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Research and Economic Development  
Board of Curators Meeting  
January 29, 2010

Michael F. Nichols  
VP Research & Economic Development

# Role of Research & Econ. Dev

- Facilitate and accelerate transfer of Research results to IP assets to commercial markets
- Negotiate and execute agreements in a timely manner
- Encourage faculty and student entrepreneurship and company formation
- Manage IP and Research Park assets of University
- Ensure compliance with federal regulations and reporting requirements

UMKC

# Classic Portfolio

MST

Research

IP  
Commercialization

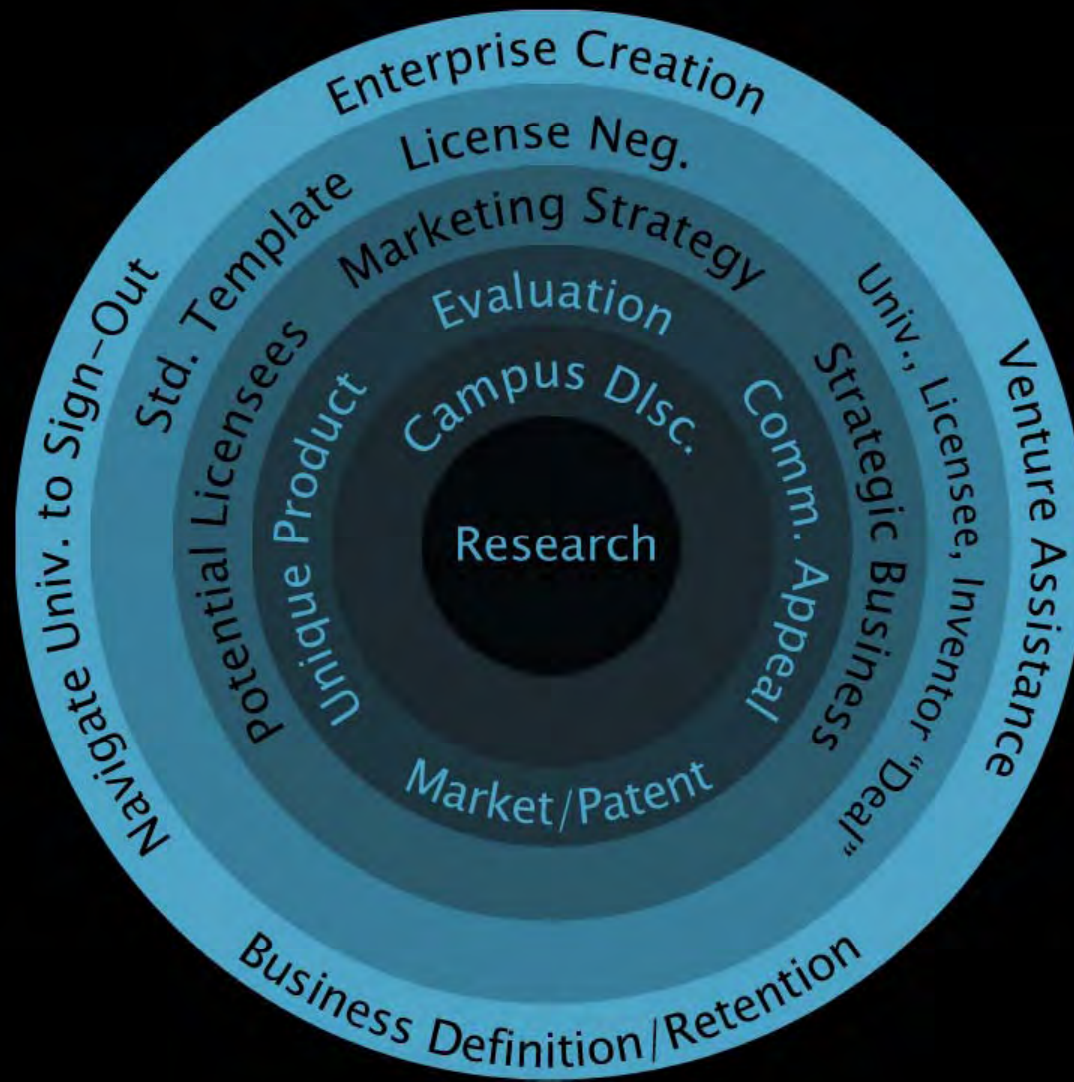
Research  
Parks

UMSL

MU

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# Accountability Measures

## UM System Totals and Peer Avg.

No.	Measures	FY06	FY07	FY07 Peer Avg.	FY08	FY08 Peer Avg.	FY09	FY09 Target
<b>ED</b>	<b>Economic Development</b>							
1	Number of invention disclosures received	107	124	164	137	159	161	145
2	Percentage of invention disclosures on which a new patent application was filed	36%	50%	55%	39%	62%	28%	36%
