

## Economic Impact Study of Start-up Companies 2005

STC has generated or supported 13 start-up companies since 1995, eight of which are located in New Mexico.

- The direct impact to New Mexico of these eight companies is \$21 million to New Mexico and the total impact, including indirect impacts, is \$37 million
- The companies have attracted \$12.5 million in venture capital investment
- These eight companies have generated 73 new jobs with an average salary of \$80,000



MESOSYSTEMS



## About the Music You're Hearing Tonight

**Dr. Panaiotis** is a composer whose works have been performed throughout the US, Europe, and Japan. He has toured worldwide as singer and as performer of computer assisted performance electronics. He has collaborated in the creation of seven compact disk recordings, two of which were chosen by The New York Times as among the top ten CDs of new music for their respective release years.

Panaiotis is currently engaged in the research and development of music as a medium to analyze complex data in virtual reality immersive environments using algorithmically generated music. Music for Reified Kidney is prominent in a Telemedicine VR simulation of the function of a kidney nephron. He has recently had requests for re-recordings of his network intrusion detection music; concerns with network security have delayed production. His music installation, which included a light sculpture by John Malolepsy, enjoyed a short life in the main reception area of University of New Mexico's Popejoy Performing Arts Center. "Rising Sun" is his most recent CD, a collaboration with Indian santurist Nandkishor Muley.

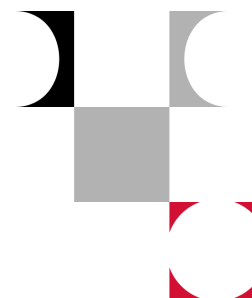
Dr. Panaiotis is using STC's WolfWare<sup>SM</sup> service to distribute "Rising Sun". WolfWare<sup>SM</sup> is a new, web-based commercialization avenue available to the UNM community. The service enables end-users around the globe to license, purchase, and download copyrighted software and digital media developed at the University. WolfWare<sup>SM</sup> is integrated with PayPal<sup>®</sup> to ensure convenient, secure, 24/7 transactions.

Visit WolfWare<sup>SM</sup> today at <http://stc.unm.edu/wolfware/>.



**SCIENCE & TECHNOLOGY corporation @ unm**  
Connecting the marketplace to the University of New Mexico

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# 10th Anniversary Celebration

In cooperation with



**April 28, 2005**

# Welcome to STC's 10th Anniversary Celebration!

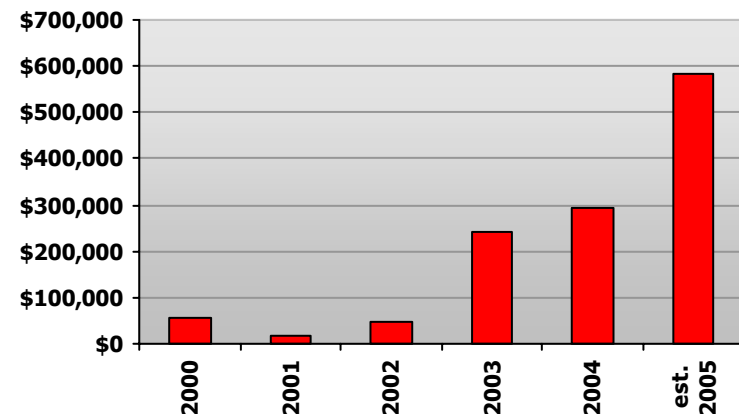
Dear attendees,

For the past ten years, STC has provided the University of New Mexico and the region with a wide range of critical services. These include tangible items, such as compliance with intellectual property management laws, support for UNM faculty and staff research and commercialization, and licensing of UNM technology to existing and start-up companies. As such, STC is UNM's prime vehicle for positively impacting economic development in New Mexico. Moreover, STC has generated increasingly more income from transferring UNM technology to the private sector. This year, STC expects to receive more than \$750,000 from licensing UNM IP.

