Category	Detailed Description	n of Budget (f	or full grant	Breakdown	of Costs	Vari	ance	Comments
a. Personnel	Quantity	Unit Cost	Total Cost	Federal	Non-Federal	Federal	Non-Federal	
PROGRAM MANAGER - Fred Scalera - Annual Salary \$125,000 The Program Manager spent 60% of the time on SLIGP grant activities beginning 10/1/15 - 8/26/16 at a cost of \$69,329. Salary calculations are based on the State 26 pay period cycle. Mr. Scalera left the program 8/26/16	23 Pay Periods (approx)	\$4,808	\$69,329	\$0	\$69,329		\$103,709	Decrease in match (Actual)
PROGRAM MANAGER - Steve Talpas - Annual Salary \$125,000 The Program Manager will spend 100% of his time on SLIGP Grant activites towards match from 9/2/16 -6/30/17 then 97% of his time from 7/1/17-9/30/17 and 94% of his time from 10/1/17 - 2/29/18 towards federal funds. Mr. Talpas joined the program in 9/2016. Salary calculations are based on the State 26 pay period cycle.	38 pay periods (approx)	\$4,808	\$171,290	\$74,577	\$96,713	\$74,577	\$102,121	Increase in match and addition of federal funds
PREAWARD PROGRAM MANAGER For Preaward application - 40 hours total, all in first year.	40 hours	\$48	\$1,920	\$1,920	\$0			Paid by OIT
ASSISTANT PROGRAM MANAGER William Drew - Annual Salary \$100,000 The Assistant Program Manager spent 60% of the time on SLIGP grant activities towards match beginning10/1/2015 thru 6/30/2017 then 60% of his time towards federal funds from 7/1/17- 2/28/18. Salary calculations are based on the State 26 pay period cycle.	62 Pay Periods (approx)	\$3,846	\$148,201	\$37,500	\$110,701	\$37,500	\$27,710	Increase in federal funds decrease in match
SENIOR TECHNICIAN - Ever Salermon Annual Salary as of June 2015 -\$47,107.07 The Senior Technician will spend 60% of the time on SLIGP grant towards match activities beginning October 1, 2015 thru June 30, 2017. Salary calculations are based on the State 26 pay period cycle.	62 Pay Periods (approx)	\$1,812	\$49,359	\$0	\$49,359		\$18,531	Decrease in match
OUTREACH DIRECTOR - Brian Onieal - Annual Salary \$92,011.86. The Outreach Director spent 50% of the time on SLIGP grant activities beginning 10/1/2015 - 8/26/2016. Salary calculations are based on the State 26 pay period cycle	23 Pay Periods (approx)	\$3,539	\$58,588	\$0	\$58,588		\$10,028	Decrease in match
BROADBAND ADMINISTRATIVE PLANNER - Sean Gorman - Annual Salary \$87,820 The Broadband Administrative Planner will spend 100% of his time on SLIGP Grant activites towards match from 9/2/16 - 6/30/17 then 97% of his time from 7/1/17- 9/30/17 and 94% of his time from 10/1/17 - 2/29/18 towards federal funds. Mr. Gorman joined the program in 9/2016. Salary calculations are based on the State 26 pay period cycle.	38 pay periods (approx)	\$3,378	\$125,382	\$53,202	\$72,180	\$53,202	\$72,179	Increase in match and addition of federal funds
