



Cornell Center for Technology  
Enterprise and Commercialization

WHERE  
INNOVATIONS  
MEAN **BUSINESS**

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## Technology Transfer Advisory Committee


### October 20, 2010

### Ithaca, New York


## FY2011 Review & Update

by  
Alan Paau




Cornell University  
Cornell Center for Technology,  
Enterprise, and Commercialization

## FY2011

***A Good Year : trend and benchmark***


- For the third fiscal year in a row, received >300 new *disclosures* (FY2011=**367**; FY2010=338; FY2009=363)
- Highest ever number of agreements executed  
(FY2010=**534**; FY2009=460; FY2008=422)
- Highest ever number of *commercial licenses* (**162**)  
(FY2010=114; FY2009=75; FY2008=60)
- Second highest ever number of startups (10)  
(last five FY total = 35; last 2 FY total = 22)
- Highest ever revenue received (but only when HP settlement is included)



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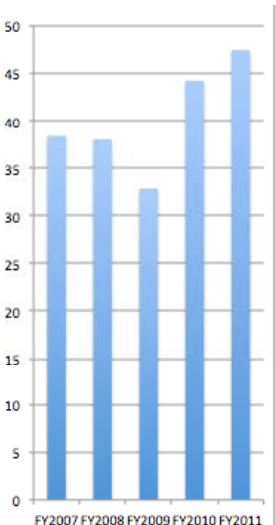
## “Peers” for “Normalized” Comparisons

- **AVEM Universities** - Comprehensive Research Universities with colleges or schools in Agriculture, Veterinary Medicine, Engineering, and Medicine: *California System, Cornell, Florida, Illinois System, LSU System, Michigan State, Minnesota, Missouri System, Nebraska, Ohio State, Tennessee, TAMU System, UW-Madison (13)*
- **IvyPlus** – Ivy League Schools (minus Brown and Princeton) plus Stanford, MIT, Johns Hopkins, Chicago (10)
- **Medical Colleges** – those purely “medicine only” schools or schools reporting medical school data separately to AUTM for FY2010: Albert Einstein, Baylor Col. Med., Med. Col. Of Wisconsin Res. Fdn., Med. Univ. South Florida, Johns Hopkins ex APL, Dartmouth, Mt. Sinai NYU, WCMC (8)
- Data “normalized” to “per \$100M Sponsoed Research Expenditures” for comparisons



