

# **Investigator Handbook**

## **A Guide to the Research Process at Iowa State University**

Office of the Vice President for Research

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This document is located on the Office of the Vice President for Research and Office for Responsible Research websites.

Departments contributing to the handbook include the following:

Attending Veterinarian

Environmental Health and Safety

Iowa State University Research Foundation, Inc.

Iowa State University Research Park

Laboratory Animal Resources

Office for Research Integrity

Office for Responsible Research

Office of Economic Development and Industry Relations

Office of Intellectual Property and Technology Transfer

Office of Sponsored Programs Administration

Office of the Senior Vice President and Provost

Office of University Counsel

Office of the Vice President for Research

Sponsored Programs Accounting



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## **Introduction**

The creative scholarship activity of faculty in discovery, learning, and outreach contribute to the land grant mission of Iowa State University (ISU). Many of these faculty-initiated activities are funded by external sponsors. The mission of the Office of the Vice President for Research (VPR) is to assist faculty and units in initiating and managing a variety of sponsored programs. The VPR Office, working in collaborative partnerships with faculty and units, continues to increase sponsored research and scholarly and creative output, while promoting services that are user friendly.

## **Using this Guide**

The “Investigator Handbook” is written to assist faculty and others to manage the entire grant process from conception to completion. The guide provides an inclusive summary of procedures and policies related to funding activities with interactive connections to individual websites that provide expanded information. It is the “how-to” guide for funding, and it includes information on identifying funding opportunities, preparing and submitting proposals, receiving and administering awards, understanding research administration and compliance, and obtaining patents and copyrights.

## **Commitment to Compliance**

Iowa State University is committed to maintaining a culture of ethics, integrity, and compliance with the regulations governing research and teaching at institutions of higher education. The responsible and ethical conduct of research is critical for excellence, for maintaining public trust, and for preparing future faculty and researchers.

# People and Places

## Office of the Vice President for Research

The [Office of the Vice President for Research](#) (VPR) promotes and advances research at Iowa State University (ISU), and the Office of Economic Development & Industry Relations (EDIR) furthers economic development through the transfer of research discoveries to the private sector.

A primary focus of the VPR is to serve faculty and staff by supporting ongoing research in areas of strategic importance to ISU and fostering new initiatives, and the focus of Economic Development & Industry Relations is guiding technology commercialization. The VPR also assists researchers in securing federal, state, and private funding by providing an array of administrative services and infrastructure.

Following is an overview of the units within the organization of the VPR and other units that provide services to support ISU's research and economic development endeavors. More detailed information about the services they provide can be found elsewhere in this guide.

### Office of Sponsored Programs Administration

The [Office of Sponsored Programs Administration](#) (OSPA) provides comprehensive support services to faculty and professional staff for the successful administration of externally sponsored projects. Researchers work with OSPA from preaward (for all entity types) through the project close-out stages (for entities other than for-profit corporations and commodities) of research administration. In addition to managing the university's procedures for sponsored programs, OSPA provides guidance and training on topics such as proposal processing, developing project budgets, managing subawards and costing issues, and effective grant administration. OSPA also helps researchers maintain compliance with sponsor guidelines.

### Office for Responsible Research

The [Office for Responsible Research](#) (ORR) provides administrative services and leadership for Iowa State University's research compliance program. The ORR's mission is to assist the VPR in providing a research environment that fosters honesty, integrity, and a sense of community. Iowa State's compliance program includes research compliance review committees. ORR also serves as a resource for required training and education on research involving animals, humans, biohazards, and responsible conduct of research.

### Office for Research Integrity

The Office for Research Integrity (ORI) fosters a culture of ethical research practice through Iowa State University's conflicts of interest in research, export controls, and research integrity programs. ORI's conflict of interest program facilitates the conduct of ethical research by promoting objectivity in research, and the export controls program prevents the unauthorized export of technology, software and goods that may adversely affect U.S. national security, foreign policy, or economic advances. ORI partners with the ISU research community in effective and innovative ways to minimize and manage research risk.

### Attending Veterinarian

Institutions conducting activities involving animals must have a veterinary care program which provides oversight of the well-being and clinical care of animals used in research, testing, teaching, and production. The [Attending Veterinarian](#) (AV) has programmatic responsibility for the veterinary care which includes assessment of animal well-being and effective management of animal procurement and transportation. The AV's responsibilities include oversight of the following:

- Preventive medicine (including quarantine, animal biosecurity, and surveillance)
- Clinical disease, disability, or related health issues
- Protocol-associated disease, disability, and other sequelae
- Surgery and perioperative care
- Pain and distress
- Anesthesia and analgesia
- Euthanasia

### **Laboratory Animal Resources**

[Laboratory Animal Resources](#) (LAR) provides services for the care of animals used in research and education, thus ensuring humane animal care that is in compliance with federal, state, and university laws, regulations, and policies. Prior to initiating a project that involves animals, researchers consult with an LAR veterinarian. LAR services include a comprehensive veterinary care program for animals used in teaching and research; training in experimental techniques for faculty, staff, and students; assistance with experimental techniques; procurement of animals from approved sources; animal housing provided in conventional, isolation, or containment environments; daily husbandry; and transportation of animals.

### **Sponsored Programs Accounting**

The [Sponsored Programs Accounting Office](#) (SPA), as part of the Controller's Department, provides postaward financial services to ISU principal investigators, administrative staff, and external sponsors. SPA's services include establishing spending accounts for executed sponsored agreements, maintaining sponsored programs budgets in the financial system, submitting invoices to sponsors, following up on outstanding accounts receivable, preparing various reports (financial, patent, property, and close-out), and verifying documented cost share. SPA also provides guidance on sponsor regulations, federal regulations, and the allowability of expenditures. SPA provides training to ISU staff on postaward financial administration of sponsored projects.

### **Office of Economic Development and Industry Relations**

The [Office of Economic Development and Industry Relations](#) (EDIR) helps connect businesses and industries with the university's expertise and capabilities related to economic development and industry needs. Whether businesses want to solve a technical problem, develop a technology or product, commercialize a technology, or obtain business assistance, EDIR can connect them to the appropriate experts and resources.

### **Iowa State University Research Foundation**

A non-profit Iowa corporation, the [Iowa State University Research Foundation, Inc.](#), (ISURF), is the entity that owns and manages the university's intellectual property (IP)—the discoveries, technologies, and inventions that emerge from research and the university's copyrights and non-logo trademarks. The ISURF Board of Directors has full power to manage, direct, and conduct the affairs and business of the corporation. The Vice President for Research and the Vice President for Economic Development and Business Engagement for EDIR serve on the ISURF Board.

According to university policy, inventors or creators who are university employees (including student employees) assign IP to ISURF. ISURF then uses available legal avenues to protect and to add value to these works, thereby providing incentives for industry to make further investments in the IP. ISURF works hand in hand with OIPTT to foster technology transfer and economic development.

## **Office of Intellectual Property and Technology Transfer**

The [Office of Intellectual Property and Technology Transfer](#) (OIPTT) provides two support services: one related to industry and commodity research contracts and another related to the transfer of university innovations to industry for commercialization.

The industry contracts team serves the faculty and professional staff through negotiation and administration of for-profit industry or commodity sponsored projects. OIPTT negotiators work with researchers from the first industry-university discussions through the contract development and negotiation process to the completion of industry sponsored research. OIPTT encourages industry sponsored research by offering different types of contracts with flexible solutions concerning intellectual property ownership, licensing and patenting rights. In addition to managing the procedures for industry sponsored research agreements, OIPTT also manages a university-wide request system which provides for material transfer agreements and nondisclosure agreements for faculty and staff.

The intellectual property commercialization managers serve as the point of contact for new innovations and serve a vital role in the commercialization of research results. OIPTT also serves as an educational resource on technology transfer processes and the protection of intellectual property (patents and copyrights) and proprietary material (e.g., software and germ plasm).

OIPTT works in concert with the Iowa State University Research Foundation, Inc., (ISURF) to facilitate and enhance the inventive and creative works of Iowa State University employees and students and to transfer these works for the benefit of society.

## **Center for Industrial Research and Service**

The [Center for Industrial Research and Service](#) (CIRAS) provides a variety of services to assist Iowa manufacturing companies including productivity improvement, product development, engineering, management practices, supply chain management, sustainability, industrial research, and government contracting.

## **Pappajohn Center for Entrepreneurship**

The [Pappajohn Center for Entrepreneurship](#) is the catalyst that brings together the people and ideas necessary for launching or growing successful enterprises, whether the undertaking is a student-initiated enterprise, a new small business, a high technology start-up, or a corporate spin-off.

## **Small Business Development Center**

The [Small Business Development Center](#) (SBDC) provides free, confidential, customized business advice in all 99 counties to businesses with 500 employees or less. SBDC also presents affordable workshops that teach practical skills and techniques, conducts business and market research, provides comprehensive information services, and offers access to subject matter experts in a variety of fields.

## **Research Park**

The [Iowa State University Research Park](#) (ISURP) is a 400+ acre development with over half a million square feet of building space. While ISURP is closely connected with the university, it operates independently to help its tenants reach proprietary goals. ISURP offers assistance and accessibility to many university and area connections, including facilities, expertise, technology, financing, recruiting, and more.

ISURP strives to create an innovation community and provide an incubator for new and expanding businesses. ISURP also assists young Iowa-based companies to develop their potential and nurtures scientific and technological entrepreneurial ventures.



The ISU Research Park Corporation was established in 1987 as a not-for-profit, independent corporation operating under a Board of Directors appointed by Iowa State University and the ISU Foundation. The corporation manages both ISURP and incubator programs.

