Research at Carolina:
A Driver for NC’s Economy

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Associate Vice Chancellor for Research
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What if …

• What if a multi-national corporation were considering relocating to North Carolina and this company had …

• $800M in annual revenue
• More than 4,000 full-time jobs
• Average salaries of $75,000
• NC-based payroll of $300M annually
• Would do business with 1,100 NC vendors
What if …

• What type of incentive package would North Carolina offer?

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The Good News

This business is already here:

UNC Research
Value of Research at UNC-CH

Research is the largest source of revenue at the University.
Value of Research at UNC-CH

• Research is integral to UNC’s teaching mission

• A strong research enterprise attracts world class faculty

• Research drives UNC’s rankings and puts NC on the map globally

• A world class research university lures NC’s best and brightest students – and keeps them in NC
Value of Research at UNC-CH

• Research **attracts industry** and promotes **economic development**

• **It leverages NC’s assets.** NC State, Duke, UNC-Charlotte, Wake Forest, NC A&T collaborate

• The driving force behind the **Research Triangle Park**

• It’s how we give back. **Discoveries that improve people’s lives** - cures, treatments, products, jobs, understanding
The Business of UNC Research

- Not funded by appropriations
- Faculty compete like small businesses for contracts and grants from federal agencies, private industry, foundations

Research Labs, Centers, Institutes
- Marketing and business development
- Chase contracts and service customers
- Hire staff, make payroll, layoff staff
- Suppliers are small (and large) businesses
- Carry overhead. Must have operating reserves
The Business of UNC Research

• Few people know how **BIG** this business is…

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The Business of UNC Research

11th nationally in dollar volume of R&D
$884 million (NSF 2012)

9th nationally in federal R&D
$606 million (NSF 2012)
NC residents send federal tax dollars to Washington

Carolina’s research enterprise brings federal tax dollars back home

$606M federal research annually
Benefits to North Carolina

Since 1996 ....

UNC-CH’s annual research awards have more than tripled!

UNC-CH has brought in $10 billion in research to the state

More than 90% of those dollars originate from outside North Carolina
Benefits to North Carolina

Over 770 US patents have been awarded based on research at Carolina.

Over 80 spin-out companies have been created to date licensing UNC-CH technology.

And that does not include spin-outs like Quintiles!
Benefits to North Carolina

- In FY13, UNC-CH research directly supported over 10,300 individuals with a payroll of over $300M
Benefits to North Carolina

• UNC research dollars fund vendors in the State of NC delivering further economic impact

• In FY13, UNC research projects funded:
  • More than 14,000 orders to NC-based vendors
  • More than 1,100 different vendors in 80 counties
  • More than $70 million in purchases in NC
Benefits to North Carolina

• Research spending and jobs have a major impact on the State’s economy

• A range of multipliers show the value of UNC’s extramurally-funded research to the State to be between $1 billion and $2.5 billion annually

• Multipliers show that UNC research produces between 14,000 and 28,000 jobs in North Carolina each year
This business is already here:

UNC Research