The University of Iowa

FY19 Annual Economic Development Report

The University of Iowa once again has been cited as one of the 100 most innovative universities in the world by Reuters. This recognition is indicative of the impact the university can have upon the economy of Iowa and is why economic development is a component of the university’s strategic plan. As the university looks to implement its strategic plan through specific strategies, it is important to note that the university is focused on supporting the translation of intellectual work into applications to enhance economic development. This strategy will be implemented through:

- Exploring increased opportunities for entrepreneurial education, new venture creation, technology transfer, and innovation, and
- Connecting faculty, staff, and students to organizations to solve social, technical, and business problems

A robust plan incenting economic development, on a campus like the University of Iowa, is key to moving the ideas that are generated on campus to life changing impact for Iowans.

President Harreld’s decision to split the Office of the Vice President for Research from Economic Development during FY19, provided the university with an opportunity to examine its efforts and bring new focus to promoting statewide economic development; this report begins with a summary of that effort.

Subsequently, this report provides a description of eight of the UI’s key initiatives in the economic development space—Protostudios, UI Research Park, Translational Research Incubator, UI Research Foundation, UI Ventures, MADE, Center for Advancement, and John Pappajohn Entrepreneurial Center.

I. Aligning for Impact – Research and Economic Development

After the departure of the Vice President for Research and Economic Development in October, 2017, the University of Iowa shifted economic development responsibilities to a group led by a new Chief Innovation Officer reporting to the Vice President for External Relations with a dotted-line report to the President. Of the eight UI organizations listed below that contribute to economic development efforts, five were re-located from the Vice President of Research to the Chief Innovation Officer: Protostudios, UI Research Park, Translational Research Incubator, UI Ventures, and MADE.
The selection of a new Vice President for Research (who began working at the UI in June 2019) brings new leadership to the UI’s diversified research enterprise that provides much of the innovation on which the economic development activities draws. The two groups will work in close alignment to foster innovation and entrepreneurship across campus.

In FY19, the “Innovation Group” focused its efforts around several broad themes, including:

**Focus on MedTech and EdTech.** The University supports a broad array of research and development efforts and possesses expertise across a wide range of disciplines, but external reviews commissioned by the State of Iowa have identified highly concentrated capabilities in the medical technology and education technology sectors. At the University, efforts are focused on exposing faculty, staff and students to the system of support which exists within the university and in the surrounding community to assist them in transitioning their research or other ideas towards commercialization.

**Mobilizing an External Network.** Drawing on the broad network of contacts of the Chief Innovation Officer in the medical device industry and the venture capital community, the “Innovation Group” is exposing UI start-ups and entrepreneurially minded faculty, staff and students to skills and connections heretofore unavailable on the Iowa campus. These individuals are able to assess start-ups and offer them specific assistance while also helping to shape the overall effort.

**A New Home for Innovation @ Iowa -- Innovation Studio.** The university’s new Innovation Studio (planned to be housed in the former Art Building on campus) is in the planning and design stage. Upon completion, it will house efforts to nurture faculty, staff and student efforts to launch companies and experience the entrepreneurial process. It is important to note that innovation programing is largely space agnostic, and is ongoing or developing independent of specific space on campus.

II. University of Iowa Economic Development Infrastructure

The UI Research Foundation (UIRF) assists UI faculty researchers in the transfer of technology from the laboratory to the marketplace. The office manages a wide variety of intellectual properties arising from research programs throughout the university, and it is the resource for faculty and staff researchers in the areas of patent prosecution, innovation marketing, and licensing.
UIRF supports new ventures, especially faculty start-ups, through streamlined agreements, resources, patent prosecution support, and funding referrals.

**ProtoStudios**

ProtoStudios is a state-of-the-art, rapid-prototyping facility located in the MERGE co-working space in downtown Iowa City. It works with UI researchers, researchers from other Iowa universities and healthcare institutions and community members to develop fully functional prototypes of product ideas, allowing innovators to test, redesign, and determine manufacturing paths and demonstrate usability to investors. ProtoStudios primary focus is on biomedical and electronics prototyping with access to 3D printers (plastics, metals, ceramics) milling, laser/wet jet cutter, printed circuit board fabrication, and consulting from on-staff industrial designers and engineers. Anatomical modeling of human organs prior to complex surgeries is developing into a key value add of ProtoStudios.

