

# **Illinois Science & Technology Coalition**

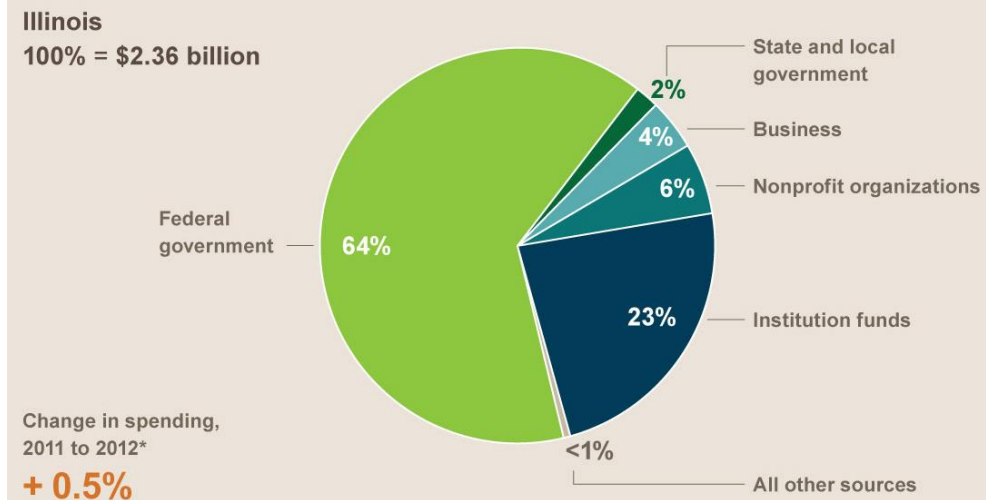
## **Chicago Booth Entrepreneurial Roundtable**

**October 20, 2014**



**\$2.36 Billion in R&D Expenditure  
by Illinois Universities**

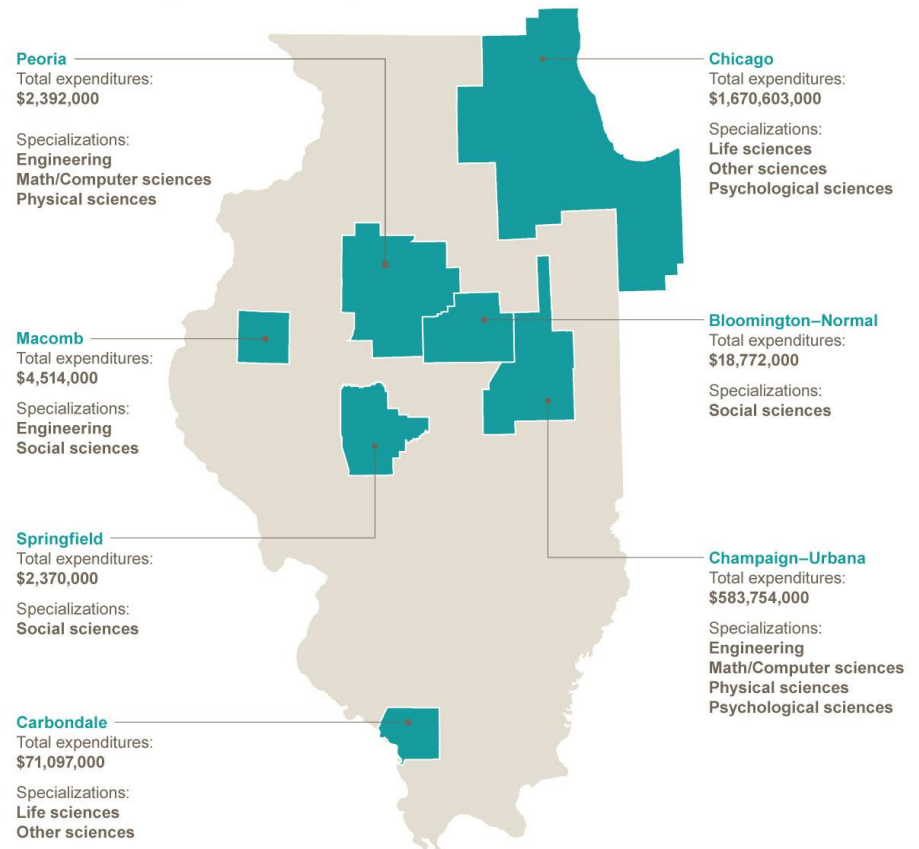
**8<sup>th</sup> Highest State Academic R&D  
Expenditure in the Nation**



**Champaign–Urbana’s \$97.6 Million Investment in Math and Computer Science R&D Ranked 7<sup>th</sup> Highest in the Nation**

**\$789 Million in NIH funding, 9<sup>th</sup> Highest in the Nation**

Illinois MSAs by academic R&D specialization,\* 2012



Note: Location quotients (LQs) can identify local specialization across fields or industries. Here, LQs were calculated by comparing each metro's expenditures by research fields to the corresponding national distribution.

\*Specializations on this map reflect LQs of 1.2 or higher.

Source: National Science Foundation

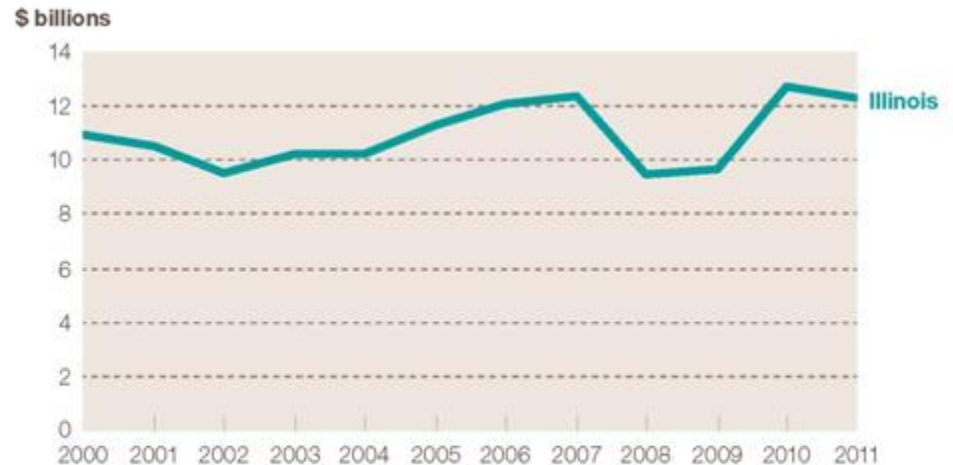
# Private Sector R&D

Over \$12.2 Billion in Private Sector R&D Spending

8<sup>th</sup> Highest Level of Private Sector R&D Spending

13% of Total National Private Sector R&D Spending

Industry R&D, United States and Illinois, FY2000–2011, \$ billions<sup>1</sup>



<sup>1</sup> Inflation adjusted to 2012 dollars.

Source: National Science Foundation

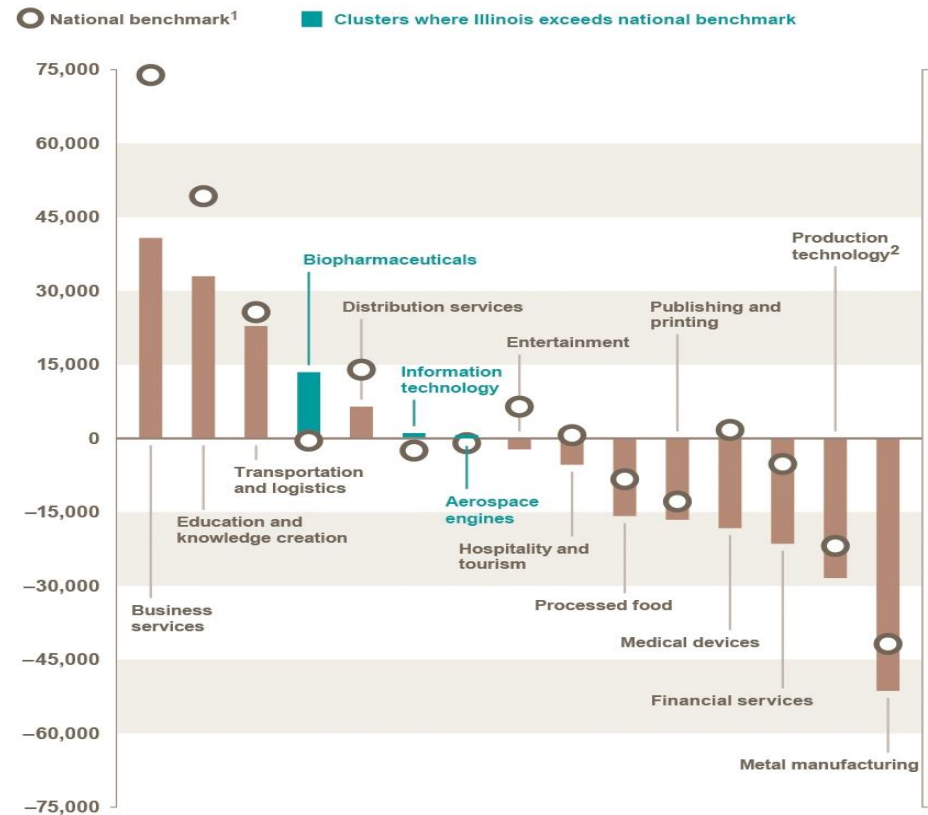
# Industry Clusters

Above national growth rate in  
Biopharma, IT and Aerospace  
employment

2012: Over 20,500 new business  
starts ; Top 5 MSA

2012: Illinois 5<sup>th</sup> largest exporter;  
\$68 Billion in exports

Job creation by traded cluster in Illinois, net change in employment, 1998–2010



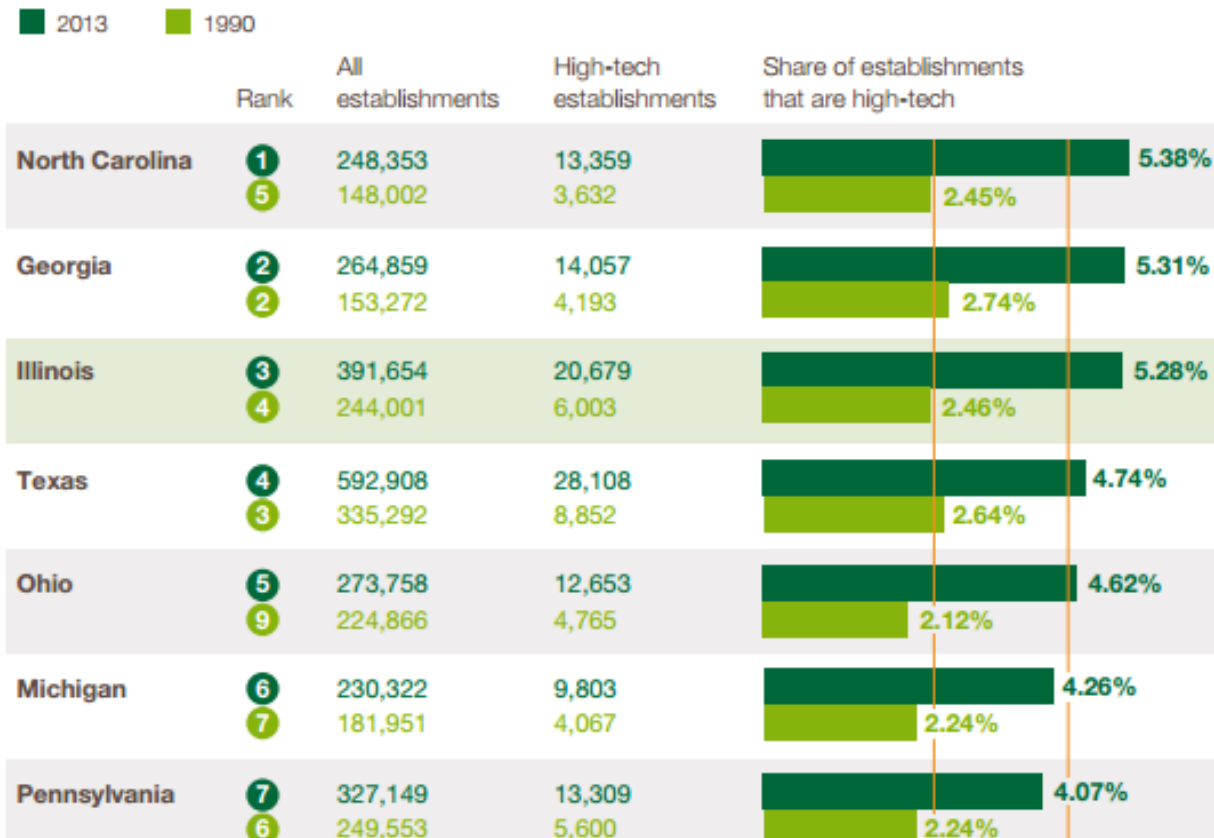
<sup>1</sup> The national benchmark is a hypothetical projection based on each cluster's average national growth rate. Differences between the state and national trends illustrate cluster developments distinctive of the Illinois economy.

<sup>2</sup> Technology applied to the manufacturing and fabrication process.

Source: U.S. Cluster Mapping Project

## Illinois ranks third among most populous states by concentration of high-tech establishments

Concentration of high-tech establishments, 10 most populous U.S. states, 2013 vs. 1990



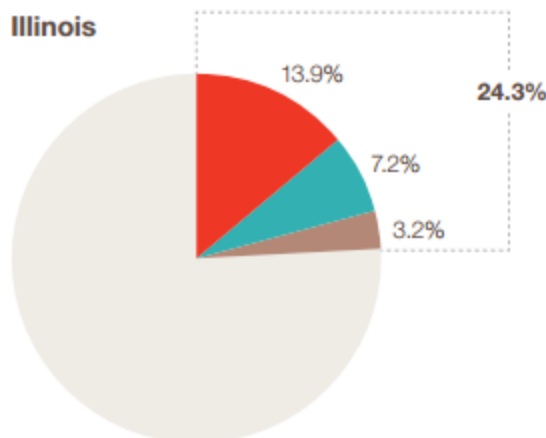
**STEM Degree Attainment on Rise – Exceed Nation in Advanced Degrees**

**Health Related Fields - Fastest Growing STEM Degrees**

**STEM degrees as a percentage of all degrees, Illinois and the United States, 2012**

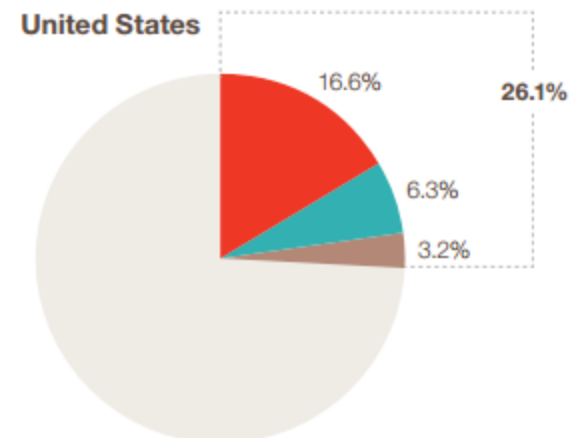
■ Bachelor's ■ Master's ■ Doctorate

**Illinois**



**Total STEM:** 30,257  
**All degrees:** 124,497

**United States**



**Total STEM:** 709,453  
**All degrees:** 2,715,179

Source: Integrated Postsecondary Education Data (IPEDS)/National Center for Education Statistics (NCES) Completions Survey, 2012

47 percent increase patent volume over the past five years

Lag in disclosures and licensing

Over 70 percent biomedical or software innovation

**Growth in technology transfer in Illinois<sup>1</sup> and the United States, 2003–2007 vs. 2008–2012, percentage change**

	United States <sup>2</sup>	Illinois		
	2003–2007	2008–2012	Total, 2003–2012	Percentage change
Invention disclosures	57,596	69,007	126,603	19.8%
	2,775	3,212	5,987	15.7%
Patents issued	11,895	13,859	25,754	16.5%
	519	763	1,282	47.0%
Licenses	14,307	15,495	29,802	8.3%
	515	536	1,051	4.1%

<sup>1</sup>In this dataset, the University of Illinois, the University of Chicago, and Northwestern University account for almost all academic technology transfer output in the state.

<sup>2</sup>Excluding Illinois.

Source: Association of University Technology Managers (AUTM), ISTC

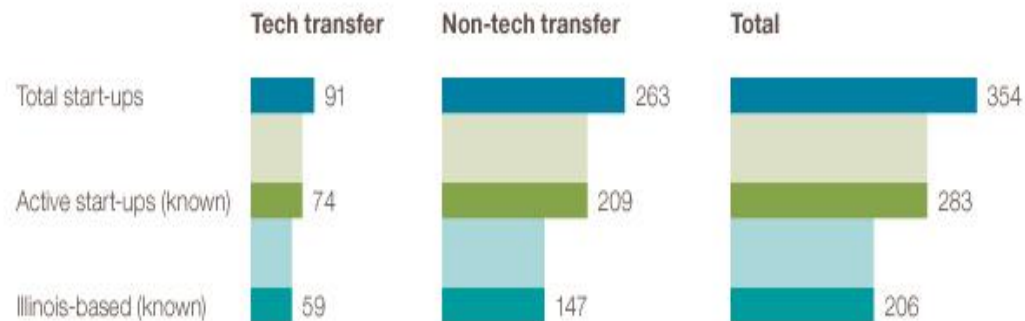


**+280 active university affiliated startups created since 2010**

**80 percent of active university startups remain in Illinois**

**23 percent growth year over year in startup creation since 2010**

Start-ups from Illinois universities, 2010–2013



Source: ISTC

# Research and Technology Parks

## Illinois Science + Technology Park (ISTP)

- Tenant companies include multinationals Astellas Pharma, APP Pharmaceuticals, Vetter Pharma



## The Chicago Technology Park (CTP)

- Embedded in the Illinois Medical District (IMD)



## University Technology Park at IIT

- Idea Shop, 13,000 square feet facility for student-industry collaboration, 19 wet labs and 9 dry labs



## Peoria Next Innovation Center

- Location of Bradley University Technology Commercialization Center (BTCC)



## The Research Park at Univ. of Illinois

- 2011 Outstanding Research Park of the Year



## The Southern Illinois Research Park

- Saluki Innovation Lab, 15,000 square feet and Saluki Concept Fund



## The University Park at Southern Illinois University Edwardsville

- Home of the Corn-to-Ethanol Research Center



# Incubators and Co-Working Spaces

High-Tech  
Innovation



## EnterpriseWorks

- Top 10 Incubators to Watch (Forbes)
- 30+ tenant companies, including Yahoo, Caterpillar and Abbott



## Tech Innovation Center

- Top 10 Incubators to Changing the World (Forbes)

Two  
*Forbes*  
Distinguished  
Incubators



## The Incubator at IIT

- Designed with facilities for biotech and material science startups



## Matter

- Med tech hub for healthcare entrepreneurs and investors



## TechNexus

- Top 10 Incubator to Watch (Forbes)
- 160 companies launched



## 1871

- 50,000 sq. ft. co-working space, 200 tenants, including Excelsite Labs, Starter League and ISTC



## Catapult

- Over 15 peer-selected startups



## Industrious

- 17,000 sq. ft. space open loft space designed for startups with 10 or less employees



## Panzanee

- Dedicated exclusively to social innovation startups



## Windy City Lab

- Internet of Things (IoT) makerspace for prototyping

Digital  
onInnovation

# About the ISTC

- **Member driven, non-profit** entity that harnesses the power of research and innovation to grow the state's economy
- Drives **public-private partnerships** between industry, research universities, federal labs and government to increase research and technology-based investment, talent, awareness and job growth in the state



