TECH LAUNCH ARIZONA
ANNUAL REPORT FY2017
WE CREATE
social and economic impact through bringing the inventions of the UA from the lab to the world.

WE CULTIVATE
conversations to refine ideas that start as UA research and grow them into new products and thriving businesses that benefit society.

WE BUILD
connections between the talents of our faculty and researchers and the experience of entrepreneurs and investors.

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Overall, it has been another great year for TLA. We once again exceeded our performance goals, completing 105 total licenses for UA inventions, and attained a number of high-bar milestone achievements for the UA. People across the UA community are not only learning and understanding the value of what we do, but they are engaging with us more and more, as evidenced by the 261 invention disclosures we saw this year – more than any other year in UA history. Our incredible faculty appreciate much better how commercialization is the natural extension of research.

UA faculty want their research to make a difference, and we’ve shown that we have the people, both on staff and through our extensive networks, to help drive such impact. Through all these connections, we’ve demonstrated that success comes from the highest attention to quality customer service. We are a capable, mission-driven organization that creates solutions with reasoned risks and produces results that matter. And when we require more mindshare and capacity, we augment our teams through engaging the extended innovation ecosystem.

We are gaining recognition for our contributions and achievements at the local, state and national levels. We are creating great success stories and telling them as widely as possible to increase our reach and help others learn from our accomplishments.

In our original vision for 2020, we stated that we will become a nationally recognized model in our field. That recognition will come through setting and achieving ambitious goals to bring the products of this great university to the world. We will only realize that vision with your continued engagement. Thank you for being a part of our mission.

By 2020, we will become a recognized national resource for our role in commercializing UA-created knowledge and bringing the University’s inventions to the public for economic and social benefit.
Flow of Inventions from Across the UA

We receive a steady flow of invention disclosures from across the UA ecosystem. These are the sources of those 261 inventions.

INCOME FROM ROYALTIES & PATENT REIMBURSEMENTS

FY2017
INVENTIONS AT A GLANCE

261
invention disclosures in FY2017

$3.3M
of income from royalties & patent reimbursements in FY2017

105
licenses & options in FY2017
Our Commercialization Network is a group of over 1,500 individuals who use their expertise to contribute to conversations around emerging University of Arizona inventions. In 2017, we grew our network both in terms of numbers as well as how we engage our membership. Of that network, we have engaged 27 as Commercialization Partners, who have expressed a specific interest in increasing their work with TLA. Along with greater involvement with our startup teams, Commercialization Partners also participate in weekly Round Table meetings – both in person and remotely – where we discuss new technologies and their opportunities. Thus far, we have placed 14 highly qualified individuals in leadership positions with UA startups.

**COMMERCIALIZATION PARTNERS**

- Ken Auga
- Richard Austin
- Mark Baker
- Aaron Call
- Trina Calle-Dixon
- Paul “Mack” Consigny
- Brian Ellerman
- Sergio Gazic
- Dan Janes
- Katina Koller
- Ted Kraus
- Nicholas Lim
- Patrick Marcus
- Iain McCreary
- Aric Meares
- Dennis Merens
- Kelvin Ning
- Peter Nestler
- Thomas Neustedter
- Don Orton
- Doug Rasmussen
- Alexander G. Schauss
- Jerry Schuster
- Vince Sumpter
- Bill VerDuin
- Mike Voevodsky
- John Zipp

**MENTORS-IN-RESIDENCE**

- **Bruce Burgess**
  30 years’ experience in medical diagnostics, devices and drug delivery, worked with Eli Lilly, Sensor Systems, Inc., Mallinckrodt Medical, HemoCue, Inc. and others.

- **Steven Wood**
  25 years of startup and executive experience with companies such as PowerCube Corporation, Unitrode Corporation, Power Convertibles Corporation and others.

- **Michael Sember**
  Dedicated to pharmaceutical technologies, 40 years of startup and executive experience working for companies like Marion Merrell Dow, Elian Corporation, Palyn Medical, and others.

- **Kevin McLaughlin**
  30 years’ experience in physical sciences and engineering technologies, worked with Motorola, Cray Research, SGI, Cisco Systems and Avid.