# Identifying Funding Opportunities

## The Grants Hub

ISU has a centralized unit called the [Grants Hub](#) that provides a broad range of services to help faculty/researchers obtain and manage external funding. The Grants Hub works closely with faculty/researchers, departments, centers, and colleges, as well as its partnering units such as the Office for Sponsored Programs Administration, Sponsored Programs Accounting, and the Office for Responsible Research in preparing and submitting proposals to external funding agencies. These include preaward services related to identifying appropriate funding opportunities, early-stage planning, and proposal preparation. The Grants Hub also provides a limited range of postaward administration services.

The Grants Hub's areas of responsibility include the following:

- Organize training programs to develop researchers' knowledge about proposal preparation and submission processes; these include in-person training and online resources.
- Preaward services related to identifying funding opportunities, early-stage planning, and proposal preparation.
- Provide a limited range of postaward services, help create checklists, and make faculty/researchers aware about managing their budgets, meeting regulatory/compliance requirements.
- Serve as a central repository of resources on a broad range of topics including meeting sponsors' expectations on broader impacts, outreach, data management planning, program evaluation and assessment.
- Maintain databases on institutional information that would be required for certain proposals.
- The Grants Hub's Help Desk serves as the point-of-contact for questions on pre- and postaward and a clearing house of information.

If you are interested in learning more or accessing the Grants Hub services, please contact your college Dean's office.

## Workshops and Seminars to Secure Funding

The Office of the Vice President for Research (VPR) offers many [workshops](#) to help faculty build strong research programs and write successful grant proposals. These programs and workshops have the following objectives:

- To enhance grant writing and grant preparation skills
- To help new faculty understand the culture of different funding agencies
- To learn from ISU faculty how to submit a successful grant proposal

Details regarding the workshops and programs are available on the [VPR website](#). These workshops and seminars are presented by our own faculty as well as by consultants and outside experts from federal agencies, foundations, universities, and other research organizations.

The VPR office may offer the types of support listed below:

### Limited Submissions

Some funding agencies place limits on the number of proposals or applications that a university may submit in response to a particular solicitation. For example, the National Science Foundation (NSF) may stipulate that an institution can only submit a total of three proposals for a specific solicitation. The VPR office coordinates ISU's submissions to these programs through an internal competition process and sets internal

deadlines for them. Check the [VPR website](#) regularly for this information. If you know that a particular funding opportunity has a limited submission requirement, but you haven't seen an announcement about the internal competition, please contact [rajanc@iastate.edu](mailto:rajanc@iastate.edu).

### **Internal Funding Opportunities**

The VPR also serves as coordinator on other awards, funds, and grants for which ISU researchers are eligible. Please see the [VPR website](#) for the current list of internal funding opportunities.

### **Cost-Sharing Funds**

The VPR may contribute graduate research assistantships to meet the mandatory cost-sharing requirements of certain extramural research and training grant proposals. The university (i.e., the departments, deans' offices, centers/institutes, and/or VPR office) will collectively provide cost-share support only when it is required. Institutional support will be considered for large (i.e., greater than \$5 million), multi-investigator, multi-institutional grant proposals.

Requests should be accompanied with the following information:

1. Estimated budget for all years combined and the budget per year
2. Anticipated facilities and administrative (F&A) revenues for Iowa State for all years combined and the amount of F&A revenues per year (F&A revenues are also known as indirect costs or IDC.)
3. Required amount of cost share
4. Names of the principal investigators (PIs)
5. Salaried home(s) of the PIs and the percentage of a PI's salary paid by each unit if a PI is paid by multiple units
6. Copy of the solicitation (i.e., request for proposal [RFP], request for quotation [RFQ], request for application [RFA], broad agency announcement [BAA])

The VPR office will coordinate all contributions from the departments, colleges, centers/institutes, PI incentives, and/or VPR office, as appropriate. This may, in some cases, be less than the targeted amount of cost share, in which case the PI will have to find the remaining amount of cost share through in-kind contributions or other sources. (The VPR and deans' offices would be willing to provide guidance and suggestions for how the in-kind contributions can be met.) Once all the details of the cost share are finalized, the VPR office will notify OSPA that the cost-share requirement has been met and agreed upon. If the proposal is awarded at a significantly lower amount than what was proposed, the cost-share contributions will be revised accordingly.

### ***Cost Sharing that Involves Buildings or Land***

In rare circumstances, buildings or land may be used as cost share. All proposals that include buildings or land as a part of the cost share must be approved by all parties to whom the buildings or land are assigned and by ISU's Senior Vice President for Business and Finance.

### ***Institutional Letters of Support***

Faculty and other personnel with approved PI status at Iowa State may request letters of institutional support by notifying the Associate Vice President for Research, [rajanc@iastate.edu](mailto:rajanc@iastate.edu). PIs will provide a draft letter that includes the uniqueness of the proposed work, the strengths at ISU that make it well suited to house the work on this campus, and any other pertinent information that would be useful. Please allow at least 3 to 5 days for the VPR office to prepare the final letter and obtain the appropriate signature.

## Seed Grants

Seed grants are programs that provide funding for new research initiatives. Several of the colleges and centers provide seed grants for collaborative and interdisciplinary research that has potential to compete nationally for significant recognition and/or sponsored funding. Interested faculty are encouraged to contact their college Dean's office for more information.

## Using Electronic Resources

Many grants, particularly those supported by the federal government, are announced through web-based search systems. At ISU, the VPR office provides a website to assist you in obtaining funds for research. The HUVPR website [External Funding Sources](#) page contains sponsored programs and funding alerts from multiple sources. This website provides the opportunities most relevant to the ISU community.

## Other Online Resources

You can access several databases that provide information about potential collaborators, as well as funding opportunities. Links to these sources can be found on the VPR website or can be accessed directly from the various database websites. Some of the more popular websites are listed below:

- [PIVOT](#) The Community of Science Pivot grant search is the largest single repository of research funding information on the Web.
- [FedBizOpps](#) This site allows you to search, monitor, and retrieve opportunities solicited by the entire federal contracting community.
- [Foundation Center](#) The Foundation Finder, a feature available at the Foundation Center website, offers basic information on grant makers in the United States including private foundations, community foundations, grant making public charities, and corporate giving programs.
- [Grants.gov](#) Grants.gov provides a unified site for interaction between grant applicants and the U.S. federal agencies that manage grant funds.

## Email Funding Alerts

By subscribing to items listed here, you can receive timely email notices about the funding opportunities in your areas of interest. Agencies provide these resources free of charge:

- [National Science Foundation Email Updates](#) This service lets you choose which documents you want to receive from NSF (i.e., program announcements, newsletters, etc.) and from which directorates.
- [NASA Research Announcements](#) Enter your email address to subscribe to the NASA Service and Advice for Research and Analysis (SARA) mailing list for grant solicitations.
- [National Institutes of Health](#) This service emails you the table of contents of the NIH Guide that comes out weekly. Links are provided in your email message for the individual programs.
- [Environmental Protection Agency—National Center for Environmental Research](#) Sign up for email announcements when requests for applications (RFAs) are posted.
- [Grants.gov](#) This service allows you to receive notifications of new grant opportunity postings and updates. Grants.gov also allows you to electronically find and apply for competitive grant opportunities from all federal grant-making agencies. Grants.gov is the single access point for over 1,000 grant programs and provides access to approximately \$500 billion in annual awards.

- [SSTI Weekly Digest](#) This email subscription is provided by State Science & Technology Institute.
- [FedBizOpps.gov](#) Search this site for more than 37,300 active federal opportunities from the various federal agencies.

## Working with Industry

Iowa State University has developed a complete system to foster innovation. The Office of Economic Development and Industry Relations (EDIR) is available to assist faculty and industry in accessing these resources. EDIR will facilitate faculty interactions with industry by scheduling company visits and conference calls, hosting companies on campus, and assisting with the completion of contracts.

EDIR partners with the ISU Foundation to manage comprehensive relationships with industry. The comprehensive management program offers a single point of contact for industry to access ISU's resources. EDIR markets ISU resources to industry by attending multiple trade shows and conferences throughout the year to network and promote ISU's research capabilities. EDIR is also engaged in a regional marketing effort with the Ames Economic Development Council, Greater Des Moines Partnership, Nevada Economic Development Council, Boone's Future, and the Cultivation Corridor. In addition, EDIR coordinates two internal industry funding programs—the Regents Innovation Fund (RIF) program and an R&D Cost-Sharing Program managed by CIRAS.

## Preparing and Submitting a Proposal

### General Information

The [Office of Sponsored Programs Administration \(OSPA\)](#) is the only university office authorized to sign proposals to external sponsors of research and other sponsored activities.<sup>1</sup> ISU faculty and staff are required to route all proposals to be submitted to external sponsors through OSPA and are not permitted to submit proposals directly to sponsors without OSPA review and authorization.

OSPA assists the principal investigator (PI) with many aspects of proposal development, including review of sponsor guidelines and requirements, budget review, completion of sponsor-required representations and certifications, electronic submission to sponsor, and coordination between the sponsor and the PI as required.

For additional information on proposal submission, please see the [OSPA Handbook](#).

### GoldSheet Process

The university utilizes an electronic routing process called the "GoldSheet" to route proposals from the PI to OSPA. Proposal information submitted via the GoldSheet must be reviewed and approved by the PI and all co-PIs, as well as by the departments/units and colleges of the PI and co-PIs. The GoldSheet is then routed to OSPA. It typically takes several days for the GoldSheet to arrive in OSPA, especially when there are multiple co-PIs.

The PI, co-PI, department/unit and college may attach documents or notes to the proposal as the GoldSheet routes to OSPA. At a minimum, the GoldSheet submission should include the following as attachments:

1. The funding opportunity guidelines or request for proposal or quotation (RFP or RFQ)
2. The proposed statement of work

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<sup>1</sup>Gifts are accepted by the ISU Foundation. For more information on whether an award is a gift or a sponsored project, please see <http://ospa.iastate.edu/policies/docs/gift-sponsored-project-final.pdf>.

