Commercialization
Successes & Challenges

JED TAYLOR
Director of Operations, Technology Entrepreneur Center
Entrepreneur in Residence, EnterpriseWorks

UNIVERSITY OF ILLINOIS AT URBANA CHAMPAIGN
Building a Robust Campus Ecosystem
Lowering Barriers to Entry

- SocialFuse
- Cozad New Venture Competition
Lowering Barriers to Entry

- Faculty
- Entrepreneur in Residence (EIR)
- I-Start

61 Companies Have Been Accepted
44 SBIR/STTR Awards to Those 61 Companies

$78.7M in Venture Capital Funding
215:1 Leveraged Funding from EnterpriseWorks Investment
77% of Companies Moved into the Incubator, 9 Have Graduated
Lowering Barriers to Entry

• NSF I-Corps
Increasing Collaboration Across the Midwest

• Midwest Engineering Entrepreneurship Network (MEEN)
Increasing Collaboration Across the Midwest

<table>
<thead>
<tr>
<th>Low Entrepreneurial Ecosystem Density</th>
<th>Communication Gaps Between Researchers &amp; with Commercial World</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accessing Information, Expertise, &amp; Talent</td>
<td>Limited Knowledge Accumulation &amp; Sharing</td>
</tr>
<tr>
<td>Midwest Commercial Base is Largely in Mature Industries</td>
<td></td>
</tr>
</tbody>
</table>
Increasing Collaboration Across the Midwest

• Incubator Network
Successes: Growing Ecosystem

- 83 Unique Startups
- 239 Disclosures in FY2016
- Record 125 Teams in Campus NVC
- EIR Program: 200+ Entrepreneurs Counseled Annually
- i-Start: 60 Teams in Program, 225: Leveraged Dollars
- SBIR Assistance: ~30% of Award $ to State of Illinois to EW
Challenges

Business Management

Engaging Alumni and Nearby Expertise

Still Looking for Value Propositions
### Challenges

<table>
<thead>
<tr>
<th>Rank</th>
<th>School</th>
<th>Number of Entrepreneurs</th>
<th>Number of Companies</th>
<th>Capital Raised</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Stanford</td>
<td>1,127</td>
<td>957</td>
<td>$22.6B</td>
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<tr>
<td>2</td>
<td>UC Berkeley</td>
<td>1,089</td>
<td>961</td>
<td>$17.1B</td>
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<tr>
<td>3</td>
<td>MIT</td>
<td>907</td>
<td>780</td>
<td>$16.1B</td>
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<tr>
<td>4</td>
<td>Harvard</td>
<td>844</td>
<td>750</td>
<td>$21.9B</td>
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<td>5</td>
<td>UPenn</td>
<td>788</td>
<td>712</td>
<td>$13.9B</td>
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<td>6</td>
<td>Cornell</td>
<td>721</td>
<td>666</td>
<td>$14.8B</td>
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<td>7</td>
<td>Univ. of Michigan</td>
<td>689</td>
<td>614</td>
<td>$9.4B</td>
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<td>8</td>
<td>Univ. of Texas</td>
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<td>$5.9B</td>
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<td>9</td>
<td>Tel Aviv University</td>
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<td>$6.7B</td>
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<td>10</td>
<td>Univ. of Illinois</td>
<td>506</td>
<td>460</td>
<td>$6.3B</td>
</tr>
</tbody>
</table>

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