Total Personnel			\$624,069	\$167,199	\$456,870			
b. Fringe Benefits	Total Salary Match/Person	Benefits	Total Cost	Federal	Non-Federal			
PROGRAM MANAGER - Fred Scalera Fringe was calculated at the then current 2015 negotiated rate of 46.53% of salary costs during the grant period. These costs fluctuate annually and adjustments are required in calculating fringe benefit rates.	\$69,329	46.53%	\$32,257	\$0	\$32,257		\$46,043	Decrease in match
Program Manager - Steve Talpas Fringe is calculated at the current negotiated rate of 51.95% of salary costs during the grant period. These costs fluctuate annually and adjustments are required in calculating future fringe benefit rates.	\$171,290	51.95%	\$88,985	\$38,743	\$50,242	\$38,743	\$53,052	Increase in match and addition of federal funds
ASSISTANT PROGRAM MANAGER - William Drew Fringe is calculated at a blended rate of 48.19% of salary costs during the grant period. These costs fluctuate annually and adjustments are required in calculating future fringe benefit rates.	\$148,201	48.19%	\$73,907	\$19,481	\$54,426	\$19,481	\$8,034	Decrease in match
SENIOR TECHNICIAN - Ever Salmeron Fringe is calculated at a blended rate of 51.95% of salary costs during the grant period. These costs fluctuate annually and adjustments are required in calculating future fringe benefit rates.	\$49,359	48.19%	\$24,225	\$0	\$24,225		\$6,500	Decrease in match
OUTREACH DIRECTOR - Brian Onieal Fringe is calculated at a blended rate of 46.54% of salary costs during the grant period. These costs fluctuate annually and adjustments are required in calculating future fringe benefit rates.	\$58,588	46.54%	\$26,208	\$0	\$26,208		\$11,781	Decrease in match
BROADBAND ADMINISTRATIVE PLANNER - Sean Gorman Fringe is calculated at the current negotiated rate of 51.95% of salary costs during the grant period. These costs fluctuate annually and adjustments are required in calculating future fringe benefit rates.	\$125,382	51.95%	\$65,136	\$27,639	\$37,497	\$27,638	\$37,497	Increase in match and addition of federal funds
Total Fringe Benefits c. Travel	Quantity	Unit Cost	\$310,718 Total Cost	\$85,863				
C. 1ravel Mileage for Working Group Meetings 15 individuals traveling 100 miles roundtrip for 6 meetings for 25 months; cost per mile is based on gas mileage rates	Quantity 0	\$0.00	\$0	Federal \$0	Non-Federal			Expense removed as State financial processes do not accommodate reimbursement of travel to other agencies.
Travel for Regional and National Meetings with FirstNet Actual Costs			\$23,761	\$23,761	\$0	\$10,761		Actual Costs
Total Travel	1		\$23,761	\$23,761	\$0			
d. Equipment	Quantity	Unit Cost	Total Cost	Federal				
N/A	0	\$0	\$0	\$0				
Total Equipment e. Supplies	Quantity	Unit Cost	\$0 Total Cost	\$0 Federal			-	
	Qualitity							
Projectors	2	\$4,179	\$8,358	\$8,358	\$0			

