

IOWA STATE UNIVERSITY RESEARCH FOUNDATION, INC.

FY14 ANNUAL REPORT DATA

I. DISCLOSURE ACTIVITY	FY10	FY11	FY12	FY13	FY14
Intellectual Property Disclosures Reported					
Germplasm Not Patented	3	0	9	2	13
AFA Varieties/Patented	12	4	0	3	9
Bio-Life & Ag	24	53	35	35	39
Chemistry-Chem. Engineering	30	24	29	28	25
Consumer Products	1	2	0	0	0
Physical Sciences-Eng.	41	23	29	30	27
Total Disclosures Received	111	106	102	98	113
Total Disclosures in Portfolio	492	516	537	518	532
Disclosures Received by Source of Funding					
Federal	68	60	58	40	53
State	10	11	2	6	3
Industry	18	18	15	11	13
Commodity	15	21	12	5	29
Foundation	10	10	8	6	5
No External Funding	22	19	22	40	38
II. PATENT ACTIVITY	FY10	FY11	FY12	FY13	FY14
Patent Prosecution					
U.S Provisional Patent Application Filings	44	42	29	20	28
U.S. Non-Provisional Patent Application Filings ⁽¹⁾					
Plant Germplasm	0	0	0	0	0
Bio-Life Sciences & Ag.	11	13	16	14	14
Chemistry-Chem. Engineering	5	20	20	14	12
Consumer Products	0	0	0	0	0
Physical Sciences-Eng.	10	14	20	11	13
Total Non-Provisional US Patent Applications Filed	26	47	56	39	39
Total US Patent Applications Filed	70	89	85	59	67
Patent Applications - First Filings ⁽²⁾					
Provisional	44	42	29	20	28
Utility	21	32	39	28	8
PCT	0	1	0	0	1
Total First Filings	65	75	68	48	37
Patent Applications - Secondary Filings					
Provisional	0	0	0	0	0
Non-Provisional US (excluding PCTs)	10	10	18	11	23
PCT	4	11	10	6	9
Total Secondary Filings	14	21	28	17	32
U.S. Patents Issued					
Plant Germplasm	0	0	0	0	0
Bio-Life Sciences & Ag.	10	11	6	7	12
Chemistry-Chem. Engineering	8	7	2	9	4
Consumer Products	0	0	0	0	0
Physical Sciences-Eng.	11	7	8	8	17
Total Patents Issued	29	25	16	24	33
Patent Application Portfolio	141	134	145	149	123
Total U.S. Patent Portfolio	408	407	389	347	322
Total U.S. Patent Portfolio Ever Licensed/Optioned	n/a	n/a	n/a	185	161

