

OFFICE OF CORPORATE RELATIONS

2009

A N N U A L R E P O R T



FROM THE DIRECTOR

Since we published the 2008 Annual Report, much has changed about what companies must do to thrive in these challenging economic conditions. Despite this, our mission remains the same: to help companies large and small connect with University resources to enable them to become more successful.

What does this mean for a company's bottom line? It means that when Corporate Relations collaborates with a company, we recognize their unique needs and find the resources to maximize their investment, which translates to better results for everyone involved. We help companies recruit employees from a talented pool of graduates, and considering an overwhelming number of our undergraduates are employed before graduation, we know getting the conversation started early is important. We find innovative scientists and researchers for companies to collaborate with and provide access to world class technological resources. We are proud of the productive dialogue Corporate Relations creates between companies and campus resources and the progress that results from these connections.

Regardless of economic conditions, we will not compromise on the quality of our product—relationships. Our focus on people has ensured a continued growth in partnerships, and corporate research support for FY09 totaled almost \$37 million. Corporate gifts also contributed to 25% of total gift dollars contributed to the University of Illinois in 2009.

The OCR staff continues to rally around the strengths of our campus to and make new relationships, expand existing relationships and think strategically about ways to accomplish more with less. Our team is ready to connect companies with the resources needed to thrive. And many of are taking advantage of our offer. Last year, more than 3,250 different employers recruited at Illinois.

I hope you enjoy reading this report, but more importantly I hope the opportunities we present for engaging with Illinois spark your interest and inspire you to contact us.

Pradeep Khanna

Executive Director

Office of Corporate Relations



DIMENSIONS OF CORPORATE ENGAGEMENT

The University of Illinois at Urbana-Champaign offers extensive human and technological resources to U.S. and foreign companies that can help these companies become more successful in a rapidly changing global economy. As the University is a large and diverse institution, locating and connecting with these resources can pose challenges for companies.

The Office of Corporate Relations (OCR), a unit of the Office of the Vice Chancellor for Public Engagement, assists companies in assessing their needs and identifying the University researchers, students, academic units, programs and laboratories that can help them meet their objectives. The OCR helps companies have meaningful interactions with these campus resources and facilitates development of mutually beneficial partnerships between companies and units across the campus.

Our comprehensive approach to corporate relations emphasizes seven dimensions of involvement. We facilitate company interactions on our campus along all these dimensions.

- Engaging students
- Leveraging research
- Transferring technology and innovation
- Fostering economic development
- Accessing professional education opportunities
- Providing targeted solutions
- Optimizing philanthropy

“ Corporate support is crucial to our mission as a preeminent public university. We depend on the business community to employ our graduates, train our interns, and support our research. Together we are helping to expand an American workforce that is ready to take on tomorrow’s challenges here and abroad.”

Robert A. Easter, Interim Chancellor and Provost



FROM THE VICE CHANCELLOR

Since its official charter in 1867, Illinois has been the flagship public university of Illinois. Our campus is a place where exploration is encouraged, intelligent risks are taken, and scholars' paths cross at what can be incredibly productive intersections. These are attractive features to companies with a desire to collaborate with an academic institution. The OCR provides a front door to the University where businesses discover the resources that meet their needs, from recruiting students for internships and fulltime employment to building an international development portfolio. For the numerous companies that have already built partnerships with Illinois, the OCR assists them in engaging in a portfolio of efforts to expand ties to our preeminent research university.

To access the complete range of resources on our campus, the OCR team works with faculty and staff throughout the University and with colleagues across the community and state. The OCR is well positioned to leverage these collaborating units and individuals expertise to help companies realize their maximum potential with the University.

At Illinois, we believe that groundbreaking and cutting-edge research is the foundation for excellence in both education and public service. By partnering with Illinois, companies have access to our talented students, our Research Park, and to world-class technical and computational capabilities. Last year, the OCR helped secure corporate and/or government support for several research initiatives, including renewable energy initiatives, Smart Grid, Engineering Research Centers, and the Center for Agricultural and Pharmaceutical Nanotechnology. All this was accomplished while expanding our economic development efforts ranging from Petascale computing, to site selection, to international corporate engagements.