## Digital Innovation



### TechStars

- One of the nation's premier accelerators



### Founder Institute

- World's largest accelerator startup; one of 37 chapters world wide

## Health and Food Innovation



### Health Box

- Accelerator jump starting health care startups



### Insight Labs

- Accelerator focused on medical device innovation



### Fresh Startups\*

- Unique hands-on program focused on companies in health, fitness, and food

## Social Innovation



### Impact Engine

- Accelerator program jump starting social innovation startups

\*Fresh Startups is a partnership between Chicago-based Freshii Foods and Toronto-based innovation strategy firm Kenetic Cafe



# Startup Collaboratives

Startup  
GRIND

CHICAGO  
LEAN  
STARTUP  
CIRCLE

BOOTSTRAPPERS  
BREAKFAST®

TECH  
COCKTAIL



Technori  
CELEBRATING CHICAGO ENTREPRENEURS

PROPEL

built in chicago

Entrepreneurs  
UNPLUGGED



ENTERPRISE FORUM  
CHICAGO

MEET ADVISORS™  
ENTREPRENEURS MEET ADVISORS



CHICAGO  
Health Technology & Health 2.0

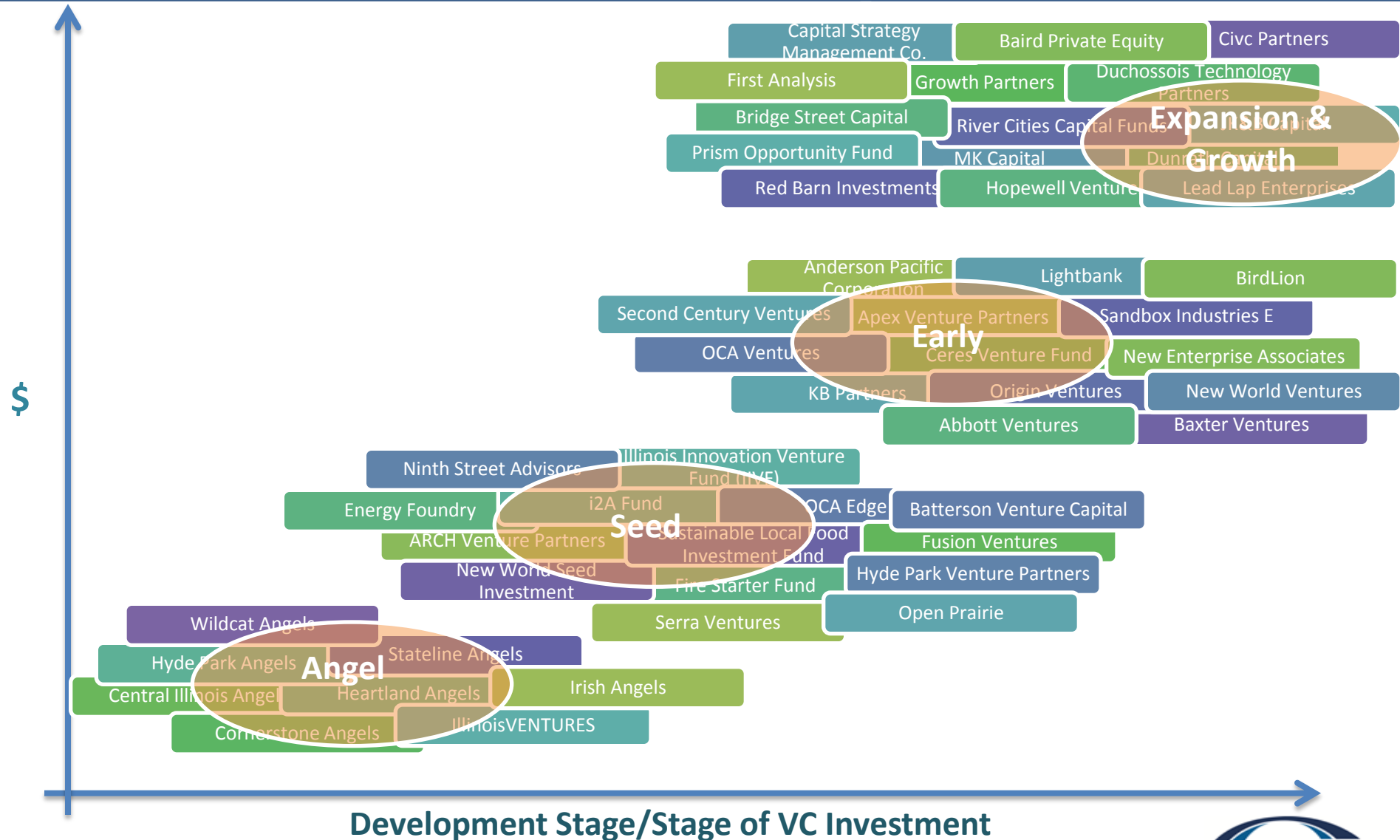


founders network  
founders helping founders



Chicago  
Innovation  
Mentors

# Concentrated Seed, Early, and Later Stage Funding

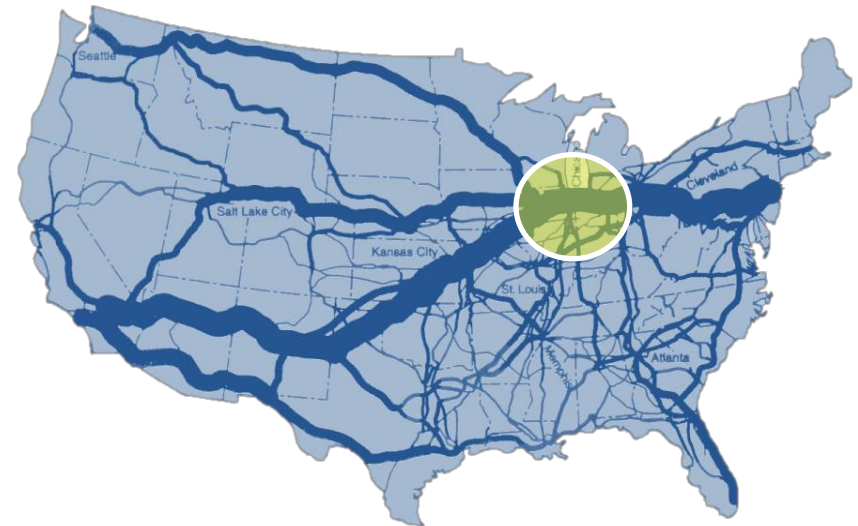


# Transportation Center Point

America's Air and Rail  
Transportation Hub:  
1.5 billion tons of freight



Center Point of Interstate  
Transportation System



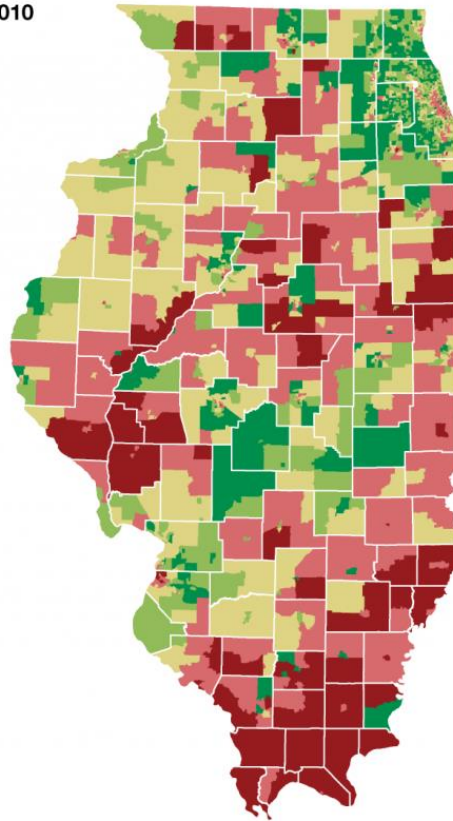


# Industrial Strength Bandwidth

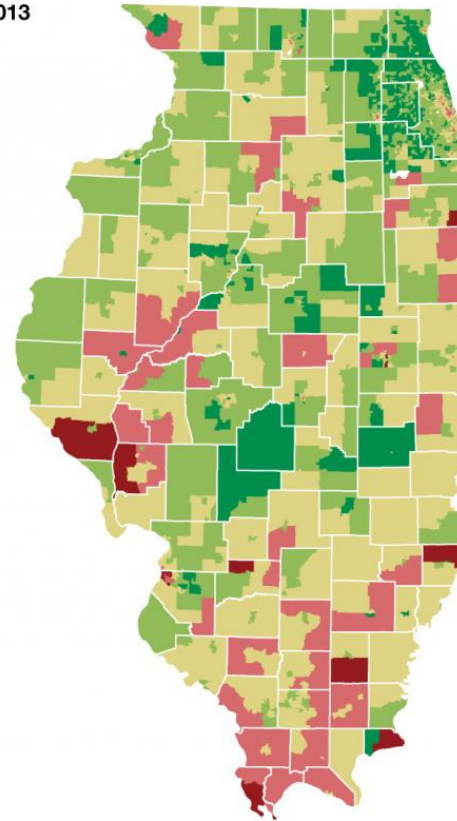
Illinois residential fixed connections per 1,000 households, 2010 and 2013

Connections per 1,000 households: ■ ≤ 200 ■ 201–400 ■ 401–600 ■ 601–800 ■ > 800

2010



2013



70% Increase in Residential  
Broadband Connections from  
2010 – 2013

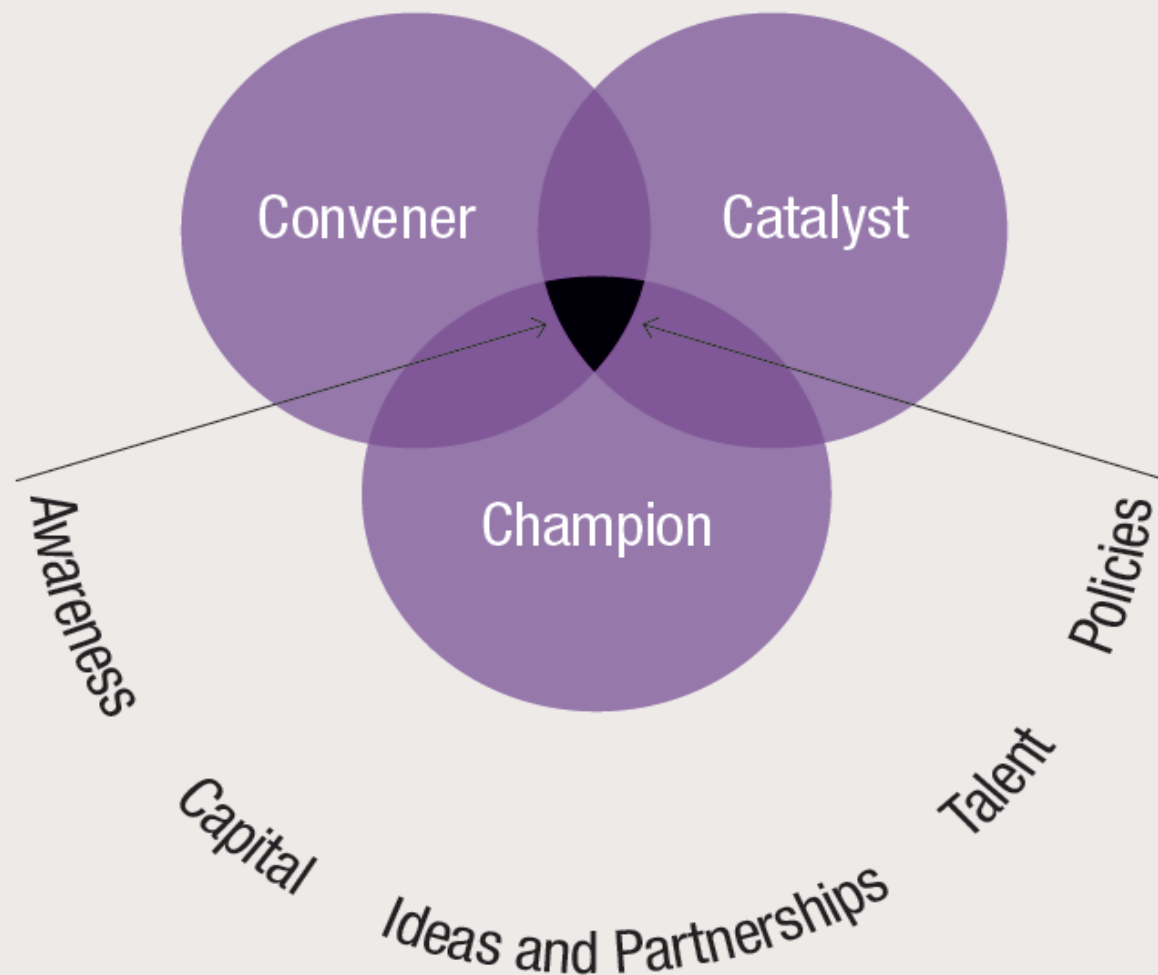
**Note:** This map shows the number of residential connections per 1,000 households by census tract. Connections have information transfer rates greater than 200 kbps in at least one direction and include all technologies except terrestrial mobile wireless.

Source: Federal Communications Commission (Form 477, Part VI); household estimates by Geolytics

# Fortune 500 Community



# Strengthening 5 Pillars of Innovation



# Awareness - Illinois Innovation Network



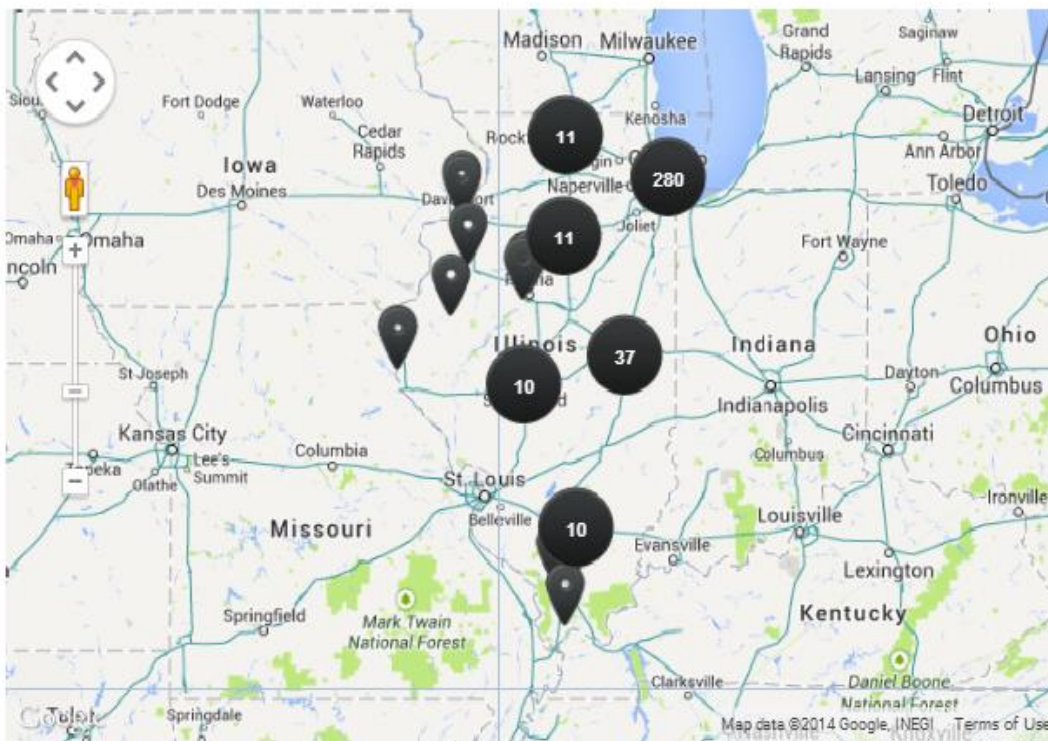
**Illinois Innovation Network** website, [www.illinoisinnovation.com](http://www.illinoisinnovation.com), a central portal of 450+ resources and data, and platform to celebrate Illinois' legacy of innovation



# Awareness - Innovation Network

Find Services & Resources in Illinois

5 miles City/Zip Optional name/keyword GO



464 Results Found

- ☐ Debt Financing/Loan Programs (24)
- ☐ Grants (34)
- ☐ Private Equity (28)
- ☐ Venture Capital (79)

## by physical space

- ☐ Accelerator (16)
- ☐ Co-Working Space (38)
- ☐ Incubator (45)
- ☐ Technology Park (11)

## by professional services

- ☐ Accounting (12)
- ☐ Business Development/Financial Planning (142)
- ☐ Computer Services (17)
- ☐ Consulting (76)
- ☐ Human Resources/Talent Recruitment (21)
- ☐ Legal (25)
- ☐ Marketing (28)
- ☐ Pro Bono (15)

## by research, development & commercialization

# Awareness - Innovation Index

The **Illinois Innovation Index** is a monthly publication distributed to 7,000+, showcasing metrics around capital, talent, business climate and dynamism



# About the ISTC

- **25 year history** - authorized under statute as Illinois' technology adviser and economic development partner.
- Charged with creating a **shared voice for the state's R&D community** to advance Illinois as a global innovation leader.
- Nimble, project-based team of 10 – **located in 1871** – and supported by the Illinois Department of Commerce & Economic Opportunity (DCEO).

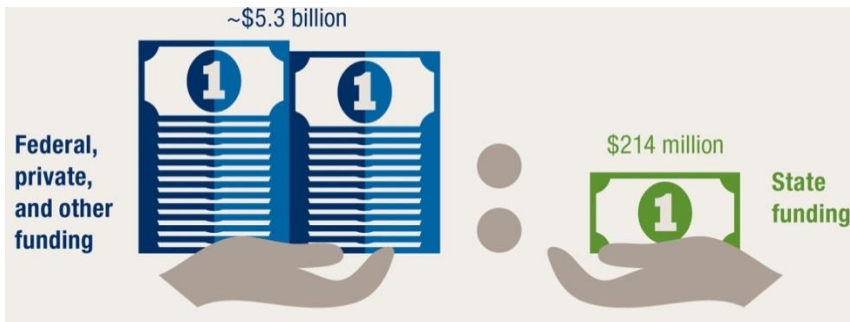




# Capital & Infrastructure – Innovation Hubs

## State funding

Over the last fifteen years the State of Illinois has invested **\$214 million** to support innovation hubs across the state and leveraged almost **\$5.3 billion** in additional support and investment, an almost **25:1** leverage of state dollars.



## Companies supported

At least

**620**

companies

benefited from services, equipment, and infrastructure at innovation hubs throughout Illinois.

## Jobs created

Innovation hubs have created or retained more than

**5,600** direct jobs



# Top innovation hubs in Illinois

1 Rockford



## EGERlab

EGERlab is a one-stop new and existing business incubator, accelerator and innovation center focused on assisting startups and existing privately held businesses to create wealth and jobs in our region. EGERlab plays a critical role in the Rockford Area Aerospace Network, which has created or retained over 3,300 jobs since launching in 2010.

State support: \$4 million

4 Rock Island



## Quad City Manufacturing Lab (QMCL), UIU

QMCL is a public-private collaborative effort between industry, academia, and government to maintain the Quad Cities' innovative competitiveness and ensure the rapid transfer of new developments in science and technology into manufacturing products and processes. QMCL partners with the Rock Island Arsenal to improve weapons and equipment production for U.S. soldiers.

