From the Director

I am pleased to share with you the annual report of the Office of Corporate Relations (OCR) for 2008. The OCR helps companies big and small connect with University resources to enable them to become more successful in a rapidly changing business environment. Companies often have multiple engagements with the University of Illinois campus, including recruiting employees from one of the most talented pools of graduates in the nation, collaborating with innovative scientists and researchers and accessing world class technological resources. The OCR works with academic units, research centers and administrative offices across the campus to facilitate company interactions and make them more valuable for all partners.

Much was accomplished through corporate interactions across the campus in the last year, including:

- Approximately $41 million in corporate research funding, which is a greater amount than in previous years.
- More than $10 million in corporate gifts through capital campaign support.
- More than 3,300 employers, including 188 Fortune 500 firms, sought to recruit our talented students.
- A significant increase in support to small and medium-sized Illinois businesses, including help securing grant funding.

During the current challenging economic environment, it is our goal to stimulate business growth by supporting economic development efforts of the State of Illinois. We are also working with companies to come up with creative ways to help them maintain and grow their relationships with the campus, despite their budgetary constraints.

In the coming years the OCR will continue to focus its efforts on supporting and strengthening relationships between the industry and the campus.

Pradeep Khanna
Executive Director
Office of Corporate Relations
Corporate partnerships have never been more crucial at Illinois. The valuable help of the business world, whether with internships for students, grants for researchers, or offices in our Research Park, will guarantee that we will continue to produce a relevant, innovative workforce with the skill set to keep the United States competitive for many years to come.

Richard Herman, Chancellor

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 a challenge 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
From the Vice Chancellor

As one of the nation’s premier research universities, the University of Illinois offers a wide range of resources to the public and the private sector. The Urbana-Champaign campus is home to:

- A diverse and internationally renown faculty of 3,081 members.
- 31,173 undergraduates and 10,322 graduate and professional students.
- 3,500 international graduate students—more than any other U.S. university.
- 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.

These assets and history of excellence at Illinois are attractions for private firms throughout the nation and the world. The university’s size and scope can be daunting, and that’s where the Office of Corporate Relations (OCR) can provide expert guidance. Their mission is to help business and industry identify campus resources and make connections that offer mutual benefits.

The OCR’s services are particularly helpful when a firm first approaches the university with a need for a novel relationship. The OCR also works with companies that have existing ties to Illinois (through student recruitment, for example). The staff can help these companies engage other dimensions of the university, such as establishing a presence in the Research Park.

The OCR staff members work with administrators, faculty and staff throughout the university and with colleagues across the community and state. These collaborating units and individuals offer essential support for the OCR’s mission. Their efforts are greatly appreciated.

Steve Sonka
*Interim Vice Chancellor for Public Engagement*
The Corporate Engagement Council (CEC) was established in January 2008 to enhance the capabilities of the University to strategically build relationships with industry. The Council provides direction to the Office of Corporate Relations and establishes policies and processes to strengthen and expand corporate partnerships.

Key decisions by the CEC in 2008 led to:

- Establishment of processes to enhance internal coordination and communication regarding unit and campus interactions with companies.
- Identification of campus initiatives to highlight in philanthropic capital campaign proposals.
- Enhancement of communications with small and mid-sized firms through leveraging of the campus Business & Industry Services resources.
- Creation of Corporate Dialogue events focusing on key issues for student engagement and workforce development, such as the Science, Technology, Engineering and Math initiative (STEM).
- Action items to streamline approval process for sponsored research agreements.

Council Members

Richard Herman, Chancellor and Chair
Linda Katehi, Provost and Vice Chancellor for Academic Affairs
Ravishankar Iyer, Vice Chancellor for Research
Renée Romano, Vice Chancellor for Student Affairs
Steven Sonka, Interim Vice Chancellor for Public Engagement
James Schroeder, Vice Chancellor for Institutional Advancement
Robert Easter, Dean, College of Agricultural, Consumer and Environmental Sciences
Ilesanmi Adesida, Dean, College of Engineering
Joel Cutcher-Gershenfeld, Dean, School of Labor and Employment Relations
Karen Bender, Associate Director of Corporate Relations and Chief Operating Officer, CEC
Engaging Students

The University of Illinois at Urbana-Champaign offers many creative ways for industries to engage with its diverse student population. These include service learning opportunities, internships, mentoring, leadership development, job fairs and sponsorship of student programs.

