

OFFICE OF
CORPORATE RELATIONS

2010

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





From the Director

The University of Illinois at Urbana-Champaign opened its doors in 1867, and quickly assumed its role as a global leader in research, teaching and public engagement. Today our University houses 17 colleges and instructional units, 41,000 students and more than 400,000 living alumni. But we know that impressive numbers don't completely tell our story of development from a small outpost in the Midwest to a world leader. We take pride in knowing that we have maintained consistent growth—even during economic downturns—by listening and learning to adapt to the needs of society. Responding to today's toughest problems is part of our University's DNA. We pull from the collective expertise built throughout the 144 years since our founding to create innovative approaches to problem solving across a broad range of disciplines.

What do these innovative approaches mean for companies large and small in today's tough economic climate? In the Office of Corporate Relations, it means that we help make companies become more successful by connecting them with the University's state-of-the-art resources, problem-solving skills and broad expertise. Corporate Relations recognizes that finding the right solution at a large university can be difficult. Let us meet you at the door and work with you to connect you with our exceptionally talented students and outstanding faculty, which will enable you to explore the various strengths of our campus. Many companies take us up on our offer regularly. Last year, more than 2,600 different employers recruited at Illinois. Corporate research support for FY10 increased \$11 million from FY09, to a record high \$48 million.

We strive to make all strengths of our campus accessible to companies efficiently and seamlessly. To accomplish this, we created the University Corporate Contact network to facilitate coordination and communication across all colleges and research centers across campus.

I hope you find this report informative of the many ways we can work with your company, and I invite you join the hundreds of businesses already taking advantage of the Corporate Relations network at Illinois.

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



“ The corporate-education confluence we feature is the heart of what the University of Illinois at Urbana-Champaign does better than any other public university. Because of that partnership we are an economic engine for the state of Illinois, the nation and, increasingly, the world. That is why corporate support is essential for a great public land grant university such as ours.”

Robert A. Easter,
Interim Vice President, University of Illinois
Interim Chancellor, University of Illinois at Urbana-Champaign

From the Vice Chancellor

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Since 1867, Illinois has been integrating research, teaching and public engagement to transform society. When we apply our research and teaching to problems facing society, our research and teaching are strengthened by what we learn. These features attract companies with a desire to form mutually beneficial connections with an academic institution. The attraction is evidenced by the numerous corporate and government support for research initiatives that the OCR helped secure last year. For example, the OCR assisted with a \$10 million gift to the campus from Archer Daniels Midland Company (ADM) to establish the ADM Institute for the Prevention of Postharvest Loss. The Institute will work with smallholder farmers in developing countries, especially Brazil and India, to help preserve millions of metric tons of grains and oilseeds lost each year to pests, disease, mishandling and other factors.

This is just one of many collaborations that have kept us busy this year. The OCR strengthened relationships involving sustainability initiatives, agriculture and IT, 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.

As a partner with Illinois, companies have access to our talented students, our Research Park, and to world-class technical and computational capabilities. The OCR helps business and industry navigate Illinois' many colleges, centers and institutes. The OCR provides an entry point to the University where industry discovers how their needs can be met by the University, from recruiting students for internships and fulltime employment, to building an international development portfolio. For the many companies with existing partnerships with Illinois, the OCR assists with expanding the portfolio of ties to our world-class research university.

To benefit from the complete span of resources on our campus, the OCR team works with faculty and staff across the University and with colleagues throughout our community and state. The OCR positions itself with both the University and industry partners in mind—in a place to leverage these collaborating units and individuals' expertise to help companies realize their maximum potential with the University.

The University of Illinois at Urbana-Champaign campus continues its long tradition of remarkable accomplishments, and is home to:

- 2,061 tenured faculty members
- 41,918 Students
- 31,209 undergraduate and 10,709 graduate and professional
- 7,527 international students
- More than 150 laboratories, research institutes and other specialized centers.
- Recognized faculty and alumni including 19 Pulitzer Prize winners and 23 Nobel Laureates and Crafoord Prize winners.
- Numerous patents and inventions. Illinois is among the leading universities in the number of patents granted.

Working with business and industry isn't just part of what we do, it's part of our University's core mission—to find the intersections where teaching and research meet for the public good. The OCR team looks forward to collaborating with companies to meet their rapidly changing needs.