State support: \$0.6 million

2 DeKalb



## Microelectronics Research and Development Laboratory (MRDL), NIU

The MRDL provides a comprehensive facility for sensor prototyping and business incubation, offering the only semiconductor research and development facility in Northern Illinois outside of Chicago. The MRDL trains up to 60 undergraduates a year in high tech manufacturing techniques.

3 Batavia



## Illinois Accelerator Research Center (IARC), Fermilab

The mission of the Illinois Accelerator Research Center at Fermilab is to use technology developed in the pursuit of science to create the next generation of industrial accelerators and products. The IARC program will begin in 2016 and within 10 years industry growth of \$250 million is expected from IARC activity.

State support: \$20 million

5 Edwardsville



University Park, SIU-E University Park's mission is to mobilize the vast intellectual and applied research capabilities of SIU-E and facilitate interaction with leading-edge research and technology-based businesses and benefit the economic development of the region by attracting new business and investment dollars to the area. Fifteen companies call the University Park home and employ 33 SIU-E graduates.

State support: \$1.49 million

6 Peoria



PeoriaNEXT, Bradley University PeoriaNEXT serves as a catalyst in the development of technology-based entrepreneurial businesses resulting in the diversification of our regional economy and the establishment of an epicenter for the entrepreneurial community. PeoriaNEXT facilitates hundreds of partnerships per year and supports over 80 jobs and 16 tenant companies.

State support: \$4.6 million

7 Carbondale



## Southern Illinois Research Park (SIRP), SIU-C

SIRP's central activity is enterprise development to locate and expand knowledge-based, technology, and research-oriented enterprises at the SIRP's site through recruitment and expert technical assistance to eligible existing and startup enterprises. SIRP has helped local businesses secure over \$6.6 million in funding and supports close to 400 jobs.

10

9

12

3

11

6

8

5

7

4

2

1

10

9

12

3

11

6

8

5

7

4

2

1

10

9

12

3

11

6

8

5

7

10

9

12

3

11

6

8

5

7

4

2

1

10

9

12

3

11

6

8

5

7

4

2

1

10

9

12

3

10

9

12

3

11

6

8

5

7

4

2

1

10

9

12

3

11

6

8

5

7

4

2

1

10

9

12

3

9 Evanston



## International Institute for Nanotechnology (IIN), Northwestern University

The International Institute for Nanotechnology (IIN) catalyzes and supports world-class interdisciplinary nanoscience research which is addressing the world's most pressing problems in medicine, environmental science, telecommunications, information technology, energy, homeland security, food and water safety, and transportation. To-date, researchers at the IIN have developed 1100 new products and services commercialized worldwide. Twenty companies have been launched based on technologies developed by IIN researchers.

State support: \$12 million

10 Skokie



## Illinois Science+Technology Park (ISTP)

The Illinois Science + Technology Park (ISTP), developed by Forest City, is a catalyst to transform Illinois into an economic engine for life science, bioscience, and nanoscience technologies. The ISTP currently serves as the Illinois HQ of four international bioscience companies.

State support: \$6 million

11 Lemont

## Joint Center for Energy Storage Research (JCESR), Argonne

JCESR is a major research partnership that integrates government, academic, and industrial researchers from many disciplines to overcome critical scientific and technical barriers and create new breakthrough energy storage technology. JCESR has been awarded \$120 million over five years by the DOE to develop the next generation of battery technology.

State support: \$30 million



## Advanced Photon Source (APS), Argonne

The mission of the APS is to deliver world-class science and technology by operating an outstanding synchrotron radiation research facility accessible to a broad spectrum of academic and industry researchers conducting research in areas such as biology, energy, and materials science. The APS has leveraged a total of over \$2 billion in federal dollars and \$80 million from non-federal sources.

State support: \$27.6 million

12 Chicago



## 1871

1871 is an entrepreneurial hub for digital startups that provides Chicago startups with programming, access to mentors, educational resources, potential investors and a community of like-minded entrepreneurs that help them on their path to building successful businesses. 1871 companies have already raised over \$68 million in venture capital funding.

State support: \$2.3 million



## Chicago Innovation Exchange, University of Chicago

The Chicago Innovation Exchange is a new hub for interdisciplinary collaborations and support for business startup activities emerging from the University of Chicago, Argonne, Fermilab and Chicago's South Side. The new center will use a \$20 million Innovation Fund to help scholars and entrepreneurs translate their ideas and new technologies into startup businesses and products.

State support: \$1.7 million



## The Coalition

The Coalition provides coworking and private office space to entrepreneurs and innovators in the Chicagoland energy community. The Coalition houses the Energy Foundry, created by state legislation to support smart grid technology commercialization and adoption.

## Digital Manufacturing and Design Innovation Institute (DMDII), UI LABS

The DMDII will be the nation's flagship research institute in digital manufacturing and design innovation and a world-class, first-of-its-kind manufacturing hub with the capabilities, innovation, and collaboration necessary to transform American manufacturing. Public and private partners are contributing a total of \$320 million to create the DMDII.

State support: \$16 million



## Health, Technology, Innovation Center (HTI), UIUC

Covering at the intersection of Health, Technology and Innovation, HTI is the first shared laboratory space aimed at supporting early-stage innovators as they validate ideas, convert technology into products and accelerate to venture readiness. Founded in late 2013, HTI is already working on accelerating the commercialization of publicly funded research at the University of Illinois at Chicago.

State support: \$1.7 million



## University Technology Park (UTP), IIT

The University Technology Park at IIT's mission is to provide a place for companies to grow at virtually every stage of their development by creating an entrepreneurial ecosystem that helps companies thrive and leveraging the resources of IIT, state and local governments, private industry, investors and service providers to foster UTP companies' success. The UTP employs over 300 and affiliated companies have raised \$200 million in venture capital.

State support: \$14 million

## MATTER Chicago

MATTER is a hub for healthcare entrepreneurs supported with funding from the State of Illinois that will help jump-start and grow early-stage healthcare IT, medical device, medical diagnostics and biopharma companies.

State support: \$4 million

# Policies – Immigration Reform

## Immigrant STEM\* advanced degree graduates, Masters and PhD, 2011–2012

■ Temporary residents ■ Permanent residents/citizen

2012



2011



\*STEM category includes degrees in: agricultural sciences, biological sciences, computer sciences, engineering, mathematical sciences, and physical sciences.

Source: National Center of Education Statistics (NCES); ISTC analysis

## Immigrant-founded startups

Over a third of Illinois' university startups\* have an immigrant\*\* founder or co-founder

Immigrant-founded startups

36%

\*Of 223 active companies created from universities in Illinois between 2010 and 2013 for which founder data was available.

\*\*In this case, immigrant refers to anyone foreign born, regardless of immigration status.

Source: ISTC University Entrepreneurship Survey, 2013

# Policies – S&T Roadmap Technology Clusters

Roadmap technology clusters	DCEO economic development plan industries						
	Advanced materials	Agribusiness, food processing, and technology	Biomedical/ biotechnical	Clean energy	IT and telecommunications	Machinery and fabricated metal products mfg	Transportation and logistics
Advanced materials: Alloys	●	●	●	●	●	●	●
Advanced materials: Polymers	●	●	●	●	●	●	●
Batteries and energy storage	●	●	●	●	●	●	●
Biofuels and biomass-derived products	●	●		●		●	●
Medical biotechnology			●				
Nanotechnology	●	●	●	●	●	●	●

# Policy Focus Areas

- ✓ Drive connectivity between academia and industry
- ✓ Assist high-potential technologies and startups
- ✓ Ensure resources for capital infrastructure needs

# Talent – STEM Education

- **Illinois Pathways Initiative** - \$10.3M public-private initiative to better prepare students for careers in STEM fields
- The **Illinois Science & Technology Institute (ISTI)**, runs the **R&D Learning Exchange**, a coalition of more than 50 cross-sector partners to support more authentic, inquiry-based learning experiences and spark student interest in R&D careers



High Schools	High Schools	Post-Secondary Education Institutions	Industry Partners	Nonprofits & Gov't Agencies
Chicago Vocational Career Academy	DePaul College Prep	Illinois Institute of Technology	AT&T	Argonne National Laboratory
Hinsdale Central High School	Glenbrook South High School	Illinois State University	Baxter	Brookfield Zoo
Illinois Math and Science Academy	Lake View High School	Loyola University Chicago	Comcast	Chicago Council on Science & Technology
Instituto Health Sciences Career Academy	Minooka Community High School	Northern Illinois University	ComEd	Fermi National Laboratory
Lane Tech College Prep	Naperville North High School	Northwestern University	Microsoft	iBIO Institute
Lindblom Math and Science Academy	North Chicago Community High School	Oakton Community College	Motorola Mobility	Illinois Business Roundtable
Muchin College Prep	Prairie Central High School	Southern Illinois University	Motorola Solutions	Illinois Junior Academy of Science
Niles North High School	Maine South High School	University of Chicago	Northrop Grumman	Illinois Science & Technology Coalition
Oak Park River Forest High	Maine West High School	University of Illinois Urbana-Champaign	Takeda Pharmaceuticals	Museum of Science & Industry
Palatine High School	Urbana High School	Von Steuben Metropolitan Science Center	TGG Group	Network for Teaching Entrepreneurship
Waukegan High School				NSERVE
Wheeling High School	Washington Community High School			Shedd Aquarium



# ILLINOIS **CORPORATE** **STARTUP** CHALLENGE







*“Smart corporations are aggressively looking to engage with startups through partnerships, investments, and acquisitions. But they need to do so in structured ways that allow them to manage the apparent chaos.”*

*“...85 percent of corporate respondents said that collaboration with startups and entrepreneurs will drive success for their organization in the future.”*

**- 2014 GE Global Innovation Barometer**

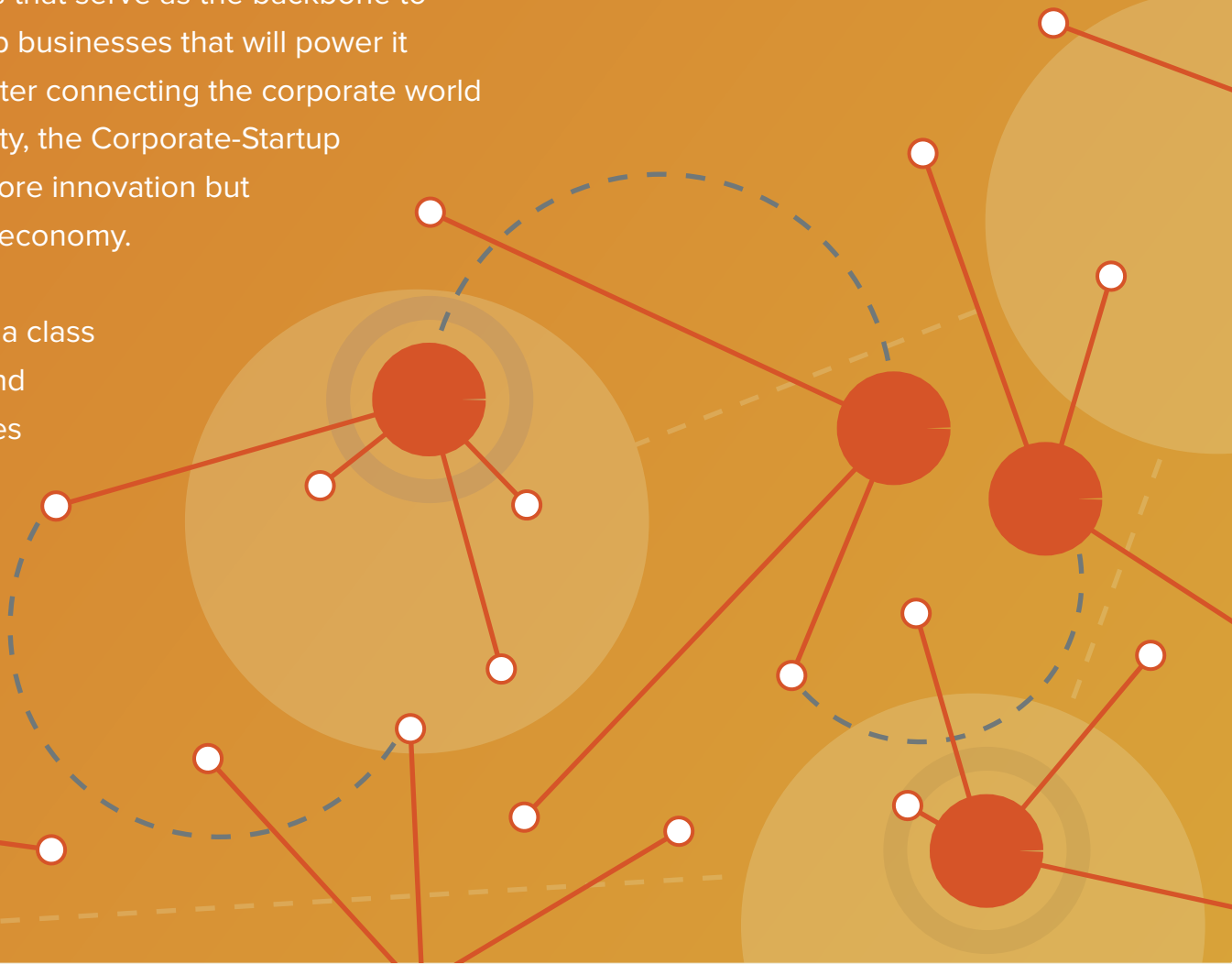


# MISSION



**The Illinois Corporate-Startup Challenge** creates a bridge between the major corporations that serve as the backbone to Illinois' economy and the startup businesses that will power it through the 21st century. By better connecting the corporate world to the entrepreneurial community, the Corporate-Startup Challenge will not only foster more innovation but also advance a stronger Illinois economy.

Every six months, we assemble a class of Fortune 1000 corporations and pair them with startup companies that address their innovation needs through a highly curated matchmaking process.



# ISTC Members

ISTC members are leaders in the Illinois innovation ecosystem who **share a voice** and **develop partnerships** through membership that drive Illinois' R&D pipeline

## Universities



## Federal Labs



## Corporations



## Non-Profit & Civic Groups



# PROGRAM LEADERSHIP



The Corporate-Startup Challenge is made possible because of the leadership of **Governor Pat Quinn** and the generous support of the Illinois Department of Commerce and Economic Opportunity



The **Illinois Innovation Council (IIC)** is a leadership group convened by governor Pat Quinn to identify and advance strategies that accelerate innovation, economic growth and job creation. The IIC created the Corporate-Startup Challenge to encourage all Illinois companies to support the growth of the state's emerging businesses.



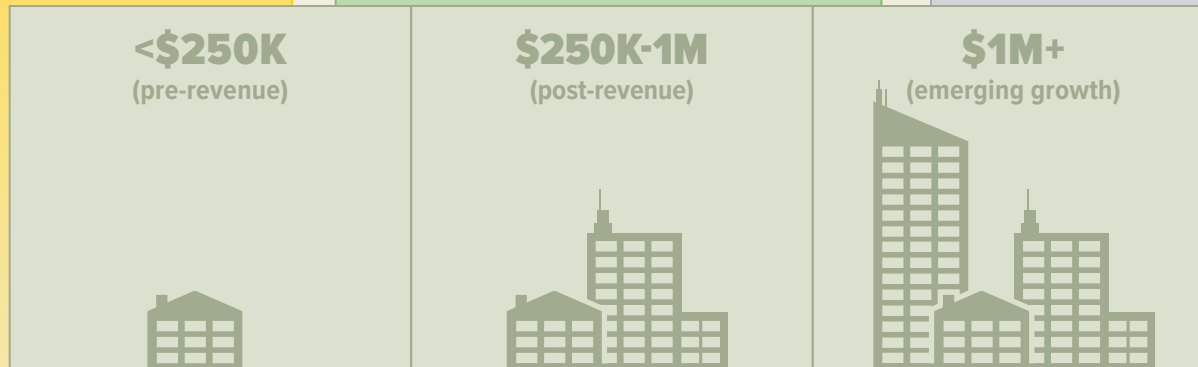
The **Illinois Science & Technology Coalition (ISTC)** is a member-driven, non-profit entity that drives public-private partnerships between industry, research universities, federal labs and government. The ISTC administers and provides staff support for the Corporate-Startup Challenge on behalf of the Illinois Innovation Council.



Freshwater Advisors

**Freshwater Advisors** is a venture development firm that helps high-growth entrepreneurs and corporations with business development, market research, strategy execution, and fundraising advisory services. Freshwater provides consulting and project management support for the Corporate-Startup Challenge.

# PROGRAM MODEL DNA



## GROWTH STAGES

"Startup" participants range from research teams to emerging growth companies

apprenticeship

mentoring

strategic  
partnership

joint  
venture

corp  
dev

path to  
investment

business  
opportunity

contract

## SPECTRUM OF ENGAGEMENT

Demo days may produce a variety of corporate-startup relationships

# PROGRAM PROCESS





# CORPORATE PARTICIPANTS

---

## PILOT CLASS



**MOTOROLA** MOBILITY



**JOHN DEERE**

*Walgreens*



**Allstate**

You're in good hands.