During the past year, the OCR has worked closely with a number of campus career services offices to connect corporations and students. These efforts have resulted in productive interactions through senior projects, internships and employment.

On an ongoing basis, the OCR:

- Arranges corporate recruiting team visits to campus.
- Supports philanthropic requests for student programs such as diversity efforts, student design projects and undergraduate research experiences.
- Initiates dialogues between companies and University leaders to support curriculum development.
- Builds corporate partnerships on key educational initiatives and training needs.
- Works with industry to devise new approaches to prepare the emerging workforce to succeed in a rapidly changing business environment. The focus during 2008 was on how to improve science, technology, engineering and math education (STEM) in Illinois.

During 2008, the OCR supported efforts of the campus career services to increase corporate recruitments on campus.

- 188 of America’s Fortune 500 companies recruited at the University of Illinois at Urbana-Champaign.
- 28 percent of the Global 500 recruited at the University of Illinois.
- 3,300 different employers recruited at the University of Illinois.
- 20,301 students participated in campus career fairs.

Source: The Career Center, University of Illinois at Urbana-Champaign
Leveraging Research

The Office of Corporate Relations understands industry demand for the cutting-edge research conducted at Illinois and plays an important role in facilitating research relationships. There are many opportunities for industry to engage with University scientists through sponsored research, applied research projects, participation in our research centers or the pursuit of collaborative funding opportunities.

In 2008, the OCR worked with the campus community to increase collaborations with a diverse range of businesses. During the year, 219 new agreements were initiated with companies of all sizes—from startups to multinational corporations. Nearly 73 percent of the financial value of these agreements was in the areas of basic and applied research.

The OCR works closely with a number of campus units to make introductions, connect companies to campus research leaders and identify opportunities for the private sector to engage. In support of research, the OCR works closely 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.

### RESEARCH FUNDING OVER THE PAST THREE YEARS (in millions)

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<th>FY08</th>
<th>FY07</th>
<th>FY06</th>
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<tbody>
<tr>
<td><strong>Total research funding from all sources (federal, corporate, association, etc.).</strong></td>
<td>$451.4</td>
<td>$383.2</td>
<td>$374.8</td>
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<td><strong>Total corporate research funding, including grants, gifts and contracts.</strong></td>
<td>$36.9</td>
<td>$28.7</td>
<td>$27.1</td>
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<td><strong>Total corporate research gifts.</strong></td>
<td>$3.7</td>
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*Source: Office of Sponsored Programs and Research Administration (OSPRA)*
Innovation and Technology Transfer

The University of Illinois at Urbana-Champaign has a rich history of working with industry to make the newest research advancements available to the industry for commercialization. The OCR helps achieve these results by matching companies with university specialists whose expertise is best suited to the company’s technology needs. Associated licensing agreements are executed through the Office of Technology Management, University of Illinois.

The OCR supports various activities on the campus and in the local community designed to foster innovation and encourage entrepreneurship. One such activity is the annual Innovation Celebration. The Innovation Celebration recognizes those 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.

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.

In 2008, OCR interacted with a diverse range of private sector companies, including:

- 3M
- Abbott
- Alcatel-Lucent
- Ambient
- Ameren
- ArcelorMittal
- Archer Daniels Midland
- Assemblon
- AT&T
- Baxter Healthcare
- Belcan
- Boeing
- Bosch Group
- BP
- Cargill
- Caterpillar
- Chrysler
- Cisco Systems
- Clearview Managed Services
- Dow AgroScience
- Dow Chemical
- Elanco
- Exxon Mobil
- Ford Motor
- General Electric
- Hewitt Associates
- IBM
- Intel
- John Deere

- Johnson & Johnson
- Keenan & Company
- Kraft Foods
- LexisNexis
- Li-Cor Biosciences
- Mendel Biotechnology
- Microsoft
- Monsanto
- Motorola
- NAVTEQ
- Nielsen
- Nissan Chemical Industries
- Norfolk Southern
- Northrop Grumman
- Pepsico
- Procter & Gamble
- Qualcomm
- Rolls Royce
- Shell
- Siam Cement
- State Farm Insurance
- Sun Microsystems
- TCF Financial
- Vesetas
- Wal-Mart
- Watchfire
- Wrigley
- Yahoo!


