

Iowa State University Research Foundation, Inc.

Annual Report
July 1, 2010 to June 30, 2011

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A Message from the Director...

This past year will be recorded prominently in the annals of the ISU Research Foundation. Lead-free solder took over as the leading income-producing technology in the history of ISURF, surpassing the algorithm for encoding data – or the “fax patent” – as it is commonly referred to. While the technologies are completely different, lead-free solder and the “fax patent” have one thing in common, the technology impacts not only Iowans, but people all around the world, on a daily basis. ISURF’s lead-free solder is an industry standard. Each time we type an e-mail, make a call, or send a text message on a cell phone, or use a thumb drive or countless other electronic devices, chances are very good (about 70% is our best estimate) that it has **Iowa State technology inside** in the form of lead-free solder.

With the crisp chill of fall in the air, summer picnics are quickly becoming a memory. These memories may very well contain another **Iowa State technology inside** – this time in the form of watermelon germplasm. The development of Allsweet hybrid watermelons might not be a technology you would expect from Iowa State, but it is one enjoyed by millions of people each year.

Another example of **Iowa State technology inside** is on store shelves in the product, “Ensure Muscle Health.” One of the ingredients, HMB, which helps maintain and rebuild muscle mass, was originally developed for use in humans by an Ames-based, ISU start-up company.

Financially, ISURF continues to generate enough revenue to maintain independence and to share a portion of its funds with Iowa State. The volatility of the market continues to be something we must watch, but this independence allows our future to continue to be very bright.

In FY11, ISURF was led by Nita Lovejoy, who served as the Interim Director. I feel honored to have been selected to join this group and look forward to bringing you stories of continued success.

Sincerely,



Lisa Lorenzen
Executive Director

IOWA STATE UNIVERSITY
RESEARCH FOUNDATION, INC

Executive Summary

ISURF's total operating revenues in FY11 were \$11.9M, \$2.1M more than FY10. Net income from operations was \$2.9M, an increase of 61% compared to FY10. Total assets for FY11 were \$35.7M, an increase of \$7.9M from FY10, and net assets were \$25.9M, an increase of \$6.1M from FY10. ISURF was fortunate to be able to disburse \$5M to ISU and its inventors and authors in FY11.

During FY11, 48 technologies and germplasm lines were marketed for the first time, compared to 56 in FY10. A total of 106 technologies and 143 germplasm lines were actively marketed in FY11.

Over 162 various agreements were entered into in FY11. Forty-nine of those agreements granted rights to ISURF technologies under new licenses or options to license. Two Iowa start-up companies entered into an option and license with ISURF.

We continued to make ISU technologies available to Iowa-based companies to help in the growth and diversification of the economy of the State. Figure I illustrates total sales of products (goods and services) for calendar years 2001 through 2010, based on licensed ISU technologies. The Iowa-based companies' sales increased to \$86M in 2010, an increase of \$28M over 2009 sales. Sales of non-Iowa-based companies were \$541M – a 5% increase over 2009 sales of \$514M. Iowa-based sales were 14% of all sales for 2010. The figures do not include the sale of agricultural seeds or products that no longer enjoy protection of patents held by ISURF. Figure II illustrates more directly the actual sales based on licensed ISU technologies by Iowa-based companies from 2009 to 2010.

**ISURF ENTERED
INTO 162
AGREEMENTS IN
FY11; 49 WERE NEW
LICENSES AND
OPTIONS**

Figure I: Sales of ISU Technologies* by Licensed Companies

*Non-patented seed/germplasm not included

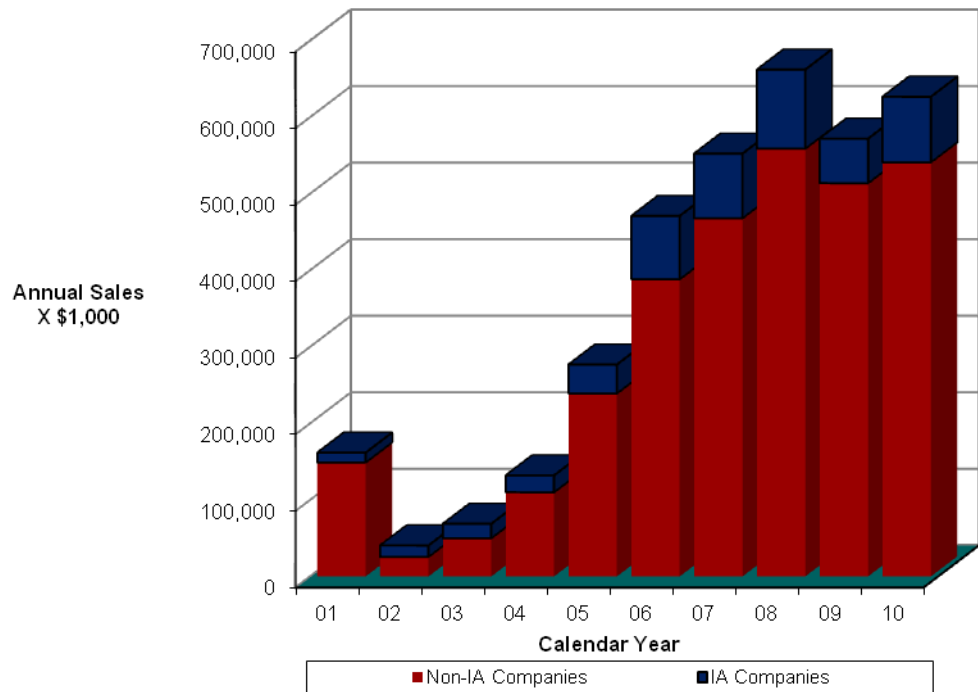
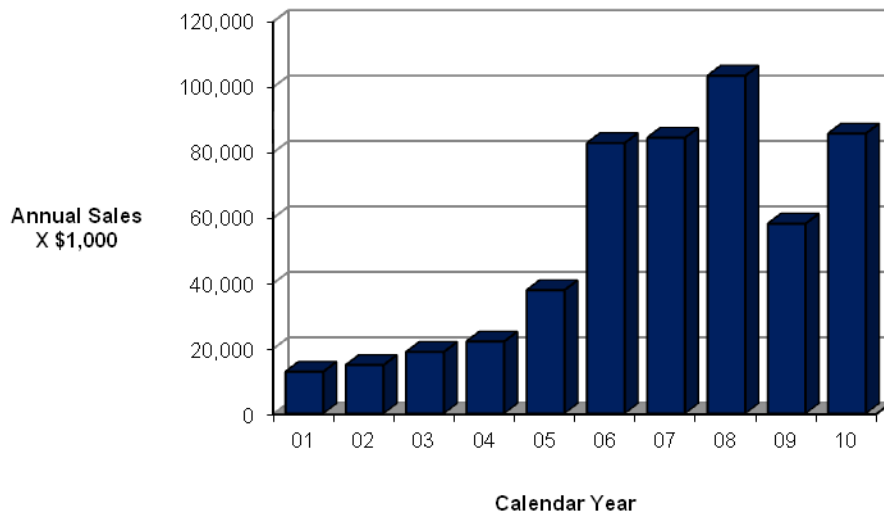


