

**Section 1.1**

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**Why Write Proposals and Why Contract  
Through Chico State Enterprises?**

***Why write proposals?***

The answer to the question, “Why write proposals?” is simple: proposal writing is a process through which you can develop professionally in ways that are otherwise unavailable to you at California State University, Chico. The benefits you can derive from successful grant development work include

- Assigned time from classroom, committee, or other duties to pursue scholarly interests
- Travel money to attend professional meetings
- Equipment and supplies for research projects
- Student assistants to help with classroom or scholarly activities
- Additional income, including overload and summer salaries
- Consulting support
- Support services, such as computing, literature searches, or media production

This list is not exhaustive, but it does include the main discretionary resources that are usually difficult to obtain in state-supported institutions such as CSU, Chico.

Writing a proposal also furthers your professional development, enhances the instructional mission of the university, and provides you with opportunities to

- Remain active and current in your field
- Pursue research and scholarly activities with students or with colleagues from our campus or from other institutions
- Make and maintain academic contacts at other institutions and in the community
- Provide experiences for your students that would otherwise not be available to them

These are the most tangible rewards. The intangible rewards also are significant. Proposal development, by its very nature—successful or not—allows you to become more current in your field. Whether or not your project involves research, training, pilot testing, or direct service, the development process is the same. The benefits are derived from the proposal-development process itself, a process that compels you to think through, and then to articulate in writing (1) the definition of the problem, (2) the significance of the problem, (3) the solutions to the problem, and (4) the resources needed to implement and evaluate these solutions.

The quest for grant support is a stimulating activity. Faculty who receive competitive awards experience a sense of accomplishment. Most importantly, grant activity enables faculty to invigorate their teaching. Proposal development itself can become the basis of improved teaching. Indeed, remaining active and current in your field is essential to good teaching. Often students become fascinated by the process and by the results of grant-supported work. The enriched examples, models, and materials that come from projects

can become the basis of future courses and teaching approaches. Finally, the results and products of grant-supported work often become the basis for the publication of articles, reports, monographs, and books.

CSU, Chico faculty have been funded for all types of projects: basic and applied research, training projects, demonstration programs, and service delivery. These projects have contributed in important ways to the continuing development of the university. New courses have been developed, new programs have been implemented, new students have been recruited, and new resources have been acquired—all with grant funds. Our experience is that proposal development can produce lasting rewards for you and for the campus.

### ***Why contract through Chico State Enterprises?***

Chico State Enterprises is the legal recipient for most of the university's grants and contracts. Although you wrote the now-funded proposal and will be the project director, the contract will be written between the funding agency and Chico State Enterprises, and the money will be awarded to Chico State Enterprises. Chico State Enterprises will set up an account against which you draw funds for your project and will also provide you with services paid for through the recovery of the indirect costs included in most budget requests.

Faculty sometime ask why they should contract through Chico State Enterprises rather than contract directly with funding agencies. In fact, a number of faculty operate their own consulting businesses outside the university, and they have every right to do so. However, as the legal recipient for grants and contracts, Chico State Enterprises has the following several advantages over contracting directly with a funding agency:

- Most funding agencies do not make grants to individuals; they require an institutional partner, such as Chico State Enterprises
- Many funding agencies make awards only to non-profit organizations. Such organizations must have a tax status referred to as "501(c)(3)" tax-exempt. Chico State Enterprises is a tax-exempt organization through which you can receive awards.

In addition, Chico State Enterprises

- provides accounting services for all of its grants and contracts
- provides you and your project with comprehensive liability insurance
- makes available to you all university services, facilities, equipment, and motor vehicles
- returns a portion of the indirect costs generated by funded projects to faculty and colleges to support a variety of professional development activities