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<tr>
<td>U.S. Patents issued</td>
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<tr>
<td>Licenses &amp; Options</td>
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Source: Office of Technology Management FY08 Annual Report
Fostering Economic Development

The Office of Corporate Relations works closely with various campus and university partners to help fulfill the University of Illinois mission of economic development. These efforts include promoting the Research Park at the University of Illinois, helping start-ups, small and medium-size companies connect with campus resources and funding agencies, participating with local and regional economic development organizations to attract firms to Illinois—especially central Illinois—and supporting technology transfer initiatives.

The Research Park offers unique benefits to companies. Proximity to the campus makes it easy for companies to engage more effectively with the campus for student recruitment, research and targeted solutions. During 2008, the OCR arranged many company visits to the Research Park and several companies established new facilities. The office worked with various campus units to provide increased facilities for Research Park, including a motorist assistance program and unique ID cards for employees of Research Park companies.

Reaching outside the University environment, the OCR works regularly 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 on economic development projects. The OCR hosts discussions focused on site selection and solicitations for data centers, back office operations, manufacturing facilities and energy.

The OCR contributes to the growth of small companies by identifying resources within the University that helped them take advantage of government programs and services. Through such federal programs as the Small Business Innovation Research (SBIR) and the Small Business Technology Transfer (STTR) programs, the OCR works with small businesses to provide assistance, forge partnerships, leverage University resources and identify additional supporting funds to increase the likelihood of success.

Two Fortune 500 companies opened offices in the Research Park in FY 2008: John Deere and Archer Daniels Midland (ADM).

The Research Park also realized a ten-percent increase in tenants in FY 2008.
Accessing Professional Education

As new knowledge is developed and workforce responsibilities change, 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 are best suited to their needs. The OCR also works with companies to develop unique training programs.

The University offers educational opportunities on and off campus, ranging from courses that develop executive leadership skills to training in the latest software packages. Among the current programs are:

- Business & Industry Services (BIS) engages with Illinois businesses to identify their needs and provide strategic solutions for global leadership and innovation strategy, business and quality system implementation, culture change, Lean Six Sigma implementation and a wide variety of software certifications.
- The Certificate in Entrepreneurship and Management for Life Scientists provides business training to help current and future scientists transform their research discoveries into marketable products and services. The program is offered by the Academy of Entrepreneurial Leadership, College of Business, College of Law and the Institute for Genomic Biology.
- The LEEP program at the Graduate School of Library and Information Science offers information professionals the opportunity to earn a master’s degree completely online.

Providing Targeted Solutions

The University of Illinois at Urbana-Champaign is home to more than 150 centers and institutes that offer a vast array of human and technological resources. The OCR helps businesses access specialized equipment and services on the campus and provides companies assistance with technical testing services, facilities use and other agreements.

Among the campus resources that are available to business and industry are:

- The Private Sector Program at the National Center for Supercomputing Applications (NCSA) works with top leaders in aviation, computing, engineering and other fields. NCSA and the University of Illinois began work on Blue Waters in 2008. Supported by the National Science Foundation, Blue Waters is expected to be the most powerful supercomputer in the world for open scientific research when it comes online in 2011.
- The Institute of Genomic Biology (IGB) assists corporate partners through its core goals of advancing life sciences research and stimulating bioeconomic development in the state of Illinois. The Energy Biosciences Institute, housed in the IGB, is working to make biofuels not only environmentally sustainable, but also economically viable. IGB scientists are also changing the landscape of medicine as they work on projects such as developing new antibiotics to combating resistant strains of bacteria.
- The Frederick Seitz Materials Research Laboratory (FSMRL) provides shared usage of complex, cutting-edge research instrumentation. FSMRL educates about 400 new users each year in a highly collaborative environment that makes it easy for small and large businesses to explore the field of material science.
Industry plays a vital role in fostering an environment of scholarship and creative discovery by supporting the University through student scholarships, programs, curriculum development, research and facilities support.

The support of industry is also crucial in 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 campuswide proposals and manages significant corporate capital campaign efforts. In 2008, these corporate investments totaled over $10 million.

Optimizing Philanthropy

The Office of Corporate Relations serves as a gateway and facilitator for 14 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 Liberal Arts and Sciences
- 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

**FY08 University-Wide Support**

$213.9 Million

- **Corporations**: 27%
- **Foundations**: 17%
- **Alumni**: 31%
- **Associations**: 11%
- **Friends**: 14%

Source: University of Illinois Foundation
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