



THE UNIVERSITY  
of NORTH CAROLINA  
at CHAPEL HILL

BOARD OF TRUSTEES  
COMMERCIALIZATION & ECONOMIC  
DEVELOPMENT COMMITTEE

JULY 26, 2017, 4:30PM  
ALUMNI HALL II,  
GEORGE WATTS HILL ALUMNI CENTER

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**OPEN SESSION**

**FOR INFORMATION ONLY**

(No formal action is requested at this time)

1. Chair's Remarks  
*Julia Grumbles, UNC-CH Board of Trustees*
2. [Office of Commercialization and Economic Development Update](#)  
*Judith Cone, Vice Chancellor for Innovation, Entrepreneurship, & Economic Development*

**COMMITTEE MEMBERS**

Julia Sprunt Grumbles, Chair  
Kelly Matthews Hopkins, Vice Chair  
Jefferson W. Brown  
W. Lowry Caudill  
Allie Ray McCullen  
Hari H. Nath

***Administrative Liaison:***

***Judith Cone, Vice Chancellor for Innovation, Entrepreneurship, & Economic Development***



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# Commercializing University Intellectual Property

Judith Cone, Vice Chancellor for Innovation,  
Entrepreneurship and Economic Development  
July 26, 2017

**INNOVATE  
CAROLINA**

Title

# IEED PRIORITIES & OUTCOMES

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UNC is recognized globally as one of the most innovative and entrepreneurial universities