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## Disclosures

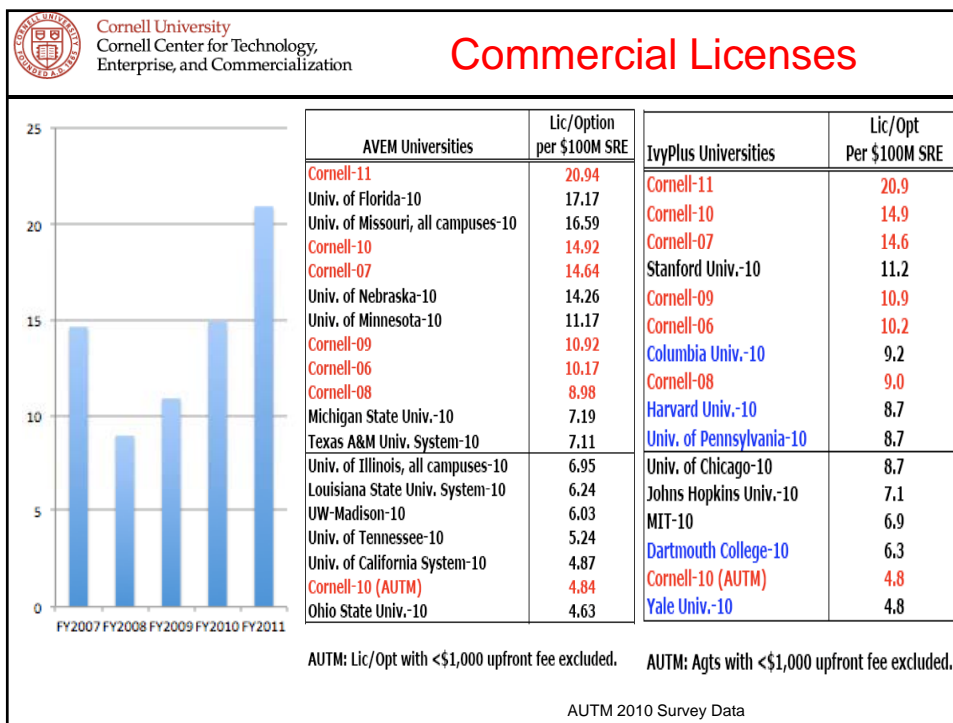
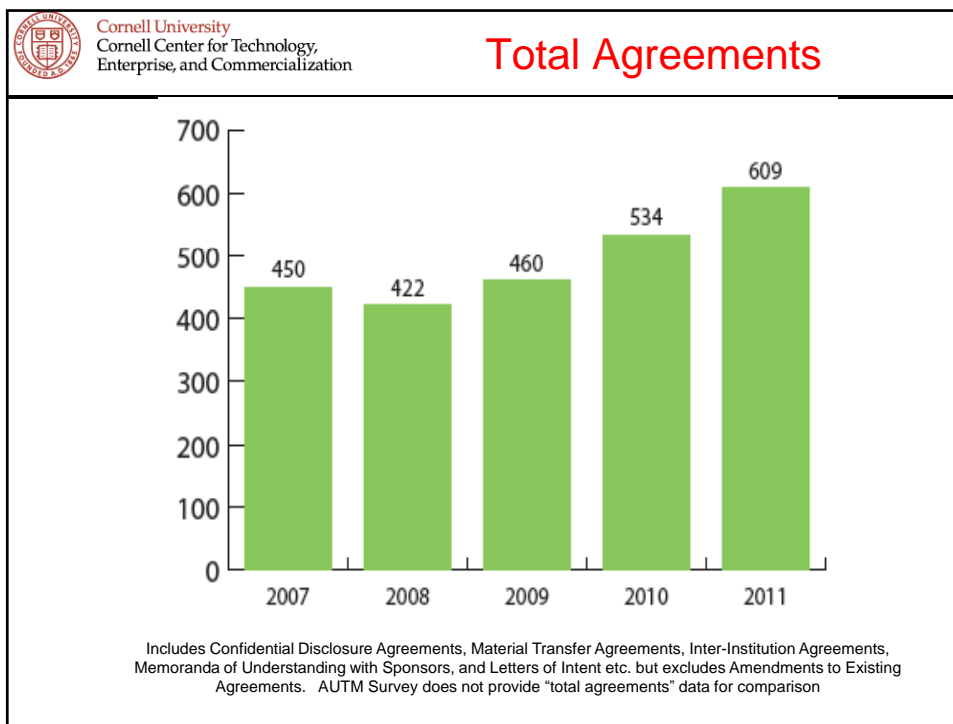


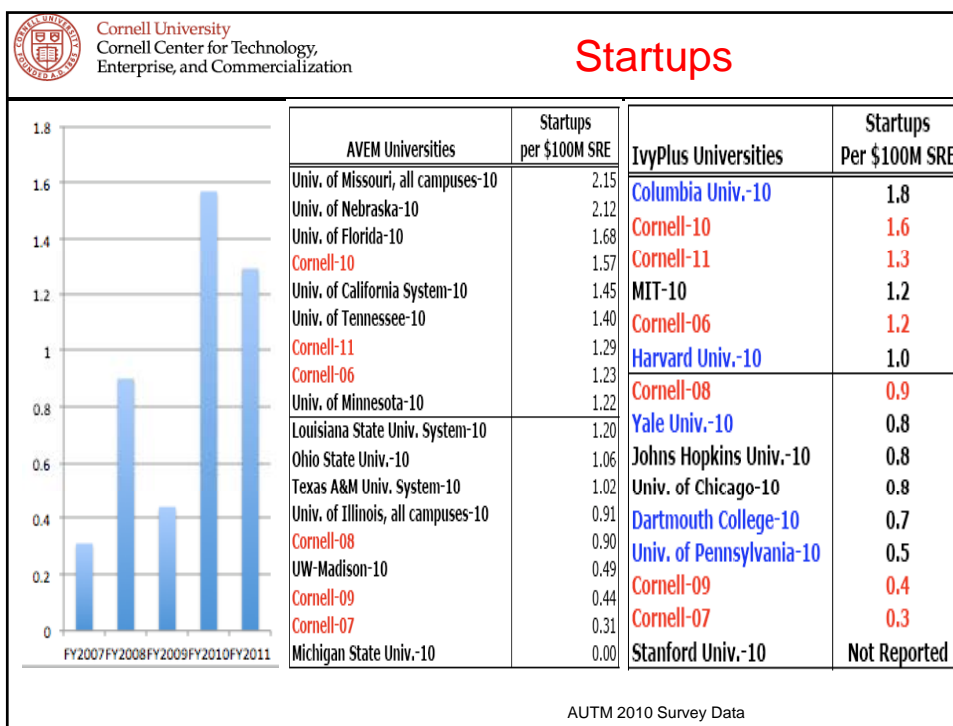
Fiscal Year	Disclosures Per 100M SRE
FY2007	38.5
FY2008	38.0
FY2009	33.0
FY2010	44.0
FY2011	47.5

