

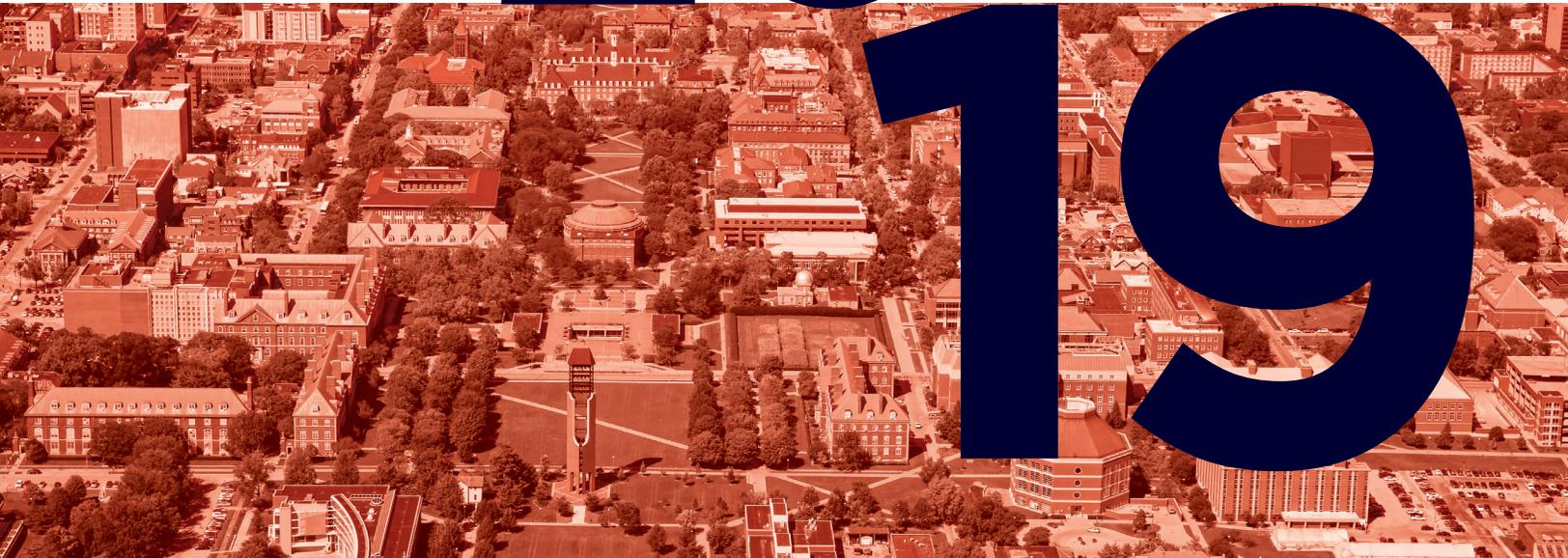
# Office of Corporate Relations

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## Annual Report

20

19



The Office of Corporate Relations (OCR) is thankful for the opportunity to serve our more than 450 corporate partners in 2019. They help our students gain vital experiential learning and support groundbreaking research at University of Illinois at Urbana-Champaign. In 2019, our corporate partners invested \$119.2 million on our campus. 11,296 unique employers hired from Illinois. Our corporate partners are also important members of our vibrant innovation ecosystem.

The OCR acts as a one-stop-shop for companies that come to Illinois. We serve student engagement, branding and sponsorship, targeted research, innovation and tech transfer and professional education needs of companies. Illinois is always at the cutting edge of interdisciplinary research. In 2019, the university launched several new research initiatives to address global challenges that face our society today, including the Center for Autonomy, the Center for Artificial Intelligence and the Center for Digital Agriculture.

We look forward to another year of successful corporate partnerships in 2020!

