RESEARCH PARK
UNIVERSITY OF ILLINOIS URBANA-CHAMPAIGN

CORPORATE PARTNERSHIPS + TECHNOLOGY INNOVATION + STUDENT RESEARCH + ENTREPRENEURIAL SUPPORT
Where Innovation and Economic Development Intersect: The Research Park at the University of Illinois at Urbana-Champaign

The Research Park is the University of Illinois at Urbana-Champaign’s most visible result of technology commercialization by faculty, staff, and students. The Research Park’s public-private partnership with Champaign County’s Fox/Atkins Development has been critical to its success. The University first entered into a partnership with Fox/Atkins in May 2000 after a competitive bidding process. Fox/Atkins, based in Champaign, manages the Fox/Atkins leases the land from the University. The University Research Park, LLC is governed by a Board of Managers including participation from the private sector. Pictured left to right: Laura Frerichs, Director of Research Park; Ed McMillan, University of Illinois Board of Trustees; Pat Daly, President of the University of Illinois Research Park LLC; and Rick Stephens, CEO of Fox/Atkins. The Research Park Board of Managers

Three of the most significant value propositions have been the opportunities afforded for faculty to develop and commercialize new technology in conjunction with their academic work; the established companies to collaborate with University of Illinois faculty and researchers; and for students to experience highly regarded internship opportunities.

The Research Park’s thriving innovative community is the result of an intentional transformation in the University of Illinois’ approach to entrepreneurial activity, one that encompasses the entire campus.

Where Innovation and Economic Development Intersect: The Research Park at the University of Illinois at Urbana-Champaign

Overview

The Research Park at the University of Illinois provides an environment where technology-based businesses can work with faculty and students to take advantage of opportunities for collaborative research and easy access to University labs, equipment and services.

Located on campus, the Research Park is now home to more than 90 companies and growing, employing more than 1,400 people in high-technology careers. At any given time more than 90 student interns are working in these companies gaining valuable work experience while making real contributions to corporate R&D and product development programs. Publicly traded firms in the Research Park include Caterpillar, Deere & Company, Littelfuse, Riverbed, SAIC, Sony, State Farm, and Yahoo. The Research Park is also home to 35 startup companies that are commercializing technology. EnterpriseWorks, the Research Park’s 43,000-square-foot business incubator for early-stage tech firms, is operated by the University of Illinois to help launch successful startup companies.

The Research Park at the University of Illinois at Urbana-Champaign

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RESEARCH PARK @ UI

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University itself; it has absorbed a vibrant, multidisciplinary community producing highly influential technological advances – a reflection of the modernization of land-grant research in agriculture and engineering.

“The mission of the Research Park is much in collaboration with the mission of the University of Illinois,” said Ed McMillan, chairman of the Board of Managers for the Research Park and a University of Illinois trustee. “In addition to teaching – in addition to research and outreach – it’s also commercialization that is the core mission.”

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To leverage many resources there are to support entrepreneurs through mentoring and financing and building that house the companies,” said Laura Frerichs, Director of Research Park. “We support and encourage entrepreneurship as catalyzing where being in a research lab and translating what is being done in a research lab and translating into a commercializable product.”

“The Dean of Illinois correlated hardwiring the EnterpriseWorks tool incubator in 2000, and the first tenants moved in early 2004. It is a single location between research at the university and technology commercialization by faculty, staff and students.

One of the Research Park’s strengths is as a place where even the newest of startups settling in at EnterpriseWorks are comfortable rubbing shoulders with established national and international corporations.

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The University of Illinois has embraced entrepreneurship and woven together a mix of support resources and programs to fuel technology commercialization. Entrepreneurship opportunities are being sought out in research labs, early-stage funding is helping accelerate new companies, students are being mentored, and a vibrant incubator is housing new startup ventures.

To innovate is to translate knowledge and ideas into economic growth and social well-being. The University of Illinois is a leader in conducting groundbreaking research that forms the foundation for meaningful innovation. Its discoveries have led to products and services that have a profound impact on human lives.

The University has embraced its role as an engine of innovation by incorporating economic development as a cornerstone in our mission of teaching, research and public service. One of the results has been the creation of a system of resources to work with both the campus community and corporate partners to facilitate the protection and transfer of intellectual property.

Economic Development Through Innovation
It has been said that every new business must solve a problem. Problem solving is at the core of what the startups at EnterpriseWorks, the 43,000-square-foot business incubator in the Research Park for early-stage tech firms, do every day.

Named in 2011 as one of Inc.com’s “10 Start-up Incubators To Watch,” EnterpriseWorks includes companies innovating in areas spanning biotechnology, chemical sciences, software development, sustainability and materials sciences. Through the commercialization of leading research from across the University of Illinois, its startups are working to address challenges with transformative results.

The 30-plus startups that occupy the office suites and labs at EnterpriseWorks showcase the potential of innovation in our community. Most, but not all, have a connection to the University. Some have been founded by staff, students, or faculty, while others have licensed technology from the UI.

Owned and operated by the University of Illinois to help launch successful startup companies, EnterpriseWorks is at the heart of the Research Park’s community building efforts. Its atrium is a hub of activity with weekly events open to all tenants such as training workshops and lectures by seasoned entrepreneurs. Most of the entrepreneur support services and resources that the park offers are facilitated by or at EnterpriseWorks, including the popular Entrepreneur-in-Residence program cited by Inc.com.

“For tech firms that need some time to get their business in order, a residency at EnterpriseWorks provides office and lab space, meetings with the incubator’s entrepreneurs in residence, and the option to hire student employees from the University of Illinois’s student body,” Inc.com wrote.

EnterpriseWorks also serves a practical purpose for Research Park tenants, providing amenities such as a shipping/receiving area, shared lab space and equipment; and a co-locates server room for leasing by the server or rack.

A major goal of EnterpriseWorks is to “graduate” companies. Length of stay at EnterpriseWorks is determined on a case-by-case basis. More than a dozen EnterpriseWorks graduates remain in the Research Park. One such company is Chromatin, a biotech startup that opened lab space in 2005 and expanded into a 5,000-square-foot office/research and development suite in 2010.

