

Insect Management Knowledge Program

Request for Proposals (RFP)

PRE-PROPOSAL DEADLINE: October 3, 2014

FULL PROPOSAL DEADLINE: January 5, 2015



Monsanto Company
North Lindbergh
St. Louis, MO 63167

Monsanto 2015 Insect Management Knowledge Program

2015 Request For Proposal (RFP) ANNOUNCEMENT

Summary

Monsanto announces an offering of a competitive research program, **2015 Insect Management Knowledge Program**, to solicit proposals from researchers in the following areas of insect pest management: 1. Sustainable management of economically important insect pests of U.S. row crops; 2. The development, refinement, and validation of predictive models for insect resistance; 3. Biochemical, genetic, and molecular characterization of U.S. row crops insect pest resistance to available management tactics/tools; 4. Development and validation of multi-year regional surveys of U.S. row crop insect pest populations targeted by various management approaches and changing agroecosystems; and 5. Education and training of farmers, with emphasis on effective high impact communication tools.

This program is designed to develop impactful and effective collaborative research projects with scientists who have expertise and interests that complement Monsanto's interests. Successful research in these areas will enhance our collective understanding of crop insect pest management, and may lead to economical, practical, and sustainable solutions for farmers.

For this third RFP, Monsanto is committing an additional Three Million Dollars (\$3,000,000.00) over three (3) years to support public sector research on crop insect pest management. The **2015 Insect Management Knowledge Program** will provide merit-based awards of up to Two Hundred Fifty Thousand Dollars (\$250,000) per award per year, for a research period of up to three (3) years, for outstanding proposals in critical areas. Additionally, a separate fund of Fifty Thousand Dollars (\$50,000.00) per year will be used for the development of educational materials related to insect management.

This RFP defines the objectives for this program, critical research areas, eligibility criteria for projects and applicants, and includes the application forms and instructions to apply for a **2015 Insect Management Knowledge Program** award.

Program Dates and Deadlines

September 12, 2014 *Program announcement*

October 3, 2014 *Deadline for submission of Pre-proposal*

November 10, 2014 *Notification of accepted Pre-proposals to applicants*

January 5, 2015 *Deadline for submission of full proposal*

Applications must be received by close of business on January 5, 2015 (5:00 p.m. Central Time). Applications received after this deadline may not be considered for funding.

March 1, 2015 *Announcement of awards*

Award funding is available as soon as administratively possible (with a signed research contract) after March 1, 2015.

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APPENDIX A (Cover Sheet)

APPENDIX B (Project Summary)

APPENDIX C (Exemplary Budget Template)

Appendices may be found in separate documents that are formatted as fill-in templates.
(Microsoft Word version 2007).

PART I—FUNDING OPPORTUNITY DESCRIPTION

A. Purpose and Priorities

Monsanto is committed to supporting research with academic and agency scientists who have complementary areas of expertise. This program is designed to develop collaborative new research projects with researchers who have expertise and interests in areas that will enhance understanding of insect pest management in U.S. row crops that may lead to economical, practical, and sustainable solutions for farmers.

Collaboration among the public and private research communities will enrich our collective understanding of U.S. row crop insect pests and strengthen solutions that farmers can leverage. Inclusion of growers in the process will ensure that the research is focused on developing discoveries that may lead to future insect pest management solutions.

B. Program Area Description

Monsanto is soliciting proposals that address specific aspects of the following issues that complement the research areas of past awardees. Other types of research areas may also be considered.

- **Sustainable management** of economically important insect pests of U.S. row crops, including but not limited to continuous cropping and rotational practices.
- Development, refinement, and validation of **predictive models** of resistance development to current pest management tactics and strategies for economically important insect pests of U.S. row crops.
- **Biochemical, genetic, and molecular characterization** of U.S. row crops insect pest resistance to available management tactics/tools; effective control methods and IPM tools. Focus on providing the best collective knowledge to preserve the effectiveness of these strategies as they are deployed.
- **Development and validation of multi-year state and/or regional surveys** of U.S. row crop insect pest populations targeted by various management approaches and changing agroecosystems.
- **Education and training** of farmers, with emphasis on effective high impact communication tools.

