

**BOARD OF REGENTS**  
**EASTERN MICHIGAN UNIVERSITY**

**RECOMMENDATION**  
**FINANCE AND INVESTMENT COMMITTEE**

**SECTION: 15**

**DATE:**  
November 1, 2016

**ACTION REQUESTED**

It is recommended that the Board of Regents receive and place on file the minutes from the June 21, 2016 Finance and Investment Committee meeting and the Working Agenda for the November 1, 2016 meeting.

**STAFF SUMMARY**

June 21, 2016 Meeting Agenda

Agenda items include the following recommendations

- FY16-17 Tuition and Fees Recommendation
- Capital Expenditures (Co-Generation, ECM Projects, Loop 1)
- Debt Refinancing
- Dining Services
- FY16-17 General Fund Operating Budget Recommendation
- FY16-17 Auxiliary Fund Operating Budget Recommendation
- Operating Agreement Between EMU and EMU Foundation
- Emeritus Staff Awards

November 1, 2016 Meeting Agenda

Agenda items

- Financial Statements FY16
- Increasing Research at EMU
- Financial Aid Authorization
- Bond Financing
- HIPAA Policy
- Emeritus Staff Awards

**FISCAL IMPLICATIONS**

None

**ADMINISTRATIVE RECOMMENDATION**

The proposed Board action has been reviewed and is recommended for Board approval.

  
University Executive Officer

November 1, 2016  
Date

**BOARD OF REGENTS**  
**Eastern Michigan University**  
201 Welch Hall  
(734) 487-2410

**FINANCE and INVESTMENT COMMITTEE**

Tuesday, November 1, 2016

11:00 a.m.

**REGULAR AGENDA**

- Minutes from June 21, 2016
- November 1, 2016 Finance and Investment Committee Agenda
- Increasing Research at EMU
- Financial Statements FY16
- Financial Aid Authorization
- Bond Financing
- HIPAA Policy
- Emeritus Staff Awards

Eastern Michigan University  
**Finance and Investment Committee**  
**Meeting Minutes**  
**June 21, 2016**

The meeting was called to order by Regent Beth Fitzsimmons at 11:00 a.m.

A motion was made, seconded and approved to accept the minutes from the April 22, 2016 Finance and Investment Committee meeting.

The agenda includes (8) items.

**Section 23: Recommendation: FY16-17 Tuition and Fees Recommendation**

It is recommended that the Board of Regents approve a composite 4.1% increase in tuition and required fees for the 2016-2017 academic year based upon the State's guidelines on tuition restraint. The calculated average cost for FY17 is \$12,120 compared to \$11,638 for FY16. It is also recommended that all non-resident students entering in the Fall 2016 be charged at the in-state (Michigan) tuition rate. Current non-resident students will continue to pay the current tuition rates, but will not see an increase to their Academic Year 2016-17 tuition rate.

It is also recommended that the Board of Regents approve an increase of between 5.5% and 5.7% in tuition for graduate and doctoral classes depending on residency, with no increase in Mandatory fees, resulting in an increase of between 5.1% and 5.3%.

**Section 24: Recommendation: Capital Expenditures (Co-Generation, ECM Projects, Loop1)**

It is recommended that the Board of Regents approve the following supplemental FY 2017 capital project expenditures:

- Demolition of current and installation of a new Co-Generation unit, to include a 7.8MW turbine within the existing structure of the Heating Plant. The estimated cost of the project is \$19,600,000.
- Replacement of the Loop 1 electrical distribution grid. The estimated cost of the project is \$7,500,000.
- Phase 2 of the Energy Conservation Measures (ECM) project. The estimated cost of Phase 2 is \$3,400,000.

Total supplemental capital projects - \$30,500,000.

**Section 25: Recommendation: Debt Financing**

It is recommended that the Board of Regents approve the attached resolution authorizing a line of credit and declaring official intent to issue tax-exempt bonds to finance and refinance these expenditures and providing for other related matters.

