

## Research Revenue – Industry and Foundations – Guidelines

### Guidelines:

- Industry sponsored research funds are charged the full Federal Indirect Cost (IC) rate (59%) at Cornell unless they come in through development as gifts, with no deliverables or intellectual property provisions (10% IC).
- The Office of Sponsored Projects (OSP) reviews and approves industry sponsored research contracts (pre-award).
- The Cornell Center for Technology, Enterprise, and Commercialization (CCTEC) receives disclosures and negotiates license agreements (post-award).
- Licensing returns are distributed 1/3 to CCTEC, 1/3 to the faculty/student, and the remaining 1/3 is distributed to the college (~20%) and the Provost (~12%). The college does not retain any of its share of the return. It all goes to the department with the requirement that it is put into an endowment.
- Relationships with industry are actively cultivated and managed by faculty members and by the few college and center based corporate/industry relations staff.

### Challenges:

- The Office of the Vice President for Research (OVPR), which includes OSP and CCTEC, does not have stated goals to increase industry sponsored research. Because increasing industry funding is not a high priority, we operate with the following conditions:
  - The organizational structure does not support a coordinated approach to industry research and innovation partnerships.
    - There is poor communication and little alignment between OSP pre-award contracts and CCTEC post-award licensing and
    - Negotiations are entered by OVPR in a framework that is divorced from the context of the larger relationship (Corporate and Foundation/Industry Relations)
  - OVPR has no articulated goals for increasing industry sponsored research or metrics by which to motivate and measure outcomes.
  - There is a lack of clear university policies and procedures, developed with a focus on increasing industry/university research relationships.
  - OVPR staff has limited experience working with industry and no plan has been communicated focused on developing that competence or the innovative thinking necessary to advance university/industry partnerships.
  - Because of its low priority, service delivery in support of industry sponsored research often suffers.
- There are no central university staff either in Development or the OVPR dedicated to industry relations, and there are only a very few staff members seated in the colleges or research centers supporting industry relations.
  - The College of Engineering's Corporate and Foundation Relations office has a Director and one administrative aide (2 FTE).
- Cornell Engineering's rural location presents unique challenges

College of Engineering  
Industry Sponsored Research  
FY 2007

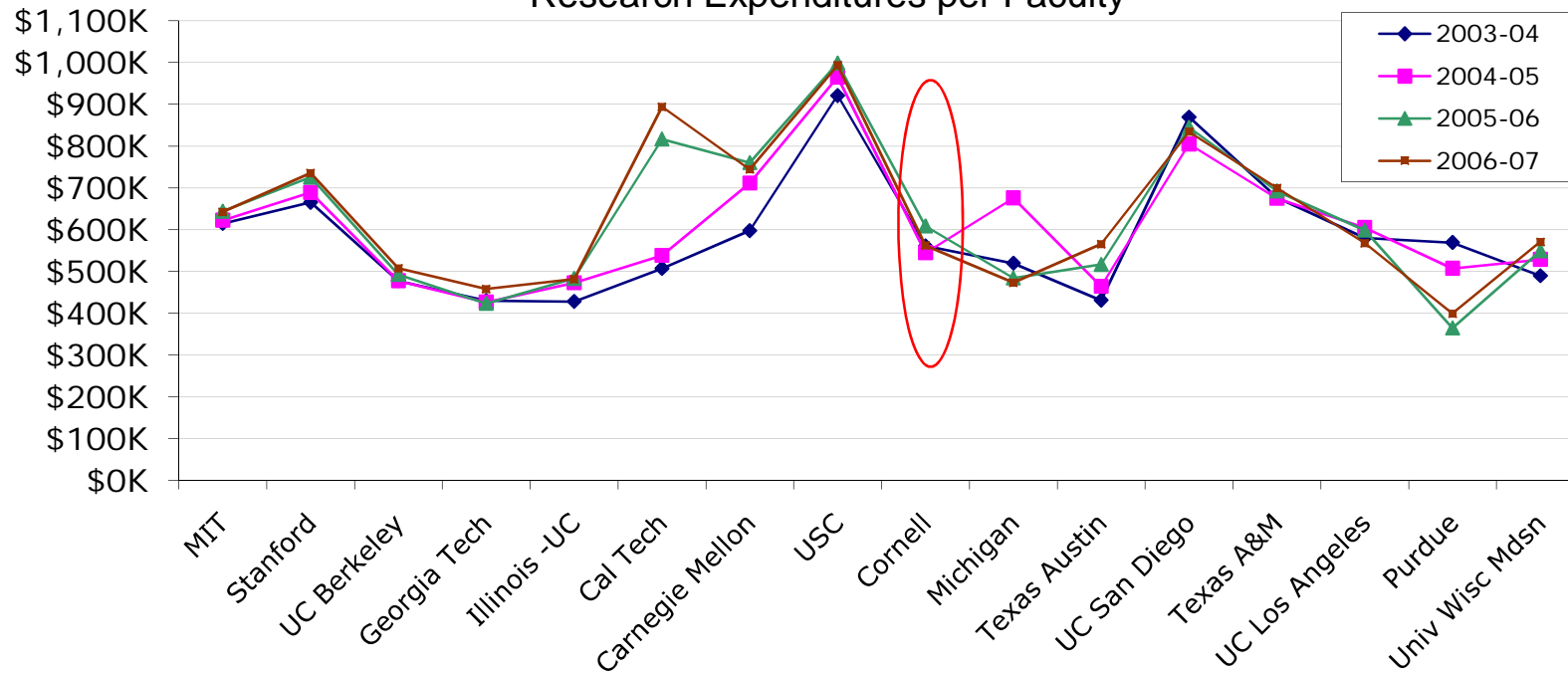
2006-2007 ASEE Reported Research Expenditures by Source - USNWR Top 15 Schools Ranked in 2008

