Joint Economic Development Appropriations Budget Subcommittee

January 28, 2016

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The University of Iowa

UI Economic Development

WE MEAN **BUSINESS**

UI Ventures

ACCELERATING FROM THE START

UI Research Park

EXPANDING TECHNOLOGIES AND COMPANIES

UI Research Foundation

CATALYZING DISCOVERY AND INNOVATION

UI Partners

GROWING IOWA SMALL BUSINESSES

VENTURE SCHOOL

MERGE

DEV/IOWA

The University of Iowa

By the numbers …

15 Startups up 20%

149 Invention disclosures up 7%

UI Partners provided IT assistance to **137** small businesses in **31** counties

40 Licenses & options up 25%

Industry-sponsored research **$92M** up 22%

42 Companies at the Research Park employ **1,996** people.

The University of Iowa

UIResearch Foundation
CATALYZING DISCOVERY AND INNOVATION

UIVentures
ACCELERATING FROM THE START

Objectives

- Helps launch startups based on UI research
- Protects IP through patents and copyrights
- Prepares discoveries for commercial licensing
- Fosters culture of entrepreneurship, tech transfer
- Markets technology to industry partners
- **Iowa/CONNECT** taps alumni business mentors, capital

15 startups, up 20%

Has enabled more than **$25 million** in follow-on funding

40 options/licenses (25% increase over last year)

149 invention disclosures (7% increase over last year)

146 patent applications filed in FY15

"The University of Iowa Research Foundation has been instrumental in enabling our silicon-based biosensor technology for cancer biomarker detection."
Fatima Toor, Assistant Professor Electrical and Computer Engineering, Researcher at the Optical Science and Technology Center

THE UNIVERSITY OF IOWA

Startup incubation strategy: new developments

Convenience, cost, capabilities and customization

Dry Lab

Coffee Shop/Home

MERGE

Multi-Tenant Facility

A Place of their Own

Wet Lab

UI Research Lab

Westside Incubator

Bioventures Center

A Place of their Own

The University of Iowa

UI Research Park

EXPANDING TECHNOLOGIES AND COMPANIES

Objectives

- Connects industry with academia for innovation
- Provides incubation space for startups
- Leases buildings, space to grow tech companies
- Access to interns, employees and research facilities
- UI-Kirkwood STEM Center (opened fall 2015)
- State Hygienic Laboratory, NADS

42 companies in park employing **1,996** people

18 companies in BioVentures Center (100% capacity)

Home to **Bio::Neos**, **Higher Learning Technologies**, **SantosHuman Inc.**, **Corvida Medical**, **Integrated DNA Technologies**

"Our experience with the Research Park has been wonderful and I am proud to host client meetings at these facilities. The infrastructure is perfect for our purposes and we fully expect to expand our presence here as we grow our business and operations."

Steve Beck, President, SantosHuman, Inc.

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UI Partners

GROWING IOWA SMALL BUSINESSES

DEV/IOWA

Objectives

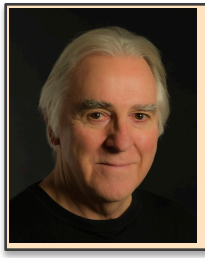
- Provides IT support for small businesses
- Offers IT training and workshops
- Works with JPEC to train and mentor entrepreneurs
- Nine-week Dev/Iowa Summer Bootcamp
- Workforce development, career change
- Interns highly sought by Iowa businesses

Worked with **137** small businesses in **31** counties since May 2014

Created **54** websites for businesses

14 students and **4** furloughed employees participated in Bootcamp classes last year

Summer Hackathon attracted **200** participants



"The UI Partners group gave me incredible service and a fantastic result for less money than I spent earlier on failed attempts. Talented, helpful, and professional staff members with a dedicated focus on helping business owners become more successful—what a great find for me."