The University of Illinois at Urbana-Champaign campus, continuing its long tradition of groundbreaking accomplishments, is home to:

- 2,061 tenured faculty members
- 41,918 Students
- 31,209 undergraduate and 10,709 graduate and professional
- 6, 562 international graduate students
- More than 150 laboratories, research institutes and other specialized centers.
- Recognized faculty and alumni including 17 Pulitzer Prize winners and 23 Nobel Laureates and Crafoord Prize winners.
- Numerous patents and inventions. Illinois is among the top universities in the number of patents granted.

We look forward to working creatively and collaboratively with companies on important partnerships and innovations for the 21st Century.

Steve Sonka

*Interim Vice Chancellor
for Public Engagement*



CORPORATE ENGAGEMENT COUNCIL

CORPORATE ENGAGEMENT COUNCIL MEMBERS

Robert Easter, *Chancellor and Provost (Interim)*

Richard Wheeler, *Vice Chancellor for Academic Affairs (Interim)*

Ravishankar Iyer, *Vice Chancellor for Research (Interim)*

C. Renée Romano, *Vice Chancellor for Student Affairs*

Steve Sonka, *Vice Chancellor for Public Engagement (Interim)*

James Schroeder, *Vice Chancellor for Institutional Advancement*

Ilesanmi Adesida, *Dean, College of Engineering*

Joel Cutcher-Gershenfeld, *Dean, School of Labor and Employment Relations*

Wynne Korr, *Dean, School of Social Work*

Pradeep Khanna, *Associate Vice Chancellor for Public Engagement & Exec. Dir. for Corporate Relations*

Karen Bender, *Associate Director of Corporate Relations and Chief Operating Officer, CEC*

In 2009, the Corporate Engagement Council and the Council of Deans approved the establishment of a Unit Corporate Contact network to facilitate coordination and communication between colleges and the Office of Corporate Relations. The Unit Corporate Contacts were selected by the Deans, and are listed below:

UNIT CORPORATE CONTACTS

James Anderson, *College of Fine & Applied Arts*

Philip Best, *College of Liberal Arts & Sciences*

Michael Biehl, *College of Veterinary Medicine*

Barry Dickerson, *College of ACES*

Merle Giles, *National Center for Supercomputing Applications*

Joseph Goldberg, *College of Medicine*

Christopher Higgins, *College of Law*

Sharon Johnson, *Graduate School of Library and Information Science*

Sara Kelley, *College of Applied Sciences*

Christopher Larrison, *School of Social Work*

Nell Madigan, *School of Labor & Employment Relations*

Melissa McKillip, *Institute for Genomic Biology*

Tim Montague, *Beckman Institute*

Julie Pfeiffer, *College of Business*

Marise Robbins-Forbes, *The Graduate College*

K. Alex Schmidt, *College of Education*

Eric Thome, *College of Engineering*

Michelle Wellens, *College of Media*



one

ENGAGING STUDENTS

The University of Illinois at Urbana-Champaign enables firms to engage with its diverse student population in a variety of ways, including: internships, mentoring programs, leadership development, service learning opportunities, job fairs, and sponsorship of student programs.

This past year, OCR has collaborated with several campus career services offices to connect corporations and students. These efforts have yielded productive interactions through senior projects, internships, and employment.

OCR continues to:

- Arrange corporate recruiting team visits to campus.
- Support philanthropic requests for student programs such as diversity efforts, student design projects and undergraduate research experiences.
- Initiate dialogues between companies and University leaders to support curriculum development.
- Build corporate partnerships on key educational initiatives and training needs.
- Work with industry to devise new approaches to prepare the emerging workforce to succeed in a rapidly changing business environment, focusing on such topics as sustainability; diversity; science, technology, engineering and math education (STEM); and leadership.