USNWR Rank	School	Federal Funds	Foreign Funds	Individual Funds	Industry Funds	Local Funds	Non-profit Funds	State Funds	Total Funds	Total # Faculty
1	MIT	171,815,000	4,956,000	0	46,175,000	0	13,925,000	838,000	237,709,000	371
2	Stanford	102,989,335	5,366,529	5,124,442	13,121,842	0	23,723,357	1,946,867	152,272,372	228
3	Berkeley	64,431,000	0	3,201,000	15,653,000	633,000	20,021,000	16,363,000	120,302,000	241
4	Georgia Tech	107,915,000	1,383,000	7,167,000	32,962,000	24,000	6,608,000	63,345,000	219,404,000	442
5	Illinois-UC	153,272,621	0	0	35,944,775	1,100,634	0	4,704,329	195,022,359	417
6	Cal Tech	70,939,414	0	12,547	0	0	14,009,259	0	84,961,220	100
7	Carnegie Mellon	129,391,180	10,718,400	0	13,994,004	54,600	1,228,280	6,151,542	161,538,006	134
8	USC	120,780,476	0	9,426,194	9,816,388	0	23,822,560	1,108,248	164,953,866	164
9	Cornell	78,586,191	150,549	8,442,920	8,190,278	67,764	7,486,275	5,068,658	107,992,635	243
9	Michigan	118,958,000	35,000	1,314,000	15,774,000	0	2,023,000	9,669,996	147,773,996	320
11	UC San Diego	84,260,291	0	0	39,400,968	0	200,793	17,124,180	140,986,232	179
11	Texas-Austin	83,606,828	209,284	0	24,057,517	360,026	14,483,893	12,501,399	135,218,947	251
13	UCLA	46,743,343	0	0	21,286,531	0	0	18,262,778	86,292,652	155
13	Texas A&M	71,699,000	947,000	0	35,605,000	88,000	8,459,000	88,913,000	205,711,000	349
15	Purdue	66,037,038	565,181	9,237,656	33,403,099	0	979,521	16,363,452	126,585,947	317
15	Wisconsin-Mdsn	74,017,500	0	0	23,172,840	0	4,835,430	10,946,230	112,972,000	190