III. LICENSING ACTIVITY⁽³⁾	FY10	FY11	FY12	FY13	FY14
Startups	0	2	0	2	3
License Agreements					
Plant Germplasm/Not Patented	38	21	30	51	32
AFA Soybean Varieties/Patented Technology	27	14	2	10	3
Technology	28	12	9	16	9
Option Agreements	4	2	9	2	15
Total Commercial Agreements	97	49	50	79	59
Total Commercial Agreements to IA Companies	32	19	19	38	19
Other Agreements related to Licensing Activities:					
Germplasm MTA's	0	0	17	26	18
Technology MTA's	0	0	29	21	18
Total Material Transfer Agreements	46	42	46	47	36
CDA's	28	29	31	24	28
Plant germplasm R & D Agts	22	17	11	15	12
Administrative Agreements ⁽⁴⁾	10	7	3	4	1
Miscellaneous Agreements ⁽⁵⁾	13	17	10	14	15
Portfolio of Active Licenses					
Plant Germplasm/Not Patented	217	156	150	198	133
AFA Soybean Varieties/Patented Technology	104	57	31	40	23
Technology	157	156	147	141	102
Option Agreements	4	6	12	10	20
Total Active License & Option Portfolio	482	375	340	389	278
Technologies Licensed/Optioned First Time					
Germplasm Not Patented	8	0	8	1	7
AFA Varieties/Patented	15	0	0	1	7
Bio-Life Sciences & Ag.	7	1	7	4	11
Chemistry-Chem. Engineering	3	3	11	2	4
Consumer Products	0	0	0	0	0
Physical Sciences-Eng.	2	2	7	4	1
Total Technologies Licensed/Optioned First Time	35	6	33	12	30
IV. AWARDS AND SALES⁽³⁾					
	FY10	FY11	FY12	FY13	FY14
Iowa SBIR/STTR Award Dollars					
Total Award Dollars⁽⁶⁾	\$ 7,200,000	\$ 7,100,000	\$ 6,200,000	\$ 4,800,000	\$ 6,200,000
ISU Specialty Soybean Germplasm Bushels Planted & Royalty, Iowa Companies					
Bushels Planted	34,744	17,980	10,440	9,900	8,640
Royalty	\$ 141,611	\$ 61,784	\$ 34,508	\$ 52,167	\$ 29,909
Calendar Year Sales of ISU Technologies	CY09	CY10	CY11	CY12	CY13
IA Companies	\$ 58,027,000	\$ 85,577,000	\$ 101,073,000	\$ 45,396,000	\$ 21,004,000
Non-IA Companies	\$ 513,851,000	\$ 541,073,000	\$ 585,408,000	\$ 601,751,000	\$ 440,801,000
Total	\$ 571,878,000	\$ 626,650,000	\$ 686,481,000	\$ 647,146,000	\$ 461,805,000
% IA to total	10%	14%	15%	7%	5%
V. INCOME AND EXPENSES					
	FY10	FY11	FY12	FY13	FY14
Income Related to Licensing Activity ⁽⁷⁾					
Licenses					
Plant Germplasm/Not Patented	\$ 211,000	\$ 243,000	\$ 165,000	\$ 153,000	\$ 134,000
AFA Soybean Varieties Patented Technologies	\$ 355,000	\$ 45,000	\$ 29,000	\$ 77,000	\$ 41,000
Technologies	\$ 8,933,000	\$ 11,234,000	\$ 9,849,000	\$ 9,102,000	\$ 4,461,000
Option Agreements	\$ 169,000	\$ 150,000	\$ 31,000	\$ 61,000	\$ 59,000
Administrative & MTA Agreements	\$ 167,000	\$ 169,000	\$ 64,000	\$ 188,000	\$ 394,000
Total for All Agreements	\$ 9,835,000	\$ 11,841,000	\$ 10,138,000	\$ 9,581,000	\$ 5,090,000

