

Spring 2006

PHASE I SBIR/STTR WORKSHOP

Funding for Researchers & Start-up Companies, April 20

UF start-up companies have had extraordinary success with applications for funding through the federal government's Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) grant programs. UF companies within the UF Sid Martin Biotechnology Development Incubator (BDI) in Alachua have a win rate of 43% on SBIR and STTR phase I and II applications, compared to a 10-12% national average success rate.

One element contributing to this success has been the high caliber instruction UF strives to provide to its entrepreneurial faculty. Over the past several years, UF's Office of Technology Licensing (OTL) and its partners have brought national SBIR/STTR experts Jim and Gail Greenwood to the community to help start-up businesses access these excellent funding sources.

The Greenwoods will lead another workshop here on April 20. This workshop will cover the basics of SBIR/STTR, including recent changes to the programs (such as the requirements for submitting NIH proposals electronically). The Greenwoods will also discuss a simple but effective four-step process for developing a competitive Phase I SBIR or STTR proposal.

This promises to be an excellent introduction to the SBIR/STTR programs for newcomers, as well as a benefit to more experienced individuals who want to improve their SBIR/STTR proposal preparation skills. Seating is limited, so if you are interested in attending please contact Terry Lemesh, UF/EDA University Center Coordinator at tjlemesh@ufl.edu or call 392-8929.

What are the SBIR and STTR Programs?

SBIR and STTR are federal programs that provide over \$2 billion in grants and contracts each year to small and startup companies to develop new or enhanced products and services based on advanced technologies.

The Small Business Innovation Development Act of 1982 required all federal agencies with outside R&D budgets over \$100 million to funnel 3% of these budgets into SBIR programs. Since its inception, the SBIR program has handed out more than 50,000 SBIR awards, for a total of about \$10 billion.

The Small Business Technology Transfer (STTR) program is the SBIR's younger sibling, representing smaller dollar amounts and requiring small businesses to team with a federal lab or university. The major difference between the two initiatives is the mandatory participation by nonprofit R&D institutions in STTR.

The purpose of these programs is fourfold: 1) to stimulate private sector technological innovation, 2) to strengthen the role of small business in meeting federal research and development needs, 3) to increase the commercial application of these research results, and 4) to encourage participation of socially and economically disadvantaged persons and women-owned small businesses. ■

Thursday, April 20
9AM-5PM

McKnight Brain Institute
Room LG 110

Lunch is provided

RSVP by April 14 to tjlemesh@ufl.edu

Limited to 40 participants

\$10 GAIN members
\$20 non-members

UF TECH TRANSFER TACKLES FOOTBALL NFL Grants \$100,000 for Shoulder Pad Research

A number of NFL teams and some Division 1 teams are impressed with the performance of the Temperature Management System (TMS) football shoulder pads. The pads use a patented process invented by UF's Nick Gravenstein to keep players cool during practice and games.

Due to the pads' success, the NFL announced recently that it would fund a \$100,000 grant to the University of Florida Research Foundation for further medical research regarding the TMS technology. Teams that have purchased or used TMS pads include the Indianapolis Colts, Tampa Bay Buccaneers, Jacksonville Jaguars, Green Bay Packers and, of course, the Gator football team.

Read more about the TMS technology at www.footballshoulderpads.com. ■



FUNDING FOR UF RESEARCH PROJECTS Florida High Tech Corridor Council Update

UF joined the Florida High Tech Corridor Council (FHTCC) last Spring in an effort to initiate partnership opportunities for UF faculty and students to work with area companies willing to pay for research expertise. Since then, almost \$300,000 in FHTCC funding has been approved for several company proposals to work with UF, with the companies providing over \$600,000 in cash and in-kind match. Other proposals are under review.

Several of the proposing companies are UF spin-offs, according to Erik Sander, Director of Industry Programs at UF's College of Engineering. Examples of the approved proposals include projects that will eventually lead to 1) better training and crew scheduling tools for the transportation industry and 2) a first-of-its-kind satellite-based high performance computing platform.

In order to participate in the program, company proposals must create jobs within Florida. UF's call for proposals is specifically designed to expand the research activities of an industry partner by providing matching funds to leverage research collaborations between industry and UF.

