

Summer 2005

UF START-UPS BOOST STATE'S ECONOMY OTL Plays Crucial Role in Florida's Future

Faculty inventors at the University of Florida develop technologies to solve myriad problems in virtually every discipline, disclosing nearly 300 new discoveries annually. A recent study by UF's Center for Building Better Communities illustrates the powerful impact these new technologies have when spun out into start-up companies. They not only benefit mankind with treatments, cures, and better products, but also help boost Florida's economy.

According to the study, companies based on University of Florida technologies contribute nearly half a billion dollars to Florida's economy annually. For every dollar of revenue a UF start-up generated, another \$1.44 was generated in the Florida economy. And for every job created by these companies, another 1.08 jobs was created in the Florida economy.

"The study was funded in an effort to help people understand the value tech-based economic development can have on our community and our state," said Terry Lemesh, program coordinator of the UF Economic Development Administration University Center, which commissioned the study. The study analyzed the 2003 revenue of 61 companies with connections to UF, with additional information from 34 of the companies that responded to a survey.

Win Phillips, UF's vice president for research, said the analysis confirms that university technology transfer is a significant contributor to the Florida economy.

David Day, director of the Office of Technology Licensing, said that until recently UF technologies were licensed primarily to major corporations.

"But many major corporations have chosen to let smaller start-ups lay the groundwork for new technologies, with an eye toward acquiring the most successful of those companies," Day said, so beginning in 2001 the university also concentrated on licensing its emerging technologies to start-up companies that could nurture the science. Since then the number of new licenses has grown dramatically, from eight in 1999 to 64 in 2003, with more than 20 percent of them being to new or existing UF start-ups.

Many of those start-ups are in the biotechnology field, and several have reported great successes recently.

Applied Genetic Technologies Corp., or AGTC, a startup based at the university's Sid Martin Biotechnology Development Incubator that is developing gene therapy treatments using a technology developed at UF, received more than \$15 million in venture capital funding in November and recently entered into a major research agreement with biotech giant Genzyme Corporation. AGTC currently employs 14 people and anticipates adding more.

This spring, the Food and Drug Administration cleared the way for Orogenics, another UF startup, to begin human clinical trials on a gene-related treatment for tooth decay. Orogenics recently outgrew its space in the Sid Martin Biotechnology Development Incubator with 19 employees and moved into its own building nearby.

Both of these companies have received assistance from the UF EDA University Center, which is housed in the Office of Technology Licensing.

Florida Gov. Jeb Bush praised the economic impact results and UF's efforts to grow biotech companies.

"It's vitally important that we continue our efforts to help start-up companies get technologies from the university laboratories to the marketplace in order to strengthen Florida's economy," Bush said. ■

EARLY STAGE SERIES

How-To Sessions for Technology Entrepreneurs

Presented by the UF Commercialization Council, Gainesville Area Innovation Network (GAIN), OTL, and the UF/EDA University Center, this year's Early Stage Series is filled with practical guidance for entrepreneurial faculty.

The first event of the three-part Early-Stage Series, "Starting a Technology-Based Company," was a resounding success with several dozen in attendance to hear Dan Rua discuss the many aspects of starting a technology-based business.

Early Stage Series

Lunch provided!

RSVP:

Terry Lemesh

UF/EDA University Center Coordinator
tjlemesh@ufl.edu

All events at McKnight Brain Institute
Room LG 110

Funding for Researchers & Start-Up Companies

The second event of the series, "Funding for Researchers and Start-Up Companies," will be held Wednesday, May 11 from 8:30AM to 5:00PM at the UF McKnight Brain Institute (Room LG110A). Inventors in search of funding to help move their ideas from concept to prototype won't want to miss this workshop, featuring national experts Jim and Gail Greenwood sharing tips for achieving success in applying for funds through the Small Business Innovation Research (SBIR) program.

This will be the Greenwoods' third trip to UF in two years. We keep bringing them back because they deliver practical, hands-on instruction on how to access millions of federal dollars available each year for technology businesses – funds that do not have to be paid back. The Greenwoods will cover budgets, intellectual property rights, indirect rates, audits, and other topics of interest to attendees. One-on-one sessions with the instructors will be available for early registrants.

Where Do I Go From Here?