3	Number of US patents issued	15	22	28	20	26	12	25
4	Total license/option agreement income	\$2,371,287	\$4,672,823	\$11,032,830	\$6,713,233	\$13,085,852	\$10,400,726	\$9,200,000
5	Number of license/option agreements that generated income	28	47	138	40	135	51	37
6	License/option agreement income per dollar of net patent prosecution expenses	\$3.49	\$7.56	\$10.75	\$6.74	\$11.79	\$9.80	\$8.07
7	Number of startups created around university technologies	2	2	4	5	4	4	10
8	Number of license/option agreements executed	17	21	52	65	43	77	71

### FY09 Record Highs:

- Number of invention disclosures received
- Number of license/option agreements that generated income
- Total license/option agreement income
- Number of license/option agreements executed

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# AUTM and CMU Comparisons

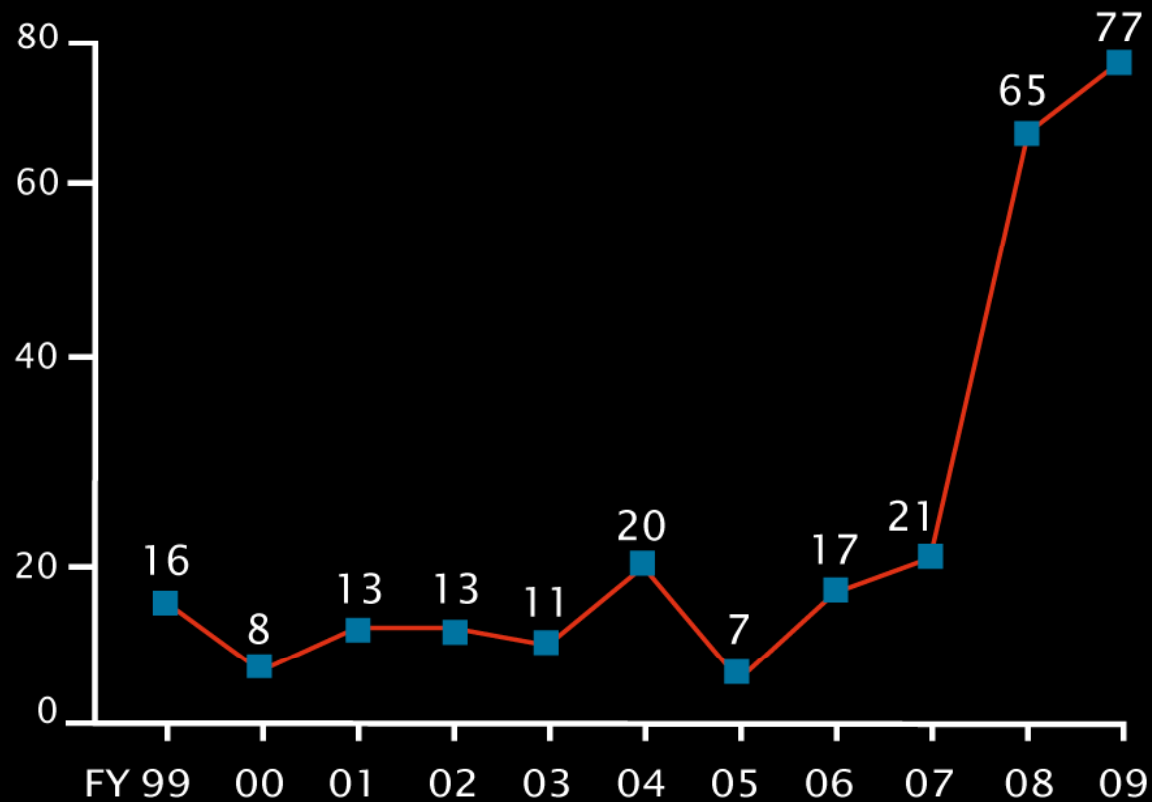
	All Schools	UM System	CMU
Discovery(Disclosures)	1 per \$2.5M	1 per \$1.9M	1 per 1.87M
Licenses & Options	1 per \$9.6M	1 per \$4.0M	1 per 9.9M
Start-ups	1 per 88.0M	1 per \$77.0M	1 per 22.8M