## **Pradeep Khanna**

*Associate Vice Chancellor for Corporate Relations and Economic Development  
at the University of Illinois at Urbana-Champaign*



# UNIVERSITY OF ILLINOIS AT A GLANCE

**50,000+**

Total Students

**470,000+**

Living alumni, one of the largest  
U.S. alumni organizations

**89%**

Graduates reporting first job or  
continuing education within six  
months of graduation (FY2017)

**\$642M**

Total Research Expenditures  
(FY2017)

**\$136M**

National Science Foundation  
awards (FY2017)

**100+**

Entrepreneurial teams and  
start-ups receiving support  
from university resources

**150**

Programs of Study

**5,000+**

Course Offerings

**15**

Colleges and Schools



# ENABLING COMPREHENSIVE CORPORATE ENGAGEMENT



## Research and Targeted Solutions

Collaborative research partnerships and solving grand challenges

Applied research and testing

Facility use agreements

Industry/academic partnerships in federally funded research



## Economic Development and Research Park

Research Park innovation centers

Year-round access to high quality Research Park student interns

Partnering with UI start-up companies



## Innovation and TechTransfer

Mutually beneficial licensing agreements

Leading edge of science and technology

Making advancements commercially viable

Rapid prototyping and proof of concept under innovation



## Student Engagement

Recruitment: full-time, internships

Involvement with student organizations (Classroom involvement, hack events, and case competitions, etc.)

Senior design/capstone projects

Guest lectures/tech talks



## Professional Development and Education

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Over 100 professional and graduate programs

Online education

Off-campus courses and training that enhance executive leadership skills and provide workforce development



## Branding and Sponsorship

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Naming rights

Faculty chairs and professorships

Scholarships/fellowships

Equipment donations

The OCR makes it easier for companies to access all resources available on campus to help them thrive in today's dynamic business environment. Company engagement with the campus can be divided into six broad areas. While many companies engage with the campus in all six areas, others have intensive engagement in one or two areas.

# ACCESS TO WORLD CLASS STUDENTS

**The OCR works closely with career services offices and other student-focused organizations to enable companies to effectively engage with students:**

Student Experiential Learning Projects

Hackathons

Case Competitions

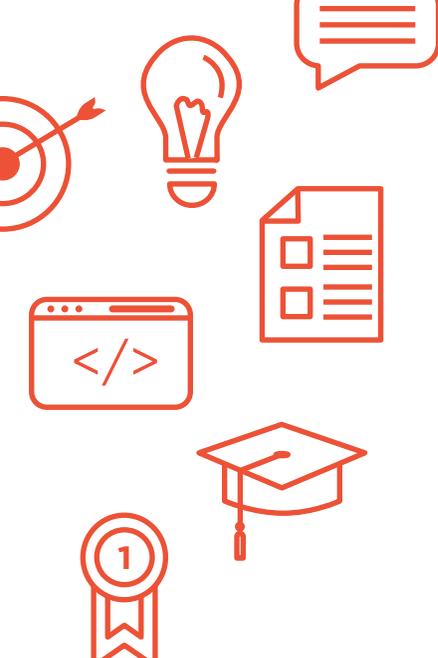
Senior Design Projects

Guest Lectures

Internships

Recruitment





# 60

Fortune 100 companies  
recruiting on campus

# 11,296

Unique employers  
recruiting in FY19

# 64,599

Jobs/internships were  
posted in FY19

# 10,181

On-campus  
interviews in FY19



## WITH YOUR SUPPORT:

**\$119.2M**

Total corporate  
investment in FY19

**#11**

Nationally for corporate  
R&D investment\*

**#2**

In the Big Ten in corporate  
R&D investment\*

**455**

Companies with active  
contracts

**11,296**

# of unique employers  
recruiting in FY19

**\$1.03B**

Venture capital financing  
raised by companies  
that incubated at  
EnterpriseWorks since  
2003

\*Universities without a college of medicine Source: HERD data released November 2019



# CORPORATE SUPPORT FY 2015-2019

(Dollars in Millions)