**Section 26: Recommendation: Dining Services**

Recommended that the Board of Regents authorize the President to execute an agreement for the University to contract with Compass Group North America – Chartwells Higher Education (Chartwells) to provide residential, retail, and catering food services. The agreement is for a ten (10) year term, commencing July 1, 2016.

**Section 27: Recommendation: FY16-17 General Fund Operating Budget Recommendation**

It is recommended that the Board of Regents approve the University's General Fund operating expenditure budget of \$312.3 million for the 2016-17 fiscal year.

**Section 28: Recommendation: FY16-17 Auxiliary Fund Operating Budget Recommendation**

It is recommended that the Board of Regents approve the University's Auxiliary Fund net operating expenditure budget totaling \$58.5 million for the 2016-2017 fiscal year.

**Section 29: Recommendation: Operating Agreement between EMU and EMU Foundation**

It is recommended that the Board of Regents approve a five-year extension of the Agreement between Eastern Michigan University (EMU) and The Eastern Michigan University Foundation (Foundation).

**Section 4: Recommendation: Emeritus Staff Status**

It is recommended that the Board of Regents grant Emeritus Staff Status to One (1) staff member: George Boyce, Police Officer, Public Safety, who retired on April 23, 2016.

The meeting was adjourned at 11:26 p.m.

Respectfully submitted,  
Jada Wester  
Executive Assistant to the  
Chief Financial Officer



## + INTRODUCTION

The purpose of today's presentation is to provide you with an update of our activities to increase research during:

- Metrics
- Accounting of Research Expenditures
- CoRE Fellowship Program

## + MISSION

EMU enriches lives in a supportive, intellectually dynamic and diverse community. **Our dedicated faculty balance teaching and research to prepare students with relevant skills and real world awareness.** We are an institution of opportunity where students learn in and beyond the classroom to benefit the local and global communities.

## + 2013-2014 UNIVERSITY STRATEGIC PLAN

University Strategic Themes: High Performing Academic Programs and Quality Research

- **Goal 2:** Increase research to attract external funding and improve student education, with a focus on graduate education
- **Objective 2.3:** Systematically address staffing and infrastructure costs of scholarship (lab equipment, data curation, library costs)

## + FY2017 1<sup>st</sup> Quarter Progress-Awards

### Total Awards

| Awards      | FY2017 |             | FY2016 |             | +/- |             |
|-------------|--------|-------------|--------|-------------|-----|-------------|
|             | No.    | Value       | No.    | Value       | No. | Value       |
| Grand Total | 44     | \$6,211,388 | 35     | \$4,072,275 | 9   | \$2,139,113 |

- FY2017 Goal = \$14.4M, (\$3.6M quarterly)

## + FY2017 1<sup>st</sup> Quarter Progress-Awards

### Activity Type

| Award by Activity         | FY2017 |             | FY2016 |             | +/- |             |
|---------------------------|--------|-------------|--------|-------------|-----|-------------|
|                           | No.    | Value       | No.    | Value       | No. | Value       |
| • Faculty/Student Support | 2      | \$366,547   | 4      | \$441,207   | (2) | \$(74,660)  |
| • Instruction             | 5      | 519,994     | 3      | 710,833     | 2   | (190,839)   |
| • Research                | 11     | 1,152,343   | 4      | 314,933     | 7   | 837,410     |
| • Service                 | 24     | 4,139,004   | 22     | 2,600,302   | 2   | 1,538,702   |
| • Training                | 2      | 33,500      | 2      | 5,000       | -   | 28,500      |
| Grand Total               | 44     | \$6,211,388 | 35     | \$4,072,275 | 9   | \$2,139,113 |

