Agenda Item 4

USM New Company Formation Report – July to December 2015
TOPIC: USM New Company Formation – July to December 2015 Report (information item)

COMMITTEE: Economic Development and Technology Commercialization

DATE OF COMMITTEE MEETING: March 31, 2016

SUMMARY: As part of a series of initiatives to accelerate technology transfer and entrepreneurship, the USM has put in place a process to regularly monitor new company formation. The Committee will be briefed on new companies facilitated by the USM institutions for the reporting period July 1, 2015 through December 31, 2015.

ALTERNATIVE(S): This item is for information purposes.

FISCAL IMPACT: This item is for information purposes.

CHANCELLOR’S RECOMMENDATION: This item is for information purposes.

COMMITTEE RECOMMENDATION: DATE:

BOARD ACTION: DATE:

SUBMITTED BY: Joseph F. Vivona (301) 445-2783
Summary of New Companies Facilitated by USM Institutions by Tier

Tier 1: 13 total
- UMCP – Total: 5 licensed university-owned IP
- UMB – Total: 5 licensed university-owned IP
- UMBC – Total: 3 licensed university-owned IP

Tier 2: 50 total
- UMCP – Total 29: 22 companies received significant mentoring through the Fearless Founders Program at the Dingman Center; 6 companies received significant mentoring through the Venture Accelerator Program at MTech; 1 received significant mentoring through the I-Corps Program through MTech;
- UMUC – Total: 1 company received funding through UMUC
- SU – Total: 7 received significant mentoring in SU’s Shore Hatchery
- SBDCs – Total of 13 received significant mentoring (UMCP & UMB, Corridor Region - 1; Salisbury – 8; FSU – 4)
- Total Women-Owned: 9

Tier 3: 51 total
- UB – Total: 1 company is a Business Plan Competition winner
- SBDCs – Total of 50 received counseling services (UMCP & UMB, Corridor Region - 33; Salisbury - 10; FSU - 7)
- Total Women-owned: 1

Tier 4: 28 total
- UMBC – Total: 15 companies moved into UMBC’s incubator from in-state
- UMCP – Total: 8 established companies are part of the Dingman Center Angel Investment program
- TU – Total: 5 companies moved into TU’s incubator
- Total Women-Owned: 6
University System of Maryland
New Company Formation
July 1, 2015 – December 31, 2015

New Companies Facilitated by USM Institutions (excluding SBDCs)

New Companies Created through the Small Business Development Centers (SBDCs) By Institution

Note: The scale for the Y-axis is logarithmic.
Examples of New Companies:

Medical Device and Equipment
Orablas, LLC – Commercializes ground-breaking wearable sensors and associated analytics for sleep monitoring.

Pharmaceuticals/HealthCare
Patagin, LLC – Develops new diagnostic tests for bacterial infections to reduce the suffering and expense of infectious diseases.

Energy/Consumer Technology
Luvozo – Developing assistive robotics solutions for senior citizens.

IT/Technology
Potter Rapid Prototyping, LLC – Manufactures 3D printing devices branded as ReadyBox.

Retail
uBoards – Manufactures and sells highly customizable headboards for college students.

Food Services
The Frozen Farmer – Provides farm fresh sorbet, ice cream, and smoothies.
University System of Maryland
New Company Formation
July 1, 2015 – December 31, 2015

**Services/Consulting**

Campfire Marketing – Leverages the media assets of the university to provide custom marketing solutions to businesses in the area.
Committee on Economic Development and Technology Commercialization

New Company Formation
July to December 2015

March 2016
Context

• Strategic Goal: USM institutions will facilitate the creation of 325 companies over 10 years
• Several USM institutions are actively engaged
• Numerous resources are dedicated to facilitating the creation of start-ups
USM Strategic Focus Areas

**Internal Ecosystem**
- Strengthen the USM entrepreneurial ecosystem
  - Faculty P&T policy
  - USM Investment Policy
  - Entrepreneurial Education
  - New Company Tracking
- Align resources with market demand
  - Site Miners
  - Senior Licensing Staff
  - Measure and accentuate the economic impact of the USM
- Leverage USM resources through collaborations
  - UM Ventures