Steve Sonka

Interim Vice Chancellor for Public Engagement

Office of Corporate Relations 2010 Annual Report



Corporate Engagement Council

CORPORATE ENGAGEMENT COUNCIL MEMBERS

Robert Easter, *Vice President and Chancellor (Interim)*

Richard Wheeler, *Provost and 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*

Wynn 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*

The Unit Corporate Contact network was established upon the approval of the Corporate Engagement Council and the Council of Deans in 2009. In 2010, the Unit Corporate Contact network continued to meet in order to facilitate coordination and communication between colleges and the Office of Corporate Relations. The Unit Corporate Contacts, selected by the Deans, are listed below:

UNIT CORPORATE CONTACTS

Michael Biehl, *College of Veterinary Medicine*

Jennifer Carroll, *College of Law*

Barry Dickerson, *College of ACES*

Merle Giles, *National Center for Supercomputing Applications*

Joseph Goldberg, *College of Medicine*

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

Jean Driscoll, *College of Applied Sciences*

Christopher Larrison, *School of Social Work*

Steve Leigh, *College of Liberal Arts & Sciences*

Nell Madigan, *School of Labor & Employment Relations*

Mellissa McKillip, *Institute for Genomic Biology*

Tim Montague, *Beckman Institute*

Julie Pfeiffer, *College of Business*

Kevin Reeder, *College of Fine & Applied Arts*

Marise Robbins-Forbes, *The Graduate College*

K. Alex Schmidt, *College of Education*

Eric Thome, *College of Engineering*

Michelle Wellens, *College of Media*



1 Engaging Students

The University of Illinois at Urbana-Champaign offers a variety of opportunities for companies to engage with its diverse student population. These include mentoring, leadership development, job fairs, service learning opportunities, internships and sponsorship of student programs. During 2010, OCR worked in partnership with other campus offices to connect firms with students in a variety of ways. These efforts provided great interactions between companies and students.

In April 2010, OCR, in partnership with the Office for Inclusion and Intercultural Relations and the Office of the Vice Chancellor for Student Affairs, hosted a Corporate Dialogue Day on Diversity. With representatives from eleven corporations in attendance, including major firms with less frequent ties to campus, the event provided exposure to the campus diversity and cultural houses/centers and their members.

Looking forward to the honor of competing against 19 other collegiate teams from around the globe in the U.S. Department of Energy's 2011 Solar Decathlon, the students and faculty from across campus partnered with OCR to increase engagement, knowledge sharing opportunities and support for the team's submission at the prestigious event. OCR connected students with Fortune and Global 500 firms, small and medium-sized manufacturers, and innovative firms of all sizes to bring the project to fruition.

OCR will continue to:

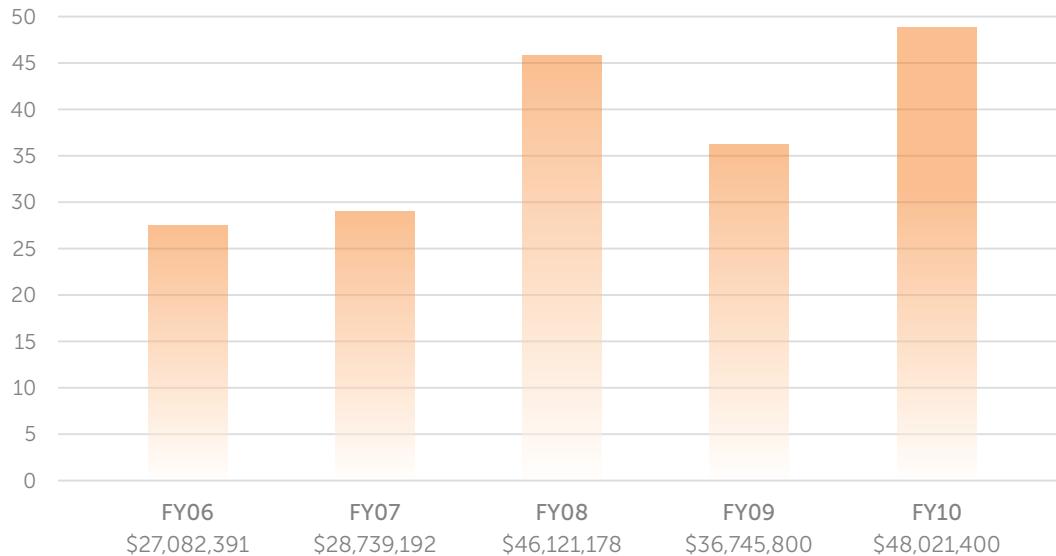
- Arrange corporate recruiting team visits to campus.
- Support philanthropic requests for student programs such as diversity efforts, student design projects and undergraduate research experiences.
- Initiate dialogues between companies and University leaders to support curriculum development.
- Build 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.