STC Services to UNM	Relationship to UNM's Strategic Plan and Direction
<b>Compliance with Bayh-Dole Act</b> (IP prosecution and maintenance)	➤ Management systems and support
<b>Support of UNM faculty and staff commercialization</b> (Recruitment support, commercialization outreach education, faculty retention)	➤ Vital academic climate ➤ Public responsibility ➤ Areas of marked distinction
<b>Support for UNM research</b> (CDAs, MTAs, IIAs, research agreements)	➤ Vital academic climate ➤ Areas of marked distinction
<b>Support for economic development</b> (Marketing/licensing/start-up companies)	➤ Public responsibility
<b>Generate income from technology transfer</b>	➤ Resources

STC also provides less obvious benefits to UNM. For example, STC helps UNM recruit world-class faculty, who are attracted by the commercialization support that STC provides. STC also helps to generate new research funding, which frequently accompanies license agreements. Outreach programs that help educate the UNM community about intellectual property and commercialization issues and honor UNM inventors are yet another way in which STC benefits UNM.

## Distributions to UNM



Perhaps most importantly, STC has catalyzed a profound transformation of UNM into a community that understands and values invention and commercialization as integral and exciting components of our vital academic climate and public responsibility. As STC marks this significant milestone of its 10th anniversary, it is to be congratulated on the high quality of its services, its financial performance, and its leadership in the tech transfer arena. We can be confident that, going forward, STC will continue to strengthen the important connections between the marketplace and UNM.

Sincerely,

**Joe Cecchi**  
Chair, STC Board of Directors

## Message from Chuck Wellborn

Serving as the first President of the Science & Technology Corporation @ UNM was a great opportunity for me. While I didn't have some of the background and skills that would have made the job much easier, I learned a great deal on the job. I hope that I brought STC as far as anyone could have in the first five years of its existence. Certainly it was a privilege to serve with a great board of directors and a talented and hard-working staff.

The best part of serving at STC was that it gave me a chance to gain a greater appreciation for the University community. Though I had served on many University of New Mexico boards and committees, I had no idea what a wonderful resource New Mexico has in UNM's very talented faculty. I will never forget my experiences or the friendships I developed at UNM and as STC blossoms, I take pride in having played a role in its development.

Sincerely,

**Chuck Wellborn**  
Secretary and Treasurer, STC Board of Directors

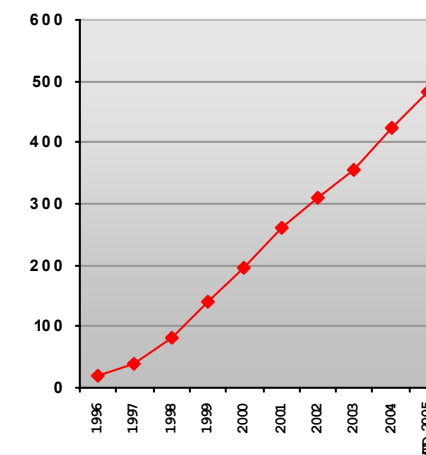
# The Impact of Science & Technology Corporation @ UNM 1995-2005, from Lisa Kuuttilla, President & CEO, STC

The Science & Technology Corporation @ UNM (STC) was formed in 1994 to commercialize technology from the University of New Mexico and to develop the UNM Science & Technology Park. Operations began in 1995. STC has accomplished a great deal in its first 10 years and has also evolved considerably to adapt to the changing technology business opportunities. Today, STC acts as an entry point for the business community to access UNM, incubates start-up companies based on UNM- and non-UNM-originated technology, and facilitates the commercialization of UNM research results. We are pleased to have you join us in celebrating STC's accomplishments these past 10 years.

