



Grants and Contracts Accountability Report

February 2012

Eight Months—FY2012

(\$ in thousands)

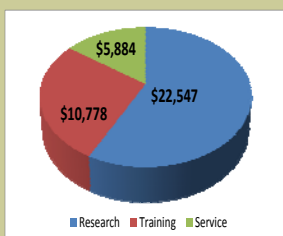
Top 10 PIs (based on YTD2012 revenue):

Dr. A.K. Wutoh = \$2,682
 Dr. C. A. Porter = \$1,851
 Dr. T. Mellman = \$1,491
 Dr. H. Scott = \$1,489
 Dr. V. Morris = \$1,422
 Dr. W. Frederick = \$1,046
 Dr. R.E. Taylor = \$1,028
 Dr. R. R. Jenkins = \$1,015
 Dr. E. Joseph = \$1,010
 Dr. R. D. Green = \$965
**Total = \$13,999 -
 36% of Revenue**

Top 10 Sponsors (based on YTD12 revenue):

Dept of HHS = \$6,318
 NIH = \$5,475
 NSF = \$3,619
 DC Gov = \$3,034
 Dept of Ed = \$2,884
 Dept of State = \$1,489
 Family Health Int'l = \$1,463
 NOAA = \$1,411
 G'town Univ = \$1,293
 NASA Hdquarters = \$1,089
**Total = \$28,075 -
 72% of Revenue**

YTD REVENUE BY TYPE



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Revenue and Profitability Analysis

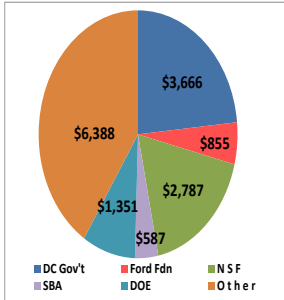
(\$ in thousands)	FY2009	FY2010	FY2011	FY2012		
				YTD	Plan	% of Plan
Research	\$ 36,454	\$ 34,580	\$ 37,530	\$ 22,547	\$ 36,729	61%
Training	15,860	17,471	18,659	10,778	16,343	66%
Service	7,983	9,141	5,233	5,884	7,928	74%
Total Revenue	60,297	61,192	61,422	39,209	61,000	64%
Incremental Direct Costs ^(a)	(25,933)	(27,115)	(26,010)	(17,021)	(25,537)	67%
Cost of Research Administration	(3,000)	(3,000)	(3,700)	(2,000)	(4,000)	50%
Contribution Profit to Howard	\$ 31,364	\$ 31,077	\$ 31,712	\$ 20,188	\$ 31,463	64%
Direct Costs Billed to Sponsors	\$ 51,866	\$ 54,230	\$ 52,019	\$ 34,041	\$ 49,073	69%
Indirect Cost Recovery from Sponsors	8,431	6,962	9,403	5,168	11,927	43%
Indirect cost recovery as a % of direct costs	16%	13%	18%	15%	24%	(9%)
Contribution profit as % of revenue	52%	51%	52%	51%	52%	(0%)
Submissions:						
Number (#)	431	416	447	286	440	65%
Amount (\$)	\$ 168,245	\$ 108,175	\$ 118,922	\$ 68,375	\$ 125,000	55%
Awards:						
New (#)	107	122	140	94	160	59%
Amount (\$)	\$ 19,973	\$ 21,389	\$ 23,755	\$ 19,615	\$ 28,000	70%
Continuations (#)	116	140	126	88	145	61%
Amount (\$)	\$ 35,229	\$ 36,888	\$ 32,682	\$ 23,465	\$ 39,000	60%
TOTAL #	223	262	266	182	305	60%
TOTAL \$	\$ 55,202	\$ 58,277	\$ 56,437	\$ 43,080	\$ 67,000	64%
Win Rate - # ^(b)	NA	61%	62%	41%	68%	NA
Win Rate - \$ ^(b)	NA	35%	34%	36%	56%	NA
Cash collected	\$ 52,716	\$ 66,648	\$ 64,448	\$ 43,494	\$ 65,000	67%

- (a) The total of costs to: 1) third parties (vendors, sub-recipients, students, participants in training courses, etc.); 2) staff who would not be employed except for a specific project; and 3) "backfill" costs for investigators release time from normal duties. All other costs would have been incurred with or without grant and contract revenue.
- (b) Awards as a percentage of prior year submissions.