“The staff at EnterpriseWorks has access to a lot of supplies, equipment and resources that we never would have had as a small company on our own,” said Chromatin’s Shawn Carlson, a senior project leader.
STARTUPS CURRENTLY IN ENTERPRISEWORKS INCUBATION PROGRAM

EnterpriseWorks Company Industry Sectors

- Biotech: 50%
- Clean Tech: 24%
- Information Technology: 5%
- Nanotech/Materials: 21%
- Consulting Service: 6%

Technology Sectors: EnterpriseWorks companies are commercializing a wide range of technologies, but the largest categories are: Software/IT, Biotechnology, Nanotech/Materials, and Clean Tech 6%.

UI Company Origin:
- UI Faculty Member: 21%
- UI Student or Recent Alumni: 24%
- UI Staff: 10%
- Other: 5%

UI Company Origin: 56% of companies report their origin as coming out of a University department or lab (does not include student owned firms).

Licensing: 45% of firms report have IP licensed from UIUC, 18% have pending licenses.

Enterpriseworks Graduate Tracking

- 28% remain in the Research Park
- 30% remain in Champaign County, IL
- 30% are no longer in active operation

Incubation History: Since the Research Park opened in 2001 through 2011, there have been 127 clients in the incubator. Nearly an equal number of firms enter and exit the incubator, each year, keeping it a vibrant location for early-stage firms.

Post Graduate Location: Of the firms that successfully graduate, 28% remain in the Research Park, 45% remain in Champaign County, and a total of 78% remain in Illinois.

Development in Incubation: Have companies use their time in incubation to develop products and get to market. As a result, 45% of firms have reached the stage of selling products to customers. Most firms have prototypes completed within the first year of incubation.

Product Stage and Sales

- Have an industry JDA or other type of industry research collaboration: 21%
- Have a product available to sell to customers: 45%
- Have a product available to sell to customers: 52%
- Prototype completed: 72%
The Research Park’s evolution has been significantly influenced by its relationship with Champaign-based developers Fox/Atkins Development, LLC. Fox/Atkins, a partnership formed by local businessmen Peter Fox and the late Clint Atkins, has been the only developer in the history of the Research Park. The company was responsible for transforming the land from fish ponds, agricultural fields and livestock barns to a thriving, supportive environment for the modern tech entrepreneur.

“Having them partner with the University 10 years ago was really critical to being able to even move forward with the vision and the dream,” said Ed McMillan, a University of Illinois trustee. Fox/Atkins will help guide the park into its maturation phase as another 10-year developer agreement was signed in early 2011. The company handles the development of the property and construction of buildings. It also leases Research Park office and lab space, working with prospective tenants to meet their needs.

Fox/Atkins has had a major impact on the “look” of the Research Park. The original aesthetic vision for the park was to match the Georgian brick style emblematic of the University of Illinois campus, but that has evolved over time. “A big compliment we have when we tour the buildings sometimes is “I forgot I was in Champaign-Urbana,” said Laura Frerichs, Director of the Research Park, who has been a leader in the Research Park’s development and administration since 2006. “We love Champaign-Urbana, but we want to have a new fresh perspective that this is the kind of tech community that people didn’t expect to find in Central Illinois.”

Fox/Atkins has been instrumental in implementing the community amenities of the Research Park. The addition of the iHotel and Conference center, a joint project between the university and the developer, has become a critical component of the Park’s ability to serve its community.

Positioned with a uniquely global yet local perspective, Fox/Atkins is keenly aware of how important the Research Park is not only to the university and its tenants, but also to the Champaign-Urbana community.

“Building the tech sector in the Research Park will stimulate the local economy and address the most important goal of creating meaningful job growth in our community that changes the future of Champaign-Urban,” said Peter Fox.
Innovation is the watchword by which Littelfuse, Inc. climbed the ladder of the fuse industry. And a desire to continue that trajectory is one of the many reasons Littelfuse collaborated with the Research Park and Fox Development Corporation to create a customized 14,500-square-foot, stand-alone research and development center. The building’s crown jewel is the company’s state-of-the-art High Power Testing Lab, which is positioned to accelerate Littelfuse’s product development efforts and support customers’ product testing requirements. Littelfuse designs and manufactures fuses and other circuit protection devices for virtually every product that uses electrical energy, including consumer electronics, automobiles, and industrial equipment. The company has made more than a physical investment in the engineering facility; it also relocated some of its top talent from a Chicago-area location.

"This technology center is a physical reminder of that commitment to continuing that rich history with research and development at the heart of it," said Littelfuse CEO Gordon Hunter. At its 2011 grand opening, Hunter described the facility as a "catalyst for Littelfuse to continue to imagine new solutions that will better protect both existing and emerging technologies." Hunter also called its location at the UI Research Park "strategic." Littelfuse products are used in virtually every device ranging from cell phones to solar power systems, from gaming consoles to flat-screen TVs, in 2011 alone, Littelfuse products were in 7 billion devices worldwide. To ensure the high power technology’s safe and reliable delivery of electrical energy, key to the selection of the Research Park for the high power testing lab was the opportunity for collaboration with the University of Illinois, both with faculty and with students in the College of Engineering.

"Working together our universities and industry can develop strategies to strengthen the skills of a future workforce," Hunter said. "This high power testing lab is the cornerstone of those collaborative opportunities. The company has made the lab available to support the University’s power engineering curriculum."

"It’s difficult for most people, including engineers, to comprehend the incredible damage that would be created if electrical power is not safely controlled. By locating the high power lab on campus, students can witness this scenario in a safe environment," said Dr. Jeff Wilt, Vice President and General Manager of the Electrical Division at Littelfuse. "This is where theory and practice intersect. This is the future and we’re excited to be a part of it."
Looking back, it was as if Yahoo! swept into Champaign-Urbana overnight. Although its entry into the Research Park in late summer 2007 was swift, it was nothing but strategic. After Motorola decided to close its Research Park hub, Yahoo! was quick to take advantage of the opportunity. “Yahoo! saw it as a very strategic location because of its proximity to the University of Illinois,” says Yahoo! engineering director Cathy Singer. “Also they saw it was a very highly talented pool, not just the engineers coming from Motorola but other engineers in the community because of the university.” Since it took up residence in the Research Park, Yahoo! has become one of its largest employers with more than 90 full-time staff. And the quality and consistency of its professional workforce is one reason why Yahoo! has made a strong commitment and investment in the Champaign location regardless of the distance to the California headquarters.

