Research Administration Advisory Council (RAAC)
Monday, March 17, 2014, 3:00-4:30 pm
School of Information
Ehrlicher Room (3100) at North Quadrangle

Meeting Minutes

The Research Administration Advisory Council (RAAC) meeting was held on March 17, 2014, 3:00-4:30 pm at North Quadrangle.

The meeting was called to order at 3:02 pm by Daryl Weinert

1. Introductions of Members and Guests

2. Update: ITS (Cathy Handyside)
   - eResearch Proposal Management—The 3/31 system update will have the ability to create a cloned version of an UFA. Cloning function will work differently than it does for PAFs, so pay attention. Will have access to any UFAs you are listed on as personnel or user on.
   - eResearch Regulatory Management—Conflict Of Interest reporting. For new IRB applications or for new people added through the amendment process, instead of the ten (10) COI questions that are asked today, only one question will be asked regarding COI “Is this project you are working on related to any of your outside interests?” If yes, it will check for a disclosure in M-Inform, if no, one will have to be completed. This goes into effect April 14, 2014.

3. Update: Sponsored Programs (Debbie Talley)
   - A133 audit is almost completed.
   - AST update—Accounts Receivable, which includes Sponsored Billing, is moving to shared services this summer.
   - Research volume is down 9% at end of February, 2014 from February, 2013 year; the majority is from Federal funds. The number of awards is actually up, but the average amount of an award is down.

4. Update: ORSP (Daryl Weinert/Craig Reynolds)
   - Minor issue previously shared at RAN: we updated the test for off-campus research to make that consistent with the definition that is used across campus. If 50% or more of personnel effort is expended at an off-site location than it is considered off campus research.
• External audit costs: more frequently we are seeing sponsors requesting a project specific audit. Problem is the cost of audits. UM cannot absorb that cost. New SOP states that if an audit is required, plan for a cost of about $20K. If sponsor will not accept this cost, ORSP will negotiate with the sponsor, or the school/college/unit can pay for it out of his or her own pocket.
  ➢ Question: are there particular sponsors that are requesting these audits? It would be good to know from a Foundations perspective.

• Do you have needs related to eRPM functionality? The first place to go is the ITS Helpdesk. In addition, requests related to data, should also go first to ITS Helpdesk. It’s important for tracking that those requests be routed through ITS.
  ➢ Feedback is that some would be thrilled if data questions first go to schools/colleges, as they would like to know what they are asking for and what’s going on.

Streamlined Award Acceptance SOP: This is for accepting awards in which the budget has been changed by 20% or more, or if there has been a change to the IDC, or a change to the cost-sharing commitment. Now whenever you have a proposal where there multiple schools or colleges participating in that funded project, before we accept the award, we will now only require that the Department/PI that is serving as the administrative home of that project will post a comment to accept the award on behalf of entire project team. This went into effect March 1. If you are the administrative home of the project, you are responsible to reach out to your partners in the other schools/colleges to be sure they are aware of the new award changes or conditions.

Revised IDC policy will go into affect 5/1/14. The revision has been vetted very thoroughly. This change delegates much of the responsibility down to schools/colleges. What that means is that an SOP must be written within the schools/colleges for their policy re: approving or denying IDC waivers, documenting denial or approval. Questions about IDC rates will be deferred to schools/colleges. Additionally, on 5/1 will be changing the IDC rate that is listed for the public to see. The IDC published for non-profits will no longer be 20%, but will be the same as it is for federal sponsors. This is in keeping with other Big 10 school’s practices. IDC SPG has been updated with minor modifications, as well. The Uniform Guidance info has been updated, as well.

eRPM 3/31 update, we will start using the Post-award Change Request Form. Training is coming for this. This is one form for all post award changes regardless of sponsor type. The form is essentially a replacement for the FDP form. The new form explains how to fill it out and who needs to approve, etc. The form will be attached to “Request ORSP Action”. We are moving away from the “Post a Comment” field in eRPM, because these can easily be lost. Please use “Request ORSP Action”.

