

**Abbott Laboratories** signed a lease to begin a new center in the in the iCyt Building at 2100 South Oak Street. The office is under construction and will be completed by June 2009. The Abbott Research Park center will be focused on research for Abbott Nutrition through collaboration with the University of Illinois **Division of Nutritional Sciences** led by professor **Sharon Donovan**. The center will employ graduate students and will also include interns that will work on projects for Abbott Pharmaceuticals.

**State Farm** signed a lease to expand the State Farm Research Center in July 2009. The new addition will allow State Farm to add more interns and full time employees to continue to expand their research operation which includes State Farm Systems, Actuarial Science, and Strategic Resources departments. The new addition will add 8,607 square feet, which increases the current State Farm Research Park presence by 78%.

**Bytemobile**, a company founded by University of Illinois professor **Constantine Polychronopoulos**, is expanding its operation in the Research Park. Construction will be completed in May 2009 and will allow Bytemobile to add additional software engineers to their Champaign center. Bytemobile started in the University of Illinois Technology Commercialization Lab incubator and moved its primary operation to Mountain View, CA. The company opened a satellite software center in the Research Park in 2006 located at the iCyt Building at 2100 South Oak Street.

**The Illini Entrepreneurship Network Student Start-up Partnership** - EnterpriseWorks recently partnered with the **Illinois Entrepreneurship Network** (IEN) to sponsor three new student start-up companies. Business proposals were initially reviewed by the IEN and selected companies presented their business plans to an advisory board of representatives from three existing EnterpriseWorks tenant companies. EnterpriseWorks will provide rent free co-located office space to the three companies. Business progress will be monitored and sponsored companies will be required to present quarterly business progress updates.

**EnterpriseWorks 'Transitions' Program** will offer up to one year of free incubator space to select start-up companies whose principals have lost their jobs in the last 9 months. Program participants will be required to submit a business plan for review to the EnterpriseWorks advisory board and will be selected based on the merits of the plan and the availability of space.

**EnterpriseWorks Sponsored Entrepreneur Program** - Working with the economic development corporation of an economically-challenged locale, a promising entrepreneur is identified, sponsored by the community, and begins operations in discounted incubation space in EnterpriseWorks. After a pre-determined length of time, the start-up company must then fulfill its promise by relocating the successful business to the sponsoring community. Financial incentives are provided by the sponsoring community as well as relocation assistance.

Anti-Cancer Compound Shows Promising Results in Preliminary Animal Testing

An anti-cancer compound (sulfonamide-PAC-1) developed by **Paul Hergenrother** from the Department of Chemistry in Urbana is showing some promising results in early-stage dog and mice testing studies sponsored by the OVPTED.

Working with **Tim Fan** in the College of Veterinary Medicine, studies have been conducted on campus to determine the safety and therapeutic efficacy of the compounds, as well as to establish a method of monitoring drug levels in the blood.

In tests conducted so far, the compound is showing itself to be safe and effective, even when given in high doses. Based on these results, an optimized dosing regimen will be conducted followed by a trial with dogs having cancer.



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Chicoine Scholar Selected



The **David L. and Marcia K. Chicoine Scholar in Science and Technology-Based Economic Development** was established by the University to recognize the contributions of David and Marcia Chicoine to the University of Illinois. David served as the Dean of the College of Agriculture, Consumer and Environmental Sciences (ACES) at the Urbana campus and as the Vice President for Technology and Economic Development of the University of Illinois. He retired from the University in 2006 to become the President of his alma mater, South Dakota State University.

The Chicoine Scholar receives a one-year scholarship and an internship in one of the Offices of Technology Management.

**Lucretia Hoffman** (pictured above) has been chosen as the first Chicoine Scholar. Lucretia has a BA in sociology from Tufts, which led to jobs at a Washington DC area non-profit and a DC area health plan organization. In both of these positions, Lucretia reached out to underprivileged people and donors in order to improve the lives of people in the DC area. While at these organizations, Lucretia learned how to understand her "markets," and how to present needs to diverse audiences.