The Story of Yahoo! at the University of Illinois Research Park

Recruiting and hiring high-caliber talent is one of the ways Riverbed Technology maintains its competitive edge and continues to grow its operations. The ability to attract and retain quality engineers is one of the main reasons the California-based IT company opened an off-site location in Champaign-Urbana. “When we looked for a presence in the Research Park at the university of Illinois, the value proposition is high,” said Ken Sarno, senior manager of quality assurance. Riverbed develops technologies that optimize bandwidth and speed up wide-area networks (WAN) and saves clients time and money. Headquartered in San Francisco, the company has offices in six states and more than 30 countries. Sarno, who has both a bachelor’s degree in engineering and a master’s degree in human factors from the University of Illinois at Urbana-Champaign, manages quality assurance engineers who test the company’s signature Steelhead and Steelhead Mobile products.

From Recruiting to Retaining Talent

The company believes that scouting talent is a challenge, and the pool available from the university and the surrounding community is top-notch, Sarno says. In its first five years, Riverbed has added 28 employees to the Champaign-Urbana operation. Finding, hiring and compensating talent in the San Francisco Bay Area comes at a premium. “It’s a lot less expensive here,” Sarno said. “We’ve been trying very hard to build up more of an engineering presence in Champaign because of the cost savings.”

Riverbed Technology: For Quality Talent, California Company Heads to the (Mid)west

“IT’s a great opportunity to work for a high-tech company like Yahoo! but yet live in a place like Champaign that is very family-oriented, and the cost of living is reasonable,” Singer says. In addition to hiring graduates the company has made other synergistic connections with the University of Illinois. It actively has developed relationships with faculty members who do research in relevant areas. And, Yahoo! has collaborated with the University on a sponsor for the Illinois Cloud Computing Testbed, the world’s first cloud testbed aimed at supporting both systems innovation and applications research within a single microcosm. There is relevance to the Yahoo! site within the Research Park, where the staff focuses on two major projects – both involving cloud computing. As Chief Keep of Excellence, a team of engineers works in Hadoop, an open-source framework that allows massive data processing distributed across thousands of nodes and petabytes worth of data. Another component is a data pipeline project that handles, aggregates and processes data generated from clicks on Yahoo!’s ad serving platforms. The team is known for its innovation – although not a research center, engineers at Yahoo!’s Champaign site filed 15 patents and published papers on a variety of topics in 2009 alone. “The engineers here have proven to be able to quickly learn new technologies,” Singer says. “They’ve also had a very low attrition.” As a result, the company feels very comfortable putting a big investment into the Champaign site.”

The University of Illinois Research Park

The university opened the Research Park in late 2006 and has begun to see the benefits of the investment. It has attracted high-tech companies like Yahoo! and Riverbed Technology, which has contributed to the local economy. The park is home to over 200 companies and organizations, including Motorola, IBM, and Microsoft. The campus is located in the heart of Champaign-Urbana, a city known for its high-quality of life and low cost of living. It is a great place to live and work, and the park is becoming a hub for innovation and growth.
CATERPILLAR: STUDENT MENTORING BRINGS POSITIVE RESULTS

It’s not uncommon for a University of Illinois engineering professor to bring a class to tour the Caterpillar Champaign Simulation Center. It’s also not uncommon for one of the students on that tour to later join the Center’s crop of student interns.

“We make a promise to them that we’re going to teach you how Caterpillar uses those technologies that you’re learning about in class to develop our product,” says Walter Lohmann, Center manager.

To address strong demand for virtual product development and simulation from various business units, in 1999 the Peoria-based company opened its Champaign Simulation Center in cooperation with the UI’s National Center for Supercomputing Applications (NCSA). The vision of the CSC was to cost effectively provide advanced analysis, design, and simulation services for the company.

“The mission is to use computer-aided engineering to develop products,” Lohmann said. “Because the cost of building a prototype of a car or a tractor is very expensive. You want to use the computer before you commit to build.”

The Center’s “customers” are Caterpillar Design ADM: Giving Student Interns Invaluable Experience

The Archer Daniels Midland (ADM) Bioenergy Modeling Center in Research Park employs student interns to perform computational work, conceptual engineering, and modeling to evaluate the feasibility of manufacturing specialty chemicals.

One such chemical is glycol, which is made from glycerin (a byproduct of bio-diesel). Due to its solvent, moisturizing, and cooling properties, glycol is used in a number of consumer products ranging from paints and household cleaning agents to cosmetics and medicines to automobile radiators.

ADM hires interns who are majoring in Agricultural Sciences, Chemical Engineering, and Chemistry. The Center has been open since late 2007, but the relationship between ADM and the University of Illinois is long-standing. That partnership was strengthened in January 2011, when the company founded the ADM Institute for the Prevention of Postharvest Loss with a $10 million grant to the University of Illinois at Urbana-Champaign. The global institute will focus on eliminating the global problem of food waste by working with smallholder farmers in the developing world to help preserve millions of metric tons of grains and oilseeds lost each year to pests, disease, mishandling and other factors.

The ADM center in Research Park is used as a part-time homework for ADM employees that work in groups including feed, IT, and fermentation, who often visit campus and interact with various units and operations within the University.
BEING A GOOD NEIGHBOR

The State Farm Research and Development Center is a place where talented students collaborate with company staff, professors and other professionals. A prime example is Scott Christensen, a university student who was in his second year at the University of Illinois when he came to State Farm through an internship program. Christensen worked on projects in the design, development and testing of new mobile applications. He later returned to the Research Park to work with students.

The emphasis, says Christensen, is learning, teaching and research. “We look at ourselves as a community,” Quarton says. “In trying to be a good neighbor – to use our own State Farm vernacular – we want to be an active member of the vibrant campus population.”

Student interns and employees support the Research Park by assisting with the development of an actuarial science program that helps drivers under age 25 receive a discount on their auto insurance. The program provides assistance with the development of an actuarial science program that helps drivers under age 25 receive a discount on their auto insurance. The program is a collaboration between the State Farm and the University of Illinois, and it is offered through the Research Park.

But if there is one word that sums up the talent at the Research Park, it is innovative. Student interns and employees make up approximately a third of the day-to-day workforce at the Research Park. Their value stems from their ability to produce results. Highly skilled graduate and undergraduate students hired as employees and research assistants can supplement full-time staff year-round, as well as in the traditional summer internship period.

The State Farm Research and Development Center is a place where talented, creative, hardworking and full of ideas. Student interns and employees play an active role in the development of the Research Park, and they are an integral part of the research park’s culture and structure.