Figure II: Sales of ISU Technologies* by Licensed Iowa Companies

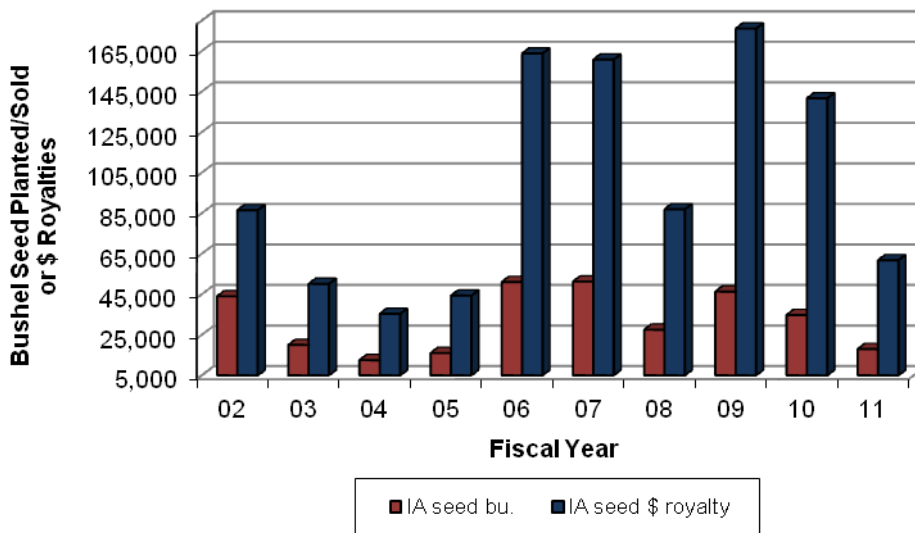
*Non-patented seed/germplasm not included



ISURF continues to make ISU-developed seed/germplasm available by licensing to seed and grain producers. Germplasm available in FY11, included soybean, corn and amaranth; however, all licenses signed were for specialty soybeans. Figure III illustrates the level of germplasm activity by Iowa companies for the last ten years.

Total royalties from all commercially-licensed germplasm were \$288K in FY11, a decrease of \$278K over FY10. A total of 35 licenses were executed this year for germplasm compared to 65 in FY10.

Figure III: Sales & Use of ISU Specialty Soybean Germplasm by Iowa Companies



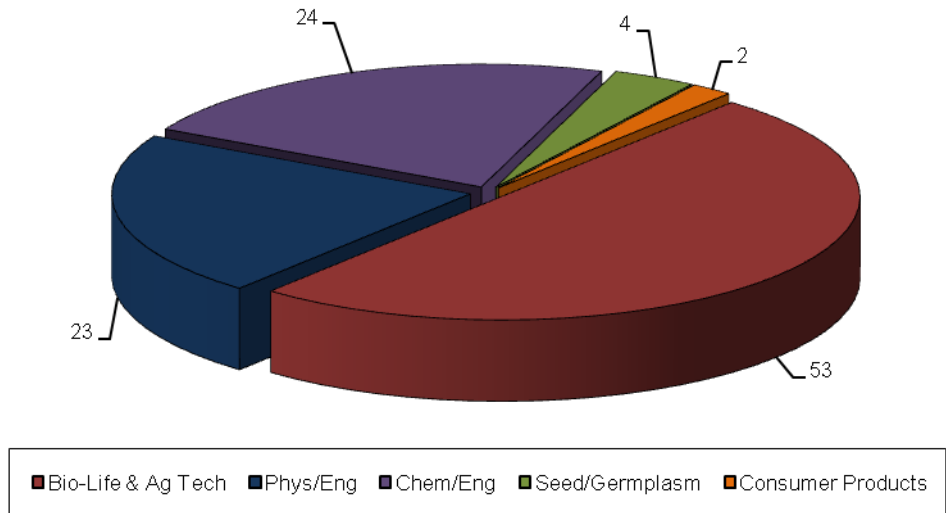
SALES OF PRODUCTS BY IOWA COMPANIES BASED ON ISU TECHNOLOGIES WERE APPROXIMATELY \$86M in 2010

Technology Activity

Technology Reporting: Inventions, Copyright Subject Matter and Proprietary Seed/Germplasm

ISURF received 106 new disclosures in FY11. This represents a decrease of five disclosures (5%) from FY10. Figure 1 provides a categorical breakdown of the various technologies disclosed in FY11.