Lucretia is now at the University of Illinois-Chicago working on two Masters, one in Public Health, and the other in Business. In her work for the OTM's she will focus on market research in the life sciences and healthcare, compiling information on market size, profit, growth, and products. The information she gathers will be integrated into marketing plans that the technology managers will execute.

In short, this generous endowment will directly assist the Illinois OTMs market technologies to improve the lives and health of people. At the same time it will enable a talented student to gain valuable experience and support her education.



David L. and Marcia K. Chicoine

OTM: FY09 Year to Date and FY08 End of Year Results

	FY 2008 Total			Q3 FY 2009 Year to Date		
	Chicago	Urbana	Total	Chicago	Urbana	Total
Disclosures Received	120	244	364	93	129	222
U. S. Patents Filed	184	181	365	144	114	258
U. S. Patents Issued	16	38	54	12	27	39
Licenses & Options	18	43	61	11	23	34
Licenses to Start-Ups	5	6	11	1	5	6
*Royalties Earned	\$4.477M	\$4.235M	\$8.712M	\$6.437M	\$3.578M	\$10.015M
Patent Cost Reimbursement	\$0.266M	\$0.899M	\$1.165M	\$0.322M	\$1.154M	\$1.476M
Non-University Share	\$0.577M	\$0.178M	\$0.755M	\$0.341M	\$0.000M	\$0.341M
**Net for Distribution	\$3.637M	\$2.816M	\$6.453M	\$5.273M	\$2.327M	\$7.600M

\*In FY08 \$1,481,855 was distributed to inventors, and \$2,635,673 was returned to the campuses and campus units.

\*\*FY09 year to date, \$2,235,052 was distributed to inventors, and \$2,901,264 was returned to the campuses and campus units.



## Fashion Latte

University of Illinois graduate students and second year IV10 participants **Esther Resendiz, Sanketh Shetty, and Bernard Ghanem** recently took first place at the **2009 Innovation Teams Business Plan Competition** sponsored by the University of Illinois **Academy for Entrepreneurial Leadership**.



## EnterpriseWorks Startup Café

On March 10, 2009 EnterpriseWorks hosted **Alex Zoghlin**, the Founder of **Orbitz**, and University of Illinois College of Engineering graduate to speak to Research Park companies. He provided insights on starting a business based on his experience with starting several successful large internet companies based on identifying a need in the marketplace.

## iVENTURES10 www.iventures10.com

**iVENTURES10** is a student micro-investment program launched in the summer of 2007 by **IllinoisVENTURES**. Conceived as a way to harness the entrepreneurial energy in the student community, and enable students with great ideas or technology to launch their business in Illinois, **iVENTURES10** has grown into one of the nation's premier student entrepreneurship programs.

Student teams are given \$25,000 and ten weeks to take their idea from concept to a finished releasable product. The program runs from May through August in Champaign, and in those weeks students are exposed to many aspects of launching a start-up including legal, finance, product development and marketing issues. Each week, guest speakers are brought in to teach and provide mentorship to the student entrepreneurs. At the culmination of the program, the students are given the opportunity to pitch their companies to an invited group of investors and members of the media.

The program has grown in its first two years both in size and scope. The first class in summer 2007 consisted of three teams from the University of Illinois. Out of

this program came a patentable technology for decoding bar-codes from cell phone cameras, and a social network for Chinese travelers.

The 2008 program consisted of teams from Stanford, Northwestern, and Brown universities as well as two teams from Illinois. The companies from this class developed a music social gaming site featured in *The New York Times*, a patentable technology to visually search for clothing, and a patentable technology for web content classification. A partnership was formed with the **Technology Entrepreneurship Center** at Urbana to provide entrepreneurial education to the students. The TEC designed a 10-week course around the critical elements of launching a start-up. The student entrepreneurs gained course credits for participation in the weekly courses.

