



**BOARD OF REGENTS
COMMITTEE ON ECONOMIC DEVELOPMENT
AND TECHNOLOGY COMMERCIALIZATION**

Minutes of the Public Session

November 15, 2012

University of Maryland University College

Chairman Attman called the meeting of the Committee on Economic Development and Technology Commercialization of the University System of Maryland Board of Regents to order in public session at 1:34 p.m. Also, at 12:52 p.m., the Committee voted unanimously to go into closed session under State Government Article Section 10-508(a).

The Regents present included Mr. Attman, Ms. Gonzales, Mr. Gossett, Mr. Hershkowitz, Mr. Kelly, Mr. McMillen, and Dr. Young. Also present were Mr. Vivona, Ms. Doyle, Mr. Hogan, Dr. Boughman, Ms. Moultrie, Mr. Balakrishnan, Mr. Short and Mr. Lurie. Guests present included Ms. Baker, Ms. Brasington, Mr. Clinch, Mr. Drake, Mr. Fink, Dr. Gansler, Ms. Kropp, Ms. Martin, and Ms. Varma.

1. Maryland Proof of Concept Alliance (information item)

The Honorable Jacques S. Gansler briefed the committee on the activities and success of the Maryland Proof of Concept Alliance (MPCA). The MPCA is managed by the University of Maryland, College Park's Center for Public Policy and Private Enterprise in the School of Public Policy. The MPCA received funding in 2009 and 2010 from DoD research appropriations, and works in collaboration with the USM technology transfer offices and the Army Research Laboratory to foster the commercialization of technologies through research, development, prototyping and testing.

During the first round of selection, the MPCA received 42 well-developed proposals, and selected 7 projects to fund. Some of the first round projects included FlexEI, which developed flexible batteries, and Zymetis, a biotechnology company using IP licensed from UMCP to develop technologies for cost effective production of biofuels and other bio-refined products. During the second and third rounds, an additional 14 companies received funding, including some first round winners with different technologies.

The MPCA is working in collaboration with University of Baltimore's Robert H. School of Business and University of Maryland, College Park's Dingman Center of Entrepreneurship to provide awardees with a team of MBA students who will work to build commercialization plans. The MPCA is in need of continued funding to enable the selection of 7 awardees each year.

2. USM Economic Impact Study Update (information Item)

Dr. Richard Clinch of the Jacob France Institute presented highlights of the nearly completed economic impact study of the University System of Maryland. Using a human capital approach, the study focuses on four key areas: Economic and Fiscal Impact; Workforce Impact; Economic Development; and Educational, Cultural, and Community Contributions.

The USM's economic and fiscal impact was estimated by a detailed analysis of three representative graduating classes: 1986, 1989, and 1996. The cumulative economic impact of the increased earnings of these cohorts is considerable. For example, the economic activity from the lifetime incremental earnings of the 1996 cohort of USM graduates:

- Supported an average of 3,910 annual jobs, earning \$5.9 billion in salaries and wages
- Generated \$1.6 billion in additional State income and sales taxes

In terms of return on investment for the State, this translates to \$2.70 in revenue for every \$1 invested for the 1996 cohort. Also, an extrapolation of the analysis for all employed USM graduates in Maryland indicates that their incremental earnings support an additional 110,000 jobs, or 3.2% of total employment in Maryland, and generate \$1.1 billion annually in State income and sales taxes.

Additionally, the USM contributes to Maryland's economic base by attracting students and visitors into Maryland from outside the State. In 2011, out-of-state spending generated \$3.7 billion in economic activity and supported 30,098 jobs. The study also found that the USM plays a vital role in supplying Maryland's skilled and educated workforce in key fields such as computer science, engineering, biological science, health, and education, building on its strong reputation for academic excellence. Finally, the USM accounts for \$1.2 billion in academic research and development expenditures and has had significant impact in the development of 51 companies since July 2011.

The public meeting was adjourned at 2:34 p.m.

Respectfully submitted,

Gary L. Attman, Chair
Committee on Economic Development
and Technology Commercialization