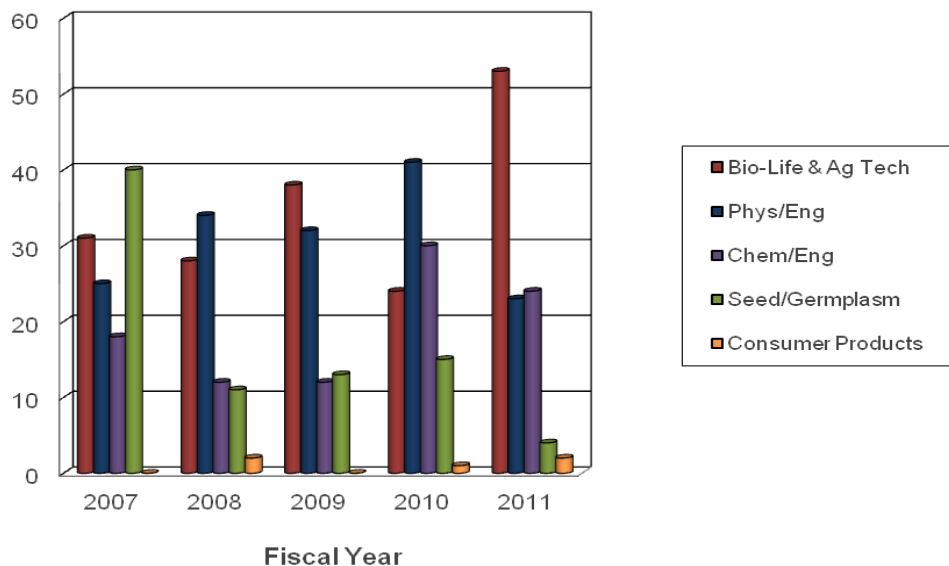
Figure 1: FY2011 Disclosure Distribution by Category



**IN FY11
INTELLECTUAL
PROPERTY
DISCLOSURES WERE
57% FEDERALLY
FUNDED, 17%
INDUSTRY FUNDED,
AND 10% STATE
FUNDED**

Figure 2 reflects a 121% increase of the disclosures classified as bio-life sciences and agriculture (53) from FY10 (24); and represents 50% of the total FY11 disclosures. Disclosures received in the classification of physical sciences-engineering decreased in FY11 (23) from FY10 (41), and represented 22% of all disclosures received in FY11. Chemical-chemical engineering decreased 20% in FY11 (24) compared to FY10 (30), representing 23% of all FY11 disclosures. Seed/germplasm experienced a significant decrease in FY11 (4) from FY10 (15). Figure 2 provides a comparison of the disclosures in these categories over the last 5 years. An eight-year historical table of disclosure data by category can be found in Exhibit B.

Figure 2: Disclosures Received by Category



Patent Activity

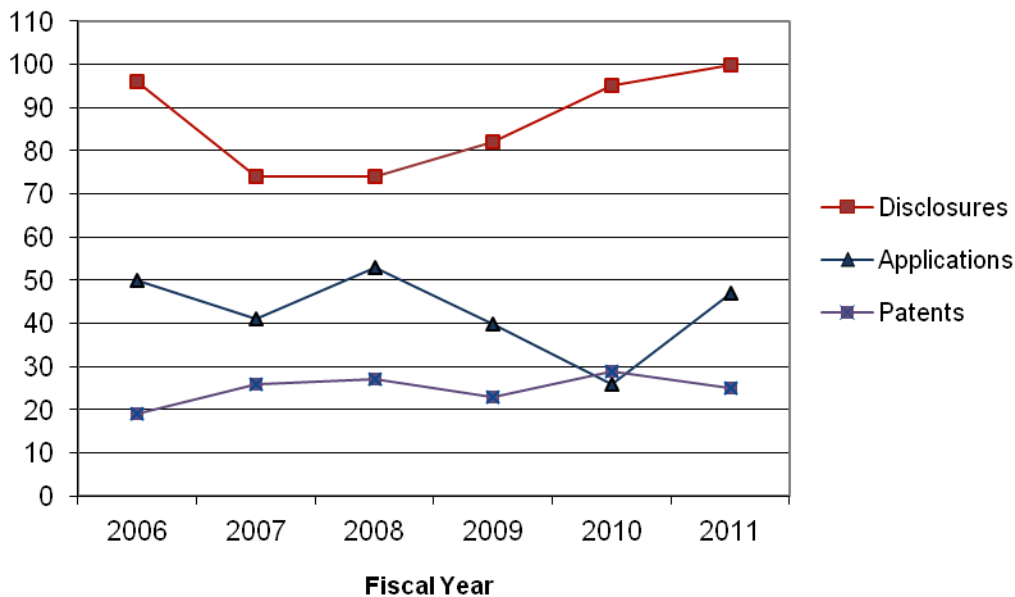
Forty-seven patent applications, including continuations, divisionals and converted provisional applications were filed with the U.S. Patent & Trademark Office during FY11. This is an increase of 21 applications over last year's 26 patent application filings. ISURF filed 42 provisional patent applications in FY11 compared to 44 in FY10.

ISURF currently has 134 patent applications (not including provisional applications) pending in the U.S. Patent Office (see Exhibit A for a ten-year history).

Twenty-five patents were issued in FY11, a decrease from 29 issued in FY10. The issued patents cover most of our technology categories.

Figure 3 provides a comparison of six years of disclosure, application, and patent activity.

**Figure 3: Disclosure, Application and Patent Activity
FY2006-2011**



ISURF currently maintains a portfolio of 407 active patents. For the majority, we are actively seeking industrial licensees for commercial development.

Twenty-five issued patents expired or were abandoned during FY11. Six expired at the end of their maximum available patent life. Fourteen of the expired or abandoned patents were formerly licensed or optioned.

**PATENT
APPLICATION
FILINGS INCREASED
BY 27% OVER FY10**

Commercialization

Marketing

In FY11, four new soybean lines were marketed for the first time, and 44 new technologies were identified as having commercial potential and marketed for the first time.

Contacts with companies are made through personal contacts, electronic and regular mailings, and trade shows. Companies can view all available technologies on our web site. Also, companies may register to receive emails on new technologies related to their area of interest. We currently have 335 subscribers to this service, of which over 80% are outside of ISU.

Licensing

The following agreements were executed in FY11: 12 technology license agreements, two option agreements, 21 license agreements for non-patented seed/germplasm, 14 license agreements for patented AFA soybean varieties, 29 confidentiality agreements, 42 material transfer agreements, and 17 seed/germplasm research and development agreements.

FY11 licenses and options (49) decreased 49% from FY10 (97) due to a decrease of available technology and germplasm. Table 1 provides more detail on FY11 licenses and options.