AUTM = Association of University Technology Managers  
CMU = Carnegie Mellon University

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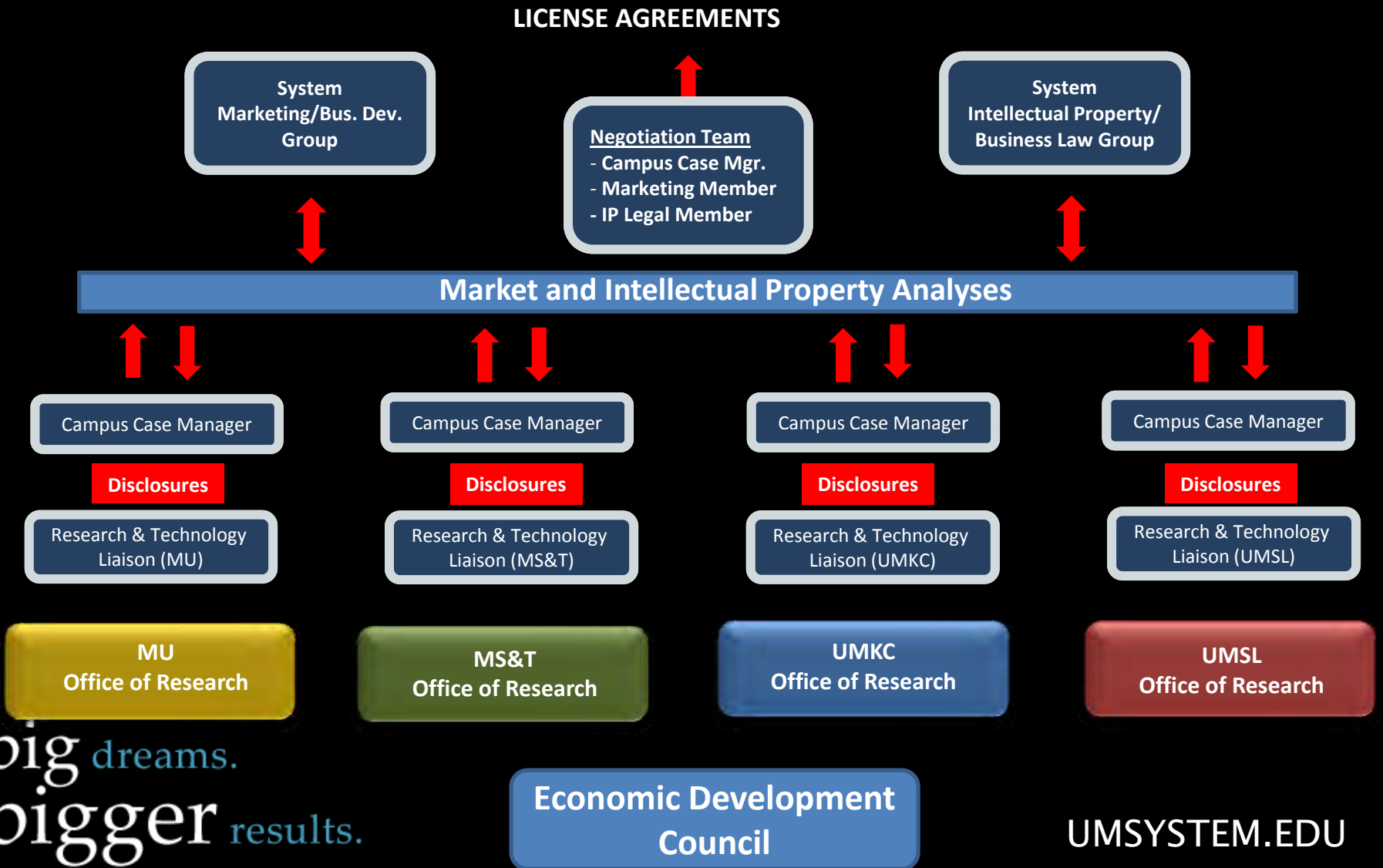
# LICENSES/OPTIONS SIGNED



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# Team and Streamlined Process