The upcoming 2009 program received quality applications from Duke, Dauphine University-Paris, Illinois Institute of Technology, Northwestern, Stanford, and



University of Illinois. In the past, the program focused only on software and internet start-up ideas. This year's program will mark expansion into developing products in both the physical sciences and computer hardware. One company will build products for the billion-dollar signage industry based on **Eden Park Illumination's** micro plasma technology. Another is building a hardware device for school children to pass messages in a secure, safe, fun way. The educational program will be further refined as well. A mentor will be assigned to each team to provide them with one-on-one guidance on specific issues that they encounter.

The continued quality of the teams and the universities from which they are sourced show that **iVENTURES10** is filling an important need in supporting student startups, and is bringing students from all parts of the country to start their businesses in Illinois.

## Commercialization Interns Advance the Offices of Technology Management and Their Careers

Last year, more than 360 technologies were disclosed to the Offices of Technology Management in Chicago and Urbana. With so many inventions coming in, how can the offices efficiently manage the evaluation process for the disclosures?

The answer has been the University's acclaimed and emulated intern system. Each office hires graduate student interns to screen and evaluate new technology disclosures.

Although each campus has structured the details of the intern's work slightly differently, both programs emphasize screening new technologies for patentability, analyzing potential markets, and identifying the main market players. This data helps the technology managers decide whether to proceed

with commercialization efforts, and also helps put that decision in context for inventors.

When hiring new interns, each campus looks for students with backgrounds that combine science and business or law. The team of interns on the Chicago campus currently includes four graduate students working towards MBA's and one graduate student working towards an MS in Bioengineering; three of these interns have taken Ph.D. courses.

On the Urbana campus, a new team of 8 interns has just been hired to start work in May. The new team includes 4 law students, 3 MBA candidates and 1 Ph.D. The Ph.D. student also owns a small business. This new team of interns will go through an intensive two

week training period, which will include sessions on intellectual property, technology screening, marketing and talks by former interns.

In addition to providing a critical service for the OTM's, the interns themselves are gaining valuable experience that often influences their career decisions. Two former interns in Chicago have gone on to careers as technology managers, and four others are working in areas related to technology development, including consulting, venture capital (with **IllinoisVENTURES**) and business analysis. In Urbana, five former interns have gone on to become technology managers, notably including Urbana's current director, **Lesley Millar**, who started at the OTM as a screening intern in the first class of interns.

## Research Park

The Research Park at Urbana-Champaign offers weekly events for companies including educational forums, entrepreneurial speakers, and peer-to-peer interaction. Examples of some of the recent events:

### Intern Career Fair

On April 7, 2009 the Research Park hosted the third annual Research Park Intern Career Fair at the Gateway Building attracting nearly 200 students from across many University departments. Companies attending the event praised the quality of students and the number of students interested in working at their firms (large and small companies alike). The event was co-hosted by the University of Illinois **Career Services offices** in the **College of Engineering, College of Business, School of Chemical Sciences**, and **College of ACES**.

### Research Park Tenant Forum: American Reinvestment & Recovery Act

On April 8, 2009 the Research Park hosted a tenant forum at EnterpriseWorks for companies to learn more about pursuing funding from the federal Reinvestment & Recovery Act. Speakers included: **Jerry Clarke**, Chief of Staff for Congressman Johnson; **Mike Frerichs**, State Senator; **Rick Schoell**, UI Executive Director for Governmental Relations and Director of Federal Relations; **Andrew Flach**, Chamber of Commerce Public Policy Manager; and the Illinois Department of Commerce.

## IllinoisVENTURES, LLC

Total funding to date now approximately \$26 million with over 10:1 "leverage" of third-party investor and grant funding.

Summary	Total (Since January 2003)
Clients:	Engaged Consultatively Receiving Developmental Funding
	1048 65
*Funding:	Dollars Approved Dollars Funded*
	\$27,109,000 \$26,459,000
Additional 3 <sup>rd</sup> Party Co-Investments, Grant Funding	
\$269,500,000*	

\*Excludes \$110M raise by Phoenix Coal