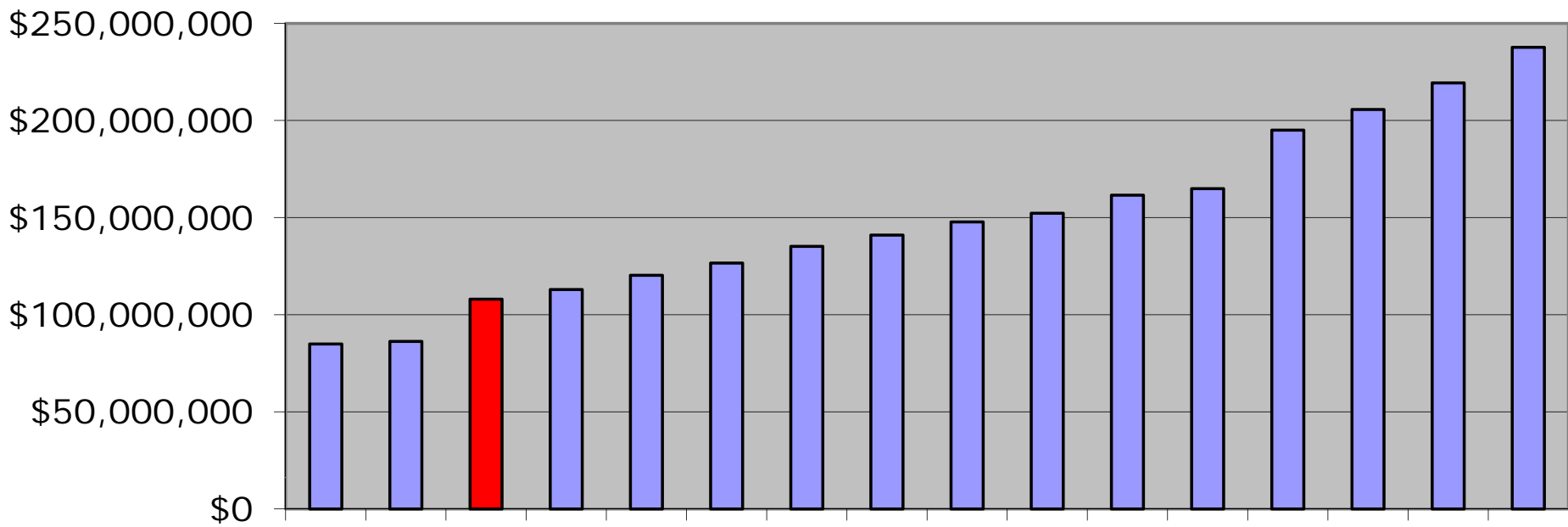
School	Federal Funds	Foreign Funds	Individual	Industry Funds	Local Funds	Non-profit Funds	State Funds
MIT	72.28%	2.08%	0.00%	19.43%	0.00%	5.86%	0.35%
Stanford	67.63%	3.52%	3.37%	8.62%	0.00%	15.58%	1.28%
Berkeley	53.56%	0.00%	2.66%	13.01%	0.53%	16.64%	13.60%
Georgia Tech	49.19%	0.63%	3.27%	15.02%	0.01%	3.01%	28.87%
Illinois-UC	78.59%	0.00%	0.00%	18.43%	0.56%	0.00%	2.41%
Cal Tech	83.50%	0.00%	0.01%	0.00%	0.00%	16.49%	0.00%
Carnegie Mellon	80.10%	6.64%	0.00%	8.66%	0.03%	0.76%	3.81%
USC	73.22%	0.00%	5.71%	5.95%	0.00%	14.44%	0.67%
Cornell	72.77%	0.14%	7.82%	7.58%	0.06%	6.93%	4.69%
Michigan	80.50%	0.02%	0.89%	10.67%	0.00%	1.37%	6.54%
UC San Diego	59.76%	0.00%	0.00%	27.95%	0.00%	0.14%	12.15%
Texas-Austin	61.83%	0.15%	0.00%	17.79%	0.27%	10.71%	9.25%
UCLA	54.17%	0.00%	0.00%	24.67%	0.00%	0.00%	21.16%
Texas A&M	34.85%	0.46%	0.00%	17.31%	0.04%	4.11%	43.22%
Purdue	52.17%	0.45%	7.30%	26.39%	0.00%	0.77%	12.93%
Wisconsin-Mdsn	65.52%	0.00%	0.00%	20.51%	0.00%	4.28%	9.69%

