

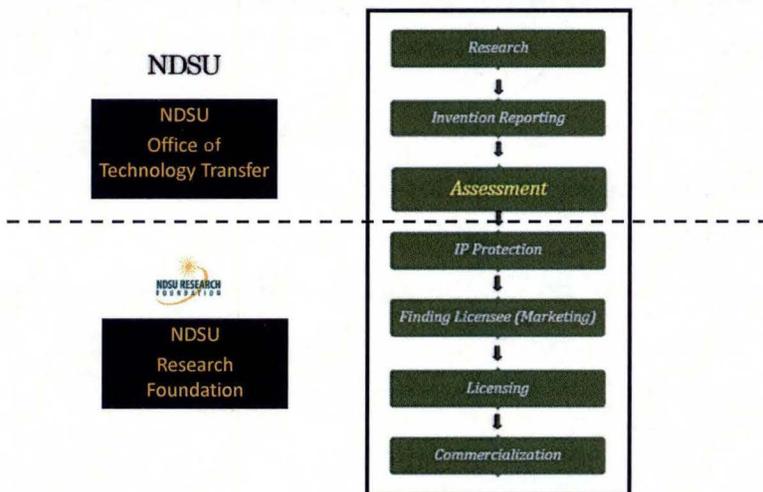


NDSU Research Foundation

Higher Ed Funding Committee April, 2014

Dale Zetocha, RTTP
Director, NDSU Technology Transfer Office
Executive Director, NDSU Research Foundation

NDSU - TTO and NDSU/RF



NDSU Research Foundation (NDSU/RF)

- Separate 501(c)(3) non-profit corporation.
- Owns and manages Intellectual Property (IP) developed at NDSU.
- www.ndsuresearchfoundation.org



NDSU/RF Services

- Coordinates IP protection (patent, trademark, PVP certification, copyright).
- Market IP to industrial and commercial entities.
- Negotiate licenses to practice IP rights.
- Administers executed license agreements.
 - Monitor for continued development of technology.
 - Monitor for compliance and payments.
- Facilitate start-up companies utilizing NDSU developed IP.
- Enforcement of IP rights.



Net Licensing Revenue Distribution Procedure

- After recovery of patenting and licensing expenses:
 - 30% to the inventors/breeders
 - 40%* to the Depts/Units
 - 30%* Retained by NDSU/RF**



*Varies some in Ag

**30% of NDSU/RF share in Endowment



Status of Technology

- Crop Varieties—R&D is mostly done and is ready for commercialization.
- Other Inventions—expensive to patent, very early stage, need considerable R&D to develop into a commercial product or attractive for licensing.
- ND Venture Grant Program—is a good tool to develop a technology and assess start-up potential.



Licensed IP from Research

- Patentable inventions. 
- Plant Variety Protected (PVP) plant varieties.
- Trademarks—associated with horticultural varieties.
- Copyright—software. 
- Research tools, germplasm, software, know-how, etc.



NDSURF Start-up Companies

- Dakota Technologies - Fargo (Equity).
- Fluorescence Innovations - Minneapolis (Equity).
-  **TREEMINER, INC.**
THE VERTICAL DATA MINING COMPANY™ - Maryland
(Equity and License) – FY-11.
-  **ELINOR**
SPECIALTY COATINGS - Elinor Specialty Coatings
LLC - Fargo (License) – FY-11 and FY-14.



NDSURF Start-up Companies (continued)

-  – Fargo (RTP) and Walcott (Equity and License) – FY-12.
- HQC BioSciences – Christine and Fargo (RTP)(Equity and License) – FY-14
- Renuvix LLC - Fargo (RTP) (Option to license) –FY-14.
- 2 start-ups in Formation/Negotiation and others Contemplated-ND Venture Grant Proposals



NDSURF Licensing Success

- FY-13 \$2.17 million in licensing revenue--ranks well with other land grant universities and universities w/o medical schools.
- 51 licenses executed—15 exclusive - 36 non-exclusive.
 - 4 of top 5 wheat varieties on 46% of ND acres.
 - 9 of top 10 durum varieties on 92% of ND acres.
 - Liquid silicon- FY-13.



NDSURF Licensing Success (continued)

- Biomedical device coating FY-12.
- Magnesium primer coating for aerospace-FY-06



Historic NDSURF Licensing Revenue and Expense Summary

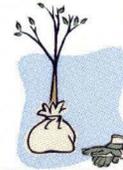
Variety	FY-04	FY-05	FY-06	FY-07	FY-08	FY-09	FY-10	FY-11	FY-12	FY-13
License Revenue	\$1,932,101	\$1,667,161	\$1,214,747	\$1,333,737	\$1,487,739	\$1,539,262	\$1,884,361	\$1,930,120	\$2,133,217	\$2,172,985
Patent/Legal	\$204,666	\$375,805	\$463,053	\$428,825	\$494,019	\$380,081	\$391,834	\$499,319	\$547,827	\$510,488
Distributions/NDSU	\$624,029	\$515,802	\$530,184	\$441,068	\$585,369	\$775,415	\$873,566	\$788,735	\$834,649	\$790,028
Inventors/Breeders	\$99,927	\$61,020	\$65,561	\$155,710	\$283,662	\$354,468	\$401,629	\$394,450	\$415,093	\$399,798
Non-NDSU*	\$628,649	\$711,711	\$470,962	\$296,021	\$145,792	\$14,860	\$3,575	\$6,210	\$14,420	\$14,452
Operation Exp	\$267,224	\$306,775	\$313,940	\$370,052	\$220,712	\$285,732	\$301,171	\$388,695	\$340,317	\$373,076

* Mostly Roundup Ready® Trait Royalties



NDSU Technology Transfer Office Inventions Reported

	FY-04	FY-05	FY-06	FY-07	FY-08	FY-09	FY-10	FY-11	FY-12	FY-13
Ag & Horticulture	16	15	11	16	7	8	10	25	18	19
Potentially Patentable	31	30	24	34	39	33	39	45	32	39
Total	47	45	35	50	46	41	49	70	50	58



NDSU/RF and NDSU TTO Contact Information:



Dale Zetocha
Executive Director, NDSURF
dzetocha@ndsurf.org
701-231-8931

Dale Zetocha
Director, NDSU TTO
dale.zetocha@ndsu.edu
701-231-8931

