

Spring 2005

## AUTM SURVEY RESULTS

### UF Again a Leader in Licensing Income

The Association of University Technology Managers (AUTM) released its annual survey of 232 U.S. universities, hospitals, and research institutions. The University of Florida once again ranked in the top 10 in revenue from licensing income, as it has since the inception of AUTM's survey in 1991.

This year's survey focused on the far-reaching impacts of technology transfer, such as making life-changing products available to consumers and helping form new companies and jobs. Survey respondents reported 374 new companies based on an academic discovery were formed during fiscal year 2003. As reported in the *Chronicle of Higher Education*, more than one-quarter of these start-ups came from seven institutions that each created 10 or more companies: the University of Florida, along with the University of California system, the University of Pennsylvania, Cornell and Stanford Universities, and the Georgia and Massachusetts Institutes of Technology.

One of UF's start-ups, Applied Genetic Technologies Corp. (AGTC), closed on a \$15.25 million series A-1 round led by InterWest Partners of Menlo Park, CA. AGTC is using the funds to complete phase I human clinical trials and phase II/III manufacturing for a gene therapy treatment for a form of emphysema that is the most common potentially lethal hereditary disease among adults in the United States. The Food and Drug Administration recently cleared the way for Oragenics, another UF start-up which went public last summer, to begin human clinical trials on a gene-related treatment for tooth decay.

These and many other innovations are helped to market by UF's tech transfer process, which includes patenting, licensing, and helping new companies. ■

Read more about UF's  
Start-Up Companies at  
[www.otl.ufl.edu](http://www.otl.ufl.edu).

## UF INNOVATIONS

### Improved Web Site Helps Speed Products to Market

One of the most exciting aspects of UF's success in licensing income is the high caliber research being conducted in university laboratories. Florida's tech transfer efforts are going hi-tech as well, with new tools such as UF TechAlert, a free service to help commercial partners identify newly available technologies to expand product lines or improve manufacturing processes. UF TechAlert generates a text-only email to hundreds of subscribers with a web link to a description of the new discovery and contact data for more information.

OTL also posts technology descriptions for more than 200 technologies available for licensing on the UF website. Each month, the university typically posts 8 to twelve new technologies, as well as descriptions of new UF start-up companies. An improved online Search function on OTL's website at [www.otl.ufl.edu](http://www.otl.ufl.edu) has made the technology descriptions even more useful to potential licensees. Many technologies are seeing an average of more than 100 hits per month, and OTL is fielding more and more inquiries from companies interested in learning about technologies they find on the website.

Venture capitalist John Uhrin is one of many commercial partners with favorable comments about UF's technology marketing efforts. "By making it so easy for investors and company reps to find the technologies they need," says Uhrin, "UF is performing a tremendous service to its partners and to consumers by helping move products to market faster." ■

## WEB-BASED MARKETING TOOL Easier Licensing

OTL's innovative on-line marketing tool helps companies interested in standard non-exclusive license agreements for some of UF's most frequently licensed technologies: monoclonal antibodies, high oleic peanuts, and a highway construction barrier.

A dedicated web page for each of these technologies features marketing information and a standard license agreement. The site expedites licensing to give companies quick access to the technology they want. "The site saves companies time and money," said David Day, OTL Director, "moving technologies into the marketplace faster."

Visit OTL's website for information on these and other exciting new discoveries available for licensing: <http://apps.rgp.ufl.edu/otl/technologies.cfm>. ■

## ECONOMIC IMPACT UF Joins High-Tech Corridor Council

In an effort to expand technology-based jobs across central Florida, UF recently joined the Florida High Tech Corridor Council, which connects universities and area companies willing to pay for research expertise to improve business prospects. Membership in the regional economic development body – which includes Tampa's University of South Florida and the University of Central Florida in Orlando – will potentially open doors to companies from the Tampa Bay area all the way to the Space Coast.

Benefits of the new collaboration include numerous partnership opportunities for UF faculty and students to work with Corridor companies and institutions that provide matching funds to underwrite research projects.

According to Win Phillips, UF's Vice President for Research, the Corridor council is a key to creating a regional high-tech hub in central Florida similar to North Carolina's Research Triangle. The geographic area spanned by the 23 counties represented on the council is roughly the same size as California's Silicon Valley.

"As the university continues to evolve in the 21<sup>st</sup> century, its role in helping position Florida as a high-tech powerhouse will be even more important," Phillips said. "An emphasis on science and research will increasingly make the state a preferred destination for technology workers and other 21<sup>st</sup> century professionals."