Here’s what they are saying about student interns at the Research Park:

“Megan has had a significant impact at Caterpillar by helping transform Caterpillar from a ‘Fix-it’ (test-based) organization to a ‘Prevent It’ (simulation-based) organization.” – Caterpillar

“Jay has been very adept at understanding and adapting new technologies to his and our needs. His hard work will help pave the way for the growth of our local shopping centers.” – Common Ground Publishing

“Almost anyone is a good neighbor, but student interns are extra special because of the students hired as employees and research assistants are cost-effective. Wages for student interns, employees and research associates are substantially lower than full-time hires (40-50 percent). Hiring interns is a recruiting strategy for many Research Park tenants; interns are prepared for full-time employment through training as well as familiarization of company culture and structure.

STUDENT WORKFORCE: An Invaluable Resource

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There is nothing “typical” about student interns at the Research Park. They have a variety of backgrounds and degrees. Many have engineering backgrounds, while others have backgrounds in business, architecture, communications, and more. Student interns are not only productive, they are cost-effective. Wages for student interns, employees and research associates are substantially lower than full-time hires (40-50 percent). Hiring interns is a recruiting strategy for many Research Park tenants; interns are prepared for full-time employment through training as well as familiarization of company culture and structure.

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“The entrepreneurial environment and up-close access to cutting-edge nutrition science and technology fuels product development while providing many other benefits,” said Wayne Wargo, site director. “First, the Research Park strengthens our relationship with the University of Illinois at Urbana-Champaign, building upon our joint innovation and research. Second, we have targeted access to faculty expertise and facilities. Finally, it provides access to high-caliber talent to meet current and future needs.”

“Innovation is the lifeblood of Abbott Nutrition and our alliance with the Research Park challenges us to think differently about both our products and our processes,” said Dr. Robert H. Miller, divisional vice president, R&D and Scientific Affairs, Abbott Nutrition. “The aging of the global population and our expansion into emerging markets require us to be faster and smarter at product development. This partnering both challenges our research and development while growing our innovation.”

The focus of Abbott’s Research Park facility is nutrition product development for all life stages, from pregnancy to elder care. Abbott recruits highly-skilled food science and human nutrition graduate students to work on a wide range of nutrition-related projects, including preliminary research, topic evaluation and increasing awareness of best practices in nutrition science. Abbott’s Global Pharmaceutical Operations also employs students to work on data analysis projects.

The site also provides a strong recruitment pipeline of talented potential employees for Abbott, which is headquartered north of Chicago. About 1,000 of Abbott’s more than 80,000 global employees are University of Illinois alumni. “What sets University of Illinois graduates apart is they are not only accomplished in their fields of study, but in business-critical skills, such as creative problem solving, innovative thinking and social responsibility,” Wargo said. “These are attributes Abbott seeks in all its employees.”

Since opening in the Research Park in mid-2009, Abbott has been deeply engaged with broader campus research efforts. Abbott is a member of the School of Chemistry Sciences Corporate Partnership Program and an industry partner of the Center for Agricultural, Biomedical, and Pharmaceutical Nanotechnology, a NSF-sponsored Industry/University Cooperative Research Center. Abbott has shown its commitment to the Park by actively helping other tenants. Most recently, Abbott made a generous donation of equipment that is now available to startup companies through the shared lab equipment facilities located at the EnterpriseWorks incubator.

“Innovation comes in many forms. Sometimes, it means looking at an old problem through a new lens. ImmuVen’s technology is based on research that takes an unconventional approach to attack disease. The company has a license agreement with the University to develop a suite of products that address cancer and methicillin-resistant organisms (e.g. MRSA), a drug-resistant staph infection responsible for more than 18,000 deaths in children and adults each year. “An antibiotic that we all know about and sometimes take is designed to go in there and kill the bacteria,” said company co-founder David Kranz, a University of Illinois biochemistry professor. “But what we’re doing is designing something that actually takes care of the toxins secreted by a bacteria which is doing a lot of the damage. It’s a different approach but one we think has promise to control staph.”

ImmuVen: Tech Transfer at Work

The company opened its office in EnterpriseWorks in 2010, where it also occupies lab space. It has received two grants from the National Institutes of Health for research and development. Kranz is an experienced entrepreneur who sold a company he co-founded to Abbott Labs in 2002. ImmuVen’s technology focuses on the engineering of T cell receptor proteins for treatments in which conventional drugs have proven unsuccessful. The company believes its approach has multiple applications for use to treat a wide range of ailments.

ImmuVen plans to further its goals through contract research and strategic partnerships with pharmaceutical and biotechnology companies. The company’s next steps will be to get into the FDA approval process and move towards clinical trials.
Instead of spending time trying to find workspace and lab space that suits our needs and customize it to do the things we do, we were able to come into EnterpriseWorks and get space that works for us and hit the ground running,” he says.

AMI’s self-healing systems are engineered to lengthen coating lifetimes, thereby reducing the costs (principally labor) and disruption associated with the recoating of surfaces. The company worked quickly to engage with a dozen industry partners to test the commercial applications of the self-healing coatings and completed manufacturing scale-up.

“Having an environment where you can bring technology to the market around people who are doing the exact same thing with infrastructure that actually facilitates that process, is really important,” Wilson says. “The leadership of EnterpriseWorks and the Research Park does a good job of bringing entrepreneurs together to create an ecosystem where we can all grow as professionals, but also allow our companies to flourish.”

The company has maintained close ties to its roots by continuing to tap University of Illinois resources whenever possible and appropriate.

“That’s been key throughout the whole process of this company. We have constant access through facilities use agreements for resources we need at the university. For a company of our size it would be impossible to put those resources in place,” says Magnus Andersson, vice president of business development.

Vice president of technology development Gerald Wilson says AMI’s presence at the Research Park – they occupy office space as well as labs in the incubator – has given the company a competitive advantage, since its principals are able to focus on getting its product to market as soon as possible.

A significant benefit of being a tenant at the Research Park at the University of Illinois is the ability to access campus resources. Companies can gain access to University of Illinois laboratory equipment and facilities by entering into Facilities Use Agreement and/or Technical Testing Agreements with the University.

“We’re using the confocal microscope at The Institute of Genomic Biology which allows us to do state-of-the-art science without having to buy the equipment ourselves,” said Otto Folkerts, Director of Transgenic Programs and manager of Chromatin’s Champaign operation.

The top requested research facilities include the cleanroom labs within the Micro and Nanotechnology Laboratory; various sophisticated lasers; and microscopy. In the future, companies may access the Blue Waters sustained petascale computing facility.