**molex**

## SPRING 2014



**Exelon**



**ADM**

**HYATT**

## WINTER 2015

*State Farm*



**Microsoft**

*Danfoss*





# PILOT CLASS - CORPORATE INNOVATION OPPORTUNITY AREAS

**Battery/Power Management**

**App Development**

**3D Printing/Rapid Prototyping**

**Consumer-Machine Communications**

**Cyber Security**

**Hardware/Devices**

**Health + Wellness**

**Materials and Material Science**

**UX/UI**

**Sensors**

**Data Analytics**

**Digital Imaging**

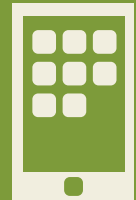
**E-Commerce**

**Machine-Machine Communications**

**Energy**



**App Development**



**Hardware/Devices**



**Health Tech**

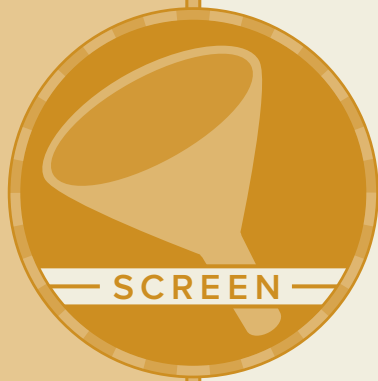


**Sensors**



**Data**





# PROGRAM TRANSPARENCY: COMMUNITY PARTNERS

## Civic & Non-Profit Groups



## Incubators and Accelerators



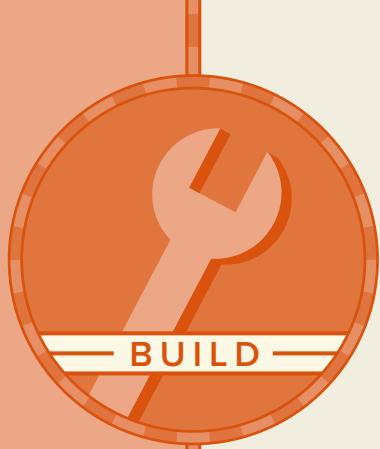
## Venture Capital



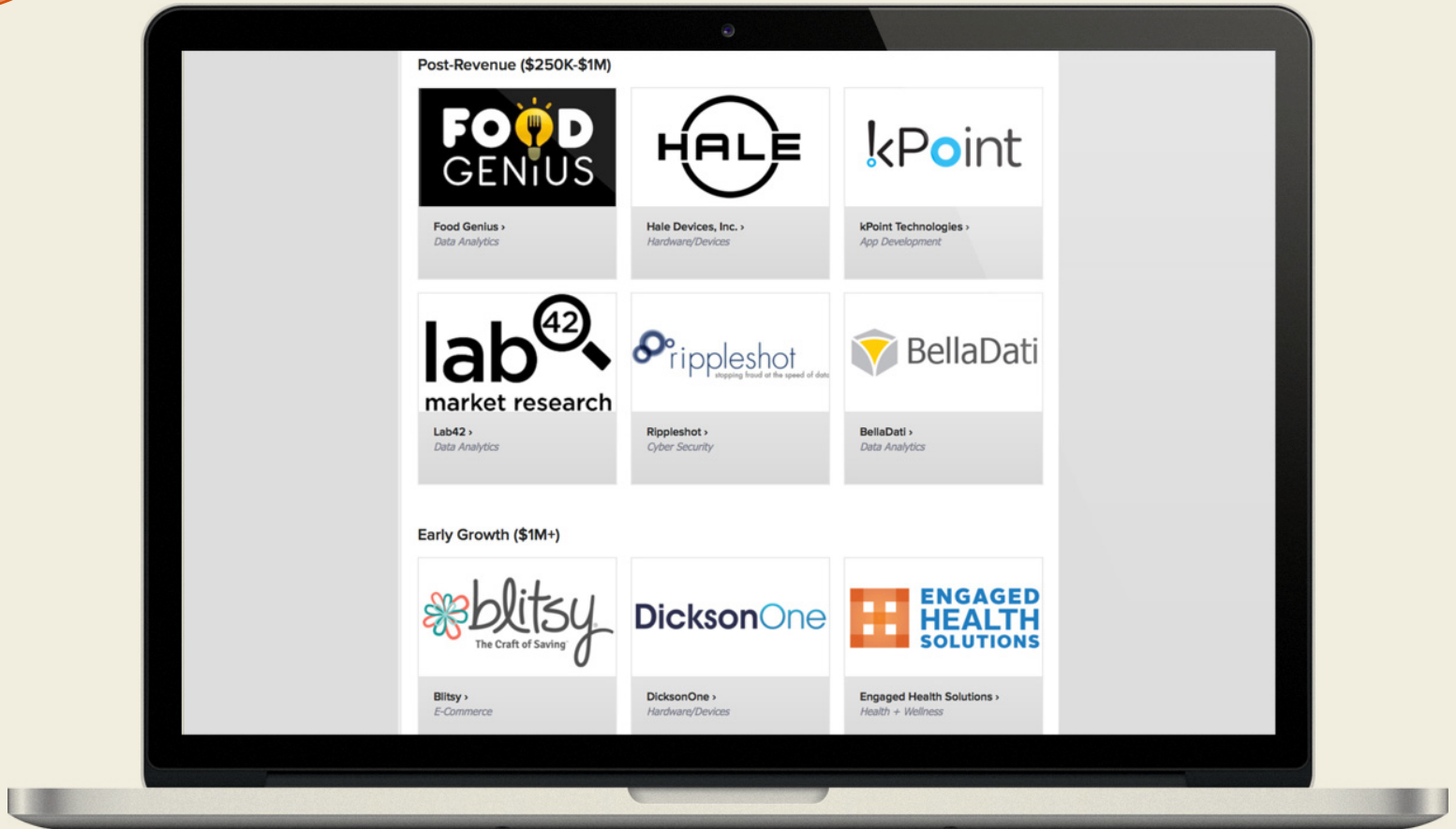
## Universities/Labs







# DIGITAL PORTFOLIO





# CORPORATE DEMO DAYS



**8-15**

startups selected for  
each demo day

CSC Allstate Demo Day, Monday January 20, 2014



# TRACKING ENGAGEMENT: INNOVATION FACILITATION

## **Value**

for Corporations <> Startups

## **Tracking & reporting**

module in custom-built platform

## **“Scorecard”**

for corporate tracking of engagements

## **Streamlined processes**

to facilitate engagement

(e.g. develop boilerplate language  
for pilot/prototype agreements)

INNOVATION SCORECARD	
Meetings	21
Advisors Placed	3
JDA's	2
Partnerships Secured	1
Investment Commitments	1
Investment Dollars	\$750,000
	2

# ILLINOIS CORPORATE-STARTUP CHALLENGE



## AGGREGATE PROGRAM METRICS

**358** | startups + emerging technology companies  
referred by 30+ community partners

**153** | companies interviewed

**119** | companies referred to portfolios  
(21-34 startups per corporate portfolio)

**76** | selected to present at private demo days  
to date (31 from university partners)

**30** | companies have received ongoing  
engagement through mentorship,  
contract, or investment opportunities



# ISTC Partners

As a **collaborative entity**, the ISTC partners with key complementary organizations on specific projects to advance awareness, advocacy and economic growth





# ILLINOIS CORPORATE-STARTUP CHALLENGE



## PROGRAM OUTCOMES

### Startup matchmaking effort shows early wins, expands

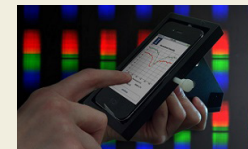
June 24, 2014

[Print](#) | [Comments](#)

134 27 40 67 3 2

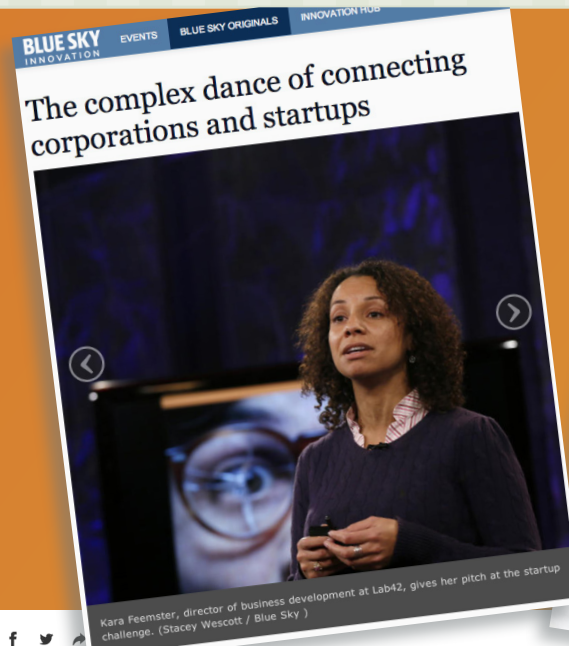


Erik Severinghaus, founder and CEO of SimpleRelevance Inc.  
Kendall Karmanian





# AWARENESS



Illinois Science and Technology Coalition honored by national group



# LOOKING FORWARD

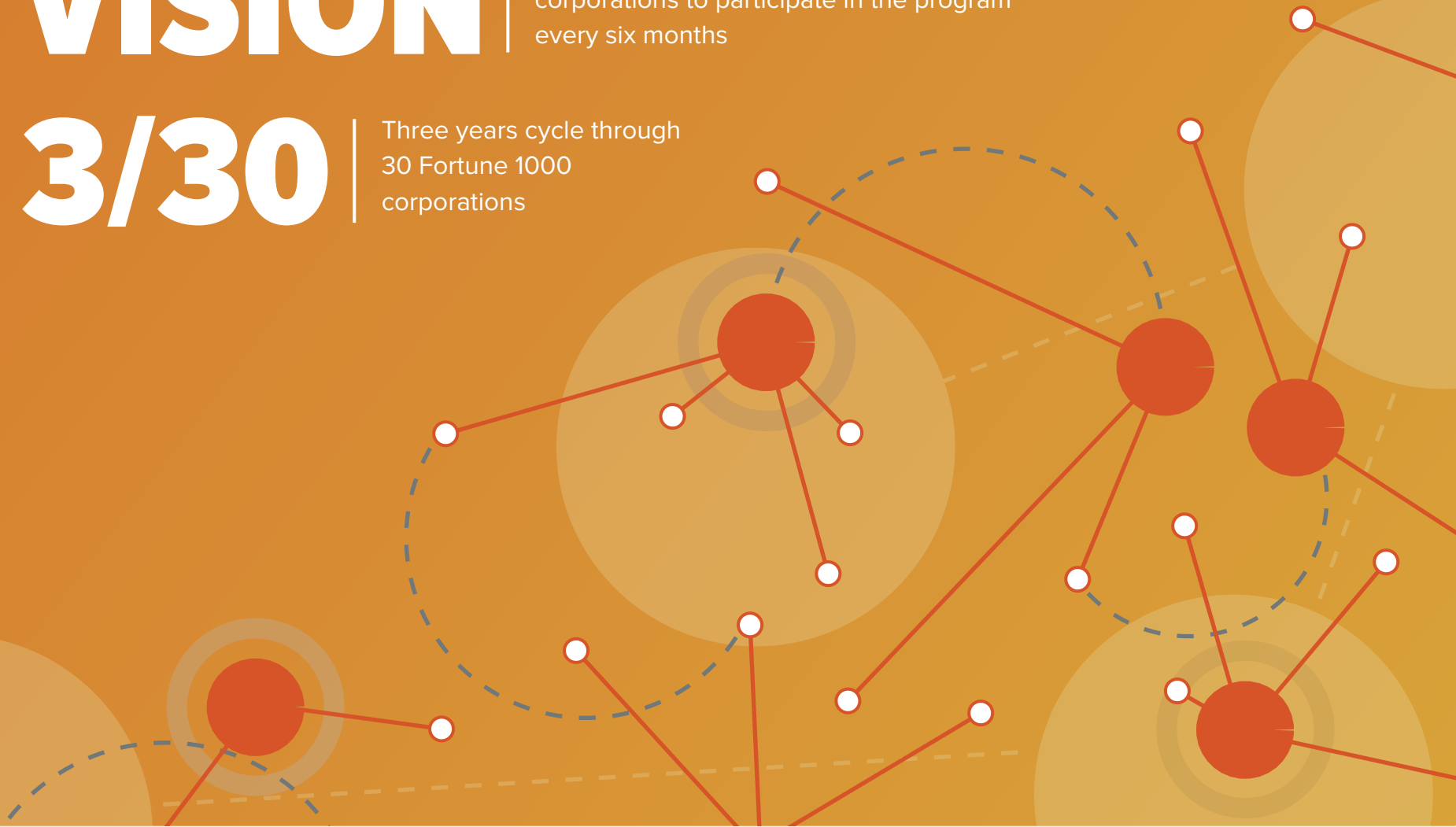


# VISION

Recruit 5 Illinois-based Fortune 1000 corporations to participate in the program every six months

# 3/30

Three years cycle through 30 Fortune 1000 corporations



# Contact Us

**Mark Harris**

President & CEO

mharris@ISTCoalition.org

312.239.0350

[www.ISTCoalition.org](http://www.ISTCoalition.org)

[www.illinoisinnovation.com](http://www.illinoisinnovation.com)



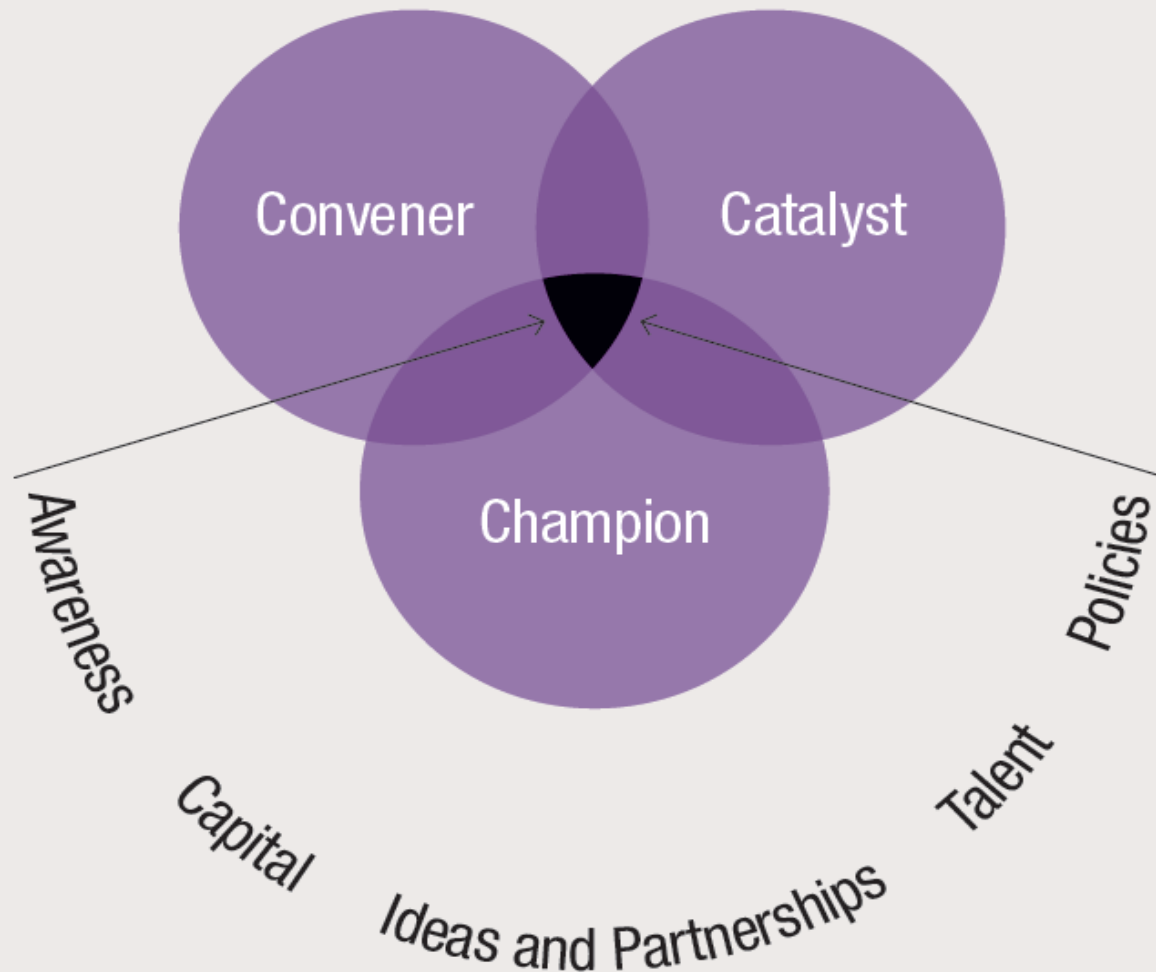
#ISTCoalition

# ISTC Board of Directors

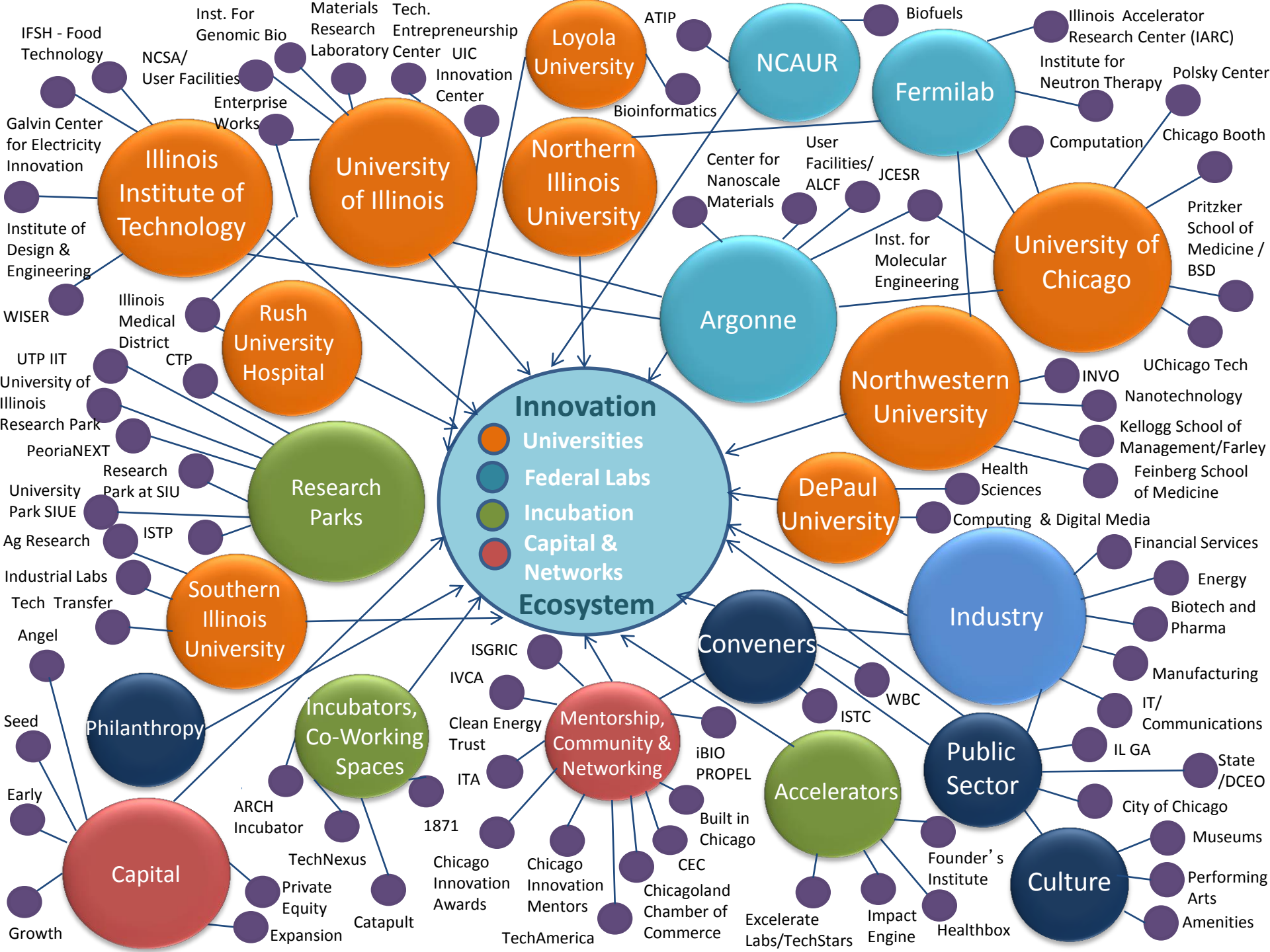
- **Douglas Baker, Chair**  
President, Northern Illinois University
- **Linda Darragh**  
Executive Director, Levy Institute for Entrepreneurial Practice, Kellogg School of Management
- **John Flavin**  
Managing Director, Flavin Ventures LLC ; Executive Director, U of C Chicago Innovation Exchange
- **Robert Fleming**  
Director, Strategic Planning; Land & Self Protection Systems Division, Northrop Grumman Corporation
- **Laura Frerichs**  
Director, University of Illinois Research Park
- **Chris Gladwin**  
Founder and CEO of Cleversafe
- **John Larson**  
General Manager, Alliance Management, AbbVie
- **Robert Lowe**  
CEO of Wellspring Worldwide
- **Jeffrey Mays**  
President of Illinois Business Roundtable
- **Azmi Nabulsi**  
Head of R&D Strategic and Professional Affairs, Takeda Development Center Americas
- **Adam Pollet**  
Director for the Illinois Department of Commerce and Economic Opportunity
- **Warren Ribley**  
Executive Director, Illinois Medical District
- **Gerald Roper**  
President, Chicagoland Chamber of Commerce Foundation
- **Matthew Summy**  
Vice President of Government and Regulatory Affairs, Comcast



# Strengthening 5 Pillars of Innovation











# **Illinois Science & Technology Coalition**

## **Chicago Booth Entrepreneurial Roundtable**

**October 20, 2014**



# About the ISTC

- **Member driven, non-profit** entity that harnesses the power of research and innovation to grow the state's economy
- Drives **public-private partnerships** between industry, research universities, federal labs and government to increase research and technology-based investment, talent, awareness and job growth in the state



# About the ISTC

- **25 year history** - authorized under statute as Illinois' technology adviser and economic development partner.
- Charged with creating a **shared voice for the state's R&D community** to advance Illinois as a global innovation leader.
- Nimble, project-based team of 10 – **located in 1871** – and supported by the Illinois Department of Commerce & Economic Opportunity (DCEO).



