

IOWA STATE UNIVERSITY ECONOMIC DEVELOPMENT EFFORTS

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Director of Industry Relations
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Economic Development Subcommittee
Office of the Vice President for Research and
Economic Development

IOWA STATE
UNIVERSITY

ECONOMIC DEVELOPMENT
TECHNOLOGY TRANSFER

*Strengthening
Iowa's Economy*



Major Economic Development Collaborative Projects

National
Science
Foundation
(NSF) EPSCoR

Grow Iowa
Values Fund

Battelle
Initiative

Iowa Power
Fund

State-wide
Committees

**IOWA STATE
UNIVERSITY**

ECONOMIC DEVELOPMENT
TECHNOLOGY TRANSFER



Director,
ISU Research Park

Research Park

- 14 new tenants including Web Filings
- 6 expansions including New Link Genetics
- 42 private companies, 533 employees
- 16 ISU organizations, 306 employees
- 55 companies to other Iowa locations 2000 employees

Impact of State Funding

Support the cost of incubating new companies, attracting new technology companies, and assisting current tenant companies to secure the resources they need to grow.



Director,
Pappajohn Center
for Entrepreneurship

Pappajohn Center

- Business development assistance to **214** entrepreneurs
- Over **3,000** students (every college) participated in entrepreneurship educational programs
- Two clients (ISU start ups) placed 1st and 2nd at the Pappajohn Business plan competition, BodyViz and Innovative Energy Solutions



Impact of State Funding

The state funding increases learning opportunities for students and increases resources available to current and prospective entrepreneurs.



Director, IPRT

Institute for Physical Research and Technology (IPRT)

- More than **1,100** company assistance projects in **88** counties last 5 years
- Economic impact averaging **\$12.8M** per year
- Example: Prefenz – hand sanitizer

Impact of State Funding

State funding supports world class research centers that promote economic development in existing and start-up companies, support no-cost technical assistance projects, and provides cost-share funds for to create or improve products and processes. The research centers leverage state investments to obtain federal funding for research grants. IPRT Company Assistance programs are completely dependent on state funding to continue operations.

**IOWA STATE
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ECONOMIC DEVELOPMENT
TECHNOLOGY TRANSFER



Director, CIRAS

Center for Industrial Research & Service (CIRAS)

- 96 counties received assistance or attended workshops
- 775 companies reported \$226M impact and over 3,000 jobs were added or retained due to assistance

Impact of State Funding

State funding is used to provide assistance to manufacturers and small businesses in Iowa. CIRAS is able to serve many additional companies by leveraging the state funds to win federal contracts, most of which require match. Every \$1 of state funds is used to acquire over \$2 in federal funds.

**IOWA STATE
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ECONOMIC DEVELOPMENT
TECHNOLOGY TRANSFER



Director, SBDC

Small Business Development Center (SBDC)

- Assisted 2689 clients and helped them raise \$48,795,655 in new capital
- Presented 362 training workshops to 4,368 people
- Clients created 1299 new jobs and retained 552 existing jobs.
- Clients increased sales revenues by \$39,565,406

Impact of State Funding

State funding accounts for nearly 50% of program dollars. Federal funding requires a 1:1 match, half of which must be in cash.

**IOWA STATE
UNIVERSITY**

ECONOMIC DEVELOPMENT
TECHNOLOGY TRANSFER



Executive Director,
ISU Research
Foundation

ISU Research Foundation

- \$103M sales by Iowa companies resulting from executed licenses
- 36 active licenses and options (out of 161) to Iowa companies for ISU technologies
- Technologies licensed in Iowa include lead free solder and specialty soybean varieties
- Support provided to startup companies to offset rent and legal expenses

Impact of State Funding

The ISU Research Foundation is self-supportive and provides funding back to the university to support research and economic development efforts.