AVEM Universities	Disclosures Per 100M SRE	IvyPlus Universities	Disclosures Per \$100< SPRE
Univ. of Florida-10	55.05	Stanford Univ.-10	57.9
Cornell-09	52.69	Cornell-09	52.7
Univ. of Nebraska-10	48.26	Columbia Univ.-10	50.3
Cornell-11	47.44	Univ. of Pennsylvania-10	47.5
Cornell-10	44.23	Cornell-11	44.7
Cornell-10 (AUTM)	40.30	Cornell-10	44.2
Univ. of Missouri, all campuses-10	40.24	Harvard Univ.-10	39.1
Univ. of Minnesota-10	39.01	Cornell-06	38.4
Cornell-06	38.37	Cornell-07	38.0
Cornell-07	38.01	MIT-10	37.2
Univ. of Illinois, all campuses-10	37.24	Cornell-08	36.8
UW-Madison-10	34.60	Yale Univ.-10	33.8
Cornell-08	32.83	Dartmouth College-10	33.3
Univ. of Tennessee-10	31.79	Univ. of Chicago-10	26.9
Univ. of California System-10	30.26	Johns Hopkins Univ.-10	24.3
Texas A&M Univ. System-10	30.02	Cornell-10 (AUTM)	20.3
Louisiana State Univ. System-10	29.03		
Michigan State Univ.-10	26.89		
Ohio State Univ.-10	22.89		

AUTM: Unprotected tangible properties excluded.      AUTM: Unprotected tangible property excluded.