### 3. The proposal budget and budget justification

If subawards are contemplated, the subawardees' statement of work, budget information, and letter of support should also be attached and routed.

#### **Proposals to Industry (For-Profit Corporations)**

For proposals to industry sponsors, PIs should submit GoldSheets just as they would for proposals to federal or non-profit sponsors.

When industry has interest in a project, the PI prepares a GoldSheet, provides OSPA with the proposed statement of work, proposal budget and budget justification, and a transmittal letter to the sponsor if one is needed. The proposal budget should use the full F&A rate unless an active master agreement exists. If the corporate sponsor accepts the proposal, OIPTT will work with the corporation on a sponsored project agreement.

[ISU's principles that guide agreements with corporate sponsors](#) outline the university's position on various topics that typically arise on corporate agreements, including issues related to intellectual property, governing law, indemnification, publication, and insurance.

PIs should request a Confidentiality Agreement (CA) by completing and submitting the CA request form to the [OIPTT Industry Contracts Team](#) for review and signature. Additionally, requests for use of ISURF intellectual property (IP), or any requests for Teaming Agreements by industry sponsors, should be forwarded to the Industry Team mailbox. OIPTT has a number of different corporate sponsored research agreements with flexible intellectual property solutions that are listed on the OIPTT website. Note that corporate sponsors are typically required to fund the full [Facilities and Administrative Costs Rate](#) applicable to organized research in effect at the time the proposal is submitted.

#### **Vice President for Research**

The Office of the Vice President for Research (VPR) provides the following services in relation to the proposal submission process:

- Reviews and authorizes reductions in, or waivers of, facilities and administrative (F&A) costs
- Notifies OSPA of any VPR/Provost-provided cost-sharing or matching funds

#### **College/Department/Unit**

The following proposal services may be performed by the PI's college, department/unit, or a combination of these administrative units:

- Provides administrative support to PIs preparing proposals
- Reviews proposals submitted through the GoldSheet routing process for compliance with departmental, college, and university policies
- Reviews budgets and makes corrections as needed
- Reviews and authorizes PI, departmental, and college-authorized cost sharing as required

#### **Principal and Co-Principal Investigators**

Typically, the PI and co-PIs are responsible for the following activities in the proposal preparation and submission process:

- Select a funding opportunity for submission and review guidelines and requirements
- Obtain passwords for use of the GoldSheet system and review the [GoldSheet Manual](#) and [FAQ](#)

- Register for access to sponsor submission systems with assistance from OSPA as needed
- Request assistance of department or college grant coordinators to prepare proposal applications, develop budgets, fill out required sponsor forms, provide sponsor-requested documentation, and coordinate subawardee documentation
- Route proposal and associated documentation through the GoldSheet process
- Work with OSPA to submit the proposal prior to the due date
- Provide any sponsor-requested information after submission through OSPA

### **Office of Sponsored Programs Administration**

The Office of Sponsored Programs Administration (OSPA) provides the following services to PIs in the proposal development and submission process:

- Reviews GoldSheet and proposal for submission
- Obtains clarification from sponsors on guidelines as requested by PI
- To the extent possible, depending on time and workload, provides feedback to grant coordinators and PIs on missing documents, budget errors, application errors
- Reviews budgets for correct fringe benefit, tuition, and F&A cost rates
- Reviews budgets for authorized cost sharing; requests documentation from PI of third party and/or university-approved cost sharing as required
- Assists PIs, co-PIs and grant coordinators with required sponsor registrations and with GoldSheet user names and passwords
- Submits proposals to sponsors utilizing electronic systems
- Answers sponsor requests for information or documentation in coordination with PIs and grant coordinators
- Provides a specialized transmittal letter for the PI to provide to the corporation when responding to requests for proposals (RFP) from industry

With the advent of Grants.gov and other electronic submission systems, it is particularly important for PIs and their teams to work together with OSPA to ensure that all submission issues are reviewed and conform to sponsor requirements. Electronic submission systems are particularly sensitive to submission errors; if a proposal does not conform to sponsor requirements, it may be rejected by the sponsor. PIs should work closely with OSPA to avoid these problems.

### **GoldSheet Process**

As stated in a previous section, the university utilizes an electronic routing process called the “GoldSheet” to route proposals from the PI to OSPA. The [GoldSheet Manual](#) and the [GoldSheet FAQ](#) provide detailed information on how to obtain access to the GoldSheet system and how to submit a GoldSheet.

**The GoldSheet and all proposal documentation should be received by OSPA four business days in advance of the proposal submission deadline to allow OSPA to adequately review the proposal and ensure a successful submission.**

### **Cost-Sharing or Matching Funds**

If sponsor guidelines require cost-sharing or matching funds (i.e., cash contribution or time and effort by the PI and other key personnel), the PI should provide the details of any cost sharing to be provided, including cost sharing

1. of the PI’s time and effort,
2. from the department/unit,



2. from the department/unit,
3. from the college, or
4. from third parties.

All third parties providing cost sharing must provide a letter of commitment that provides details about their cash or in-kind contribution to the proposal budget. All matching funds or cost-sharing commitments based on the faculty member's time and effort must be noted on the GoldSheet.

Departments/units and colleges should also note approved cost sharing from their respective areas on the GoldSheet. The university does not provide cost sharing for projects on which it is not mandatory.

## Receiving and Administering Awards

### Receiving Awards

Award documents take many forms, depending upon the type of sponsor and project. These documents require review and signature by the institutional representative authorized to sign on behalf of the institution. At ISU, the Office of Sponsored Programs Administration (OSPA) is responsible for signing non-industry awards, and the Office of Intellectual Property and Technology Transfer (OIPTT) is responsible for signing industry and commodity awards. OSPA and OIPTT may also need to negotiate the terms and conditions of an award agreement or contract if the terms are not consistent with the requirements of Iowa State University.

Upon receipt of fully executed award documents or other proof of award, OSPA or OIPTT forwards the documents to the [Sponsored Programs Accounting Office \(SPA\)](#), which sets up the project's account. Once the PI receives notification of the project's account number from SPA, funds may be encumbered or expended by the administering department/unit.

OSPA serves as a central point of contact for sponsor grant or contract officers regarding administrative matters throughout the duration of the project. OSPA also serves as facilitator for PIs in all matters regarding postaward nonfinancial administration. PIs are responsible for submission of all required technical reports by their due dates.

### Roles and Responsibilities in Award Management and Monitoring

#### College

The college assists in award management by taking responsibility for the following:

- Fiscal and administrative oversight for sponsored awards within the college, including review of expenditures, procurements, appointments, etc., as necessary
- Resolution of issues related to postaward activities if not resolved in an appropriate or timely manner by the PI or department/unit (e.g., inappropriate charges made to award accounts; changes to, or errors in, reporting effort certification; late submission of deliverables or technical reports to sponsors; account overruns and sponsor payment concerns)



## **Department/Unit**

The PI's department or unit assumes the following responsibilities for award management:

- Assists PIs and co-PIs with paperwork associated with incurring costs on sponsored program accounts, prepares requisitions, initiates disbursement vouchers, processes p-card transactions, etc.
- Reviews expenditure requests for reasonableness, allocability, and allowability on sponsored accounts
- Assists PIs with transactional review of award expenditures on a regular basis
- Assists PIs with monitoring of sponsored program accounts for cost overruns and encumbrances that exceed the award budget
- Assists PIs in resolving errors and cost overruns and adjusting encumbrances as necessary
- Oversees effort certification for employees, resolves effort discrepancies, corrects errors, and processes revised personnel actions as needed
- Assists PIs and co-PIs with production of reports, training materials, or other deliverables required under sponsored awards

## **Principal and Co-Principal Investigators**

Award management responsibilities of PIs and co-PIs include the following:

- Understand award terms and conditions and abide by them
- Submit all required sponsored project deliverables and technical reports when due
- Initiate paperwork associated with incurring costs on the award
- Initiate and route a new GoldSheet for additional funding on the award when funding was not previously proposed
- Work closely with Purchasing on the development of RFPs, services agreements, and complex procurements as necessary
- Work closely with OSPA or OIPTT (for industry/commodity awards) on development and negotiation of subrecipient agreements
- Review subrecipient invoices for reasonableness and ask SPA to request additional cost information from subrecipients if costs seem excessive in comparison to work performed
- Monitor project account expenditures on a regular basis and initiate corrections to errors in a timely manner
- Review, approve, or revise effort certifications
- Provide OSPA or OIPTT (for industry/commodity awards) with award or amendment documents when they are sent directly to the PI
- Submit through OSPA or OIPTT (for industry/commodity awards) requests for no-cost extensions, changes in award scope, budget revisions, award transfers, or other actions requiring sponsor approval
- Contact OSPA/OIPTT (for industry) and/or SPA to assist with complex, unusual, or problematic situations that arise on sponsored projects

## **Office of Sponsored Programs Administration**

OSPA provides the following award management services for researchers working with federal, state, and nonprofit (non-industry and non-commodity) sponsors:

- Negotiates award or amendment terms and conditions
- Notifies the PI of unusual or problematic award requirements

- Reviews advance account requests and forwards them to SPA
- Provides award setup packages to SPA
- Develops and negotiates subrecipient agreements upon receipt of required documentation and contact information from the PI or grant coordinator
- Provides fully executed subrecipient agreements to SPA
- Manages data associated with awards and produces monthly reports in conjunction with the VPR office
- Assists PIs and co-PIs with complex or problematic situations that may arise on awards
- Submits modification requests initiated by the PI to the sponsor for review and approval as required and provides documentation to SPA if/when approved
- Examples of postaward adjustments include the following:
  - No-cost extensions of time
  - Budget revisions and child account budget requests
  - Changes in scope of the project
  - Reductions of 25% or more in effort of key personnel
  - PI absence from the project for 3 months or more
  - Award transfers to another institution
  - Change in principal investigator

### **Office of Intellectual Property and Technology Transfer Industry Contracts Team**

OIPTT provides the following award management services for researchers working with industry and commodity sponsors:

- Negotiates contract or amendment terms and conditions
- Notifies the PI of unusual or problematic contract requirements
- Reviews contract advance account requests and forwards them to SPA
- Provides contract setup packages to SPA
- Develops and negotiates subrecipient agreements upon receipt of required documentation and contact information from the PI or grant coordinator
- Provides fully executed subrecipient agreements to SPA
- Manages data associated with contracts and produces monthly reports in conjunction with the VPR office
- Assists PIs and co-PIs with complex or problematic situations that may arise on industry contracts
- Submits modification requests initiated by the PI to the industry sponsor for review and approval as required and provides documentation to SPA if/when approved
- Examples of postaward adjustments include the following:
  - No-cost extensions of time
  - Budget revisions and child account budget requests
  - Changes in scope of the project
  - Contract transfers to another entity
  - Change in principal investigator

More information about postaward activities can be obtained by reviewing the [OSPA Handbook](#) or by reviewing [postaward information](#) on the OSPA website.

