

# UF Innovate | Umbrella Organization “Unifying” the UF Innovation Ecosystem

## UF Priorities

- More and better research
- Agile and nimble partnerships
- More life change for students
- Better faculty compensation for best faculty
- Radical transparency (enabler)



### In FY 23...

- 143 issued patents (416 apps filed)
- 118 license/option agreements
- 14 startups formed
- 299 invention disclosures
- 842 MTA's Executed



- \$5 MM Committed/  
\$3.42 MM Deployed
- 11 investments/  
2 Follow-ons/ 1 Exit
- Deal Size: Typically < \$500K/per
- Does not Lead/Must be UF Technologies

Tech  
Licensing

Pathways

Ventures

Accelerate

- Empower researchers/ innovators with resources and support for commercialization (workshops - 25/annually) ;
- STTR grants (2 wins @ \$750K, I-Corps (20 teams); 3 option agreements executed)



- 130,000 sq ft Super Hub
- 2 incubators (biotech and mixed-use)
- 76% (client survivability rate)
- 28% of active clients have one or more UF license(s)



# UF Innovate is an Industry Leader



# UF Innovate | Accelerate | Program Profile

## Mission



## Brand Promise

We accelerate the *growth* and *development* of *sustainable* ventures.

## World-Class Facilities



### Hub

96,947 sq. ft  
56 clients  
Est. 2011



### Sid

32,546 sq. ft  
16 clients  
Est. 1995

## FY23 Profile

### UF Innovate | Accelerate



Sector Focus Areas:  
**Biotech (Sid)**  
**Mixed-Use (Hub)**



Yearly Operational Budget:  
**\$2.1 Million**



Number of Employees (FTE):  
**12**



Size of Investor Network:  
**>50**



Number of Events Organized or Co-Organized Per Year:  
**111**



Number of Industry Awards:  
**11**



Number of Sponsors:  
**15**

### Client Portfolio



# active clients with UF License:  
**28%**



Average Direct Wage Rate \$ (Cumulative):  
**\$94,000/per FTE**



Duration of Incubation Program:  
**Biotech = 50 months /**  
**Mixed-Use = 36 months**



Aggregate of Funds Attracted By Client Startups (Cumulative):  
**\$11.4B**



Survivability Rate:  
**Biotech 82%**  
**Overall 76%**

# UF Innovate | Accelerate Program Distinctives

Dynamic,  
Collaborative  
& Inclusive  
Entrepreneurial  
Ecosystem

One of the  
Largest Super Hub  
Programs in U.S.

Open Access to  
University/Global  
“Best of Breed”  
Start-ups

Big Wins Drive  
Commercialization  
Success



Nearly **47%** of  
our Founders  
are SEDI\*\*



Over **90** companies  
in our world-class  
incubation/ second  
stage program



**23%** of companies  
Collaborating with  
other companies in  
our program



IP-backed Ventures  
have generated over  
**\$25.3B** in economic  
impact





**922** Team Members Supporting **67** Residential Clients/Companies



**416** Full-Time Employees



**86** Part-Time Employees



**311** Independent Contractors



**65%** UF Interns  
**109** Interns  
(not included in total team members)

### Innovative Capacity



**157** Patents Applied For



**67** Patents Granted\*



**21** Copyrights and Trademarks obtained



**74** Products Launched & Commercialized

### Client Portfolio Performance



**\$93,549**  
Average Wage Rate



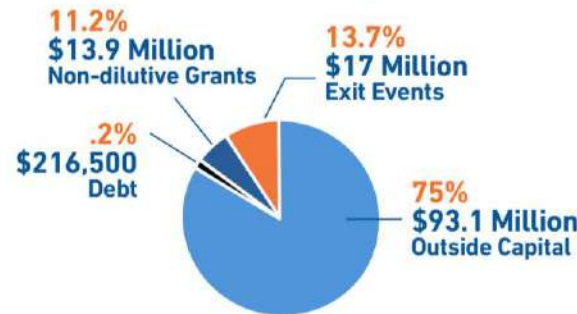
**\$69.1 Million**  
Total Direct & Contractor Payroll