Companies also have access to rapid prototyping and machine shop services through the Department of Mechanical Science and Engineering. Clients pay on a cost-recovery basis (materials and labor only), so prices are extremely low compared to commercial service options. Faculty/staff companies located in EnterpriseWorks and the Research Park are able to setup interdepartmental agreements for technical testing or facilities use, resulting in substantial savings versus external company use rates.

Additionally, EnterpriseWorks allows incubator clients to purchase laboratory supplies through university stores. It has agreements with major suppliers, including Fisher Scientific and VWR, which extend university pricing to startup companies located in the Research Park.

Facility Use on Campus: Affordable Access to Quality Resources
It happened one night in the Research Park.

Brian Jurczyk, co-founder and CEO of Starfire Industries, was discussing the idea of starting a company with another company located in the Research Park, and an idea was born that may address a worldwide agricultural and environmental issue.

It’s all about finding and cultivating a champion within that organization that will go to the bat for you and the STTR allocation is .3%. Awards are based on small business requirements, and how appropriate it is for your business. Grants are also compatible with most investor-funding. The SBIR grants, on their own, often aren’t enough to “go the full distance to prototype or to get from the lab into the clinical practice in a time that’s perfect for the field,” said Patricia Jeng, company president and founder. “There is one technology that突破s the SBIR grantor’s mission to innovate and will help fund further research and development. Without the support of the federal government’s Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs, Mimosa’s founder and inventor wouldn’t have been able to commercialize products.

Technology Innovation

LEVERAGING CORPORATE & GOVERNMENT PARTNERS FOR R & D: STARFIRE

The company has used SBIR grants as its foundational platform for commercialization, and the STTR program has been useful in transitioning technology and attracting corporate partners to provide matching funding. The SBIR grants, on their own, are often “just not enough to get from the lab into the clinical practice.”

Mimosa Acoustics: Grants “Fulfill Our Dreams”

SBIR/STTR Funding

In the State of Illinois there has been $353 million in SBIR and STTR awards made to small businesses over the last 10 years. Funding has been increased annually in the Research Park, and an idea was born that may address a worldwide agricultural and environmental issue.

Brian Jurczyk submitted a proposal to the National Science Foundation, which funded further research and development of a Stage 1 SBIR (Small Business Innovation Research Program) award for precision agriculture. The idea has attracted interest from other companies on the Research Park, a local agricultural farming cooperative and the University of Illinois. Future opportunities for collaborations are a possibility, depending on the outcome.

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The corporation typically are interested in the same technology, and have a need for the product or process, but don’t want to take all the risk in funding it. As a result, the company has licensing agreements with a Fortune 50 and a NASDAQ medical firm, and is working on more.

“Mimosa Acoustics develops and manufactures medical devices for assessing corporate partners to provide matching funding. The SBIR grants, on their own, often aren’t enough to “go the full distance to prototype or to demonstrate that product fully,” Jurczyk says.

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iCyt is synonymous with innovation and entrepreneurial success in Champaign. Founder Gary Durack’s company was one of the first tenants at the Research Park, opening an office with just two employees.

In 2005, the firm moved into its own Research Park building, financed with the help of developer Fox/Atkins. And just five years later after that, the Japanese electronics giant acquired iCyt to enter a new area of biotechnology led by iCyt’s biomedical product using Sony Blu-Ray technology for medical applications. The acquisition was a boon to investors, the University of Illinois Tech Transfer system, as well as the iCyt founders and employees.

“The University, Research Park and community have all been very supportive of iCyt. They have helped us function like a big company and compete with big players in our industry,” Durack said at the time of the acquisition.

The company’s upward trajectory can be credited to many sources—innovative technology and solid business acumen among them. But also it is a tribute to its ability to leverage the technology commercialization at the University of Illinois and the local tech ecosystem.

iCyt’s attractive technology portfolio includes:
- Innovative cell-sorting equipment
- Research analyzers for pharmaceutical and biotechnology companies
- Medical centers and research institutions
- Collaboration with the University of Illinois at Urbana-Champaign’s College of Veterinary Medicine;
- The Institute for Genomic Biology;
- Carle Foundation Hospital in Urbana.

“iCyt’s attraction to Sony was due to the collaborative approach to research in another example of the ability to leverage local resources. Partners have included the University of Illinois at Urbana-Champaign’s College of Veterinary Medicine, The Institute for Genomic Biology, and Carle Foundation Hospital in Urbana. When Sony was evaluating our business, they appreciated the collaboration with the University and the facilities in the park that support our business,” Durack said. “I am extremely thankful to the University, Fox/Atkins Development, our investors and the community for their support.”
Hans Blaschek had the unusual experience of being the accidental entrepreneur. Blaschek, a University of Illinois professor of food microbiology, recognized early on that his laboratory discoveries had commercial potential. But it wasn’t until John Banta and Jim Keating of IllinoisVENTURES, LLC – the seed and early-stage technology investment firm created to help commercialize University of Illinois technologies – knocked on his office door that Blaschek co-founded a company.

TetraVitae Bioscience – which produces biobutanol using a proprietary fermentation process and enhanced microorganism platform – is the outcome of that pairing. Its product is a scale up of technology that Blaschek developed in his lab, a bacterial organism that produces high concentrations of biobutanol.

“Because butanol is so toxic to the organism even very tiny incremental increases are a big deal. That’s why we patented the microorganism at that time,” he says.

TetraVitae has outside funding from investors including IllinoisVENTURES, RPM Ventures, Country Financial and Harris & Harris Group. It exclusively licensed the technology from the University of Illinois, where it set up its labs at the EnterpriseWorks incubator. In 2011, the company reached a major milestone as it successfully completed the demonstration of its process to produce biobutanol in a corn dry-mill pilot plant, showing it can be economically viable on a large commercial scale. TetraVitae has outside funding from investors including IllinoisVENTURES, RPM Ventures, Country Financial and Harris & Harris Group. It exclusively licensed the technology from the University of Illinois, where it set up its labs at the EnterpriseWorks incubator. In 2011, the company reached a major milestone as it successfully completed the demonstration of its process to produce biobutanol in a corn dry-mill pilot plant, showing it can be economically viable on a large commercial scale.

“For the demonstration, TetraVitae retrofitted an integrated corn dry-mill pilot facility at Southern Illinois University-Edwardsville’s National Corn-to-Ethanol Research Center.

Blaschek’s direct involvement at TetraVitae tailed off after an active first year, during which he actively pursued venture capital funding and helped make day-to-day decisions. As the company has matured, his role is limited to serving as a board member and being consulted on a scientific basis now and then. He also retains an ownership stake.