### **Sponsored Programs Accounting**

Incoming faculty are often puzzled as to the distinction between OSPA and SPA, especially if they have been accustomed to one sponsored programs office at their previous institution. At ISU,

OSPA handles *all matters related to proposals, as well as postaward matters requiring institutional signature authority*, such as agreement execution, award modifications, and no-cost extensions. SPA, on the other hand, manages *postaward financial matters*, such as account setup, invoicing, and financial reporting. Some of SPA's responsibilities are listed below:

- Submits payment requests to sponsors
- Collects funds from sponsors and manages receivables
- Performs subrecipient monitoring of federal-sourced subawards
- Prepares financial reports (individual and collective), patent and invention reports, property reports, close-out reports, and other reports as required by the sponsor (SPA does not prepare technical reports, progress reports, USDA Current Research Information System [CRIS] reports, or hazardous materials reports.)
- Administers charging of F&A costs
- Administers incentive and Resource Management Model (RMM) distribution program
- Approves retroactive personnel actions, cost transfers, and budget transfers
- Advises ISU PIs and staff on sponsor regulations, federal regulations, and fiscal allowability of expenditures
- Coordinates, manages, and responds to sponsor requests for postaward financial information and audits

Listed below are various tasks that SPA performs after an award has been executed and received from OSPA. These tasks are not to be performed by other offices at ISU. This list is not exhaustive but provides information on the more common tasks that occur in SPA.

### ***Single Award with Multiple ISU Accounts***

A single award may have more than one account either by necessity or by request. An example of an award that would require more than one account is an NSF award, which includes participant support costs. Participant support costs must be managed separately from the other grant funds as these costs have a different F&A cost rate structure.

Each award will have one "parent" account. SPA will establish "child" accounts by request when additional accounts are desired. As the lead PI, you may want to allocate funding and set up separate accounts for co-investigators. You can do this by routing a child account budget form with the required signatures to OSPA, who will then forward the form and any additional information to SPA to establish the child accounts.

### ***Invoicing***

At the time an account is established, SPA makes a determination as to whether the new award is fixed price or cost reimbursable. If the award is cost reimbursable and requires invoicing, invoices will be submitted to the sponsor on a monthly or quarterly basis for actual expenses incurred. On occasion, cost reimbursable awards will receive a lump sum payment at the beginning of the award or incremental predetermined payments throughout the life of the award. If funds for cost reimbursable awards are received in advance of actual expenses, any unspent funds at termination will be returned to the sponsor.

Fixed price awards may receive one lump sum payment or incremental predetermined payments during the life of the award. The payments may also coincide with deliverables, such as technical reports that are submitted. When SPA determines that payments are linked to deliverables, efforts are made to communicate with the PI so that invoices are submitted on a timely basis. Fixed price awards are common to industry contracts and to federal flow-through subrecipients that are first phase Small Business Innovation Research (SBIR) or Small Business Technology Transfer (STTR) funding. Any residual funds remaining at award termination under a fixed price agreement are retained by ISU

unless the work performed is unsatisfactory or the technical work is not complete. Fixed price awards often have termination clauses that need to be considered.

### ***Financial Reporting***

Financial reporting varies in scope and frequency, depending on the sponsor. Federal sponsors primarily require quarterly, annual, and/or final financial reports on a standardized form (SF 425). These reports provide the sponsor with the cash balance, periodic expenses and receipts, as well as cumulative expenses, receipts, and unobligated balances. Because of federal agencies' strict reporting deadlines, SPA prioritizes federal financial reporting during the quarter-end reporting period. Since the reporting requirements of non-federal sponsors are not standardized, they may require submission of sponsor template reports as well as other ad hoc reporting during the life of an award.

### ***Other Postaward Reporting (Nontechnical Reporting)***

At award termination, SPA may ask if there were any patent or invention disclosures made related to the project. If there was a patent disclosure, SPA will contact the ISU Research Foundation to obtain the disclosure information needed to complete the patent report. Patent reports may also include a section for reporting subrecipient information, if applicable.

Equipment or property reports submitted by SPA to the sponsor generally consist of a summary of the equipment purchased on a project. This report may provide the details needed to help the sponsor determine the disposition of the equipment. Depending on the terms of the agreement, title to equipment may not vest with ISU. In rare instances, a sponsoring agency will lend ISU equipment to complete a project rather than provide funding for the acquisition of equipment. When equipment is received on loan, the PI must notify SPA directly so that the item is added to inventory records and the requisite reports are submitted accurately and timely.

Depending on the sponsor, there may be requirements for various types of close-out documents to be completed by SPA, including Contractor's Release of Claims forms, Subrecipient Certification forms, and other sponsor-specific forms.

### ***Audit Coordination***

Occasionally a sponsor will request to review or audit the financial activities of an award or a series of awards. SPA serves as the point of contact for these reviews or audits. In many cases these are simply "desk reviews." SPA will work with the PI and the administering department to provide the sponsor with transaction detail, supporting documentation, and other requested items.

An infrequent but more burdensome type of analysis is an audit. This often entails an auditor being on-site conducting a detailed examination of an award or multiple awards, as well as the various administrative systems in place. The scope of an audit can vary and may depend upon the auditor's initial findings. SPA will coordinate efforts for ISU and will work directly with the auditor during the review or audit process. SPA should be contacted immediately if the PI or the administering department is given notification for a review or audit of a project.

### ***Account Monitoring (limited)***

Iowa State has decentralized most administrative processes, and, therefore, SPA does not monitor most expenses that post to sponsored program accounts. The responsibility for the allowability and appropriateness of expenditures lies with the PI and the administering department. SPA accountants are available for questions and concerns regarding the use of sponsored funds.

SPA accountants receive a variety of monthly and quarterly reports to assist in monitoring account balances, termination dates, advances, and various exceptions. Additionally, SPA receives reports of overspent accounts and pending account terminations. After reviewing the information, the SPA accountant will send email notices to the PI and the administering department.

Furthermore, SPA accountants perform a cursory review of accounts at the time of invoicing to identify possible issues. As part of award close-out, they will review the last 90 days of transaction detail. If there are concerns regarding any final transactions, a notification is sent to the PI and the departmental administrator requesting further justification for the transactions in question or removal of expenditures. These issues must be addressed before a final invoice and/or final reports can be submitted.

## Conducting Research Safely and Responsibly

### Compliance Committee Approvals

All investigators—faculty, professional and scientific staff, undergraduate and graduate students—must obtain approval from the appropriate research compliance review committee(s) before initiating any work on the project. Investigators often overlook the fact that their research might need approval by a compliance committee. For example, a computer scientist needs approval to have human participants test a new keyboard style for fatigue. Compliance approval is required regardless of whether or not a project is funded.

Compliance committee review times vary by committee, and investigators should consult the appropriate websites to ensure adequate time for the committees to review and approve a project before the planned start date.

### Research Involving Animals

All activities involving the use of live vertebrate animals must be approved by the Institutional Animal Care and Use Committee (IACUC) prior to the use of the animals in research, teaching, or testing activities. If your project involves live vertebrate animals, find more information on the [IACUC website](#) or contact the IACUC Administrator, [iacuc@iastate.edu](mailto:iacuc@iastate.edu), 294–9581.

As part of the general responsibilities for conducting research involving animals, the PI should do the following:

- Consult with the Attending Veterinarian (AV) regarding: procedures that may cause more than momentary pain and distress; anesthesia and analgesia; and euthanasia.
- Submit an application for and receive Institutional Animal Care and Use Committee (IACUC) approval before initiating the research.
- Be adequately trained to perform study-specific procedures and responsibilities.
  - Details regarding specific training requirements can be found on the [IACUC Training web page](#).
- Provide project personnel with IACUC-approved protocols describing research, teaching, and testing activities.
- Instruct and train staff and students in procedures to be performed in the IACUC-approved protocol.
  - Details regarding specific training requirements can be found on the [IACUC Training web page](#).
- Maintain documentation of required training, including training for staff and students.

- Inform project personnel of the reasons and provisions for any precautionary medical practices advised or requested (e.g., vaccinations or serum collection).
- Ensure that all project personnel have completed the Hazard Inventory form and a medical questionnaire.
- Perform a risk assessment and ensure that all project personnel are adequately informed of potential zoonotic diseases, risks associated with the materials used in the study, and allergens associated with research and teaching involving animals, e.g., Q fever concerns when working with sheep, risks associated with working with 1-methyl-4-phenyl-1,2,3,6-tetrahydropyridine (MPTP), and long-term exposure to mice dander. All students and faculty that work with animals are encouraged to view the ISU website from the Center for Food Security and Public Health, which has a detailed description of zoonotic diseases: <http://www.cfsph.iastate.edu/Zoonoses/>.
- Supervise project personnel to ensure that the required safety practices and techniques are employed.
- Ensure that the research is conducted in accord with the IACUC-approved protocol.
- Obtain IACUC approval prior to implementation of changes in procedures and activities in the IACUC-approved protocol.
- Maintain accurate records of animal use.
- Maintain adequate records of research activities.
- Maintain adequate records of veterinary care and make them available to the AV, clinical veterinarians, animal care staff, and IACUC during inspection.
- Report any significant problems, violations of university policy or animal welfare regulations, or research-related accidents or illnesses. (Some examples of reportable incidents are events involving a personal injury or loss of containment, accidental needle sticks, escape or improper disposal of animals used in research.)
- Submit annual continuing review documents if the project will exceed one year. (A new application is required if the project will exceed three years.)