**\$69.3 Million**  
Total Annual Client Revenue



**\$124.2 Million**  
Total Client Funding Stack



### Ecosystem Synergies



**17** Licenses Secured from Universities and Colleges



**28.4%** UF Affiliated/Licenses



**23.4%** of Companies Working with Other Incubator Clients in Program

### Founder Characteristics



**46.9%** of Clients with a Business That is Owned or Controlled By a SEDI\*\*



**56.3%** First Time Founder



**39%** Second Generation Entrepreneur

\*Combined residential clients at both incubation facilities

\*One client reported 148 granted in the period but were not in the prior year's study, so these patents were excluded.  
\*\*Socially or Economically Disadvantaged Individual

# UF Innovate | Accelerate Economic Impact



## PROFILE

- Super Hub**
- 11x Industry/International Awardee**
- Sid (1994/1995); Hub (2011, 2018)**
- Soft Landings Designation**  
(1 of 17 Programs)
- > 260 Clients Served\***

\* Cumulative since program inception  
\*\* Calendar Year 2023 Client Impact Analysis

## CAPACITY BUILDING

- 526 Client Patents Filed\***
- 352 Client UF Licenses\***
- 28%** of active clients have UF licenses\*\*

## CLIENT IMPACT

- Total Jobs Created\*: 8,542 / 113,000**  
(Direct) | (Indirect/induced)
- Average Wage Rate\*\*: \$93,549**
- Total Capital Invested\*\*: \$11.4B**
- Survivability Rate\*\*:** **82% Biotech** **76% Overall (All Clients)**

## CLIENT ECOSYSTEM PROFILE

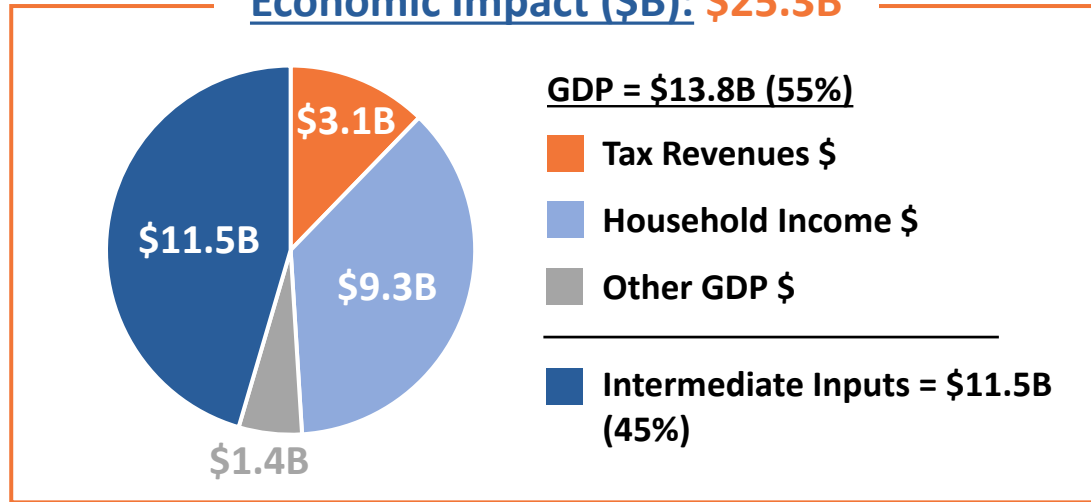
- 47%** with 1 or More Diverse Cofounders\*\*
- 23%** of Companies Collaborating with Other Clients\*\*
- 74 Products Launched\*\***

## MILESTONE MOMENTS

- 1 IPOs\***
- \$17MM Exit Events in FY 2023 (1 deal)**
- 9%** of Florida Biotech Companies started with UF Innovate | Accelerate\*
- 35.54%** Higher Wage Rate Than State of Florida Average\*\*

