

UF TOP PUBLIC UNIVERSITY IN TECH TRANSFER

The University of Florida is the top-performing public institution at transferring its research to the marketplace, according to a major new study by the prestigious Milken Institute. In a report by the California-based economic think tank titled "Mind to Market: A Global Analysis of University Biotechnology Transfer and Commercialization," UF ranked fifth overall on the institute's University Technology Transfer and Commercialization Index. The top four are Massachusetts Institute of Technology (MIT), University of California System, California Institute of Technology, and Stanford University.

Milken Institute researchers sought to discover which universities do the best job at technology transfer and commercialization. They compared university technology transfer processes around the world; studied the common characteristics to successful commercialization; and measured the role of the university offices of technology transfer.

David Day, director of UF's Office of Technology Licensing, said that UF made a commitment about six years ago to expand its commercialization efforts. "Now we have the people and resources necessary to identify promising technologies, pursue patents and negotiate fair licenses," Day said. "We've also worked hard to nurture our startups so they can develop their products and become financially successful."

Win Phillips, UF's vice president for research, said that the university's sheer size and breadth allow it to pursue a wide range of research. UF received nearly \$519 million in research funding in 2006, more than half of it for biomedical research. During the 2005-06 fiscal year, UF earned nearly \$43 million in licensing income and ten new companies were launched based on UF technologies. ■

FIRST ANNUAL UF TECHNOLOGY SHOWCASE A Celebration of Innovation

The University of Florida's Office of Technology Licensing in conjunction with the UF Foundation recently showcased a number of UF's later stage technologies and early stage startups at the Celebration of Innovation, March 1st-2nd



at the Hilton University of Florida Hotel and Conference Center. This unique opportunity enabled investors, entrepreneurs, and potential licensees to see the latest in cutting-edge technologies working their way from UF laboratories to the marketplace— many in conjunction with spin-off companies formed specifically to commercialize these discoveries. As a result of the networking connections that were developed during the Technology Showcase, UF late-stage technologies and early stage companies are taking the next step in bringing their technologies to market. ■

UF's/EDA University Center's New Name

The University of Florida EDA University Center was created as a partnership between the University of Florida and the Economic Development Administration to provide a venue for bringing together the necessary elements to create companies. The center recently adopted a new name, UF Tech Connect™, to project more clearly the activities associated with this center.

Supported by the university's Office of Technology Licensing, this partnership helps Florida universities accomplish one of their key goals: taking research from the benchtop to the marketplace. It also helps EDA accomplish its mission: creating jobs and generating private investment to help the economy.

The UF Tech Connect™ collaborates with many public and private organizations to foster new business creation. The Center develops new programs, sponsors events, and facilitates mutually beneficial connections. Housed in and supported by the university's Office of Technology Licensing, UF Tech Connect™ is at the pulse-point of the region's high-tech start-up activity. Because of the tremendous volume of research generated at UF and the user-friendly reputation of its Office of Technology Licensing, UF Tech Connect™ serves as a magnet for entrepreneurs and investors seeking new opportunities, and a catalyst for new business creation. ■

ENTREPRENEURS' FORUM RECAP

Entrepreneurship for Scientists & Engineers

University of Florida Tech Connect™ and the UF Office of Technology Licensing sponsored a four week seminar series, Entrepreneurship for Scientists and Engineers, in the month of January designed to introduce the key elements necessary to starting a company for purposes of getting discoveries to the marketplace.

Speakers included David Day, of the UF Office of Technology Licensing, Jamie Grooms of Axogen, Inc., Sue Washer of Applied Genetic Technologies Corporation, Erik Sander of V2R Group and Dan Rua of Inflexion Partners.

Seminar topics ranged from Intellectual Property and Entrepreneurship, Preparing Effective Business Plans, and Business Structures, and Raising Capital. Members of the audience included CEO's, UF faculty, investors, and industry professionals. The forums were not only informational, but were an excellent networking opportunity. Through this seminar series participants were able to understand the "Mind to Market" process. ■

ENTREPRENEUR ROUNDTABLE

Securities Law: Do's and Don'ts for Start-ups

As part of an on-going Entrepreneur Roundtable series, the UF Commercialization Council and UF Tech Connect™ sponsored experts from Research Triangle who spoke on the "Do's and Don'ts for Start-up Companies Seeking Investments." The speakers, Fred Hutchison of Hutchison & Mason PLLC and Tim Gupton of Research Triangle Ventures, spoke to the well-attended forum January 18th at GTEC with the nuts and bolts and possible pitfalls of raising capital for start-up companies.

Fred Hutchison, the founding president of the Council for Entrepreneurial Development, has represented more than 200 entrepreneurial and leading Triangle companies.

"When you start a business, you can't worry about, 'can I do it?' or 'do I have the money?'" Hutchison said. "The ones that succeed, it's because of their perseverance."

Tim Gupton, with over 30 years of public accounting and financial consulting, is the co-founder, start-up chief financial officer for Alphacax, Inc., a pharmaceutical vaccine company located in the Research Triangle area. Hutchison and Gupton gave practical financial and legal advice from securities to audits and taxes to the enthusiastic crowd.