The creation of ProtoStudios was funded through a $1.5 million Strategic Infrastructure Fund grant from the Iowa Economic Development Authority, and the authority approved a $200,000 grant to outfit additional space for new equipment that expands the organization’s capabilities.

**UI Research Park**

The UI Research Park leases building sites and space to growing technology companies that require sustained research relationships with the university. The park is home to a world-class business incubator program that has nurtured over 100 UI start-ups and other new ventures since its founding. Incubator tenant companies can draw on both the research and business resources of the university, including access to UI libraries, hazardous waste management services, support for SBIR/STTR grants (Small Business Innovation Research/Small Business Technology Transfer federal grants), educational seminars, networking opportunities, and shipping/package handling.

The BioVentures Center (BVC) in the park contains wet laboratory modules that can be shared for life science companies and office/dry laboratory modules for engineering and technology-based companies.

The park is also home to four of the university’s specialized core facilities. These facilities provide technical support services critical to the growth of start-up companies as well as existing industry partners:
• University of Iowa Pharmaceuticals offers contract analytical, development, and GMP manufacturing services to the pharmaceutical and biotechnology industry.
• Center for Biocatalysis and Bioprocessing operates a microbial fermentation facility and specializes in both upstream and downstream bioprocessing with expertise in process scale up for food products, biofuels, biopharmaceuticals, and other biotechnology products.
• National Advanced Driving Simulator conducts research and development on driving safety for the government, military, and industry partners.
• State Hygienic Laboratory is the state’s environmental and public health laboratory, serving all ninety-nine Iowa counties as well as out-of-state clients by testing and tracking infectious diseases and illnesses.

The Translational Research Incubator (TRI) serves as the wet-lab counterpart to Protostudio’s dry-lab program. The TRI space, located in the Medical Laboratories building on the university’s campus is a complement to the UI Research Park as it can house up to four early-stage research-based biomedical or life science companies focused on commercializing technology developed at the University of Iowa.

Much of the support for TRI goes to purchasing equipment that can be shared among the company tenants. This allows companies to focus their limited resources on technology-specific development to maximize their funding. The space is ideal for small start-ups that need to conduct early-stage proof-of-concept experiments, often with SBIR/STTR funding, in order to attract the investment needed to expand operations at the UI Research Park and other locations in the eastern Iowa region.

UI Ventures assists university faculty and staff in creating new companies based upon their research. It facilitates connections between the faculty and outside mentors, services and investors and serves as a liaison between the company and university services. Working closely to support the University of Iowa Research Foundation, UI Ventures actively engages with outside investors and business experts to improve visibility of UI companies, and bring business expertise to campus. In addition, UI Ventures manages the TRI incubator and operates the
MADE program to encourage faculty and staff innovation and entrepreneurship throughout campus.

Iowa MADE is a first of its kind program, in the nation, whose mission is to encourage and facilitate the UI community to bring innovative, need-based products to market with the goal of enhancing economic development at the university as an extension of research and scholarship.

MADE is a manufacturing and e-commerce initiative launched in FY18 with 3 objectives: 1) bring simple, low volume technology to market; 2) contribute to a cultural transformation around innovation on campus; and 3) provide students with an opportunity to learn first-hand the tools necessary to bring a product to market. The program crosses technology sectors with the first products to launch being low risk medical devices developed at UIHC across several departments. Products are available for sale through the iowamade.org website and revenue is used to reimburse development costs to encourage continued support of innovation and development. All technologies remain available for licensing to an external company through UIRF.

An undergraduate student operations team maintains the FDA compliant quality system, manufacturing, product management, marketing, and sales. These students have the unique opportunity to gain in depth real-world experience and leadership skills on campus to complement their classroom education.

The John Pappajohn Entrepreneurial Center (Iowa JPEC) offers nationally recognized comprehensive entrepreneurial education programs that are available to all Iowans. At the undergraduate level, Iowa JPEC and the Department of Management and Entrepreneurship offer a BBA in Management with an Entrepreneurial Management Track (on-campus and online) to Tippie College of Business students. Iowa JPEC and the College of Liberal Arts and Sciences offer a BA in Enterprise Leadership (on-campus and online). In addition, Iowa JPEC offers the Technological Entrepreneurship Certificate for engineering students, the Certificate in Entrepreneurial Management for all undergraduate students, the Certificate in Arts Entrepreneurship for arts students, and the Certificate in Media Entrepreneurialism for
journalism and mass communication students. Advanced entrepreneurship courses are also offered to MBA students on campus and at several locations across the state of Iowa.