2008 USNWR Rank*	University	2003-04	2004-05	2005-06	2006-07
1	MIT	\$614.9	\$622.7	\$644.3	\$642.5
2	Stanford	\$665.4	\$689.3	\$725.8	\$735.6
3	UC Berkeley	\$477.8	\$477.8	\$493.0	\$507.6
4	Georgia Tech	\$430.5	\$426.6	\$423.4	\$458.0
5	Illinois -UC	\$428.1	\$473.0	\$483.4	\$482.0
6	Cal Tech	\$507.3	\$538.5	\$817.2	\$894.2
7	Carnegie Mellon	\$597.9	\$711.7	\$760.6	\$744.4
9	USC	\$921.5	\$965.4	\$999.0	\$993.7
9	<b>Cornell</b>	<b>\$561.3</b>	<b>\$544.8</b>	<b>\$608.7</b>	<b>\$562.3</b>
9	Michigan	\$519.7	\$676.0	\$484.2	\$473.6
11	Texas Austin	\$431.5	\$464.6	\$516.9	\$565.8
11	UC San Diego	\$869.8	\$805.2	\$845.0	\$834.2
13	Texas A&M	\$676.8	\$675.4	\$692.8	\$699.7
13	UC Los Angeles	\$580.5	\$605.1	\$598.7	\$567.7
15	Purdue	\$569.2	\$507.6	\$364.8	\$399.5
15	Univ Wisc Mdsn	\$489.7	\$528.9	\$549.2	\$570.9