C. Advisory Committee and Program Oversight

The Advisory Committee consists of key experts across academia and agricultural organizations. Its purpose is to oversee the review process, select *ad hoc* review panels each year, and provide guidance as appropriate on the program, research progress, and developments.

The Advisory Committee is co-chaired by a representative from both the academic and research community and Monsanto. Members of the committee were selected due to their experience in agriculture and insect pest management systems.

The Advisory Committee is expected to be made up of the following individuals:

Dr. Steve Pueppke (Co-Chair)
Director of Global and Strategic Initiatives, CANR;
Associate VP for Research and Graduate Studies,
Michigan State University

Dr. Sherri Brown (Co-Chair)
Vice President, Science Strategy, Monsanto Company

Len Corzine,
Grower Member, Illinois Corn Marketing Board (District XI)

Dr. Michael Gray, Professor of Crop Sciences, University of Illinois – Urbana-Champaign and
Extension Coordinator & Asst. Dean for ANR Extension Programs

Dr. Richard Hellmich, Assistant Professor and USDA Research Entomologist,
Iowa State University, Ames, IA

Dr. Billy Rogers Leonard, Associate Vice Chancellor and
Program Leader for Plant Sciences
Louisiana State University, Baton Rouge, LA

Wil Miller
Grower Member
Southern corn, soybean and cotton grower

Dr. Paul D. Mitchell, Associate Professor,
Department of Agricultural and Applied Economics, University of Wisconsin-Madison and
Extension State Specialist in Cropping Systems and Environmental Management

Dr. Steve Naranjo, Director
USDA-ARS, U.S. Arid Land Agricultural Research Center, Maricopa, AZ

Dr. Pat Porter, Extension Entomologist
Texas A&M AgriLife Extension Service and
Professor, Department of Entomology, Texas A&M University

Dr. Blair Siegfried, Charles Bessey Professor of Entomology
University of Nebraska-Lincoln, Department of Entomology, Lincoln, NE

Dr. Rick Vierling,
Research and Development
National Corn Growers Association

D. Confidentiality and Intellectual Property

All proposals and materials submitted to Monsanto, as well as research conducted as part of the **Insect Management Knowledge Program**, will be considered as confidential documents. A non-confidential abstract that describes the research will be required for those proposals that are funded for publication on the **Insect Management Knowledge Program** website.

E. Term Sheet

- Term – Maximum three (3) year period – Anticipate twelve (12) month initial term with option for two (2) additional twelve (12)-month renewal terms (based on achievement of milestones)
- Funding Amount – Up to Two Hundred Fifty Thousand Dollars (\$250,000.00)/year
- Publication – The Recipient of any award (“Recipient” shall mean the researcher(s) and/or his/her employer) shall furnish Monsanto with a copy of any proposed publication sixty (60) days in advance of

submission of the proposed publication for publication consideration. Recipients have the right to release information in the form of poster sessions, presentations, abstracts or peer-reviewed publications any data, writings, or material resulting from the project or to use such in any way for its noncommercial educational and research purposes following Monsanto's review and comment of such proposed publication. In addition, Recipients agree to remove any Monsanto confidential information prior to submission for publication review.

- Payments - Semi-annual payments beginning sixty (60) days after Monsanto's receipt of fully executed project agreement.
- Federal funding – Co-mingling of Federal grants with Monsanto funding is not restricted
- Intellectual Property (IP) Terms–
 - Ownership of IP vests with Recipient
 - Field – all row crops
 - Recipient grants Monsanto a six (6)-month option to negotiate a commercial license to resulting IP (exclusive or nonexclusive at Monsanto's discretion). Such option period to begin at expiration or early termination of project agreement term.
 - Monsanto to reimburse Recipient for out-of-pocket patent prosecution expenses incurred for patent prosecution previously approved by Monsanto during the option period; in the event Monsanto does not exercise its option, Recipient is solely responsible for subsequent patent prosecution costs
 - Recipient has discretion to license IP to third parties in the event that Monsanto does not exercise the option or licenses such IP non-exclusively
 - In the event that Monsanto does not choose to negotiate a commercial license to resulting IP, Recipient will grant Monsanto a nonexclusive, royalty-free research license to resulting IP.
 - In the event that neither the Recipient, Federal Government, nor Monsanto decides to file or maintain a patent application on a particular invention arising from the research project, (in cases where the provisions of 35 U.S.C. §§ 200-212 and 37 C.F.R. 401 apply in the event such Invention was supported with funds from a federal agency), then such invention will be publicly disclosed by Recipient.