Iowa JPEC and its university partners also play an important role in the development of Iowa-based technology and high-growth start-up companies. Whether providing one-on-one consulting services and group training, working with start-up companies on technology transition, directing UI students on advanced field study projects, or providing training and seminars to business executives, Iowa JPEC seeks to support the next generation of entrepreneurs and business leaders.

In FY19, The University of Iowa Center for Advancement (UICA) expanded its involvement in the university’s economic development efforts. The mission of the center is to advance the UI through engagement and philanthropy, and its Corporate and Foundation Relations group promotes economic development through connecting corporate partners with the UI’s strengths. In addition to connecting established companies with the university, the Center for Advancement is a key player in tapping UI’s extensive alumni base to support entrepreneurship and technology commercialization through monetary resources and, equally important, advice and expertise.
Advancements in medical technology soon could help Iowa surgeons visualize exactly what is wrong with a patient’s organ — before they make their first incision.

About 66 people, many with health care backgrounds, passed around synthetic hearts and vertebrae Thursday morning and afternoon at the University of Iowa Hospitals and Clinics, as they listened to presentations on the 3D printing technology that produced them, and its future applicability.

Similar facsimile organs, generated in the university’s Protostudios biomedical prototyping hub, have come in handy before several procedures at the university’s children’s hospital over the past six months.

Charles Romans, the school’s prototyping director, said surgeons will reach out to Protostudios for 3D organ models of patients, generated from CT scans, using them to review irregularities and make more informed decisions on how to proceed with operations.

Kicked off in 2016 with a $1.5 million grant from the Iowa Economic Development Authority, Protostudios is significant in the area in that its 3D printer — a $400,000 Stratasys J750 PolyJet model — can mix and match different materials, Romans said.

The result, he said, can be models with varying realistic textures — for example, a musculoskeletal printed hand with firm material for the bones and more gelatinous substances for the tissue and veins.

Dr. Ravi Ashwath, a pediatric cardiologist with UIHC, said practice on the realistic printed organs not only can help surgeons complete real procedures in less time, but also reduce the risk of medical complications requiring future operation.

With regard to trainees and patient families, “It’s very easy to show them, this is the problem, this is what we want to fix,” Ashwath said, talking about a defective heart.

Beyond the body parts, Protostudios also can 3D print prototype tools, such as surgical guides and models, which can be evaluated and refined if necessary before implementation.

“What it allows you to do is translate a concept that you just get down on a piece of paper into a mechanical device that you can test very, very quickly,” said Dr. Matthew Howard, head of UIHC’s department of neurosurgery.

Though the university is early in its outreach phase regarding the 3D printing technology, Romans said he hopes it ultimately will be implemented in hospital facilities statewide.

The global market for health care 3D printing is expected to expand to $2.48 billion by 2024, according to research firm Netscribes.
III. UI’s Economic Development Activities in FY19

Impact on economic growth in Iowa

- The UI Research Park is home to 36 companies, employing over 2400 total employees, 800 of those located on the park. Total payroll associated with Park companies is more than $2.9 million.
- In fall 2018, the University revealed plans to close the Technology Innovation Center (TIC) which had served as an incubator on the Iowa campus since 1984. The companies residing there either re-located to private facilities or available space at the main Research Park.
- UI Ventures currently supports 47 companies including 3 that formed in FY19
  - In FY19, faculty/staff companies obtained over $51 million in external funding, including $49 million in equity financing and almost $3 million in SBIR/STTR grants
- MADE continues to sell two products in FY19 and has an additional 3 under development
  - The program employed five undergraduate students, two of whom graduated and were immediately hired by regional medical device companies.
- Protostudios served 42 projects, supported 220 3D print jobs with more than 600 3D parts printed. An additional 28 machine shop jobs were performed, with processes including laser cutting, waterjet cutting, micro arc welding, CNC machining, CNC lathe turning, injection molding, PCB machining, solder paste dispensing, reflow oven operation, hand soldering, electrical testing, furnace baking.
- Iowa JPEC
  - Start-up Companies Served (New Business Starts) 255
  - Program, Seminar & Workshop Participants 9,514
  - Estimated Job Creation 418
  - Hours dedicated to Clients 17,409
  - Total Clients (Individuals receiving assistance) 811
  - Total Youth Impacted (K-12) 29,939
  - Seed Money Awarded $262,300
  - Total Participants Across All Programs +16,164 (Including Academic, Outreach, and Youth)
- UI Center for Advancement assists with aligning recruiting efforts and providing access to UI faculty and staff. It promotes corporate partner and foundation student scholarship and programming opportunities. UICA facilitates UI’s partnership with ICR Iowa to promote “Boomerangs” to return to the state to fill job openings.
Promotion of economic growth in Iowa