Office Supplies			I I		I			1
budgeted at \$50/month for original period of grant of 30 months	30	\$50	\$1,500	\$1,500	\$0			
Laptops plus necessary software	2	\$2,471	\$4,941	\$4,941	\$0			
Total Supplies			\$14,799	\$14,799	\$0	\$7,091		Actual Costs
f. Contractual	Quantity	Unit Cost	Total Cost	Federal	Non-Federal			
PROJECT MANAGER - Jennifer Nugent The Project Manager is a contracted position and spent approx 30 hours per week on SLIGP grant activities under the subcontracting company North Highland starting 1/1/2016 and ending 10/6/2016. The Project Manager's contracted hourly rate was \$200/hr.	1102	\$200	\$220,400	\$220,400	\$0			Decrease match
PROJECT MANAGER -Jennifer Nugent In 10/2016 the State negotiated a decrease in rate to \$158 for the project management position. Expected effort of 35 hours/week from 10/7/2016 through 10/13/2017. Total of 255 days * 7 hours / day	1785	\$158	\$282,030	\$282,030	\$0	\$4,082		
PROJECT AND GRANT MANAGEMENT - TBD Due to changes in personnel, beginning 10/15/2017 the Project Management and Grant Management position will be combined and new contractor position filled. This position will be active 10/16/17 though 2/28/2018. Total of 92 days * 8 hours / day	736	\$158	\$116,288	\$116,288	\$0			
GRANTS MANAGER The Grants Manager is a contracted position and spent approximately 4 hours a day on grant management activities from 1/1/2016 - 5/26/17. This function will be handled by existing program members from 5/26/17 - 2/28/18	949	\$70.35	\$66,762	\$66,762	\$0	\$191,439	\$0	Actual
BROADBAND SME- The Broadband SME was a contracted position spent approximately 30 hours per week on SLIGP grant activities starting 1/1/2016 ending 9/30/16. The Broadband SME contracted hourly rate is \$153.92/hour.	1405	\$153.92	\$216,247.00	\$216,247	\$0	\$263,060		Actual
ADMINISTRATIVE AND DATA SUPPORT - The Adminstrative and Data Support is a contracted position and spent approximately 4 hours a day on Sligp grant management activities from 1/1/2016 - 5/26/17. This function will be handled by existing program members from 5/26/17 - 2/28/18	948	70.35	\$66,692	\$66,692	\$0	\$191,510		Actual
OUTREACH SPECIALIST - The Outreach Specialist position is a contracted position and will spend 40 hours per week on SLIGP grant activities for 25 months, starting 1/1/2016 and ending 9/30/2016. The Outreach Specialist's contracted hourly rate was \$185/hr	1490	\$185	\$275,620	\$275,620	\$0	\$492,500		Actual
GOVERNANCE SUPPORT The Governance Support position is a contracted positon and spent approximately 20.35 hours per month of time on SLIGP grant activities for 41 months starting September 1, 2014 and ending September 30, 2016.	277	\$152.36	\$42,279	\$42,279	\$0	\$84,833		Actual
PREAWARD GOVERNANCE SUPPORT For Preaward application - 40 hours	40 hours	\$150	\$6,000	\$6,000	\$0			
Contractor Support - Program Analysis and Recommendations, Data Collection and Support - Blended consultant rate of \$203	1838	\$203	\$ 373,202	\$373,202	\$0			
Contractor Support - State Plan Analysis - Blended consultant rate of \$203	605	\$203	\$122,750	\$122,750	\$0	\$807,931		
Contractor Support - County and Muncipal Outreach sessions- Blended consultant rate of \$203	2437	\$203	\$494,695	\$494,695	\$0	ψου,,ου.		
Contractor Support - PSAP Integration- Blended consultant rate of \$203	333	\$203	\$67,617	\$67,617				
Contractor Support - Workshop - Case Studies/Scenarios- Blended consultant rate of \$203	129	\$203	\$26,209	\$26,209	\$0			
Total Contractual			\$ 2.376.790	\$2,376,790	\$0			
g. Construction	Quantity	Unit Cost	Total Cost	Federal				
N/A			\$0					
Total Construction			\$0	\$0	\$0			n/a
h. Other	Quantity	Unit Cost	Total Cost	Federal	Non-Federal			
GOVERNANCE BODY MEMBERS 3 hours per quarter for each of 6 SPSCC members; an hour monthly for each of 12 PSCAC members for 4.5 years on SLIGP work. Hourly cost of \$23.13 is based on Independent Sector calculations (omitting benefits)	o	\$0	\$0	\$0	\$0			
PRINTING / HANDOUTS OHSP estimated cost of printing fliers, posters, and SLIGP information data sheets through State contract vendors. Category also includes folders and pens. For period 1/1/15 though 2/28/17	20226	\$1	\$20,226	\$20,226	\$0			Actual Costs
MEETING ATTENDANCE TIME 15 people per meeting for 3.5 hours per meeting, 1 mtg per month Hourly cost of \$23.31 is based on Independent Sector calculations (omitting benefits) for 25 Months.	0	\$0	\$0	\$0	\$0		\$31,024	
MEETING FACILITIES Room Rental, Attendance Fees and misc services for 1 meeting per month for 12 MONTHS	12	\$1,941	\$23,289	\$23,289	\$0			Actual Costs
Total Other			\$43,516	\$43,516	\$0	\$27,749		
							· · · · · · · · · · · · · · · · · · ·	
Total Direct Charges		·	3,393,653.32					
i. Indirect Costs	Quantity	Unit Cost	Total Cost	Federal	Non-Federal			
Indirect Costs	0.00	0.00	0.00	\$0	\$0			
Total Indirect			0.00	\$0	\$0			
TOTALS			3,393,653.32	\$2,711,928	\$681,725			