“We had a sense that this had a lot of potential on the commercial side,” Blaschek says. “But seeing it now coming to fruition is really the cool part because you can point to it and say, ‘This did evolve as an outgrowth of work carried out in my laboratory.’

IllinoisVENTURES, a seed and early-stage technology investment firm, was conceptualized and launched by the University of Illinois to catalyze the creation and development of research-based companies from the University and the greater region. Consistently named by Entrepreneur magazine to its national list of the top 100 venture capital firms, IllinoisVENTURES is a model for new company formation via public/private partnership. IllinoisVENTURES works with companies at the very earliest stage of development, often before the technology leaves the laboratory. In partnership with the scientist, IllinoisVENTURES becomes a founder of the startup by incorporating the business, providing the first capital and acting as early management. IllinoisVENTURES has led or collaborated on more than 50 new ventures, invested $30 million, and leveraged $400 million in additional third-party investment. In addition to IllinoisVENTURES, other venture capital firms have also chosen to locate in the Research Park including Serra Ventures and Open Prairie Ventures. Both Midwest firms have a history of investing in local technology companies and helping commercialize their technology with management and capital support.

The community also recognized the need to connect local accredited investors directly with new startup firms to provide angel investment opportunities. In 2010, the Champaign County Economic Development Corporation launched the Urbana-Champaign Angel Network (“UCAN”). Each quarter the UCAN Selection Committee reviews prospective deals and provides opportunities for companies to make short presentations to local angels. UCAN has been successful in sparking new early-stage investment in Research Park companies.
One of the first customers was the Illinois State Police, helping bring in some of the first contracts for the company. Welge played a major role in the company’s formation, Learning Group, transformed into a commercial venture. The company’s technology is based on the D2K software environment, which was formed in 2003.

RiverGlass grew steadily from a handful of employees to more than four dozen. It maintains an office in the Research Park but is now headquartered in the Chicago area. Its technology has evolved and advanced beyond its D2K roots; that software environment is now available as open source.

As for Welge, he hasn’t lost the entrepreneurial bug. He is one of the founders of One Llama, a startup also funded by IllinoisVENTURES that focused on music analytics. He is also one of the founders of IllinoisRocstar, which applied the technology in its statewide terrorism and intelligence center.

Without the Research Park infrastructure – besides the physical structure and the networking – and without some of the programs they had in place to help guide the formation of the company – and without the help of IllinoisVENTURES in building the business framework and exposing us to other venture funding, the company wouldn’t have succeeded,” Welge said.

Research Park provides application solutions to government agencies and commands in defense, intelligence, law enforcement, and major corporations. The company recently has started to focus on in silico engineering, with low firms to use the RiverGlass solution on live case data. The company’s technology is based on the D2K software environment Welge, head of National Center for Supercomputing Applications (NCSA) Automated Learning Group, transformed into a commercial center. RiverGlass was acquired by Florida-based Allen Systems Group, which provides IT infrastructure, content management and cloud computing solutions to a wide range of global enterprises, in October 2011.

How Startups Can Leverage Government Funding: IllinoisRocstar

Using simulation computer code technology that was originally developed by University of Illinois at Urbana Champagne’s Center for Simulation of Advanced Rockets (CSAR), IllinoisRocstar has built a thriving small tech company based in the EnterpriseWorks incubator at Research Park.

IllinoisRocstar’s SBIR awards allowed the company to progress from generating an initial business plan to opening an office in the EnterpriseWorks incubator.

Brandyberry has simple advice for startups seeking SBIR funding: read the call for proposals carefully. “The SBIR process is geared to the services put out there, that the agency needs. They might just put in a simple targeted different requests for proposals, but they are fairly targeted pieces of materials,” he said. “But the times that are some those most successful where our code, our science, whatever, that topic that really well.”

IllinoisRocstar is looking to move forward in the commercialization process. The company is in talks to scale to products to market, with potential customers that include government entities as well as industry.

The (SBIR) Program and the Small Business Technology Transfer (STTR Program are two competitive programs that provide funding for the nation’s small, high-tech, innovative businesses as part of the federal government’s research and development efforts.

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Paying it Forward: The EIR at Work

At EnterpriseWorks, the incubator at the Research Park at the University of Illinois at Urbana-Champaign, a big part of the entrepreneur experience is the community that envelops it. Many startups presume they must keep everything close to the vest to succeed. And while there are certainly instances where that tactic is appropriate, networking isn’t one of them, according to Jed Taylor, who serves on the EnterpriseWorks Entrepreneur-in-Residence (EIR) team.

The EIRs assist entrepreneurs and inventors that are considering starting a business, and also provide guidance, advice and training for advanced startups. Their consulting services are funded by EnterpriseWorks.

Taylor believes it is important to help pay forward the knowledge, experience, and perhaps most significant of all – the connections that helped move his startup company forward.

Taylor is now the assistant director of the Technology Entrepreneur Center. Until recently, he served as director of sales for Pattern Insight, a company founded in Champaign that brings powerful data mining technology to the advanced, real-time analysis of every type of system data – code, logs, scripts. The company has now grown to more than 20 employees and is headquartered in California, but retains an office at EnterpriseWorks.

“Our company is a great model. We took technology developed by a University of Illinois professor and students and licensed it from the university.” Taylor said. “We commercialized it and now it’s being used by industry-leading companies.”

Taylor said as an EIR, he tries to get startups to think deeply about their first paying customer and to get the company to think about the customer’s perspective.

He also is happy to provide an introduction or share a networking contact when relevant.

“There’s no reason that companies coming in here shouldn’t learn from experiences we’ve had and it’s hard for us to get into Cisco, QUALCOMM, Motorola,” he said. “We’ve learned that we’ve built the connection, let’s share it with the people here.”

Past Workshop Titles

- Lending for Small Technology Businesses
- Market Assessment and Size
- Making Pro Forma Financial Projections
- Understanding Startup Company Valuations
- Minimizing Fraud in Small Business
- Software Tools to Help your Startup
- Using Outside Providers and Partners to Make Products
- Scaling to Industry as a Startup

An EIR Success Story: Cazoodle

IT startup Cazoodle grew up in the EnterpriseWorks incubator and is one of its proud graduates. A significant reason for its success? Access to the EnterpriseWorks Entrepreneur-in-Residence program (EIR), which provides free consulting to high-potential entrepreneurs who have effectively commercialized technology. The EIRs provide guidance, advice, and training to local technology entrepreneurs, including one-on-one consultations as well as training workshops.

