<table>
<thead>
<tr>
<th>CATEGORY of INDICATOR</th>
<th>FACTOR INDICATIVE of a “GIFT”</th>
<th>FACTOR INDICATIVE of a “SPONSORED AGREEMENT”</th>
</tr>
</thead>
</table>
| Mission of and benefit to resource provider | Items are directly related to the recipient’s mission, while only indirectly related to the resource provider's business. **This is typical of family foundations.**  
**Example:** Resource provider asserts that it is making a donation to support a program. | Items are directly related to the resource provider's business activities; may or may not be directly related to the recipient's mission. **(i.e. organizations with a specific mission such as Intel Corporation)**  
**Example:** Resource provider asserts that it is transferring resources in exchange for a benefit. |
| Sponsor Intent             | Generally, the sponsor provides funding in the spirit of philanthropy.  
**Example:** Company provides funding so a laboratory for student and faculty use may be renovated. | Generally, the sponsor provides funding with the intent of accomplishing something specific.  
**Example:** Company provides funding so researchers can test product performance under certain conditions. |
| Value Exchange                | The resource provider receives no or nominal value in exchange for the funding provided.  
Award requires only minimal reporting to the sponsor donor in the form of a general statement of how funds were used. The unit or faculty member involved may provide the donor with a brief summary of the results of supported activities and/or a statement that expenditures were made in accord with the intent to the gift. | The items are of particular value to the resource provider. The resource provider is entitled to receive value, which may include intellectual property rights, publication rights, data, etc.  
Award contains provisions regarding ownership of intellectual properties, i.e., patents and copyrights. |
| Scope of Work                         | The resource provider expresses the goal of an activity rather than the “how to’s”. | The resource provider determines the “how to’s”, such as the protocol of testing (in the case of research) or the method of delivery.  
**Example:** American Cancer Society evaluating research results; sponsor detailing how funds should be spent according to budget line items |
| Publication and Data Review | The resource provider places little or no restriction on review of items before they are made available.  
**Example:** No preliminary review by the resource provider is requested before publications are issued. | The resource provider may place restrictions on how the items are reviewed before being made available to a wider audience.  
**Example:** The resource provider may ask to review publications and/or data in order to ensure that its confidential information is not disclosed. |
| Authorizing signature | Signature by University official acknowledges intent to receive funds by donor. | Proposal or award requires a signature from an authorized official binding the University to the terms and conditions of the proposed project. |
| Audit                                 | Award is generally irrevocable, although notation of audit provision may be included in documentation. | Award includes a provision for audit. |
| Effort                               | Commitment of effort by a specific individual is not required but may be provided. | Effort for an individual is committed to the funding source as well as tracked and reported by the University’s financial system. |
| Cost Determination                  | Proceeds are a subsidy to the cost of providing an item. **(e.g. the activity is something the University would be doing anyway, whether this funding was awarded or not.)**  
**Note:** there may be exceptions where proceeds are used for a new undertaking rather than an existing project.  
**Example:** supporting a program; some fellowships, scholarships, others (gifts are often used for new undertakings and we try to recapture as much overhead as possible) | Proceeds are the cost of providing the item plus overhead/ indirect cost/fringe benefits.  
**Example:** funding may be used for a new project that would otherwise not be undertaken. |