**Building effective networks is kind of like putting a band together. Everyone can be a really talented individual, but you have to be able to listen for each person’s strengths and give them the parts that best showcase their talents.**

—Eric Smith, Commercialization Network Manager, Tech Launch Arizona
Asset Development

FROM INVENTIONS TO ASSETS

In FY2017, TLA budgeted over $1 million for Asset Development, providing $466,667 in new awards for 15 projects with the remainder going toward carry-over projects from the prior year. These moneys went towards moving early-stage technologies toward market readiness. Awardees came from four different units: Arizona Health Sciences, the College of Engineering, the College of Science and the College of Optical Sciences. Some inventions receiving such funding include:

- A terahertz transistor being developed for applications like quantum computing
- A new formulation for a non-leaching, photochemically stable sunscreen
- Peptide derivatives to improve impaired cognitive function
- 3D printed ultra-high refractive index polymers
- New small molecule inhibitors to treat chronic pain
- New methods for additive 3-D printing of visible wavelength optics

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Total FY2017 Awards
College of Science $205,100
University of Arizona Health Sciences $156,939
College of Engineering $73,628
College of Optical Sciences $31,000

ASSET DEVELOPMENT AWARDS BY COLLEGE

NEW AWARDS FUNDED

STARTUPS LICENSING UA TECHNOLOGIES
As an NSF I-Corps Site, TLA offers a program which provides individual project grants up to $3,000 to help entrepreneurial teams with innovative technologies identify their customers and get to know those prospective customers’ priorities. In total, the NSF grant provides 11 A with annual funding for three years to distribute to 30 selected I-Corps applicant teams each year. Teams typically consist of an inventor/academic lead, an entrepreneurial lead, and a business mentor. In FY2017, 38 teams went through the program.

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FY2018 GOALS:

**ADDITIONAL GOALS:**

- Put a greater emphasis on culture change among faculty and generating invention disclosures
- Devise and obtain support for a long-term financial plan for TLA
- Help create a UA seed investment fund
- Obtain funding and begin implementation of the UA Digital Healthcare Collaboratory
- Complete the funding, planning and design phases, and initiate construction of the Innovation and Technology Building at the UA Tech Park at The Bridges
- Deepen our coordination and connection with key ecosystem partners, including InnovateUA, Startup Tucson, the McGuire Center for Entrepreneurship, AICI, the Arizona Center for Advanced Biomedical Innovation, UA Research, Discovery and Innovation, and others
THE TECH LAUNCH ARIZONA / TECH PARKS ARIZONA TEAM

David N. Allen
Vice President, Tech Launch Arizona

Bruce Wright
Associate Vice President, Tech Parks Arizona

Doug Hockstad
Assistant Vice President

Joann MacMaster
Director, Business Development

Samantha Bankston Bares
Executive Associate, Planning & Project Management

Anita Bell
Acting Director, Arizona Center for Innovation

Tracy Bibeau
Executive Assistant to the Associate Vice President, Tech Parks Arizona

Iona Brinson
Intellectual Property Docket Clerk

Bruce Burgess
Mentor-in-Residence

Donna Callies
Executive Assistant

Sabrina Duarte
Administrative Associate

Emilia Fajardo
AP/AR and Legal Doc Coordinator

Bernadette Franco
Accounting Supervisor/Human Resources Coordinator, Tech Parks Arizona

John Geikler
Assistant Director, Physical Sciences Licensing

Rakhi Gibbons
Associate Director, Biomedical & Life Sciences Licensing

Molly Gilbert
Director of Community Engagement, Tech Parks Arizona

Brenda Hough
Community Outreach Coordinator, Tech Parks Arizona

Taylor Hudson
Technology Marketing Associate

Lewis Humphreys
Software & IT Licensing Manager, Eller College of Management

Sherry Jameson
Coordinator, Business Development

Janet Kisinger
Senior Intellectual Property Manager

Craig Kleine
Information Technology Officer, Tech Parks Arizona

Lisa Lin
Licensing Manager, College of Medicine

Jianling Liu
Senior Business Analyst

Gus Loaiza
Accountant

Peter Loya
Tenant and Employee Relations Coordinator, Tech Parks Arizona

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Director, UA Tech Park and Chief Financial Officer, Campus Research Corporation

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Casimir Jones
Patent, Trademark & Copyright Attorneys