UF's economic impact on the state is already sizable. A recent analysis commissioned by the UF Economic Development Administration University Center, conducted by UF's Center for Building Better Communities, shows that companies based on UF technologies contribute nearly half a billion dollars to Florida's economy annually, and provide nearly 1,000 jobs. UF's new role in the Corridor council will help leverage this impact even further. ■

## GAINESVILLE AREA INNOVATION NETWORK Entrepreneurial Faculty Encouraged to Join

The Gainesville Area Innovation Network (GAIN) is a group of inventors, entrepreneurs, professionals, investors, professors, and service providers who have shared ideas, energy and talents since 1985. GAIN's monthly luncheons feature CEO's of local technology-based start-ups as well as community leaders such as Mayor Pegeen Hanrahan and UF Vice President for Research Dr. Win Phillips.

Jane Muir, Director of the University of Florida EDA University Center and Associate Director of OTL, has been selected as GAIN President. Muir's

### Attend a GAIN Luncheon

*The Gainesville Area Innovation Network (GAIN) provides networking and educational opportunities to assist and encourage the entrepreneurial interests of its members.*

GAIN's monthly luncheon meeting (held the last Wednesday of each month at the Gainesville Country Club) is open to the public. Registration begins at 11:30, with a program from 12:00 - 1:00 p.m. For more information, contact Linda Garcia at (352) 466-4387 or [GarciaLinda@cox.net](mailto:GarciaLinda@cox.net) ■

focus will be to enhance member services and enlist greater involvement of members.

Visit the GAIN website at [www.gain-net.org](http://www.gain-net.org). ■

## INVESTOR CONTACT Southeastern BIO Big Success for UF

SEBIO's first trip to the Sunshine State was a sweeping success for the UF community. Held in Miami last November, the 6<sup>th</sup> Annual Southeastern Bio Investor Conference (SEBIO) gave investors an opportunity to hear presentations from some of the region's hottest early-stage technology firms seeking funding. The conference is an event of the Southeastern Life Sciences Association (SELSA), a regional collaboration of leading organizations from life sciences, entrepreneurship, and venture capital, from both the public and private sectors.

UF start-ups Osprey Pharmaceutical Company and Banyan Biomarkers presented to numerous venture capital firms and billions of potential investment dollars.

Event co-chairs David Day, Director of the UF Office of Technology Licensing and a founding member of SEBIO, and David Gury, Chairman of NABI Biopharmaceuticals, were very pleased with the turnout and the level of interest by investors at the conference. "This was one of the better deal-making opportunities of the year," said Day, "I'm eager to see many of these companies receive the funding they need to enable them to get these innovative products to the marketplace." Patti Breedlove, Manager of the Sid Martin Biotechnology Development Institute, was Recruitment Chair for the event. ■

## START-UP SUCCESS: SINMAT, INC.

### UF Spin-Off Receives Prestigious National Award

UF spin-off Sinmat, Inc. was presented with R&D Magazine's 2004 R&D 100 Award. The award represents the opinion of more than 50 judges – professional consultants, university faculty, and industrial researchers with superior expertise and relevant experience – that Sinmat has introduced one of the “100 most technologically significant products of the year.” The company's Genteel Slurry meets a tremendous need of circuit manufacturers for a cost-saving, output-enhancing technique to polish the surfaces of microcircuitry used in products such as Pentium disks, a task that has no tolerance for defects.

Husband-and-wife leadership team Rajiv and Deepika Singh are among a prestigious group of UF inventors to add “entrepreneur” to their lengthy



*Drs. Deepika & Rajiv Singh of Sinmat, Inc.*

resumes. “This company is a tremendous opportunity for us to apply our years of research and expertise to a real-world solution in a very direct way,” says Rajiv Singh, a UF professor. Between them the Singhs hold 25 pending and issued U.S. patents and two commercial software copyrights. Deepika Singh was the featured speaker at the January luncheon meeting of the Gainesville Area Innovation Network (GAIN).

Currently located within the Gainesville Technology Enterprise Center (GTEC), a local incubator facility, Sinmat is an excellent example of the newest extension of Gainesville's technology pipeline. UF researchers generate nearly 300 invention disclosures each year, and an increasing number of those technologies are used as platforms for start-up companies. The EDA University Center, housed in the Office of Technology Licensing, routinely facilitates meetings of investors and experienced entrepreneurs with entrepreneurially-minded faculty.

For more information about Sinmat, visit OTL's website at [www.otl.ufl.edu](http://www.otl.ufl.edu) and click on “Start-Up Companies.” ■

## CONSULTING AGREEMENTS

### Making Informed Decisions

UF researchers are fortunate to have a single point of contact for help in navigating the mysterious waters of consulting agreements. A consultancy can be a vehicle for sharing your expertise – often the same expertise for which UF hired you – with a private, outside entity. As an institute of higher learning, UF is in favor of sharing knowledge. But, as a public institution, UF is also charged with protecting taxpayer-owned assets, including intellectual property.