Richard Sjolund, owner of Wilderness Studio

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The University of Iowa
John Pappajohn Entrepreneurial Center

Objectives

- Provides advanced experiential learning opportunities for UI students
- Assists Iowa startup and early-stage companies with strategic business and expansion planning, including global
- Connects students to Iowa companies for internships and full-time employment

74 interns placed with **40** businesses through Iowa Innovation Associates

49 projects completed by teams

Total partnerships with **129** companies in **32** counties

Locations include **Council Bluffs**, **Sioux City**, **West Des Moines**, **Missouri Valley**, **Pella**

"We were able to get some valuable insights on the education landscape in both Saudi Arabia and Germany. Using this research we were able to explore new opportunities with existing and new partners."
Tom Nicknish, Director of Sales and Marketing, Cyber Science 3D

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VENTURE SCHOOL

Objectives

- Intensive entrepreneurship training program
- Uses Lean LaunchPad curriculum proven by NSF to increase startup success rates
- Programs for faculty, staff, students, public
  - Faculty program a collaboration with UIRF

105 Startup Teams since fall '13; **312** entrepreneurs trained

Faculty training program named an official NSF I-Corps Site

Spring 2016 cohorts include **Council Bluffs, Quad Cities, Cedar Rapids, Cedar Falls, Des Moines, Iowa City**

Third Student Accelerator planned summer 2016

"Venture School laid the framework for how to successfully nurture the tender shoots of entrepreneurial ideas within Twinstate Tech. The excellent instructors and mentors taught us how to foster an idea into a successful business. It's hands-on, exhausting, honest, stressful, and exhilarating."

Beth Tinsman, Founder, Twinstate Technical Services, Quad Cities

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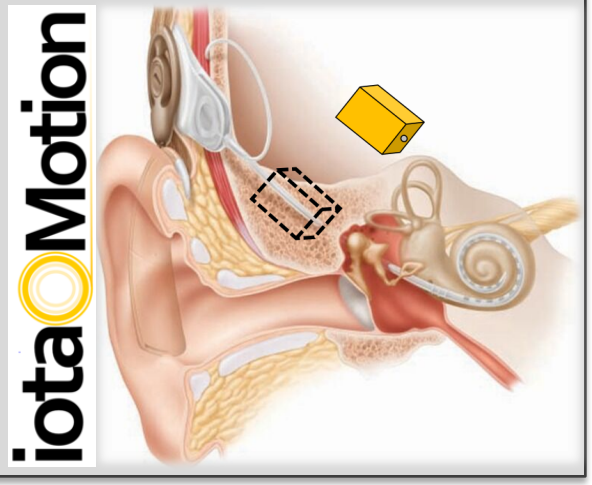
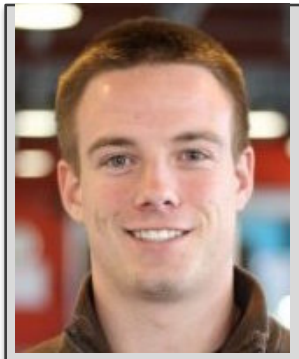
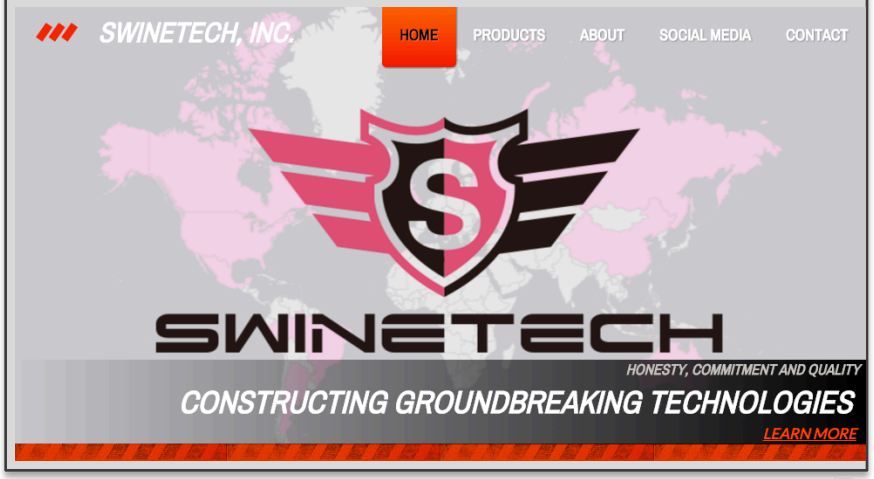
Clients and collaborators

Chris Kaufmann
Co-Founder
iotaMotion
www.iotamotion.com





Matthew Rooda
Founder
Swine Tech
www.swineguard.com



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