

IOWA STATE UNIVERSITY RESEARCH FOUNDATION, INC.

FY13 ANNUAL REPORT DATA

I. DISCLOSURE ACTIVITY	FY09	FY10	FY11	FY12	FY13
Intellectual Property Disclosures Reported					
Germplasm Not Patented	9	3	0	9	2
AFA Varieties/Patented	4	12	4	0	3
Bio-Life & Ag	38	24	53	35	35
Chemistry-Chem. Engineering	12	30	24	29	28
Consumer Products	0	1	2	0	0
Physical Sciences-Eng.	32	41	23	29	30
Total Disclosures Received	95	111	106	102	98
Total Disclosures in Portfolio	456	492	516	537	518
Disclosures Received by Source of Funding					
Federal	56	68	60	58	40
State	10	10	11	2	6
Industry	8	18	18	15	11
Commodity	13	15	21	12	5
Foundation	10	10	10	8	6
No External Funding	19	22	19	22	40
II. PATENT ACTIVITY	FY09	FY10	FY11	FY12	FY13
Patent Prosecution					
U.S. Provisional Patent Application Filings	23	44	42	29	20
U.S. Patent Application Filings ⁽¹⁾					
Plant Germplasm	0	0	0	0	0
Bio-Life Sciences & Ag.	20	11	13	16	14
Chemistry-Chem. Engineering	4	5	20	20	14
Consumer Products	0	0	0	0	0
Physical Sciences-Eng.	16	10	14	20	11
Total US Patent Applications Filed	40	26	47	56	39
U.S. Patent Application Filings					
First Filings	32	16	37	38	27
Secondary Filings	8	10	10	18	12
Patent Application Portfolio	154	141	134	145	149
U.S. Patents Issued					
Plant Germplasm	0	0	0	0	0
Bio-Life Sciences & Ag.	12	10	11	6	7
Chemistry-Chem. Engineering	4	8	7	2	9
Consumer Products	0	0	0	0	0
Physical Sciences-Eng.	7	11	7	8	8
Total Patents Issued	23	29	25	16	24
Total U.S. Patent Portfolio	388	408	407	389	347
Total U.S. Patent Portfolio Ever Licensed/Optioned					185
III. LICENSING ACTIVITY ⁽²⁾	FY09	FY10	FY11	FY12	FY13
Startups	1	0	2	0	2
License Agreements					
Plant Germplasm/Not Patented	52	38	21	30	51
AFA Soybean Varieties/Patented	15	27	14	2	10
Technology	15	28	12	9	16
Option Agreements	2	4	2	9	2
Total Commercial Agreements	84	97	49	50	79

Other Agreements related to Licensing Activities:					
Germplasm MTA's	0	0	0	17	26
Technology MTA's	0	0	0	29	21
Total Material Transfer Agreements	6	46	42	46	47
CDA's	26	28	29	31	24
Plant germplasm R & D Agts	38	22	17	11	15
Administrative Agreements ⁽³⁾	4	10	7	3	4
Miscellaneous Agreements ⁽⁴⁾	11	13	17	10	14
Portfolio of Active Agreements					
Plant Germplasm/Not Patented	210	217	156	150	198
AFA Soybean Varieties/Patented Technology	57	104	57	31	40
Option Agreements	159	157	156	147	141
2	4	6	12	10	
Total Active Agreements Porfolio	428	482	375	340	389
Technologies Licensed/Optioned First Time					
Germplasm Not Patented	6	8	0	8	1
AFA Varieties/Patented	4	15	0	0	1
Bio-Life Sciences & Ag.	3	7	1	7	4
Chemistry-Chem. Engineering	1	3	3	11	2
Consumer Products	0	0	0	0	0
Physical Sciences-Eng.	3	2	2	7	4
Total Technologies	17	35	6	33	12