Carolina attracts the most talented faculty and students



Ideas and discoveries are leveraged and disseminated



Classrooms, labs and studios are incubators of discovery



# INNOVATE CAROLINA NETWORK

Pre-2010

■ KENAN INSTITUTE

CAROLINA CHALLENGE ■

CTR FOR E'IAL STUDIES ■

■ BUSINESS SCHOOL

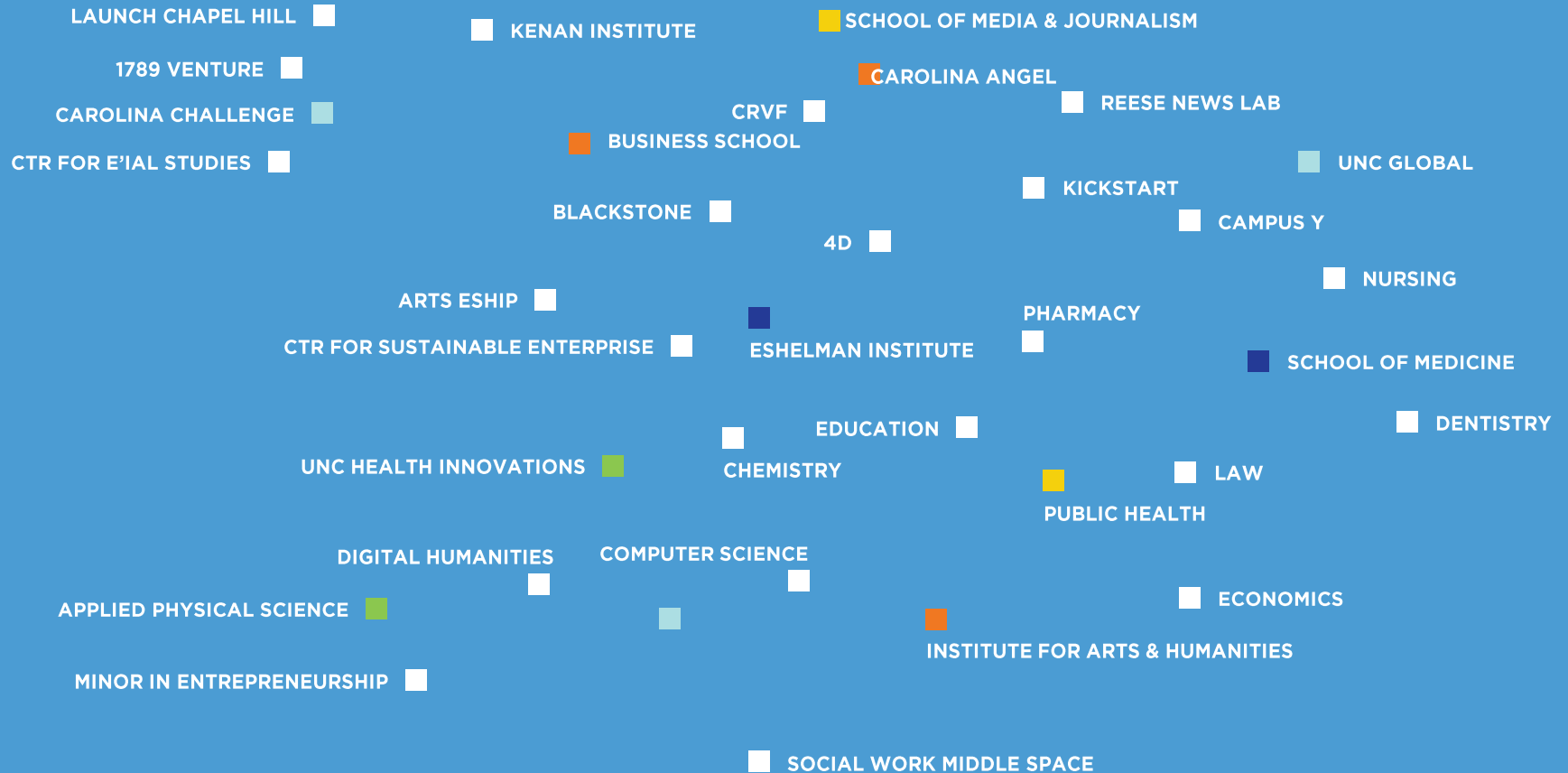
■ KICKSTART

MINOR IN ENTREPRENEURSHIP ■

# INNOVATE CAROLINA NETWORK

Pre-2010

2015

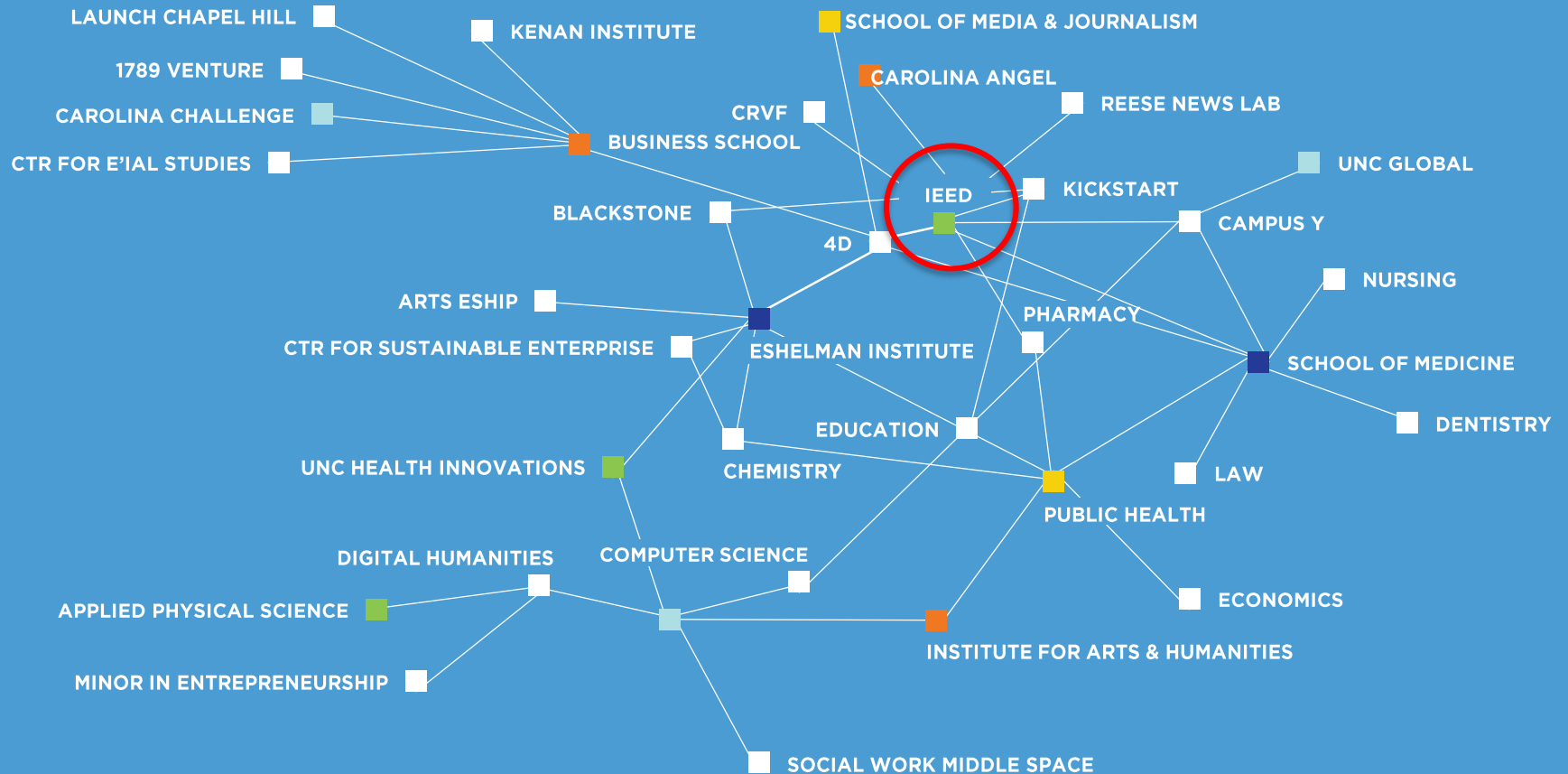


# INNOVATE CAROLINA NETWORK

Pre-2010

2015

Today



# OFFICE OF COMMERCIALIZATION & ECONOMIC DEVELOPMENT

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## **VISION**

North Carolina, the world, and the University gain significant social and economic benefits from UNC-Chapel Hill's robust commercialization work.

## **MISSION**

Accelerate the commercialization of important ideas into meaningful products, services and processes, while maximizing benefit to society and the University.