Technology Agreements with Income: ⁽⁸⁾					
Over \$1M / FY	2	1	1	1	1
\$100K - \$1M / FY	7	7	6	6	7
\$10K - \$100K / FY	42	42	30	33	34
< \$10K / FY	98	59	69	62	55
Total Technology Agreements with Income	149	109	106	102	97
Total Agreements with Income (Technology & Germplasm)					
Over \$1M / FY	2	1	1	1	1
\$100K - \$1M / FY	7	7	6	6	7
\$10K - \$100K / FY	50	49	34	41	40
< \$10K / FY	201	141	147	125	128
Total Agreements with Income	260	198	188	173	176
Technology and Germplasm Related Income & Expense					
Income	\$ 9,835,000	\$ 11,841,000	\$ 10,138,000	\$ 9,581,000	\$ 5,090,000
Expense	\$ 6,900,000	\$ 8,275,000	\$ 6,676,000	\$ 7,029,000	\$ 4,458,000
Technology Income & Expense					
Income from Licensing Activity (not TM or Ed M)					
Royalty Income	\$ 9,402,000	\$ 11,308,000	\$ 9,902,000	\$ 9,102,000	\$ 4,584,000
Expense Reimbursement	\$ 433,000	\$ 534,000	\$ 236,000	\$ 479,000	\$ 507,000
Research Income	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 9,835,000	\$ 11,842,000	\$ 10,138,000	\$ 9,581,000	\$ 5,090,000
Expense from Invention & Licensing Activity					
Patent Prosecution & Maintenance Expense	\$ 1,171,000	\$ 1,118,000	\$ 1,028,000	\$ 1,002,000	\$ 1,121,000
Licensing	\$ 28,000	\$ 5,000	\$ 18,000	\$ 24,000	\$ 3,000
Infringement/Litigation	\$ 157,000	\$ 78,000	\$ 99,000	\$ 11,000	\$ 72,000
General Legal	\$ 15,000	\$ 5,000	\$ 34,000	\$ 17,000	\$ 6,000
Royalty Sharing to ISU Parties	\$ 2,968,000	\$ 4,180,000	\$ 5,190,000	\$ 4,376,000	\$ 2,870,000
Royalty Sharing to Others	\$ 2,561,000	\$ 2,888,000	\$ 308,000	\$ 1,646,000	\$ 395,000
Research Support - ISU	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 6,900,000	\$ 8,274,000	\$ 6,677,000	\$ 7,076,000	\$ 4,467,000
Net Income	\$ 2,935,000	\$ 3,568,000	\$ 3,461,000	\$ 2,505,000	\$ 623,000
% of Expenses Reimbursed	37%	48%	23%	48%	45%
Royalty Sharing with Academic Units ⁽⁹⁾					
Agriculture/Exp. Station	\$ 376,769	\$ 462,670	\$ 465,539	\$ 437,611	\$ 632,360
Engineering	\$ 40,240	\$ 22,462	\$ 24,704	\$ 50,098	\$ 3,805
Veterinary Medicine	\$ 364,363	\$ 38,000	\$ 49,075	\$ 62,609	\$ 155,714
Liberal Arts & Sciences	\$ 10,757	\$ 17,195	\$ 13,266	\$ 26,287	\$ 4,877
IPRT	\$ 8,202	\$ 3,207	\$ 9,259	\$ 2,771	\$ 1,159
Ames Lab	\$ 929,208	\$ 1,103,662	\$ 1,813,266	\$ 1,707,483	\$ 979,281
Provost and Extension	\$ 2,500	\$ 7,060	\$ 2,416	\$ 1,472	\$ -
All Units Total	\$ 1,732,039	\$ 1,654,256	\$ 2,377,525	\$ 2,288,331	\$ 1,777,196
Income Statement					
Operating Revenues	\$ 9,847,000	\$ 11,852,000	\$ 10,149,000	\$ 9,588,000	\$ 5,319,000
*Investment Income (realized and unrealized)	\$ 1,556,000	\$ 4,174,000	\$ (190,000)	\$ 2,781,000	\$ 4,515,000
Total Income	\$ 11,403,000	\$ 16,026,000	\$ 9,959,000	\$ 12,369,000	\$ 9,834,000
Operating Expense	\$ 8,012,000	\$ 8,906,000	\$ 7,453,000	\$ 8,683,000	\$ 6,271,000
Grant Expense	\$ 3,481,000	\$ 970,000	\$ 1,134,000	\$ -	\$ -
Total Expense	\$ 11,493,000	\$ 9,876,000	\$ 8,587,000	\$ 8,683,000	\$ 6,271,000
Increase or (Decrease) in Net Assests	\$ (90,000)	\$ 6,150,000	\$ 1,372,000	\$ 3,686,000	\$ 3,563,000
Balance Sheet					
Investments: Marketable Securities	\$ 21,465,000	\$ 27,151,000	\$ 28,979,000	\$ 28,686,000	\$ 32,995,000
Other Assets	\$ 6,382,000	\$ 8,572,000	\$ 7,079,000	\$ 10,513,000	\$ 6,501,000
Total Assets	\$ 27,847,000	\$ 35,723,000	\$ 36,058,000	\$ 39,199,000	\$ 39,496,000
Total Liabilities	\$ 8,077,000	\$ 9,803,000	\$ 8,767,000	\$ 8,222,000	\$ 4,955,000
Net Assets	\$ 19,770,000	\$ 25,920,000	\$ 27,291,000	\$ 30,977,000	\$ 34,541,000
Total Liabilities and Net Assets	\$ 27,847,000	\$ 35,723,000	\$ 36,058,000	\$ 39,199,000	\$ 39,496,000
Investments					
Amortized Cost(Book Value)	\$ 23,906,221	\$ 26,557,603	\$ 29,724,212	\$ 27,133,107	\$ 27,357,792
Market Value	\$ 21,465,253	\$ 27,150,536	\$ 28,979,451	\$ 28,686,279	\$ 32,995,172

FOOTNOTES

- (1)** Includes PCTs which are the first non-provisional filing
- (2)** Patent Applications which are the first filing of the patentable subject matter
- (3)** Technology refers to IP other than unpatented germplasm.
- (4)** Administrative agreements include agreements amending existing licenses/options which add additional inventions or agreements addressing royalty-sharing, joint ownership, inventorship and/or management rights.
- (5)** Includes in-licensed technology and amendments to existing agreements which do not fall under the above footnote.
- (6)** Data is preliminary.
- (7)** 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.
- (8)** Includes Licenses, Options, 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.
- (9)** 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.