# Cumulative Impact\* of UF Innovate | Accelerate (1995-2022)

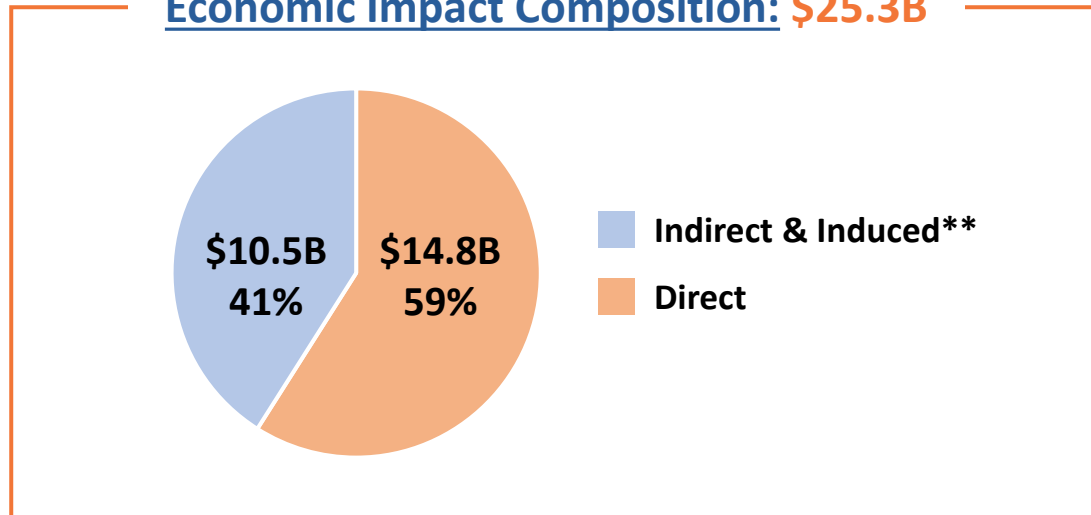
## Economic Impact (\$B): \$25.3B



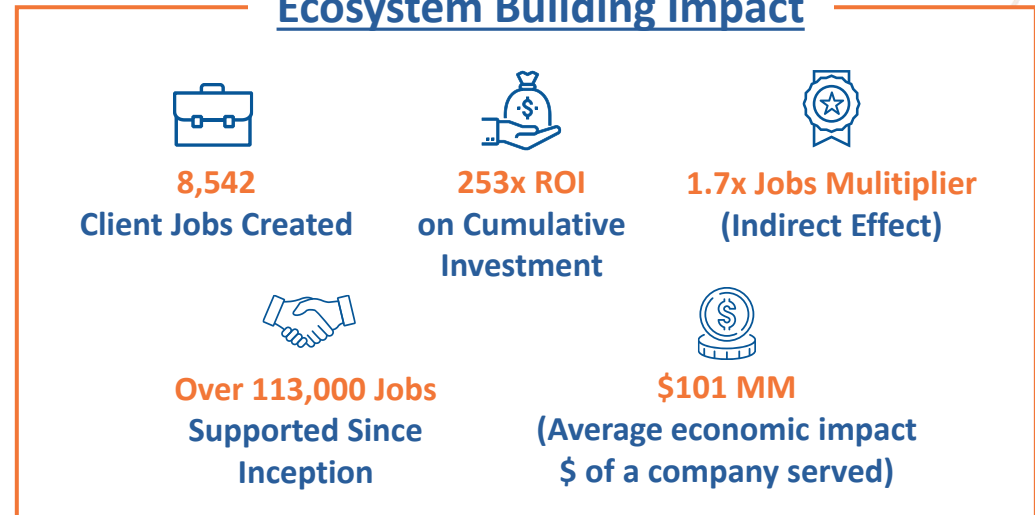
## Client Portfolio Mix



## Economic Impact Composition: \$25.3B



## Ecosystem Building Impact





# Alachua County Biotech Companies

## UF Innovate | Accelerate Companies



## Selective Non-UF Innovate Biotech Companies in the Local Ecosystem



9% of Florida's biotech companies in business today started with UF Innovate | Accelerate's incubation program.\*

\*Source: BioFlorida Database (2021)