➢ Question: when will schools/colleges/units see the form? When will we stop accepting requests that are not accepted on the new form?

There has not been any training at this point, so this is a soft role-out. This begs the question of if there is a better way to do releases in eRPM, so that training can take place beforehand. Cathy Handyside noted that the changes are now coming more often from ORSP rather than from ITS, so that may mean changes in the role-out process.
The form itself is not electronic, it is a PDF and must be attached. System responses will be more accurate. The form will be posted on the ORSP website. Moving to this functionality for many processes. This will be consistent across the staff. May eventually make this an electronic function.

Daryl Weinert commented that three themes have emerged:
1. Consistency in processes at ORSP.
2. Starting to clarify roles and responsibilities within ORSP as well as between ORSP and school/colleges.
3. Cleaning up the eRPM system a bit—consistent nomenclature, making responses logical and intuitive.

Training—Amanda Coulter is taking on the role of Training Manager at 60% appointment. Amanda is on site T-W-Th.

5. Presentation: Business Engagement Center (Stella Wixom)
See attached PowerPoint presentation.
The Business Engagement Center (BEC) was founded in 2007, based on a successful program at the College of Engineering. BEC broadens our relationships with business and promotes economic development. BEC is the single point of contact with faculty, students, licensing, and philanthropy.

6. Presentation: Foundation Relations (Maureen Martin)
See attached PowerPoint presentation.

7. Future Meetings: [4:25 – 4:30]
   • Volunteers to host a future meeting?
   • Robin Rasor will present on Tech Transfer at a future meeting
   • Need a July host and a September host. Let Yvonne Sturt know if you are interested.

   Adjournment
Daryl Weinert adjourned the meeting at 4:33 pm

Minutes submitted by Lisa Kiel

RAAC Meeting Dates
   • April 22, 2014, 3:00-4:30 pm (Peggy Westrick hosting - LSA Conference Room 2001)
   • May 21, 2014, 3:00-4:30 pm (Terry Van Allen hosting - UM-Flint location)
   • ***Cancelled*** June 24, 2014
   • July 15, 2014, 3:00 – 4:30 pm (TBD)
   • ***Cancelled*** August 2014
   • September 16, 2014, 3:00-4:30 pm (TBD)
   • October 21, 2014, 3:00-4:30 pm (TBD)
   • November 18, 2014, 3:00-4:30 pm (TBD)
   • ***Cancelled*** December 16, 2014
RAAC Executive Committee Dates (all meetings held at: 1025 Wolverine Tower)

- Thursday, April 17, 2014, 3:30-5:00 pm
- Thursday, May 15, 2014, 3:30-5:00 pm
- Tuesday, June 10, 2014, 3:30-5:00 pm
- Tuesday, July 8, 2014, 3:30-5:00 pm
- ***Cancelled*** August 2014
- Tuesday, September 9, 2014, 3:30-5:00 pm
- Tuesday, October 14, 2014, 3:30-5:00 pm
- Tuesday, November 11, 2014, 3:30-5:00 pm
- Tuesday, December 9, 2014, 3:30-5:00 pm
<table>
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<tr>
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<th>Research</th>
<th>License</th>
<th>Educate</th>
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Connecting at Michigan

RAAC Presentation
“Partner or perish: the University of Michigan is committed to playing a leading role in enhancing the economic vitality of our region and our nation.”

–President Mary Sue Coleman

“The University of Michigan leadership team has been hard at work finding new ways to forge these partnerships, to generate a culture of risk, and to make education and investment in entrepreneurship a priority.”

–Former Vice President for Research, Stephen Forrest

“The Business Engagement Center provides business leaders with a convenient “front door” to the University, allowing them to discover all the ways they can become engaged with U-M.”