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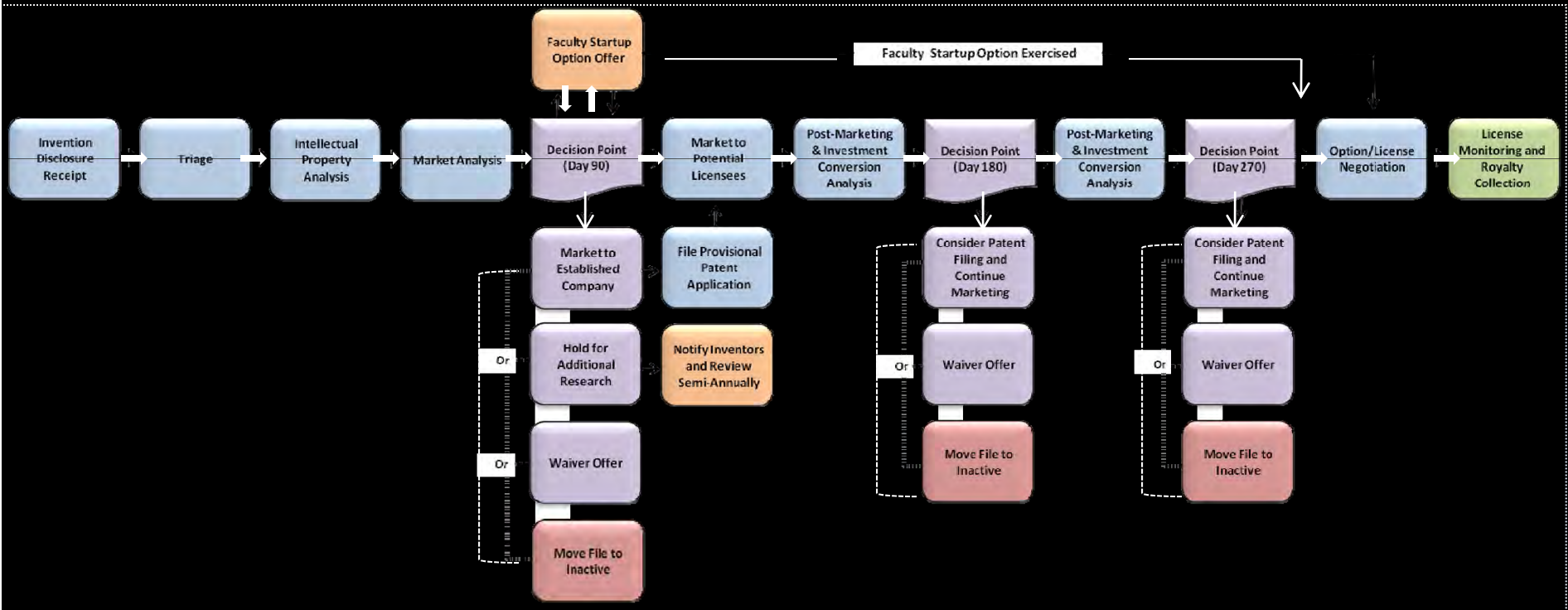
# Improve time to market results

Avg. No. of Days from Disclosure Receipt to License Agreement:

3 years



365 days



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IN-1

# Investment Ranking Form



University of Missouri  
Office of INTELLECTUAL PROPERTY Administration  
COLUMBIA • KANSAS CITY • ROLLA • ST. LOUIS

Disclosure #: \_\_\_\_\_ Category: \_\_\_\_\_ Date Completed: \_\_\_\_\_  
 Disclosure Title: \_\_\_\_\_  
 Disclosure Date: \_\_\_\_\_ Completed By: \_\_\_\_\_ Initials: \_\_\_\_\_

**Technical Merit: (select one for each )**

[TO BE COMPLETED BY CAMPUS CASE MANAGER]

Availability of data supporting invention	<input type="radio"/> None	<input type="radio"/> Preliminary	<input type="radio"/> <i>In vitro</i> data	<input type="radio"/> <i>In vivo</i> data	<input type="radio"/> Both
Availability of prototype	<input type="radio"/> No				<input type="radio"/> Yes
Addresses significant shortcomings of the field	<input type="radio"/> None	<input type="radio"/> Low	<input type="radio"/> Average	<input type="radio"/> High	<input type="radio"/> Exceptional
Innovation vs. limitation	<input type="radio"/> Very limited	<input type="radio"/> Low	<input type="radio"/> Average	<input type="radio"/> High	<input type="radio"/> Very Innovative
Is it a core/platform/stand-alone technology?	<input type="radio"/> None	<input type="radio"/> Use w/other IP	<input type="radio"/> Improvement	<input type="radio"/> Stand-alone	<input type="radio"/> Platform
Have rights to this technology been pre-assigned to a third party?					<u>Select...</u>
Number of co-owner institutions					<u>Select...</u>
Source of funding (e.g., corporate, federal, state, etc.)					<u>Select...</u>
Material Transfer Agreements, Memorandums of Understanding, etc.					<u>Select...</u>
Number of inventors/authors					<u>Select...</u>