Personnel

Federal: \$ 167,199 Non-Federal: \$ 456,870 Total: \$ 624,069

See the Detailed Budget Spreadsheet for calculations. Salary for personnel comes from State funds as in-kind match to the SLIGP grant. The State applies personnel salary to federal funds once match requirements have been met.

- Program Manager (Non-Federal/Federal): The Program Manager is the primary point of contact for consultation with FirstNet and provides programmatic direction and oversight for the State's public safety broadband program, which includes the SLIGP project. He is responsible to ensure that the SLIGP project is completed on time and within budget, as well as keeping State executives and the State's governance structure informed of the project's status. The original Program Manager for the New Jersey public safety broadband program (a full-time State employee) spent 60% of his time on the SLIGP project beginning October 1, 2015 through August 26, 2016. In September 2016, a new full-time State employee became the Program Manager and applied 100% of his time to the SLIGP program through June 30, 2017 at which time state required match was met. From July 1, 2017 through September 30, 2017 the program manager will be spending 97% of his time on SLIGP which will be accounted for in federal funds. From October 1, 2017 through February 28, 2018 the program manager will spend 94% of his time on SLIGP which will be accounted for in federal funds. The budgeted costs are only for the duties associated with public safety broadband and the SLIGP grant.
- Preaward Program Manager (Federal): The Preaward Program Manager worked for approximately 40 hours in the first year on the application process. Hourly rate of approximately \$48.00 per hour for a total of \$1,920.
- Assistant Program Manager (Non-Federal/Federal): The Assistant Program Manager is the secondary point of contact for consultation with FirstNet and assists in providing programmatic direction and oversight for the State's public safety broadband program, which includes the SLIGP project. He is accountable to ensure that the SLIGP project is completed on time and within budget, as well as assisting the Program Manager with informing State executives and the State's governance structure on the project's status. The State intends that the current Assistant Program Manager for the New Jersey public safety broadband program (a full-time State employee) will spend approximately 60% of his time on the SLIGP project beginning October 1, 2015 through June 30, 2016 at which time match will be met. From July 1, 2017 through February 28, 2018 the Assistant Program Manager will continue to spend 60% of his time on SLIGP which will be accounted for in federal funds. The budgeted costs are only for the duties associated with public safety broadband and the SLIGP grant.
- Senior Technician (Non-Federal): The Senior Technician duties and responsibilities will include assisting the Outreach Director in the execution of the SLIGP outreach campaign,





assisting in formulating outreach materials, collection and dissemination of outreach feedback from public safety constituents. The State intends that the current Senior Technician for the New Jersey public safety broadband program (a full-time State employee) will spend approximately 60% of his time on the SLIGP project beginning October 1, 2015 through June 30, 2017 at which time the match will have been met. The budgeted costs are only for the duties associated with public safety broadband and the SLIGP grant.

- Outreach Director (Non-Federal): The State intends that the Outreach Director will design
 and ensure execution of the State's SLIGP outreach campaign with the help of the
 Outreach Specialist. The State intends that the Outreach Director will spend
 approximately 50% of his time on the SLIGP project from October 1, 2015 August 26,
 2016. The source of this match is the State's general fund, is not from another Federal
 source, and is not used as match for any other Federal grant.
- Broadband Administrative Planner (Non-Federal/Federal) - The Broadband Administrative Planner was added to the project on September 2, 2017 after the departure of the Outreach Director. The Administrative Planner ensures execution of the State's SLIGP outreach campaign including scheduling events, preparation of materials, surveying participants and preparation of outreach materials. The Administrative Planner coordinates with the Contractor staff to ensure adherence to statements of work and deliverables. The Administrative Planner applied 100% of his time to the SLIGP program through June 30, 2017 at which time state required match was met. From July 1, 2017 through September 30, 2017 the program manager will be spending 97% of his time on SLIGP which will be accounted for in federal funds. From October 1, 2017 through February 28, 2018 the program manager will spend 94% of his time on SLIGP which will be accounted for in federal funds.
- Key Stakeholder Agency Staff (Non-Federal): Removed from ReBudget
- Governance Bodies (State Employee) Member Time (Non-Federal): Removed from Rebudget

Fringe

Federal: \$ 85,863 Non-Federal: \$ 224,855 Total: \$ 310.718

See the Detailed Budget Spreadsheet for calculations.

- Program Manager (Non-Federal/Federal): Benefits include FICA, unemployment, and retirement. All of this expense will be provided match from the State's general fund, is not from another Federal source, and is not used as match for any other Federal grant. Percent of fringe calculated matches percent of salary applied to project as shown above. After the match was met on June 30, 2017, fringe will be accounted for in federal funds.
- Assistant Program Manager (Non-Federal/Federal): Benefits include FICA, unemployment, and retirement. All of this expense will be provided as match from the State's general fund, is not from another Federal source, and is not used as match for any



other Federal grant. Percent of fringe calculated match percent of salary applied to project shown above. After the match was met on June 30, 2017, fringe will be accounted for in federal funds.