Highlights

- ◇ G&C revenue for January and February is higher than the first-half monthly average. However, year-to-date revenue is behind Plan and prior year attributable to lower billables under the COM CTSA and COAS seasonality.
- ◇ New awards are trailing behind Plan but ahead of prior year. Backlog is being worked aggressively to secure entitled revenue in FY2012—a \$9m opportunity relative to normal performance (see Page 2 for backlog analysis).
- ◇ Total direct costs have averaged about 87% of revenue, which is consistent with the prior year. Since about half represent incremental costs, the contribution margin (new revenue less new costs) for Howard is about 50%.
- ◇ Howard's contracts are mostly "cost-plus with a cap" - requiring accurate time reporting and regular monitoring of profitability to satisfy contract and accounting requirements.
- ◇ Howard's approved Federal indirect cost recovery rate is 48% of direct costs—however that rate is almost never achieved as direct costs often absorb much of the revenue cap. In addition, most all training and service contracts specify lower indirect cost recovery rates. The Federal rate is up for re-set this fiscal year.
- ◇ Cost of administration is tracking \$1m below budget and \$0.7m better than last year.

Receivables by Sponsor



Backlog Run-Off



Administrative Performance Metrics YTD2012

Submissions

- 1) Proposals processed = 286
- 2) Proposals received from PI to allow required 5-day review period: = 139
- 3) Missed Sponsor deadline = 1

Awards

- 1) Awards Processed = 182
 - In less than 5 days = 150
 - From 6 to 15 days = 5
 - Greater than 15 days = 2
- 2) PI/ sponsor documentation and/ or system delays = 25

Contract Management

- 1) Missed deadlines:
 - Sponsor Invoices = 50%
 - Financial Reports = 10%
- 2) Activity Rate of Compliance
 - Position Requests = 53%
 - Major Purchases = NA—data offline this month—should be back on line next month
- 3) Legal Review = 31

Asset and Backlog Analysis

(\$ in thousands)	Dec 2010	Mar 2011	June 2011	Sept 2011	Dec 2011	Jan 2012	Feb 2012	\$ Change*
Receivables	\$ 20,389	\$ 17,933	\$ 19,822	\$ 25,524	\$ 17,294	\$ 16,972	\$ 15,634	\$ (1,660)
Deferred Revenue	\$ 3,272	\$ 2,837	\$ 4,573	\$ 4,397	\$ 2,981	\$ 2,960	\$ 2,496	\$ (485)
Revenue Backlog	\$ 68,000	\$ 60,000	\$ 54,000	\$ 59,000	\$ 64,000	\$ 60,000	\$ 58,000	\$ (6,000)

* Dollar change from most recent quarter.

- ◇ Receivables represent 30% and 27% of annualized revenue at June 2011 and February 2012, respectively. The receivable balance has decreased by more than \$4.0m from the prior year-end due to enhancements in billing procedures.
- ◇ Major unpaid amounts are from sponsors DC Government, NSF, Dept. of Energy, Ford Foundation, Small Business Administration and numerous other sponsors with less than \$1m.
- ◇ Deferred revenue represents cash received but not yet earned—primarily for operating support over the ensuing year from the Dept of Defense, Genetech, Corporation for Public Broadcasting, Boeing, Kaiser Family Foundation and other foundations.