**IOWA STATE
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TECHNOLOGY TRANSFER



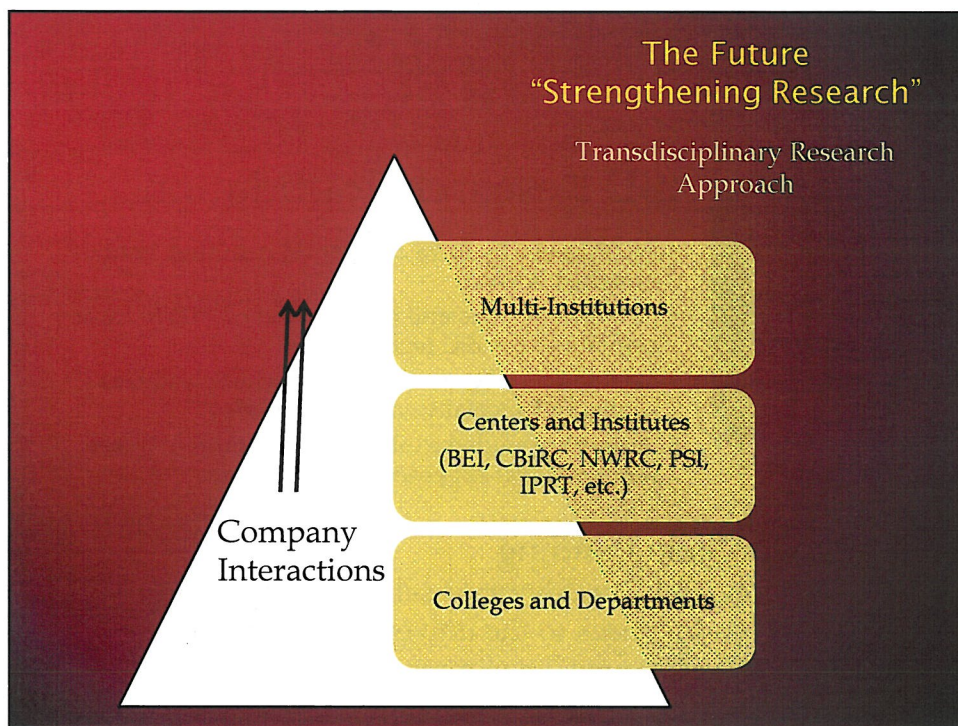
Director,
Industry Relations

Grow Iowa Values Fund (GIVF)

- 63 projects supported
- 22 startup companies assisted, including
- 11 new companies started in 4 years
- 71 jobs and an annual sales increase of \$9.1M measured on 9 projects
- Recent companies supported include Bodyviz, Harris Vaccines, Endometrics, and Catilin

Impact of State Funding

GIVF is the primary source of flexible funding to support research for initiation of startup companies and to seed early stage research that has high potential for commercial success.



THANK YOU FOR YOUR SUPPORT, IT
CONTINUES TO MAKE A DIFFERENCE
TO IOWA AND OUR CITIZENS!

**IOWA STATE UNIVERSITY
Grow Iowa Values Fund**

Mission: To create economic growth by creating new and improved products and processes for Iowa industry.

Impact of State Funding:

This is ISU's primary source of flexible funding to support research for initiation of startup companies and to seed early stage research that has high potential for commercial success, as determined through a review process including the university and private sector. As you can see below – the program is working! The direct sales impact shows a **\$3.5 : \$1 return** and factoring in investment and external leveraging, the impact is **\$13 : \$1**.

Funding Sources: State Values Funds \$1,925,000 Years 1-3
 \$1,540,000 Year 4
 \$1,732,500 Year 5

Each year \$600,000 is used to support the ISU Research Park, Pappjohn Center, IPRT Company Assistance and the Vice President for Research and Economic Development Office. The remaining funds are used in a competitive process to create new and improved products and processes for Iowa companies. All applicants must submit commercialization plans, projects are selected for funding by a panel comprised of university and private sector individuals. The projects are funded for two years. The impact of the project is measured one-year after completion. All impacts measured are a snapshot in time and only reflect the status one year after the project was complete. As is typical with research, all projects are not expected to be successful.

Total number of project supported:	63
Investment:	\$5.6M
Number of Iowa companies assisted:	55
Start-up companies	22
Number of start-up companies formed using GIVF as their initial source of research funding:	11
Number of projects ongoing:	22
Investment:	\$2.1M
Number of projects completed:	42
Investment:	\$3.5M
External funds leveraged*:	\$8.4M
Number of completed company surveys:	19
Sales Impact:	\$12.3M
Investment Impact:	\$24.9M
Jobs Impact:	76

In addition, we are very excited about ongoing projects funded in FY08. An early survey (at project end instead of 1 year later) of four projects documented a **sales impact of \$3.55M, investment impact of \$2.5M and 28 jobs**.

*All projects are required to provide \$1:\$1 match this number reflects **additional** public and private investment generated by the funded projects.

IOWA STATE UNIVERSITY - IMPACT OF STATE FUNDING DIRECTED AT ECONOMIC DEVELOPMENT

Unit/Program: Research Park

Mission:

ISURPC will provide an environment where established technology-related organizations and science and technology entrepreneurial ventures can develop and prosper in Iowa.

Impact:

1. 14 new tenants and affiliates.
2. June 31st 2009 Research Park tenants include 42 private companies employing 533 people and 16 university related organizations employing 306.
3. 55 companies have left the Research Park for other Iowa locations and employ about 2000 people.

Funding Sources:

Self Generated through leases	\$3.8 million
State General Funds	\$118,000
State Values Funds	\$200,000

Impact of State Funding:

The state provides funding to support the cost of incubating new companies, attracting new technology companies and assisting current tenant companies to secure the resources they need to grow

Unit/Program: Pappajohn Center

Mission: The mission of the ISU Pappajohn Center for Entrepreneurship is to both enhance the entrepreneurial capacity and capability of ISU and the State of Iowa.

Impact:

1. Provided business development assistance to 214 entrepreneurs.
2. More than 3000 students representing every college participated in entrepreneurship related educational programs in FY 2008-2009.

Funding Sources:

Donors: varied
Values Funds: \$200,000

Impact of State Funding: The state funding increases learning opportunities for students and increases resources available to entrepreneurs and prospective entrepreneurs.