AUTM 2010 Survey Data

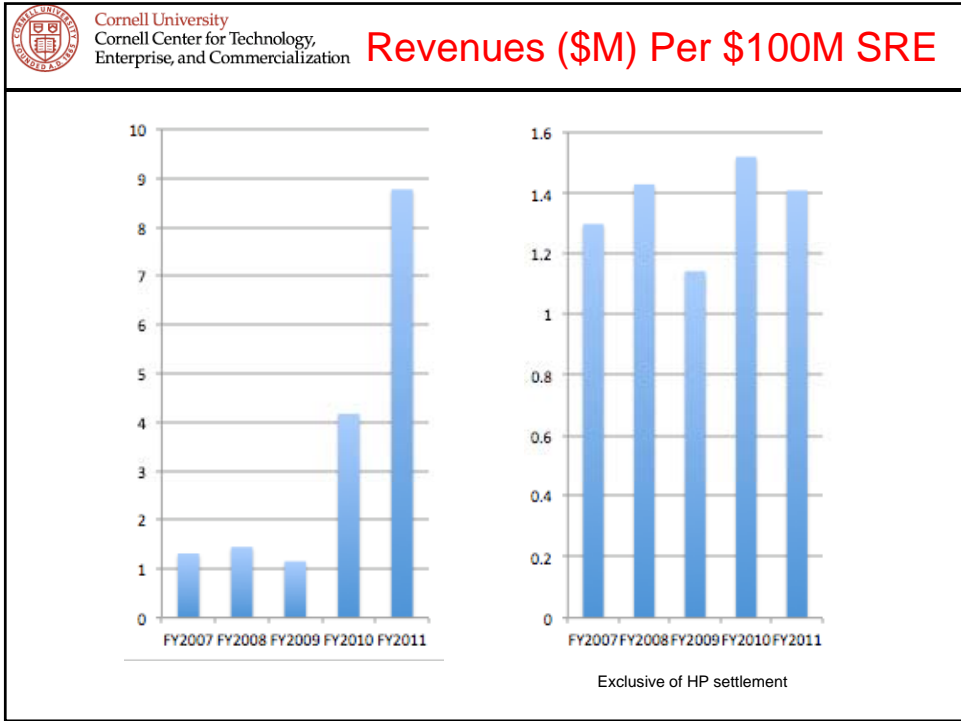




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## Startups

New Business	Cornell Unit	Cornell Technology/Nature of Business	Location
1. CEP Diagnostics	WCMC	Diagnostics and reagents for melanocyte proliferation	FL
2. Lucerna, Inc.	WCMC	Fluorescent aptamers as sensors for diagnostics, environmental sensing, and drug research & development	NY
3. SaltCheck, Inc.	WCMC	Patient salt intake monitoring system	MA
4. SafetyStratus	EHS	Safety inspection software download	NY
5. Zuma Biosciences	CVM	Cancer therapeutics	NY
6. Axiom Nanofibers	CHE/ENG	Nanofibers for water filtration	CA
7. Glycobia, Inc.	CENG/CVM	Process for production of human biological therapeutics	NY
8. Kphotonics	CENG	Ultrafast laser devices	AZ
9. BioPancrete, Inc.	CALS	Diabetes therapy	PA
10. MADathletics	ATH	Physical training equipment	NY





**Revenues (\$M) Per \$100M SRE**


AVEM Universities	Revenues (\$M) per \$100M SRE	IvyPlus Universities	Revenues (\$M) Per \$100M SRE
Texas A&M Univ. System-10	12.84	Columbia Univ.-10	22.2
Univ. of Missouri, all campuses-10	12.84	Cornell-11(+HP)	8.8
Cornell-11 (+HP)	8.78	Stanford Univ.-10	8.1
Michigan State Univ.-10	5.46	MIT-10	4.9
Univ. of Minnesota-10	5.28	Cornell-10 (+HP)	4.2
Cornell-10 (+HP)	4.17	Univ. of Chicago-10	2.4
Univ. of California System-10	3.1	Dartmouth College-10	1.6
Univ. of Nebraska-10	3.1	Cornell-10 (AUTM-HP)	1.5
Louisiana State Univ. System-10	2.02	Cornell-11(-HP)	1.4
Ohio State Univ.-10	1.53	Univ. of Pennsylvania-10	1.4
Cornell-10 (AUTM-HP)	1.52	Cornell-08	1.4
Cornell-08	1.43	Harvard Univ.-10	1.3
Cornell-11 (AUTM-HP)	1.41	Cornell-07	1.3
Cornell-07	1.3	Cornell-06	1.2
Cornell-06	1.21	Yale Univ.-10	1.1
Cornell-09	1.14	Cornell-09	1.1
Univ. of Florida-10 (-Gatorade)	1.13	Johns Hopkins Univ.-10	0.8
Univ. of Tennessee-10	1.13		
Univ. of Illinois, all campuses-10	0.15		
UW-Madison-10	0.15		


**AUTM: Agts with <\$1,000 upfront fee excluded.**

AUTM 2010 Survey Data do not distinguish ordinary income and extraordinary income

