



University of Missouri
COLUMBIA · KANSAS CITY · ROLLA · ST. LOUIS

Meeting the Challenge of Economic Development

Greg Steinhoff

Director, Dept of Economic Development

Mike Mills

Deputy Director, Dept of Economic Development

Rob Monsees

Executive Director, Missouri Technology Corporation

John Gardner

Vice President Research and Economic Development



2007 State of the New Economy Indicators Rankings for Missouri

Indicator	Rank	Indicator	Rank	Indicator	Rank
IT Professionals	13	'Gazelle' Jobs	31	E-Government	29
Managerial, Pro, Tech Jobs	33	Job Churning	17	Online Agriculture	44
Workforce Education	38	Fastest Growing Firms	27	Broadband	37
Immigration of Knowledge Workers	25	IPOs	27	High-Tech Jobs	31
Manufacturing Value-Added	34	Entrepreneurial Activity	45	Scientists and Engineers	32
High-Wage Traded Services	11	Inventor Patents	37	Patents	33
Export Focus of Mfg and Services	39	Online Population	24	Industry R&D	30
Foreign Direct Investment	31	Internet Domain Names	34	Venture Capital	26
Package Exports	29	Technology in Schools	11	Overall	35



University of Missouri
COLUMBIA · KANSAS CITY · ROLLA · ST. LOUIS

Facing the Challenge of Economic Development

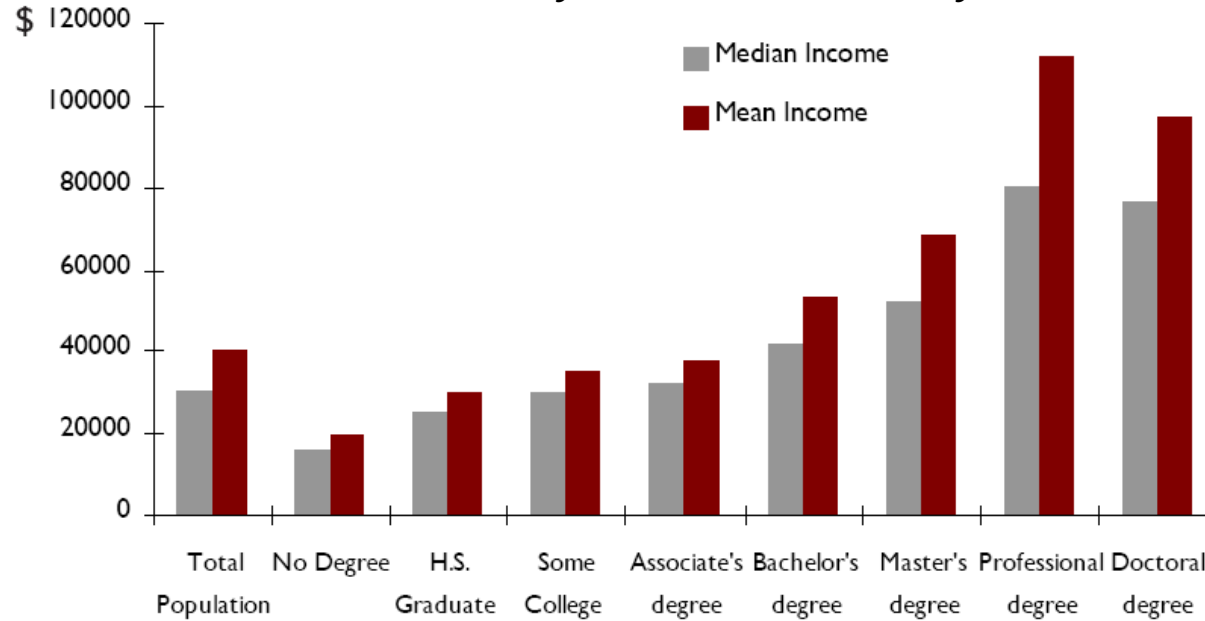
- I. Raising awareness of the pivotal role of the University in the state's future economy
- II. Recognizing the need to keep University research globally competitive
- III. Committing research to results through technology transfer
- IV. Deliberate development of new economy clusters and partnerships



Facing the Challenge

- I. Raising awareness of the pivotal role of the University in the state's future economy

Income by Education 25-64 yr



Source: U.S. Census Bureau, Current Population Survey, 2005 Annual Social and Economic Supplement.



