

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

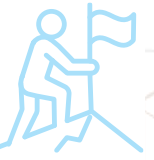
Tech
Licensing

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

Our Programs Focus on 4 Business Building Pillars & Improved Outcomes



Capital

- Pitch Clinic
- Fluency Score
- SBIR Catalytic Grant
- Elite Mentorship Program



Customer(s)

- WKI Tools
- Selling Simplified
- Founder's Edge



Community

- Award-Winning Program, 2 World Class Facilities
- Themed Social Events
- Peer-to-Peer Networking
- Stage 2 Graduate Facilities (future)
- Innovate "Star" Experiences
- Family Feel (care, concern, check-in's)



Competencies

Tools

- Mindset
- Advisor Program
- Vendor Showcases

Boot Camps

- PR/Advocacy
- 4 P's of Storytelling
- Sales Strategy 101
- Building a Great Team (Talent broker, scouting)

Skill Building

- Student Learning Projects
- Experts in Residence
- Lunch N' Learns
- Founder's Series
- Office Hours (w/Staff)

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



saas factory

Vendor Shows



Waters™



Webinars



Workshops & Clinics



Office Hours



Innovation Hours



GRAYROBINSON

International Soft Landings



The UF Sid Martin has been providing us with full support for the operation of Biofrontier Lab for the past year. The laboratory space, training, ease of use of shared equipment and instruments, and the Sid Martin team have allowed us to achieve significant milestones for Brazilian research and innovation through accelerated development of research in the field of biopharmaceuticals.

– *Fabricio Marchini and Mariana Serpeloni, BioFrontier*



UF Innovate - Accelerate @ The Hub has played a key role in the development of Satlantis in the US, providing us with the best support in terms of both facilities and advanced equipment, as well as fundamental help finding marketing, legal, and HR resources tailored for our company's specific needs. The team is always ready to give any hosted company a helping hand and the networking events organized within the incubator are tremendous opportunities to make new acquaintances with entrepreneurs and CEOs that share the same ambitious vision we do.

– *Aitor Moriñigo, Satlantis*



For the past five years, The Hub has provided us with complete support in operating Innovacorium Inc. The laboratory space, shared equipment and instruments, and training offered by UF Accelerate have all contributed to our success in the field of biopharmaceutical research and innovation. We have made significant progress in Brazilian entrepreneurship, research, and innovation with the help of The Hub team.

– *Marcelo Buzzi, Innovacorium*



Key Areas of Support



Market Research



Local Partnerships



Legal and Regulatory Compliance

Benefits



Reduced Risk



Faster Market Penetration



Enhanced Reputation