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universities and special schools*

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Lakeside Lab Regents Resource Center  
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Southwest Iowa Regents Resource Center  
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Robert Donley, *Executive Director*

January 7, 2013

Glen Dickinson  
Legislative Services Agency  
State Capitol

Re: IPRT FY 2012 Annual Report

Dear Mr. Dickinson:

Pursuant to 2011 Iowa Acts, Chapter 130 §11(4), the attached summary highlights activities for the Institute for Physical Research and Technology (IPRT) at Iowa State University for FY 2012. The attached spreadsheets include FY 2012 Matching Funds, Expenditures, and Industry Awards. This report is being sent to you for distribution to the Joint Appropriations Subcommittee on Economic Development.

If there are any questions concerning this report, please do not hesitate to contact us.

Sincerely,

Robert Donley

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cc: Robin Madison  
Legislative Liaisons  
Legislative Log

# IOWA STATE UNIVERSITY

Institute for Physical Research and Technology

IPRT Company Assistance

2156 Gilman

Ames, Iowa 50011-3111

515 294-3045

FAX 294-2361

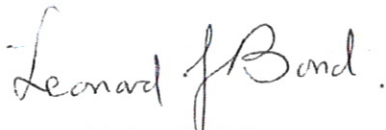
[www.iprt.iastate.edu/assistance](http://www.iprt.iastate.edu/assistance)

January 4, 2013

## FY12 Progress Report on Institute for Physical Research and Technology Industrial Incentive Program Funds

FY12 funding in the amount of \$145,000 was provided by the Institute for Physical Research and Technology for the Iowa Industrial Incentive Program. In FY12, six IIP projects were funded: two projects with small businesses (as defined in Iowa Code 15.102) and four with larger businesses, industrial foundations, or trade associations. All six projects were funded for directed contract research. FY12 IIP expenditures on FY09-FY11 carry forward projects (\$69,985) and FY12 new projects (\$28,305) totaled \$98,290. FY12 revenue (match) from businesses, industrial foundations, and trade associations totaled \$71,335. The proportion of revenue received as match from small businesses in FY11 was fifty-nine percent.

A summary of project evaluation data clearly shows that Iowa companies with technical problems and research and development needs continue to find important technical help through the services of IPRT Company Assistance. Companies report positive impacts affecting their sales, investments, and operating costs throughout the languishing recovery from the economic recession of 2009-2011. Of the IPRT clients responding to the survey, the FY11 half decade average of the estimated impact of projects was \$9.9million; this reflects a decrease in the mean half decade average of \$12.4million over the previous three years. Companies also report on the estimated number of jobs that were created or retained because of interactions with Company Assistance. The five-year average for jobs created or retained through FY11 was 18 positions. The mean five-year average over the previous three years was 24 positions. The satisfaction rating given by clients during the past year is 4.84 (1-5 scale, with "1" being "not satisfied" and "5" being "very satisfied"). The decrease in economic impact performance can be attributed to two major factors: during the recessionary period, company projects tended toward cost-savings projects rather than new product development, and the Company Assistance program experienced high personnel turn-over, primarily due to funding instability. Effective July 1, 2012, Dr. Craig Forney was hired to lead the efforts of the IPRT Company Assistance Contract Research Program. Significant improvements in the performance of this program are expected in FY13; to date five projects have been initiated in FY13 with another six in process.



Leonard J. Bond, Ph.D.  
Interim Director, IPRT



IPRT Company Assistance FY 12 Expenditures  
Allocations to IIP and Industry Awards  
Carry Forward from FY07

Company	City	County	FY12 Industry Award applicable	FY12 Industry Spent	FY12 Industry Revenue	FY12 Amendments (if applicable)	FY12 IIP Award	FY12 Amendments (if applicable)	FY12 IIP Carry Forward	FY12 IIP Spent
Molecular Express	Ames	Story	\$ 346,228.00	\$ (21,255.00)	\$ 18,454.87	\$ 46,255.00	\$ 10,000.00	\$ 10,000.00	\$ -	\$ -
Company Matching dollars from company)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Iowa Incentive (State Appropriations)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Amendments (if applicable)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
IIP Award			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Amendments (if applicable)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
IIP Carry Forward			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
IIP Spent			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

IPRT Company Assistance FY 12 Expenditures  
Allocations to IIP and Industry Awards  
Carry Forward from FY09

Company	City	County	FY12 Industry Award applicable	FY12 Industry Spent	FY12 Industry Revenue	FY12 Amendments (if applicable)	FY12 IIP Award	FY12 Amendments (if applicable)	FY12 IIP Carry Forward	FY12 IIP Spent
MG Biologics	Ames	Story	\$ 20,160.00	\$ -	\$ -	\$ -	\$ 18,000.00	\$ 18,000.00	\$ -	\$ -
Metabolic Technologies Inc	Ames	Story	\$ 26,069.00	\$ -	\$ -	\$ -	\$ 15,065.00	\$ 15,065.00	\$ 12,839.32	\$ 12,702.37
Company Matching dollars from company)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Iowa Incentive (State Appropriations)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Amendments (if applicable)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
IIP Award			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Amendments (if applicable)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
IIP Carry Forward			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
IIP Spent			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

