

University of Iowa – Total GIVF Award \$1,925,000

Phase I Program: ISTART - Iowa Startup and Entrepreneurship Fund (\$1,400,000)

This program supports a competitive request-for-proposals (RFP) process to identify and support commercialization projects based on the university's or partnering companies' intellectual property. The university would target businesses with high potential for recruitment or advancement in Iowa.

Provide a description of sources of matching institutional dollars: To date, several sources of funds have been tapped.

1. The portion of intellectual property licensing revenues that is annually distributed to the Office of the Vice President for Research is deposited into a "Research Enhancement Fund" (REF) and is used at the discretion of the Vice President. This fund has been tapped for match for several of the IStart proposals funded to date.
2. That portion of licensing revenues retained by the UI Research Foundation (UI intellectual property management and technology transfer office) has been used as match for one proposal.
3. Lease payment revenues from tenants will be used as match. Temporary cash flow support from university advances will be used as required to meet match timing obligations.
4. The City of Coralville has provided some matching dollars for an infrastructure project at our Technology Innovation Center (business incubator).
5. Private resources provided to the John Pappajohn Entrepreneurial Center (JPEC) are being used for match in a JPEC project.
6. A startup company who will receive a small IStart award is providing matching funds from its private resources.

Describe progress and outcomes to date: Seven projects have been approved to date. Matching funds are from one or more of the sources noted just above. Outcomes are described in terms of the way in which the progress responds to Code Chapter 262B objectives for the Regent universities as specified in House File 809 establishment of these GIVF resources for the universities.

- **Progress:** Gap funding (very early stage seed funding) and entrepreneurship development for a set of selected startup opportunities based on identification of promising technologies by staff at the UI Research Foundation (\$250,000 from IStart matched by source 2 above) **Outcomes:** We have begun evaluating new UI research projects for commercialization potential and anticipate being able to move to seed some of these projects to "proof of concept" in the Spring of 2006.
- **Progress:** Renovation of the recently acquired wet lab business incubation space we refer to as BioTIC; renovations are specifically aimed at the unique requirements of a very promising technology startup (\$612,500 from IStart matched by sources 1 and 3 above) **Outcomes:** Architectural planning for renovated wet lab space for a new biotech company has begun with renovations expected to begin in Spring of 2006. This new wet lab space has enabled UI to retain one of its most entrepreneurial faculty in the College of Medicine and enable the establishment of his new company at Oakdale.
- **Progress:** Support for the transition of a successful student startup company (Bio::Neos) from student status and origins in the Bedell Entrepreneurship Learning Laboratory to formal corporate status in the Technology Innovation Center (\$25,000 from IStart matched by source 6 above) **Outcomes:** By providing matching grants for joint public/private bioscience projects and the next stage of this company's development we have further encouraging UI entrepreneurial activity and helped to retain this new company in the State of Iowa.

- **Progress:** Renovation of heavily used conference and reception space in the Technology Innovation Center (\$83,500 from IStart matched by sources 1 and 4 above)
Outcomes: This renovation project is ongoing, but we anticipate that the outcome will facilitate private sector–university relationships and accelerate new business startup opportunities.
- **Progress:** Support for the Office of Corporate Partnerships to enable its marketing, publicity, and corporate support programs; includes support for creation of the new space we call *Iowa Centers for Enterprise* which will consolidate all UI economic development and technology programs into one location for more effective programming and support (\$141,230 from IStart matched by source 1) **Outcomes:** The major outcome for this effort will be an increase in UI commercialization marketing and increased coordination of research with the State's targeted industry clusters. Further, we anticipate that this Office will result in the establishment of a single point of contact, regional assistance for small business development.
- **Progress:** Establishment of a college liaison function intended to help us mine additional intellectual property opportunities and startup prospects out of our research laboratories and faculty programs (\$25,000 from IStart matched by source 1) **Outcomes:** The outcome of this liaison function will be to facilitate the evaluation of research for commercialization potential and improvement of public recognition of faculty and staff who demonstrate success, capacity building in key bioscience [and other] platform areas, encouraging bioscience entrepreneurship by faculty, pursuing bioeconomy initiatives in key platform areas.
- **Progress:** Support for JPEC to add, in addition to its existing entrepreneurial training programs, support for new business development consultation (intellectual property market analysis, professional business planning and analysis) and faculty entrepreneurship assistance (\$125,000 from IStart matched by sources 1 and 5) **Outcomes:** Support of JPEC will result in an increase in our evaluation of new technology for commercialization potential, linking of research and instruction to economic development and encouraging faculty entrepreneurship

Phase II Program: IGROW - Iowa Growth and Development Fund (\$525,000)

This program funds investment for long-term growth of Iowa-based businesses. The university directs funds to promote high-tech entrepreneurship and build new networks among people with technical, financial, and business expertise and sustain the growth of industries that provide high-paying jobs for the citizens of Iowa.

Provide a description of sources of matching institutional dollars:

- The REF (see above) has been used for our only IGrow proposal to date.

Describe progress and outcomes to date: Outcomes are described in terms of the way in which the progress responds to Code Chapter 262B objectives for the Regent universities as specified in House File 809 establishment of these GIVF resources for the universities.