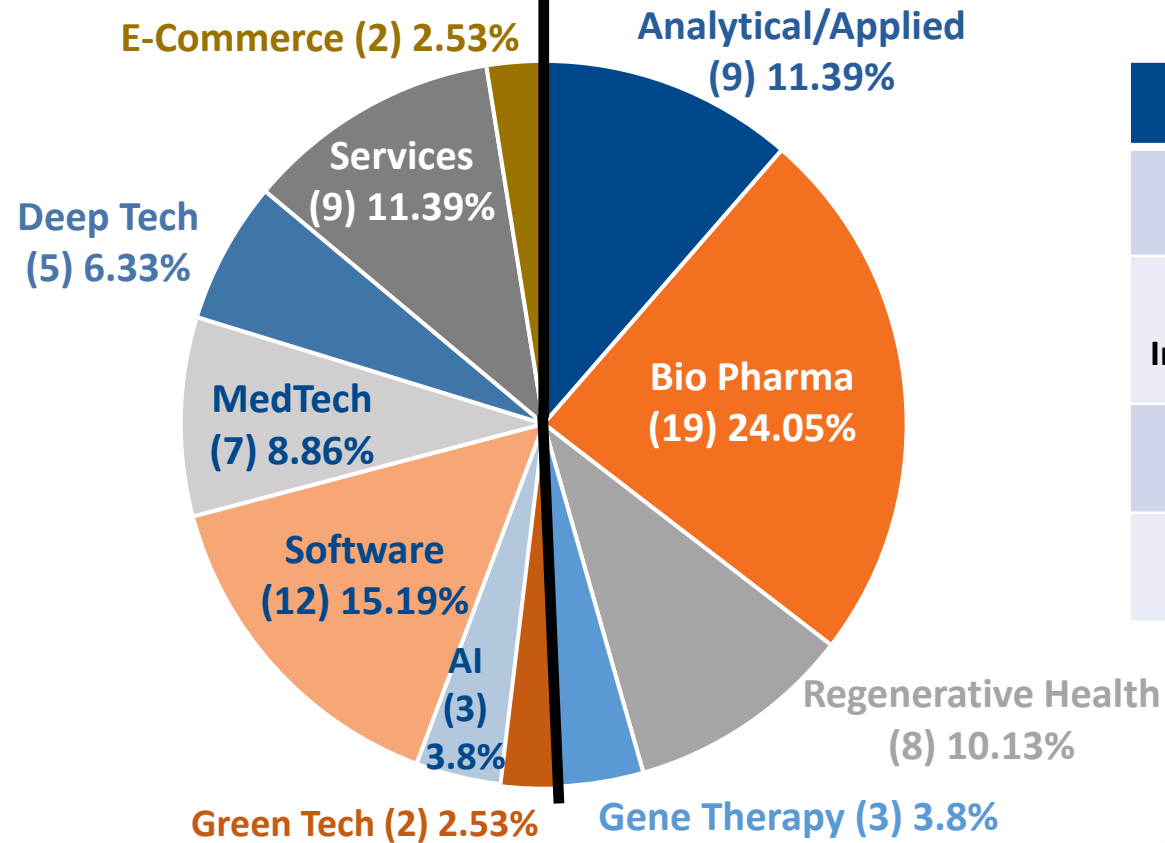
ThermoFisher acquired BrammerBio in 2019



