Supporting Academic/Industrial Collaborations at The University of Florida

Presentation at “Partnering with Industry on Sponsored Research” Workshop

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Industrial Outreach Includes All Aspects of University/Company Interactions

- New position at UF that works with individual faculty, Research Deans, contracts/grants administrators, and other university staff across UF’s 16 Colleges to help companies with all their UF-related interactions (including recruiting and other non-research activities)

- Emphasize is to drive a significant increase in industry-sponsored research at UF over time

- Will leverage my prior professional background – as an engineer, operations and strategic planner, international business consultant, and proposal writer/business developer – as much as possible

Want to make UF the “Partner of Choice” for as many academic/industrial collaborations as possible
The Academy is Receiving Increased Scrutiny - Resulting in Significant Change…

State/local gov’t. funding per college student is 30% lower in real terms than 25 years ago (SHEEO)

Many high-paying/fast-growing jobs don’t require a college degree (Forbes)

Tenured professor rates as one of top U.S. jobs (Careercast.com)

% of Tenure-track Faculty has declined by over 50% since 1969 (USC)

Colleges are under pressure to “offer good value for their tuition” (NY Times)

Total U.S. student loan debt exceeds either total auto or credit card debt (NY Federal Reserve)

Many recent college grads under/unemployed (AP)

Politicians “overstate” degree to which universities drive regional economies (IBM Executive)

…with forecasts for even more disruptive changes - implying that maintaining the higher education status quo is unlikely to be a viable option
But, In Spite of the Forecasts, UF Can Flourish Given its Breadth/Depth of Expertise

• One opportunity is to make industry more aware of this expertise
  - visit companies to understand needs/how UF can work with them
  - host companies to discuss UF expertise of high interest
  - encourage collaborations while protecting UF’s IP/right to publish

• Another opportunity is to streamline processes related to both industry-related proposals and contract negotiations
  - significant activity is underway in this area

• One key to differentiating UF is to support/encourage UF faculty and staff to build/leverage both internal/external personal networks
  - individual contacts/relationships are critical
  - an industrial or government contact not very important to you may be critically important to your UF colleague elsewhere on campus

Keys to UF’s future success in industrial partnerships will include repeatable processes and a collaborative culture
Office of Research Organizational Chart

David Norton
Vice President for Research

Sponsored Programs
Stephanie Gray

Research Compliance
Irene Cooke

Office of Technology Licensing (OTL)
David Day

IRB/IACUC Policies/Protocols
Michael Mahoney

Program Development
Sobha Jaishankar

Personnel & Admin Services
Dorothy Long

Specific Centers & Institutes (see following page)
Representative List of Centers and Institutes Reporting Directly to the Office of Research

- Center for Smell and Taste
- Center of Excellence for Regenerative Health Biotechnology (CERHB)
- Clinical and Translational Science Institute (CTSI)
- Emerging Pathogens Institute (EPI)
- Florida Climate Institute
- Florida Energy Systems Consortium (FESC)
- Interdisciplinary Center for Biotechnology Research (ICBR)
- Informatics Institute
- Nanoscience Institute for Medical and Engineering Technology
- Genetics Institute
- Water Institute
The Division of Research Program Development Can Assist Your Efforts in Multiple Ways

• Program Development assists faculty and staff in the pursuit of internal and external research funding
  - curates list of Funding Opportunities and the associated database
  - can perform customized funding searches upon request
  - coordinates selection of nominees for limited submission opportunities

• Proposal development experts facilitate the planning and assembly of large, interdisciplinary research initiatives/proposals
  - assist with proposals involving multiple Depts./Colleges
  - provide graphics/editing support

• Manages programs such as Opportunity Funds and other UF “Seed Fund” initiatives designed to spur new and/or interdisciplinary collaborations by PIs across campus

Your funding searches/proposal generation efforts will be both more effective and less stressful when you involve our office
The FL High Tech Corridor Council (FHTCC) Matching Funds Research Program at UF Can Assist Faculty by Leveraging Your Research Partnerships with Industry

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<tr>
<th>Background on Program</th>
<th>Program Details</th>
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<td>• Started in mid-90s at USF/UCF; UF was added in 2005-06 time period</td>
<td>• Company that wishes to support research at UF partners with PI to develop scope of work and budget</td>
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<td>• Part of the larger FHTCC effort to “attract, retain, and grow” high-tech industries throughout its 23 counties (which run from Alachua thru the I-4 Corridor and further south)</td>
<td>• Small cos. provide 1:1 cash and 1:1 “in-kind” support for each $ “matched” - larger cos. require 2:1 match</td>
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<td>• Funded via State Legislature; UF lost FHTCC Matching Funds from FY 2009-12 during economic downturn</td>
<td>• “Company” match can be via Federal funding, VC $, or internal cash flow - but not State-based funding</td>
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<td>• Provides “overhead-free” Matching Funds to PIs working with for-profit companies located within Corridor</td>
<td>• More details on the FHTCC Matching Funds Program at UF are available from Office of Research website (<a href="http://fhtcc.research.ufl.edu">http://fhtcc.research.ufl.edu</a>) - or contact me directly</td>
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The FHTCC Matching Funds Research Program at UF should be attractive to companies of all sizes that are located within the Corridor region
Please feel free to contact me if I can be of any assistance as you consider/identify opportunities for deeper relationships with industrial/company collaborators

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