–Vice President for Development, Jerry May
BEC: Serving Our Clients

- **Connect:** Industry needs with U-M assets
- **Integrate:** U-M functions to fundamentally improve partnerships with industry
- **Promote:** Economic development
- **Maximize:** Engagement…on all levels
The Business Engagement Center facilitates **industry relationships** with a broad spectrum of University of Michigan resources:
What This Really Means

A Single Interface to Assist Companies With:

- Student recruiting
- Student design projects/team projects
- Joint research projects
- Faculty consulting
- Strategic philanthropy
- Technology utilization/commercialization
- Professional development
- Utilizing lab space/facilities
- Speaking opportunities
- Advisory board participation
- Vendor relationships
Organizational Structure

Vice President Development

Stella Wixom
Executive Director

Vice President Research

Business Development

Susan Shields
Senior Director

Nell Dority
Director

John McLaughlin
Associate Director

Umesh Patel
Senior Director

*Amy Klinke
Associate Director

Nick Miller
Associate Director

Marketing & Administration

Laura Dickey
Sr. Administrative Assistant

Elizabeth Sickler
Sr. Data Analyst

TBD
Receptionist

Amanda Holdsworth
Marketing & Comm Mgr.

Katherine Peery
Administrative Assistant

Helena Hernandez
Temp

Partner Corporate Relations Offices:
• College of Engineering
• Medical School
• Ross School of Business
• U-M Dearborn
• U-M Flint

*Amy Klinke has a split appointment with the Center for Entrepreneurship
A Matrix of Connections

1,200+ Companies

BEC Relationship Managers

30 Community Organizations

42 U-M Units

University of Michigan Medical School
Liaison Assignments

- Alumni Association (McLaughlin)
- Architecture & Urban Planning (Dority)
- Art & Design (Miller)
- Athletics (Wixom)
- Business (Shields)
- Business & Finance - EVP/CFO (Wixom)
- Center for the Education of Women (Dority)
- Center for Entrepreneurship (Klinke)
- Clements Library (Dority)
- Dentistry (McLaughlin)
- Detroit Center (Dority)
- Education (Miller)
- Engineering (Patel)
- Erb Institute (Shields)
- Graham Sustainability Institute (Shields)
- Information (Klinke)
- Institute for Social Research (Wixom)
- Institute for Research on Labor Employment and the Economy (Klinke)
- Kinesiology (Dority)
- Law (Dority)
- Libraries (Dority)

- Life Sciences Institute (Patel)
- Literature, Science, and the Arts (Wixom)
- Matthaei Botanical Gardens (Shields)
- Medicine (Patel)
- Michigan Energy Institute (Patel)
- Michigan Public Media (Miller)
- Museum of Art (Shields)
- Music, Theatre, & Dance (McLaughlin)
- Natural Resources & Environment (Shields)
- Nursing (McLaughlin)
- Pharmacy (Miller)
- Procurement (Wixom)
- Public Health (Miller)
- Public Policy (Dority)
- Rackham School of Graduate Studies (Miller)
- Social Work (Klinke)
- Student Affairs (Wixom)
- Tauber Institute for Global Operations (Shields)
- U-M Dearborn (Dority)
- U-M Flint (Wixom)
- U-M Transportation Research Institute (Patel)
- University Musical Society (McLaughlin)
- Zell Lurie Institute (Klinke)
FY 2013 Metrics