### **Research Involving Biohazards**

Any teaching or research project that involves the use of recombinant or synthetic nucleic acid molecules; biological toxins; human, animal, or plant pathogens; experimental biological products; or genetically modified organisms must be approved by the Institutional Biosafety Committee (IBC) before the research may begin. Additional information is available on the [IBC website](#) or you may contact the IBC Administrator, [bphc@iastate.edu](mailto:bphc@iastate.edu), 294-9581.

As part of the general responsibilities for conducting research involving biohazards, the PI should do the following:

- Determine the appropriate physical and biological containment levels.
- Submit an application for, and receive, IBC approval before initiating the research.
- Propose appropriate microbiological practices and laboratory techniques to be used for the research.
- Be adequately trained in good microbiological techniques.
- Complete the required online training as detailed on the [IBC Training web page](#).
- Provide laboratory research staff with protocols describing potential biohazards and necessary precautions.
- Instruct and train staff in the practices and techniques required to ensure safety and the procedures for dealing with accidents.



- Inform the laboratory staff of the reasons and provisions for any precautionary medical practices advised or requested (e.g., vaccinations or serum collection).
- Supervise laboratory staff to ensure that the required safety practices and techniques are employed.
- Correct work errors and conditions that may result in release of biohazards or recombinant or synthetic nucleic acid molecules.
- Ensure the integrity of physical containment (e.g., biological safety cabinets) and biological containment (e.g., purity and genotypic and phenotypic characteristics).
- Adhere to IBC-approved emergency plans for handling accidental spills and personnel contamination as outlined in the [Biosafety Manual](#).
- Determine the appropriate physical and biological containment levels.
- Obtain IBC approval prior to implementation of any modifications or changes in research conducted in the lab.
- Report any significant problems, violations of the NIH Guidelines for Research Involving Recombinant or Synthetic Nucleic Acid Molecules (NIH Guidelines), or research-related accidents or illnesses, or new information in your project that has bearing on the applicable NIH Guidelines to the IBC and the University Biosafety Officer (EH&S). (Some examples of reportable incidents are events involving a personal injury or loss of containment, accidental needle sticks, escape or improper disposal of animals used in research, spills of high-risk recombinant materials outside of the biosafety cabinet.)
- Comply with applicable shipping requirements as outlined in the following list:
  - NIH Guidelines for Recombinant or Synthetic Nucleic Acid Molecules per Appendix H
  - Export Control Regulations
  - Select Agent
  - USDA Animal Plant and Health Inspection Service permit requirements
  - Hazardous Materials Shipping Guide
- Submit annual continuing review documents if the project will exceed one year. A full re-review of the study occurs every five years; at that time, a new application is required.

### **Research Involving Human Subjects**

Prior to implementation, all research involving human participants at ISU must receive approval from the Institutional Review Board (IRB) in accordance with federal regulations set forth by the Department of Health and Human Services and the Food and Drug Administration. For guidance on seeking approval, see the [IRB website](#) or contact the IRB Administrator, [irb@iastate.edu](mailto:irb@iastate.edu), 294-4566.

The purpose of the ISU IRB is to facilitate research that protects the rights and safety of human participants. To achieve this, the IRB advises investigators in designing research projects that minimize potential harm to participants, reviews all planned research involving human participants prior to initiation of the research, approves research that meets established criteria for protection of human participants, and monitors approved research to ascertain that participants are being protected. However, primary responsibility for assuring that the rights and welfare of the individuals involved in research are protected rests with the principal investigator. Also, faculty who assign or supervise research conducted by students or staff have an obligation to consider carefully whether those individuals are qualified to adequately safeguard the rights and welfare of participants.

Principal investigators conducting or supervising human subjects research have the responsibility to:

- Design research protocols that
  - are scientifically sound;
  - expose humans to the least amount of risk necessary to answer the research questions;
  - include or exclude populations based on scientific necessity, and not solely based on convenience or easy access;
  - obtain the *informed* consent of human subjects in a manner that is understandable to them and that minimizes coercion or undue influence;
  - protect privacy and confidentiality of human subjects and their information;
  - include additional safeguards to protect the rights and welfare of individuals who may be vulnerable to coercion or undue influence (e.g., children, prisoners, cognitively impaired persons, persons who are economically or educationally disadvantaged).
- Obtain IRB approval prior to initiating any human subjects research activities.
- Ensure research is conducted strictly in accordance with the IRB-approved protocol.
- Obtain IRB approval prior to implementing any changes to the approved protocol, unless the change is necessary to eliminate an immediate hazard to human subjects. In that case, the change must be promptly reported to the IRB.
- Ensure project personnel are appropriately qualified and trained to conduct the research procedures, including subject recruitment and obtaining informed consent.
- Provide adequate supervision of research activities to ensure the rights and welfare of human subjects are protected and IRB-approved protocols are followed.
- Maintain records of human subjects research activities, including signed informed consent documents, for a minimum of three years after completion of the research, or longer, if required by sponsors, institutional policy, or other regulations.
- Promptly report to the IRB and, if applicable, to the sponsor and FDA, any serious adverse events or unanticipated problems (e.g., incidents that are unexpected, serious and/or related or possibly related to the research).
- Promptly report to the IRB any noncompliance (i.e., failure to follow the approved protocol).
- Ensure approval is renewed prior to the expiration date established by the IRB; if approval lapses, all human research activities must stop until approval is reestablished, unless doing so will adversely affect the human subjects

### **Research Involving Radiation**

Research projects that involve the use of radioactive materials or radiation-producing devices must be authorized by the Radiation Safety Committee (RSC) to ensure compliance with federal, state, and local regulations. Radiation research projects involving humans also need approval from the IRB and Iowa Department of Public Health. Radiation research involving animals requires approval from both the RSC and the IACUC. The [RSC website](#) provides more information, or you may contact the Radiation Safety Officer (RSO) at 294-5359.

Researchers planning to ship or receive radioactive materials, radiation-producing devices, or large laser systems to campus should contact the ISU [Department of Environmental Health & Safety \(EH&S\)](#) before making shipping arrangements.

Incubator companies are not covered under ISU's radiation licenses. However, companies can enter into a regulatory oversight agreement with the approval of the RSC and the Iowa Department of Public Health.



The individual authorized by the RSC as the PI on a project involving the use of radioactive materials (RAM) or radiation-producing devices (RPDs) is responsible for all activities conducted under the scope of that authorization. The PI is responsible for ensuring that the following requirements are met:

- All individuals working on the project complete annual training and are supervised.
- All individuals working on the project have been formally authorized by the RSC.
- All rules, regulations, and procedures for the safe use of RAM or RPDs are observed on the project.
- An accurate record of the types, quantities, and locations of RAM or RPDs in his or her possession is maintained.
- EH&S is notified of any proposed changes in the storage or use of the RAM or RPDs prior to the implementation of such changes.
- All uses of radiation are constantly evaluated to further reduce exposures to individuals (ALARA).
- All procedures for using RAM or RPDs are current and accurate.
- All radioactive sources or source materials are secure from unauthorized access or removal.

The individual user of RAM or RPDs is ultimately responsible for its safe use. The user will observe the following safety rules:

- Keep his or her personal exposure as low as reasonably achievable (ALARA)
- Wear assigned personnel monitoring devices as specified in the Radiation Safety Manual.
- Be familiar and comply with all sections of the Radiation Safety Manual applicable to his or her work
- Be familiar with the nature of all radiation sources in the work area and the extent of their potential risks and use the appropriate procedures to minimize the risks
- Monitor the work area frequently for contamination and document the results
- Clean up minor spills immediately—**spills must never be left for another person to clean**
- Dispose of radioactive waste in an approved manner
- See that labels are properly posted for all sources, containers, and the work area
- Assist the laboratory supervisor in maintaining the required records and inventories
- Prevent unauthorized persons from having access to radioactive material and radiation-producing devices
- Protect service personnel, allowing no maintenance or repairs of the facility or equipment unless approved by the PI and the RSO
- Notify the PI and EH&S of any expected or unexpected difficulties that may affect the safe use of RAM
- Take no action that would interfere with the responsibilities of his or her laboratory supervisor
- Complete all required training
- Report spills and personal contamination to the RSO

### **Responsible Conduct of Research Training**

The National Science Foundation (NSF) requires responsible conduct of research (RCR) training for all undergraduates, graduates, and post-doctoral fellows who conduct research supported by NSF funds. All institutions submitting applications must certify at the time of submission that plans are in place to provide appropriate training and oversight of the RCR training.

Similarly, the National Institutes of Health (NIH) requires that all trainees, fellows, participants, and scholars receiving support through any NIH training, career development award (individual or institutional), research education grant, or dissertation research grant must receive RCR training. This requirement also applies to new faculty, mid-career faculty, and senior faculty. Plans to meet the RCR requirements must be specified in the principal investigator's proposal application.

The National Institute of Food and Agriculture (NIFA) requires RCR training for program directors, faculty, undergraduate students, graduate students, postdoctoral researchers, and any staff participating in the research project. Grantees are required to maintain documentation of such training.

For more information about the RCR requirements and courses available to satisfy the requirements, refer to the [ORR website](#) or you may contact the Office for Responsible Research at 294-1516.