IV. AWARDS AND SALES ⁽²⁾	FY09	FY10	FY11	FY12	FY13
Iowa SBIR/STTR Award Dollars					
Total Award Dollars ⁽⁵⁾	\$ 6,400,000	\$ 7,200,000	\$ 7,100,000	\$ 6,200,000	\$ 4,800,000
ISU Specialty Soybean Germplasm Bushels Planted & Royalty, Iowa Companies					
Bushels Planted	46,311	34,744	17,980	10,440	9,900
Royalty	\$ 176,032	\$ 141,611	\$ 61,784	\$ 34,508	\$ 52,167
Calendar Year Sales of ISU Technologies **	CY08	CY09	CY10	CY11	CY12
IA Companies	\$ 103,252,000	\$ 58,027,000	\$ 85,577,000	\$ 101,073,000	\$ 45,396,000
Non-IA Companies	\$ 558,902,000	\$ 513,851,000	\$ 541,073,000	\$ 585,408,000	\$ 601,751,000
Total	\$ 662,154,000	\$ 571,878,000	\$ 626,650,000	\$ 686,481,000	\$ 647,146,000
% IA to total	16%	10%	14%	15%	7%

V. INCOME AND EXPENSES	FY09	FY10	FY11	FY12	FY13
Income Related to Licensing Activity ⁽⁶⁾					
Licenses					
Plant Germplasm/Not Patented	\$ 200,000	\$ 211,000	\$ 243,000	\$ 165,000	\$ 153,000
AFA Soybean Varieties Patented	\$ 202,000	\$ 355,000	\$ 45,000	\$ 29,000	\$ 77,000
Technologies	\$ 8,680,000	\$ 8,933,000	\$ 11,234,000	\$ 9,849,000	\$ 9,102,000
Option Agreements	\$ 154,000	\$ 169,000	\$ 150,000	\$ 31,000	\$ 61,000
Administrative & MTA Agreements	\$ 106,000	\$ 167,000	\$ 169,000	\$ 64,000	\$ 188,000
Total for All Agreements	\$ 9,342,000	\$ 9,835,000	\$ 11,841,000	\$ 10,138,000	\$ 9,581,000
Technology Agreements with Income: ⁽⁷⁾					
Over \$1M / FY	2	2	1	1	1
\$100K - \$1M / FY	7	7	7	6	6
\$10K - \$100K / FY	50	42	42	30	33
< \$10K / FY	99	98	59	69	62
Total Technology Agreements with Income	158	149	109	106	102
Total Agreements with Income (Technology & Germplasm)					
Over \$1M / FY	2	2	1	1	1
\$100K - \$1M / FY	7	7	7	6	6
\$10K - \$100K / FY	57	50	49	34	41
< \$10K / FY	198	201	141	147	125
Total Agreements with Income	264	260	198	188	173
Technology and Germplasm Related Income & Expense					
Income	\$ 9,342,000	\$ 9,835,000	\$ 11,841,000	\$ 10,138,000	\$ 9,581,000
Expense	\$ 7,341,000	\$ 6,900,000	\$ 8,275,000	\$ 6,676,000	\$ 7,029,000

