

Development Committee Update
SURA Board of Trustees Meeting
November 2006

JLab Technology Commercialization Program

We continue to build the Jefferson Lab technology commercialization program with more marketing and licensing of our inventions. We are now regularly using the Inteum IP Management database that SURA purchased and installed to manage the intellectual property at JLab. The database handles all aspects of invention disclosure management, including web-based inventor interfaces, CRADA and WFO agreements, patent management, licensing payments, marketing efforts, and the like. SURA continues serving on the JLab Technology Review Committee (TRC) and is promoting our new approach to technology transfer and provides training on the invention disclosure interface (see www.jlab.org/invent). This new system has allowed the TRC to efficiently review and triage disclosures, and thus to reduce backlog of inventions to just a few months' worth of disclosures waiting to be patented or returned to inventor, a level well within acceptable DOE standards and lower than any previous time in recent history.

We continue to build our relationship with the UVA Patent Foundation, who is now an integral part of our market analysis and marketing efforts for intellectual property disclosures from JLab. The TRC and SURA are pursuing a number of new licensing opportunities currently, including an RF cavity technology medical imaging technologies. We are also pleased to see growing royalties from several of our licensees, including Dilon Technologies for their scintimammography equipment, and EyeOnScience, a startup that makes and sells ion pump controllers.

Member University Tech Transfer Opportunities

We have continued providing our universities with expanded opportunities to promote their technologies for licensing and joint research and development.

For years, our members have indicated that one of the most pressing needs for their technology transfer efforts is for seed stage funding for fledgling startups. These companies often consist only of the inventor and perhaps one member of the management team; they have very little if any capital; but they own the rights (through licensing from the university) to a very promising technology that represents a huge market opportunity. These companies typically fall "in the funding gap" – too early for typical Venture Capital (VC) investments, but not eligible for grants or contracts that would typically fund R&D efforts at universities. At the November 2005 SURA Board of Trustees meeting, the Development Committee voted to pursue the creation of a mechanism to fill this gap.

Thus, SURA has now established the SURAFund initiative (see www.sura.org/surafund and the attached brochure) to fill this funding gap. Working with six venture capital (VC) partners from across the country, the program will provide investments between \$100,000-500,000 for such early-stage startups. This program began with a successful pilot solicitation in the summer and the first full solicitation closed October 30, 2006. All investment criteria will be based on established metrics used by the private sector capital investment firms and will be provided to startup companies. We are excited about the tremendous near-term and

long-term opportunity this represents not only for our schools and JLab but also for SURA as a means of fulfilling our mission while at the same time potentially reaping financial rewards for our investments.

We have also been active in a number of other technology transfer activities. SURA sponsored the World's Best Technologies Conference this spring. We participated in the AIMS BioDesign Symposium this summer in Atlanta, including a panel discussion on seed stage funding. SURA was a co-sponsoring organization for the recent GWU University Startups Event in Washington, DC, including making a presentation and introducing speakers at this prestigious event. Several events in the Silicon Valley have offered our universities (including Vanderbilt and UVA) the opportunity to have their technologies showcased before VCs and technology entrepreneurs on the West Coast.

Terahertz Technologies

SURA hosted the third annual SURA Terahertz Applications Symposium in June 2006 (see www.sura.org/terahertz). We welcomed 18 speakers and over 75 attendees from across the US, the UK, and Japan to Washington, DC for this two-day event. This year the speakers included a number of the world's leading terahertz authorities, including returning speakers from Rice University, RPI, JLab, Intel, DARPA, and Picometrix, as well as newcomers from organizations such as Corning, VTT (Finland), Insight Products, Lumera, Brookhaven and Sandia National Labs, and QMC (UK). The feedback from the attendees was very positive and we are therefore already working on next year's event (see attached flyer).

We continue to be involved in the terahertz user lab activities at JLab's FEL, and one of the most exciting opportunities to result from the Terahertz Applications Symposium is the response from the Air Force Research Laboratory (AFRL) attendees. As a direct result of the SURA Terahertz Symposium, we are now actively engaged with them to fund a program for developing biological hazard radiation standards related to terahertz exposure, utilizing the facilities at Jefferson Lab. They conducted the first set of experiments this August at the JLab FEL Terahertz User Lab, exposing non-living tissue to determine initial radiative effects and to prepare for the living organism testing, scheduled for early 2007. Additionally, SURA member University of Delaware is scheduled to conduct a series of terahertz experiments at JLab the same week as the SURA Board meeting, again directly as a result of collaborations resulting from the SURA THz Applications Symposium.

IT and Coastal Partnerships

The IT and Coastal (SCOOP) programs continue to grow, driving the need for greater cooperation with the Development Committee and the Business Development role at SURA as they strive to connect with the industrial and commercial communities and build viable, long-term funding models to sustain their growth. From March through August, the Technology Commercialization and Coastal programs worked together with industrial partner Lockheed Martin to create the conceptual design, cost estimate, and viability assessment for the initial phase of the Integrated Ocean Observing System (IOOS). Additionally, we continue to look for appropriate commercial partners for the SURAGrid program, including discussions with IBM and Dell Computer. Finally, we have been working to refine our strategy for identifying and pursuing appropriate commercial partners in IT and Coastal Programs.