“Cazoodle is a great model. It’s our tool box. It’s why our company is here today,” Lee said. “The value was wide-ranging for Cazoodle, whose deep search technology aggregates data to help consumers make better decisions. Ideas and insight from three different EIRs helped the company develop revenue streams, solidify a pitch for potential investors, including venture capitalists, and fine-tune its focus.

In terms of the revenue stream, it was an EIR who had the idea for the company to monetize its deep vertical search for apartments by pitching it to websites owned by newspapers. The effort was a success, and the company now has 1,500 syndicate partners.

“I see a lot of new and great things coming out of our company. Lee said. “We’ve been doing this since 2006 so we’ve had a chance to meet a lot of great people and work with some of the brightest minds in the IT domain, and we’re pushing that further going forward.”
The company was founded in the spring of 2007 after about 12 years of exploring the technology. The reason there was this long delay between when we started and when we decided to form the company is that I’m a very conservative person, and my colleague Dr. (Sun-Jin) Park is the same. We have followed with great interest the experiences of a number of my colleagues at Berkeley and MIT and elsewhere in starting high tech companies. Having watched them from a distance for a number of years we decided that we would develop the technology as far as we absolutely could, to do everything in our power to ensure the success of the technology. We had been approached on a couple of occasions by investors and even a vice president at the university suggesting we start a company. But we decided to hold off and I’m very happy we did.

Gary Eden, Co-Founder of Eden Park Illumination

Eden Park Illumination, a graduate of EnterpriseWorks, is a lighting technology company commercializing microplasma for use in new thin, energy-efficient lighting solutions. It is based in Champaign.

“The lowest risk is actually to take all your chips and bet them on one product. If that fails, it fails. But it’s almost certain to fail if you don’t do that. If you’re in a market that is really attractive, that actually matters, you’re not going to be the only ones to figure that out. Pretty soon another company is going to … come along and they’re going to spend money and chase faster than you even imagined and they’re going to go after that market with everything they’ve got and you’re still looking at different opportunities and weighing your options. They’re plunging ahead. And pretty soon you’re going to regret that. … If it’s a really good market, you have to bet the farm on that one product and that one idea. It may change and evolve, but you’re not scattered across a couple of different ideas.”

Patrick Chapman, Co-founder and Chief Technology Officer

SolarBridge Technologies, a leading developer of module-integrated microinverters for the solar industry, is working to accelerate the adoption of solar energy. The company is a graduate of the EnterpriseWorks incubator and is now based in Austin.

The ShareThis headquarters is a bit hectic. It’s like most entrepreneurial companies – they’re trying to do a lot with very little. We’re no different. There’s a lot going on. People work really hard and really long hours. I think some of it is pretty good hires, and also some strategic fires where people were let go because they weren’t performing. Individual and team performance is really important in my observation. There’s a tradition of high leverage and impact with a Web company and that’s one of the reasons it’s such an interesting space to be in. It’s really competitive and yet if you start to hit things, good stuff can happen with fairly small numbers of people.

David Goldberg, Co-Founder of ShareThis and CEO of ThreeJoy

ShareThis is the largest market for sharing and influence across the web, reaching 400 million users on 850,000 sites. Started in the EnterpriseWorks incubator, it is now based in Mountain View, Calif.

PEER-TO-PEER LEARNING

Overall Goal For Today’s Talk

- Some misconceptions regarding VC-funded companies and those who “go it alone.”
- Talk about effective use of the Small Business Innovation Research (SBIR) program.
- Leverage to get more.
- Leave time for Q&A at the end while you digest lunch.

Startups Café is a luncheon series that highlights successful entrepreneurs with connections to the Research Park as guest speakers. The forum gives a chance for entrepreneurs to share their story and provide their insights on their success, things they wish they would have known before getting started, and lessons from their entrepreneurial journey.

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David Goldberg, Co-Founder of ShareThis and CEO of ThreeJoy
ENTREPRENEURIAL SUPPORT

Early-stage technology companies with relationships or ties to the University of Illinois at Urbana-Champaign can find a home in the business incubation facility at the Research Park, EnterpriseWorks. The typical length of the incubation period is three years. Startup companies in EnterpriseWorks are focused on getting their products to market and generating revenue. EnterpriseWorks offers various facilities, fully furnished office space in a variety of sizes, high basic salary available as well as full-time lab space for chemical and life science companies. All rooms in EnterpriseWorks have one year agreement based on company progress and the continued need of incubation services.

By virtue of our affiliation with the University of Illinois, Research Park and EnterpriseWorks tenants also benefit from University-administered amenities. They include access to:

- University of Illinois data networks and phone systems
- University of Illinois campus wireless services
- University of Illinois Campus Recreation facilities
- University of Illinois facilities and labs
- University of Illinois lab supply procurement opportunities

Working at EnterpriseWorks

- Office Example
- Furnished for full-time employees and interns. Range of office sizes from 130 to 600 square feet.
- Labs available with casework, fume hood, plumbing, gas, shelving. Basic lab available and full fit-out labs for chemical and life science companies.
- Conference Room Space
- Conference room space to its tenants at no extra charge. Rooms for groups from six to 30 are available by reservation. The atrium is a hustling place to meet with clients or employees, as well to share lunch with colleagues. Kitchen and vending services are also on-site. Free parking is available to all tenants’ employees.

Server/Co-Location Data Center

EnterpriseWorks’ co-location data center offers redundant power from our building generator, cooling infrastructure, and security system. Companies can lease space by the server or by the rack; agreements last one year. The Center is also connected to other Research Park buildings with direct fiber for remote computing. EnterpriseWorks has shared lab facilities and equipment available to all tenants.

- High Performance Liquid Chromatograph
- Ice Molder
- Gas Chromatograph
- Waters (triple) Quadrupole Mass Spectrometer
- Micro-RLH Mass Spectrometer
- Autoclave
- Glassware Washer
- Microscope
- Balance
- Glassware washer
- 10/100/1000 Mbps Gigabit Ethernet
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The iHotel and Conference Center offers first-class amenities – and first-class convenience – to companies located at the Research Park. Its facilities include 124 stylish, luxuriously appointed hotel rooms; a Houlihan’s restaurant and bar; and a multipurpose 38,000-square-foot conference center fully equipped with modern technology for every type of event. Its prime location in the Research Park means the iHotel and Conference Center is the perfect place to entertain clients, host job candidates, or hold an important meeting or conference. Research Park and EnterpriseWorks tenants receive favorable rates when their guests stay in the hotel.