University of Missouri
COLUMBIA · KANSAS CITY · ROLLA · ST. LOUIS

Facing the Challenge

- I. Raising awareness of the pivotal role of the University
in the state's future economy

\$2.3 B revenue

5:1 ratio of direct match on state funding

26,000 employees

\$940 M in payroll

\$126 M in taxes

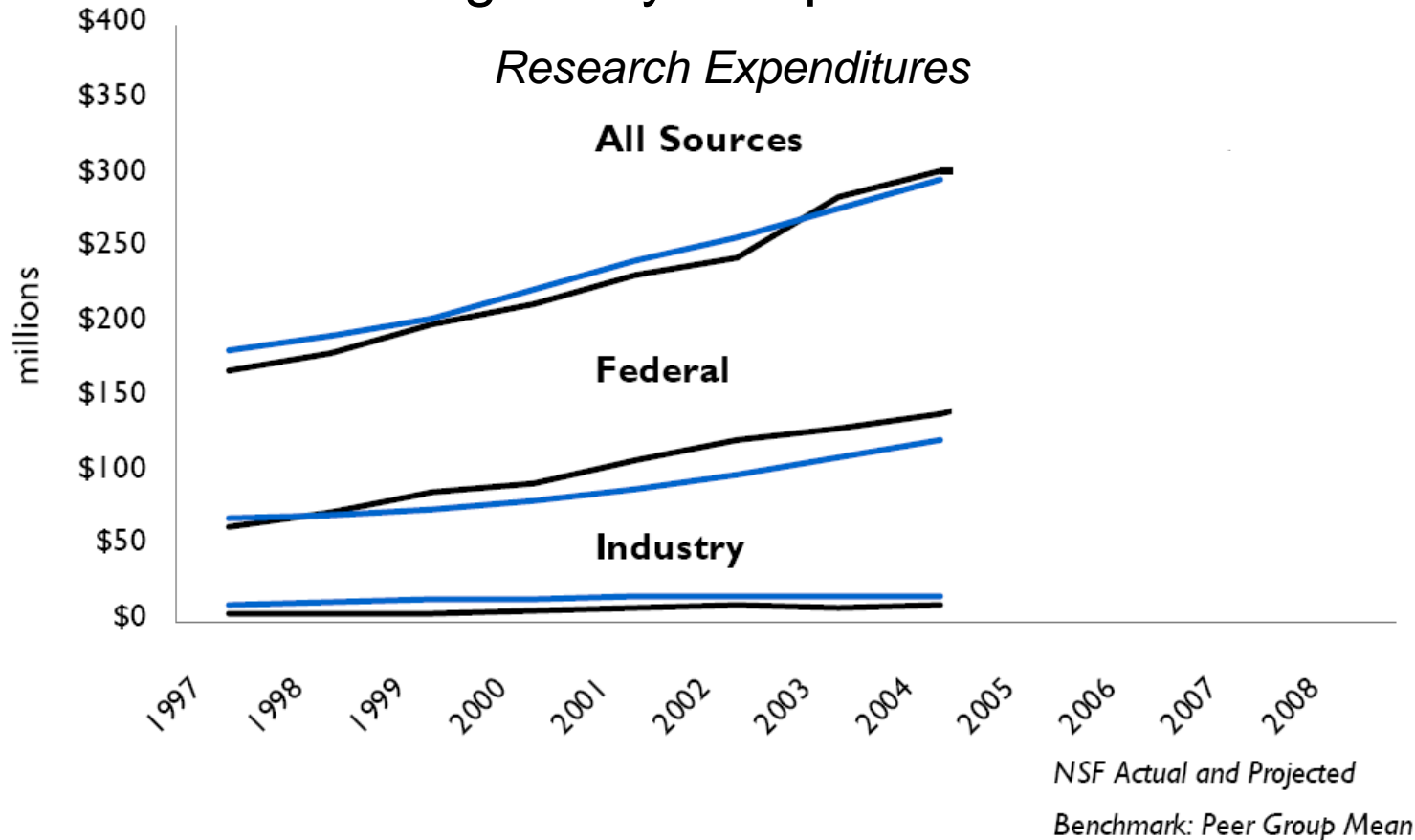
\$47 M in uncompensated health care

1 M Extension contacts with Missourians



Facing the Challenge

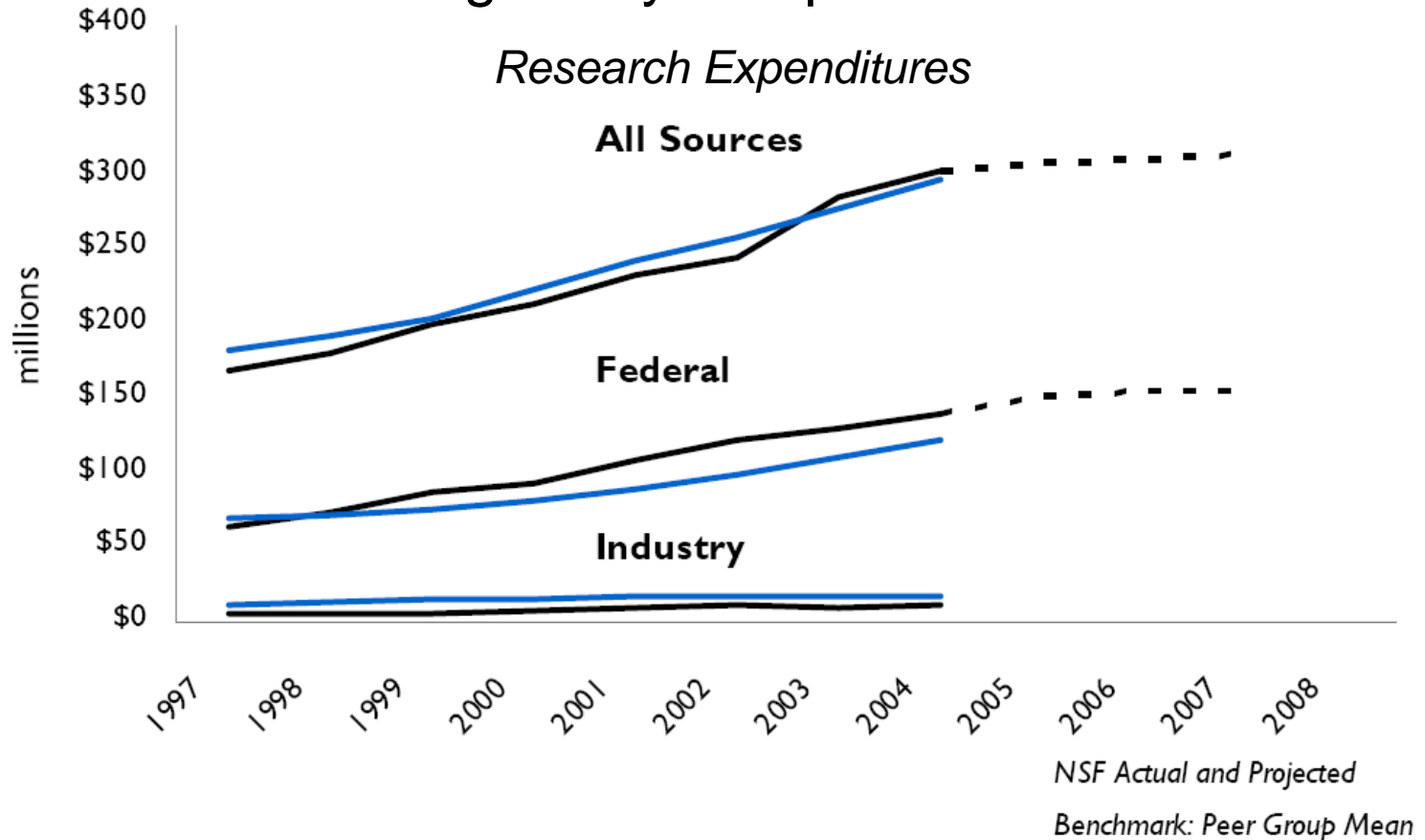
II. Recognizing the need to keep University research globally competitive