Corporate Research
$73M
14%

Corporate Philanthropy
$30M
3%

Campus Visits
700+
Corporate Research Expenditures
FY2012 – FYTD2014

FYTD 2014 Metrics

<table>
<thead>
<tr>
<th>Month</th>
<th>FY2012</th>
<th>FY2013</th>
<th>FYTD2014</th>
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<td>$5,859,700</td>
<td>$6,263,020</td>
<td>$4,969,016</td>
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<td>August</td>
<td>$12,184,99</td>
<td>$12,380,21</td>
<td>$11,448,51</td>
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<td>September</td>
<td>$17,036,24</td>
<td>$17,651,76</td>
<td>$15,986,10</td>
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<td>October</td>
<td>$22,005,79</td>
<td>$22,654,46</td>
<td>$21,320,33</td>
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<td>November</td>
<td>$26,620,93</td>
<td>$28,857,78</td>
<td>$25,896,12</td>
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<td>December</td>
<td>$32,129,82</td>
<td>$34,668,70</td>
<td>$32,096,33</td>
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<td>January</td>
<td>$37,169,65</td>
<td>$40,247,86</td>
<td>$37,520,30</td>
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<td>February</td>
<td>$42,756,79</td>
<td>$45,426,70</td>
<td>$41,734,56</td>
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<td>March</td>
<td>$47,770,87</td>
<td>$50,497,34</td>
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<td>April</td>
<td>$52,920,11</td>
<td>$59,610,60</td>
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<tr>
<td>May</td>
<td>$58,051,65</td>
<td>$65,944,38</td>
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<tr>
<td>June</td>
<td>$64,420,30</td>
<td>$73,542,02</td>
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Communications Tools
Microsoft: $5.7M Lifetime Impact

- Strategic leadership connections:
  - Peter Lee, Corporate VP and Head of Microsoft Research (B.S. ‘82, M.S. ‘82, Ph.D. ‘87)
  - Mary Snapp, Corporate VP and Deputy General Counsel, Microsoft Products & Services (J.D. ‘84)
- Strong recruiting results (#’s are from 2012-13):
  - 19 full-time hires from Ross School of Business
  - 44 full-time hires from College of Engineering
- Planned gift solicitations:
  - Sponsorship of new lecture series on Law and Cyber Security ($50K)
  - Investments in Detroit Social Venture Fund ($15K)
  - Support for MReach Summer Academy in Detroit ($15K)
  - M-Cubed ($75K)
- Recent activity:
  - Hosted Microsoft alumni event in Seattle with Steve Kamm (December 2013)
Michigan Economic Development Corporation (MEDC)  
$1.8M over 2 years

A statewide network of Michigan research universities connecting academia and industry. The Michigan Corporate Relations Network (MCRN) is a collaboration between six of Michigan’s leading research universities. MCRN bridges the gap between academia and industry by connecting businesses to university resources that support innovative research and growth in Michigan’s economy.

www.michigancrn.org
Michigan State University
Michigan Tech University
University of Michigan
University of Michigan-Dearborn
Wayne State University
Western Michigan University

MCRN is the first statewide university business engagement network in the country.

MCRN universities contribute 98% of academic research and intellectual property in Michigan.
What MCRN Offers Industry

- Michigan Corporate Relations Network Offices
- Small Company Innovation Program (SCIP)
- Small Company Internship Award (SCIA)
- Instant Innovation Program
- University library resources for small companies and entrepreneurs (MITS)
- Faculty Expertise Portal

www.michiganocrn.org
Contact your BEC liaison if you or your faculty member(s) need help with a company engagement.

- **Examples:**
  - A company would like a broader visit agenda while on campus that goes beyond a faculty member’s lab;
  - A company would like to consider developing a Master Research Agreement (MRA) with U-M;
  - A faculty member wants to know if U-M has anything already going on with a certain company, or if we already have a contact within that company;
  - A researcher is developing a large center proposal and needs industrial letters of interest or support;
  - A company is interested in recruiting your students.
QUESTIONS?

um-bec@umich.edu
bec.umich.edu
877.647.1000

Facebook: facebook.com/uofmbec
Twitter: @uofmbec
YouTube: youtube.com/uofmbec

Stella Wixom
stwixom@umich.edu
734.615.6915
Foundation Funding at Michigan

Maureen Martin
Executive Director, Foundation Relations & Program Initiatives
Office of University Development
Agenda –

1. What is the ‘foundation universe’ at Michigan

2. Who are our best prospects and donors?

3. The intersections between research administration and foundation relations

4. Benchmarking – our problem statement

5. Achieving volume: services for faculty and research administrators
research expenditures 2012 = $1.274B

- Federal: 62.4% ($795M)
- Corporate: 3.4% ($42.8M)
- Associations & Others: 2.6% ($33M)
- Internal Support: 30% ($29.8M)
- Foundations: 1.8% ($22.6M)

U-M Office of Research
contributed income 2013 - $360.7M

- Living Individuals: 69% - $250.9M
- Foundations: 14% - $50.8M
- Corporations: 5% - $16.9M
- Realized Bequests: 8% - $29.7M
- Associations and Others: 4% - $13.1M
How do we manage the gift/grant issue?