During 2009, the OCR supported efforts of the campus career services to increase corporate recruitments on campus.

- 13,250 different employers recruited at the University of Illinois.
- 21,340 students participated in campus career fairs.
- OCR was also one of the first campus units to support HireIllini, which continues to promote the University of Illinois as the preeminent place to recruit college talent.
- 36 of the top 50 Fortune 500 companies visited campus or posted positions on University of Illinois job boards.

Source: The Career Center and the Career Services Council, University of Illinois at Urbana-Champaign

two



LEVERAGING RESEARCH

Industry has often looked to Illinois for the basic and applied research which will drive innovation in their firms. With an understanding of their broad needs and demanding challenges, and with a view across the entire campus, the Office of Corporate Relations has served industry by connecting them with the intellectual resources available at Illinois. This proved to be true in 2009 – with OCR playing a key role in linking private sector firms to domain expertise in a variety of disciplines.

During the year, a strong driver of collaborative activity was the pursuit of federal funding generated by the American Recovery and Reinvestment Act of 2009. In these university/industry/government collaborations, and in university/industry opportunities, OCR continues to work closely with faculty and staff in a variety of academic units, centers and institutes, and with the Office of the Vice Chancellor for Research, the Office of Sponsored Programs and Research Administration, the Office of Technology Management and the University's General Counsel. The team worked collectively to engage with companies of all sizes – from local startups to global corporations – creating mutually rewarding relationships.

RESEARCH FUNDING OVER THE PAST FIVE YEARS (IN MILLIONS)



three



INNOVATION AND TECHNOLOGY TRANSFER

The University of Illinois at Urbana-Champaign works to ensure that the newest research advancements are made available to industry for commercialization. The OCR specifically helps achieve this by pairing companies with University specialists whose expertise best suits companies' technological needs. Associated licensing agreements are executed through the Office of Technology Management, University of Illinois.

The OCR continues to support various activities on the campus and in the local community that are designed to foster innovation and encourage entrepreneurship. One such activity is the annual Innovation Celebration, which recognizes the individuals and organizations that had a positive impact on the economic development of Champaign County through entrepreneur advocacy, technology transfer, innovative discovery, entrepreneurial excellence, student start-ups, and social entrepreneurship.

Disclosures – 203

U.S. Patent Applications filed – 145

U.S. Patents Issued – 42

Licenses and Options – 33

Start-ups – 6

Source: Office of Technology Management
FY09 Annual Report

These activities are often implemented in partnership with other campus units, including the Office of the Vice Chancellor for Research, the Academy for Entrepreneurial Leadership, the Technology Entrepreneurship Center and community organizations such as the Champaign County Economic Development Corporation.

COMPANY LIST

In 2009, OCR interacted with a diverse range of private sector companies, including:

AA Solar Products, Inc.

Alcatel-Lucent

Alltech

Ambient Corporation

Ameren Services

Archer Daniels Midland Company

Baxter

Boeing

BP p.l.c.

Bunge North America

Carbon Clear Ltd

Caterpillar

Cazoodle

Chevron Corporation

Cisco Systems, Inc.

Clearview Management, Inc.

Common Ground Publishing

ConocoPhillips Company

Covance Inc.

Deere & Company

Dell

Dow Agrosciences LLC

DTN

Elanco

Eli Lilly and Company

Exxon Mobil Corporation

Fonterra

General Electric Company

Hewitt Associates LLC

Hewlett-Packard Development
Company, L.P.

IBM

iCyt

Innovative Security Systems, Inc

InnovoSoy

Intel Corporation

JCL Bioassay Corporation

Keenan & Co.

LEAMgroup, Inc.

LexisNexis

LI-COR

Littelfuse, Inc.

Lockheed Martin Corporation

Mars, Incorporated

Microsoft

Morgan Stanley

Motorola, Inc.

National Starch, LLC

Natural Enrichment Industries

Navistar, Inc.

Nucleon Biotechnologies, Inc.

Oracle

Pearson plc

Pfizer Inc.