### **Export Controls**

Export control laws require a person to obtain permission from the federal government prior to exporting certain commodities or information or exporting to certain countries or individuals. Export control restrictions generally arise for one or more of the following reasons:

- The nature of the export has actual or potential military applications or economic protection issues.
- The federal government has concerns about the destination country, organization, or individual.
- The federal government has concerns about the declared or suspected end use or the end user of the export.

An "export" may occur in a variety of ways. For example, an export occurs when an item is sent by regular mail or hand-carried on an airplane outside of the country. An export also occurs when a set of schematics is sent via facsimile to a foreign destination; software is uploaded to, or downloaded from, an Internet site; or technology is transmitted via email to, or during a telephone conversation with, a person outside of the United States.

In addition, a release of technology or source code to a foreign national in the United States is "deemed" to be an export to the home country of the foreign national.

If you plan to export, it is important to know whether the commodity or information you are transmitting is of the type for which the federal government requires prior permission. Similarly, you need to determine whether the federal government has any restrictions on transmitting to the final destination or recipient. ORI can assist you with those tasks. More information about the export control regulations will be available on ORI's website once it launches.

Refer to "**Environmental Health and Safety**" for information about select agents and permits for transporting biohazardous materials.

### **Financial Conflicts of Interest**

Conflicts of interest are a normal part of an active and vibrant university. With the increasing emphasis of universities on outreach and economic development, more university personnel are becoming involved with external entities or starting their own companies. ISU strongly encourages these activities. However, they bring with them financial conflicts of interest or perceptions of conflicts of interest that need management to avoid harm to the persons or entities involved.

ISU manages conflicts of interest (both real and perceived) by requiring disclosure of the potentially conflicting situations and then, if needed, the creation of a Conflict of Interest Management Plan. **All faculty, postdoctoral associates, graduate assistants, and P&S staff are required to disclose annually**, or whenever their situation changes, whether they have a conflict of interest or not. Using the [Access Plus](#) system, university employees should go to the Employee tab and click on “COIC Disclosure” and Create/Update the **Conflicts of Interest and Commitment Disclosure**.

For further information on conflicts of interest, visit the Provost’s [web page on conflicts of interest](#) or send an email to [coi@iastate.edu](mailto:coi@iastate.edu). You may also call ORI at 294-7793.

## Research Misconduct

Conduct that jeopardizes research integrity undermines the advancement of knowledge, erodes public support, wastes resources, and compromises health and safety. For this reason, ISU prohibits research misconduct and encourages all members of the university community to report observed, suspected, or apparent research misconduct.

Research misconduct means fabrication, falsification, or plagiarism in proposing, performing, or reviewing research or in reporting research results. It also includes ordering, advising, or suggesting that subordinates engage in research misconduct. The misconduct must depart significantly from accepted practices of the relevant research community and must be committed intentionally, knowingly, or recklessly. It does not include honest error or differences of opinion.

Allegations of research misconduct are handled by a Research Integrity Officer (RIO) appointed by the VPR. All members of the university community are encouraged to report observed, suspected, or apparent research misconduct to the RIO. If you are unsure whether a suspected incident falls within the definition of research misconduct, you may meet with or contact the RIO to discuss the suspected research misconduct. Contact information for the RIO is available from the VPR office. Research misconduct concerns may also be reported via the [ISU Compliance and Ethics Hotline](#).

All information regarding possible instances of research misconduct, including the identity of the person accused and the individual making the allegation, is confidential. ISU prohibits retaliation against individuals who make allegations of research misconduct in good faith and any witnesses or others who cooperate in good faith with research misconduct proceedings. Research misconduct guidelines and information are included in Chapter 7 of the [Faculty Handbook](#) and in the Research & Intellectual Property section of the [Policy Library](#).

## Reporting Concerns

ISU has [several avenues](#) in which individuals may report concerns. Reportable incidents might include issues involving animal welfare or biohazard control, radiation safety concerns, or concerns about the safety or well-being of human participants in research. Violations of export control laws or conflict of interest policies should also be reported. Concerns may be reported to any compliance committee Chair or member, the Director, Office for Responsible Research, or ISU’s Institutional Official (the Vice President for Research). Animal welfare issues may also be reported to the Attending Veterinarian. Individuals may also report concerns through the [ISU Compliance and Ethics Hotline](#).

## Attending Veterinarian

Federal Law requires each research animal facility to have an Attending Veterinarian (AV) to “ensure the provision of adequate veterinary care and to oversee the adequacy of other aspects of animal care and use.” Animal Welfare Regulations also require the PI to consult the AV or his/her designee on procedures that may cause more than momentary or slight pain or distress to the animals. ISU’s AV is available to consult with principal investigators about new IACUC protocols and is always willing to do a pre-review. Contact the AV by phone at 515-509-7264 or by email at [msauer@iastate.edu](mailto:msauer@iastate.edu).

## Laboratory Animal Resources

[Laboratory Animal Resources](#) (LAR) provides veterinary and animal care services to all university-owned warm-blooded animals except animals housed at farms managed by the College of Agriculture and Life Sciences. LAR also provides animal care training and numerous types of technical assistance to faculty, students, and staff.

The use of animals in our research and teaching is not a right but a privilege. To retain the privilege of using animals in our research and teaching programs, we must fulfill our moral, legal, and scientific obligations for the humane care and use of animals. LAR provides assistance to all animal users on how to meet those obligations and successfully obtain and use animals.

When animal use is desired, it is often helpful to contact LAR and/or the university AV to discuss the planned animal usage and proposed housing needs. LAR staff can provide information on appropriate housing and acceptable procedures which can be quite helpful for completing grant applications and compliance approval forms.

LAR services include the following:

- Ordering animals
- Reserving animal space
- Training on animal handling and common research techniques
- Veterinary examinations and treatments of university-owned animals
- Dispensing veterinary drugs and controlled substances used in research
- Animal Biosafety Level 1, 2, and 3 (caged animal) facilities
- Consultation on Animal Models for medical research
- Virus-free swine production
- Gnotobiotic animal production and housing
- Euthanasia
- Special services related to animal research, such as treatment and observations
- Transportation of animals to other institutions
- Consultations on pain and distress
- Colony monitoring for pathogens

For per diems and charges for LAR services, please email [larweb@iastate.edu](mailto:larweb@iastate.edu) or call 294-8507. Visit the [LAR website](#) for more details.

## Environmental Health and Safety

The [Department of Environmental Health and Safety](#) (EH&S) mission is to prevent illness and injury, protect the environment and connect the university to the message of safety and preparedness. Services offered include laboratory safety, chemical waste management, biological and radiological safety, OSHA and EPA compliance, safety training, and occupational health services.

### Research Safety

Principal investigators, laboratory supervisors, and instructors are responsible for the following:

- Knowing Iowa State's commitment to a [safe workplace](#)
- Ensuring safe work practices for you and your staff
- Assessing and identifying all chemical, biological, radiological, and physical hazards
- Completing a [Hazard Inventory](#) form for enrollment in the Occupational Medicine Program

- Establishing safety precautions and safe laboratory [procedures](#)
- Providing and documenting initial and continuing safety [training](#)
- Informing students and staff of [emergency evacuation routes](#)
- Reporting all [accidents and injuries](#) in the workplace

## Laboratory Safety

The safe conduct of research at Iowa State University begins with the researcher. The [laboratory safety page](#) on the EH&S website assists researchers in maintaining a safe and compliant laboratory and provides information about the following topics:

- Regulatory compliance
- Chemical and biological inventories
- Permits
- Personal protective equipment (PPE)
- Safety training
- Emergency planning
- Safety manuals
- Proper waste management

The [Laboratory Safety Manual](#) serves as the overall guidance document and outlines appropriate practices, university policies, and other regulations that must be followed in a laboratory setting.

## Preaward Certifications of Environmental Health and Safety

Many federal and state agencies require that additional certifications and assurances of environmental, health, and safety compliance accompany a grant proposal at the time it is submitted. In order to sign these assurances, EH&S will verify the following:

- Compliance with the ISU Laboratory Safety Manual
- Current laboratory safety survey (with no outstanding deficiencies)
- Completion and documentation of required training for all staff in the laboratory

Please contact EH&S at least two weeks in advance to make sure these compliance checks can be completed.

## Occupational Medicine Program

The Occupational Medicine office provides medical surveillance and consultation to university employees who work with materials and under conditions that have identified and/or regulated risks. EH&S coordinates the participation of ISU employees in the [Occupational Medicine \(Occ Med\) Program](#).

Generally, all personnel who may be exposed to hazards in the workplace must complete a Hazard Inventory for Occupational Medicine Surveillance form. New personnel should complete this form at the beginning of their employment; completion of the hazard inventory form will initiate enrollment into the program.

If you need additional safety resources, please contact EH&S at 294-5359.

## Select Agents

Federal regulations (42 CFR parts 72 and 73, 7 CFR part 331, 9 CFR part 121) govern the use, transfer, and storage of select agents and toxins at ISU. Any PI who intends to use, transfer, or store select agents and toxins must first contact the responsible official (RO) in EH&S in order to

register personnel and facilities before research may proceed. For more information about select agent use, please see [Select Agents and Toxins](#) on the EH&S website or contact EH&S at 294-5359.

Refer to “**Export Controls**” for more information about federal regulations that may be applicable to the transfer of items of military significance or national security or protections of trade. For example, select agents are also controlled under the export control regulations.

### **Permits for Importing and/or Transporting Biohazardous Materials**

Special federal permits may be required for importing and/or transporting human pathogens, animal pathogens, animals or animal products, plant pathogens or plant pests, plants or plant products. Make sure to check on permit requirements well in advance of when you will need the material in question because some permits can take several weeks to receive. Contact a permit specialist in EH&S at 294-5359 with any questions about shipping and/or required permits for biological materials.