The final event of the series, "Where Do I Go From Here?" will be held Wednesday, May 18 from 11:30AM to 1:00PM at the UF McKnight Brain Institute (Room LG110A). Attendees will have an opportunity to learn about the many local resources available to assist you in starting a technology-based business. ■

TECH TRANSFER BLOOPERS

Mistakes to Avoid at all Cost

Once upon a time, a faculty member disclosed an invention to an interested corporate executive at a conference. Some time later the inventor's Chair encouraged him to disclose his discovery to the university's Office of Technology Licensing (OTL) as prescribed by the terms of the federal agency sponsoring the research.

OTL knew immediately of an interested potential licensing partner and initiated an introduction under a confidential disclosure agreement (CDA). In addition, OTL began the patenting process to protect the intellectual property.

Unfortunately they soon learned about the previous disclosure at the conference, which precluded their ability to secure international patent coverage. It also squelched the potential licensee's interest in commercializing the technology.

Sadly for inventors – and for consumers who could benefit from their discoveries – mishaps like this do happen. The good news is, they can be avoided!

The invention disclosure process at UF is quick and simple. And if you have a discovery that you're not sure is patentable or marketable, our advice is: *When in doubt, disclose!*

Disclosing your discovery to OTL initiates a review of the technology to determine if your intellectual property can be patented. OTL's licensing staff will meet with you in person to explain the process and to gather additional information, if necessary. It's an interesting, painless process that can save you from remorse like the individual mentioned above.

Watch this spot in future editions of OTL TechNotes for other avoidable outcomes! ■

OTL ADDS STAFF

New Licensing Officers to Serve UF Faculty



Elizabeth Garami comes to us from the technology licensing office at the University of Toronto's University Health Network. She holds an MS in Molecular Genetics and an MBA. Ms. Garami works with UF faculty in the College of Medicine, Brain Institute, and related areas.



John Byatt's expertise is in agricultural animal R&D, and end-stage development and marketing of products for dairy production and aquaculture. He has a BS in Biochemistry and a Ph.D in Physiology. Dr. Byatt works with UF faculty from IFAS, Vet Med, and related areas.



Anita Rao was a licensing officer at the University of Miami, and has provided business consulting to healthcare companies as well as biotech industry R&D in oncology. She holds an MS in Neuroscience and an MBA. Ms. Rao works primarily with UF faculty in the College of Medicine and McKnight Brain Institute. ■

UF START-UP

Novel Pulse Oximeter Sensor Heads to Market

More than 30 million patients receiving anesthesia each year are monitored by pulse oximeters, which measure the amount of oxygen in the blood. Researchers at the University of Florida have invented a new pulse oximeter sensor with a number of competitive advantages over current models.



“This product is the result of an outstanding multi-disciplinary research team,” said Dr. Richard Melker, Professor of Anesthesiology, Pediatrics and Biomedical Engineering. Other researchers include Dr. Joseph Layon, Professor of Anesthesiology and Surgery; Robert Nappo, Shands Hospital Burn Unit nurse; Brian Fuehrlein, Biomedical Engineering M.D./Ph.D. student; George Worley, president and CEO of Beta Biomed Services, Inc.; and Dr. Neil Euliano, president of Gainesville-based Convergent Engineering.

“It has been gratifying to work on a solution to a very real problem and now to

see it enter the marketplace,” said Melker. Manufactured and marketed by Beta Biomed, UF’s sensors recently received regulatory clearance in Europe. U.S. sales are expected to begin this summer after FDA clearance.

“Outstanding technologies like this one and university-industry partnerships are the keys to our ability to deliver improved healthcare services today,” said Anthony Palmieri, the OTL licensing officer responsible for executing the agreement with Beta Biomed. “This product, which will make a tremendous difference in the lives of people around the world, is the result of top-notch research and a dedication on the part of the inventors and our commercial partner to seeing that research reach the marketplace.”

For more information on other UF-developed technologies in the marketplace, visit OTL’s website at www.otl.ufl.edu and click on Success Stories. For more information about Beta Biomed and its novel sensor, go to www.betabiomed.com. ■

FLORIDA'S HIGH-TECH CORRIDOR

Benefits for UF Faculty and Students

When the University of Florida joined the Florida High Tech Corridor Council (FHTCC) earlier this year, doors of opportunity for our faculty, students, and companies opened wide. Companies working to leverage research dollars and access UF’s world-class researchers are currently preparing projects as part of UF’s participation in the Council. Collaborations are sought between faculty and regional high tech companies within the 23 counties of the Florida High Tech Corridor.