**Total**

**Corporate Contracts\***

**Corporate Philanthropy\*\***

\*Source: Office of Business and Financial Services

\*\*Source: U of I Foundation



# SOME NEW INITIATIVES

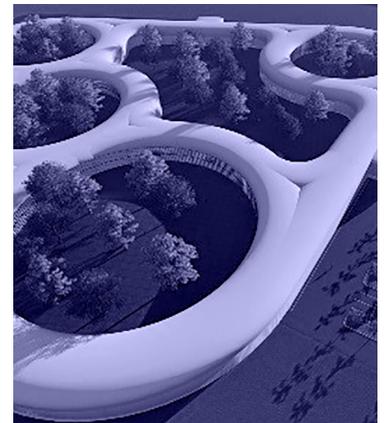


## Diversity Partnerships with Industry

Corporate partners can demonstrate their commitment to diversity and inclusion by investing in programs that impact minority and first-generation students. This past year the OCR supported the launch of a new pilot program that brought industry leaders to campus to engage directly with students in the following programs: 1) Liberal Arts and Sciences Access and Achievement Program, 2) 100 Strong under the Bruce D. Nesbitt African American Cultural Center, and 3) Society of Hispanic Professional Engineers. The Diversity Pilot Program involved multiple events taking place throughout the school year such as Networking like a Boss and a Coding Academy. The program resulted in improved hiring of a diverse talent pipeline. The OCR is here to help companies develop the right strategy that meets their needs for driving successful business results.

## Illinois-Automated and Connected Track (I-ACT)

The OCR worked closely with academic leadership at I-ACT to develop a comprehensive strategy to build awareness among relevant companies about the research expertise and testing resources currently available as well as plans for future expansion. This included developing marketing materials, research to identify companies that could benefit from a partnership with I-ACT and implementing a LinkedIn campaign as well as direct outreach to companies already known to the OCR. As a result of these efforts, I-ACT was able to have significant discussions with leading companies in the transportation industry. More than 50 companies that received information about I-ACT have expressed an interest in being kept informed as expansion plans for I-ACT unfold.





## **Engage Illinois Open House Event**

The OCR, in partnership with the Office of Technology Management and the Research Park held Engage Illinois, a full-day corporate prospecting event at EnterpriseWorks, to highlight the multiple dimensions of engagement possible by partnering with Illinois. Sessions included student engagement, branding and sponsorship, executive and professional education, research and targeted solutions, innovation and technology transfer, as well as industry panels and an overview and tour of the Research Park. Attendees and panelists included representatives from the following companies: AARP, AbbVie, AGCO, Capital One, Carle Hospital, Cast Aluminum Solutions, Cobalt Digital, Corteva, Granular, John Deere, Echo Global Logistics, Farm Credit Illinois, Littelfuse, Loeb & Loeb, Magnolia Advisors, OSF Healthcare, Pixa, Synchrony, Silicon Pastures Investment, State Farm, Lentz Leadership, and WEG.

## **The Integrated Bioprocessing Research Laboratory Marketing Support (IBRL)**

The OCR supported the Integrated Bioprocessing Research Laboratory (IBRL) by helping them launch a LinkedIn Campaign to invite professionals in the food production, innovation and research roles to participate in the IBRL and Center for Advanced Bioenergy and Bioproducts Innovation-hosted Technology Showcase and Open House. A 30 day LinkedIn campaign advertised the event to corporate guests who were then invited to come explore the industrial biotech ecosystem at Illinois and discover ways to engage with Illinois. This service was also provided to I-ACT, Center for Computational Biotechnology and Genomic Medicine, and the Corporate Innovation Roundtable hosted by Discovery Partners Institute.