- Research Awards are up
- Public Service remains high

## + FY2017 1<sup>st</sup> Quarter Progress-Awards

### Sponsor Type

| Awards by Sponsor Type  | FY2017    |                    | FY2016    |                    | +/-      |                    |
|-------------------------|-----------|--------------------|-----------|--------------------|----------|--------------------|
|                         | No.       | Value              | No.       | Value              | No.      | Value              |
| • College or University | 2         | \$44,879           | 1         | \$6,000            | 1        | \$38,879           |
| • Federal               | 18        | 5,295,402          | 26        | 3,989,073          | (8)      | 1,306,329          |
| • Foundation            | 1         | 99,645             | 3         | 20,400             | (2)      | 79,245             |
| • In-State Govt         | 8         | 401,642            | 2         | 5,000              | 6        | 396,642            |
| • Industry              | 3         | 117,207            |           |                    | 3        | 117,207            |
| • Local Govt            | 4         | 34,258             | 2         | 4,500              | 2        | 29,758             |
| • Other Non-Profit Org  | 8         | 218,355            | 1         | 47,302             | 7        | 171,053            |
| <b>Grand Total</b>      | <b>44</b> | <b>\$6,211,388</b> | <b>35</b> | <b>\$4,072,275</b> | <b>9</b> | <b>\$2,139,113</b> |

- Federal number is down but the dollar amount is higher

## + FY2017 1<sup>st</sup> Quarter Progress-Awards

### Avg. IDC Rate by Activity Type

| IDC by Activity Type                 | FY2017      | FY2016      | +/-         |
|--------------------------------------|-------------|-------------|-------------|
| • Faculty/Student Support            | 2.8%        | 1.5%        | 1.3%        |
| • Instruction                        | 3.8%        | 3.5%        | 0.3%        |
| • Research                           | 30.2%       | 31.8%       | -1.6%       |
| • Service                            | 5.3%        | 4.9%        | 0.4%        |
| • Training                           | 12.6%       | 13.0%       | -0.4%       |
| <b>Weighted Average of IDC Rates</b> | <b>9.2%</b> | <b>5.8%</b> | <b>3.4%</b> |

- Weighted Average of IDC rates is up



## + FY2017 1<sup>st</sup> Quarter Progress-Proposals

### Total Proposals

| Proposals   | FY2017 |              | FY2016 |             | +/- |              |
|-------------|--------|--------------|--------|-------------|-----|--------------|
|             | No.    | Value        | No.    | Value       | No. | Value        |
| Grand Total | 38     | \$23,336,133 | 30     | \$3,326,997 | 8   | \$20,009,136 |

- FY2017 Goal =243, or 60 proposals per quarter

## + FY2017 1<sup>st</sup> Quarter Progress-Proposals

### Proposals by Activity Type

| Proposals by Activity Type | No. | Value        | No. | Value       | No. | Value        |
|----------------------------|-----|--------------|-----|-------------|-----|--------------|
| • Faculty/Student Support  | 4   | \$26,810     | 6   | \$70,400    | (2) | \$(43,590)   |
| • Instruction              | 5   | 915,368      | 2   | 158,000     | 3   | 757,368      |
| • Research                 | 13  | 2,704,531    | 8   | 1,310,077   | 5   | 1,394,454    |
| • Service*                 | 16  | 19,689,424   | 14  | 1,788,520   | 2   | 17,900,904   |
| • Training                 | -   | -            | -   | -           | -   | -            |
| Grand Total                | 38  | \$23,336,133 | 30  | \$3,326,997 | 8   | \$20,009,136 |

- Research Proposals are up
- \*Public Service remains high because of the singular proposal; Russ Olwell is capable of being competitive with grants of this size