# ISTC Members

ISTC members are leaders in the Illinois innovation ecosystem who **share a voice** and **develop partnerships** through membership that drive Illinois' R&D pipeline

## Universities



## Federal Labs



## Corporations



## Non-Profit & Civic Groups





# ISTC Partners

As a **collaborative entity**, the ISTC partners with key complementary organizations on specific projects to advance awareness, advocacy and economic growth



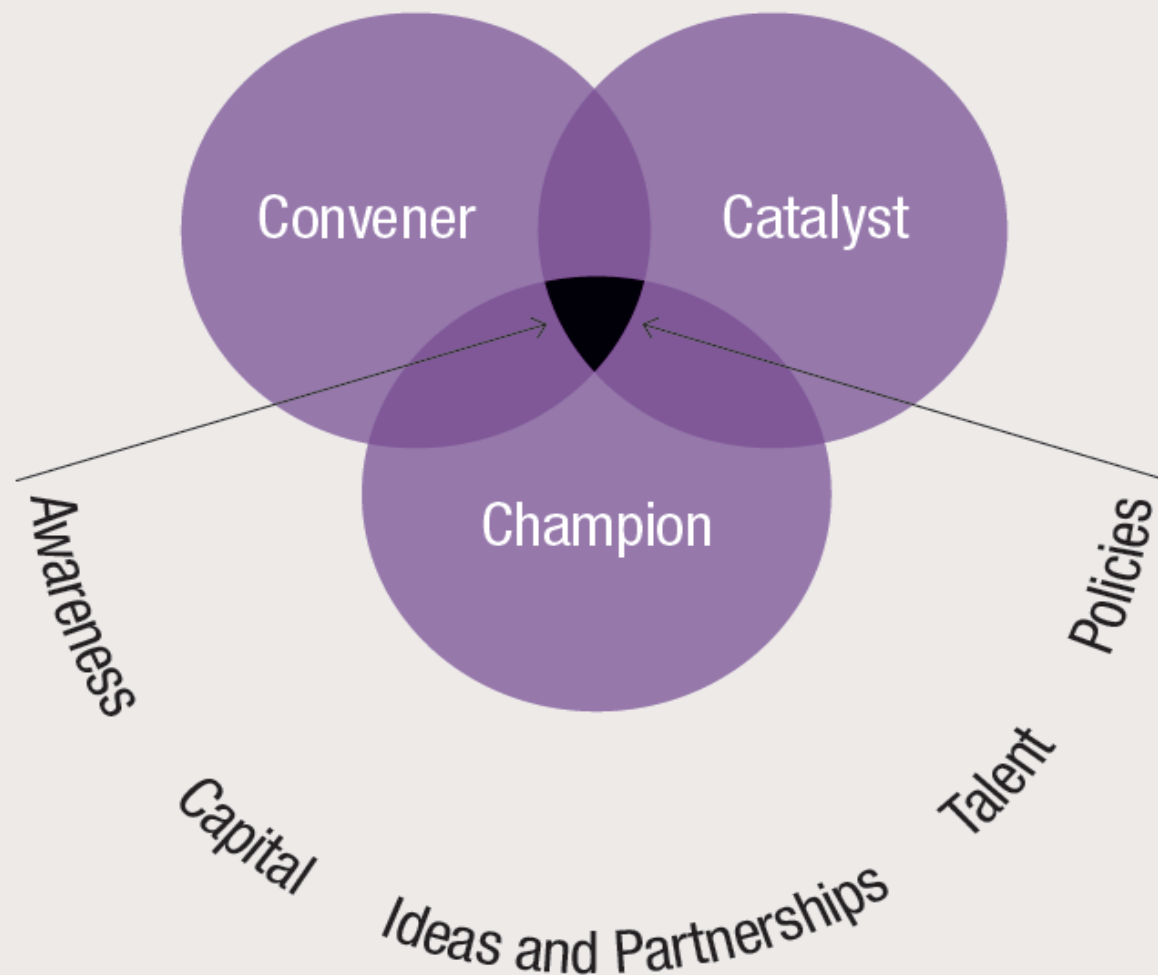


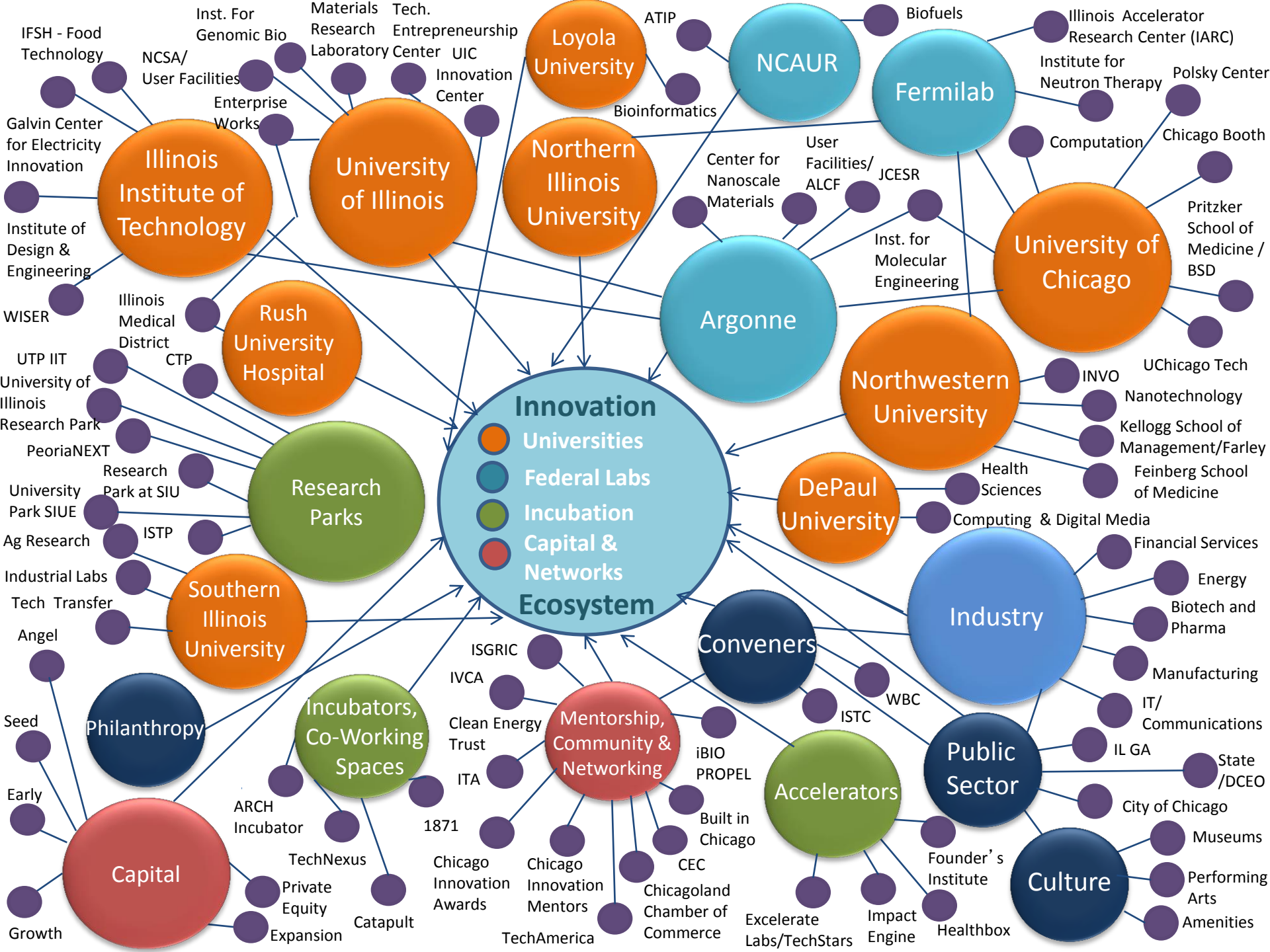
# ISTC Board of Directors

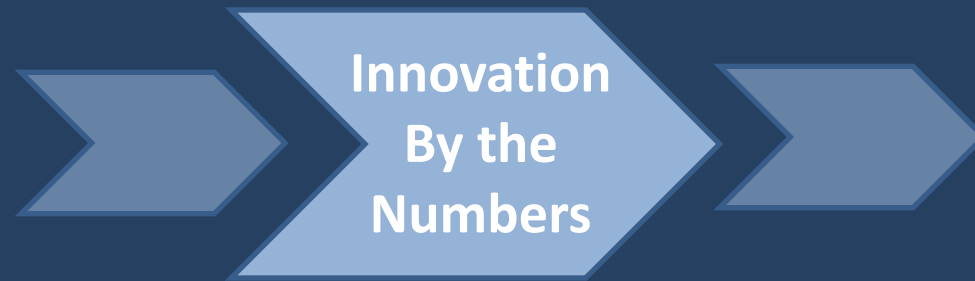
- **Douglas Baker, Chair**  
President, Northern Illinois University
- **Linda Darragh**  
Executive Director, Levy Institute for Entrepreneurial Practice, Kellogg School of Management
- **John Flavin**  
Managing Director, Flavin Ventures LLC ; Executive Director, U of C Chicago Innovation Exchange
- **Robert Fleming**  
Director, Strategic Planning; Land & Self Protection Systems Division, Northrop Grumman Corporation
- **Laura Frerichs**  
Director, University of Illinois Research Park
- **Chris Gladwin**  
Founder and CEO of Cleversafe
- **John Larson**  
General Manager, Alliance Management, AbbVie
- **Robert Lowe**  
CEO of Wellspring Worldwide
- **Jeffrey Mays**  
President of Illinois Business Roundtable
- **Azmi Nabulsi**  
Head of R&D Strategic and Professional Affairs, Takeda Development Center Americas
- **Adam Pollet**  
Director for the Illinois Department of Commerce and Economic Opportunity
- **Warren Ribley**  
Executive Director, Illinois Medical District
- **Gerald Roper**  
President, Chicagoland Chamber of Commerce Foundation
- **Matthew Summy**  
Vice President of Government and Regulatory Affairs, Comcast



# Strengthening 5 Pillars of Innovation

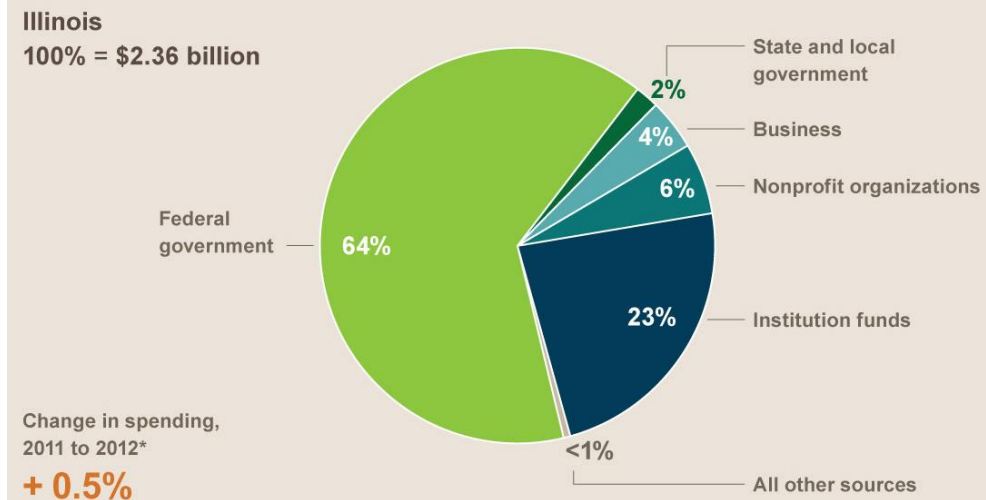






**\$2.36 Billion in R&D Expenditure  
by Illinois Universities**

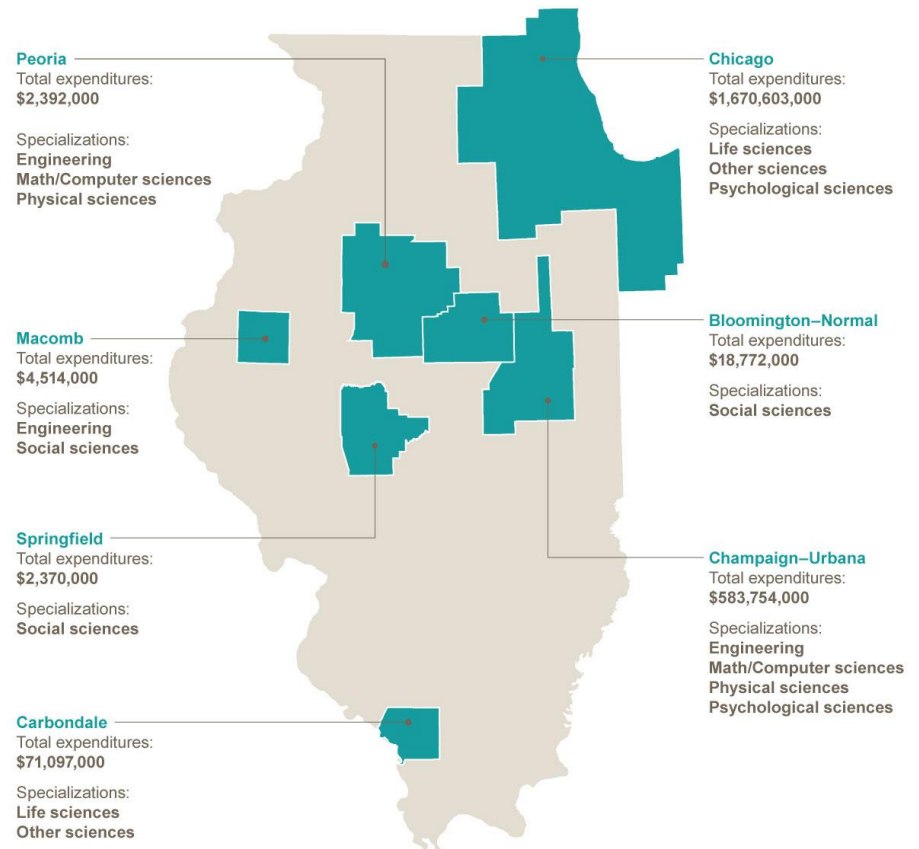
**8<sup>th</sup> Highest State Academic R&D  
Expenditure in the Nation**



**Champaign–Urbana’s \$97.6 Million Investment in Math and Computer Science R&D Ranked 7<sup>th</sup> Highest in the Nation**

**\$789 Million in NIH funding, 9<sup>th</sup> Highest in the Nation**

Illinois MSAs by academic R&D specialization,\* 2012



Note: Location quotients (LQs) can identify local specialization across fields or industries. Here, LQs were calculated by comparing each metro's expenditures by research fields to the corresponding national distribution.

\*Specializations on this map reflect LQs of 1.2 or higher.

Source: National Science Foundation



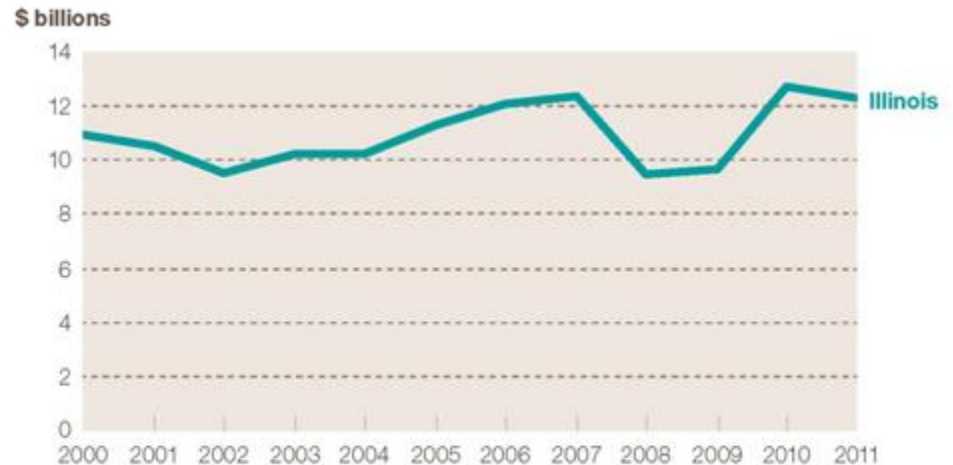
# Private Sector R&D

Over \$12.2 Billion in Private Sector R&D Spending

8<sup>th</sup> Highest Level of Private Sector R&D Spending

13% of Total National Private Sector R&D Spending

Industry R&D, United States and Illinois, FY2000–2011, \$ billions<sup>1</sup>



<sup>1</sup> Inflation adjusted to 2012 dollars.