PART II—AWARD INFORMATION

A. Available Funding

Approximately One Million Dollars (\$1,000,000.00) is available each year during the three (3)-year period of the research program, to fund proposals submitted in response to this RFP. Monsanto and the **2015 Insect Management Knowledge Program** Advisory Committee may make awards at its discretion and has no obligation to fund any particular proposal or to make a specific number of awards.

B. Proposal Review and Award Decision Process

The **2015 Insect Management Knowledge Program** Advisory Committee will assess each proposal based on scientific merit, completeness of experimental design, fit of research area, track record of research, and expectation of success.

C. Timing of Award Distributions

Awards will be announced in March, 2015.

Awards made to Recipients can have an effective date as early as the first business day in March, 2015 but no earlier than thirty (30) days prior to the execution of a research agreement.

PART III—ELIGIBILITY INFORMATION

A. Eligible Applicants

Proposals may be submitted by individual researchers from colleges and universities, research foundations established by colleges and universities, and government research laboratories whose purpose is related to the research topics of this RFP.

In addition, multiple researchers from the same or from different institutions may collectively submit a proposal. An individual may be the lead Principal Investigator (PI) on only one proposal, but may also participate as a co-PI, researcher or collaborator in multiple proposals.

Recipients may subcontract to other organizations, provided such organizations are necessary for the conduct of the project. Details and purpose of engaging any other organization must be provided in the proposal.

B. Cost Sharing or Matching

Monsanto does not require matching support for this program, and matching resources will not be factored into the review process as an evaluation criterion. An institution's Federally-negotiated Facilities and Administration rate may be included in the funding total.

PART IV—APPLICATION AND SUBMISSION INFORMATION

Pre-proposals, full proposals, cover sheet, and all supplemental materials will be accepted in PDF file format only. If you do not have a PDF file maker program installed on your computer, a free file converter of most file types to PDF format may be found here: <http://www.freepdfconvert.com/>

A. Pre-Proposal

Prior to submitting a full proposal, applicants are required to submit a pre-proposal describing their proposed research. The pre-proposal should be no more than one (1) page, and include the objectives of the project, description of the topic, and duration of research. pre-proposals will be evaluated by the Advisory Committee. Applicants who have successful pre-proposals will be invited to submit a full proposal.

It is recommended that the pre-proposal file utilize the following name format convention (with no spaces or non-alphanumeric characters in the file name):

<PI Last Name>_<Component File Type>.pdf

Example: Smith_PreProposal.pdf

The pre-proposal should be emailed, with the following information in the Subject line, to:

Knowledgeprogram.insectmanagement@monsanto.com

SUBJECT: Pre-Proposal <PI Last Name> "<Proposal Brief Title>"

B. Full proposal

The application of full proposal will consist of a cover sheet, project summary, proposal (project narrative), PI CV, and budget. It is preferred if each component is sent as a separate PDF file.

It is recommended that each file utilize the following name format convention (with no spaces or non-alphanumeric characters in the file name):

<PI Last Name>_<Component File Type>.pdf

Examples: Smith_CoverSheet.pdf
 Smith_Proposal.pdf

All materials should be attached to one email and emailed together, with the following information in the Subject line, to:

Knowledgeprogram.insectmanagement@Monsanto.com

SUBJECT: Proposal <PI Last Name> "<Proposal Brief Title>"

C. Content and Form of Application Submission

For any questions related to the preparation of an application, please review the instructions in the RFP. If assistance is still needed for preparing the application forms, send an email with your question to the following address. A response to your inquiry will be made as soon as possible.

Email: Knowledgeprogram.insectmanagement@monsanto.com
Include your name, institution, contact email address and phone number.