# COMMERCIALIZATION PRIORITIES & OUTCOMES

**Be a top commercialization operation.** Deliver optimal service, efficiency, speed and outcomes.



**Develop the IP pipeline.** Find technologies as early as possible, assess, and develop them.



**Help create stronger startups.** Improve support services, funding and alignment of resources.



**Build innovation capacity.** Increase innovation capacity of faculty, staff and students.





# ECONOMIC IMPACT: NORTH CAROLINA + BEYOND

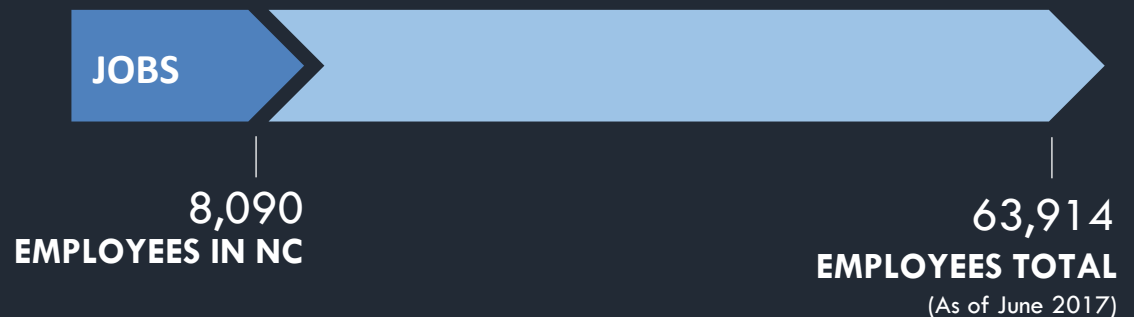
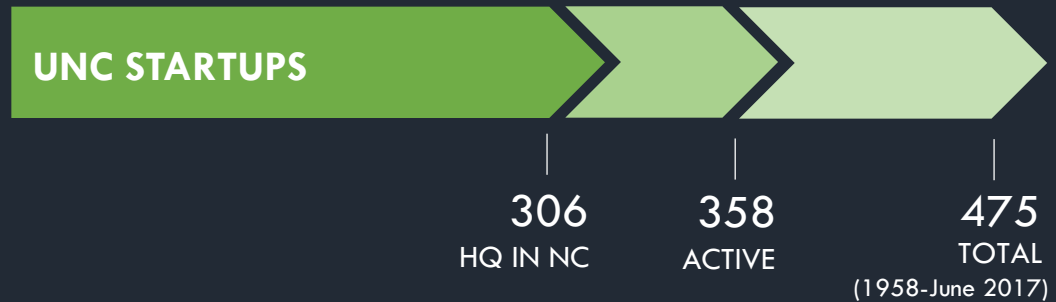
## UNC-Chapel Hill IP-Based Startups



