



OFFICE OF
CORPORATE RELATIONS
University of Wisconsin-Madison



UW-Madison's Role in Economic Development

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University of Wisconsin-Madison: a World-Class University

- Ranked as the 7th best U.S. public university (U.S. News)
- Third highest R&D spending by a U.S. university (\$841M in '07)
- More than 20 departments ranked in top 10
- Tied with Harvard for most alumni serving as CEOs of Fortune 500 companies





Office of Corporate Relations

Mission: Strengthen the relationship between UW-Madison and the business community.

Strategic Objectives:

- Build Awareness of UW Resources
- Facilitate Relationships between companies and campus
- Promote Entrepreneurship



UW resources for business and industry

- Recruitment of graduates
- Professional development
- Faculty and staff expertise
- Technology licensing
- Global competency
- Support for entrepreneurs





Wisconsin Alumni Research Foundation “WARF”

- Receives \approx 400 disclosures annually; Accepts \approx 65%
- Licenses \approx 70 technologies annually (30% to WI companies)
- Provides \approx \$80 million to University annually
- Pays Royalties to 300+ UW-Madison researchers
- Holds equity in 40 UW Spin-offs





University Research Park

- 255 Acres developed
- 36 Buildings; 1.5M sq. ft under roof
- \$160+ Million value
- \$3 Million per year in property taxes
- 114 Tenants with over 3,500 employees; average salary \$60K
- \$210 Million in annual payroll
- Metro Innovation Center just opened
- URP² being planned





UW Startup/Spin-off Companies

- 250+ companies created out of UW-Madison
- About 50% have received professional investment
- Student startups are the most rapidly growing component





Madison Startup Exits by Age

Company	Liquidity Event	Valuation	Age
Agracetus Plant Division	1996 – Monsanto Acquisition	\$150M	15
PanVera	2000 – Aurora Acquisition	\$85M	8
Lunar Corporation	2000 – GE Healthcare Acq.	\$142M	27
PowderJect Vaccines	2003 – Chiron Acquisition	\$878M	7 [13]
Bone Care International	2006 – Genzyme Acquisition	\$600M	10
TomoTherapy	2007 – IPO	>\$800M	10
NimbleGen Systems	2007 – Roche Acquisition	\$273M	8
Third Wave Technologies	2008 – Hologic Acquisition	\$580M	15
Mirus	2008 – Roche Acquisition	\$125M	13



Summary:

University Research is an Economic Engine

- \$841 Million in research expenditures in FY 2007 generated an estimated 30,000 jobs
- Annual revenues of UW startups collectively exceed \$1 billion
- Nine startups generated \$3.6 billion in exit value between 1996 and 2008
 - 65% of that value occurred in the last 3 years - \$2.4 billion