For all other inquiries, please contact, Kelly Dolan, Program Administrator, at (636) 737-4484.

1. Cover Sheet

Please see Appendix A for the cover sheet. This is a Word document that has fill-in form fields, and must be converted to PDF format for submission.

2. Project Summary

The template for the Project Summary can be found in Appendix B. This is a Word document that has fill-in form fields, and must be converted to PDF format for submission.

The summary should include the relevance of the project to the goals of the program and describe the impact of proposed research and activities related to the areas identified in Part I (B) of this announcement.

3. Project Narrative

NOTE: The Project Narrative shall not exceed five (5) pages of single or double-spaced written text, including figures and tables and must be submitted in PDF format. Font size for main body text must be no smaller than 10 points. The Project Narrative must include all of the following:

(1) Objectives. Clear, concise, complete, and logically arranged statement(s) of the specific aims of the proposed effort must be included in all proposals.

(2) Procedures. The procedures or methodology should be explicitly stated. This section should include but not necessarily be limited to: (i) a description of the proposed investigations and/or experiments in the sequence in which it is planned to carry them out; (ii) techniques to be employed, including their feasibility; (iii) kinds of results

expected; (iv) means by which data will be analyzed or interpreted; (v) pitfalls which might be encountered; and (vi) limitations to proposed procedures.

(3) Justification. This section should include in-depth information on the following, when applicable: (i) estimates of the impact of the research to addressing key program study areas; (ii) importance of starting the work during the current year; and (iii) reasons for having the work performed by the proposing institution; (iv) demonstrated evidence of collaborative work that involves working groups or approved multi-state research committees, or similar activities; (v) demonstrated capacity to conduct research requiring flexibility and adaptation in order to find solutions in a time-critical manner.

(4) Literature Review. A summary of pertinent publications with emphasis on their relationship to the effort being proposed should be provided and should include all important and recent publications from other institutions, as well as those from your institution. The citations themselves should be accurate, complete, and written in an acceptable journal format.

(5) Current Work. Current unpublished institutional activities to date, directed toward the issue the proposed work addresses, should be described.

(6) Project Timetable. The application should outline all important phases as a function of time for the entire project period.

4. Senior/Key Person Profile

Attach a biographical sketch for the primary investigator to the proposal. Title the attachment as 'Biographical Sketch' in the document header and save file as 'Biographical Sketch – person name'.

5. Budget

An exemplary template that may be used by Applicants for budget details can be found in Appendix C. This is a Word document that has fill-in form fields, and must be converted to PDF format for submission. Alternatively, you may use your own institution's budget template if desired. Any and all Federally-negotiated Facilities and Administration (F&A) costs must be included with the budget when submitted. It is important for the budget to include all costs associated with the proposal. NO ADDITIONAL FUNDING WILL BE AVAILABLE POST-AWARD.

Awards operate under a project period concept. Project period means the total approved period of time that the **Insect Management Knowledge Program** will provide support. A budget period is an interval of time (usually twelve (12) months) into which the project period is divided for funding and reporting purposes. For example, if an application is approved for three (3) years of support, the total project period is three (3) years with typically three (3) twelve (12)-month budget periods. For multi-year projects, the Applicant should submit details for each year of requested funding as well as a grand total for the project. The Review Panel may request additional budgetary information from an Applicant for clarification or to make informed pre-award determinations.

In general, the following types of expenses will be considered for funding: salaries, wages and fringe benefits of personnel directly associated with the project (including research assistantships for undergraduate or graduate students, post-doc support), equipment necessary for the execution of the research plan, materials and supplies, publication costs, computer resources, subcontractor services, consultant services, reference books or periodicals that specifically relate to the project, travel, subcontractors and F&A costs must be included. Other areas of expense will be considered. NO ADDITIONAL FUNDING WILL BE AVAILABLE POST-AWARD.

Proposed subcontractors should be disclosed in the application and accounted for in the budget so that they can be properly evaluated.

Supplemental Information

Any additional information that is submitted in support of the proposal must be in PDF format, and must be submitted as a separate document from the Application itself. Such materials, will be considered as supporting documentation only and shall not constitute an extension of the proposal.