 Cornell University Cornell Center for Technology, Enterprise, and Commercialization		<b>MedCol Disclosures &amp; Lic/Opt</b> <b>Per \$100M SRE</b>
<b>Disclosures</b>	<b>Medical Colleges</b>	<b>Disclosures Per \$100M SRE</b>
	WCMC 2010	57.2
	WCMC 2011	46.4
	Albert Einstein College of Med/Yeshiva U-2010	35.5
	Dartmouth College-2010	33.3
	WCMC 2007	32.9
	Medical College of Wisconsin Research Fdn-2010	25.7
	Johns Hopkins Univ. (ex Applied Physic Lab)-2010	24.3
	Medical Univ. of South Carolina-2010	22.1
	Mount Sinai School of Medicine of NYU-2010	19.4
Baylor College of Medicine-2010	19.3	
<b>Licenses/Options</b>	<b>Medical Colleges</b>	<b>Licenses/Options Per \$100M SRE</b>
	Baylor College of Medicine 2010	11.9
	Albert Einstein College of Med/Yeshiva U 2010	8.5
	WCMC 2010	8.1
	Johns Hopkins Univ. (ex Applied Physic Lab) 2010	7.1
	WCMC 2007	6.6
	Mount Sinai School of Medicine of NYU 2010	6.5
	Dartmouth College 2010	6.3
	Medical College of Wisconsin Research Fdn2010	6.2
	WCMC 2011	6.1
Medical Univ. of South Carolina 2010	3.9	

 Cornell University Cornell Center for Technology, Enterprise, and Commercialization		<b>MedCol Startups &amp; Revenues (\$M)</b> <b>Per \$100M SRE</b>
<b>Startups</b>	<b>Medical Colleges</b>	<b>Startups Per \$100M SRE</b>
	Medical College of Wisconsin Research 2010	3.1
	WCMC 2010	2
	Medical Univ. of South Carolina 2010	1.7
	WCMC 2011	1.3
	Albert Einstein College of Med/Yeshiva U 2010	1.3
	Johns Hopkins Univ. (ex Applied Physic Lab) 2010	0.8
	Dartmouth College 2010	0.7
	Mount Sinai School of Medicine of NYU 2010	0.3
	WCMC 2007	0
Baylor College of Medicine 2010	Not reported	
<b>Revenues</b>	<b>Medical Colleges</b>	<b>Revenues (\$M) Per \$100M SRE</b>
	Albert Einstein College of Med/Yeshiva U 2010	4.3
	Mount Sinai School of Medicine of NYU 2010	4.1
	WCMC 2010	2.4
	Baylor College of Medicine 2010	2.1
	Dartmouth College 2010	1.6
	WCMC 2011	1.5
	Johns Hopkins Univ. (ex Applied Physic Lab) 2010	0.8
WCMC 2007	0.6	
Medical College of Wisconsin Research Fdn 2010	0.5	
Medical Univ. of South Carolina 2010	0.1	

 Cornell University Cornell Center for Technology, Enterprise, and Commercialization		CCTEC 5-Year Summary				
PER \$100M SPONSORED RESEARCH	FY2007	FY2008	FY2009	FY2010	FY2011	2007V 2011 % CHANGE
Disclosures	38.37	38.01	32.83	44.23	47.44	23.6
Licenses	14.64	8.98	10.92	14.92	20.94	43.0
Startups	0.31	0.9	0.44	1.57	1.29	316.1
Revenues-HP (\$M)	1.3	1.43	1.14	1.52	1.41	8.5
Revenues (\$M)	1.3	1.43	1.14	4.17	8.78	575.4

 Cornell University Cornell Center for Technology, Enterprise, and Commercialization		Other Highlights
<p>Disputes:</p> <ul style="list-style-type: none"> <li>Applied Biosystems – suit filed by licensee against Illumina</li> <li>LPDC – plant patent inventorship and ownership dispute in the US, Canada and in Europe in settlement discussions</li> </ul>		
<p>Outreach/Education:</p> <ul style="list-style-type: none"> <li>Technology Management Workshop in Ithaca</li> <li>Drug Development Boot Camp being emulated at Harvard</li> <li>Publication in <i>Les Nouvelles</i> (journal of The Licensing Executives Society)</li> </ul>		
<p>Promissory Convertible Notes: 18 totaling \$2.86M as of end of August, 2011 (in lieu of license fees or debt from patent costs)</p>		
<p>Private equity holdings in 28 companies totaling more than 6.3M shares (value undeterminable)</p>		
<p>Pacific Biosciences – 140,625 shares (public but dropping)</p>		