- Senior Technician (Non-Federal): Benefits include FICA, unemployment, and retirement.
 All of this expense will be provided as match from the State's general fund, is not from
 another Federal source, and is not used as match for any other Federal grant. Percent of
 fringe calculated matches percent of salary applied to project as shown above.
- Outreach Director (Non-Federal): Benefits include FICA, unemployment, and retirement.
 All of this expense will be provided as match from the State's general fund, is not from
 another Federal source, and is not used as match for any other Federal grant. Percent of
 fringe calculated matches percent of salary applied to project as shown above.
- Broadband Administrative Planner (Non-Federal/Federal): Benefits include FICA, unemployment, and retirement. All of this expense will be provided match from the State's general fund, is not from another Federal source, and is not used as match for any other Federal grant. Percent of fringe calculated matches percent of salary applied to project as shown above. After the match was met on June 30, 2017, fringe will be accounted for in federal funds.
- Key Agency Staff (Non-Federal): Removed from Rebudget

Travel

 Federal:
 \$ 23,761

 Non-Federal:
 \$ 0

 Total:
 \$ 23,761

See the Detailed Budget Spreadsheet for calculations

- Mileage for Working Group Meetings (Federal): Removed from Rebudget.
- Travel for Regional and National Meetings (Federal): Staff will attend national and regional
 conferences to meet with FirstNet and share information and collaborate with other grant
 recipients. Travel costs include airfare, hotel, and per diem.

Equipment

Federal: \$ 0 Non-Federal: \$ 0 Total: \$ 0

The State does not intend to have any equipment costs for this grant program.

Supplies

Federal: \$ 14,799 Non-Federal: \$ 0 Total: \$ 14,799

See the Detailed Budget Spreadsheet for calculations



- Projector (Federal): The State intends to purchase two projectors for use at SLIGP education and outreach meetings.
- Office Supplies (Federal): The State intends to purchase paper and other general office supplies which will be used by the project team for grant-related activities.
- Laptops (Federal): The State intends to purchase two new laptops for shared use by the SLIGP project team while on travel and for conducting other grant-related work.

Contractual

Federal: \$ 2,376,790

Non-Federal: \$0

Total: \$ 2,376,790

See the Detailed Budget Spreadsheet for calculations.

- Project Manager (Federal): The State intends to use a contractor at about 75% of time to manage the SLIGP project on a day-to-day basis. The budgeted costs are only for the duties associated with public safety broadband and the SLIGP grant. The hourly rate for this contractor position is the hourly rate established in the State's standing Quality Assurance / Project Management contract established through the State's open, competitive procurement process pursuant to New Jersey procurement law. In October 2016, the State negotiated a new staff augmentation contract and transferred the Project Manager position to the new vehicle at a lower rate.
- Grants Manager (Federal): The Grants Manager is a contracted position and will spend approximately 3 hours a day, 4 days a week, January 1, 2016 thru April 30, 2016 on SLIGP grant activities and then 3 hours a day, 5 days a week from May 1, 2016 thru January 31, 2018. The budgeted costs are only for the duties associated with public safety broadband and the SLIGP grant. The hourly rate for this contractor position is the hourly rate established in the State's standing Quality Assurance / Project Management contract established through the State's open, competitive procurement process pursuant to New Jersey procurement law. In October 2016, the State negotiated a new staff augmentation contract and transferred the Grants Manager position to the new vehicle at a lower rate. In June 2017 through the end of the grant period, this position will be combined with the existing project manager.
- Broadband SME (Federal): The State intends to use a contractor at about 75% of time to support the SLIGP's outreach, education, as well as data collection efforts by providing expertise on LTE usage and application opportunities. The budgeted costs are only for the duties associated with public safety broadband and the SLIGP grant. The hourly rate for this contractor position is specified in the State's standing Staff Augmentation contract established through New Jersey's Participating Addendum to Commonwealth of Pennsylvania Contract No. 4400007198; the New Jersey Participating Addendum and the





resulting Staff Augmentation contract both meet with the requirements of New Jersey state procurement law. This position was discontinued in October 1, 2017