Research Expenditures per Faculty



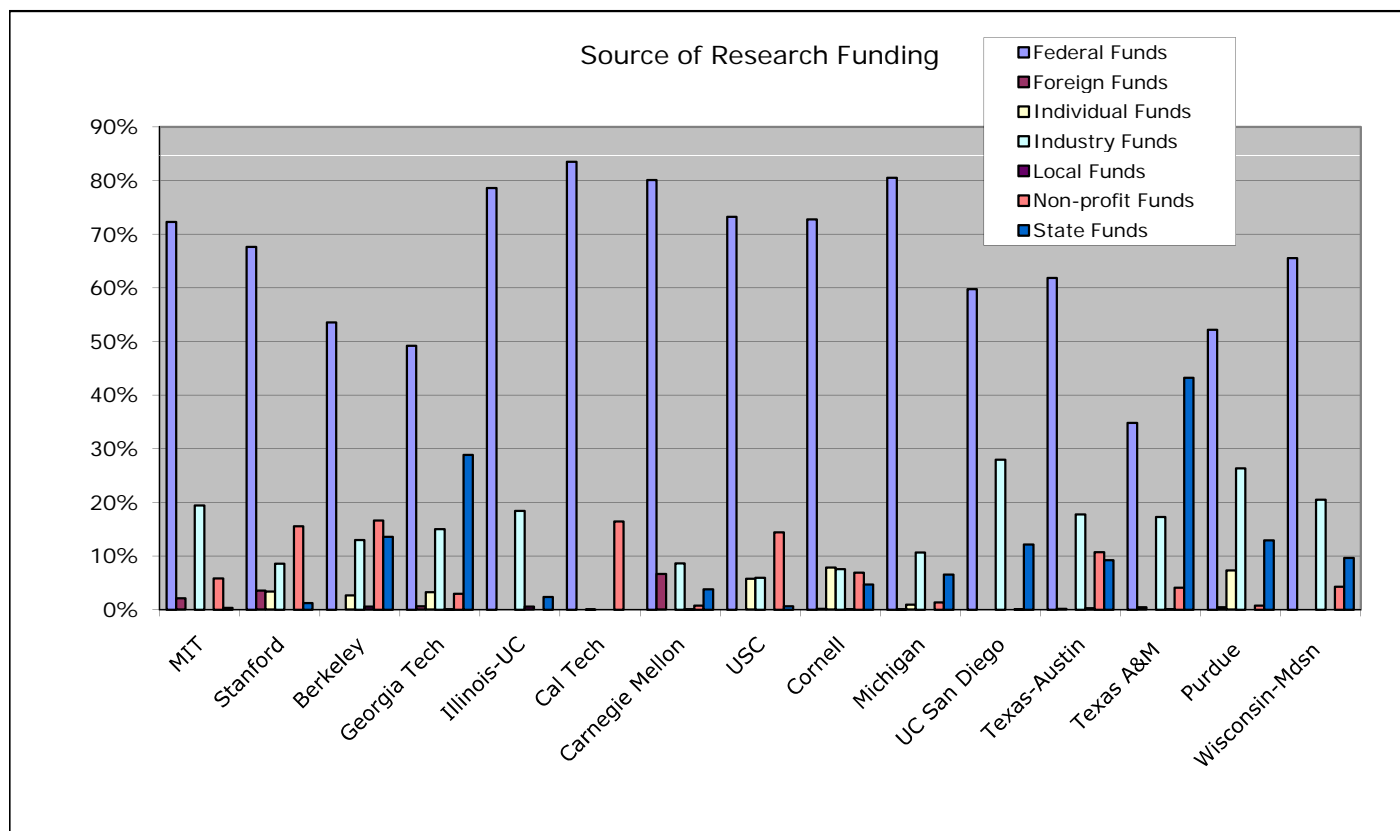
### Total Research Expenditures



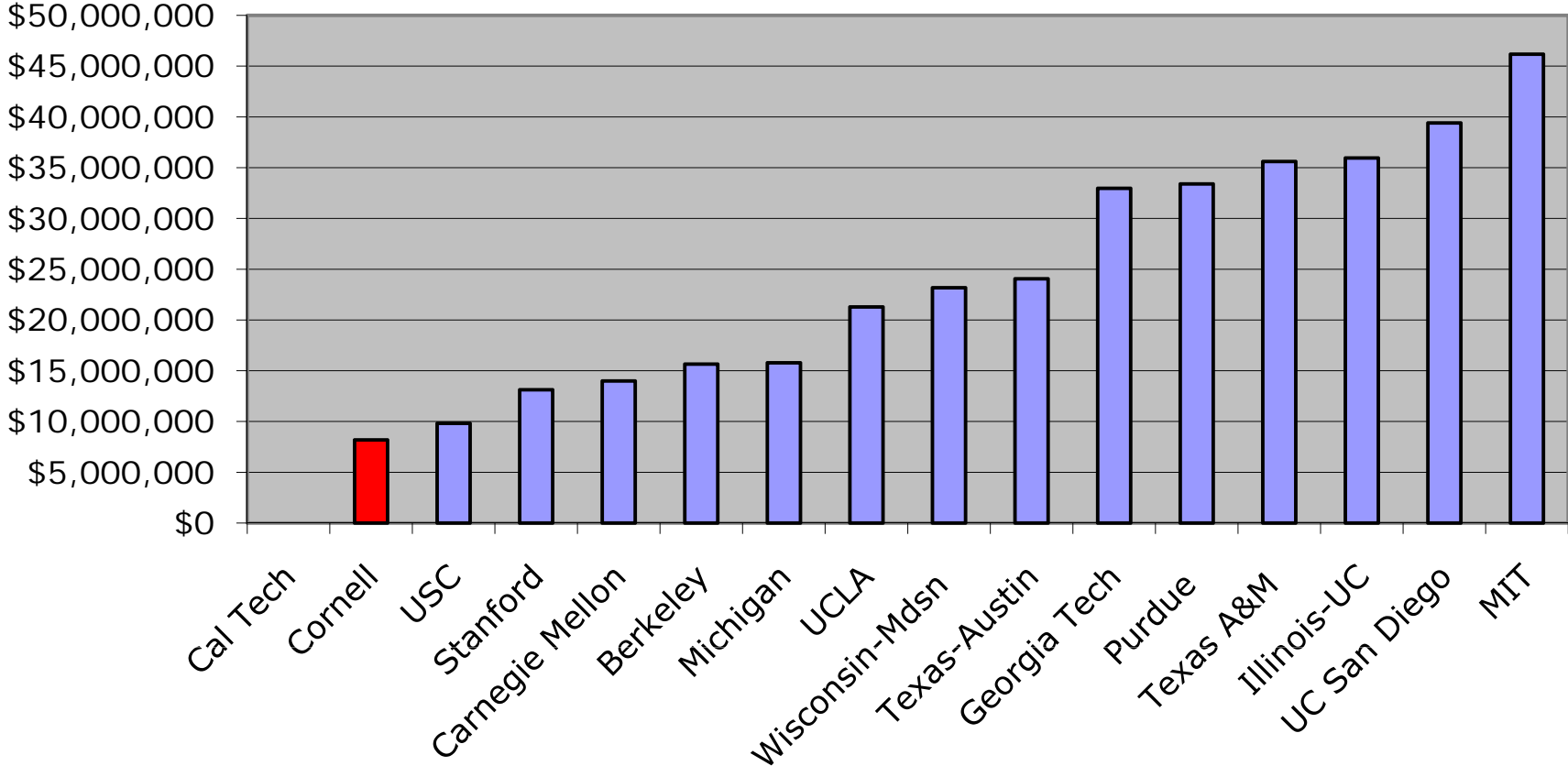
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Cornell  
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Berkeley  
Purdue  
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UC San Diego  
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Carnegie Mellon  
USC  
Illinois-UC  
Texas A&M  
Georgia Tech  
MIT