The university has designated an individual at the Division of Sponsored Research (DSR) Compliance office to help in this area. These tips should make the process of properly documenting consulting agreements a little easier:

- Before you agree to anything, know your UF employment obligations. Solicit legal advice from an outside attorney familiar with UF employment obligations, and with State and Federal regulations on conflict of interest.
- Before engaging in a consultancy, complete a “Disclosure of Outside Activities and Financial Interests” form (Form OAA-GA-L-267 available at <http://www.aa.ufl.edu/aa/forms>) to obtain institutional review and approval.
- If, as a condition of your consultancy, you are required to waive your intellectual property rights, seek approval from the Office of the Vice President for Research.
- Read the terms and conditions of the consulting agreement *literally*. The agreement must clearly say what you've understood in conversational negotiations. Verbal agreements or understandings do not count.

- Beware of contractual clauses that ask *you* to certify anything on behalf of the university. You are not authorized to contractually bind UF in a personal endeavor.
- Understand: the terms and conditions of the agreement are interdependent. For instance, the agreement's defined “scope” or “project” will couple with the intellectual property, confidentiality and publication terms and conditions within the agreement. If the scope is too broad, your entire UF research program could become consumed by the expectations of the contracting organization.
- Before signing anything, read everything referenced within the agreement, i.e., exhibits, addendums, policies, manuals and/or attachments. Many times these *extras* further define or clarify the organization's expectations, and since all parts of the agreement are interconnected, one condition may severely change the context and reach of the other terms or conditions within that agreement.

#### For more information:

Division of Sponsored Research (DSR)  
Compliance Office  
846-3533

The Division of Sponsored Research Compliance Office is available to help answer your questions about consulting agreements. For more information, call 846-3533. ■

## CALENDAR OF EVENTS

### Opportunities for Entrepreneurial UF Faculty

#### MARCH 2005

##### 23: GAIN Luncheon: Randy Berridge, Florida High Tech Corridor Council

- Gainesville Country Club
- RSVP to Linda Garcia at [GarciaLinda@cox.net](mailto:GarciaLinda@cox.net)

#### APRIL 2005

##### 13: STTR/SBIR Phase I Proposal Preparation Workshop

- Orlando, FL
- For more information: [kchadwick@bus.ucf.edu](mailto:kchadwick@bus.ucf.edu)

##### 16-17: UF Stakeholders Weekend

- Emerson Alumni Hall, Gainesville
- For more information: [www.uff.ufl.edu/stakeholders](http://www.uff.ufl.edu/stakeholders)

##### 27: GAIN Luncheon

- Gainesville Country Club
- RSVP to Linda Garcia at [GarciaLinda@cox.net](mailto:GarciaLinda@cox.net)

#### MAY 2005

##### 18-19: 2nd Annual Florida Tech Transfer Conference

- Hilton Walt Disney World, Orlando
- For more information: [www.flatechtransfer.org](http://www.flatechtransfer.org)

##### 25: GAIN Luncheon

- Gainesville Country Club
- RSVP to Linda Garcia at [GarciaLinda@cox.net](mailto:GarciaLinda@cox.net)

#### ■ NEW SERVICE FOR FACULTY INVENTORS!

OTL is pleased to offer faculty members color prints of marketing materials for you to take to conferences and use as handouts. If OTL has previously marketed your technology or if your technology is currently being prepared for a marketing campaign, please contact OTL at 392-8929 to request extra prints of your materials.

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### UF Office of Technology Licensing

**Director:** David Day [dlday@ufl.edu](mailto:dlday@ufl.edu)

**Associate Director:** Jane Muir [jmuir@ufl.edu](mailto:jmuir@ufl.edu)

**Assistant Directors:**

**Biomedical Sciences**

Elizabeth Garami [egarami@ufl.edu](mailto:egarami@ufl.edu)

**Life Sciences**

John Byatt [jbyatt@ufl.edu](mailto:jbyatt@ufl.edu)

**Engineering & Physical Sciences**

Bruce Clary [bclary@ufl.edu](mailto:bclary@ufl.edu)

Karl Zawoy [kzawoy@ufl.edu](mailto:kzawoy@ufl.edu)

**Pharmaceuticals**

Anthony Palmieri [ap3@ufl.edu](mailto:ap3@ufl.edu)



UNIVERSITY OF  
FLORIDA

University of Florida  
308 Walker Hall  
Gainesville, FL 32611-5500

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