- Administrative and Data Support (Federal): The Administrative and Data Support position is a contracted position and will spend approximately 3 hours a day, 4 days a week, January 1,2016 thru April 30, 2016 on SLIGP grant activities and then 3 hours a day, 5 days a week from May 1, 2016 thru January 31, 2018. The position will assist with arranging educational and requirements-gathering events, and performing data management tasks associated with maintaining stakeholder contacts and site identification/evaluation databases. The budgeted costs are only for the duties associated with public safety broadband and the SLIGP grant. The hourly rate for this contractor position is the hourly rate established in the State's standing Quality Assurance / Project Management contract established through the State's open, competitive procurement process pursuant to New Jersey procurement law. In October 2016, the State negotiated a new staff augmentation contract and transferred the Grants Manager position to the new vehicle at a lower rate. In June 2017 through the end of the grant period, this position will be combined with the existing project manager.
- Outreach Specialist (Federal): The State intends to use a contractor, working full time in conjunction with the Outreach Director (a State employee) to accomplish the many outreach activities required under the SLIGP, including implementing the outreach campaign designed by the Outreach Director. The budgeted costs are only for the duties associated with public safety broadband and the SLIGP grant. The State intends to use its standing Staff Augmentation contract to procure the Outreach Specialist resource, paying that resource pursuant to the appropriate rate specified in that contract. Though the Outreach Specialist will support the Outreach Director, the State expects that the hourly rate for the Outreach Specialist (a contractor) will be greater than the calculated hourly rate for the Outreach Director (a full-time State employee). It is not uncommon that contractor rates exceed those of State employees. The State often relies upon contract labor for limited duration projects such as SLIGP because of the substantial delay and uncertainty involved in hiring new State employees. This position was discontinued in October 1, 2017.
- Governance Support (Federal): The State intends to use a contractor at about 20% of time to provide legal and policy support for the statewide governance structure under the SLIGP. The budgeted costs are only for the duties associated with public safety broadband and the SLIGP grant. The hourly rate for this contractor position is specified in the State's standing Staff Augmentation contract established through New Jersey's Participating Addendum to Commonwealth of Pennsylvania Contract No. 4400007198; the New Jersey Participating Addendum and the resulting Staff Augmentation contract both meet with the requirements of New Jersey state procurement law. This position was discontinued in October 1, 2017.
- Pre-award Governance Support (Federal): Prior to award, this resource will work an estimated 40 hours in preparing the SLIGP application and associated documents.
- Site Assessment Services: Removed from Rebudget
- Data Collection and Gathering Services (Federal): Removed from Rebudget



- Program Analysis and Recommendations, Data Collection and Support (Federal) –
 Review of program materials and review and synthesis of data collected.
- State Plan Analysis (Federal) Analysis of FirstNet initial and final State plan with detailed coverage comparisons and review of technical, process and policy implications
- County and Municipal Outreach sessions (Federal) 21 county outreach sessions and 15 municipal sessions
- PSAP Integration (Federal) Study of impacts of FirstNet capabilities on PSAP's with recommendations on integration
- Contractor Support (Federal) Regional / Discipline based workshop with focus on scenarios / case studies that will engage stakeholders on capabilities FirstNet will engender.

Construction

Federal: \$ 0 Non-Federal: \$ 0 Total: \$ 0

The State does not plan to have any construction costs for this grant program.

Other

Federal: \$ 43,516.00 Non-Federal: \$ 0 Total: \$ 43,516.00

See the Detailed Budget Spreadsheet for calculations

- Governance Bodies (Non-State Employee) Member Time (Non-Federal): Removed from Rebudget
- Printing (Federal): OHSP estimated cost of printing flyers, padfolios, pens, posters, and SLIGP information data sheets through State contract vendors to provide information on the NPSBN and how it can be used by various public safety entities.
- Meeting Attendance Time (Non-Federal): Removed from Rebudget
- Meeting Facilities (Federal): Where necessary, the State intends to purchase access to meeting facilities for education and outreach meetings, including any equipment rental (such as screens upon which to project a presentation).

Indirect

 Federal:
 \$ 0

 Non-Federal:
 \$ 0

 Total:
 \$ 0



The State intends to meet its matching obligation entirely through direct costs, as explained in the Detailed Budget Spreadsheet. Should this intention change, the State will make application to NTIA to revise its SLIGP budget and will provide a copy of a current Negotiated Indirect Cost Rate Agreement.