# UNIVERSITY OF ILLINOIS RESEARCH PARK



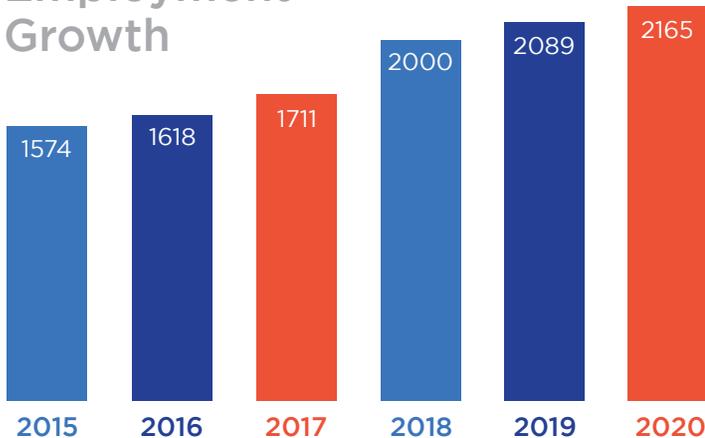
**875**  
Student Interns



**2,200**  
Employees

**3,075** Total Employees

## Employment Growth



## Payroll (Data from July 2018)

- **\$82 Million**  
Annual Payroll
- **\$428 Million**  
Annual Economic Output

## Funding (Since 2003)

- **\$147.3 Million**  
SBIR and STTR Funding
- **\$1.156 Billion**  
Venture Capital & Angel Investments

**120**  
Companies

**17**  
Buildings

**790,000**  
Square Feet

**70+**  
Startup  
Companies



**45**

Startups selectively admitted to the incubator at any given time

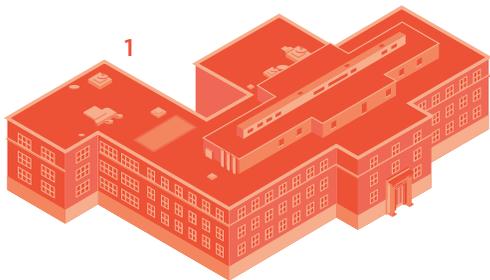
**3-5**

Years companies stay at EnterpriseWorks (Average)

**70%**

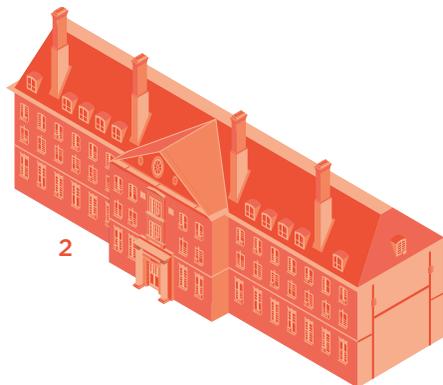
Incubator graduates remain in the State of Illinois

# EXCELLENCE IN INTERDISCIPLINARY RESEARCH



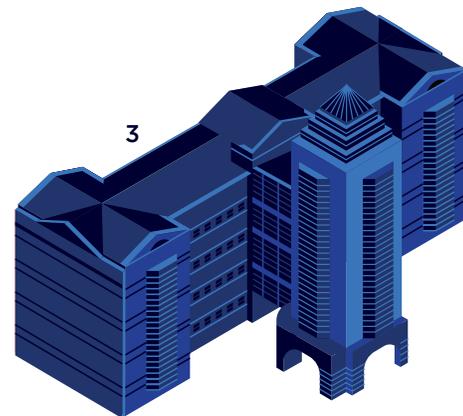
## 1. Institute for Sustainability, Energy, and Environment (ISEE)

The iSEE is purposed to find solutions for the ever-growing demand for food, water, and energy while ensuring a sustainable environment for all global citizens. As part of its three-pronged mission, the institute is working to make the Illinois campus a model of sustainability, energy efficiency, and environmental friendliness for the world to emulate—and to educate and prepare students to be leaders in these fields when they leave campus.  
[sustainability.illinois.edu/](http://sustainability.illinois.edu/)



## 2. Prairie Research Institute (PRI)

The PRI provides a unique balance of research, expertise, and data on the natural and cultural resources of Illinois to benefit the state's economy, environment, and people. PRI is the umbrella organization for the state's five scientific surveys: the Illinois Natural History Survey, the Illinois State Archaeological Survey, the Illinois State Geological Survey, the Illinois State Water Survey, and the Illinois Sustainable Technology Center.  
[prairie.illinois.edu/](http://prairie.illinois.edu/)