Refer to “**Export Controls**” for more information about federal regulations that may be applicable to the transfer of items of military significance or national security or protections of trade. For example, transfer of certain plant, animal or human pathogens; virus; toxins; fungi and bacteria; etc., are controlled under the export control regulations.

## **Research Outcomes**

This section provides information on policies, procedures, and management of the results of research. Research activity at the university results in a variety of outcomes and the knowledge generated may take various forms: (1) tangible results such as biological materials, software code, algorithms, and publications; and (2) intangible results such as inventions. An important objective of the research activity at ISU is the transfer of knowledge to the public and to our students. The best mode of transfer for public use may be through scholarly publication or public distribution.

However, in many instances, commercially promising results may not be utilized by the public unless industry invests in further technology and marketing research and development. To entice industry to make further investments in the results of the research, the commercialization function of the Office of Intellectual Property and Technology Transfer (OIPTT) and the Iowa State University Research Foundation (ISURF), Inc., may add value by protecting the results under intellectual property or proprietary protection laws.

### **Rights in Data**

With few exceptions, original data resulting from research activity are owned by the university, and the researcher is the steward and custodian of that data for the university. Data includes anything that results from the research. Examples are recorded information in any form, technical data, software code, flow charts, laboratory worksheets, memoranda, study protocols, DNA sequences, viruses, cell lines, plant germ plasm, etc. Both the university and the researcher are responsible for the retention, maintenance, and appropriate dissemination of the data. Research or other agreements may dictate what is done with this data.

Any exception to the ownership of data by the university is carefully scrutinized by the VPR for the potential effect on future research at the university, publications, and students. Any exception to ownership of data will be contained in the funding agreement. The Council on Governmental Relations (COGR) has published an article titled “Access to and Retention of Research Data: Rights and Responsibilities” that contains additional information and can be found on the [COGR website](#) under the Educational Materials tab.



Lab notebooks contain original data and should be maintained by researchers. Lab notebook best practices can be found on page 16 of the Intellectual Property Handbook, which is available on the [ISURF/OIPTT website](#).

Although the university may own the data, researchers have the right to publish the data. These rights may be limited by the funding agreement or may require a short delay if intellectual property protection is sought. If patent protection is obtained, the original data should be maintained for the life of the patent in the event the validity of the patent is challenged.

## **Intellectual Property and Tangible Research Materials**

Intellectual property and tangible research materials are natural outcomes of research activity. Intellectual property refers to the intangible results of creative thinking, such as inventions, literary and artistic works, software code, designs, certain business methods and processes, symbols, and trade names. Intellectual property laws protect these intangible results when certain criteria are met and convey certain ownership rights to the owner of the intellectual property.

Tangible research materials include biological materials, engineering drawings, computer software, integrated circuit chips, computer databases, prototype devices, circuit diagrams, equipment, and material composition over which one may exercise ownership or control. Tangible research materials may be subject to intellectual property rights.

Funding agreements may place obligations on the researcher and the university with regard to these intellectual properties and tangible research materials and will likely provide certain rights to the sponsor of the research. For example, the U.S. federal government always retains certain rights and places several obligations on the recipient of its funding. It is important that each PI read the funding agreement and understand the obligations and rights of the researcher and the sponsor. While it is not the researcher's responsibility to meet all of the obligations under the funding agreement, it is the researcher's obligation to report intellectual property to ISURF. Once intellectual property is reported, ISURF manages the obligations to the funding source on intellectual property.

## **Patents and Copyrights**

Patents and copyrights are the most common forms of intellectual property used to protect university research results.

### ***Patents***

A patent for an invention is a formal grant of a property right issued by the government of a country to the first inventor to file a patent application. The [United States Patent and Trademark Office](#) (USPTO) grants three types of patents: utility, design, and plant. The patent grant confers the right to exclude others from making, using, offering for sale, or selling the invention in the United States or importing the invention into the United States. Additional information about patents can be found [here](#).

### ***Copyrights***

Copyright refers to the body of laws that convey ownership in the expression of an original work of authorship at the time it is fixed in a tangible medium. No formalities are required in order to obtain copyright protection. Once a work of authorship is fixed in some form that can be communicated, U.S. copyright laws protect it. Copyright laws will cover your scholarly writings, software code, websites, photographs, music, drawings, and artistic works. With some limitations, the copyright laws give the copyright owner the right, and authorize others, to reproduce, distribute, perform, and display the work and to create derivatives of the work. More information on copyrights can be found [here](#).

## Disposition of Intellectual Property and Tangible Materials

### ***Who Owns?***

The university has appointed ISURF to hold the right and title to the university employee- and student-generated intellectual property resulting from university research activity and to manage those assets for the benefit of the university. This is accomplished through an assignment by the employee or student inventor or creator to ISURF. Assignment to ISURF of tangible research materials may also be required, particularly if protected by intellectual property. Policies that govern the ownership of intellectual property are the patent policy, the university-sponsored educational materials policy (copyright), and the copyright ownership and management of software policy. [Click here](#) for links to these policies.

ISU recognizes the long-standing practice of faculty and student ownership of copyright in traditional works of scholarship reflecting research and/or creativity, which, within the university, are considered as evidence of professional advancement or accomplishment. Specifically, traditional works of scholarship are journal articles, textbooks, monographs, plays, poems, musical compositions, visual arts and other works of artistic imagination, and works created by students in the course of their education, such as dissertations, papers, and articles.

Through the GoldSheet, researchers assign all intellectual property to ISURF. By virtue of reporting new intellectual property to ISURF via the [Intellectual Property Disclosure and Record \(IPDR\)](#), signatories confirm the assignment of any rights they may have in the intellectual property to ISURF. (Note that for patent applications, for software code, or as required under certain circumstances, additional assignment documents may be required.)

### ***Agreements with Others: Confidentiality, Material Transfer, Testing, Screening, Research, Options, Licenses***

During the course of your research, you may want to exchange information, materials, or rights to intellectual property with an outside source. Signing agreements to access or distribute information, materials, or intellectual property rights will likely place restrictions on their use and may reach through to the results of your research. These agreements protect the provider, set limits on the recipient's use of the materials or information to be transferred or rights granted, and delineate the rights and obligations of the parties to the agreement.

With a few exceptions, there are three offices at ISU that will review, approve, and sign these agreements:

1. ISURF—when the subject of the agreement is intellectual property disclosed or should be disclosed to OIPTT Commercialization Group/ISURF
2. OSPA/OIPTT Industry Contracts Team—when intellectual property has neither been disclosed nor should be disclosed to OIPTT Commercialization Group/ISURF
3. Purchasing—when there is no funded research activity

For material transfer and confidentiality agreements to be submitted to ISURF and OIPTT, use the [portal established for this process](#). Only ISURF can sign commercialization agreements for research-generated intellectual property. Sample agreements can be found on both the [ISURF/OIPTT](#) and [OSPA](#) websites.

## **Commercialization**

Technology commercialization is the process of making a product or service available to consumers. As a public institution, ISU is committed to transferring knowledge gained from research to the public to be used for the benefit of society. Transfer of this knowledge is most often accomplished through scholarly or extension



activities such as teaching, seminars, publications, or consulting. ([See Section 8.3.6 of the Faculty Handbook.](#))

In situations where a license (commercial) agreement is appropriate for third party distribution, or where intellectual property protection is available and necessary to maximize the public impact of the technology through industry commercialization, OIPTT Commercialization Group and ISURF provide the following services:

- Meet obligations under the funding agreement related to intellectual property
- Perform an intellectual property protection assessment
- Perform a technology commercialization assessment
- Market the technology
- Negotiate the licenses granting industry rights to the intellectual property for further research, product development, marketing, and commercialization
- Manage the patent or other protection activity
- Monitor the licenses for compliance

For more information, [click here](#).

### **When to Meet with OIPTT Commercialization Group**

As a general rule of thumb, an optimal time to meet with OIPTT commercialization staff in the development of intellectual property is several months prior to public disclosure, such as journal publications and conference presentations, non-confidential proposals, non-confidential meetings with potential funding sources, etc. Ideally, this meeting would occur before you submit the article to the journal for publication or to the conference for acceptance, as any publication may result in the loss of potential patent rights.

You may report your intellectual property or other innovation to ISURF via the intellectual property disclosure record form (IPDR), which is available on the [ISURF/OIPTT website](#)UH. A follow-up meeting will likely occur with one of our commercialization managers.

### **Technology and Commercialization Assessments**

After receiving the IPDR, OIPTT Commercialization Group first conducts an extensive review of the technologies that are reported to the office. A review is made of all documents (e.g., research agreements, material transfer agreements [MTAs], confidential disclosure agreements [CDAs], collaborative agreements, etc.) associated with the development of the technology. It is critical that OIPTT Commercialization Group and ISURF understand the full rights and obligations associated with the technology prior to making any patentable or commercial assessments.

Once the rights in the innovations are clarified, the commercialization managers will perform a patentability and market assessment and complete a commercialization assessment form. A summary of this assessment is shared with the inventor(s) and may involve a face-to-face meeting to discuss the findings further.

While it's fairly easy to recognize a copyright work because of its tangible form, the evidence is not so clear when a potentially patentable invention has been created. An invention is an idea in the mind of the inventor. This conceived idea must be shown to be useful through its implementation or embodiment in a tangible form, which is called "*reduction to practice.*"

Reduction to practice does not require a prototype—although a prototype may be the only way to reduce the conceived idea to practice—nor does it require showing that the invention will be commercially successful. However, reduction to practice is required in order to show that the idea is more than a theory.

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Reduction to practice does not require a prototype—although a prototype may be the only way to reduce the conceived idea to practice—nor does it require showing that the invention will be commercially successful. However, reduction to practice is required in order to show that the idea is more than a theory.