Table 1: FY2011 Licenses and Options

Description of FY11 Commercial Agreements	Total FY 10 Agreements	Total FY 11 Agreements	Options to an Exclusive License	Non-Exclusive Licenses	Exclusive Licenses
Germplasm to Iowa Growers	8	5	0	5	0
Germplasm to Non-Iowa Growers	30	16	0	16	0
AFA Soybean Varieties to Iowa	17	12	0	12	0
AFA Soybean Varieties to Non-Iowa	10	2	0	2	0
Technology Agreements to Iowa Companies	7	2	1	0	1
Technology Agreements to Non-Iowa Companies	25	12	1	9	2
Total Commercial Agreements	97	49	2	44	3

ISURF currently maintains a portfolio of 375 active license and option agreements, 162 of which are technology licenses and options. A summary of the categories currently in the portfolio is presented below in Table 2.

Table 2: Portfolio of Active Agreements at Fiscal Year End

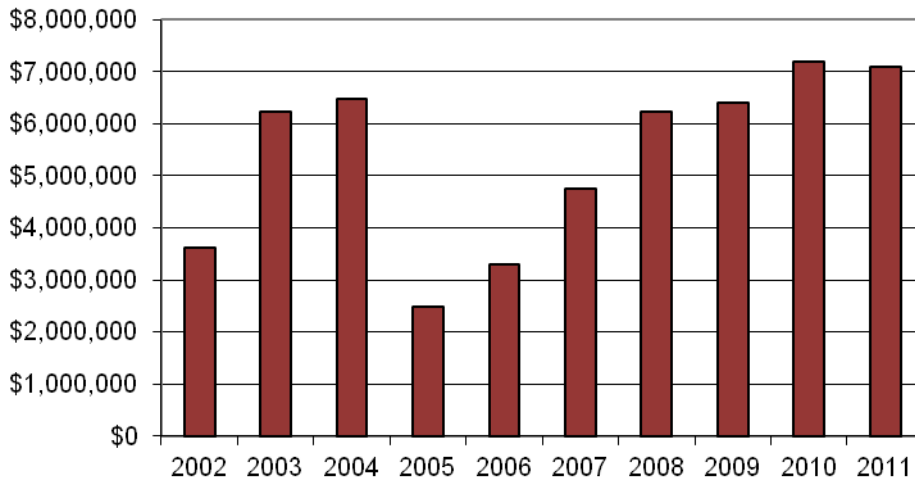
	Fiscal Year									
	02	03	04	05	06	07	08	09	10	11
License Agreements										
Seed/Germplasm/not patented	883	849	702	498	444	327	275	210	217	156
AFA Soybean Varieties/patented	0	8	47	92	74	92	70	57	104	57
Other	136	138	145	132	154	153	162	159	157	156
Option Agreements	19	21	22	23	18	10	10	2	4	6
Total Active Agreements	1038	1016	916	745	690	582	517	428	482	375

SBIR/STTR Activity

Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) funding to Iowa companies for FY11 was \$7.1M, a slight decrease from FY10 (\$7.2M). An emphasis placed on outreach and training activities, in addition to providing proposal preparation support through the Office of Intellectual Property and Technology Transfer, has contributed to companies successfully competing for funding in the face of budget constraints and uncertainty as many of the participating agencies decreased award rates this year. Twenty-two Iowa companies were assisted in the preparation of 25 proposals during FY11, including five Iowa State faculty or staff-related companies.

In FY11, eighteen different Iowa companies won twenty-seven new or continuing SBIR and STTR awards worth \$7.1M. The Departments of Agriculture and Defense, the National Institutes of Health, the National Aeronautics and Space Administration, and the National Science Foundation are funding this year's Iowa SBIR/STTR award winners. The funded projects reflect Iowa's strengths in biotechnology, information systems, manufacturing, and agriculture. Over \$2.8M in support was awarded from the National Institutes of Health for diverse projects that range from the development of medical devices and vaccines to new cancer drugs and new animal models for human diseases. An additional \$2.3M was received from the National Science Foundation for projects that included bioreactors, novel sensors, improved quality control for medical imaging procedures, and electricity generation.

Figure 4: Iowa SBIR/STTR Award Dollars – FY2002-2011



Sixteen Phase I awards were received by Iowa companies in FY11. Iowa companies also received eleven Phase II awards in FY11. The majority of funding was awarded by the National Science Foundation and the National Institutes of Health.

**IN FY11, 22 IOWA
COMPANIES
RECEIVED SUPPORT
IN PREPARING 25
SBIR OR STTR
PROPOSALS**

Technology and Germplasm Financial Information

Revenues

Licensing activity includes both technology and germplasm. The total income, which includes license fees, royalties (earned royalties based on sales and minimum royalty payments), material transfer agreement fees, patent expense reimbursement from licensees, and research support leveraged through licensing activities was \$11.9M for FY11, an increase of \$2.1M from FY10. This includes income of \$288,000 from seed/germplasm licenses, a decrease from FY10's \$566,000. Table 3 provides a categorical breakdown of our licensing income from the various sources.

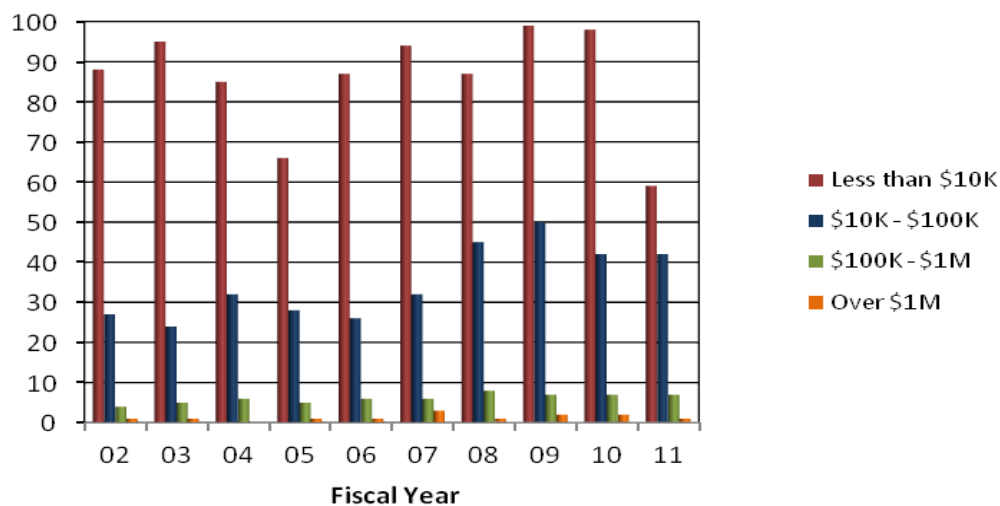
Table 3: Income Related to Licensing Activity