IPRT Company Assistance FY 12 Expenditures  
Allocations to IIP and Industry Awards  
Carry Forward from FY10

Company	City	County	FY12 Industry Award applicable	FY12 Industry Spent	FY12 Industry Revenue	FY12 Amendments (if applicable)	FY12 IIP Award	FY12 Amendments (if applicable)	FY12 IIP Carry Forward	FY12 IIP Spent
Biodynamics	West Des Moines	Polk	\$ 6,474.00	\$ -	\$ -	\$ -	\$ 5,138.00	\$ 5,138.00	\$ -	\$ -
EvoSwing	Johnston	Polk	\$ 5,245.00	\$ -	\$ -	\$ -	\$ 5,245.00	\$ 5,245.00	\$ -	\$ -
HGI	Boone	Boone	\$ 15,120.00	\$ -	\$ -	\$ -	\$ 17,710.00	\$ 17,710.00	\$ 22.04	\$ 22.04
Permatee Refining/Mello3z	Hopkinton, Ames	Story	\$ 13,924.88	\$ -	\$ -	\$ -	\$ 7,277.00	\$ 7,277.00	\$ -	\$ -
PHD Technologies	Ames	Story	\$ 10,080.00	\$ (430.57)	\$ -	\$ -	\$ 10,000.00	\$ 10,000.00	\$ -	\$ -
Great Plains Diesel Tech	Ames	Story	\$ 5,466.00	\$ -	\$ -	\$ -	\$ 5,431.00	\$ 5,431.00	\$ 997.02	\$ 172.55
Company Matching dollars from company)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Iowa Incentive (State Appropriations)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Amendments (if applicable)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
IIP Award			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Amendments (if applicable)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
IIP Carry Forward			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
IIP Spent			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

IPRT Company Assistance FY 12 Expenditures  
Allocations to IIP and Industry Awards  
Carry Forward from FY11

Company	City	County	FY12 Industry Award applicable	FY12 Industry Spent	FY12 Industry Revenue	FY12 Amendments (if applicable)	FY12 IIP Award	FY12 Amendments (if applicable)	FY12 IIP Carry Forward	FY12 IIP Spent
Endometric	Ames	Story	\$ 21,051.00	\$ 291.84	\$ -	\$ -	\$ 20,000.00	\$ 20,000.00	\$ 14,655.50	\$ 14,507.06
My Diabetes Home	West Des Moines	Polk	\$ 28,045.00	\$ 17,465.85	\$ -	\$ -	\$ 15,000.00	\$ 15,000.00	\$ 14,638.70	\$ 14,638.70
Bold	Carroll	Carroll	\$ 2,234.00	\$ -	\$ -	\$ -	\$ 2,233.00	\$ 2,233.00	\$ -	\$ -
VetCarz	Conrad	Grundy	\$ 59,068.00	\$ -	\$ 29,534.00	\$ -	\$ 25,000.00	\$ 25,000.00	\$ (1,728.48)	\$ (1,729.48)
Permatee/Mello3z	Hopkinton, Ames	Delaware, St.	\$ 13,925.00	\$ (0.04)	\$ 6,635.00	\$ -	\$ 6,635.00	\$ 6,635.00	\$ 0.03	\$ 0.03
Company Matching dollars from company)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Iowa Incentive (State Appropriations)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Amendments (if applicable)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
IIP Award			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Amendments (if applicable)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
IIP Carry Forward			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
IIP Spent			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

IPRT Company Assistance FY 12 Expenditures  
Allocations to IIP and Industry Awards  
Newly Allocated in FY12