Ploughman Analytics, Inc.

Procter & Gamble

QUALCOMM Incorporated

R Systems International Limited

R.R. Donnelley & Sons Company

RiverGlass, Inc.

Rolls-Royce Group plc

SAIC

Sikich LLP

Starfire Industries LLC

State Farm Mutual Automobile

Insurance Company

Superior Composite Structures, LLC

Sword Diagnostics

Syngenta

Tate & Lyle PLC

TEAM Companies

Teva

The Dow Chemical Company

The HDF Group

The Nielsen Company

ThermalShell Technologies, Inc.

Vestas

Wal-Mart Stores, Inc.

Wm. Wrigley Jr. Company

Yahoo! Inc.

four



FOSTERING ECONOMIC DEVELOPMENT

Within a challenging economic environment, private sector firms of all sizes, along with the Illinois Department of Commerce and Economic Opportunity (DCEO), the Champaign County Economic Development Corporation (CCEDC), and other local and regional economic development organizations, found an increased number of reasons to look to the University of Illinois at Urbana-Champaign in 2009. Very often, the Office of Corporate Relations was their first point of contact on the campus.

With campus and community based resources available to them, OCR continues to play an important role in facilitating increased connectedness between the University of Illinois, the community, and startups. During 2009, OCR not only provided assistance to technology-based startups in energy, life sciences, and information technology, but also in an increasing number of conversations with entrepreneurs focused on traditional manufacturing, services, and non-IT based creative economy concepts. OCR has actively engaged with firms and entrepreneurs to link them with partnerships for pursuits of Small Business Innovation Research (SBIR), Small Business Technology Transfer (STTR) and other funding opportunities; providing connections to other firms in the community/state/nation which might benefit from their contact; and connecting them with mentoring, coaching, and assistance.

The Research Park at the University of Illinois saw the growth in the number of Fortune 500 tenants during the year with the openings of new facilities for Abbott Laboratories, Archer Daniels Midland Company, and Deere & Company. State Farm Mutual Automobile Insurance Company significantly expanded their Research & Development Center. Illinois-based Littelfuse, Inc. broke ground on a new 14,500-square-foot research & development facility which will open in 2010. OCR continues to promote the Research Park, the Champaign-Urbana community, and the state of Illinois – working with our partners in the Office of the Vice President of Technology and Economic Development (OVPTED) and other stakeholders in attraction and retention activities and in supporting technology transfer initiatives.

▶ **The Research Park saw continued growth in 2009.** Abbott and Wolfram Alpha both opened offices in 2009, and several other companies including State Farm and Qualcomm expanded their spaces.



five

ACCESSING PROFESSIONAL EDUCATION

In today's rapidly evolving marketplace, it becomes increasingly important for employers to keep the workforce current in the latest technologies and techniques. The Office of Corporate Relations helps companies find professional education programs that keep their workforce able to meet emerging challenges and opportunities. The OCR also works with companies to develop customized education programs for their employees that can be offered both on and off campus. These programs range from courses that develop executive leadership skills to training in the latest software packages. Among the current programs are:

- The Business Management for Engineers (BME) certificate consists of a sequence of courses that concentrate on the principles and practice in business concepts and management skills; an expertise that is inherently necessary for successful managers and leaders. The program provides engineers with the understanding and the tools to propose and/or lead initiatives, and participate in the process of innovation and market adoption within corporate environments.
- A variety of Masters Degree programs are available online so corporate employees can enhance their skills while working fulltime. Example programs include Computer Science, Mechanical Engineering, Food Science and Human Nutrition, Crop Sciences and Human Resources Development.

six

PROVIDING TARGETED SOLUTIONS

In 2009, new agreements for technical testing and related agreements totaled \$7.18 million.