- TRI companies have received over $800,000 in grants in FY19. The grants are used to advance each company’s technology and to hire appropriate staff in the TRI space.
- On a regular basis, UI Ventures brings leading business executives to campus from across the US, arranging presentations and one-on-one meetings with faculty startups to facilitate conversation and resources for the startups.
- UI Research Park’s BioVentures Center hosts monthly lunch and learns in collaboration with SBDC and JPEC throughout the year for start-up companies. The multi-purpose room and other conference rooms in the BVC are used by several collaborating groups, including the Iowa Innovation Corporation and the Iowa Economic Development Authority (IEDA).
- In FY18, UIRF was leading the revision of the UI Intellectual Property Policy to enable departments and colleges to invest directly in the commercialization of inventions. The IP Policy change was approved effective May 6, 2019. UIRF is currently working with one department in the College of Medicine on a pilot to cost-share for patenting costs to obtain broader protection for inventions coming from that department.
- UICA assists with providing platforms to discuss and share examples as to how the University of Iowa can be a resource for industry through industry breakfasts and panel discussions. The center is putting together a panel that will present in partnership with Iowa Association of Business and Industry in Des Moines this year, as well as partnering with organizations in Cedar Rapids and the Quad Cities.
- Iowa JPEC:
  - Academic Program – Iowa JPEC delivers campus-wide and online undergraduate education and technology innovation coursework in the MBA program. Majors (BA or BBA) and certificate programs exist for all undergraduate students at UI including specialized programs for students in engineering, performing arts, and journalism. During FY2019, 5,275 students enrolled in 220 classes, 260 students received a degree and 215 students earned an entrepreneurship certificate.
  - Founders Club / Bedell Lab Student Incubator – The student incubator housed at the 10,000 sq. ft. Bedell Entrepreneurship Learning Laboratory has 17 private offices for the most advanced start-ups, numerous co-working spaces for the others, and several conference rooms. This campus-wide program is open to students from every college and major. The students receive intense mentoring and support as they launch or expand their businesses. The program, one of the first of its kind in the nation, has impacted 1252 students since opening in 2004. During FY2019, the Founders Club supported 107 student start-ups made up of 165 students.
An example student start-up is OmniLife Inc.:
- OmniLife Inc. has created TXP Chat, a software product that helps reduce communication issues that lead to donor-organ loss. They are testing with three organ procurement groups including UIHC and the Iowa Donor Network. They have secured over $1.2 million in private investment and were recently recognized on Forbes 30 under 30 Healthcare list.
- Hawkeye Startup Accelerator - Throughout the twelve-week program, accelerator teams meet daily to launch their start-up by using Lean LaunchPad methodologies. Through brunch-and-learns, work sessions with experienced mentors, weekly pitches, and lectures, the Hawkeye Startup Accelerator aims to drive the start-up process for students, while increasing their start-ups' chance for success. In FY2019, 18 teams and 66 students participated.
- Iowa Medical Innovation Group (IMIG) – IMIG is a two-semester interdisciplinary program that introduces students to all phases of medical device/technology development. Students from the colleges of Business, Engineering, Law, and Medicine collaborate in a real-world environment to identify a medical need, create a solution, and move it through the development and commercialization process.
- Business plan and pitch competitions – Iowa JPEC hosts and sponsors a variety of elevator, business model and business plan competitions for UI students. During FY2019, a total of $262,300 was awarded to start-ups.
- IdeaStorm Competitions are entry level pitch competitions that require no prior experience. Students simply share their idea with the crowd in two minutes or less. This introduces new students to entrepreneurship each year.
- Iowa Startup Games – This program is a “start-up weekend” for college students that brings together students from all areas of study to build a business in a weekend.