Source: National Science Foundation

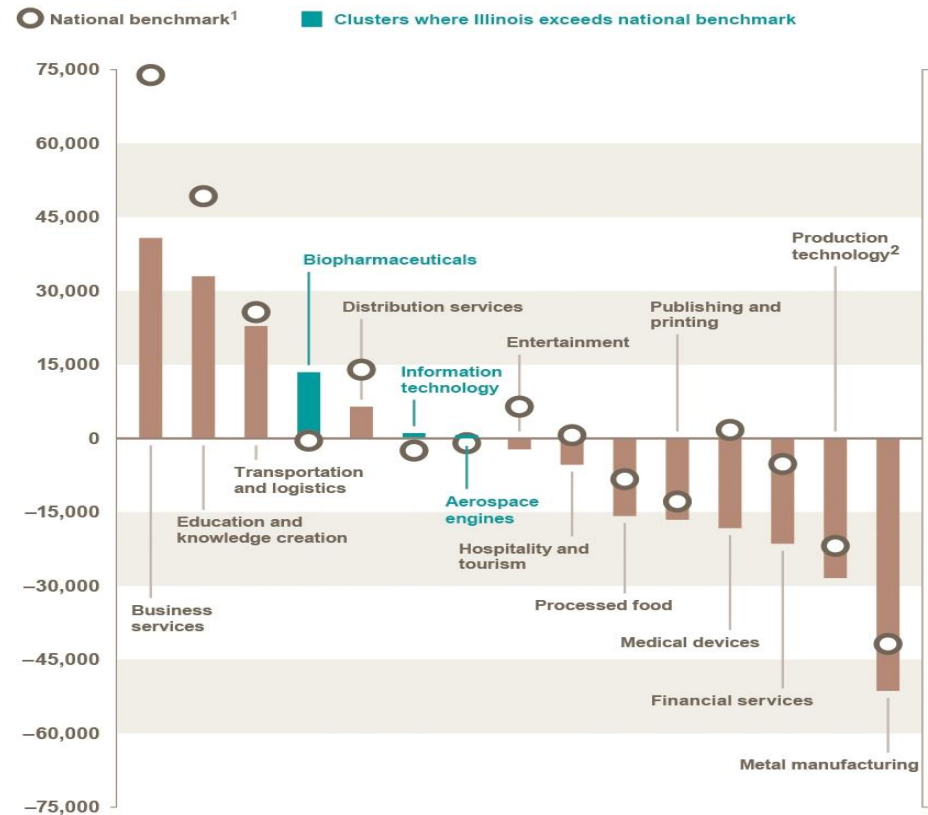
# Industry Clusters

Above national growth rate in  
Biopharma, IT and Aerospace  
employment

2012: Over 20,500 new business  
starts ; Top 5 MSA

2012: Illinois 5<sup>th</sup> largest exporter;  
\$68 Billion in exports

Job creation by traded cluster in Illinois, net change in employment, 1998–2010



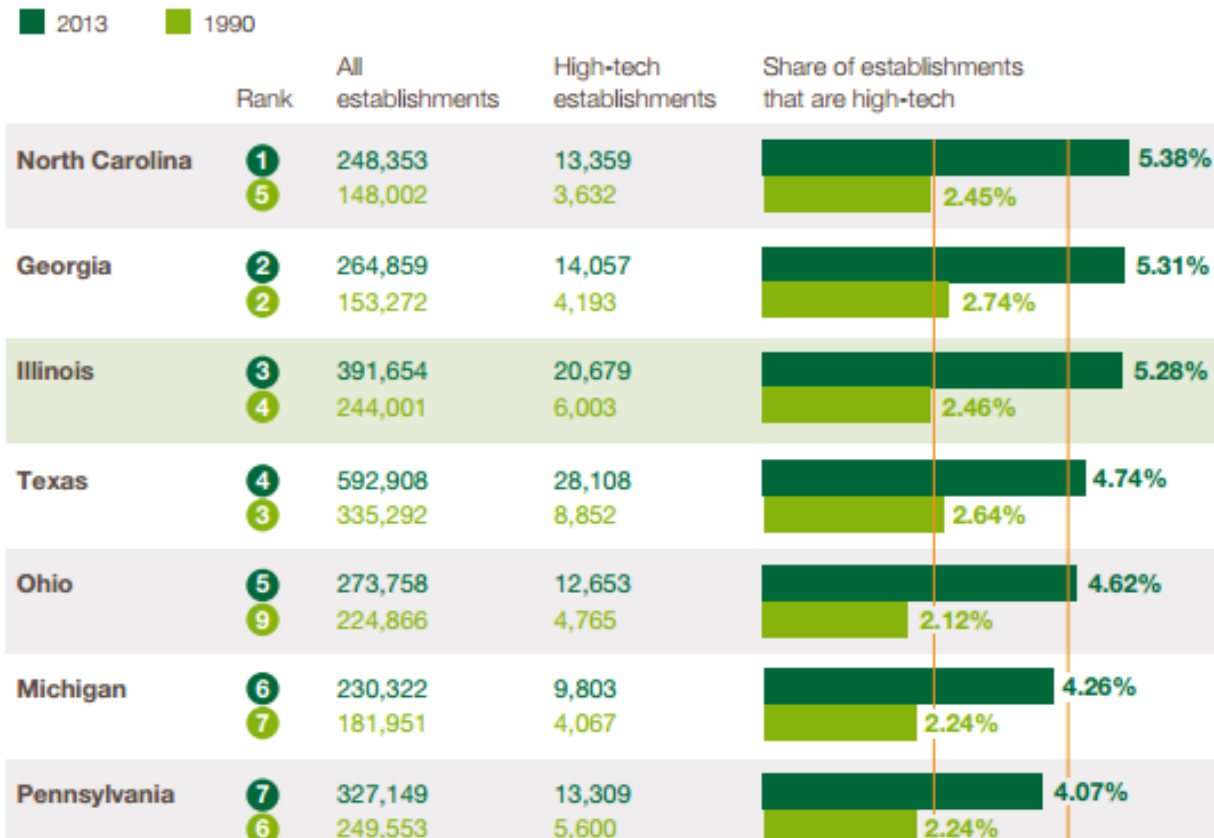
<sup>1</sup> The national benchmark is a hypothetical projection based on each cluster's average national growth rate. Differences between the state and national trends illustrate cluster developments distinctive of the Illinois economy.

<sup>2</sup> Technology applied to the manufacturing and fabrication process.

Source: U.S. Cluster Mapping Project

## Illinois ranks third among most populous states by concentration of high-tech establishments

Concentration of high-tech establishments, 10 most populous U.S. states, 2013 vs. 1990



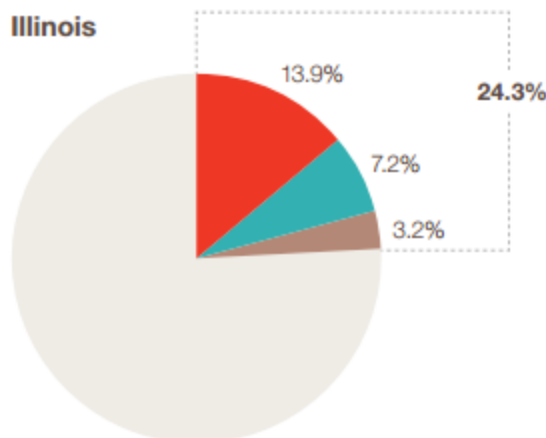
**STEM Degree Attainment on Rise – Exceed Nation in Advanced Degrees**

**Health Related Fields - Fastest Growing STEM Degrees**

**STEM degrees as a percentage of all degrees, Illinois and the United States, 2012**

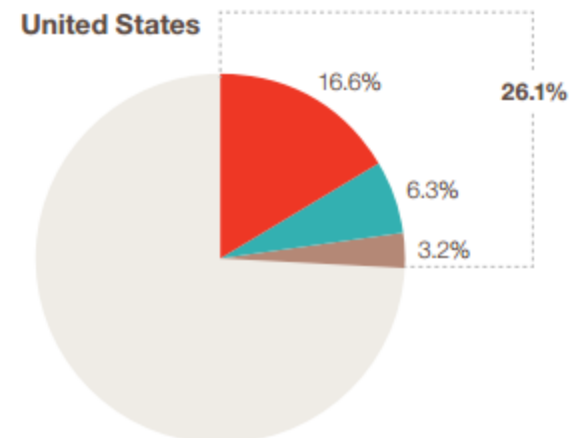
■ Bachelor's ■ Master's ■ Doctorate

**Illinois**



**Total STEM:** 30,257  
**All degrees:** 124,497

**United States**



**Total STEM:** 709,453  
**All degrees:** 2,715,179

Source: Integrated Postsecondary Education Data (IPEDS)/National Center for Education Statistics (NCES) Completions Survey, 2012

**Growth in technology transfer in Illinois<sup>1</sup> and the United States,  
2003–2007 vs. 2008–2012, percentage change**

	United States <sup>2</sup>	Illinois		
	2003–2007	2008–2012	Total, 2003–2012	Percentage change
Invention disclosures	57,596	69,007	126,603	19.8%
	2,775	3,212	5,987	15.7%
Patents issued	11,895	13,859	25,754	16.5%
	519	763	1,282	47.0%
Licenses	14,307	15,495	29,802	8.3%
	515	536	1,051	4.1%

<sup>1</sup>In this dataset, the University of Illinois, the University of Chicago, and Northwestern University account for almost all academic technology transfer output in the state.

<sup>2</sup>Excluding Illinois.

Source: Association of University Technology Managers (AUTM), ISTC

47 percent increase patent volume over the past five years

Lag in disclosures and licensing

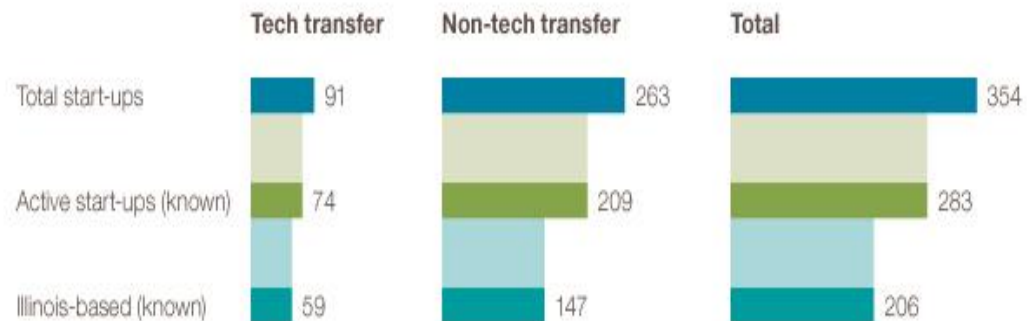
Over 70 percent biomedical or software innovation

**+280 active university affiliated startups created since 2010**

**80 percent of active university startups remain in Illinois**

**23 percent growth year over year in startup creation since 2010**

Start-ups from Illinois universities, 2010–2013



Source: ISTC



# Research and Technology Parks

## Illinois Science + Technology Park (ISTP)

- Tenant companies include multinationals Astellas Pharma, APP Pharmaceuticals, Vetter Pharma



## The Chicago Technology Park (CTP)

- Embedded in the Illinois Medical District (IMD)



## University Technology Park at IIT

- Idea Shop, 13,000 square feet facility for student-industry collaboration, 19 wet labs and 9 dry labs



## Peoria Next Innovation Center

- Location of Bradley University Technology Commercialization Center (BTCC)



## The Research Park at Univ. of Illinois

- 2011 Outstanding Research Park of the Year



## The Southern Illinois Research Park

- Saluki Innovation Lab, 15,000 square feet and Saluki Concept Fund



## The University Park at Southern Illinois University Edwardsville

- Home of the Corn-to-Ethanol Research Center



# Incubators and Co-Working Spaces

High-Tech  
Innovation



## EnterpriseWorks

- Top 10 Incubators to Watch (Forbes)
- 30+ tenant companies, including Yahoo, Caterpillar and Abbott



## Tech Innovation Center

- Top 10 Incubators to Changing the World (Forbes)

Two  
*Forbes*  
Distinguished  
Incubators



## The Incubator at IIT

- Designed with facilities for biotech and material science startups



## Matter

- Med tech hub for healthcare entrepreneurs and investors



## TechNexus

- Top 10 Incubator to Watch (Forbes)
- 160 companies launched



## 1871

- 50,000 sq. ft. co-working space, 200 tenants, including Excelsite Labs, Starter League and ISTC



## Catapult

- Over 15 peer-selected startups



## Industrious

- 17,000 sq. ft. space open loft space designed for startups with 10 or less employees



## Panzanee

- Dedicated exclusively to social innovation startups



## Windy City Lab

- Internet of Things (IoT) makerspace for prototyping

Digital  
onInnovation

## Digital Innovation



### TechStars

- One of the nation's premier accelerators



### Founder Institute

- World's largest accelerator startup; one of 37 chapters world wide

## Health and Food Innovation



### Health Box

- Accelerator jump starting health care startups



### Insight Labs

- Accelerator focused on medical device innovation



### Fresh Startups\*

- Unique hands-on program focused on companies in health, fitness, and food

## Social Innovation



### Impact Engine

- Accelerator program jump starting social innovation startups

\*Fresh Startups is a partnership between Chicago-based Freshii Foods and Toronto-based innovation strategy firm Kenetic Cafe

# Startup Collaboratives

Startup  
GRIND

CHICAGO  
LEAN  
STARTUP  
CIRCLE

BOOTSTRAPPERS  
BREAKFAST®

TECH  
COCKTAIL



Technori  
CELEBRATING CHICAGO ENTREPRENEURS

PROPEL

built in chicago

Entrepreneurs  
UNPLUGGED



ENTERPRISE FORUM  
CHICAGO

MEET ADVISORS™  
ENTREPRENEURS MEET ADVISORS



CHICAGO  
Health Technology & Health 2.0

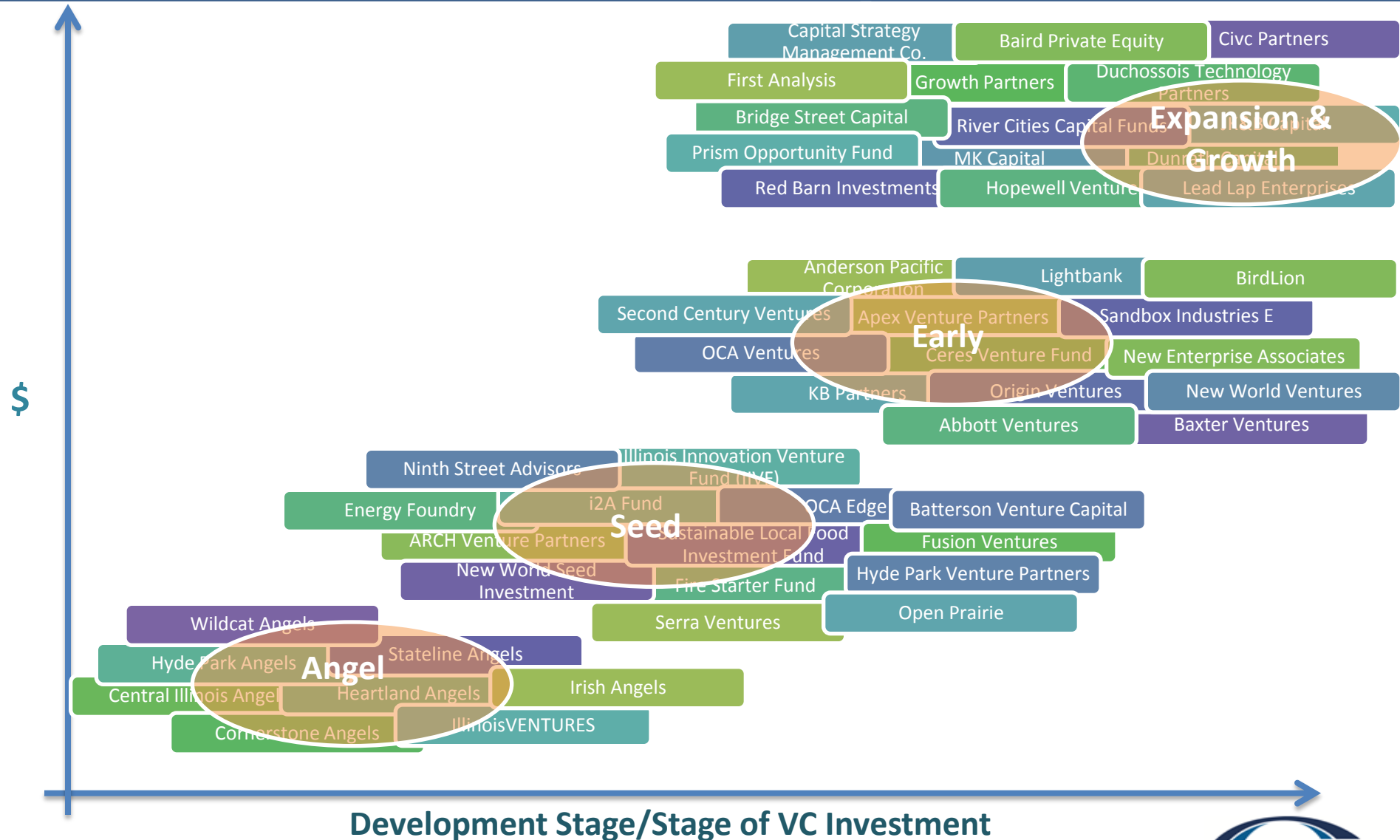


founders network  
founders helping founders



Chicago  
Innovation  
Mentors

# Concentrated Seed, Early, and Later Stage Funding

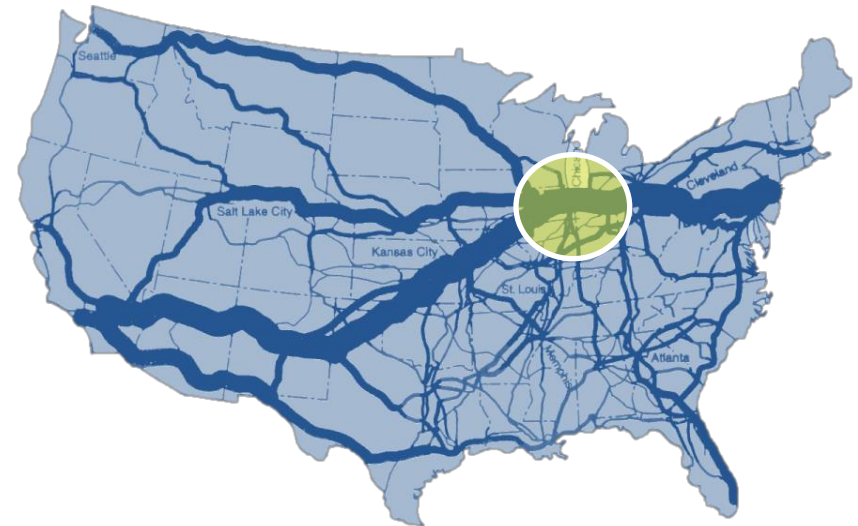


# Transportation Center Point

America's Air and Rail  
Transportation Hub:  
1.5 billion tons of freight



Center Point of Interstate  
Transportation System



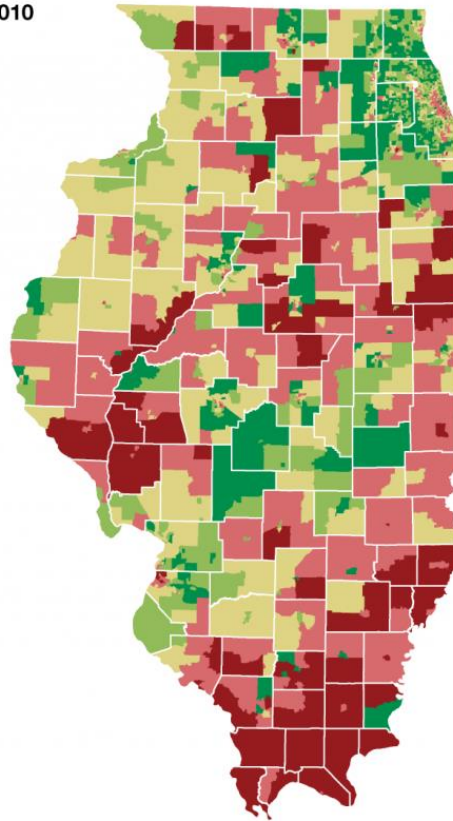


# Industrial Strength Bandwidth

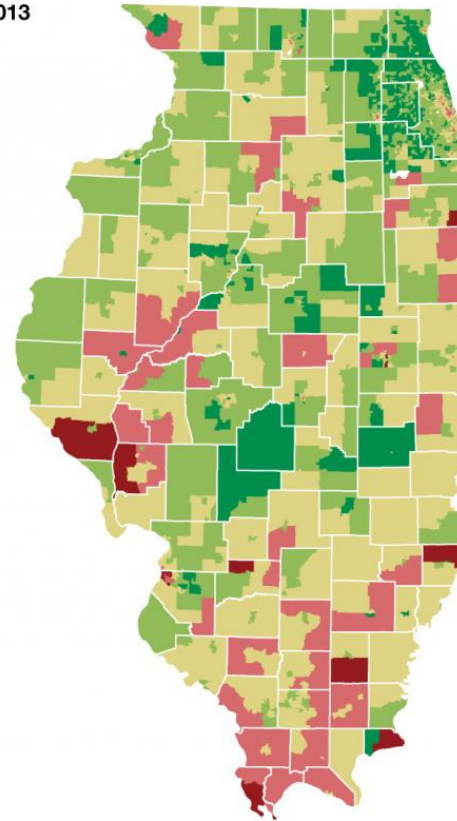
Illinois residential fixed connections per 1,000 households, 2010 and 2013