## + FY2017 1<sup>st</sup> Quarter Progress-Proposals

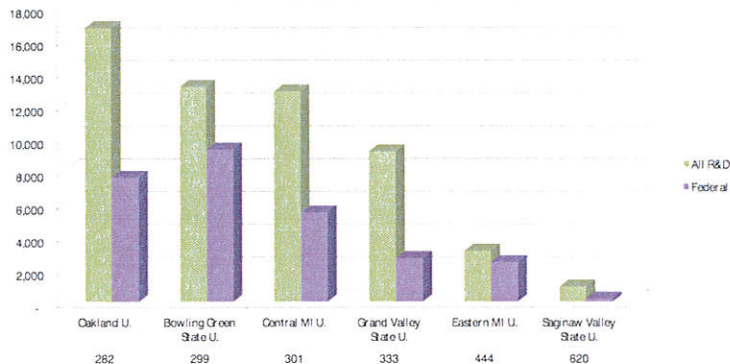
### Proposals by Sponsor Type

| Proposal by Sponsor Type | FY2017    |                     | FY2016    |                    | +/-      |                     |
|--------------------------|-----------|---------------------|-----------|--------------------|----------|---------------------|
|                          | No.       | Value               | No.       | Value              | No.      | Value               |
| College or University    | 2         | \$710,657           | 3         | \$539,569          | (1)      | \$171,088           |
| Federal                  | 12        | 21,186,558          | 5         | 1,236,008          | 7        | 19,950,550          |
| Foundation               | 8         | 517,751             | 7         | 433,900            | 1        | 83,851              |
| In-State Govt            | 5         | 319,545             | 5         | 806,303            | -        | (486,758)           |
| Industry                 | 1         | 10,371              | 1         | 22,000             | -        | (11,629)            |
| Local Govt               | 6         | 568,751             | 6         | 248,134            | -        | 320,617             |
| Other Non-Profit Org     | 4         | 22,500              | 3         | 41,083             | 1        | (18,583)            |
| <b>Grand Total</b>       | <b>38</b> | <b>\$23,336,133</b> | <b>30</b> | <b>\$3,326,997</b> | <b>8</b> | <b>\$20,009,136</b> |

■ Federal is up significantly

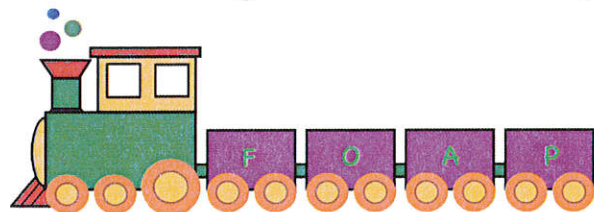
## + Accounting for Research Expenditures

**Goal:** Increase research expenditures so we are in line with our peers



Source: FY2013 NSF Higher Education Research and Development Survey

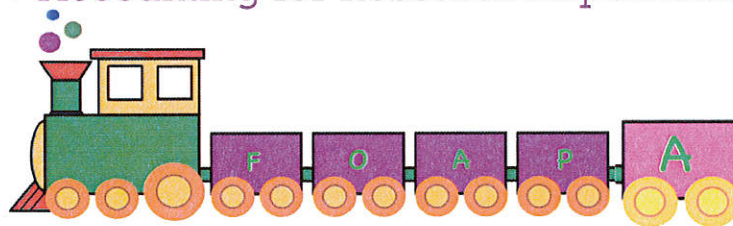
## + Accounting for Research Expenditures



The Banner Train:

- Fund
- Organization
- Account
- Program

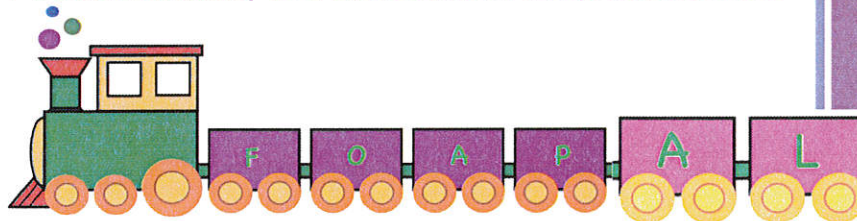
## + Accounting for Research Expenditures



The Banner Train:

- Fund
- Organization
- Account
- Program
- Activity

## + Accounting for Research Expenditures



The Banner Train:

- Fund
- Organization
- Account
- Program
- Activity
- Location

## + CoRE Fellowship Program Update

### CoRE: Culture of Research Excellence Fellowship Program

Launched in cooperation between ORDA and College Deans:

- 10 faculty
- 10-week structured seminar
- Three workshops
- Follow-on writing circles
- Meetings with a program officers in D.C.
- Goal: 10 proposals by the end of Fall 2016
- Together with the colleges, we are sponsoring a second round this year

## + Incoming Faculty

Goal: To meet with all new faculty Fall semester

Observations:

- Overall, very strong research backgrounds
- Two brought grants with them
- One has already submitted a proposal
- Another is preparing a proposal now for submission this month
- A third is now exploring a proposal idea with with the funder
- One faculty member has IP

## + CONCLUSIONS

We are encouraged:

- First quarter numbers of FY2017 mostly on track
- Portion of sponsored research activity is increasing
- B&F has partnered with ORDA to account for internal research expenditures
- ORDA research development activities are assisting faculty in developing strong proposal writing skills
- New faculty are research ready and well positioned for success

| <b>Summary of Awards</b>                      |               |                         |             |
|---|---------------|-------------------------|-------------|
| <b>July 1 - September 30</b>                  |               | <b>FY2017 v. FY2016</b> |             |
| <b>Avg. IDC Rate by Activity Type</b>         | <b>FY2017</b> | <b>FY2016</b>           | <b>+/-</b>  |
| Faculty/Student Support                       | 2.8%          | 1.5%                    | 1.3%        |
| Instruction: Curriculum/Course Development    | 8.0%          | 5.4%                    | 2.7%        |
| Instruction: Institutional Improvement/Reform | -0.4%         | 1.7%                    | -2.1%       |
| Public Service: Community                     | 3.7%          | 2.8%                    | 0.9%        |
| Public Service: K-12 Education                | 6.8%          | 6.9%                    | -0.1%       |
| Research: Applied                             | 26.7%         | 16.6%                   | 10.1%       |
| Research: Basic                               | 33.7%         | 47.0%                   | -13.3%      |
| Training: Community                           | 12.6%         | N/A                     |             |
| Training: Corporate                           | N/A           | 13.0%                   |             |
| <b>Weighted Average of Total Award Value</b>  | <b>9.2%</b>   | <b>5.8%</b>             | <b>3.4%</b> |