Technology Income & Expense					
Income from Licensing Activity (not TM or Ed M)					
Royalty Income	\$ 8,833,000	\$ 9,402,000	\$ 11,308,000	\$ 9,902,000	\$ 9,102,000
Expense Reimbursement	\$ 508,000	\$ 433,000	\$ 534,000	\$ 236,000	\$ 479,000
Research Income	\$ 1,000	\$ -	\$ -	\$ -	\$ -
Total	\$ 9,342,000	\$ 9,835,000	\$ 11,842,000	\$ 10,138,000	\$ 9,581,000
Expense from Invention & Licensing Activity					
Patent Prosecution & Maintenance Expense	\$ 1,122,000	\$ 1,171,000	\$ 1,118,000	\$ 1,028,000	\$ 1,002,000
Licensing	\$ 28,000	\$ 28,000	\$ 5,000	\$ 18,000	\$ 24,000
Infringement/Litigation	\$ 137,000	\$ 157,000	\$ 78,000	\$ 99,000	\$ 11,000
General Legal	\$ 6,000	\$ 15,000	\$ 5,000	\$ 34,000	\$ 17,000
Royalty Sharing to ISU Parties	\$ 3,141,000	\$ 2,968,000	\$ 4,180,000	\$ 5,190,000	\$ 4,376,000
Royalty Sharing to Others	\$ 2,904,000	\$ 2,561,000	\$ 2,888,000	\$ 308,000	\$ 1,646,000
Research Support - ISU	\$ 2,000	\$ -	\$ -	\$ -	\$ -
Total	\$ 7,340,000	\$ 6,900,000	\$ 8,274,000	\$ 6,677,000	\$ 7,076,000
Net Income	\$ 2,002,000	\$ 2,935,000	\$ 3,568,000	\$ 3,461,000	\$ 2,505,000
% of Expenses Reimbursed	45%	37%	48%	23%	48%
Royalty Sharing with Academic Units⁽⁸⁾					
Agriculture/Exp. Station	\$ 573,063	\$ 376,769	\$ 462,670	\$ 465,539	\$ 437,611
Engineering	\$ 6,353	\$ 40,240	\$ 22,462	\$ 24,704	\$ 50,098
Veterinary Medicine	\$ 84,091	\$ 364,363	\$ 38,000	\$ 49,075	\$ 62,609
Liberal Arts & Sciences	\$ 10,411	\$ 10,757	\$ 17,195	\$ 13,266	\$ 26,287
IPRT	\$ 16,012	\$ 8,202	\$ 3,207	\$ 9,259	\$ 2,771
Ames Lab	\$ 1,095,380	\$ 929,208	\$ 1,103,662	\$ 1,813,266	\$ 1,707,483
Provost and Extension	\$ 6,581	\$ 2,500	\$ 7,060	\$ 2,416	\$ 1,472
All Units Total	\$ 1,791,891	\$ 1,732,039	\$ 1,654,256	\$ 2,377,525	\$ 2,288,331
Income Statement					
Operating Revenues	\$ 9,355,000	\$ 9,847,000	\$ 11,852,000	\$ 10,149,000	\$ 9,588,000
Investment Income (realized and unrealized)	\$ (4,835,000)	\$ 1,556,000	\$ 4,174,000	\$ (190,000)	\$ 2,781,000
Total Income	\$ 4,520,000	\$ 11,403,000	\$ 16,026,000	\$ 9,959,000	\$ 12,369,000
Operating Expense	\$ 8,130,000	\$ 8,012,000	\$ 8,906,000	\$ 7,453,000	\$ 8,683,000
Grant Expense	\$ 3,542,000	\$ 3,481,000	\$ 970,000	\$ 1,134,000	\$ -
Total Expense	\$ 11,672,000	\$ 11,493,000	\$ 9,876,000	\$ 8,587,000	\$ 8,683,000
Increase or (Decrease) in Net Assests	\$ (7,152,000)	\$ (90,000)	\$ 6,150,000	\$ 1,372,000	\$ 3,686,000
Balance Sheet					
Investments: Marketable Securities	\$ 19,418,000	\$ 21,465,000	\$ 27,151,000	\$ 28,979,000	\$ 28,686,000
Other Assets	\$ 9,689,000	\$ 6,382,000	\$ 8,572,000	\$ 7,079,000	\$ 10,513,000
Total Assets	\$ 29,107,000	\$ 27,847,000	\$ 35,723,000	\$ 36,058,000	\$ 39,199,000
Total Liabilities	\$ 9,247,000	\$ 8,077,000	\$ 9,803,000	\$ 8,767,000	\$ 8,222,000
Net Assets	\$ 19,860,000	\$ 19,770,000	\$ 25,920,000	\$ 27,291,000	\$ 30,977,000
Total Liabilities and Net Assets	\$ 29,107,000	\$ 27,847,000	\$ 35,723,000	\$ 36,058,000	\$ 39,199,000
Investments					
Amortized Cost(Book Value)	\$ 22,950,554	\$ 23,906,221	\$ 26,557,603	\$ 29,724,212	\$ 27,133,107
Market Value	\$ 19,418,286	\$ 21,465,253	\$ 27,150,536	\$ 28,979,451	\$ 28,686,279

FOOTNOTES

- (1) Includes converted provisionals.
- (2) Technology refers to IP other than unpatented germplasm.
- (3) Administrative agreements include agreements amending existing licenses/options which add additional inventions or agreements
- (4) Includes new master agreements, in-licensed technology and amendments to existing agreements which do not fall under the above footnote.
- (5) 2013 Data is preliminary.
- (6) 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.
- (7) 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.
- (8) Units receiving less than \$1,000 total are not listed. Total royalty sharing may not match figures in "Detailed Financial Statements" due to "accrual" vs. "cash" accounting methods.

**** REVISED: Column headings for Calendar Year Sales have been revised to show correct year for the data**