Connections per 1,000 households: ■ ≤ 200 ■ 201–400 ■ 401–600 ■ 601–800 ■ > 800

2010



2013



70% Increase in Residential  
Broadband Connections from  
2010 – 2013

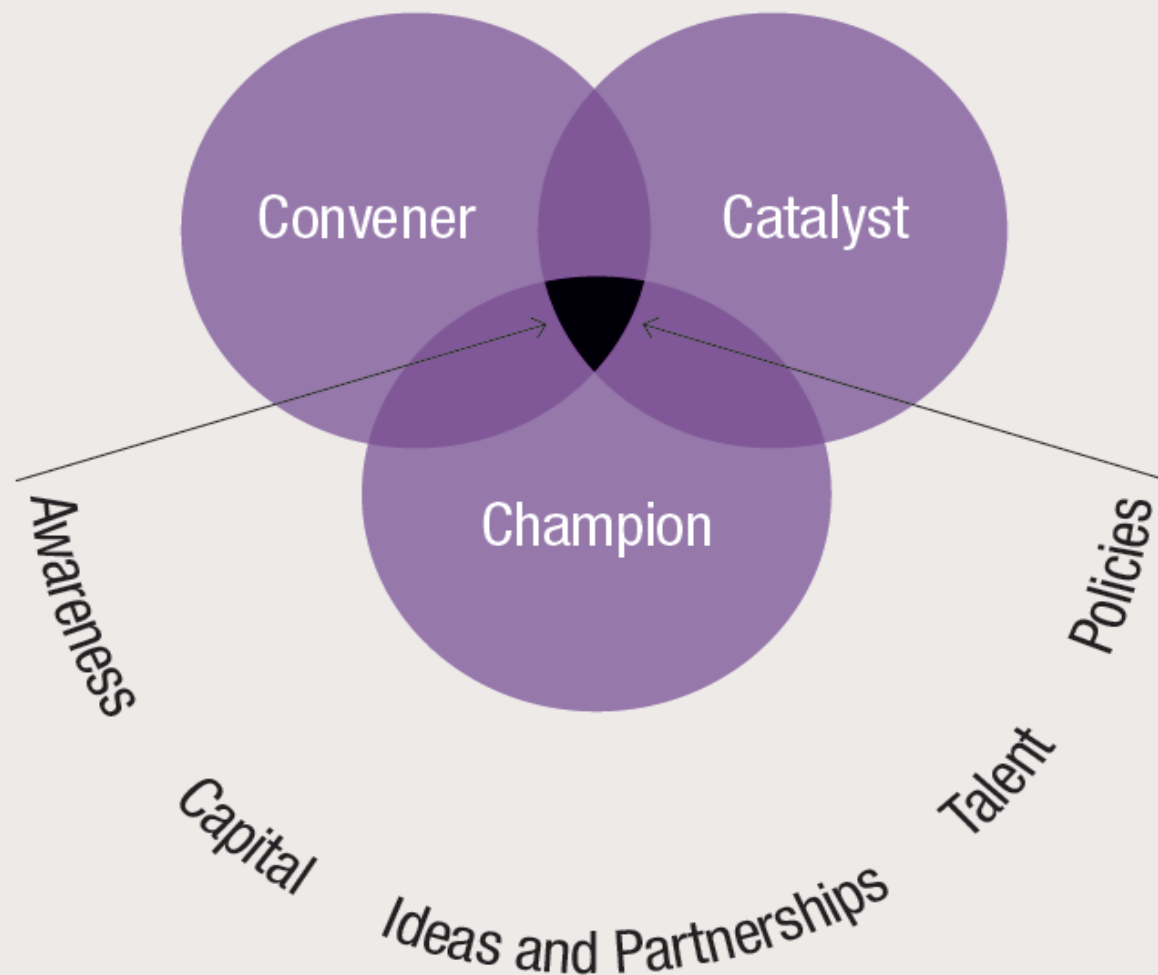
**Note:** This map shows the number of residential connections per 1,000 households by census tract. Connections have information transfer rates greater than 200 kbps in at least one direction and include all technologies except terrestrial mobile wireless.

Source: Federal Communications Commission (Form 477, Part VI); household estimates by Geolytics

# Fortune 500 Community



# Strengthening 5 Pillars of Innovation



# Awareness - Illinois Innovation Network



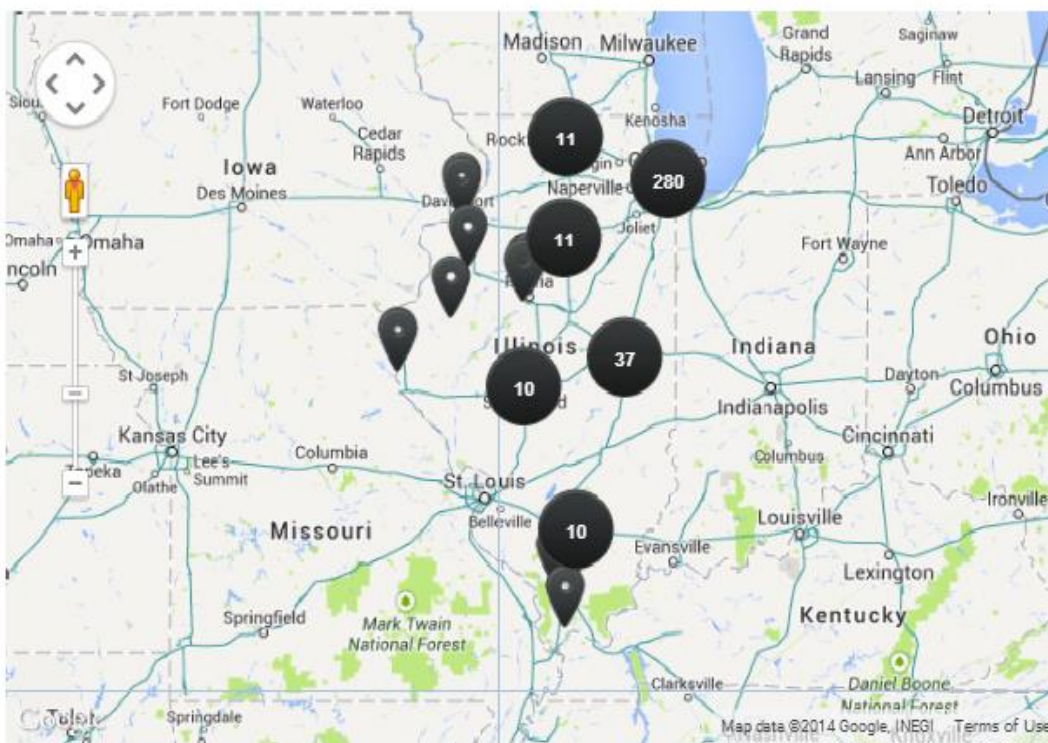
**Illinois Innovation Network** website, [www.illinoisinnovation.com](http://www.illinoisinnovation.com), a central portal of 450+ resources and data, and platform to celebrate Illinois' legacy of innovation



# Awareness - Innovation Network

Find Services & Resources in Illinois

5 miles City/Zip Optional name/keyword GO



464 Results Found

- ☐ Debt Financing/Loan Programs (24)
- ☐ Grants (34)
- ☐ Private Equity (28)
- ☐ Venture Capital (79)

## by physical space

- ☐ Accelerator (16)
- ☐ Co-Working Space (38)
- ☐ Incubator (45)
- ☐ Technology Park (11)

## by professional services

- ☐ Accounting (12)
- ☐ Business Development/Financial Planning (142)
- ☐ Computer Services (17)
- ☐ Consulting (76)
- ☐ Human Resources/Talent Recruitment (21)
- ☐ Legal (25)
- ☐ Marketing (28)
- ☐ Pro Bono (15)

## by research, development & commercialization

# Awareness - Innovation Index

The **Illinois Innovation Index** is a monthly publication distributed to 7,000+, showcasing metrics around capital, talent, business climate and dynamism





# Capital & Infrastructure – Innovation Hubs

## State funding

Over the last fifteen years the State of Illinois has invested **\$214 million** to support innovation hubs across the state and leveraged almost **\$5.3 billion** in additional support and investment, an almost **25:1** leverage of state dollars.

### Companies supported

At least

**620**

companies

benefited from services, equipment, and infrastructure at innovation hubs throughout Illinois.

~\$5.3 billion

Federal,  
private,  
and other  
funding



\$214 million



State  
funding

### Jobs created

Innovation hubs have  
created or retained more than

**5,600** direct  
jobs

# Top innovation hubs in Illinois

1 Rockford



## EGERlab

EGERlab is a one-stop new and existing business incubator, accelerator and innovation center focused on assisting startups and existing privately held businesses to create wealth and jobs in our region. EGERlab plays a critical role in the Rockford Area Aerospace Network, which has created or retained over 3,300 jobs since launching in 2010.

State support: \$4 million

4 Rock Island



## Quad City Manufacturing Lab (QMCL), UIU

QMCL is a public-private collaborative effort between industry, academia, and government to maintain the Quad Cities' innovative competitiveness and ensure the rapid transfer of new developments in science and technology into manufacturing products and processes. QMCL partners with the Rock Island Arsenal to improve weapons and equipment production for U.S. soldiers.

State support: \$0.6 million

2 DeKalb



## Microelectronics Research and Development Laboratory (MRDL), NIU

The MRDL provides a comprehensive facility for sensor prototyping and business incubation, offering the only semiconductor research and development facility in Northern Illinois outside of Chicago. The MRDL trains up to 60 undergraduates a year in high tech manufacturing techniques.

3 Batavia



## Illinois Accelerator Research Center (IARC), Fermilab

The mission of the Illinois Accelerator Research Center at Fermilab is to use technology developed in the pursuit of science to create the next generation of industrial accelerators and products. The IARC program will begin in 2016 and within 10 years industry growth of \$250 million is expected from IARC activity.

State support: \$20 million

5 Edwardsville



University Park, SIU-E University Park's mission is to mobilize the vast intellectual and applied research capabilities of SIU-E and facilitate interaction with leading-edge research and technology-based businesses and benefit the economic development of the region by attracting new business and investment dollars to the area. Fifteen companies call the University Park home and employ 33 SIU-E graduates.

State support: \$1.49 million

6 Peoria



## PeoriaNEXT, Bradley University

PeoriaNEXT serves as a catalyst in the development of technology-based entrepreneurial businesses resulting in the diversification of our regional economy and the establishment of an epicenter for the entrepreneurial community. PeoriaNEXT facilitates hundreds of partnerships per year and supports over 80 jobs and 16 tenant companies.

State support: \$4.5 million

7 Carbondale



## Southern Illinois Research Park (SIRP), SIU-C

SIRP's central activity is enterprise development to locate and expand knowledge-based, technology, and research-oriented enterprises at the SIRP's site through recruitment and expert technical assistance to eligible existing and startup enterprises. SIRP has helped local businesses secure over \$6.5 million in funding and supports close to 400 jobs.

10

9

12

3

11

6

8

5

7

4

2

1

9 Evanston



## International Institute for Nanotechnology (IIN), Northwestern University

The International Institute for Nanotechnology (IIN) catalyzes and supports world-class interdisciplinary nanoscience research which is addressing the world's most pressing problems in medicine, environmental science, telecommunications, information technology, energy, homeland security, food and water safety, and transportation. To-date, researchers at the IIN have developed 1100 new products and services commercialized worldwide. Twenty companies have been launched based on technologies developed by IIN researchers.

State support: \$12 million

10 Skokie



## Illinois Science+Technology Park (ISTP)

The Illinois Science + Technology Park (ISTP), developed by Forest City, is a catalyst to transform Illinois into an economic engine for life science, bioscience, and nanoscience technologies. The ISTP currently serves as the Illinois HQ of four international bioscience companies.

State support: \$5 million

11 Lemont

## Joint Center for Energy Storage Research (JCESR), Argonne

JCESR is a major research partnership that integrates government, academic, and industrial researchers from many disciplines to overcome critical scientific and technical barriers and create new breakthrough energy storage technology. JCESR has been awarded \$120 million over five years by the DOE to develop the next generation of battery technology.

State support: \$30 million



## Advanced Photon Source (APS), Argonne

The mission of the APS is to deliver world-class science and technology by operating an outstanding synchrotron radiation research facility accessible to a broad spectrum of academic and industry researchers conducting research in areas such as biology, energy, and materials science. The APS has leveraged a total of over \$2 billion in federal dollars and \$80 million from non-federal sources.

State support: \$27.5 million

12 Chicago



## 1871

1871 is an entrepreneurial hub for digital startups that provides Chicago startups with programming, access to mentors, educational resources, potential investors and a community of like-minded entrepreneurs that help them on their path to building successful businesses. 1871 companies have already raised over \$68 million in venture capital funding.

State support: \$2.3 million



## Chicago Innovation Exchange, University of Chicago

The Chicago Innovation Exchange is a new hub for interdisciplinary collaborations and support for business startup activities emerging from the University of Chicago, Argonne, Fermilab and Chicago's South Side. The new center will use a \$20 million Innovation Fund to help scholars and entrepreneurs translate their ideas and new technologies into startup businesses and products.

## Digital Manufacturing and Design Innovation Institute (DMDII), UI LABS

The DMDII will be the nation's flagship research institute in digital manufacturing and design innovation and a world-class, first-of-its-kind manufacturing hub with the capabilities, innovation, and collaboration necessary to transform American manufacturing. Public and private partners are contributing a total of \$320 million to create the DMDII.

State support: \$16 million



## Health, Technology, Innovation Center (HTI), UIC

Covering at the intersection of Health, Technology and Innovation, HTI is the first shared laboratory space aimed at supporting early-stage innovators as they validate ideas, convert technology into products and accelerate to venture readiness. Founded in late 2013, HTI is already working on accelerating the commercialization of publicly funded research at the University of Illinois at Chicago.

State support: \$1.7 million



## The Coalition

Coalition provides coworking and private office space to entrepreneurs and innovators in the Chicagoland energy community. The Coalition houses the Energy Foundry, created by state legislation to support smart grid technology commercialization and adoption.

## Illinois Manufacturing Lab (IML), UI LABS

The IML deploys advanced manufacturing technologies to improve the productivity of product development systems and increase the profitability and revenue of small to medium size enterprises (SMEs). IML is a joint partnership between the State of Illinois and UI LABS.

State support: \$5 million



## University Technology Park (UTP), IT

The University Technology Park at IT's mission is to provide a place for companies to grow at virtually every stage of their development by creating an entrepreneurial ecosystem that helps companies thrive and leveraging the resources of IIT, state and local governments, private industry, investors and service providers to foster UTP companies' success. The UTP employs over 300 and affiliated companies have raised \$200 million in venture capital.

State support: \$14 million

## MATTER Chicago

MATTER is a hub for healthcare entrepreneurs supported with funding from the State of Illinois that will help jump-start and grow early-stage healthcare IT, medical device, medical diagnostics and biopharma companies.

State support: \$4 million

# Policies – Immigration Reform

## Immigrant STEM\* advanced degree graduates, Masters and PhD, 2011–2012

■ Temporary residents ■ Permanent residents/citizen

2012



2011



\*STEM category includes degrees in: agricultural sciences, biological sciences, computer sciences, engineering, mathematical sciences, and physical sciences.

Source: National Center of Education Statistics (NCES); ISTC analysis

## Immigrant-founded startups

Over a third of Illinois' university startups\* have an immigrant\*\* founder or co-founder

Immigrant-founded startups

36%

\*Of 223 active companies created from universities in Illinois between 2010 and 2013 for which founder data was available.

\*\*In this case, immigrant refers to anyone foreign born, regardless of immigration status.

Source: ISTC University Entrepreneurship Survey, 2013

# Policies – S&T Roadmap Technology Clusters

Roadmap technology clusters	DCEO economic development plan industries						
	Advanced materials	Agribusiness, food processing, and technology	Biomedical/ biotechnical	Clean energy	IT and telecommunications	Machinery and fabricated metal products mfg	Transportation and logistics
Advanced materials: Alloys	●	●	●	●	●	●	●
Advanced materials: Polymers	●	●	●	●	●	●	●
Batteries and energy storage	●	●	●	●	●	●	●
Biofuels and biomass-derived products	●	●		●		●	●
Medical biotechnology			●				
Nanotechnology	●	●	●	●	●	●	●

# Policy Focus Areas

- ✓ Drive connectivity between academia and industry
- ✓ Assist high-potential technologies and startups
- ✓ Ensure resources for capital infrastructure needs



# Talent – STEM Education

- **Illinois Pathways Initiative** - \$10.3M public-private initiative to better prepare students for careers in STEM fields
- The **Illinois Science & Technology Institute (ISTI)**, runs the **R&D Learning Exchange**, a coalition of more than 50 cross-sector partners to support more authentic, inquiry-based learning experiences and spark student interest in R&D careers





High Schools	High Schools	Post-Secondary Education Institutions	Industry Partners	Nonprofits & Gov't Agencies
Chicago Vocational Career Academy	DePaul College Prep	Illinois Institute of Technology	AT&T	Argonne National Laboratory
Hinsdale Central High School	Glenbrook South High School	Illinois State University	Baxter	Brookfield Zoo
Illinois Math and Science Academy	Lake View High School	Loyola University Chicago	Comcast	Chicago Council on Science & Technology
Instituto Health Sciences Career Academy	Minooka Community High School	Northern Illinois University	ComEd	Fermi National Laboratory
Lane Tech College Prep	Naperville North High School	Northwestern University	Microsoft	iBIO Institute
Lindblom Math and Science Academy	North Chicago Community High School	Oakton Community College	Motorola Mobility	Illinois Business Roundtable
Muchin College Prep	Prairie Central High School	Southern Illinois University	Motorola Solutions	Illinois Junior Academy of Science
Niles North High School	Maine South High School	University of Chicago	Northrop Grumman	Illinois Science & Technology Coalition
Oak Park River Forest High	Maine West High School	University of Illinois Urbana-Champaign	Takeda Pharmaceuticals	Museum of Science & Industry
Palatine High School	Urbana High School	Von Steuben Metropolitan Science Center	TGG Group	Network for Teaching Entrepreneurship
Waukegan High School				NSERVE
Wheeling High School	Washington Community High School			Shedd Aquarium



# ILLINOIS **CORPORATE** **STARTUP** CHALLENGE





*“Smart corporations are aggressively looking to engage with startups through partnerships, investments, and acquisitions. But they need to do so in structured ways that allow them to manage the apparent chaos.”*

*“...85 percent of corporate respondents said that collaboration with startups and entrepreneurs will drive success for their organization in the future.”*