**Summary of Awards**

July 1 - September 30

FY2017 v. FY2016

| <b>Awards By College</b>  | <b>FY2017</b> |                  | <b>FY2016</b> |                  | <b>+/-</b> |                  |
|---|---------------|------------------|---------------|------------------|------------|------------------|
| College of Arts and Sciences                                      | 10            | 1,354,005        | 10            | 954,721          | -          | 399,284          |
| College of Business   | -             | -                | 2             | 5,000            | (2)        | (5,000)          |
| College of Education  | 4             | 78,000           | 1             | 2,000            | 3          | 76,000           |
| College of Health and Human Services                              | 6             | 549,702          | 3             | 430,307          | 3          | 119,395          |
| College of Technology   | 6             | 861,064          | 8             | 280,000          | (2)        | 581,064          |
| Graduate Studies and Research                                     | -             | -                | 1             | 220,000          | (1)        | (220,000)        |
| Institute for the Study of Children,<br>Families, and Communities | 6             | 2,704,926        | 8             | 2,031,000        | (2)        | 673,926          |
| Provost's Office  | 10            | 409,140          | 1             | 47,302           | 9          | 361,838          |
| Student Affairs   | 1             | 101,946          | 1             | 101,945          | -          | 1                |
| WEMU  | 1             | 152,605          | -             | -                | 1          | 152,605          |
| <b>Total</b>  | <b>44</b>     | <b>6,211,388</b> | <b>35</b>     | <b>4,072,275</b> | <b>9</b>   | <b>2,139,113</b> |
| <b>Awards by Activity Type</b>                                    |               |                  |               |                  |            |                  |
|   | <b>FY2017</b> |                  | <b>FY2016</b> |                  | <b>+/-</b> |                  |
| Faculty/Student Support   | 2             | 366,547          | 4             | 441,207          | (2)        | (74,660)         |
| Instruction: Curriculum/Course<br>Development                     | 2             | 33,000           | 3             | 710,833          | (1)        | (677,833)        |
| Instruction: Institutional<br>Improvement/Reform                  | 3             | 486,994          | -             | -                | 3          | 486,994          |
| Research: Applied   | 5             | 737,709          | 3             | 282,464          | 2          | 455,245          |
| Research: Basic   | 6             | 414,634          | 1             | 32,469           | 5          | 382,165          |
| Public Service: Community   | 6             | 275,789          | -             | -                | 6          | 275,789          |
| Public Service: K-12  | 18            | 3,863,215        | 22            | 2,600,302        | (4)        | 1,262,913        |
| Training: Community   | 2             | 33,500           | -             | -                | 2          | 33,500           |
| Training: Corporate   | -             | -                | 2             | 5,000            | (2)        | (5,000)          |
| <b>Total</b>  | <b>44</b>     | <b>6,211,388</b> | <b>35</b>     | <b>4,072,275</b> | <b>9</b>   | <b>2,139,113</b> |
| <b>Awards by Proposal Type</b>                                    |               |                  |               |                  |            |                  |
|   | <b>FY2017</b> |                  | <b>FY2016</b> |                  | <b>+/-</b> |                  |
| New Proposal  | 23            | 2,102,009        | 13            | 444,349          | 10         | 1,657,660        |
| Non-Competing Continuation/Progress<br>Report                     | 12            | 3,844,069        | 20            | 3,611,526        | (8)        | 232,543          |
| Recurring Contract  | 5             | 69,881           | 2             | 16,400           | 3          | 53,481           |
| Renewal (competitive)   | 3             | 205,000          | -             | -                | 3          | 205,000          |
| Resubmission or Amendment   | 1             | (9,571)          | -             | -                | 1          | (9,571)          |
| <b>Total</b>  | <b>44</b>     | <b>6,211,388</b> | <b>35</b>     | <b>4,072,275</b> | <b>9</b>   | <b>2,139,113</b> |
| <b>Awards by Sponsor Type</b>                                     |               |                  |               |                  |            |                  |
|   | <b>FY2017</b> |                  | <b>FY2016</b> |                  | <b>+/-</b> |                  |
| College or University   | 2             | 44,879           | 1             | 6,000            | 1          | 38,879           |
| Federal   | 18            | 5,295,402        | 26            | 3,989,073        | (8)        | 1,306,329        |
| Foundation  | 1             | 99,645           | 3             | 20,400           | (2)        | 79,245           |
| In-State Govt   | 8             | 401,642          | 2             | 5,000            | 6          | 396,642          |
| Industry  | 3             | 117,207          | -             | -                | 3          | 117,207          |
| Local Govt  | 4             | 34,258           | 2             | 4,500            | 2          | 29,758           |
| Other Non-Profit Org  | 8             | 218,355          | 1             | 47,302           | 7          | 171,053          |
| <b>Total</b>  | <b>44</b>     | <b>6,211,388</b> | <b>35</b>     | <b>4,072,275</b> | <b>9</b>   | <b>2,139,113</b> |