The primary goal of the FHTCC is to attract, grow, and retain high technology companies in the Florida High Tech Corridor. “Joining this program should foster a number of new collaborations between UF researchers and Florida industry,” said Erik Sander, Director of Industry Programs for the UF College of Engineering and manager of the FHTCC UF Matching Funds Research Program, “which is a win-win for faculty inventors and companies alike.”

UF’s call for proposals is specifically designed to expand the research activities of a Council industry partner by providing matching funds to leverage research collaborations between Industry and UF.

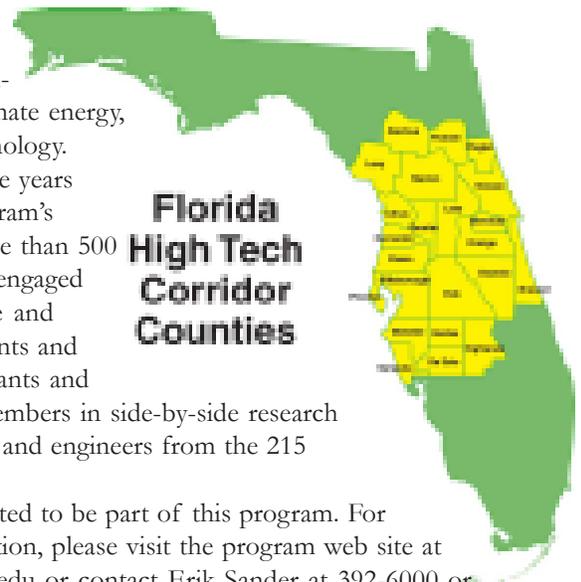
Other university members of the Corridor Council include the University of Central Florida and the University of South Florida.

“We have enthusiastically accepted this invitation to join our sister universities in a partnership that has enormous

potential to diversify Florida’s economic future,” said UF President Dr. J. Bernard Machen. UF has pledged to invest \$2 million annually in the Corridor Council’s matching grant research program that to date has generated more than \$128 million in applied research within key industries targeted for growth: aviation and aerospace, information technology, medical technology, microelectronics, modeling, simulation and training, optics and photonics, agri-business, alternate energy, and nanotechnology.

In the nine years since the program’s founding, more than 500 projects have engaged 1,000 graduate and doctoral students and research assistants and 300 faculty members in side-by-side research with scientists and engineers from the 215 companies.

UF is excited to be part of this program. For more information, please visit the program web site at www.fhtcc.ufl.edu or contact Erik Sander at 392-6000 or esander@ufl.edu. ■





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CALENDAR OF EVENTS

Opportunities for Entrepreneurial UF Faculty

MAY 2005

11: Funding for Researchers & Start-Up Companies

- UF McKnight Brain Institute, room LG 110
- RSVP to Terry Lemesh at tjlemesh@ufl.edu

13: UF Corporate Leaders Summit

- www.uff.ufl.edu/stakeholders/CorporateLeadersSummit

18: Where Do I Go from Here?

- UF McKnight Brain Institute, room LG 110
- RSVP to Terry Lemesh at tjlemesh@ufl.edu

18-19: 2nd Annual Florida Tech Transfer Conference

- Hilton Walt Disney World, Orlando
- For more information: www.flatechtransfer.org

25: GAIN Luncheon

- Gainesville Country Club
- RSVP to Linda Garcia at GarciaLinda@cox.net

JUNE 2005

29: GAIN Luncheon

- Gainesville Country Club
- RSVP to Linda Garcia at GarciaLinda@cox.net

JULY 2005

21: Membership Drive, BioFlorida Northern Chapter

- Sid Martin Biotechnology Development Incubator
- 11:30-1:30; RSVP to Terry Lemesh at tjlemesh@ufl.edu

27: GAIN Luncheon

- Gainesville Country Club
- RSVP to Linda Garcia at GarciaLinda@cox.net

UF Office of Technology Licensing

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