Total Score: 0 Scale: None = 1 Low = 2 Average = 3 High = 4 Exceptional = 5

Additional Comments: \_\_\_\_\_  
\_\_\_\_\_

**Research Effort: (select one for each attribute)**

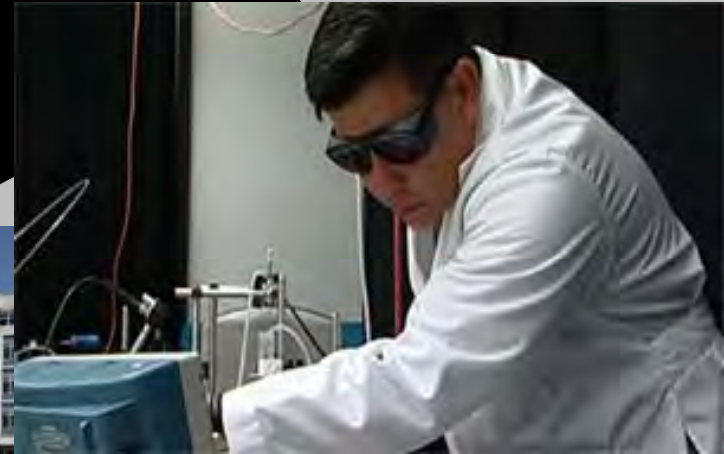
[TO BE COMPLETED BY CAMPUS CASE MANAGER]

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# OUR RESEARCH TO JOBS MISSION

Total externally sponsored  
research funding

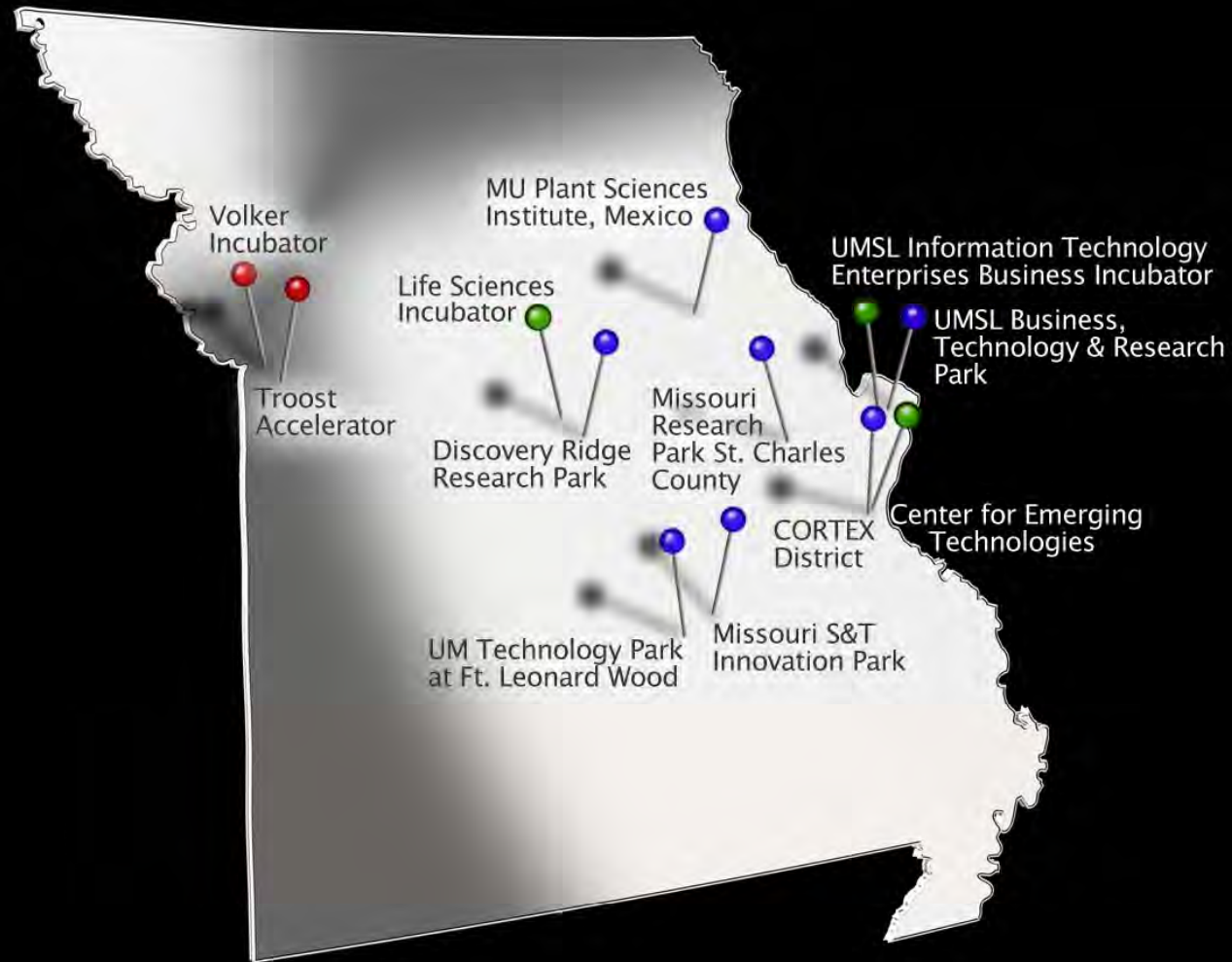
MU	\$231M
UMKC	\$ 44M
ROLLA	\$ 38M
STLOU	\$ 30M
UMS	\$ 5M
Total	\$308M