Sources of Research Expenditures - Top 15 USNWR Schools Ranked in 2008

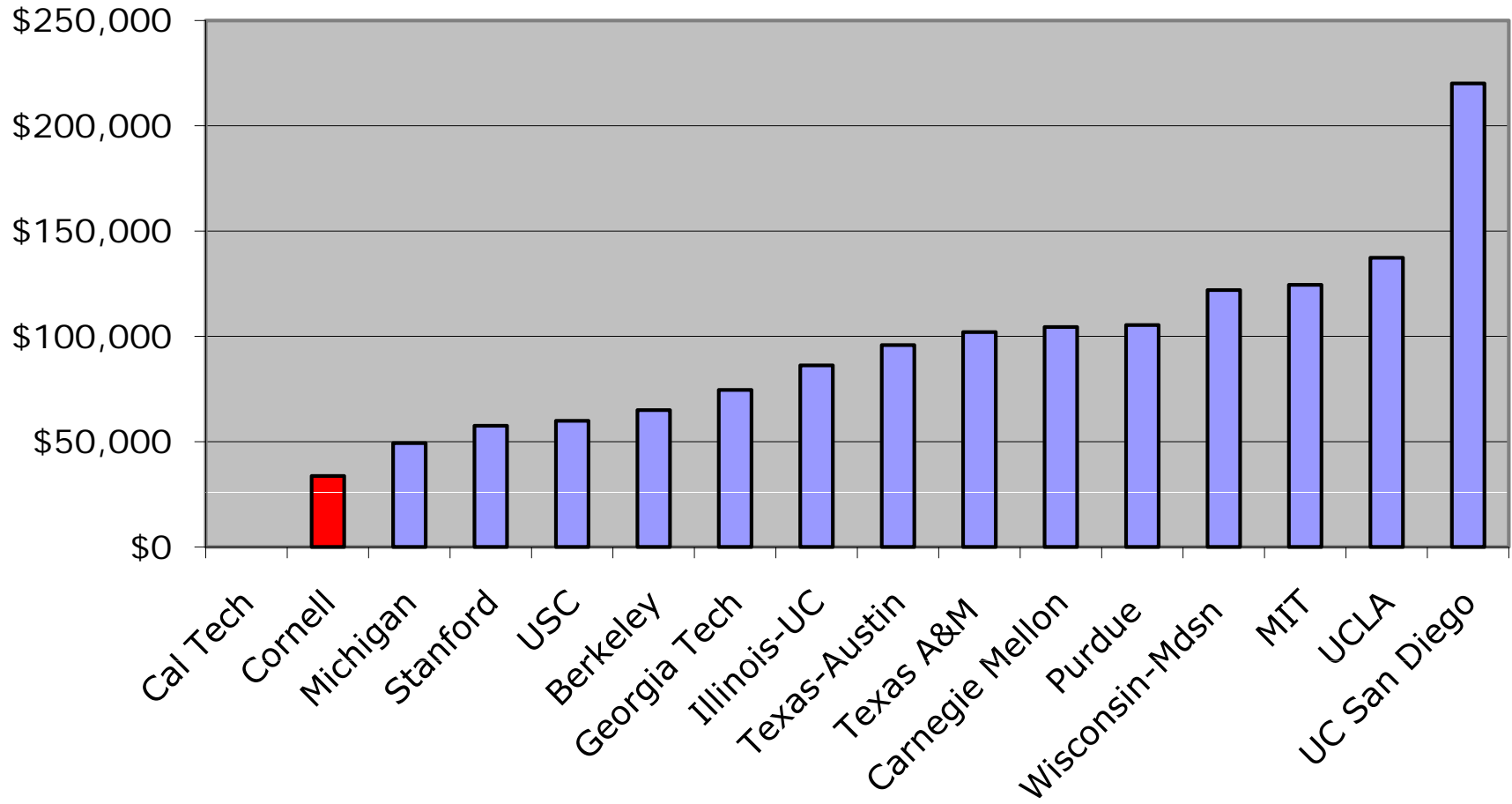
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Georgia Tech	49.19%	0.63%	3.27%	15.02%	0.01%	3.01%	28.87%
Illinois-UC	78.59%	0.00%	0.00%	18.43%	0.56%	0.00%	2.41%
Cal Tech	83.50%	0.00%	0.01%	0.00%	0.00%	16.49%	0.00%
Carnegie Mellon	80.10%	6.64%	0.00%	8.66%	0.03%	0.76%	3.81%
USC	73.22%	0.00%	5.71%	5.95%	0.00%	14.44%	0.67%
Cornell	72.77%	0.14%	7.82%	7.58%	0.06%	6.93%	4.69%
Michigan	80.50%	0.02%	0.89%	10.67%	0.00%	1.37%	6.54%
UC San Diego	59.76%	0.00%	0.00%	27.95%	0.00%	0.14%	12.15%
Texas-Austin	61.83%	0.15%	0.00%	17.79%	0.27%	10.71%	9.25%
Texas A&M	34.85%	0.46%	0.00%	17.31%	0.04%	4.11%	43.22%
Purdue	52.17%	0.45%	7.30%	26.39%	0.00%	0.77%	12.93%
Wisconsin-Mdsn	65.52%	0.00%	0.00%	20.51%	0.00%	4.28%	9.69%