Facing the Challenge

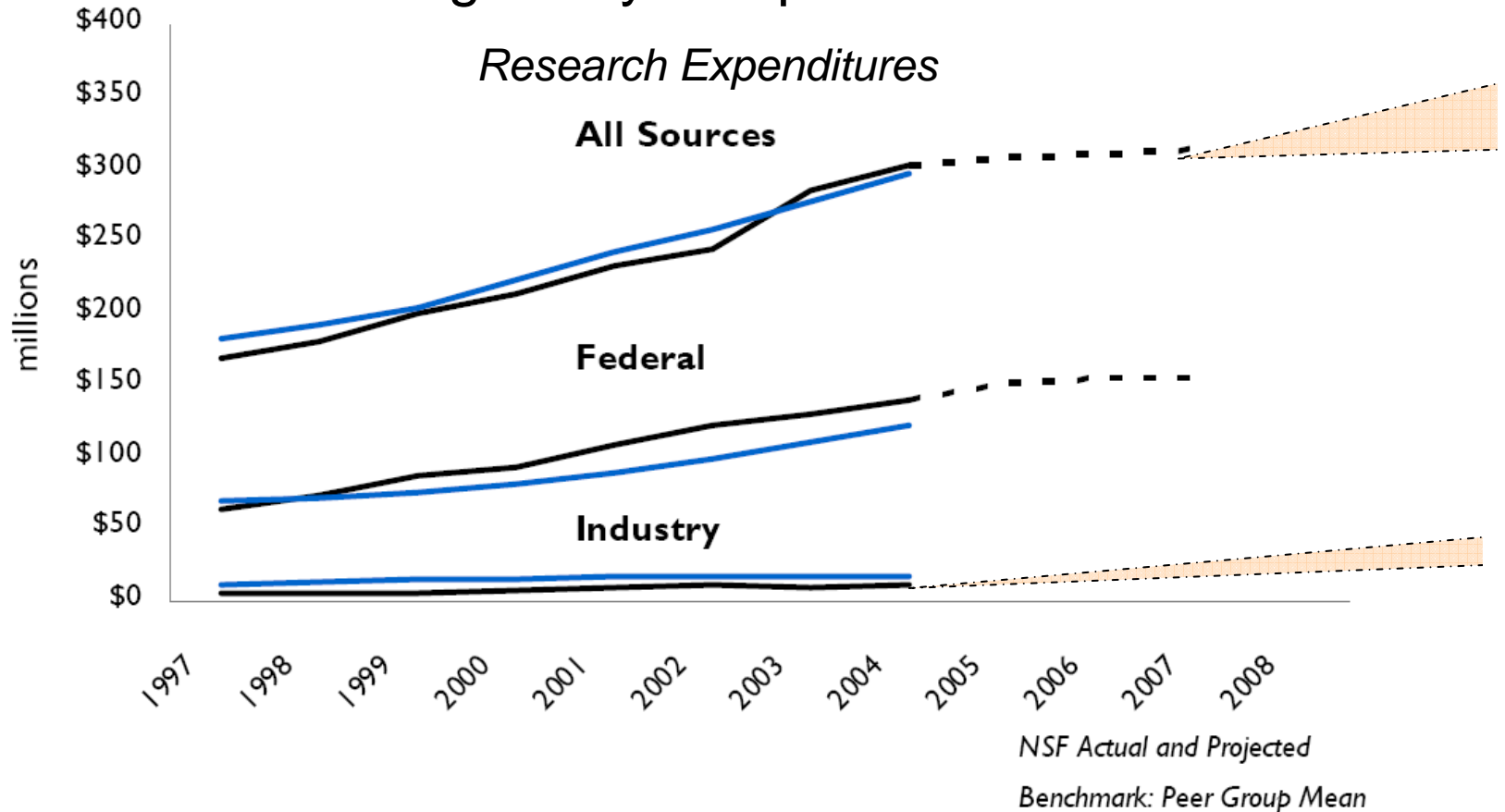
II. Recognizing the need to keep University research globally competitive