ENTREPRENEURIAL SUPPORT

ONE LOCATION: THE RESEARCH PARK BRINGS IT ALL TOGETHER

Have peace of mind that your children are in good hands – and just around the corner – while you are at work. The private school and daycare center located in the heart of the Research Park is operated by Chesterbrook Academy. It provides excellent childcare and education for infants through kindergartners, as well as after-school programs, throughout the year. During the summer there are camps for school-age children. Employees of the Research Park and the University receive tuition breaks at this location, which opened in 2007.

Play at the Research Park? Sure, why not. Work out at the gym facility located in the Atkins Building, available to all tenants and their employees. Shoot some hoops with colleagues in our outdoor court. Join a softball, table tennis or soccer league. Take a walk or ride your bike on one of the many paths that traverse the Research Park.
Community building events are inherent to the Research Park’s fabric. Networking opportunities are commonplace; these include happy hours, golf outings, bonfires and an annual holiday party. Tech Cocktail has had混血 in the Park, a great showcase for some of the freshest tech startup companies in the area. The Research Park is a partner with the Champaign County Economic Development Corporation for its monthly TechMix event, a gathering at for local technology companies, service organizations, and entrepreneurs.

The Research Park also facilitates several recurring events targeted at certain groups. Tech CEO Roundtable Dinners provides a small group interaction for CEOs of technology businesses in Champaign-Urbana to address business operations and best practices. A new initiative is an informal/singles forum for women working in the technology sector in Champaign-Urbana, an effort developed since women are still in the minority in these fields. It includes women working in biotech, engineering, IT, or any type of scientific/technology roles within local tech companies.

The Research Park strives to be a good citizen within the broader Champaign-Urbana community and actively provides its occupants opportunities to “give back.” It has blood drives twice a year, as well as sponsoring food and gift drives to benefit local families at the holidays. One of its recent initiatives is a partnership encouraging the Research Park workforce to get involved with mentoring at a new STEM magnet school in Champaign.

The Research Park is not about bricks and mortar. It is the companies and the people who work in them who make this a vibrant, dynamic and ever-evolving community.
Champaign-Urbana has the best of both worlds – a dynamic urban community with a small-town feel. The thriving local arts and music scene means festivals, concerts, and exhibits galore. Spend a night in the hustle and bustle of our downtown areas and find a bounty of unique restaurants, coffeehouses, galleries, shops and pubs. Discover a varied entertainment calendar that features world-renowned symphonies; Broadway shows; popular music from major recording companies and much more. Indoor/outdoor sports and recreation opportunities abound at top-notch facilities, parks and forest preserve areas. Annual highlights include critic (and native son) Roger Ebert’s Film Festival, the Krannert Center, and Big Ten college athletics events.


TOP 15
City for Bike Commuting
The Atlantic, 2011

TOP 10
Best Green Cities
Country Home magazine, 2007

TOP 10
Hottest Tech Cities
Newsweek magazine, 1998

TOP 10
Farmers’ Market in Illinois, 2011
Urbana’s Market at the Square

Median single-family home price, 2010: $141,900
national average: $171,300
Source: National Association of REALTORS®

Home to one fastest growing food co-ops in the nation, Common Ground - 3,900 members and expanding rapidly

Median commute time: 14 MINUTES
national average: 25.3 minutes
Source: U.S. Census Bureau

Average commute time:

45
LOCATION FOR TECHNOLOGY DEVELOPMENT

Midwest location with easy access to major metros

Micro-urban City

LOCATION FOR TECHNOLOGY DEVELOPMENT

Photos Courtesy University of Illinois
IMPACTING THE FUTURE

The Research Park has a significant, direct economic impact on the Champaign-Urbana region. Here is a snapshot of historical and current impact, according to a study completed by the Champaign County Regional Planning Commission in August 2011.

### Jobs/Estimated Payroll in the Research Park

<table>
<thead>
<tr>
<th>Job Type</th>
<th>Number</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct Jobs</td>
<td>1235</td>
<td>Current total annual payroll: $81,220,179.00</td>
</tr>
<tr>
<td>Indirect Jobs</td>
<td>241</td>
<td>and an economic output of $169,549,000.00</td>
</tr>
<tr>
<td>Induced Jobs</td>
<td>508</td>
<td></td>
</tr>
</tbody>
</table>

*Economic impacts were modeled using the job sectors in the Research Park, Construction figures, and IMPLAN multipliers.

### Tax Revenue Generated by the Research Park

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total operations in the Research Park are annually contributing</td>
<td></td>
</tr>
<tr>
<td>$7.2 million</td>
<td></td>
</tr>
<tr>
<td>Total construction over 10 years has contributed</td>
<td></td>
</tr>
<tr>
<td>$7.2 million</td>
<td></td>
</tr>
</tbody>
</table>

*Economic impacts were modeled using the job sectors in the Research Park, Construction figures, and IMPLAN multipliers.

### Tax Revenue Generated by the Research Park

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total operations are annually contributing</td>
<td></td>
</tr>
<tr>
<td>$4.1 million</td>
<td></td>
</tr>
<tr>
<td>Total construction over 10 years has contributed</td>
<td></td>
</tr>
<tr>
<td>$4.1 million</td>
<td></td>
</tr>
</tbody>
</table>

*Economic impacts were modeled using the job sectors in the Research Park, Construction figures, and IMPLAN multipliers.

### Tax Revenue Generated by the Research Park

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total operations are annually contributing</td>
<td></td>
</tr>
<tr>
<td>$1.3 million</td>
<td></td>
</tr>
<tr>
<td>Total construction over 10 years has contributed</td>
<td></td>
</tr>
<tr>
<td>$1.3 million</td>
<td></td>
</tr>
</tbody>
</table>

*Economic impacts were modeled using the job sectors in the Research Park, Construction figures, and IMPLAN multipliers.

The Research Park has a significant, direct economic impact on the Champaign-Urbana region. Here is a snapshot of historical and current impact, according to a study completed by the Champaign County Regional Planning Commission in August 2011.

- 160 acres available for development
- New road infrastructure
- Build-to-suit building options
- Custom suites in new multi-tenant buildings
- Turn-key, move-in-ready options

We’re ready to build your company’s future.