Category	Fiscal Year										
	02	03	04	05	06	07	08	09	10	11	
	Royalty Income* (x US \$1,000)										
Licenses											
Plant Germplasm/not patented	285	289	167	177	234	249	214	200	211	243	
AFA Soybean Varieties Patented			11	44	135	165	66	202	355	45	
Other	11,588	6,032	2,226	4,317	7,424	17,513	8,800	8,680	8,933	11,234	
Option Agreements	193	482	382	374	200	149	249	154	169	150	
Administrative & MTA Agreements	37	17	12	23	71	48	136	106	167	169	
Total for All Agreements	12,103	6,820	2,798	4,935	8,064	18,124	9,465	9,342	9,835	11,841	

*Figures include license/option fees, earned royalties on sales and guaranteed minimums, research support leveraged through licensing, proprietary seed transfer fees, material transfer agreements, and patent expense reimbursement.

Of the 375 active license and option agreements in ISURF's portfolio, 198 (53%) generated income in FY11. One agreement (1%) produced income over \$1,000,000; 7 agreements (4%) produced income from \$100,000 – \$1,000,000; 49 agreements (24%) produced incomes from \$10,000-\$100,000; and 141 agreements (71%) produced less than \$10,000 in FY11. As shown by Figure 5, of the 89 non-plant germplasm licenses generating income, the majority (82 licenses) continue to produce \$10,000 or less in income annually. A ten-year historical table is provided in Exhibit C.

**Figure 5: Non-Plant Germplasm Licenses and Options
Generating Income¹**



¹Income includes license/option fees, royalties, guaranteed minimum royalties, research support leveraged through licensing, and patent expense reimbursement, but not income from educational materials and germplasm licensing.

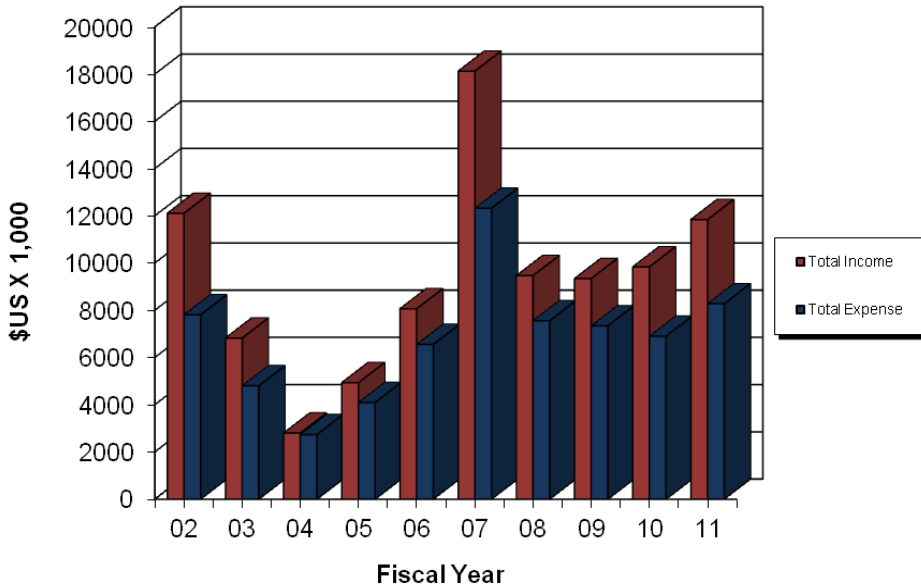
OVER HALF OF THE
ACTIVE LICENSE
AND OPTION
AGREEMENTS
GENERATED
INCOME IN FY11,
WITH ONE
PRODUCING OVER
\$1M

Expenses

FY11 technology and germplasm expenses (patent/legal costs, royalty sharing, licensing and infringement/litigation expense and research support payments) of \$8.3M were higher than FY10's \$6.9M due to an increase in royalty sharing expense. Patent prosecution expense (disclosure, application, patent, foreign, and patent maintenance) of \$1.1M is slightly lower than FY10's \$1.2M.

Figure 6 provides a historical view of the technology and germplasm related income and expense.

Figure 6: Technology and Germplasm Related Income and Expense



**REIMBURSEMENTS
RECEIVED FROM
LICENSEES
IMPROVED FROM
29% TO 48% OVER
A FIVE-YEAR PERIOD**

Reimbursement of our patent prosecution expense from our licensees has improved over a five-year period from 29% to 48%. Figure 7 provides a five-year comparison of expense reimbursement and patent prosecution expense. Table 4 provides a five-year overview of income and expense for our technology and germplasm activity.