D. Submission Dates and Times

Pre-proposal submissions must be received by close of business on **October 3, 2014 (5:00 p.m. Central Time)**. Successful pre-proposal applicants will be notified to submit a full application.

Full proposals must be received by close of business on **January 5, 2015 (5:00 p.m. Central Time)**. Proposals received after this deadline will normally not be considered for funding.

Applicants who have problems with the submission of a proposal are instructed to first send an email to Knowledgeprogram.insectmanagement@monsanto.com to resolve any problems. If additional information is needed, you may call Kelly Dolan, Program Administrator, at 636-737-4484.

Correspondence regarding submitted proposals will be sent using e-mail. Therefore, Applicants are instructed to provide accurate e-mail addresses, where designated, on the submission form.

If the Applicant has not received correspondence from Monsanto regarding a submitted proposal within fifteen (15) days of the established deadline, please contact Kelly Dolan, Program Administrator, at 636-737-4484, and request the proposal number assigned to the application. Once the application has been assigned a proposal number, this number should be cited on all future correspondence.

E. Other Submission Requirements

Described below are the requirements for successful submission of a proposal, all of the following steps must be met for a proposal to be considered for peer review:

1. Meeting the deadline: All pre-proposals and full proposals must be received by close of business on the respective deadlines (see Section 6.D – Submission Dates and Times). Consideration of late applications is only given in extenuating circumstances. The occurrence of one of these situations does not automatically ensure that a late application will be accepted.
2. Successful validation: The Review Panel will perform precursory review of the full proposal. The validation process includes, for example, meeting eligibility requirements and following agency application guidelines (e.g., timely submission, formatting, inclusion of all necessary components: Application Cover Sheet, Project Summary, Project Description, Primary Investigator CV, and Budget).

PART V—PRE-PROPOSAL AND PROPOSAL REVIEW REQUIREMENTS

A. General

Each pre-proposal will be reviewed by the Advisory Committee to ensure pre-proposals meet the administrative requirements and are in critical research areas as set forth in this RFP. The full proposals that meet these requirements will be evaluated by an independent Review Panel. Reviewers will be selected by the Advisory Committee based upon training and experience in relevant scientific, extension, or education fields.

B. Evaluation Criteria

The evaluation criteria below will be used in reviewing proposals submitted in response to this RFP:

1. Overall scientific and technical quality of the application
2. Scientific and technical quality of the procedures
3. Feasibility of attaining time sensitive objectives
4. Relevance and importance of the proposed research to achieving specific objectives in the targeted areas of this solicitation and the likelihood that the proposal will be successful
5. Professional training and experience of key project personnel (including current and previous collaborative research related to the proposal)
6. Adequacy of facilities and equipment
6. Appropriateness of budget request to attaining project objectives

The evaluation criteria below will be used in reviewing applications for development of educational materials:

1. Educational value to growers, consultants and / or students.
2. Effective distribution of the information to growers, consultants and / or students.
3. Timing and scope of the educational or training sessions.

C. Conflicts of Interest and Confidentiality

During the evaluation process, extreme care will be taken to prevent any actual or perceived conflicts of interest that may impact review or evaluation. Applicants for these awards are not eligible to be members of the **Insect Management Knowledge Program** Panel.

Names of submitting institutions and individuals, as well as application content and evaluations, will be kept confidential, except to those involved in the review process. In addition, the names of the reviewers will not be released.

PART VI—AWARD ADMINISTRATION

A. General

Within the limit of funds available for the RFP, the awarding official of Monsanto shall make awards to Recipients whose full proposals are judged most meritorious under the procedures set forth in this RFP. The date specified by the awarding official of Monsanto as the effective date of the award shall be no later than six (6) months following approval of such full proposal and funds are appropriated for such purpose, unless otherwise arranged. It should be noted that the project need not be initiated on the award effective date, but as soon thereafter as practical so that project goals may be attained within the funded project period. All funds awarded by Monsanto under this RFP shall be expended solely in accordance with the approved full proposal and budget, the regulations, and the terms and conditions of the RFP and research agreement.