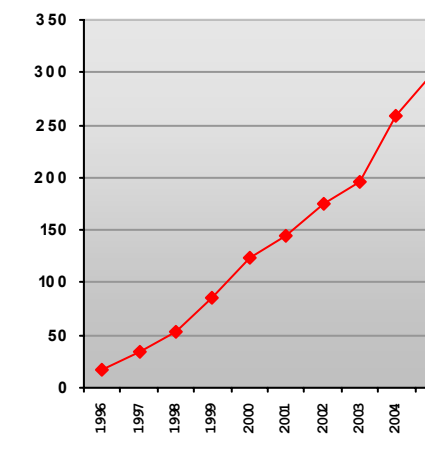
STC's metrics include:

- 484 disclosures of new ideas;
- 301 new U.S. patent applications;
- 178 issued patents;
- 60 option/license agreements;
- 13 start-up companies; and
- \$2,528,565 in royalty income

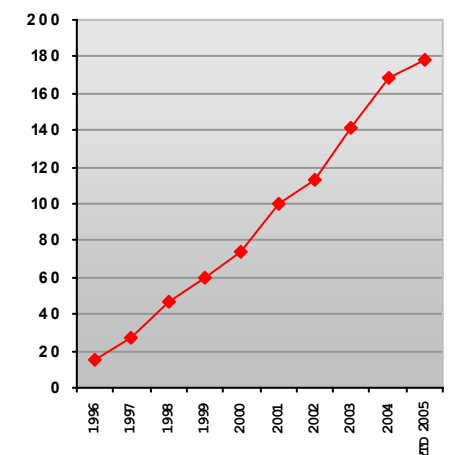
### Disclosures of New Ideas



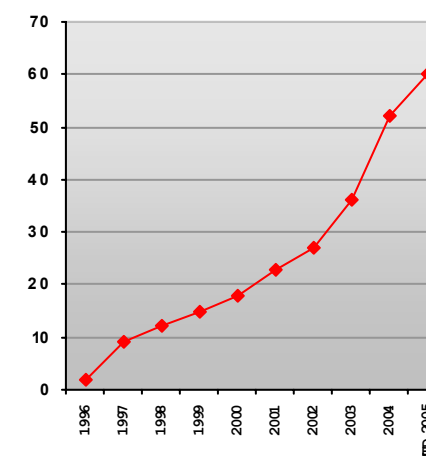
### New U.S. Patent Applications



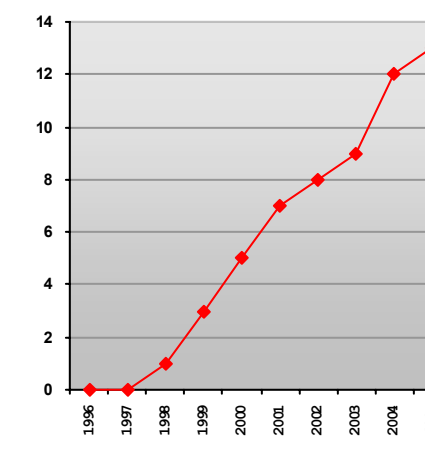
### Issued Patents



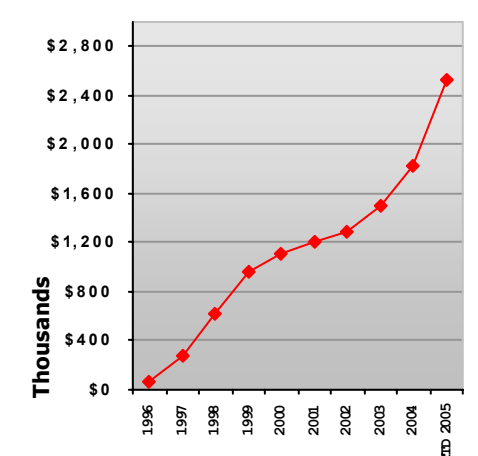
### Option/License Agreements



### Start-up Companies



### Royalty Income



\*All figures are cumulative  
\*\*FY2005 figures through Q3 (March 31, 2005)