Corporate Or Foundation Or NGO Support

Research Administration, ORSP, BEC, FR

Development, FR, BEC, OGC, ORSP

Other OTT, BEC, External Relations

Fee for Service or Contract Research

Sponsored Project or Research Grant or Research Gift

Outright Gift

Matching Gift

Engineering Continuing Professional Education

Ross School Executive Education

Licensing Royalties

Units, Programs, Initiatives
Foundation Giving at U-M FY12 & FY13

<table>
<thead>
<tr>
<th>Category</th>
<th>FY2012</th>
<th>FY2013</th>
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<tbody>
<tr>
<td>Institute for Social Research</td>
<td>$8,380,736</td>
<td>$6,065,233</td>
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<td>Public Health</td>
<td>$7,453,403</td>
<td>$5,694,711</td>
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<td>Lit., Sci. &amp; Arts</td>
<td>$2,0069,329</td>
<td>$5,310,776</td>
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<tr>
<td>Medical</td>
<td>$17,127,480</td>
<td>$18,879,554</td>
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<tr>
<td>Other</td>
<td>$11,308,721</td>
<td>$11,670,366</td>
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</table>

Total Gifts FY2012: $17,127,480 (36%)  
Total Gifts FY2013: $18,879,554 (37%)
Who leads?

Bill & Melinda Gates Foundation - Seattle
Assets: $37 Billion, Giving: $2.5 Billion

Ford Foundation – New York
Assets: $10.4 Billion, Giving: $427 Million

Robert Wood Johnson Foundation – Princeton
Assets: $9.9 Billion, Giving: $359 Million

W.K. Kellogg Foundation – Battle Creek
Assets: $7.7 Billion, Giving: $291 Million

William & Flora Hewlett Foundation – Menlo Park
Assets: $7.4 Billion, Giving: $359 Million
### National Leaders

<table>
<thead>
<tr>
<th>Foundation</th>
<th>Assets</th>
<th>Giving</th>
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<tbody>
<tr>
<td>Bill &amp; Melinda Gates Foundation - Seattle</td>
<td>$37 Billion</td>
<td>$2.5 Billion</td>
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<tr>
<td>Ford Foundation - New York</td>
<td>$10.4 Billion</td>
<td>$427 Million</td>
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<td>Robert Wood Johnson Foundation - Princeton</td>
<td>$9.9 Billion</td>
<td>$359 Million</td>
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<td>$7.7 Billion</td>
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<td>William &amp; Flora Hewlett Foundation - Menlo Park</td>
<td>$7.4 Billion</td>
<td>$359 Million</td>
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### Michigan Leaders

<table>
<thead>
<tr>
<th>Foundation</th>
<th>Lifetime Giving</th>
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<tr>
<td>Robert Wood Johnson Foundation</td>
<td>$122,560,514</td>
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<td>W.K. Kellogg Foundation</td>
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<td>Charles Stewart Mott Foundation</td>
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<td>Andrew W. Mellon Foundation</td>
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<tr>
<td>Ford Foundation</td>
<td>$56,063,378</td>
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<tr>
<td>Bill &amp; Melinda Gates Foundation</td>
<td>$29,381,982</td>
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The Life Cycle of a Foundation Grant

**START**
Formulate the Idea
Think about the scope and population served

**Identify Potential Funding**
Opportunities
Contacting a Foundation
Managed Foundations

**Proposal & Budget Development**
Contact ORSP (or Research Admin)
Grantwriter’s Toolkit
Budgets & Procedures
Grant Attachments