**ANNUAL REVENUE**  
(Snapshot: FY2016)



**FUNDING RAISED**  
(SINCE 1958)

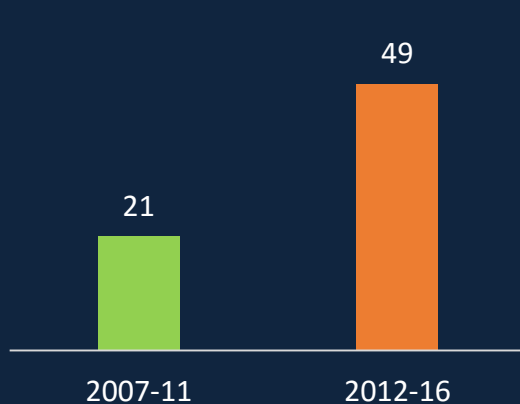


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# COMMERCIALIZATION RISING

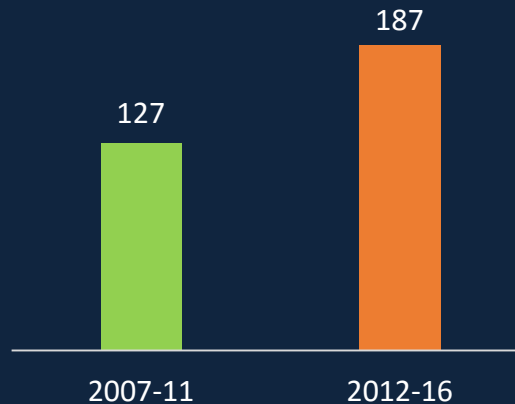
## IP-BASED STARTUPS

133%  
INCREASE



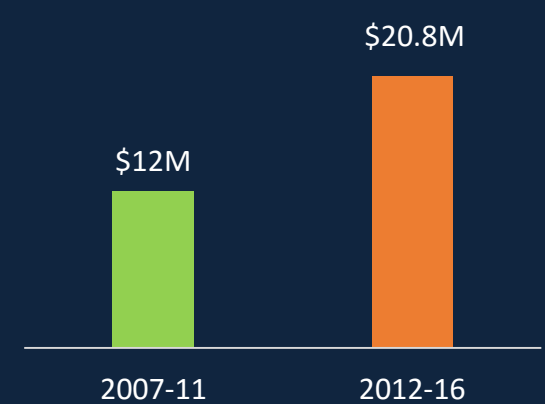
## PATENTS ISSUED

47%  
INCREASE



## LICENSING REVENUE

73%  
INCREASE

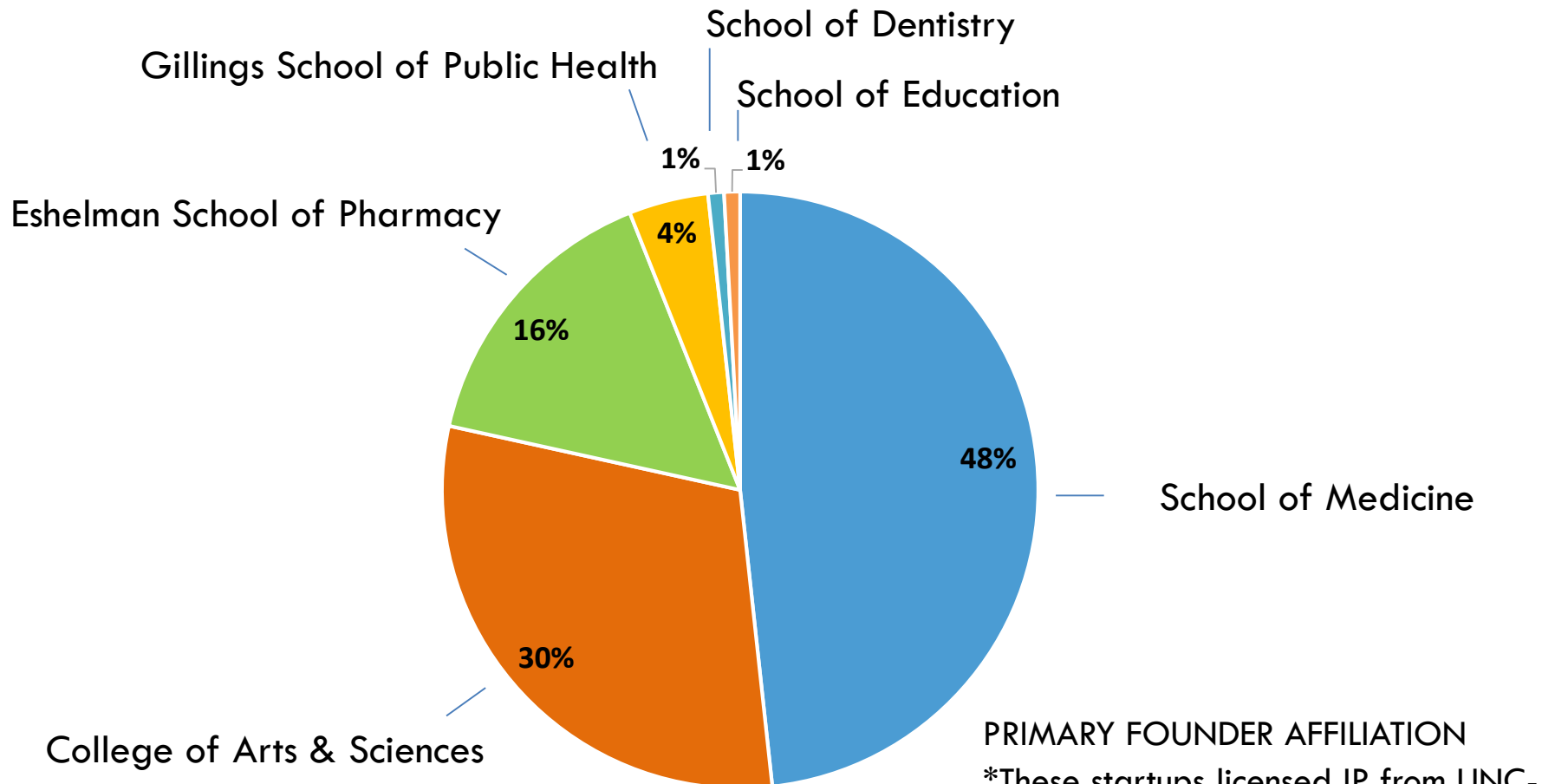


Source: Association of University Technology Managers