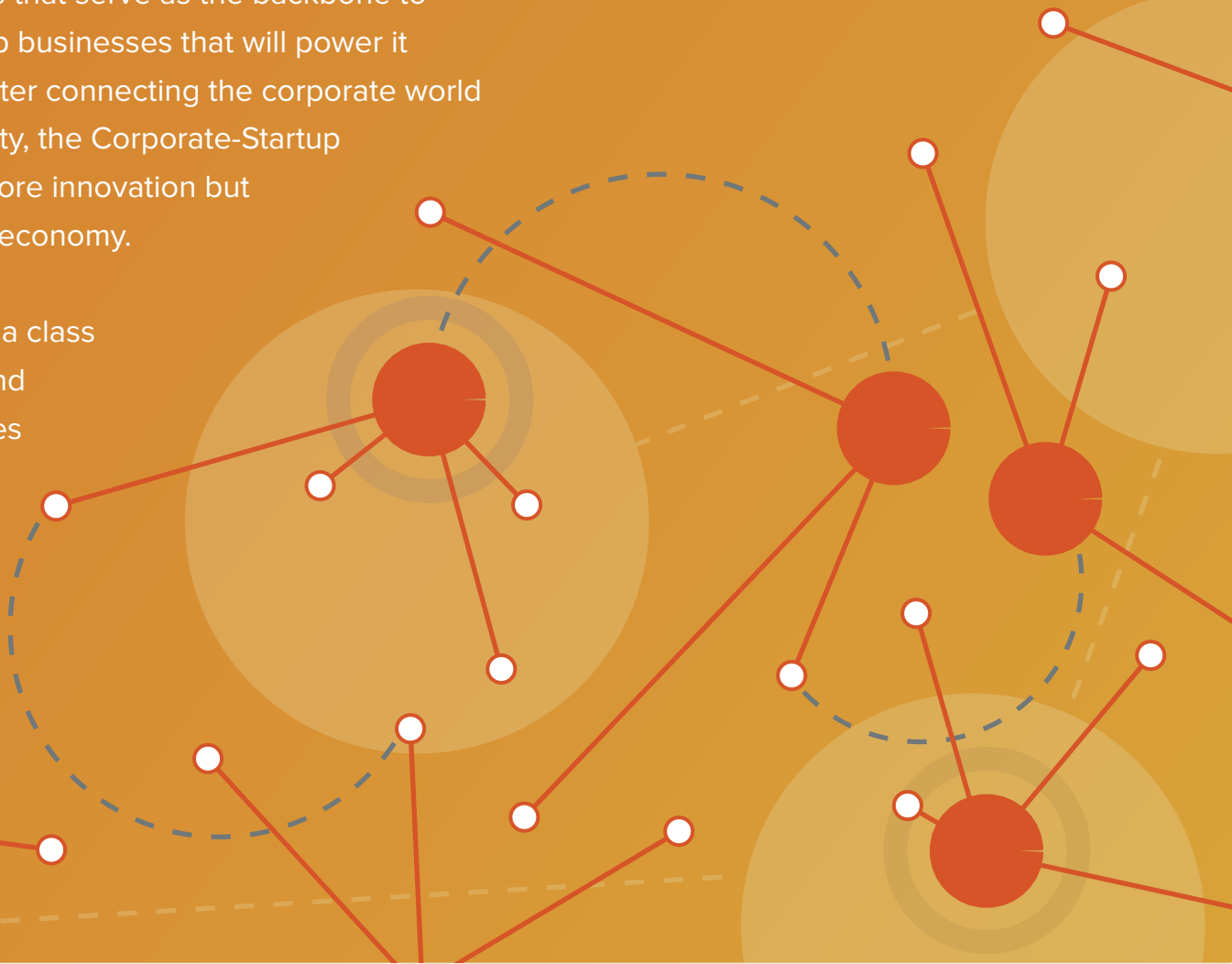
**- 2014 GE Global Innovation Barometer**

# MISSION



**The Illinois Corporate-Startup Challenge** creates a bridge between the major corporations that serve as the backbone to Illinois' economy and the startup businesses that will power it through the 21st century. By better connecting the corporate world to the entrepreneurial community, the Corporate-Startup Challenge will not only foster more innovation but also advance a stronger Illinois economy.

Every six months, we assemble a class of Fortune 1000 corporations and pair them with startup companies that address their innovation needs through a highly curated matchmaking process.



# PROGRAM LEADERSHIP



The Corporate-Startup Challenge is made possible because of the leadership of **Governor Pat Quinn** and the generous support of the Illinois Department of Commerce and Economic Opportunity



The **Illinois Innovation Council (IIC)** is a leadership group convened by governor Pat Quinn to identify and advance strategies that accelerate innovation, economic growth and job creation. The IIC created the Corporate-Startup Challenge to encourage all Illinois companies to support the growth of the state's emerging businesses.



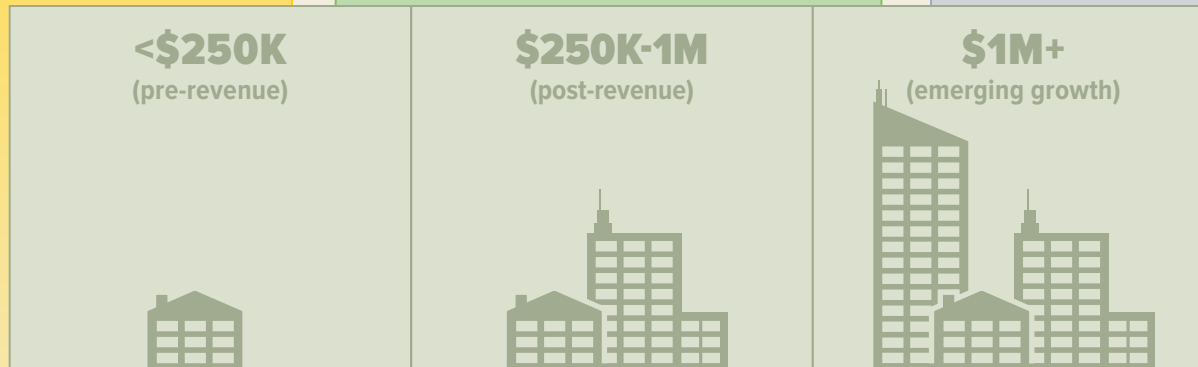
The **Illinois Science & Technology Coalition (ISTC)** is a member-driven, non-profit entity that drives public-private partnerships between industry, research universities, federal labs and government. The ISTC administers and provides staff support for the Corporate-Startup Challenge on behalf of the Illinois Innovation Council.



Freshwater Advisors

**Freshwater Advisors** is a venture development firm that helps high-growth entrepreneurs and corporations with business development, market research, strategy execution, and fundraising advisory services. Freshwater provides consulting and project management support for the Corporate-Startup Challenge.

# PROGRAM MODEL DNA



## GROWTH STAGES

"Startup" participants range from research teams to emerging growth companies

apprenticeship

mentoring

strategic  
partnership

joint  
venture

corp  
dev

path to  
investment

business  
opportunity

contract

## SPECTRUM OF ENGAGEMENT

Demo days may produce a variety of corporate-startup relationships



# PROGRAM PROCESS





# CORPORATE PARTICIPANTS

---

## PILOT CLASS



**MOTOROLA** MOBILITY



**JOHN DEERE**

*Walgreens*



**Allstate**

You're in good hands.

**molex**

## SPRING 2014



**Exelon**



**ADM**

**HYATT**

## WINTER 2015

*State Farm*



**Microsoft**

*Danfoss*





# PILOT CLASS - CORPORATE INNOVATION OPPORTUNITY AREAS

**Battery/Power Management**

**App Development**

**3D Printing/Rapid Prototyping**

**Consumer-Machine Communications**

**Cyber Security**

**Hardware/Devices**

**Health + Wellness**

**Materials and Material Science**

**UX/UI**

**Sensors**

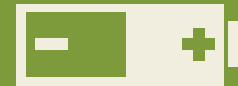
**Data Analytics**

**Digital Imaging**

**E-Commerce**

**Machine-Machine Communications**

**Energy**



**App Development**



**Hardware/Devices**



**Health Tech**

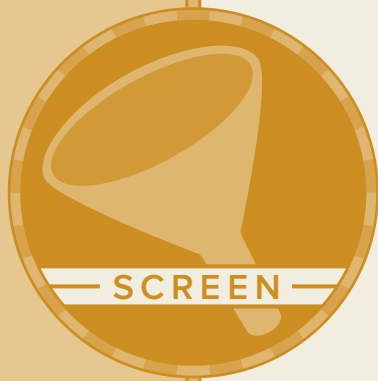


**Sensors**



**Data**





# PROGRAM TRANSPARENCY: COMMUNITY PARTNERS

## Civic & Non-Profit Groups



## Incubators and Accelerators

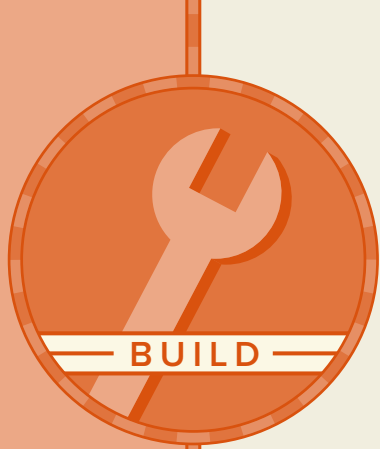


## Venture Capital

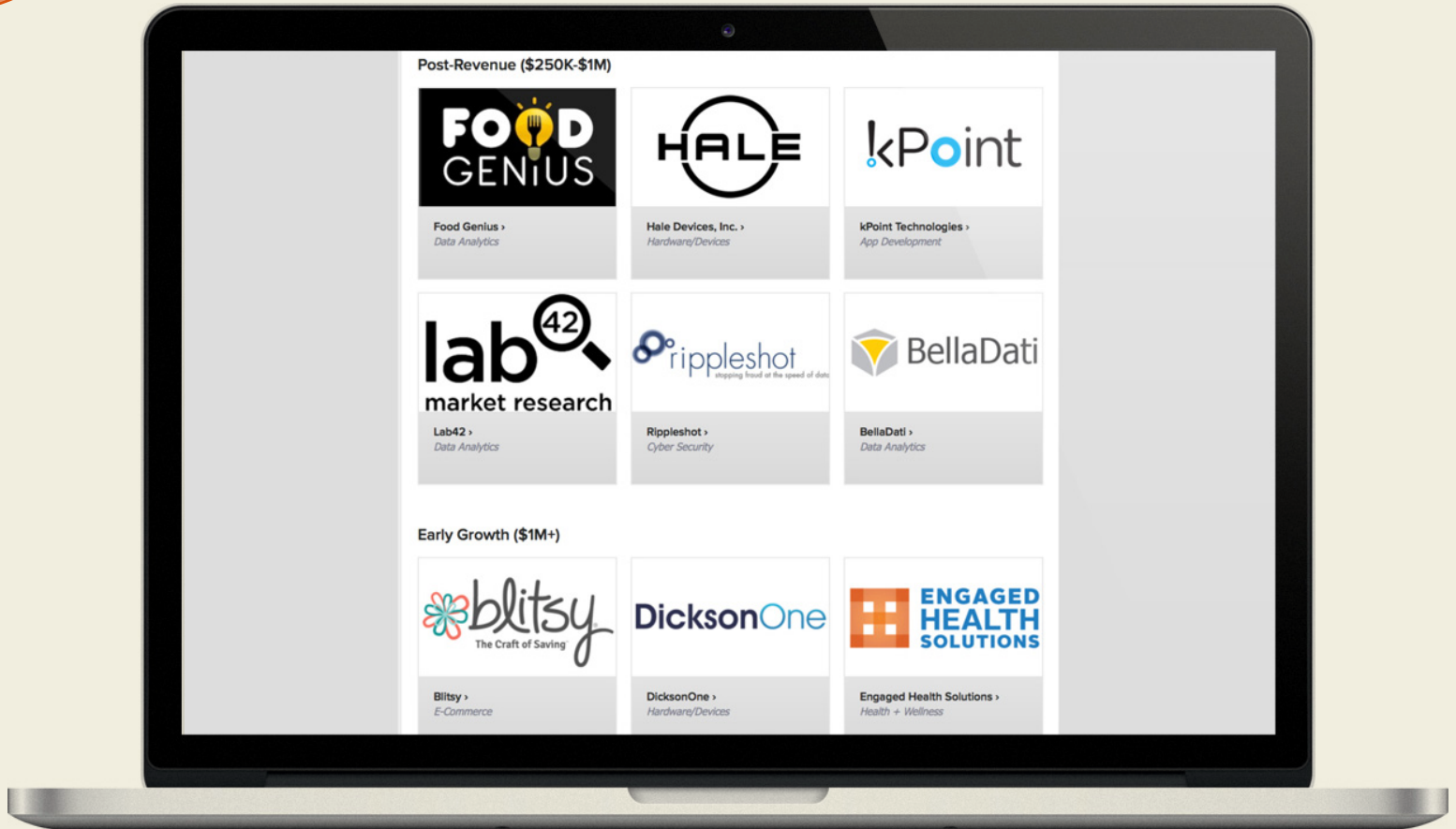


## Universities/Labs





# DIGITAL PORTFOLIO





# CORPORATE DEMO DAYS



**8-15**

startups selected for  
each demo day

CSC Allstate Demo Day, Monday January 20, 2014





# TRACKING ENGAGEMENT: INNOVATION FACILITATION

## **Value**

for Corporations <> Startups

## **Tracking & reporting**

module in custom-built platform

## **“Scorecard”**

for corporate tracking of engagements

## **Streamlined processes**

to facilitate engagement

(e.g. develop boilerplate language  
for pilot/prototype agreements)

INNOVATION SCORECARD	
Meetings	21
Advisors Placed	3
JDA's	2
Partnerships Secured	1
Investment Commitments	1
Investment Dollars	\$750,000
	2

# ILLINOIS CORPORATE-STARTUP CHALLENGE



## AGGREGATE PROGRAM METRICS

**358** | startups + emerging technology companies  
referred by 30+ community partners

**153** | companies interviewed

**119** | companies referred to portfolios  
(21-34 startups per corporate portfolio)

**76** | selected to present at private demo days  
to date (31 from university partners)

**30** | companies have received ongoing  
engagement through mentorship,  
contract, or investment opportunities



# ILLINOIS CORPORATE-STARTUP CHALLENGE



## PROGRAM OUTCOMES

### Startup matchmaking effort shows early wins, expands

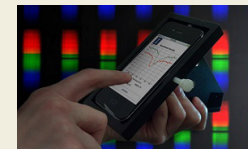
June 24, 2014

[Print](#) | [Comments](#)

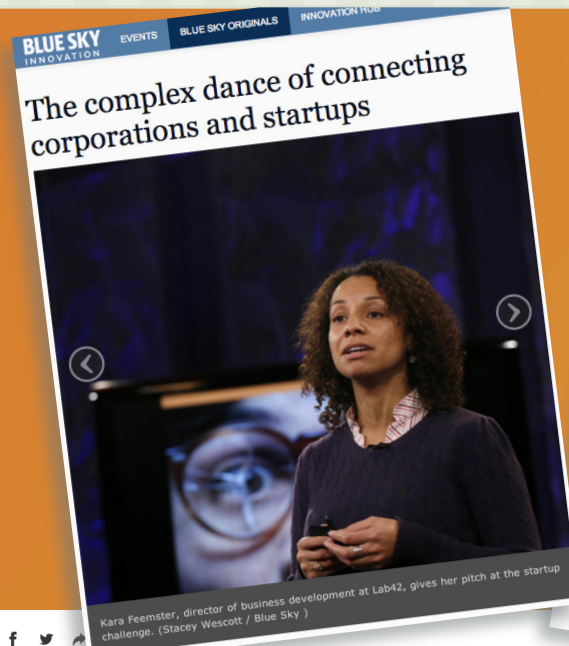
[+](#) 134 [f](#) 27 [t](#) 40 [in](#) 67 [g+](#) 3 ["](#) 2 [e](#) [p](#)



Erik Severinghaus, founder and CEO of SimpleRelevance Inc.  
Kendall Karmanian



# AWARENESS



Illinois Science and Technology Coalition honored by national group



# LOOKING FORWARD

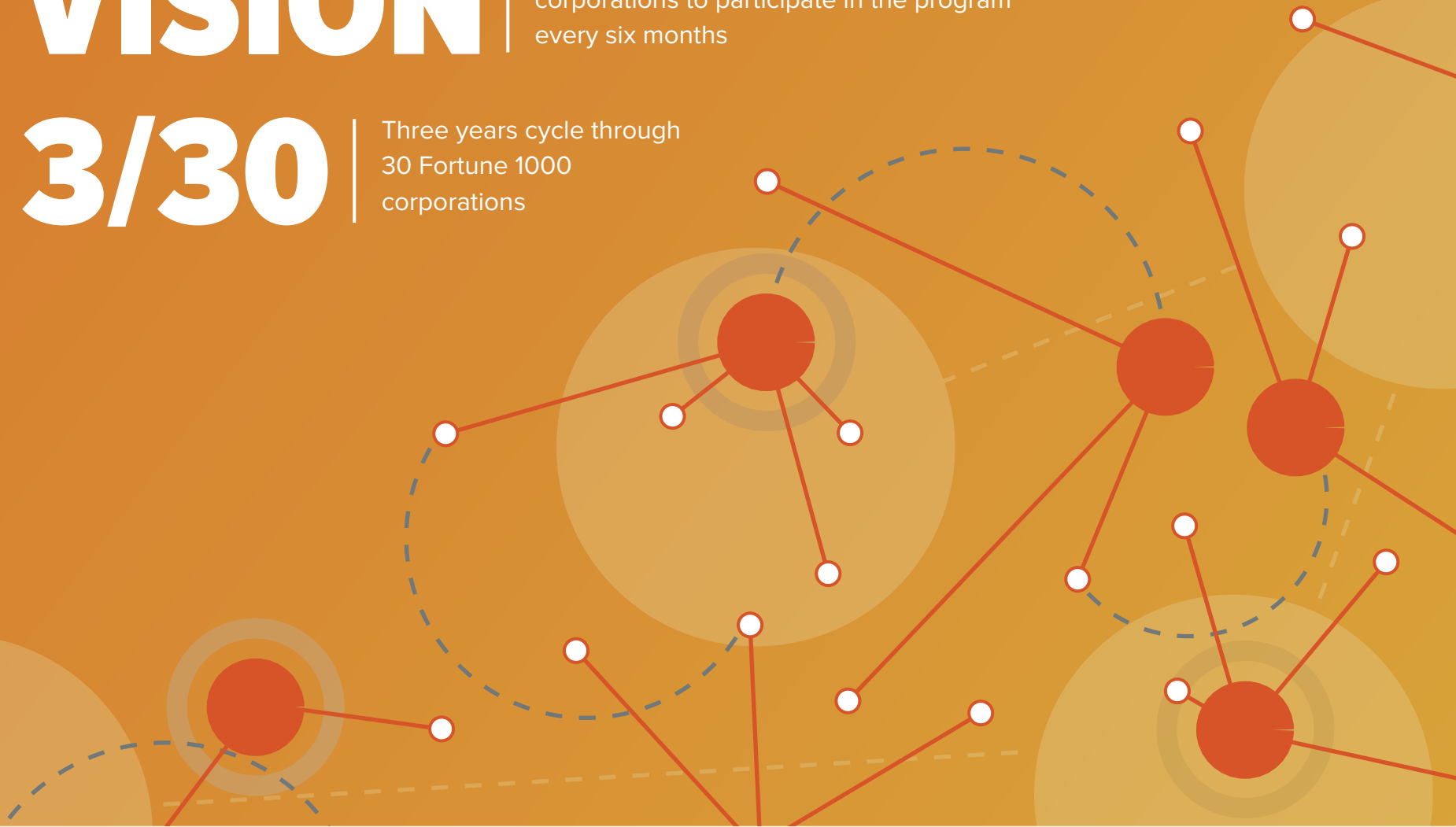


# VISION

Recruit 5 Illinois-based Fortune 1000 corporations to participate in the program every six months

# 3/30

Three years cycle through 30 Fortune 1000 corporations



# Contact Us

**Mark Harris**

President & CEO

mharris@ISTCoalition.org

312.239.0350

[www.ISTCoalition.org](http://www.ISTCoalition.org)

[www.illinoisinnovation.com](http://www.illinoisinnovation.com)



#ISTCoalition