For more information about the FHTCC matching funds research program at UF, contact Erik Sander at 392-6000, or visit the website at www.fhtcc.ufl.edu. ■

START-UP SUCCESSES UF Incubator Graduate Nets Funding Deal

One of the first graduates of the Sid Martin Biotechnology Development Incubator (BDI), EraGen® Biosciences Inc., announced completion of \$12 million in Series A financing last month, bringing the total capital raised to date by the company to approximately \$21 million.

EraGen is a venture-backed biotechnology company focused on automating molecular diagnostics. Its product line is based on three proprietary technologies supporting two markets: MultiCode technology for molecular diagnostic applications and MasterCatalog and TACS for drug discovery applications. To read more, go to www.eragen.com. ■

Nanotherapeutics Plays Role in War on Terror

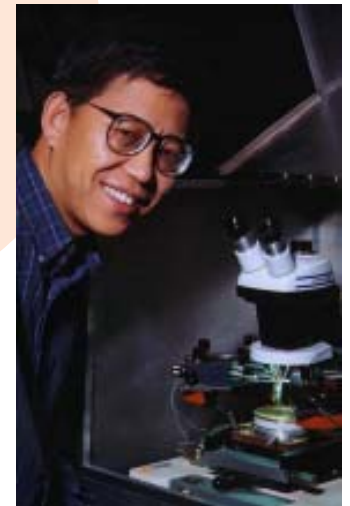
UF start-up and BDI resident Nanotherapeutics, Inc. was granted a \$2.4 million Small Business Innovation Research (SBIR) contract to develop an improved system to detect improvised explosive devices (IEDs). The company has developed a unique and patented method of detecting trace amounts of certain non-nitrogen-based explosives that can be used to safely detect bombs by the military and the Department of Homeland Security.

The Nanotherapeutics method uses a unique, portable, rapid gas chromatography system to detect IEDs. Nanotherapeutics has received this new, second phase SBIR contract from the Office of Naval Research to refine, field test and commercialize its explosives detection system. To read more, go to www.nanotherapeutics.com.

WIRELESS REVOLUTION Dr. O's Invention Wows Industry

BitWave Semiconductor, a high-tech start-up licensing technologies developed at UF by Dr. Kenneth O, Associate Professor in the Department of Electrical Engineering, has the wireless industry on pins and needles. The company is working on a single-chip transceiver that will enable portable wireless devices to work on virtually any type of network or protocol ever invented.

"We think it's going to transform the industry," says BitWave CEO R. Douglas Shute. The company is aiming for a commercial roll-out of what it is calling the Softransceiver in late 2007.



OPPORTUNITIES FOR RESEARCHERS

UF and Scripps Work to Streamline Research Collaboration Process

The new working relationship between the University of Florida and The Scripps Research Institute represents a number of opportunities for faculty. The two organizations have taken steps to streamline scientific collaborations to make the process simpler, to foster cooperation between researchers that will yield life-improving discoveries.

Last fall UF and Scripps Florida signed a comprehensive joint collaboration agreement, Scripps' first with a Florida university. Now all discussions between the scientists of the two organizations are automatically covered by confidentiality terms. Other agreements pre-developed to speed interactions between scientists and minimize administrative delay are a one-page Materials Transfer Agreement (modeled on the NIH Letter Agreement), a model research agreement, and a model Shared Intellectual Property Rights Agreement.

UF and Scripps have also agreed to collaborate on filing patents for jointly developed technologies and to share revenues from commercialized innovations.

These efforts are already yielding research dividends. For example, UF neuroscientist Leonid Moroz is working with Mark Gosink at Scripps Florida to develop a database of information regarding gene expression in individual cells involved in memory formation.

UF ophthalmology assistant professor Shalesh Kaushal is also collaborating with Jennifer Busby, associate director of the Scripps Florida Proteomics Program, to identify potential treatments for retinal degenerative diseases.

Surgical faculty William Cance and Elena Kurenova are working with Scripps Florida's translational research chief Patrick Griffin to identify new breast cancer therapies. Cance is internationally known for his genetic investigations on the mechanisms of tumor survival.