The University of Illinois at Urbana-Champaign is home to a vast array of human and technological resources including our 17 colleges and schools and more than 150 centers and institutes. The OCR provides companies assistance with technical testing services, facilities use and other agreements as they access specialized equipment and services throughout the Campus. Among the campus resources that are available to business and industry are:

- The Roy J. Carver Biotechnology Center through its core laboratories in genomics and proteomics provides a state of the art research infrastructure to investigators. The Proteomics Center is composed of four units involved in protein and cell characterization: Flow Cytometry Facility, Immunological Resource Center, Carver Metabolomics Center and Protein Sciences Facility. The W.M. Keck Center is subdivided into three units by their research focus: High-Throughput Sequencing and Genotyping, Functional Genomics and Bioinformatics.
- The National Soybean Research Laboratory (NSRL) is the information source for the latest in soybean research - from production to consumption. Housed within NSRL is a diverse association of research programs including entomology, plant pathology, breeding and genetics, food and nutritional sciences, and international marketing. Since 1993, NSRL's role has dynamically responded to the evolving technological and marketing conditions of the soybean industry.



seven

OPTIMIZING PHILANTHROPY

Industry continues to play a vital role in fostering an environment of scholarship and creative discovery through support of student scholarships, programs, curriculum development, research and facilities support.

Industry support is also crucial to maintaining the University of Illinois' standing as a preeminent public research university.

The OCR helps potential investors identify opportunities for scholarships, pipeline and diversity efforts, curriculum reform, student design projects, lab and classroom renovations and other opportunities for corporate giving.

Many companies have interest in supporting multiple colleges or programs on campus. The OCR provides a single point of contact to accomplish these objectives and develops processes to streamline financial giving. The OCR regularly coordinates campus-wide proposals and manages significant corporate capital campaign efforts.

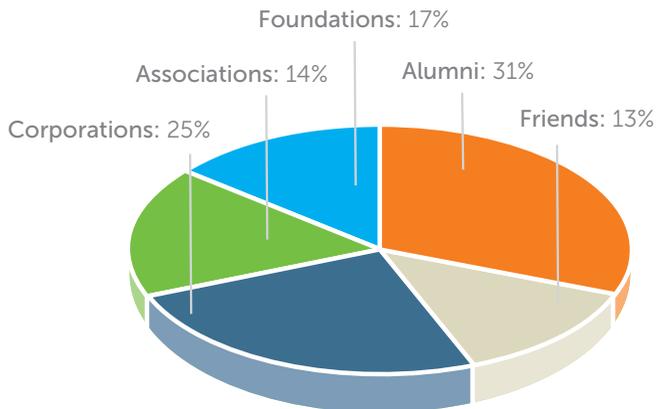
The office of Corporate Relations serves as a gateway and facilitator for 15 major academic units and numerous primary campus centers and multidisciplinary units.

ACADEMIC UNITS

- College of Agricultural, Consumer and Environmental Sciences (ACES)
- College of Applied Health Sciences
- College of Business
- College of Education
- College of Engineering
- College of Fine and Applied Arts
- College of Law
- College of Media
- College of Medicine at Urbana-Champaign
- College of Veterinary Medicine
- Graduate School of Library and Information Sciences (GSLIS)
- School of Labor and Employment Relations
- School of Social Work
- The Graduate College

2009 GIFT SOURCES

Percentage of Dollars Received Gifts in 2009



Total: \$221.4M Source: University of Illinois Foundation

OFFICE OF CORPORATE RELATIONS STAFF

Pradeep Khanna, *Executive Director*
pkhanna@illinois.edu

Karen Bender, Ph. D., *Associate Director*
kbender@illinois.edu

Mark Nolan, *Associate Director*
jmnolan@illinois.edu

Roger VanHoy, *Associate Director*
r-vanhoy@illinois.edu

Megan Puzey, *Program Coordinator*
mpuzey@illinois.edu

Michael White, *Research Specialist*
mtwhite@illinois.edu

807 South Wright Street
Suite 330
Champaign, IL 61820
e corporaterelations@illinois.edu
t 217.244.3606
f 217.333.9898
<http://corporaterelations.illinois.edu/>



Copyright 2010
University of Illinois Board of Trustees