- **Progress:** The UI's very successful Center for Biocatalysis and Bioprocessing (CBB) faced the retirement of Professor Jack Rosazza as its Director in 2004. We have succeeded in recruiting Dr. Mani Subramanian away from the Dow Chemical Company (where he served as Global R&D Director) to assume this position. This extraordinary opportunity to recruit a proven, industry-savvy individual as a faculty entrepreneur and Director of the CBB holds great promise for our ambitions to leverage the CBB facility and related research programs in support of enhancements to Iowa businesses and further development of biotechnology-based intellectual property. Recruitment of Dr. Subramanian required a commitment of \$650,000 per year to equip and staff his

research laboratory in Chemical and Biochemical Engineering. The equipment is expected to be useful to others and may also pay benefits in the further development of technologies of interest to the CBB and its university-industry programs. (\$325,000 from IGrow matched with \$325,000 from the REF) **Outcomes:** Responds directly to Code Chapter 262B—capacity building in key bioscience platform areas, encouraging bioscience entrepreneurship by faculty, pursuing bioeconomy initiatives in key platform areas recommended by Battelle report.

Progress Metrics for the University of Iowa

Provide data for each of the following metrics as a result of all University of Iowa GIVF efforts:

1. Reported total related jobs in Iowa and job impacts
 - a. Technology Innovation Center (TIC) accepted two new tenant companies and assisted 10 existing tenants in expanding—66 jobs retained; 21 new jobs created; prospect for related BioTIC (wet lab business incubation space managed by TIC) is expected to yield 8 additional jobs within one year (12 related jobs in academic lab will be retained)
 - b. Oakdale Research Park company prospect will create 5 new R&D jobs within one year and 23 additional jobs within three to five years; possibility exists for a subsequent manufacturing facility to locate within the region
2. Reported total earnings and earning impacts:
 - a. Too early to be able to report data at this time
3. Collaborations with Iowa-based industry
 - a. In bioscience cluster area: 16
 - b. In advanced manufacturing cluster area: 7
 - c. In information solutions cluster area: 12
 - d. Service on economic development boards of directors or related community service groups: 10
 - e. SBDC clients served: 130
 - f. JPEC results: 14 student teams active in Bedell Entrepreneurship Learning Laboratory; 13 corporate field studies completed by student teams; 29 individuals enrolled in regional FastTrac entrepreneurship training
4. New federal small business initiative applications and awards
 - a. Hosted a campus workshop for faculty on SBIR/STTR programs and proposal processes—42 individuals attended
 - b. Two SBIR awards were received; 15 applications were made and are pending
 - c. Workshop being planned for spring to be led by NIH SBIR program officer
5. Intellectual property (IP) created and licensed since July 1, 2005
 - a. 39 IP disclosures
 - b. 3 foreign and 49 US patent applications
 - c. 8 foreign and 8 US patents issued
 - d. 12 licenses/options
 - e. 14+ technologies identified for Iowa startup potential; market analysis and business planning activities initiated
 - f. Other measures of activity related to IP which represent important precursors to licensing and option agreements: 34 confidential disclosure agreements, 57 material transfer agreements (IP-related materials secured by an external party), 6 inter-institutional agreements (regarding distribution of licensing revenues when IP is co-owned with one or more other institutions)
6. Annual increase in taxable company revenues from identified firm:
 - a. Too early to be able to report data at this time

Regent Universities' GIVF Annual Report Form
January, 2006
Board of Regents, State of Iowa

Progress Metrics for the University of Iowa- Table Form

Jobs in Iowa and job impacts		Jobs Retained	Jobs Created
	Technology Innovation Center (TIC) Oakdale Research Park	66	21
Collaborations w/ Iowa-based industry	Type of Industry	Contacts	
	Bioscience	16	
	Advanced Manufacturing	7	
	Information Solutions	12	
	ED Boards & community groups	10	
	SBDC Clients Served	130	
	JPEC Activity		
	Student Teams at Bell	14	
Student Corp. field studies	13		
FastTrac Training enrollees	29		
New SBIR apps and awards		Applications	Awards
		15	2
IP created/licensed since 7/1/2005	Disclosures	Patent Apps	Patent Awards
	39	52	16
	Licenses/options		
	12		

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The following financial report, as requested, is through the end of 2005 only. On the revenue side, we show only that portion of the GIVF funding available to us that has been committed to projects through that time frame. Given that the total GIVF availability to the UI is \$1,925,000, there is an as yet uncommitted balance (\$338,020) available for pending project proposals. Expenditure information is estimated through December, 2005.

The University of Iowa	
	As of December 31, 2005
Revenue	
State appropriations	
GIVF:	\$1,586,980
general fund:	
Federal Support:	
In-kind contributions:	
Other:	\$1,586,980
Totals	\$3,173,960
Expenditures	
Salaries	
Faculty	\$42,993
Professional and scientific	\$42,487
General services	\$31,571
Hourly	0
Supplies	\$44,651
Rentals	0
Utilities	0
Equipment	0
Other	0
Totals	\$161,702