| <b>Summary of Proposals</b>                                    |               | <b>FY2017 v. FY2016</b> |               |                  |              |                   |
|--|---------------|-------------------------|---------------|------------------|--------------|-------------------|
| <b>July 1 - September 30</b>                                   |               |                         |               |                  |              |                   |
| <b>Proposals By College</b>                                    | <b>FY2017</b> |                         | <b>FY2016</b> |                  | <b>"+/-"</b> |                   |
| College of Arts and Sciences                                   | 14            | 2,180,040               | 11            | 879,770          | 3            | 1,300,270         |
| College of Business  | 3             | 778,820                 | 1             | 484,500          | 2            | 294,320           |
| College of Education   | 4             | 564,092                 | 1             | 26,000           | 3            | 538,092           |
| College of Health and Human Services                           | 2             | 139,161                 | 3             | 680,343          | (1)          | (541,182)         |
| College of Technology  | -             | -                       | 1             | 16,000           | (1)          | (16,000)          |
| Graduate Studies and Research                                  | 1             | 464,939                 | 1             | 461,707          | -            | 3,232             |
| Institute for the Study of Children, Families, and Communities | 4             | 18,516,561              | 2             | 371,000          | 2            | 18,145,561        |
| Provost's Office   | 10            | 692,520                 | 9             | 215,902          | 1            | 476,618           |
| Student Affairs  | -             | -                       | 1             | 191,775          | (1)          | (191,775)         |
| WEMU   | -             | -                       | -             | -                | -            | -                 |
| <b>Total</b>   | <b>38</b>     | <b>23,336,133</b>       | <b>30</b>     | <b>3,326,997</b> | <b>8</b>     | <b>20,009,136</b> |
| <b>Summary by Activity Type</b>                                | <b>FY2017</b> |                         | <b>FY2016</b> |                  | <b>"+/-"</b> |                   |
| Faculty/Student Support  | 4             | 26,810                  | 6             | 70,400           | (2)          | (43,590)          |
| Instruction: Curriculum/Course Development                     | 1             | 100,000                 | 1             | 28,000           | -            | 72,000            |
| Instruction: Institutional Improvement/Reform                  | 4             | 815,368                 | 1             | 130,000          | 3            | 685,368           |
| Research: Applied  | 6             | 637,447                 | -             | -                | 6            | 637,447           |
| Research: Basic  | 5             | 1,402,131               | 7             | 848,370          | (2)          | 553,761           |
| Research: Equipment and Infrastructure                         | 2             | 664,953                 | 1             | 461,707          | 1            | 203,246           |
| Public Service: Community                                      | 8             | 19,287,535              | 6             | 1,514,443        | 2            | 17,773,092        |
| Public Service: K-12   | 8             | 401,889                 | 8             | 274,077          | -            | 127,812           |
| Training: Community  | -             | -                       | -             | -                | -            | -                 |
| Training: Corporate  | -             | -                       | -             | -                | -            | -                 |
| <b>Total</b>   | <b>38</b>     | <b>23,336,133</b>       | <b>30</b>     | <b>3,326,997</b> | <b>8</b>     | <b>20,009,136</b> |
| <b>Summary by Proposal Type</b>                                | <b>FY2017</b> |                         | <b>FY2016</b> |                  | <b>"+/-"</b> |                   |
| New Proposal   | 25            | 20,978,563              | 25            | 2,774,457        | -            | 18,204,106        |
| Non-Competing Continuation/Progress Report                     | 6             | 1,099,712               | 1             | 15,000           | 5            | 1,084,712         |
| Recurring Contract   | 4             | 640,899                 | 3             | 521,540          | 1            | 119,359           |
| Renewal (competitive)  | 1             | 147,594                 | -             | -                | -            | 147,594           |
| Resubmission or Amendment                                      | 1             | 464,939                 | -             | -                | 1            | 464,939           |
| Supplement   | 1             | 4,426                   | 1             | 16,000           | -            | (11,574)          |
| <b>Total</b>   | <b>38</b>     | <b>23,336,133</b>       | <b>30</b>     | <b>3,326,997</b> | <b>8</b>     | <b>20,009,136</b> |
| <b>Summary by Sponsor Type</b>                                 | <b>FY2017</b> |                         | <b>FY2016</b> |                  | <b>"+/-"</b> |                   |
| College or University  | 2             | 710,657                 | 3             | 539,569          | (1)          | 171,088           |
| Federal  | 12            | 21,186,558              | 5             | 1,236,008        | 7            | 19,950,550        |
| Foundation   | 8             | 517,751                 | 7             | 433,900          | 1            | 83,851            |
| In-State Govt  | 5             | 319,545                 | 5             | 806,303          | -            | (486,758)         |
| Industry   | 1             | 10,371                  | 1             | 22,000           | -            | (11,629)          |
| Local Govt   | 6             | 568,751                 | 6             | 248,134          | -            | 320,617           |
| Other Non-Profit Org   | 4             | 22,500                  | 3             | 41,083           | 1            | (18,583)          |
| <b>Total</b>   | <b>38</b>     | <b>23,336,133</b>       | <b>30</b>     | <b>3,326,997</b> | <b>8</b>     | <b>20,009,136</b> |

\*First quarter proposals include Prominse Neighborhoods proposal to U.S. Department of Education for \$18.4 million. Proposal value is up \$1.5 million when excluding this one proposal.