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# STARTUPS BY SCHOOL



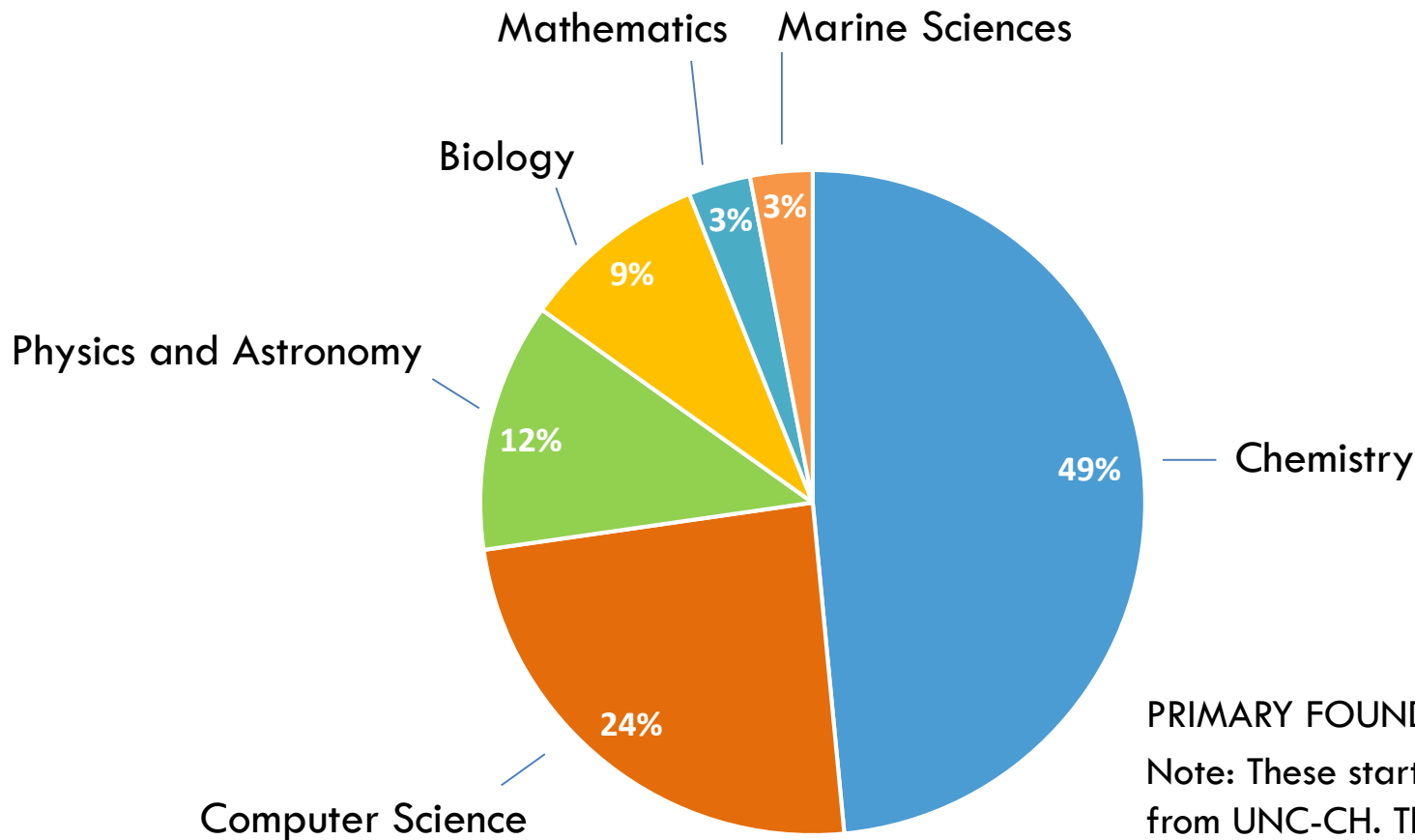
## PRIMARY FOUNDER AFFILIATION

\*These startups licensed IP from UNC-CH. The schools of key faculty founders are indicated.



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# STARTUPS FROM COLLEGE OF ARTS & SCIENCES



## PRIMARY FOUNDER AFFILIATION

Note: These startups licensed IP from UNC-CH. The departments of key faculty founders are indicated.