Both UF and Scripps have worked hard to pave the way for researchers to easily work together. According to Win Phillips, UF's Vice President for Research, "Each institution is obligated to protect its intellectual property, but by agreeing on many of the details in advance, we can do that while simultaneously encouraging collaboration." ■



ON THE WEB

New Resource for Entrepreneurial Faculty

To help entrepreneurs start and manage businesses, the Ewing Marion Kauffman Foundation recently launched Kauffman eVenturing™ at www.eVenturing.org. The site is part of an effort to create awareness of the powerful economic impact of entrepreneurship, to develop and disseminate proven programs that enhance entrepreneurial skills and abilities, and to improve the environment in which entrepreneurs start and grow businesses.

Designed for growth-oriented entrepreneurs, Kauffman eVenturing™ provides access to current information organized around key subjects such as finance and accounting, people and human resources, sales and marketing, products and services, operations, and the entrepreneur.

Faculty interested in learning more about technology-based entrepreneurship can find new collections of articles each month, including original material and an aggregation of "the best of the best" existing articles.

OTL's website also contains valuable resources and information targeting faculty entrepreneurs. Visit the Faculty Entrepreneurs pages at www.otl.ufl.edu. ■

WWW.OTL.UFL.EDU

UF Highlights Antibodies, Gene Therapies

The latest addition to UF's powerful website is a suite of pages highlighting UF's life sciences technologies available for licensing in the areas of gene therapy, monoclonal and polyclonal antibodies and cell lines. A stem cell technology site will be rolled out soon.

These pages save companies time and money, and help move new discoveries into the marketplace faster.

"This is one more tool to expedite the movement of life-altering technologies from the laboratory to the marketplace," said Jane Muir, OTL Associate Director, who oversees the office's marketing efforts.

Coupled with UF Tech Alert, a free service that generates an email when new technologies in subscribers' area of interest are posted to the UF website, the new pages give technology followers a leg up on the competition. The site targets companies looking to expand product lines or improve manufacturing processes, as well as entrepreneurs looking for technologies that could be the basis for a startup company.

View the pages under Technologies Available at www.otl.ufl.edu. ■



UNIVERSITY OF FLORIDA

University of Florida
308 Walker Hall
Gainesville, FL 32611-5500

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CALENDAR OF EVENTS

Opportunities for Entrepreneurial UF Faculty

MARCH 2006

23: Early-Stage Funding from Family, Friends & Angels

- GTEC. \$10 GAIN members, students; \$15 all others
- For more information or to RSVP: GarciaLinda@cox.net

29: GAIN Luncheon

- Gainesville Country Club
- RSVP to Linda Garcia at GarciaLinda@cox.net

APRIL 2006

9-12: BIO 2006 Annual International Convention

- McCormick Place Convention Center, Chicago
- For more information go to www.bio.org

20: Phase I SBIR/STTR Workshop

- UF McKnight Brain Institute, 9AM-5PM
- \$10 GAIN members; \$20 others
- **RSVP by April 7** to tjlemesh@ufl.edu

26: GAIN Luncheon & Economic Development Summit

- Gainesville Country Club
- RSVP to Linda Garcia at GarciaLinda@cox.net

27: Operating Your Technology Enterprise

- GTEC. \$10 GAIN members, students; \$15 all others
- For more information or to RSVP: GarciaLinda@cox.net

MAY 2006

22-23: 3rd Annual Florida Tech Transfer Conference

- Ritz Carlton, Sarasota
- For more information go to www.flatechtransfer.org

31: GAIN Luncheon

- Gainesville Country Club
- RSVP to Linda Garcia at GarciaLinda@cox.net

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UF Office of Technology Licensing

Director: David Day dlday@ufl.edu

Associate Director: Jane Muir jmuir@ufl.edu

Assistant Directors:

Biomedical Sciences

Elizabeth Garami egarami@ufl.edu

Anita Rao arao@ufl.edu

Life Sciences

John Byatt jbyatt@ufl.edu

Engineering & Physical Sciences

Bruce Clary bclary@ufl.edu

Karl Zawoy kzawoy@ufl.edu

Pharmaceuticals

Anthony Palmieri ap3@ufl.edu