Figure 7: Reimbursement of Patent Expense - 5 Year

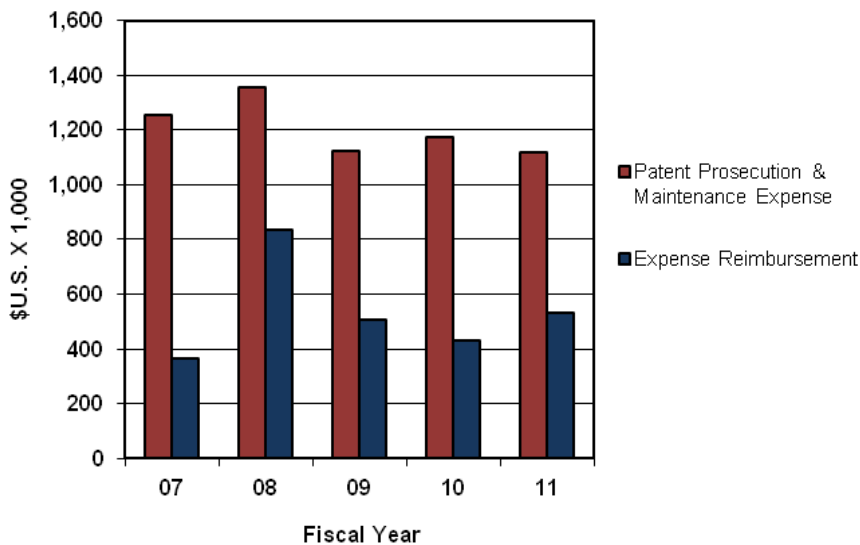


Table 4: Technology and Germplasm Related Income and Expense

	Fiscal Year				
	07	08	09	10	11
	\$US x 1,000				
INCOME					
Royalty Income	17,659	8,580	8,833	9,402	11,308
Expense Reimbursement	365	835	508	433	534
Research Income	100	50	1	0	0
TOTAL	18,124	9,465	9,342	9,835	11,842
EXPENSE					
Patent Prosecution & Maintenance	1,252	1,356	1,122	1,171	1,118
Licensing	134	56	28	28	5
Infringement/Litigation	262	2	137	157	78
General Legal	26	12	6	15	5
Royalty Sharing to ISU Parties	8,407	3,477	3,141	2,968	4,180
Royalty Sharing to Others	2,138	2,605	2,904	2,561	2,888
Research Support - ISU	100	50	2	0	0
TOTAL	12,319	7,558	7,340	6,900	8,274
Net Income (Expense)	5,805	1,907	2,002	2,935	3,568

Income Distribution

From income received in FY11, ISURF disbursed \$2.3M to current and former ISU inventors and authors. Another \$1.7M was distributed to seven different academic units in royalty sharing. Table 5 summarizes the royalty sharing paid to the individual academic units since FY02.

Table 5: Royalty Sharing with Academic Units

Academic Unit ⁽¹⁾	FY (\$US)					
	09	10	11	3-Yr Total	5-Yr Total	10-Yr Total
Agriculture/Exp. Station	573,063	376,769	462,670	1,412,502	4,729,906	5,579,701
Engineering	6,353	40,240	22,462	69,055	135,326	194,618
Veterinary Medicine	84,091	364,363	38,000	486,454	810,706	1,005,722
Liberal Arts & Sciences	10,411	10,757	17,195	38,363	58,545	117,146
IPRT ⁽²⁾	16,012	8,202	3,207	27,421	58,720	3,381,227
Ames Lab	1,095,380	929,208	1,103,662	3,128,250	5,060,821	5,060,821
Provost and Extension	6,581	2,500	7,060	16,141	16,141	17,586
All Units Total ⁽³⁾	1,791,891	1,732,039	1,654,256	5,178,186	10,870,165	15,356,821

(1) Units receiving less than \$1,000 total are not listed.

(2) Sharing to IPRT includes royalties for Ames Laboratory for FY00-06 and prorated royalty shares from inventions that, regardless of College affiliation of the inventors, (i) received for their development research funding from the Department of Commerce via a grant to CATD, (ii) at least one of the inventors is affiliated with an IPRT center, or (iii) received for their development any funding at all from the Iowa Manufacturing Technology Center, the Iowa Industry Incentive Program, or other IPRT sources.

(3) Total royalty sharing may not match figures in "Detailed Financial Statements" due to "accrual" vs. "cash" accounting methods.

In addition to royalty sharing with academic units and disbursement of research dollars, ISURF's activities also benefit the units in other ways, such as royalty sharing with inventors affiliated with the units and directly supporting projects with activities that might strengthen or rescue patents, and/or promote the licensing of our technologies. ISURF has provided the university with research grants since FY99. A research and economic opportunities fund of \$9.5M was developed as of July 1, 2007, for use by Iowa State's Vice President for Research and Economic Development. As of June 30, 2011, this fund, after market adjustments, was \$3.3M. Table 6 provides a summary of the benefits ISURF provided to the academic units.

**ISURF
DISBURSED
\$2.3M TO ISU
INVENTORS AND
AUTHORS**

Table 6: Grants, Research Support and Royalty-Sharing to Academic Units and Affiliated Individuals from FY2011 Operations

Iowa State Unit	Royalty Sharing to Unit	Royalty Sharing to Unit Inventors	ISURF Funded Projects	FY Unit Total
	(\$US)			
College of Agriculture/Exp. Station	462,670	471,371		934,041
College of Engineering	22,462	22,462		44,924
College of Veterinary Medicine	38,000	38,112		76,112
College of Liberal Arts & Science	17,195	17,195		34,390
IPRT	3,207	3,207		6,414
Ames Lab	1,103,662	1,720,842		2,824,504
Provost and Extension	7,060	7,060		14,120
OIPTT	NA	NA	770,491	770,491
Iowa State General Research Support	NA	NA	199,487	199,487
Total ⁽¹⁾	1,654,256	2,280,249	969,978	4,904,483

(1) Total in "Royalty-sharing" may not match figures in "Detailed Financial Statements" due to "accrual" vs. "cash" accounting methods.

**IN FY11, ISURF
DISBURSED \$2.6M
TO ISU UNITS FOR
ROYALTY SHARING
AND ISURF-FUNDED
PROJECTS**

Fiscal Year 2011

Financial Statement

ISURF's FY11 annual financial audit was conducted by Schnurr & Company, LLP. The ISURF audit committee reviewed the independent audit report.

ISURF completed FY11 with net assets of \$25.9M, an increase of \$6.1M over FY10. A net operating gain of \$2.9M was realized. The net gain from investments with realized interests and capital gains was \$1.1M, and a gain from investments with capital gains not yet realized for the year was \$3M. Total expenditures (including grants) of \$9.9M were less than the revenues (including investment, income or loss) received of \$16M for a net gain in assets of \$6.1M.

ISURF closed out the fiscal year with total assets of \$35.7M and \$9.8M in liabilities. ISURF's investments had a market value of \$27.1M at the close of FY11. Figure 8 provides a ten-year historical review of ISURF's investments. Figure 9 compares net assets with investments' market value and return on investment.