- Jacobson Institute for Youth Entrepreneurship – The Jacobson Institute is a comprehensive program that enriches K-12 students’ lives through classroom and practical educational experiences. Programming and impact includes:
  - BizInnovator Program – Curriculum and teacher training focused on entrepreneurship and business. There are currently 186 teachers using this curriculum nationwide, including educators in every state, impacting 7,440 students. The students can also participate in Innovator Competitions.
  - STEM Innovator Program – This professional development program for teachers infuses innovation and entrepreneurship into K-12 classrooms. During FY2019, 200 educators from 74 schools received curriculum, training, and support, impacting 21,822 students.
  - Summer Camps – Located in Iowa City, Marion, Cedar Rapids, the week-long camps are designed for students in the 5th-9th grades.
• Seminars, Workshops, and Lecture Series – Iowa JPEC hosted more than 8 different opportunities last year for students, faculty, and people from the community. In FY2019, over 16,000 attendees came to learn from experienced entrepreneurs on a variety of topics.
• Alumni-Student Mentoring Program – This was established to connect entrepreneurship students with esteemed alumni in order to enhance students’ professional and personal development for future success. In FY2019, 135 students were paired alumni mentors.
• Okoboji Entrepreneurial Institute - Iowa JPEC established the annual, week-long Okoboji Entrepreneurial Institute (OEI) in a partnership among state of Iowa universities and colleges, as well as Iowa Lakes Corridor Development in 2006. Today, this summer program continues to provide students with an immersion into entrepreneurship and business strategy and develop an outstanding network of peers and business professionals.
• Student Organizations – Several campus-wide clubs and organizations focused on entrepreneurship are sponsored by Iowa JPEC.

Summary of FY19 economic development activities

- **UIRF:**

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- **Wellmark Venture Capital Fund**
  - Five companies funded at $100,000 each
- **Business Consulting Program**
  - Iowa clients served
  - Industries include: profit, non-profit, NGO, start-up/entrepreneurial, retail, engineering, financial, veterans’ services, software/IT, manufacturing, restaurant, research, event coordinating
  - Iowa counties represented
Linn, Johnson, Washington, Carroll, Woodbury, Polk, Des Moines, Warren, Allamakee, Appanoose, Plymouth, Dallas, Clinton, Dubuque, Scott, Muscatine

- Hours dedicated to one-on-one consulting 13,644

- Institute for International Business
  - Iowa clients served 3
  - Iowa counties represented 2
  - Industries include: Healthcare technology, non-profit (sustainability), food processing, architect/engineering, real estate, agriculture

- Iowa Innovation Associates (IIA) Internship Program
  - Student internships 16
  - Iowa businesses served 13
  - Iowa counties represented 5
    - Johnson, Polk, Dallas, Lynn, Jefferson
  - Industries include: Agriculture, Environmental, Automotive, Finance, Medical, Data Analytics, software/IT, retail, marketing

- Iowa Medical Innovation Group (IMIG)
  - Number of participants (individuals) 30
  - New venture projects 5
  - UI faculty and administrative mentors 5

- Venture School – entrepreneurial training
  - Number of teams 52
  - Number of participants (individuals) 69

- UI Innovator Workshops (National Science Foundation NSF I-Corps Program)
  - Number of businesses 6
  - Number of participants (faculty & staff) 27

- Hawkeye Startup Accelerator
  - Number of teams 18
  - Number of participants 44

- Small Business Development Center
  - Start-ups companies served (new business starts) 14
  - Total clients counseled (individuals assisted) 320
  - Estimated job creation 87
  - Hours dedicated to clients 845
  - Total capital – loans + equity $7,100,320
  - Workshops 5

- Founders Club Fair attendees 250

Support of Economic Development Outreach in Iowa

- UICA has presented its Impact Report to nine corporate partners to demonstrate specific examples of campus wide engagement with those partners. Examples of
engagement include recruitment, experiential learning, board and speaking activity, as well as philanthropic support. The compilation of this information in one report enables UI’s corporate partners to evaluate and extend their engagement with the university.