**Proposal Processing**

**ORSP Review and Signatures**

**ORSP Submits Proposal**

**Foundation’s Decision (Good Luck!)**

**Award Acceptance**

**If Declined, Contact Foundation Relations to Rework Approach**

**Project Closeout**
Grant Reports
Grant Extensions
Budget Reallocations

**YOUR WORK**

**PEERRS and Other Approvals**

**THE LIFE CYCLE OF A FOUNDATION GRANT**

**ORSP – Life Cycle of a Sponsored Project**

**Med – Research Project Route Map**
How do we intersect with Research Admins

We connect to each other whenever faculty members are aiming at foundations – to the degree that strategy, key messaging, or relationship support is sought.

We can help to secure provost or presidential signatures or support for faculty proposals.

Foundation Relations can and does offer Research Admins support on understanding foundation requirements and providing boilerplate and attachments.

Foundation Relations can help in negotiating sticky wickets with foundations.

Foundation Relations supports and advises OVPR and Med Research, where appropriate, on foundation culture and limited submissions.

Research admins could bring us in for presentations on the role(s) of foundations and associations in funding research.
Benchmarking: peak performers have more foundation grants

(FY10 Professional Foundation Giving from VSE data)
The Crux of It: Foundations & Indirects

Foundations do not provide the 55.5% indirect cost rate that federal sponsors can.

Foundation IDC rates vary from ZERO to 10 to 20 percent. About half the time, zero.

BUT, as many key admins know, foundation budgeting rules can be more flexible than federal rules: we can build some costs into the direct budget that federal sponsors call indirect.

MORE INFORMATION ON FOUNDATIONS.UMICH.EDU
**Foundation Relations**

**Executive Director**
Maureen Martin

**Associate Director**
Donna Lartigue

**Assistant Director**
Joseph Sutkowi

**Senior Development Assistant**
Suzanne Leidel

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**Schools, Colleges and Units**

<table>
<thead>
<tr>
<th>Foundation Relations</th>
<th>Schools, Colleges and Units</th>
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<tr>
<td>College of LSA</td>
<td>College of Engineering</td>
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<td>Maureen Burns</td>
<td>Donna Lartigue</td>
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<td>School of Public Health</td>
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<td>Maureen Martin</td>
<td>Donna Lartigue</td>
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<td>Executive Director</td>
<td>College of Engineering</td>
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<td>Foundation Relations and Program Initiatives</td>
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<td>TBD</td>
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<tr>
<td>Wayne McCullough</td>
<td>Lisa Murray</td>
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<tr>
<td>Institute for Social Research</td>
<td>University Musical Society</td>
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<tr>
<td>TBD</td>
<td>Ellen Han</td>
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<tr>
<td>School of Natural Resources &amp; Environment</td>
<td>Michigan Radio</td>
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<td>TBD</td>
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<tr>
<td>Joe Piffaretti</td>
<td>Colleen Sherman</td>
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<td>Greg Witbeck</td>
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<td>UMHS</td>
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<tr>
<td>Rebeccia Pettengill</td>
<td>Ann Serra</td>
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<tr>
<td>U-M Flint</td>
<td>U-M Dearborn</td>
</tr>
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Click for Contact Information
Foundation Relations Services

Introduce and engage University leadership in foundation relationships across campuses

Help deans and faculty think strategically about foundation support within units

Assist in prospect identification, for faculty, deans, development officers and research administrators

Translate the language of foundations for researchers, and vice versa. Help to articulate the potential goals for the relationship.

Support the development of proposals, gift agreements and grant letters

Convene campus conversations around themes of interest to foundations

NOTE: FR is not a replacement for the Office of Research and Sponsored Projects (ORSP, formerly DRDA) or departmental key administrators
Contact Information & Questions

Maureen Martin – martinms@umich.edu
Joseph Sutkowi – sutkowi@umich.edu
Donna Lartigue – lartigue@umich.edu

What can we answer for you?