Researchers are encouraged to contact OIPTT Commercialization Group at any time with questions related to the intellectual property protection and commercialization process. [Click here for an overview of these procedures.](#)

### **Start-up Companies**

New business creation is encouraged to commercialize the new intellectual property. Some technologies are not necessarily suited for a new business and are better integrated into an existing business. Discussion about new business creation will be conducted with the inventor/author at the time an intellectual property disclosure form is submitted. [More information can be found here.](#)

### **Resources Available**

#### ***SBIR/STTR Assistance***

EDIR provides Small Business Innovation Research (SBIR) and/or Small Business Technology Transfer (STTR) assistance to any Iowa State University-based company, including companies located in the ISU Research Park, or eligible companies in the Cultivation Corridor. For more information, contact the Program Manager in EDIR, [kajohans@iastate.edu](mailto:kajohans@iastate.edu) or 515-294-3208.

#### ***Regents Innovation Fund***

As part of ISU's Proof-of-Concept Initiative (POCI), the Regents Innovation (RIF) program supports the development of ISU innovations with commercial potential. The RIF helps ISU technologies reach the marketplace, providing the foundation for new Iowa companies and facilitating the growth of existing Iowa companies. Projects require an industry partner that is providing either in-kind or cash match to the project. Funding of up to \$50,000 for projects up to 6 months in duration is available. Successful projects may receive an additional phase of funding (\$50,000 for six months). An RFP for RIF projects is typically issued in April or May; proposals are also accepted on an ad hoc basis pending the availability of funds. The grants program is supported by Iowa economic development appropriations to the Board of Regents.

#### ***CIRAS R&D Industrial Incentive Program***

The Center for Industrial Research and Service (CIRAS) manages the Industrial Incentive Program. ISU program funds are used to match company, industry foundation, or trade association funding to perform directed contract research (e.g., company specific) or non-directed research (e.g., consortia). Only Iowa companies qualify for these matching funds and a 1:1 company cash match is required. The research focus is typically in the areas of product development, process improvement, or manufacturing challenges. The ultimate goal is to help grow new or existing Iowa companies. The cost-share program is supported by Iowa economic development appropriations to ISU.

#### ***Pappajohn Center for Entrepreneurship***

Staff at the [Pappajohn Center for Entrepreneurship](#) is available to assist faculty considering commercializing technology into a business venture by providing market assessment and business development assistance. Staff will help you identify and utilize resources, research and analyze market opportunities, understand intellectual property issues related to the business, develop a business and funding plan, establish operations, and assemble a management team. Staff will also help you understand the wide range of alternatives to be evaluated such as form of business, methods of marketing, and sources of funds.

#### ***ISU Research Park***

The [ISU Research Park \(ISURP\)](#) provides a resource-rich environment for organizations with a science or technology focus. From custom build-out of research facilities to cutting-edge equipment to human capital, ISURP staff help connect businesses and researchers to what they need most. ISURP's relationship with Iowa State, as well as with the federal labs in the area,

allows you to gain access to a wealth of knowledge in a wide variety of fields. Whether you're looking for subject matter experts, building on third-party findings, or growing your enterprise with business tools, ISURP's resources are designed to enable discovery, protect your intellectual property, and help you continue on the path to success.

ISURP provides flexible workspace for science- and technology-based interests with office suites, single-use buildings, and build-to-suit lots. The ISURP campus also features technology and wet-lab incubators, testing labs, and resource centers dedicated to business success, all available on an as-needed basis. ISURP has a multitude of resources to assist entrepreneurs, start-ups, and large companies with everything from business plan creation, to securing financial backing, to marketing support, to navigating the state's financial assistance programs.

## Leaving the University

Most investigators complete multiple research projects throughout their careers. Usually, closing a project is as simple as writing the final technical report required by the funding agency, assuring that all project costs have been charged to the project account, and assuring that the research results are to be published in a suitable venue.

However, the process can be more involved when an investigator leaves the university, either because of retirement or relocation. The following checklist is designed to help assure the transition occurs smoothly:

- Talk with your department chair or unit supervisor several months in advance of your anticipated departure. He or she can help with the transition.
- Notify OSPA or OIPTT (for industry/commodity awards) if you are considering the transfer of awards to another institution. This normally requires discussions with your department chair or unit supervisor before the sponsor is contacted. The transfer of an award can be a lengthy process, so please notify OSPA or OIPTT several months in advance of your anticipated departure.
- If the project is not yet completed and you wish to continue as an ISU PI or co-PI, apply for collaborator status in your home department.
- If someone else will be taking over as PI, contact OSPA or OIPTT (for industry contracts) to request that the sponsor approve the transfer of the project to a new PI.
- If your work involves compliance committee approval(s), please contact the Office for Responsible Research for guidance. If the project(s) will continue at ISU, oversight should be formally transferred to a new ISU PI. Similarly, if you supervise students involved in ongoing human subjects research, IRB approval to transfer oversight to a new faculty supervisor is required. Completed projects should be formally closed.
- Remember that all equipment purchased on ISU funding belongs to ISU. In certain circumstances, investigators may be permitted to have their new institution purchase ISU-owned equipment. Equipment purchased on active awards may be permitted to transfer without cost. For further information, contact your department chair.
- Supplies and equipment purchased using PI incentive funds are considered ISU property. You will need to discuss the purchase of any items bought with ISU funds with your department chair.
- All data and reagents developed in your research belong to the university. While, in most cases, it is permissible to take these items or copies of the items with you, be sure to confirm this with your department chair or unit leader. In some instances, taking the only copies of valuable materials can seriously harm the research efforts of your ISU colleagues.

- If any innovative results have been disclosed to ISURF which you will need to use at your new location, or if you are uncertain if a disclosure should be submitted to ISURF prior to leaving ISU, please contact ISURF at 294-4740. ISURF can assist in arranging for rights for you to continue to use Background IP at another institution.
- If you created items of value that could be lost when you leave, such as reagents, culture collections, computer programs, etc., arrange for their deposition in an appropriate repository.
- If your projects are complete, contact SPA to close out your sponsored program accounts.
- If you have research materials, equipment, chemicals, culture collections, etc., that need to be disposed or transferred, follow the steps on the [Laboratory Check-out Form](#) and contact Environmental Health and Safety at 294-5359.

## Learning More

### Tips on Writing a Grant Proposal

#### ***Start Early***

- Successful grant writers plan months—even years—ahead of time.
- Plan to spend 2–3 months writing the proposal sections.
- Each fall, the VPR office posts a schedule of grant writing workshops for the coming academic year on the VPR’s website. Try to take advantage of these.
- Consider that the 2–3 weeks immediately prior to a funding deadline are often consumed with internal ISU office verification processes.

#### ***Request for Proposal Guidelines***

Read the complete RFP carefully and follow it exactly. Proposals are frequently eliminated *before* a first-round review simply on these matters. In some cases, electronic submission systems do not even permit the acceptance and transmission of proposals if they do not meet the formatting criteria. Look for templates that may be supplied before you start writing.

#### ***Contacting the Agency***

Questions of eligibility, project scope, and project suitability often arise when reading RFPs, and these questions frequently warrant a phone call or email to an agency. If the agency handles sponsored funding that would be processed through OSPA, then it is your responsibility to contact the program officer directly. If, however, the funding agency is a private donor, company, or foundation, then the responsibility of first contact falls with the ISU Foundation. If you are unclear which path your chosen funding opportunity would take, please contact your dean’s office or OSPA for clarification.

#### ***Letters of Inquiry***

From the university’s point of view, letters of inquiry are treated similarly to grant proposal applications if they mention a budget; that is, they *must* be submitted either through OSPA, using the internal GoldSheet system, or through the ISU Foundation. If however, the letter of inquiry only mentions a single ball park *estimate*, then a GoldSheet is not needed at this time. The important thing to keep in mind is that the letter of inquiry must not commit you, as the PI, your project, or the institution to *anything*—this is simply an inquiry stage.

#### ***Write for Your Audience***

Unless it is clear that your proposal will be reviewed by peers in your own discipline, write for a more general audience. Many larger funding opportunities are open to a number of disciplines, and review committees are likely to include reviewers or program officers who are not familiar with your discipline, the jargon used within it, or special terminology and acronyms. As you write, keep asking yourself, “Who is my audience?” and “Will this be clear to a non-specialist reader?”

### ***Proposal Revision***

Understand that the first draft will need revision. Allow enough time to step away from the proposal writing process and to return later with renewed energy and a fresh outlook. Be prepared to ask colleagues to read and suggest revisions on the draft—forewarn them so that they are not caught by surprise.

### ***Letters of Support or Collaboration***

If letters of support or collaboration are required, review the application materials to determine who may write on your behalf and confirm their availability early. Letters of support or collaboration are frequently due at the same time as your application. Be sure to notify the individuals who will write on your behalf *well ahead of time* and provide them with all of the necessary agency contact information, delivery instructions (if they are to be submitted separately from the proposal), and the date by which the letter must be received.

### ***The Budget***

Create a draft budget early on and plan to rework it several times before completion. Budgets take time to create; they cannot be a last-minute addition to the proposal. Budgets often influence the direction of the narrative/project description text. Consider that any lapse in detail, unrealistic cost estimates, and budget padding may result in your proposal not being funded. Your budget narrative, if required, should succinctly justify the need for funds in each category. For industry funded projects, consider providing the corporate sponsor with a “loaded” budget, which is an abbreviated form of a budget that includes the full F&A charges within related line items instead of a separate budget line item for F&A at the bottom of the budget.

### ***Your CV***

Remember that your credentials are an integral part of the application. Update your full *curriculum vitae (CV)*. Some RFPs require a condensed version of the CV. Prepare this early according to the guidelines.

### ***Deadlines***

Check deadlines carefully. Know that they are not negotiable—you must meet the agency’s and all internal ISU office deadlines.

## **Resources Provided by Funding Agencies**

- [List of internal funding opportunities](#)
- [Comprehensive list of external funding opportunities](#)