- **Venture School Entrepreneurial Training Program** – Iowa JPEC offers an immersive “Lean LaunchPad”, business model canvas, eight-week boot camp training program named Venture School to accelerate start-ups. Venture School is offered in multiple locations across Iowa. The program emphasizes real-world entrepreneurship through experiential learning, a flipped classroom, and immediate feedback. During FY2019, workshops were offered in Davenport, Iowa City, Cedar Rapids, Des Moines, Sioux City, and online. There were 52 teams made up of 69 entrepreneurs.

- **UI Small Business Development Center** – The UI hosts an SBDC that serves a five county area (Cedar, Johnson, Iowa, Poweshiek, and Washington counties). During FY2019, the UI SBDC served 320 start-ups. This contributed to the creation of 87 jobs and $7,100,320 in equity being raised.

- **Institute for International Business (IIB)** – The IIB is dedicated to advancing knowledge and international skills in business and educational communities through research, education, and consulting. During FY2019, 29 International consulting projects were completed by University of Iowa students and faculty. The Institute also hosted 25 Mandela Washington Fellows through the State Department’s Young African Leaders Program.

- **Business Consulting Program** – Iowa JPEC offers business consulting services to entrepreneurial and start-up companies around the state. During FY2019, 100 projects were completed for 77 clients in 16 counties (Linn, Johnson, Washington, Carroll, Woodbury, Polk, Des Moines, Warren, Allamakee, Appanoose, Plymouth, Dallas, Clinton, Dubuque, Scott, and Muscatine).

- **Iowa Innovation Associates Internship Program** – Iowa JPEC provides funding support enabling Iowa start-ups to hire UI student interns as they work to grow their businesses. In FY2019, 16 students were placed in 13 start-ups in Johnson, Mahaska, and Polk Counties Johnson, Polk, Dallas, Linn, Jefferson.

- **Pappajohn Entrepreneurial Ventures Competition** – In partnership with the Pappajohn entrepreneurship centers at ISU, UNI, Drake, and NIACC, Iowa JPEC sponsors this annual competition to support start-ups around the state. Each year, over $50,000 is awarded in total to three companies.

- **Wellmark Venture Capital Fund** – Iowa JPEC is the regional administrator of the $5 million Wellmark Venture Capital Fund that supports the creation and growth of new businesses throughout the state. Iowa JPEC screens applications, performs due diligence, evaluates business concepts, and assists applicants with their business plans. Iowa JPEC partners with area angel investors, equity fund managers, lenders, the Iowa Economic Development Authority and the Small Business Administration to help
business owners secure additional funding. During FY2019, two businesses each received $100,000 in funding.

- **UI Innovators Training Program (NSF I-Corps)** – The University of Iowa was awarded a multi-year National Science Foundation (NSF) I-Corps Site grant in FY 2015 to support UI faculty, staff, and student entrepreneurs. This program is a joint effort between the Office of the Vice President for Research and Economic Development, UI Ventures, and Iowa JPEC. The goal of this program is to accelerate 30 faculty and staff start-ups. During FY2019, 6 start-ups made up of 27 faculty and staff participated.
  - Viewpoint Molecular Targeting is an example of an early stage business being supported by this program.
- **Regional Partnerships / Eco-system Development** – Iowa JPEC partners and engages with numerous local, regional, and statewide organizations to support entrepreneurs and contribute to the vital entrepreneurial ecosystem. These organizations include chambers of commerce, economic development organizations, business accelerators, state agencies, other universities, and community colleges.
- **National Engagement** – Iowa JPEC engages with several national and international organizations focused on small business, entrepreneurship, economic development and technology commercialization. This includes not only membership but also committee participation and invitations to present best practices.

**Regents Innovation Funds Spent to Promote Economic Development in Iowa**

- **Protostudios**: $204,272 for personnel and general expenses
- **UI Research Park**: $178,900 for BioVentures Center personnel, operating/general expenses
- **UI Ventures and MADE**: $665,012 for personnel, consultants, student interns, and general expenses
- **Office of the Vice President for Research and Economic Development**: $7,750 for economic development memberships and conference sponsorships

The University of Iowa recognizes the important role it has to play in the state’s economic development ecosystem. The university is committed to improving the quality of life in Iowa through a sustainable cycle of research and creative activity. Research at the University of Iowa makes Iowa a healthier, more prosperous, and attractive place to live. The university will continue to ensure that every dollar invested in research is leveraged by developing new economic opportunities for Iowans.