### Funding Source: Industry Expenditures



## Industry Fund Expenditures per Faculty Member





# Cornell's Disclosures, Patents, and Licenses

2007 AUTM U.S. Licensing Activity Survey Results for Total University - Top 15 USNWR Schools Ranked in 2008

USNWR Rank	School	2007 Research Expenditures	2007 Disclosures	Cumulative Disclosures 2005-07	2007 New Patent Applications	2007 US Patents Issued	2007 Licenses and Options	Cumulative Active Licenses 2005-07	2007 Startups	2007 License Income	2007 Licensing FTE
1	MIT	1,216,800,000	487	1,522	314	149	116	840	24	61,600,000	18
2	Stanford	699,922,095	401	NA	256	106	88	986	6	50,370,600	14
4	Georgia Technology	489,702,093	323	1,013	309	58	33	284	9	1,979,056	7
5	Univ Illinois-UC	816,311,000	318	969	155	50	52	399	8	8,071,912	23
6	Cal Tech	458,877,846	661	1,843	486	128	56	135	11	9,167,618	5
7	Carnegie Mellon	228,761,000	129	372	13	22	23	206	8	5,820,000	6
8	USC	415,200,000	182	433	115	35	26	195	2	2,553,045	9
9	Cornell	659,382,200	236	674	92	61	34	456	2	5,208,000	12
9	University Michigan	822,967,675	329	904	144	87	91	327	7	12,795,739	7
11	Univ Texas-Austin	476,282,229	139	364	70	40	20	159	3	6,652,102	5
13	Texas A&M	627,359,148	154	390	60	29	58	483	1	7,627,618	9
15	Purdue	472,700,000	249	742	177	33	99	445	8	5,079,622	7
15	Univ Wisconsin-Mdsn	1,028,000,000	409	NA	175	124	57	NA	6	46,700,000	37

**Cornell Rank by Category**  
(Out of 13 Schools)