**External Ecosystem**
- Engage the investment community and strengthen business partnerships
  - Investment Fund
  - Networking Events (Healthcare Sciences, Life Sciences and other disciplines)
  - Angel and VC Partnerships
  - Foundation Partnership
  - CrowdFunding
  - Business Partnerships
- Enhance partnerships with state and federal programs
  - Augustine Commission Recommendations (February 2015)
  - E-Novation Initiative (July 2014)
  - RISE Zone Program (June 2014)
  - TEDCO Maryland Innovation Initiative (July 2012)
  - DBED InvestMaryland (July 2011)
  - Strengthening linkages with federal labs
  - Integrate and fund SBDCs
New Companies Semiannual Tracking for the past five calendar years, from 2011 Cumulative Data, including SBDC Companies

Cumulative Data - Calendar Year

- 2011: 16 companies
- 2012: 77 companies
- 2013: 176 companies
- 2014: 310 companies
- 2015: 451 companies

2020 Goal of 325 companies
New Company Formation by Tier for the past period – July to December 2015
Consolidated Data, including SBDC Companies

Total Tiers 1 & 2: 63

July to December 2015

<table>
<thead>
<tr>
<th>Companies</th>
<th>Tier 1</th>
<th>Tier 2</th>
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New Company Formation by Tier for Calendar Years 2014 and 2015

Consolidated Data, including SBDC Companies

Total Tiers 1 & 2: 134
Total Tiers 1 & 2: 141
Key Technology Transfer Indicators YoY Semi Annual Data Tracking

USM

- Invention Disclosures: 150 (July 1, 2014 to Dec 31, 2014), 178 (July 1, 2015 to Dec 31, 2015)
- New Patents Filed: 116 (July 1, 2014 to Dec 31, 2014), 102 (July 1, 2015 to Dec 31, 2015)
- Tier 1 Companies: 5 (July 1, 2014 to Dec 31, 2014), 13 (July 1, 2015 to Dec 31, 2015)
- Licenses + Options Executed: 24 (July 1, 2014 to Dec 31, 2014), 19 (July 1, 2015 to Dec 31, 2015)
- US Patents Issued: 44 (July 1, 2014 to Dec 31, 2014), 36 (July 1, 2015 to Dec 31, 2015)
Key Technology Transfer Indicators
YoY Semi Annual Data Tracking

**UMCP**

- Invention Disclosures: 74
- New Patents Filed: 64
- Tier 1 Companies: 3
- Licenses + Options Executed: 7
- US Patents Issued: 20

**UMB**

- Invention Disclosures: 61
- New Patents Filed: 45
- Tier 1 Companies: 1
- Licenses + Options Executed: 17
- US Patents Issued: 19

**UMBC**

- Invention Disclosures: 15
- New Patents Filed: 7
- Tier 1 Companies: 1
- Licenses + Options Executed: 5
- US Patents Issued: 4
Examples of Successful Start-Ups

- Squarespace
- ZetaBoards
- Fruigees
- Lurn Inc.
- Fdbk
- BevoMedia
- DoseSpot
- OpenGov
- Gome
- Brave UX
- Thumbtack'd
- Investours
- HD Tradeservices
- JavaZen Coffee Blend
- CareerPeer
- Alertus
- Mowing & More
- Zusin
- Ventureboard
- OneReceipt
- FiscalNote
- Yala
- Daocloud
- Final
- Grip Boost
- S
- Harpoon Medical
- Light Point Security
- Gliknik

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Additional Examples of Successful Start-Ups

- **Remedy Pharmaceuticals**
  - Remedy Pharmaceuticals, a clinical stage pharmaceutical company, based on UMB technology, announced that its drug reduced stroke mortality by 58% versus placebo in Phase 2 clinical trials. The company has recently completed a $9 million round of financing.

- **VisiSonics Corporation**
  - VisiSonics, a UMCP startup, is bringing 3D sound to gaming, virtual reality, and entertainment. Oculus recently licensed the company’s technology for virtual reality applications.

- **Profectus BioSciences**
  - Profectus BioSciences, a startup launched out of the Institute of Human Virology at the University of Maryland School of Medicine, began Phase 1 clinical trials of its HIV vaccine candidate at UMB. The company has also raised $50 million to develop its Ebola vaccine candidate. Profectus is also a graduate of bwtech@UMBC’s life sciences incubator.