Facing the Challenge

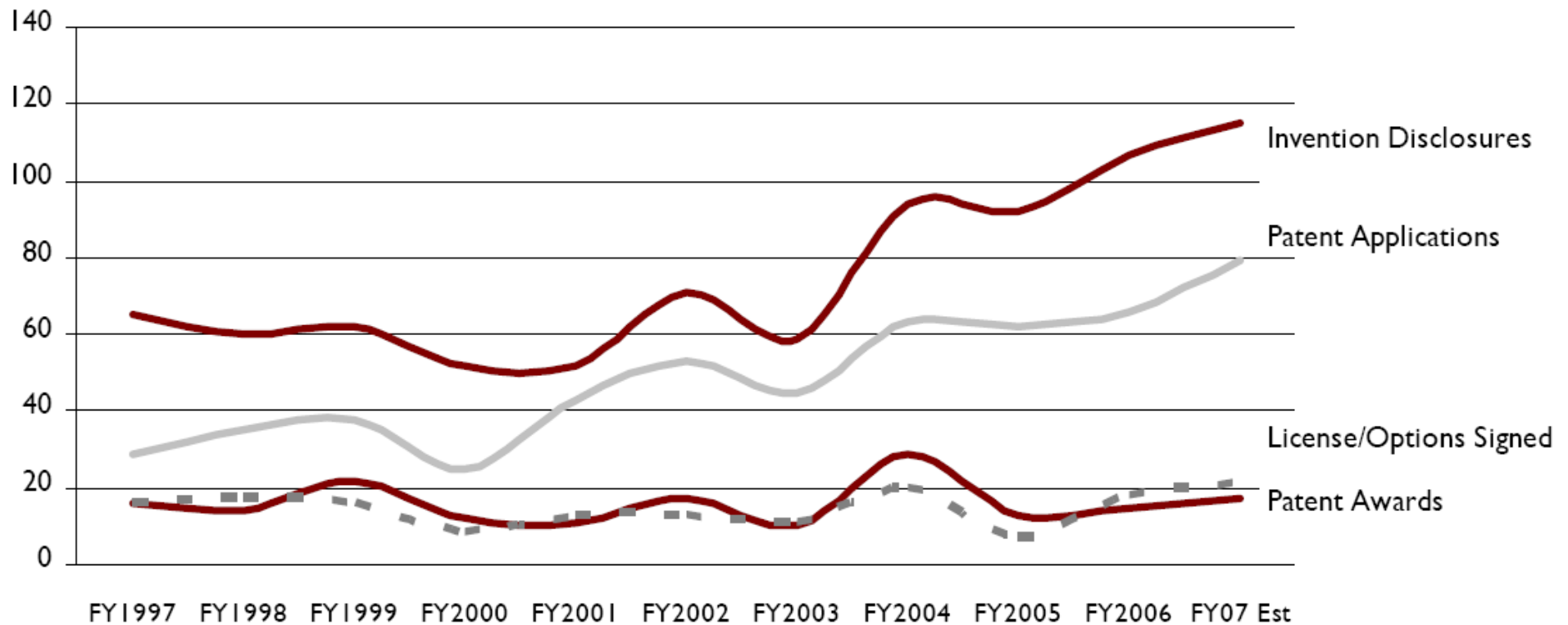
II. Recognizing the need to keep University research globally competitive