Leveraging Research

The results of research at Illinois have started entire industries and impacted existing industries. The Office of Corporate Relations works with companies to understand their specific needs and identifies research being conducted by faculty and staff in a variety of academic units, centers and institutes across the Campus that will create new products, impact existing products and markets and solve issues facing the company. Once an area of mutual interest has been identified, the OCR acts as an advocate for the company while working 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 to craft the appropriate agreements required to initiate the research interaction. The OCR team remains committed to engaging with companies of all sizes – from local startups to global corporations – creating mutually rewarding relationships.

RESEARCH FUNDING OVER THE PAST FIVE YEARS



Source: Office of Sponsored Programs and Research Administration (OSPRA)

3 Innovation and Technology Transfer

The University of Illinois at Urbana-Champaign works to ensure the results of the outstanding research at UI are successfully transferred outside the University to companies that drive the economic growth in the State, Country and World and benefit the general public. The Office of Corporate Relations helps companies meet their open innovation goals and identify areas of commercial opportunity within the Campus' research programs. OCR then assists companies in coordinating with the Office of Technology Management which negotiates and executes the licensing agreements.

The OCR helps drive economic growth locally by supporting various activities on the campus and in the community that are designed to foster innovation and encourage entrepreneurship. The research Park at the University of Illinois is a vibrant collection of companies ranging from start-ups to Fortune 500 companies that employ almost 1500 individuals including over 350 student interns. The OCR serves as an entry point to the Campus for these companies, provides intern management services and recruits new companies to the park. The OCR also sponsors 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.



COMPANY LIST

In 2010, OCR interacted with a diverse range of private sector companies, including:

004 Technologies	Millennium Chemical
Abbott	Monsanto
Akamai Technologies	Motorola, Inc.
Alltech	Nalco
Ameren Services	National Starch, LLC
Archer Daniels Midland Company	Northrop Grumman
Bigg Success	Numerical Algorithms Group, Inc.
BioTarget	Oceans' Edge, Inc.
BiOWiSH	Ploughman Analytics, Inc.
Boeing	PricewaterhouseCoopers LLP
Bosch	Procter & Gamble
BP p.l.c.	QUALCOMM Incorporated
Cargill	Quarasan
Caterpillar	R Systems International Limited
Chrisal Probiotics	Rockwell Collins
Cisco Systems, Inc.	SAIC
CME Group	Serra Ventures
Coldwell Banker	Shell
Corn Products	Sigma-Aldrich
Decision Energy	SK Life Science
Deere & Company	State Farm Mutual Automobile Insurance Company
Dell	Stryker
Dow Agrosciences LLC	Superior Composite Structures
Dow Corning Corporation	Takeda Pharmaceutical Company Limited
Elanco	TCF Bank
Exxon Mobil Corporation	TiGenix
Fonterra	Unilever
Genencor	Unisys
General Dynamics	Wal-Mart Stores, Inc.
General Electric Company	Waterless Cleaning, LLC
Genpact	Whirlpool
IBM	Wm. Wrigley Jr. Company
Illinois Tool Works	Yahoo! Inc.
Invenergy	
Kraft	
LI-COR	
Medtronic	
Microsoft	

- ▶ Disclosures – 180
- ▶ U.S. Patent Applications filed – 143
- ▶ U.S. Patents Issued – 69
- ▶ Licenses and Options – 40
- ▶ Start-ups – 5

Source: Office of Technology Management
FY10 Annual Report

4 Fostering Economic Development

In 2010, the OCR continued to play a significant part in bringing the considerable resources of the University of Illinois at Urbana-Champaign to bear in addressing the economic development issues in our community and our state. In multiple attraction and retention opportunities and challenges, our partners in the Illinois Department of Commerce and Economic Opportunity (DCEO), the Champaign County Economic Development Corporation (CCEDC), and other local and regional economic development organizations continued to find a reliable and responsive ally in the OCR.

Looking towards job growth, increased research collaboration, and real-world challenges for faculty, staff, and students, OCR continued to provide connections for local and regional startups in 2010. In one example, OCR has facilitated collaboration with a local startup, major corporations, and other stakeholders in the creation of a Green Economy Initiative. The initiative, now a research focus of a grant funded by the National Science Foundation (and led by Prof. Joel Cutcher-Gershenfeld), hopes to bring increased energy innovations, sustainability, and jobs to the community. The platform provided by the Green Economy Initiative has already begun to yield supplementary federal funding tracks and could provide a strong foundation for additional Small Business Innovation Research (SBIR), Small Business Technology Transfer (STTR) and other follow-on funding opportunities.

With the opening of the Littelfuse High Power Testing Facility, and the acquisition of startups iCyt and Trusted Computer Solutions by Sony Group and Raytheon, we have seen the addition of major firm names in the University of Illinois Research Park. In a concerted effort to add more names -- and more jobs -- the OCR has taken an active role in working with our campus and community partners, and the available software engineering the local workforce, to attract new firms to Champaign-Urbana. OCR has provided connections, facilitated meetings, and assisted in the creation of presentations and proposals to build our community and provide further opportunities for faculty and student engagement.