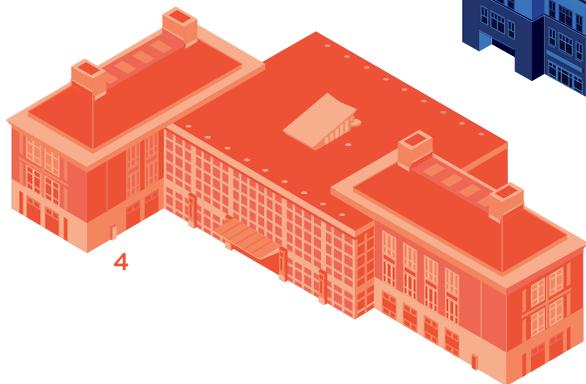


## 3. Beckman Institute for Advanced Science and Technology

The Beckman Institute focuses on neuroscience, materials science, imaging, language and literacy, and bioengineering research for more than 25 years. The institute provides space for collaborations from researchers in departments as diverse as engineering, speech and hearing science, psychology, computer science, physics, education, biochemistry, neuroscience, anthropology, and linguistics.  
[beckman.illinois.edu/](http://beckman.illinois.edu/)

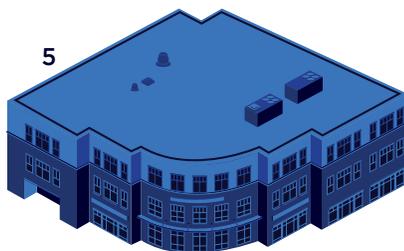
## 3. Cancer Center at Illinois

The Cancer Center unites world-class faculty who uncover fundamental knowledge, innovate new technologies, and enable cancer-free lives. The interdisciplinary expertise in science and engineering, exceptional facilities, and novel educational experiences are changing the way researchers take on cancer. The center also innovates new educational programs for students, professionals, and the general public.  
[cancer.illinois.edu/](http://cancer.illinois.edu/)



#### **4. Carl R. Woese Institute for Genomic Biology (IGB)**

The Carl R. Woese Institute for Genomic Biology (IGB) is dedicated to transformative research with program areas in systems biology, cellular and metabolic engineering, and genome technology. Pioneering advances in the life sciences, IGB's unique facility stimulates discovery and collaboration among its world-class researchers, drawn from a broad range of disciplines in life and social sciences, engineering, law, and business.  
[igb.illinois.edu/](http://igb.illinois.edu/)



#### **5. Interdisciplinary Health Sciences Institute (IHSI)**

The IHSI supports faculty-driven research by organizing health challenges, coordinating projects and managing grant efforts. IHSI builds and maintains research communities in areas including cancer, precision medicine, and neuroscience. IHSI fosters connections in these areas between academic researchers and clinical partners, provides outreach support and creates educational opportunities.  
[healthinstitute.illinois.edu/](http://healthinstitute.illinois.edu/)



#### **6. National Center for Supercomputing Applications (NCSA)**

NCSA is a hub of transdisciplinary research and digital scholarship where faculty, staff, and students, and collaborators from around the globe unite to address research grand challenges for the benefit of science and society. The center provides computing, data, networking, and visualization resources and expert support that help scientists, engineers, and scholars at Illinois and across the country better understand our world.  
[ncsa.illinois.edu/](http://ncsa.illinois.edu/)



#### **7. Illinois Program for Research in the Humanities (IPRH)**

The IPRH considers humanities research to be indispensable to every aspect of campus intellectual and social life. The IPRH cultivates disciplinary depth and rigor in the traditional humanities disciplines, supporting thoughtful and innovative scholarly inquiry. The IPRH supports faculty-driven initiatives through its Research Clusters and provides support to faculty and graduate student reading groups.  
[iprh.illinois.edu/](http://iprh.illinois.edu/)

# ECONOMIC DEVELOPMENT AT ILLINOIS

The OCR works with local business leaders, not-for-profit organizations, the US Construction Engineering Research Laboratory, CCEDC (the Champaign County Economic Development Corporation), Parkland College, and the cities of Champaign and Urbana to support a range of activities to foster economic growth in East-Central Illinois. Overall priority setting and strategic guidance for these efforts is provided by the Chancellor's Economic Development Advisory Council (CEDAC).

In addition, the OCR works in conjunction with the CCEDC and the cities of Champaign and Urbana to ensure local companies receive the support needed to thrive in the community and connect with the university and other useful local resources. The OCR also gathers information about economic development activities by units across the university and serves as a resource and point of contact for the community members and organizations interested in accessing university resources related to economic development.