Facing the Challenge

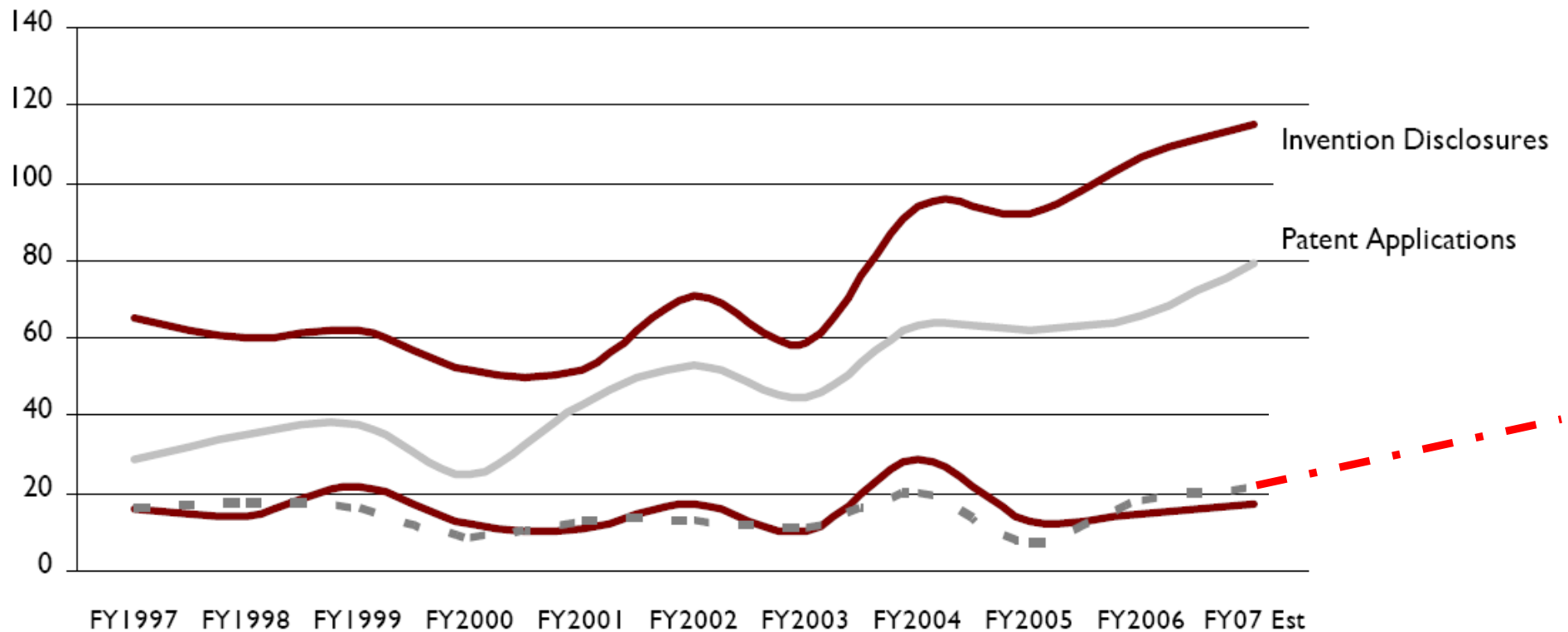
III. Committing research to results through technology transfer





Facing the Challenge

III. Committing research to results through technology transfer





University of Missouri
COLUMBIA · KANSAS CITY · ROLLA · ST. LOUIS

Facing the Challenge

IV. Deliberate development of new economy clusters and partnerships



Incubators

Research Parks

Early stage angel/VC investors

UM Venture Foundation

New development company



University of Missouri
COLUMBIA · KANSAS CITY · ROLLA · ST. LOUIS

Our Strategies Will Require Commitment

- ✓ \$1M patent/IP fund for technology transfer
- ✓ New ways to deal with risk
- ✓ Better managing (not avoiding) conflicts of interest
- ✓ UM Venture Foundation, external development company to stimulate start-ups
- ✓ Incubators/park clusters at each campus and elsewhere opportunities exist