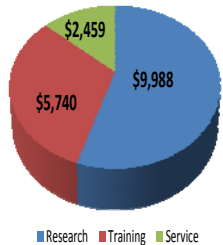
Research Administrative Services—Highlights for the Period

- ◇ **Sponsor Meetings** — We continue to meet with sponsors on a regular basis to ensure that we are managing our agreements to expectation. In addition, the RAS team was selected and participated in Charles Babbage Institute/University of Minnesota Study of National Science Foundation’s (NSF’s) Fastlane system.
- ◇ **Staff Development** —The RAS team continues to host collaborative meetings with the various Schools and Colleges to discuss progress on their projects. They met with the College of Nursing and Allied Health to discuss grants funded by Center for Disease Control and with the Graduate School to discuss projects funded by NASA and NOAA. The team presented at the Spring Semester New Faculty Orientation as an introduction to Research Administration and they participated in a campus-wide initiative to respond to USAID Higher Education RFA.
- ◇ **Cash Collections**—YTD collections amount to \$43m, ahead of Plan and on-target to meet our cash collection goal for the fiscal year. This is a direct result of improvements in invoicing.
- ◇ **Certification Training**—We continue to conduct the Sponsored Research Certification workshop series for faculty and staff to ensure researchers are certified. Please contact Dana Hector to learn more about these training opportunities.
- ◇ **Electronic Proposal Routing** —The Electronic Signature Approval and Processing (“ESAP”) tool has been fully launched to facilitate electronic routing and signature approval to support the proposal process. **All proposal submissions are required to be submitted electronically going forward** through this new tool.
- ◇ **Effort Reporting System Implementation**—In June 2011, we began planning for the implementation of the new Effort Reporting system with Oracle Solution. The system is designed to automate the effort reporting process and ensure that the University remains in compliance with OMB Circular A-21. In February, we rolled-out the system and are currently certifying effort for the first half of the year. Certifications are due by March 29th and we must achieve 100% compliance. Please look for Research Alerts detailing training session location/dates.

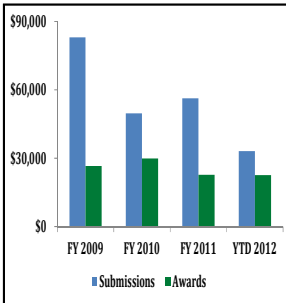
YTD2012 Revenue by Top Sponsors

Sponsor	Amount
NSF	\$3,615
Dept of Ed	2,884
DC Gov't	1,623
Dept of State	1,489
NOAA	1,411

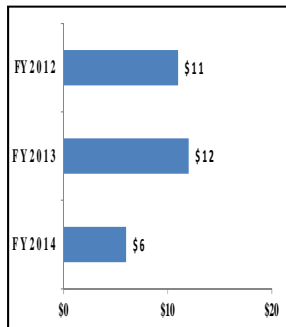
YTD2012 Revenue Mix



Submissions/Awards



Backlog Run-Off



With YTD revenue at 20.4m, Academic Affairs is on track to meet Plan.