Testimonials: "Sirrah simply would not have happened without your assistance and guidance. Thanks again." Hank Harris, Founder and President of Sirrah

Unit/Program: Grow Iowa Values Fund

Mission:

To create economic growth by creating new and improved products and processes for Iowa industry

Impact:

1. 11 companies in four years have been formed through GIVF funded projects
2. 71 jobs and an annual sales increase of \$9.1M was the measured impact of nine projects funded in FY06

Funding Sources:

State Values Funds	\$1,925,000 Years 1-3)
	\$1,540,000 Year 4
	\$1,732,500 Year 5

Impact of State Funding:

This is ISU's primary source of flexible funding to support research for initiation of startup companies and to seed early stage research that has high potential for commercial success.

Unit/Program: IPRT Company Assistance

Mission: IPRT's mission is to promote world-class, fundamental and applied interdisciplinary research, foster the development of new technologies, facilitate technology transfer, and provide technical assistance to Iowa manufacturers and entrepreneurs.

Impact:

1. IPRT Company Assistance has been involved in over 1,100 company assistance projects in 88 Iowa counties in the last five years.
2. Projects from reporting companies have had an economic impact averaging \$12.8 million per year over a five-year span. The impact comes from increased and retained sales, cost savings and investments, according to surveys of Iowa companies assisted by IPRT Company Assistance.

Funding Sources:

State Funds: TOTAL FY10 allocation = \$1,612,270 (before FY10 10% reversion)
State Values Funds: \$100,000
Federal Funds: ~\$22 million

Impact of State Funding:

State funding supports world class research centers which promote economic development in existing and start-up companies, support no-cost technical assistance projects for Iowa companies, and provides cost-share funds for Iowa companies to create or improve products and processes. The research centers leverage state investments to obtain federal funding for research grants. IPRT Company Assistance programs are completely dependent on state funding to continue operations.

Testimonials: www.iprt.iastate.edu/assistance/success.html

Unit/Program: CIRAS

Mission: To enhance the performance of Iowa industry through applied research, education, and technical assistance.

Impact:

1. Last year, companies in 96 counties received assistance or attended workshops
2. 775 companies reported \$266 million of impact and 3,079 jobs added and retained

Sources of Funding:

1. ISU Extension line to CIRAS: \$1,880,000/year
2. Competitively awarded grants and contracts from the Department of Commerce, USDA, and Department of Defense: \$4,400,000/year
Note: Nearly \$1,000,000 of this funding is distributed to other ISU outreach centers, Community Colleges, etc. to support their work with small manufacturers.
3. Workshop and conference fees charged to Iowa companies: ~ \$280,000/year

Impact of State Funding: State funding is used to provide assistance to manufacturers and small businesses in Iowa. CIRAS is able to serve many additional companies by leveraging the state funds to win federal contracts, most of which require match. Every \$1 of state funds is used to acquire over \$2 in federal funds.

Unit/Program: SBDC

Mission: The mission of the Iowa Small Business Development Center is to have a positive impact on the economy of the State of Iowa and its communities. WE do this by providing the highest quality assistance to current and future businesses and by collaborating with other federal, state, and local private resources to ensure maximum benefit to clients.

Impact:

1. In FY09 SBDC assisted 2689 clients and helped them raise \$48,795,655 in new capital.
2. In FY09 SBDC clients created 1299 new jobs and retained 552 existing jobs.
3. In FY09 SBDC presented 362 training workshops attended by 4368 people.
4. In FY09 SBDC clients increased sales revenues by \$39,565,406.

Funding Sources: SBA: \$1,012,237
State of Iowa (line item): \$976,234
ISU: \$18,132
GIVF: \$315,000

In 2010 there is an additional disaster recovery federal appropriation of \$262,296

Impact of State Funding: State funding accounts for nearly 50% of program dollars. Federal funding requires a 1:1 match, half of which must be in cash.

Testimonials: www.iowasbdc.org

Unit/Program: ISURF/OIPTT

Mission: ISURF

To own, manage, and protect intellectual property including patents, copyrights, and materials on behalf of Iowa State University; to procure legal counsel to protect, manage and develop those properties ; to manage the licensing proceeds for the benefit of the university and the State of Iowa while remaining financially independent and self-sustaining; to benefit the public by enabling the use of university research by the private sector

Mission: OIPTT

To serve the university as the primary resource for intellectual property and related matters and to facilitate the disclosure and utilization of university innovations for the benefit of society, the university and its faculty and staff
To contribute to economic development in Iowa

Impact:

1. In calendar year 2008, sales of products by Iowa companies resulting from licenses executed by ISURF totaled \$103 million
2. Of the 161 active license and option agreements executed by ISURF for ISU technologies, 36 are with Iowa companies

Funding Sources: From royalty income received through licensing of university intellectual property and income generated by ISURF's endowment

Impact of State Funding: None. Neither ISURF nor OIPTT receives funding from the State.

Testimonials: www.techtransfer.iastate.edu/en/for_industry/economic_development.cfm