**The OCR supports many economic development efforts which are implemented by units across campus and focus on:**

ENTREPRENEURSHIP

INNOVATION & RESEARCH CLUSTERS

INFRASTRUCTURE

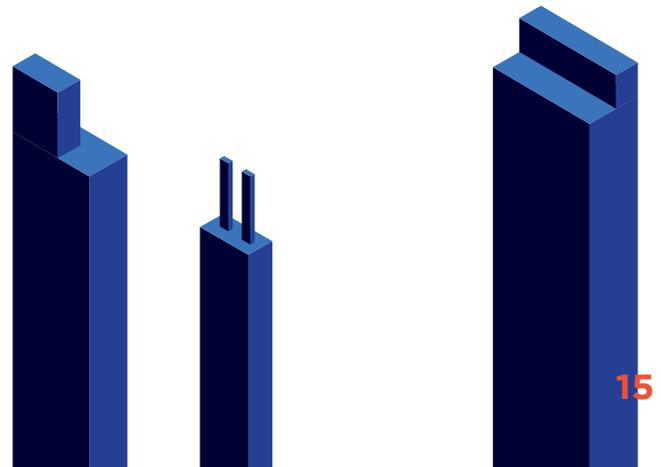
COMPANY ATTRACTION

WORKFORCE DEVELOPMENT

PLACE-MAKING AND COMMUNITY DEVELOPMENT

RURAL AND URBAN COMMUNITY ENGAGEMENT

GLOBAL RELATIONS AND TRADE SUPPORT



# CHANCELLOR'S ECONOMIC DEVELOPMENT ADVISORY COUNCIL (CEDAC)

The CEDAC, which is chaired by the Vice Chancellor for Research and Innovation and staffed by the OCR, brings together together senior university leadership, leaders of major business sectors and not-for-profit organizations in Champaign-Urbana, the US Construction Engineering Research Laboratory (USCERL), and Parkland College to discuss potential areas of growth for the local and regional economy and to develop action plans for these areas. Representatives of the city governments of Champaign and Urbana are being invited to join the CEDAC in 2020. The CEDAC has created teams of volunteers for several major priority areas identified by the members of the Council. The OCR employees staff these groups and scheduling meetings of these teams, identify action items from each meeting and conduct any research required for these items. These efforts have ensured that the teams have been able to make significant progress. Several new initiatives are likely to be launched by the CEDAC in 2020.

The OCR is currently working on three economic development initiatives to address the priorities identified by the CEDAC. These are establishing a coding academy program in Champaign-Urbana, launching a med-tech initiative to support med-tech related startups and businesses, and marketing Champaign-Urbana as an attractive location for businesses in terms of access to talent and a high quality innovation ecosystem, and a great community to live in.



# OFFICE OF CORPORATE RELATIONS



**Pradeep Khanna**

Associate Vice  
Chancellor for  
Corporate Relations  
& Economic  
Development



**Roger VanHoy**

Director Life Sciences,  
Chemicals & Materials



**Laura Frerichs**

Executive Director,  
Research Park



**Matt Madigan**

Associate Director  
Defense, Energy,  
Manufacturing &  
Transportation



**Katheryne  
Rehberg**

Director of Business  
Development



**Megan Puzey**

Director of Operations



**Roxana Ryan**

Assistant Director  
Research & Analysis



**Rashmi Tenneti**

Assistant Director  
Marketing &  
Communications



**Adam Bear**

Project Coordinator-  
Stewardship



**Moira Nolan**

Business  
Administrative  
Associate



**Marsha Dunlap**

Administrative Aide



**Sharetta Hall**

Office Support  
Associate

# CHANGING THE WORLD SINCE 1867.

## At Illinois

We **unite** students with research opportunities -  
nurturing the next generation of innovators and scholars.

We **combine** engineering, biology, and medicine -  
developing new ways of treating disease.

We **bring together** scholarly expertise and cutting-edge infrastructure -  
enabling us to push boundaries of knowledge.

We **fuse** disciplines and spark collaborations -  
creating new ideas, companies, and industries.

**We're just getting started.**

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