B. Research Agreement

The research agreement will include, at a minimum, the following:

- (1) Legal name and address of Recipient
- (2) Title of project
- (3) Name(s) and institution(s) of PIs chosen to direct and control approved activities
- (4) Identifying award number assigned by Monsanto
- (5) Project period, specifying the amount of time intended to support the project
- (6) Total amount of financial assistance approved during the project period
- (7) Applicable award terms and conditions
- (8) Approved budget plan for categorizing allocable project funds to accomplish the stated purpose of the award
- (9) Other information or provisions deemed necessary by Monsanto to carry out its respective awarding activities or to accomplish the purpose of a particular award.

C. Expected Program Outputs and Reporting Requirements

Recipients agree to submit initial project information and annual summary performance reports to Monsanto. The details of these reporting requirements will be included in the award terms and conditions.

An annual performance report must be submitted within ninety (90) days after the completion of the first year of the project, and annually thereafter during the term of the research agreement. Generally, the annual performance reports should include a summary of the overall progress toward project objectives, current problems or unusual developments, the next year's activities, and any other information that is pertinent to the ongoing project or which may be specified in the terms and conditions of the research agreement. In addition, bimonthly conference call will be arranged between Monsanto and Recipients to discuss project progress.

Additionally, it is expected that timely, peer-reviewed publications will result from each research project.

PART VII—AGENCY CONTACT

Applicants and other interested parties are encouraged to contact Monsanto for questions or further information, by sending an email to: Knowledgeprogram.insectmanagement@monsanto.com, or, by contacting Kelly Dolan, Program Administrator, at 636-737-4484.

PART VIII—OTHER INFORMATION

A. Access to Review Information

Copies of reviews, not including the identity of reviewers, and a summary of the panel comments will be sent to the Applicant after the review process has been completed.

B. Use of Funds, Changes

1. Delegation of Fiscal Responsibility

Unless the terms and conditions of the research agreement state otherwise, Recipient may not in whole or in part delegate or transfer to another person, institution, or organization the responsibility for use or expenditure of award funds.

2. Changes in Project Plans

a. The permissible changes by the Recipient or other key project personnel in the approved project shall be limited to changes in methodology, techniques, or other similar aspects of the project to expedite achievement of the project's approved goals. If the Recipient(s) is (are) uncertain as to whether a change complies with this provision, the question must be referred to the **Insect Management Knowledge Program** Advisory Committee for a final determination.

b. Changes in approved goals or objectives shall be requested by the Recipient and approved in writing by the **Insect Management Knowledge Program** Advisory Committee prior to effecting such changes. In no event shall requests for such changes be approved which are outside the scope of the original approved project.

c. Changes in approved project leadership or the replacement or reassignment of other key project personnel shall be requested by the Recipient and approved in writing by the **Insect Management Knowledge Program** Advisory Committee prior to effecting such changes.

d. Transfers of actual performance of the substantive programmatic work in whole or in part and provisions for payment of funds, shall be requested by the Recipient and approved in writing by the **Insect Management Knowledge Program** Advisory Committee prior to affecting such transfers, unless prescribed otherwise in the terms and conditions of the award.

e. The initial project period for awards will not exceed three (3) years. However, Projects may be extended by Monsanto without additional financial support, for an additional period(s) as the **Insect Management Knowledge Program** Advisory Committee determines may be necessary to complete or fulfill the purposes of an approved project. Any extension of time shall be conditioned upon prior request by the Recipient and approval in writing by the **Insect Management Knowledge Program** Advisory Committee, unless prescribed otherwise in the terms and conditions of award.

C. Confidential Aspects of Applications and Awards

When a full proposal results in an award, it becomes a part of the record of Monsanto transactions. Therefore, any information that the Recipient wishes to have considered as confidential or proprietary should be clearly marked within the proposal. The original copy of a proposal that does not result in an award may be retained by Monsanto for a period of ten (10) years. Other copies will be destroyed. Such proposal will be released only with the consent of the Recipient or to the extent required by law. A proposal may be withdrawn at any time prior to the final action thereon.