For information about future entrepreneur roundtables and networking opportunities, contact Chris Brown, UF EDA Coordinator, at cbrown11@rgp.ufl.edu or at (352) 392-8929. ■

UF START-UPS SPEAK AT GAIN

CEO's of two UF start-ups were recently the guest speakers at monthly luncheons of the Gainesville Area Innovation Network. CEO, Ryan Kern, spoke about Sabine Neurotechnology, Inc, which is a biomedical company focused on developing innovative products to improve the speed, accuracy, and safety of Deep Brain Stimulation (DBS) surgery. Surgeons use DBS to relieve patients suffering from disabling movement disorders including Parkinson's disease and dystonia.

Bryan da Frota, Co-founder and CEO for Prioria Inc. spoke on his company, which develops intelligent embedded systems. Embedded processing systems are small computers and sensors physically incorporated into a product to allow it to receive and analyze information, essentially making the product "smart." The company's lead product is called Maveric™ which stands for Micro Air Vehicle Enabling Reconnaissance, Intelligence and Communication.

GAIN's mission is to encourage technology enterprises to start up and develop in the Gainesville area by providing them with support through networking and educational opportunities. For more information go to <http://www.gain-net.org>. ■

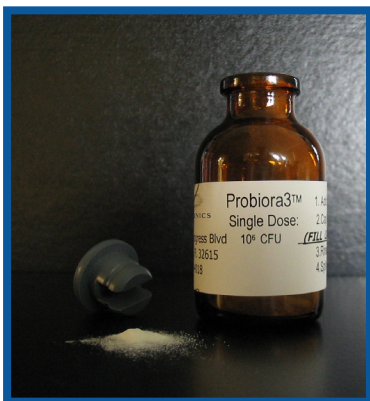
UF START-UP ACTIVITY

Oragenics, Inc.

Oragenics, Inc. (AMEX:ONI), a biopharmaceutical company with a portfolio of proprietary technologies has announced that, as a result of the positive data from the clinical trial for its ground-breaking oral probiotic mouthrinse, it was advising a number of consultancy groups to submit plans for the sale or license of this technology. This action will allow Oragenics to focus on its other lead products currently under development, especially its new antibiotic, MU1140™, which has the potential to make a significant impact on the global anti-infectives market.

Dr. Raman Bedi, the former Chief Dental Officer for England and chairman of Oragenics' Scientific Advisory Committee, stated, "Probiora3™ is set to transform the multi-billion dollar worldwide anti-bacterial mouthwash market. The oral probiotic represents a breakthrough approach to maintaining oral health by utilizing cultures of bacteria commonly found in healthy mouths to provide a natural defense against those bacteria thought to be harmful to teeth and gums."

Dr. Robert Zahradnik, Oragenics' president and CEO, added, "Our clinically-supported probiotic-based approach to maintaining oral health appears to have a promising future. Probiora3's patent-pending blend of beneficial micro-organisms can be added to such products as mouthwashes and toothpastes, chewing gum, breath mints/lozenges, and quick-dissolve strips. The early licensing of this technology will allow partner(s) in the oral care and/or food and nutritional supplement industries to take this invention to market by the second half of 2007." ■



UF CENTER OF EXCELLENCE

Florida Biologix®

State workforce, education and industry officials recently unveiled a University of Florida biotechnology training program in Alachua funded largely by a \$500,000 state grant. UF's Center of Excellence for Regenerative Health Biotechnology at the Progress Corporate Park in Alachua will train current employees or those interested in working in Florida's biotechnology sector.

Program coordinators met with two biotechnology focus groups of biotech companies and have conjugated a needs assessment to see what kind of skills and training their employees need, such as how to develop new products and manufacture and test products for humans in a regulated industry. A series of two-week certificate-granting courses will start in May, said center director Richard Snyder.

Workforce Florida, a state employment agency, provided the grant to fund the Employ Florida Banner Center for Biotechnology at the Center of Excellence. It is the third Banner Center in the state focused on training for high-tech, high-wage jobs as part of former Governor Jeb Bush's initiative to diversify the state's economy away from a reliance on tourism.

The Center of Excellence is also home to a state-of-the-art biomanufacturing facility. "Florida Biologix®, which provides new high-tech jobs right here in Alachua County and throughout the state" said Director, Richard Snyder. "Through its drug development services operation, Florida Biologix® fosters translational research, which in turn helps establish new companies, and helps existing start-ups mature, creating more jobs." ■

www.otl.ufl.edu

CALENDAR OF EVENTS

Opportunities for Entrepreneurial UF Faculty

APRIL 2007

12: GAIN Lecture-Company Theft

- Gainesville Technology Enterprise Center 11a.m.-1p.m.
- RSVP to Linda Garcia at GarciaLinda@cox.net

20: SBIR Workshop

- McKnight Brain Institute
- RSVP to Chris Brown @ cbrown11@rgp.ufl.edu

24-25: CED' S 24th Annual Venture 207 Conference

- Washington Duke Inn & Golf Club, Durhm, NC
- www.cednc.org/venture

25: GAIN Luncheon

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

30: GAIN Luncheon

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

MAY 2007

15: 4th Annual Celebration of BioTechnology

- Regeneration Technologies, Inc. - Alachua, Fl
- RSVP, e-mail: shester@biotech.ufl.edu

29-30: 4th Annual Florida Tech Transfer Conference

- The Doral Golf Resort & Spa, Miami, Fl.
- www.floridaaresearch.org

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