# UF Innovate | Accelerate Client Portfolio Mix (as of 12-31-23)

**Technology/Innovation Clients**  
**(40) 50.6%**

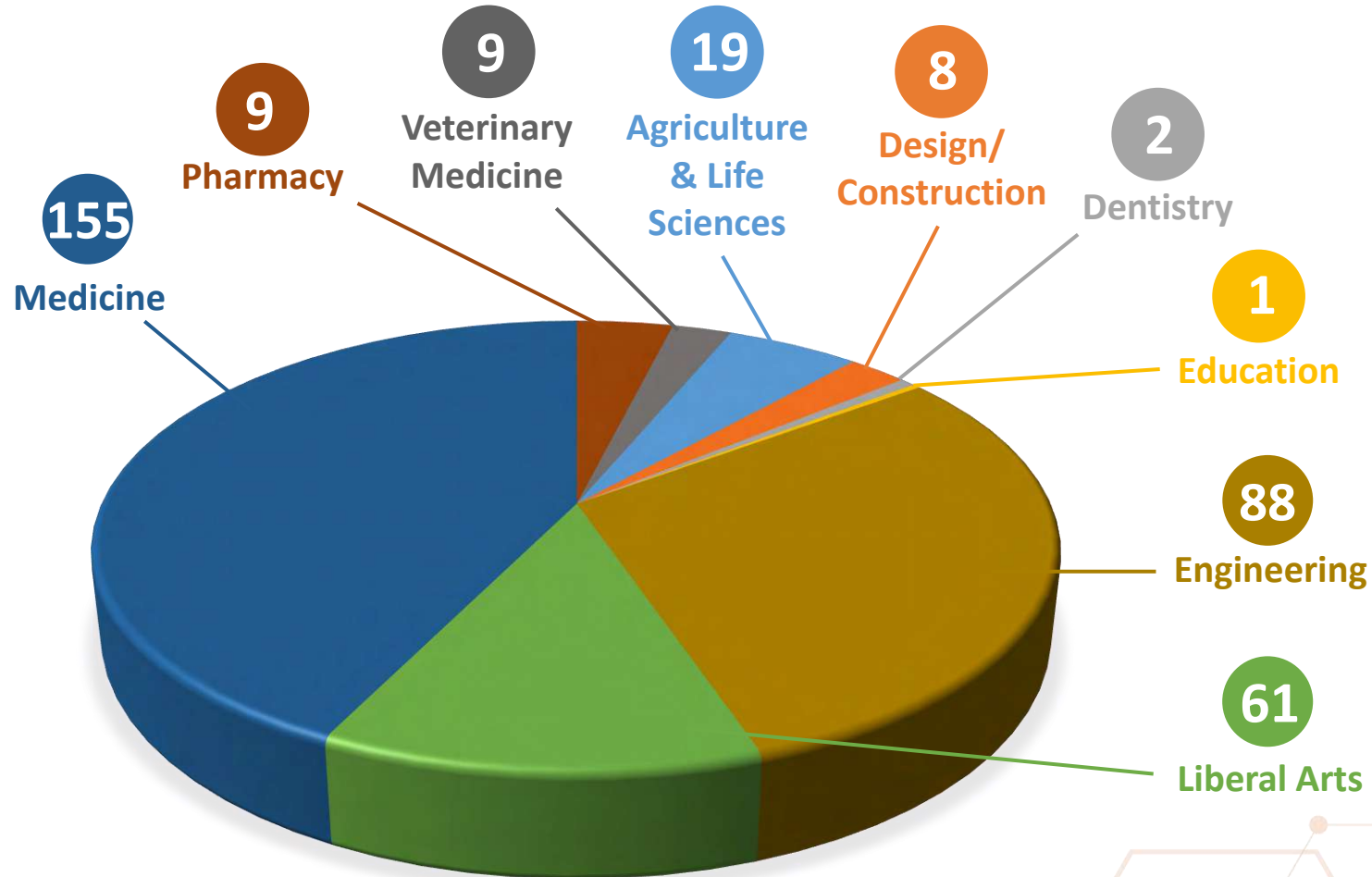
**BioTech Clients**  
**(39) 49.4%**



Sector	Residents	External	Total	%
BioTech	28	11	39	49.4%
Tech/ Innovation	35	5	40	50.6%
<b>Total</b>	<b>63</b>	<b>16</b>	<b>79</b>	<b>100.0%</b>
	79.8%	20.3%	100%	

# UF Licenses to UF Innovate | Startups by College

Cumulative Number of Licenses: **352\***



**THE TOP 3**

Medicine	44%
Engineering	25%
Liberal Arts	17%

# Community Engagement

**111** Events in FY24

**1,805** Event Attendees

## Types of Events



**18** Lunch & Learns



**14** Networking



**9** Vendor Shows



**14** Webinars



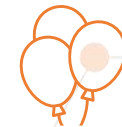
**8** Workshops & Clinics



**24** Office Hours



**7** Student Projects/  
Collaborations with UF  
Colleges/Departments



**17** Surprise & Delight



## Lunch & Learns



## Vendor Shows



## Webinars



## Workshops & Clinics



## Office Hours



## Innovation Hours