Academic Affairs

(\$ in thousands)	FY2009	FY2010	FY2011	FY2012		
				YTD	Plan	% of Plan
School/College:						
College of Arts and Sciences	\$ 2,393	\$ 7,661	\$ 10,010	\$ 5,678	\$ 10,000	57%
School of Business	873	1,475	612	771	500	154%
School of Communications	369	678	434	279	500	56%
School of Divinity	4	16	18	2	20	10%
Graduate School	8,982	6,012	3,517	1,402	4,000	35%
School of Education	1,865	2,943	2,313	1,300	2,000	65%
College of Engineering Architecture and Computer Sciences	5,048	5,902	6,162	5,014	6,000	84%
School of Law	248	216	225	76	100	76%
School of Social Work	114	376	104	476	100	476%
Office of the Provost ^(c)	11,194	5,297	7,182	5,460	7,780	70%
Total Revenue by School/College	\$ 31,090	\$ 30,576	\$ 30,577	\$ 20,458	\$ 31,000	66%
Type of Grant:						
Research	\$ 15,257	\$ 17,347	\$ 16,316	\$ 11,189	\$ 16,000	70%
Training	10,120	8,794	10,986	6,504	9,000	72%
Service	5,711	4,435	3,275	2,765	6,000	46%
Total Revenue by Type	31,088	30,576	30,577	20,458	31,000	66%
Incremental Direct Costs ^(a)	(14,065)	(13,969)	(13,795)	(9,169)	(12,000)	76%
Cost of Research Administration	(1,500)	(1,500)	(1,850)	(1,000)	(2,000)	50%
Contribution Profit to Howard	\$ 15,523	\$ 15,108	\$ 14,932	\$ 10,289	\$ 17,000	61%
Direct Costs Billed to Sponsors	\$ 28,130	\$ 27,937	\$ 27,589	\$ 18,338	\$ 24,000	76%
Indirect Cost Recovery from Sponsors	2,959	2,639	2,988	2,120	4,000	53%
Indirect cost recovery as a % of direct costs	11%	9%	11%	12%	17%	5%
Contribution profit as % of revenue	50%	49%	49%	50%	55%	5%
Submissions:						
Number (#)	212	239	242	166	250	66%
Amount (\$)	\$ 83,054	\$ 49,741	\$ 56,291	\$ 33,163	\$ 60,000	55%
Awards:						
New (#)	76	81	79	48	85	56%
Amount (\$)	\$ 13,960	\$ 12,072	\$ 11,326	\$ 10,917	\$ 10,000	109%
Continuations (#)	69	81	69	52	75	69%
Amount (\$)	\$ 12,612	\$ 17,788	\$ 11,432	\$ 11,702	\$ 13,000	90%
TOTAL #	145	162	148	100	160	63%
TOTAL \$	\$ 26,572	\$ 29,860	\$ 22,758	\$ 22,619	\$ 23,000	98%
Win Rate - # ^(b)	NA	76%	70%	41%	50%	NA
Win Rate - \$ ^(b)	NA	36%	27%	40%	50%	NA
Cash collected	\$ 21,131	\$ 35,717	\$ 35,324	\$ 21,423	\$ 33,000	65%

(a)(b) See page 1 for definition. (c) includes contracts that support WHUT and federal work study.

Top Awards Year-to-Date

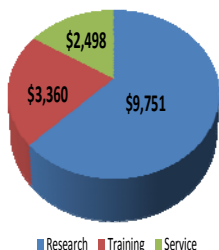
◇ G&C awards total 100 for YTD2012. Below are the top 10 major projects:

TOP 10 NEW AWARDS		
Project Description	Principal Investigator	Amount
NOAA Center for Atmospheric Sciences	Vernon Morris	\$ 2,625
Charles B. Rangel Foreign Affairs Fellowship and Summer Enrichment Program	Harold Scott	2,006
CREST Nanoscale Analytical Sciences Research and Education Center	James Mitchell	2,000
Extracting Social Meaning From Linguistics Structures in African Languages	Mohamed Chouikha	1,678
Washington/Baltimore/Hampton Roads/LSAMP	S. Ribeau, C. Lee	941
Community Service Grant	Luma Haj	932
Pathways of Blocks and Hispanics in Engineering Education	Lorraine Fleming	917
Pre'Indergarten Enhancement and Expansion Prgm	Rodney Green	900
Beltsville Center for Climate System Observation	Everette Joseph	802
Office of Small Business Development Center Calendar Year 2012 Continuation	Darrell Brown	625

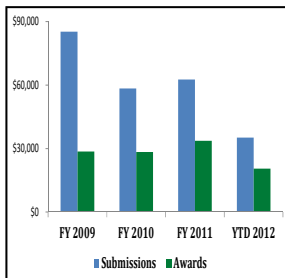
YTD2012 Revenue by Top Sponsors

Sponsor	Amount
Dept of HHS	\$6,050
NIH	5,054
Family Health Int'l	1,463
DC Government	1,412
G'town University	1,293

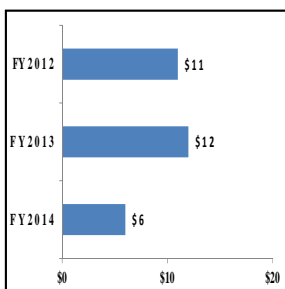
YTD2012 Revenue Mix



Submissions/Awards



Backlog Run-Off



With YTD revenue at \$18.8m, Health Sciences is notably behind Plan.

