	1st Medical Network	1st Medical Network 2007	\$25,000.00
Burruss Institute	Department of Human Resources (DHR)	DHR/GSU 2007 Childcare Study	\$73,000.00
Kirby, Dawn Latta	National Writing Project	Kennesaw Mountain Writing Project	\$50,000.00
Patterson Mark	University of West Georgia	GeorgiaView 4	\$5,000.00
<b>Total</b>			<b>\$153,000.00</b>

**College of Science and Mathematics**

Garner, Mary	University of Georgia	Using Literature to Promote Mathematical Understanding	\$21,621.00
Lester, Army	Georgia Tech	Georgia Space Grant	\$22,000.00
Mzoughi, Taha	University of Georgia	Teacher Institute in Physical Sciences (TIPS)	\$24,507.00

(cont.)

**KENNESAW STATE UNIVERSITY**

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**FUNDED PROPOSALS FOR FEBRUARY-MARCH 2007**

Rushton, Gregory	University of Georgia	Partnership for Reform in Chemistry Teaching	\$35,536.00
Sanchez, Wendy	University of Georgia	Implementing the Georgia Performance Standards: Embracing the Vision	\$38,348.00
		<b>Total</b>	<b>\$142,012.00</b>
<b>University College</b>			
Keleher, Michael	University of Georgia	Blog2Learn: Improving Language Arts Teaching & Building Peer Teaching	\$47,480.30
		<b>Total</b>	<b>\$47,480.30</b>
<b>WellStar College of Health and Human Services</b>			
Hicks-Coolick, Anne	City of Marietta	Weed and Seed Evaluation	\$5,000.00
Kirk, Alan	Friends of Cobb Commission on Children & Youth	CCCY Abstinence Sex Education Outcome Study	\$33,000.00
Taylor, Gloria	GA Dept of Community Health	Evaluator for the HIV/AIDS Take Action Keep Educated (TAKE) Project's Intergovernmental	\$7,931.00
		<b>Total</b>	<b>\$45,931.00</b>
		<b>Grand Total</b>	<b>\$700,025.30</b>