Research  
supports  
10,000 jobs

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# Our Commercialization Facilities



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# MISSOURI RESEARCH PARK

- Located in St. Charles County
- 17 tenants, 2 federal agencies
- \$786 million in economic impact
- Supports nearly 2,000 jobs in park &, 4,500 community



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# DISCOVERY RIDGE

- Located in Columbia
- Potential for 25,000 jobs regionally
- \$3.5 billion impact over 25 years
- ABC Labs growing to 500 employees



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# TECHNOLOGY PARK – Ft. Leonard Wood

- Phase 1 – 12 acres
- Today Revenues over \$1M
- 188 jobs in park; 412 jobs in community
- Phase 2 – 50 acres
- Potential impact of \$44 million
- 10,000 new jobs in community

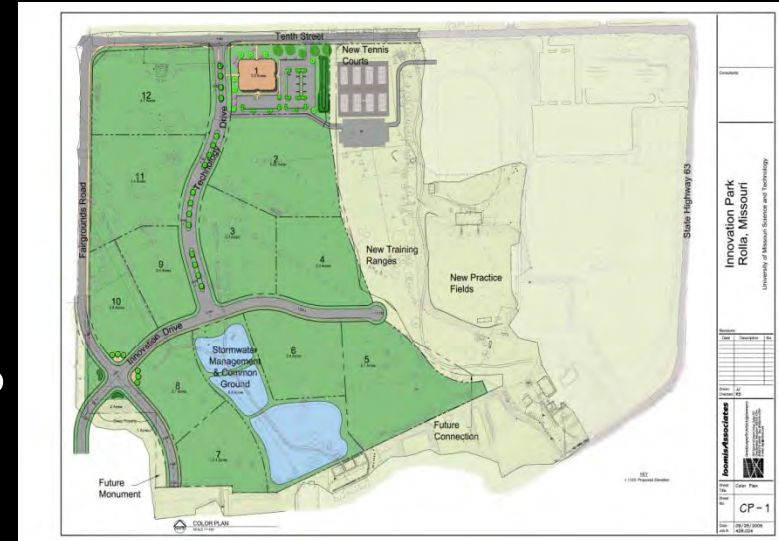


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# INNOVATION PARK

- Located in Rolla
- 60 acres
- \$45 million in revenues in 12 years
- \$1 billion in economic impact in same timeframe



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# MISSOURI PLANT SCIENCE CENTER

A joint venture between City, State, and UM



**TREANOR**  
ARCHITECTS P.A.



**k p f f**



**SKW**



**ARCO**  
CONSTRUCTION  
DESIGN | BUILD PEOPLE

LEAD TENANT:  
**Soy Labs**



**MEXICO**  
Manufacturing in the Midwest



**MISSOURI TECHNOLOGY**  
CORPORATION



**MU**



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# Zegerid Receives FDA Approval



## Heartburn drug developed at MU receives FDA OK

Go-ahead given to market Zegerid as over-the-counter product, university will receive revenue from licensing

[READ FULL STORY](#)

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## Goals for 2010

- Expand research partnerships
- Accelerate momentum for IP commercialization
- Integrated Research Park marketing plan
- Secure funding for future facilities
- “Start up” funding initiative

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