Health Sciences

(\$ in thousands)	FY2009	FY2010	FY2011	FY2012		
				YTD	Plan	% of Plan
Schools/Colleges:						
College of Dentistry	\$ 1,330	\$ 979	\$ 1,708	\$ 1,154	\$ 1,751	66%
College of Medicine	23,071	21,912	21,623	11,683	21,941	53%
College of Pharmacy	NA	NA	NA	3,105	3,500	89%
College of Nursing and Allied Health Sciences	4,806	7,724	7,514	2,809	2,808	100%
Total Revenue by Schools/Colleges	\$ 29,207	\$ 30,615	\$ 30,845	\$ 18,751	\$ 30,000	63%
Type of Grant:						
Research	\$ 21,197	\$ 17,233	\$ 21,214	\$ 11,358	\$ 20,729	NA
Training	5,895	9,013	7,673	4,274	7,343	NA
Service	2,115	4,369	1,958	3,119	1,928	NA
Total Revenue by Type	29,207	30,615	30,845	18,751	30,000	63%
Incremental Direct Costs ^(a)	(11,868)	(12,804)	(12,216)	(7,852)	(11,537)	68%
Cost of Research Administration	(1,500)	(1,500)	(1,850)	(1,000)	(2,000)	50%
Contribution Profit to Howard	\$ 15,839	\$ 16,311	\$ 16,779	\$ 9,899	\$ 16,463	60%
Direct Costs Billed to Sponsors	\$ 23,736	\$ 25,608	\$ 24,430	\$ 15,703	\$ 23,073	68%
Indirect Cost Recovery from Sponsors	5,471	5,007	6,415	3,048	6,927	44%
Indirect cost recovery as a % of direct costs	23%	20%	26%	19%	30%	11%
Contribution profit as % of revenue	54%	53%	54%	53%	55%	2%
Submissions:						
Number (#)	219	177	205	120	190	63%
Amount (\$)	\$ 85,191	\$ 58,435	\$ 62,631	\$ 35,212	\$ 65,000	54%
Awards:						
New (#)	31	41	61	46	75	61%
Amount (\$)	\$ 6,013	\$ 9,317	\$ 12,429	\$ 8,698	\$ 18,000	48%
Continuations (#)	47	59	57	36	70	51%
Amount (\$)	\$ 22,617	\$ 19,101	\$ 21,250	\$ 11,763	\$ 26,000	45%
TOTAL #	78	100	118	82	145	57%
TOTAL \$	\$ 28,630	\$ 28,418	\$ 33,679	\$ 20,461	\$ 44,000	47%
Win Rate - # ^(b)	NA	46%	54%	40%	91%	NA
Win Rate - \$ ^(b)	NA	33%	40%	33%	83%	NA
Cash collected	\$ 31,585	\$ 30,931	\$ 29,124	\$ 22,071	\$ 32,000	69%

(a)(b) See page 1 for definition.

Top Awards Year-To-Date

◇ G&C awards total 82 for YTD2012. Below are the top 10 major projects:

TOP 10 NEW AWARDS		
Project Description	Principal Investigator	Amount
HIV Care and Treatment - Malawi	Carol Porter	\$ 3,550
G'town-HU Center for Clinical Translational Science	T.Mellman/T.Obisesan	1,277
Centers of Excellence at Howard University	Anthony Wutoh	1,072
General Pediatric and Public Health Dentistry and Dental Hygiene	George Thomas	951
Health Career Opportunity Program	Robert Taylor	738
Global Epigenetic Changes May Underlie Ethnic Differences and Susceptibility to Prostate Cancer	Bernard Kwabi-Addo	724
Scholarships for Disadvantaged Students	Mary Hill	654
Computational Biology, Bioinformatics ,Imaging & Proteomics Research RCMI	William Southerland	646
AETC National Multicultural Center	Goulda Downer	540
Surveillance of HIV Positive Pre-ARTS Persons by HU in Parntership with SANAC	Anthony Wutoh	484