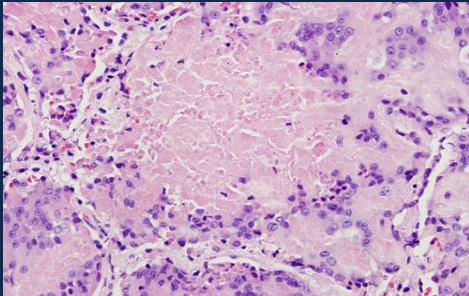


# UNC STARTUPS

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# COMMERCIAL STARTUPS: HUMAN IMPACT



Develop cancer drugs to inhibit tumor growth.



Uncover novel therapies for cystic fibrosis.



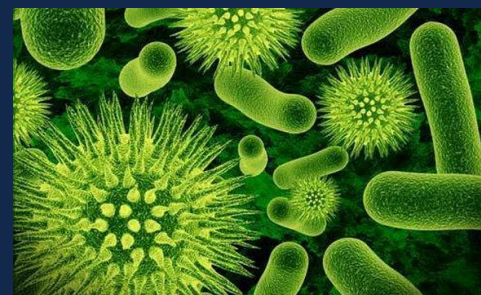
Find less toxic ways to treat cancer patients.



Create the first drug for bilateral lung transplant patients.



Use a liquid biopsy to diagnose diseases via a simple blood test.



Fight the battle against antibiotic-resistant bacteria.



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# PROGRAM RESULTS



**\$137M** IN FUNDING RAISED SINCE 2009  
KICKSTART VENTURE SERVICES



**\$115M** IN FUNDING RAISED SINCE 2015  
CAROLINA RESEARCH VENTURES FUND



**90 MEMBERS 6 MONTHS**  
CAROLINA ANGEL NETWORK



**\$12.5B** IN FUNDING RAISED BY UNC  
STARTUPS SINCE 1958  
COMMERCIALIZATION



**\$15M** IN FUNDING RAISED SINCE 2013  
LAUNCH CHAPEL HILL



**40,000+** LIVES IMPROVED SINCE 2013  
CUBE



**\$665K** IN PILOT FUNDING SINCE 2013  
CENTER FOR HEALTH INNOVATION



**\$50K** IN ANNUAL PRIZE MONEY SINCE 2005  
CAROLINA CHALLENGE



THOUSANDS OF STUDENTS PER YEAR  
ENTREPRENEURIAL EDUCATION



**\$100M** ESHELMAN GIFT **\$50M** GILLINGS GIFT  
PHARMACY & PUBLIC HEALTH INNOVATIONS



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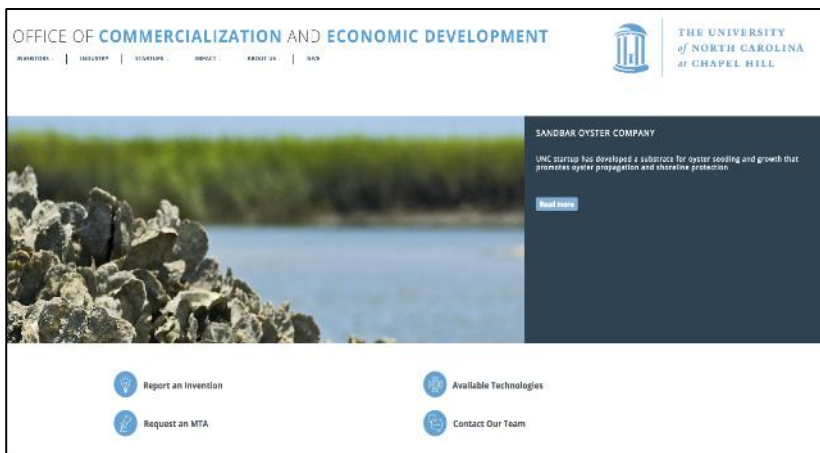


# GET INVOLVED

innovate.unc.edu



oced.unc.edu



Newsletter