Company	City	County	FY12 Industry Award applicable	FY12 Industry Spent	FY12 Industry Revenue	FY12 Amendments (if applicable)	FY12 IIP Award	FY12 Amendments (if applicable)	FY12 IIP Carry Forward	FY12 IIP Spent
Softronics	Marion	Linn	\$ 16,577.00	\$ 12,224.34	\$ 16,577.00	\$ -	\$ 7,378.00	\$ 7,378.00	\$ 3,571.46	\$ 3,571.46
Endometric	Ames	Story	\$ 25,606.00	\$ 13,638.28	\$ 25,606.00	\$ -	\$ 24,974.91	\$ 24,974.91	\$ 15,757.47	\$ 15,757.47
DuctSox	Proctor	Dubuque	\$ 42,183.00	\$ 29,862.02	\$ 42,183.00	\$ -	\$ 32,952.01	\$ 32,952.01	\$ 19,328.93	\$ 19,328.93
Harvest Innovations	Indianaola	Warren	\$ 22,713.00	\$ 12,596.60	\$ 15,142.00	\$ -	\$ 22,709.97	\$ 22,709.97	\$ 3,466.51	\$ 3,466.51
Amiana Farms	Ames	Iowa	\$ 42,030.00	\$ 19,561.43	\$ 14,010.00	\$ -	\$ 24,639.00	\$ 24,639.00	\$ 5,509.75	\$ 5,509.75
Vt-Cor	Mason City	Cerro Gordo	\$ 17,283.00	\$ -	\$ -	\$ -	\$ 15,111.00	\$ 15,111.00	\$ -	\$ -
Company Matching dollars from company)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Iowa Incentive (State Appropriations)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Amendments (if applicable)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
IIP Award			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Amendments (if applicable)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
IIP Carry Forward			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
IIP Spent			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

IPRT Company Assistance FY 12 Expenditures  
Allocations to IIP and Industry Awards  
Newly Allocated in FY12

Company	City	County	FY12 Industry Award applicable	FY12 Industry Spent	FY12 Industry Revenue	FY12 Amendments (if applicable)	FY12 IIP Award	FY12 Amendments (if applicable)	FY12 IIP Carry Forward	FY12 IIP Spent
Softronics	Marion	Linn	\$ 16,577.00	\$ 12,224.34	\$ 16,577.00	\$ -	\$ 7,378.00	\$ 7,378.00	\$ 3,571.46	\$ 3,571.46
Endometric	Ames	Story	\$ 25,606.00	\$ 13,638.28	\$ 25,606.00	\$ -	\$ 24,974.91	\$ 24,974.91	\$ 15,757.47	\$ 15,757.47
DuctSox	Proctor	Dubuque	\$ 42,183.00	\$ 29,862.02	\$ 42,183.00	\$ -	\$ 32,952.01	\$ 32,952.01	\$ 19,328.93	\$ 19,328.93
Harvest Innovations	Indianaola	Warren	\$ 22,713.00	\$ 12,596.60	\$ 15,142.00	\$ -	\$ 22,709.97	\$ 22,709.97	\$ 3,466.51	\$ 3,466.51
Amiana Farms	Ames	Iowa	\$ 42,030.00	\$ 19,561.43	\$ 14,010.00	\$ -	\$ 24,639.00	\$ 24,639.00	\$ 5,509.75	\$ 5,509.75
Vt-Cor	Mason City	Cerro Gordo	\$ 17,283.00	\$ -	\$ -	\$ -	\$ 15,111.00	\$ 15,111.00	\$ -	\$ -
Company Matching dollars from company)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Iowa Incentive (State Appropriations)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Amendments (if applicable)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
IIP Award			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Amendments (if applicable)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
IIP Carry Forward			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
IIP Spent			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Company	FY12 Industry Award applicable	FY12 Industry Spent	FY12 Industry Revenue	FY12 Amendments (if applicable)	FY12 IIP Award	FY12 Amendments (if applicable)	FY12 IIP Carry Forward	FY12 IIP Spent
Previous Year Carry-over projects:	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Small companies	\$ 573,069.68	\$ (21,255.00)	\$ 93,622.47	\$ -	\$ 162,734.00	\$ -	\$ -	\$ 41,603.13
Other companies	\$ 201,621.00	\$ -	\$ 125,802.30	\$ -	\$ 139,943.00	\$ -	\$ -	\$ 89.29
Newly allocated FY 12 projects:	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Small companies	\$ 42,183.00	\$ -	\$ 25,862.02	\$ -	\$ 32,952.01	\$ -	\$ -	\$ 32,952.01
Other companies	\$ 100,926.00	\$ -	\$ 32,158.03	\$ -	\$ 77,142.97	\$ -	\$ -	\$ 82,459.97
Carry-over and New projects:	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Combined small co. total	\$ 615,272.68	\$ (21,255.00)	\$ 119,785.00	\$ -	\$ 195,088.01	\$ -	\$ -	\$ 73,956.04
Combined other co. total	\$ 302,547.00	\$ -	\$ 157,660.33	\$ -	\$ 216,785.97	\$ -	\$ -	\$ 62,549.26
Small company defined as 20 or less FTE:	\$ 917,819.68	\$ (21,255.00)	\$ 277,745.42	\$ -	\$ 411,872.88	\$ -	\$ -	\$ 136,505.30
Small company defined as 20 or less FTE:	\$ 917,819.68	\$ (21,255.00)	\$ 277,745.42	\$ -	\$ 411,872.88	\$ -	\$ -	\$ 136,505.30

\* - Indicates small company.  
Small company defined as 20 or less FTE.