- ▶ The Research Park saw much activity in 2010. Littelfuse, an international leader in circuit protection, opened a new building in the park. iCyt, a cytometry instrumentation start-up company founded at the University of Illinois, was acquired by Sony and released new bench-top cell sorting analyzers and reagents. 004 Technologies and Infobright opened software development offices in the Research Park, their first U.S. subsidiaries. Forbes highlighted the University of Illinois Research Park as one of *10 Incubators that are Changing the World*.

5 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 meet these needs by working with them to develop customized education programs for their employees that can be offered both on and off campus. The OCR can also help companies find professional education programs that keep their workforce able to meet emerging challenges and opportunities. These programs range from courses that develop executive leadership skills to training in the latest software packages. Among the current programs are:

- **The online Computer Science Certificate Program** allows students to receive a certificate in a specialized area of computer science including security, networks and distributed systems, information systems, software engineering, and system software. Each certificate requires students to complete three courses (4 hours each, a total of 12 hours).
- **Professional MBA** - The Illinois Professional MBA curriculum is designed to prepare our graduates for the competitive global workplace. It is a unique blend of classroom discussion and case studies as well as real-world projects and simulations.

6 Providing Targeted Solutions

The OCR provides companies assistance with technical testing services, facilities use and other agreements as they access specialized equipment and services throughout the Campus. 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. Among the campus resources that are available to business and industry are:

- The School of Chemical Sciences NMR Lab is the finest academic laboratory in the country in terms of the availability and types of services offered. The lab has eight NMR spectrometers including: a 750 MHz spectrometer for those experiments that require the highest sensitivity and dispersion; identically configured 600 MHz and 500 MHz spectrometers for multi-field studies and those experiments not as demanding in terms of dispersion and sensitivity; spectrometers at 400 MHz and 500 MHz for short-to-medium length experiments; and 500 and 300 MHz wide-bore spectrometers with specialty probes and solids accessories used to perform multinuclear and solid state NMR experiments. All of the NMR spectrometers are equipped for variable temperature operation. All spectrometers equipped with gradients and can be used with multipulse sequences to generate 2D, 3D, and 4D data sets.

The Biomedical Imaging Center is a unit of the Beckman Institute for Advanced Science and Technology and is home to a wide variety of research programs, providing facilities, equipment, and training for research on nuclear magnetic resonance imaging and spectroscopy. The Center's goal is to conduct research and develop MRI technology that addresses questions ranging from the single cell to the complex inter-dependent systems underlying cognitive function. BIC is committed to the development of cutting edge techniques which integrate magnetic resonance methods with other imaging techniques, including optical imaging, eye-tracking, EEG and MEG.



7 Optimizing Philanthropy

As the University diversifies its sources of funding, corporate support has grown into an even greater role in fostering an environment of scholarship and creative discovery through support of scholarships, programs, curriculum development, research and facilities support.

Industry support remains an integral aspect of maintaining the University of Illinois' standing as a preeminent public research university. In 2010, corporate support became the largest component of the University's gift source picture.

The OCR continues its commitment to helping 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.

As companies seek to support multiple colleges or programs on campus, the OCR provides a single contact point to accomplish these objectives, developing processes to streamline financial giving. The OCR regularly coordinates campus-wide proposals and manages significant corporate capital campaign efforts.

ACADEMIC UNITS

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)

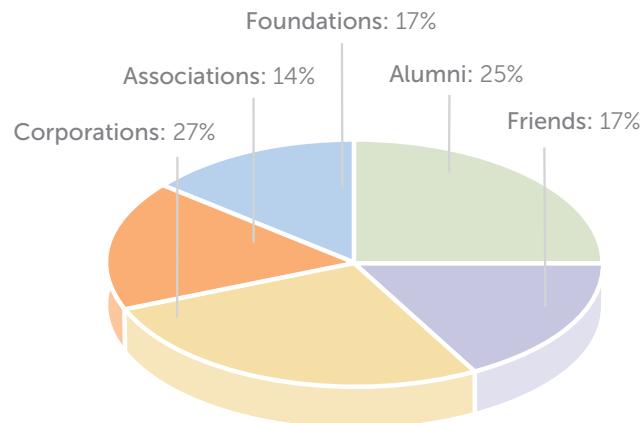
School of Labor and Employment Relations

School of Social Work

The Graduate College

2010 GIFT SOURCES

Percentage of Dollars Received of Total \$211.8 Million



Source: University of Illinois Foundation

2010

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