Figure 8: Investments

Does not include income in money market accounts.

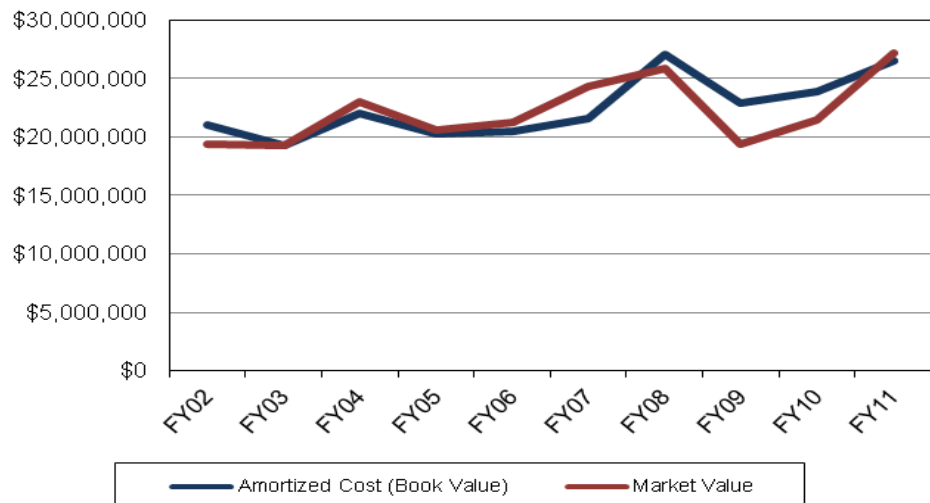
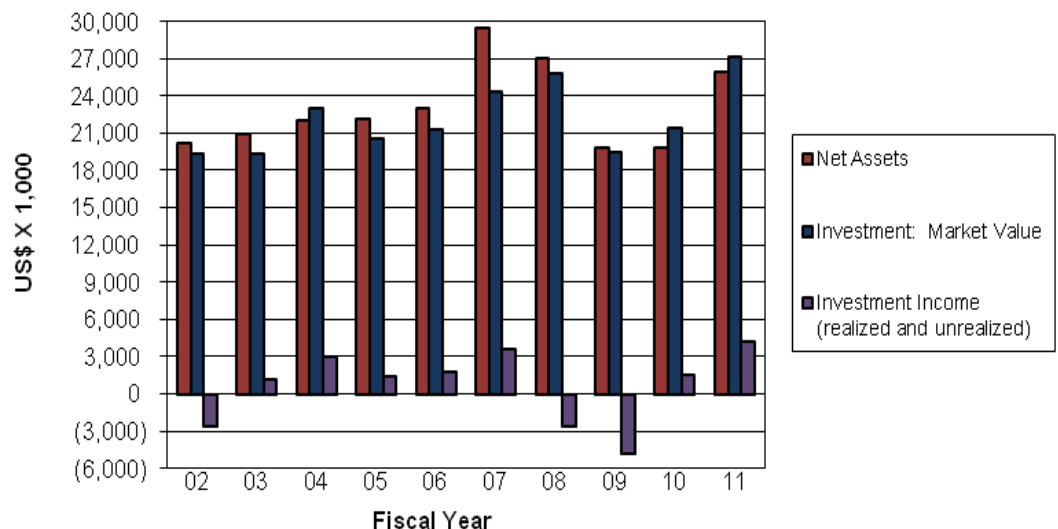


Figure 9: Net Assets and Investments FY2002-2011



**IN FY11, ISURF'S
NET ASSETS
INCREASED BY
\$6.1M AND
EXPENSES
DECREASED BY
\$1.6M**

Exhibit A

Summary of Activity: Ten-Year History

Category*	Fiscal Year									
	02	03	04	05	06	07	08	09	10	11
Annual Activities:										
Disclosures Received	100	134	110	142	120	114	87	95	111	106
Disclosures Inactivated	73	123	34	43	49	55	71	195	58	42
Patent Applications Filed ⁽¹⁾	30	37	52	54	52	41	53	40	26	47
Provisional Applications Filed	34	41	48	39	30	43	37	23	14	42
Patent Applications Abandoned	14	11	5	16	8	18	20	26	12	25
Provisional Applications Abandoned	11	11	12	15	8	8	10	9	4	9
Patents Issued	29	27	27	15	19	26	27	23	29	25
Patents Expired or Abandoned	15	24	18	24	38	16	22	25	12	25
Licenses & Options Signed ⁽²⁾	287	187	166	218	140	113	62	84	97	49
Inventions Licensed/Optioned First Time ⁽³⁾	37	48	47	49	31	42	32	17	35	6
Portfolio Status:										
Active Disclosures	456	441	481	539	571	609	586	456	492	516
Patent Applications in Progress	114	110	129	143	160	153	163	154	141	134
Active Patents	367	373	383	374	355	381	390	388	408	407
Active License/Option Agreements ⁽⁴⁾	1038	1016	916	745	690	582	517	428	482	375

*Numbers include inventions assigned to ISURF through activities such as collaborative research and in-licensing

(1) Includes converted provisional applications

(2) FY2011 figure includes 35 licenses for non-patented plant germplasm

(3) Figures include inventions added to existing licenses/options by administrative agreements amending existing licenses/options

(4) FY2011 figure includes 156 active licenses for non-patented plant germplasm and 57 licenses for AFA soybean varieties patented

Exhibit B

Detailed Disclosure and Patent Activity: Eight Years

DETAILED DISCLOSURE AND PATENT ACTIVITY: 8 YEARS

	Fiscal Year							
	04	05	06	07	08	09	10	11
Intellectual Property Disclosures Reported								
Seed/Germplasm not patented	17	24	6	13	3	9	3	0
AFA Varieties/Patented	16	37	18	27	8	4	12	4
Bio-Life & Agriculture	23	24	47	31	28	38	24	53
Physical Sciences-Engineering	33	42	25	25	34	32	41	23
Chemistry-Chemical Engineering	21	15	24	18	12	12	30	24
Consumer Products	0	0	0	0	2	0	1	2
Total Disclosures Received	110	142	120	114	87	95	111	106
Total Disclosure Portfolio	481	540	571	609	586	456	492	516
Disclosures Received by Source of Funding								
Federal	69	90	57	78	54	56	68	60
Industry	20	10	13	13	13	8	18	18
Commodity	7	46	29	44	14	13	15	21
Foundation	5	23	5	1	6	10	10	10
State	2	4	10	10	7	10	10	11
No Funding	17	21	32	20	18	19	22	19
Patent Prosecution								
U.S. Provisional Patent Application Filings	48	39	30	43	37	23	44	42
U.S. Patent Application Filings								
Bio-Life & Agriculture	26	18	17	15	22	20	11	13
Physical Sciences-Engineering	12	18	17	12	15	16	10	14
Chemistry-Chemical Engineering	14	18	16	14	16	4	5	20
Consumer Products	0	0	0	0	0	0	0	0
Seed/Germplasm	0	0	2	0	0	0	0	0
Total US Patent Applications Filed	52	54	52	41	53	40	26	47
U.S. Patent Application Filings								
First Filings	37	41	39	24	39	32	16	37
Secondary Filings	15	13	12	17	14	8	10	10
Patent Application Portfolio	129	143	160	153	163	154	141	134
U.S. Patents Issued								
Bio-Life & Agriculture	10	7	12	7	12	12	10	11
Physical Sciences-Engineering	12	5	4	8	9	7	11	7
Chemistry-Chemical Engineering	4	3	3	11	6	4	8	7
Consumer Products	0	0	0	0	0	0	0	0
Seed/Germplasm	1	0	0	0	0	0	0	0
Total Patents Issued	27	15	19	26	27	23	29	25
U.S. Patent Portfolio	383	374	355	381	390	388	408	407
Technologies Licensed/Optioned First Time								
Seed/Germplasm not patented	27	28	18	2	13	6	8	0
AFA Varieties/Patented	1	1	0	28	0	4	15	0
Bio-Life & Agriculture	12	5	8	6	7	3	7	1
Physical Sciences-Engineering	6	14	1	5	5	3	2	2
Chemistry-Chemical Engineering	1	1	4	1	7	1	3	3
Consumer Products	0	0	0	0	0	0	0	0
Total Technologies	47	49	31	42	32	17	35	6

Exhibit C

Licensing Activities at ISURF: A Ten-Year Summary

Category	Fiscal Year									
	02	03	04	05	06	07	08*	09	10	11
FY License Agreements										
Seed/Germplasm/not patented	262	150	107	138	72	58	31	52	38	21
AFA Soybean Varieties/patented	0	8	39	67	23	26	0	15	27	14
Other	16	18	13	7	40	25	25	15	28	12
FY Option Agreements	9	11	7	6	5	4	6	2	4	2
Total Commercial Agreements	287	187	166	218	140	113	62	84	97	49
Other Agreements related to Licensing Activities:										
Confidentiality Agreements	69	59	45	44	36	36	38	26	28	29
Material Transfer Agreements	18	22	42	43	66	37	20	6	0	42
Plant germplasm R & D Agts	97	93	93	89	74	28	42	38	22	17
Administrative Agreements**	10	9	6	2	9	8	6	4	10	7
Miscellaneous Agreements***	17	23	17	8	12	5	19	11	13	17

*One "other" license for AFA patented trait development includes a license to AFA varieties.

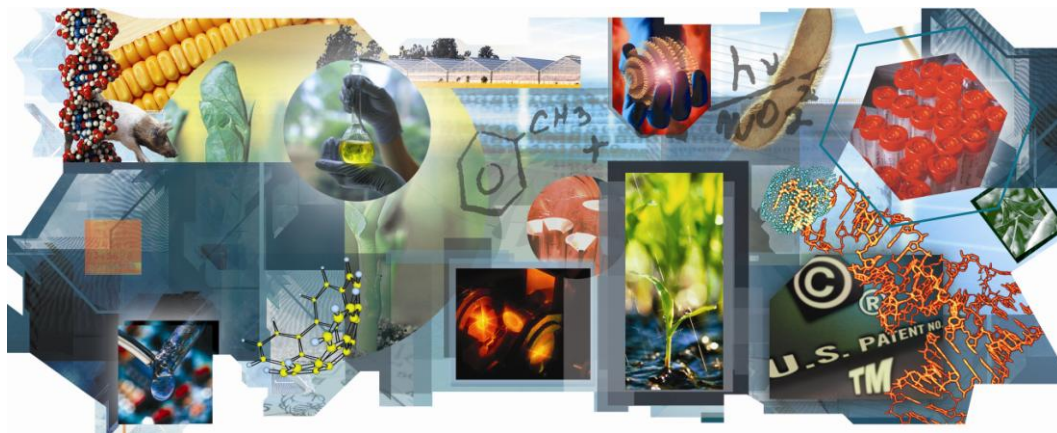
**Administrative agreements include agreements amending existing licenses/options which add additional inventions or agreements addressing royalty-sharing, joint ownership, inventorship and/or management rights.

*** Includes new master agreements, in-licensed technology and amendments to existing agreements which do not fall under the above footnote.

Commercialization Agreements Producing Income: A Ten-Year Summary

Agreements with Income*	Fiscal Year									
	02	03	04	05	06	07	08	09	10	11
Over \$1M / FY	1	1	0	1	1	3	1	2	2	1
\$100K - \$1M / FY	4	5	6	5	6	6	8	7	7	7
\$10K - \$100K / FY	32	30	32	29	32	38	52	57	50	49
< \$10K / FY	379	401	324	282	260	222	189	198	201	141
Total No. of Agreements	416	437	362	317	299	269	250	264	260	198

*Includes licenses, options, material transfer agreements and administrative agreements. Figures include license fees, royalties on sales and guaranteed minimums, research support leveraged through licensing activities, proprietary seed transfer fees, and expense reimbursement.



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As of June 30, 2011

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310 Lab of Mechanics
Ames, Iowa 50011-2131

Phone: 515 294-4740
Fax: 515 294-0778

E-mail: isurf@iastate.edu
www.techtransfer.iastate.edu