

**BOARD OF VISITORS**  
**Research and Technology Committee Meeting**  
December 10, 2010  
New Student Center Board Room, Suite 301  
8:00 a.m. – 9:00 a.m.

**MINUTES**

**1. Establish Quorum/Call to Order**

Mr. Henry D. Light, Chairperson, called the meeting to order at approximately 8:00 a.m. and established that a quorum was present:

Committee Members Present:

Mr. Henry D. Light, Chairperson  
Mr. Howard P. Kern  
Mr. Gary T. McCollum  
Mr. Bobby Vassar (*via conference call*)

Members of NSU Staff Present:

Dr. Joseph C. Hall, Vice President for Research & Economic Development  
Dr. Kim Luckes, Acting President  
Dr. Deborah C. Fontaine, Chief of Staff  
Ms. Paula Gentius, Assistant to the NSU Board of Visitors and to the President  
Dr. Govindarajan T. Ramesh, Associate Vice President for Research  
Ms. Shawkita K. Harris, Office Manager for Research & Economic Development  
Ms. Pamela Boston, University Counsel  
Mr. Maurice Kelly, Chair, E<sup>2</sup>F (*via conference call*)  
Mr. Shelly Thomas, Fiscal Officer, E<sup>2</sup>F  
Mr. Terry Stokes, Executive Director, E<sup>2</sup>F

Other Board Members Present:

Mr. Willie L. Brown  
Mr. Edward L. Hamm, Jr.

2. Mr. Light motioned, seconded by Mr. Vassar and unanimously voted by the R&T Committee to approve the September 10, 2010 R&T Committee minutes.

**3. Discussion Items**

**A. E<sup>2</sup>F Status Update and Future Directions – Mr. Maurice Kelly**

Mr. Light introduced Mr. Maurice Kelly, Chair of E<sup>2</sup>F, who is also an NSU alum.

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Mr. Light stated that he would like the Committee to hear about E<sup>2</sup>F and all of its subsidiaries. He said that while Spartan Suites and the RISE Super Node seem to consume the majority of E<sup>2</sup>F's time, he would like the Committee to hear about all that E<sup>2</sup>F is doing and where it is going.

Mr. Light asked Mr. Kelly to present a status update on E<sup>2</sup>F and to discuss its future directions.

Mr. Kelly stated that a lot of time is being spent on Spartan Suites, which is owned by E<sup>2</sup>F. He said that there are not enough resources and support to manage Spartan Suites. He added that Mr. Stokes has been spending quite a bit of time trying to work in between both entities to try to create a conducive environment in order for this thing to work.

Mr. Kelly said that in regards to the Super Node, his understanding from the last E<sup>2</sup>F meeting is that they are coming close to losing a client due to the need to "leverage the capabilities of the Super Node and its entities around the area or even outside the area." Mr. Kelly stated that the Super Node is a "good source of revenue and much more could be done in order to generate that revenue for the University and also the Foundation."

Mr. Kelly said that one area that needs to be mentioned is the Office of Sponsored Programs (OSP). He said that when E<sup>2</sup>F was founded it was a means to increase intellectual capacity on campus and to spark innovation. He said that the majority of the research if not all is being done through OSP. He stated that there is \$18M of research being completed in OSP. He said that OSP's research needs to be commercialized as they move forward.

Mr. Kelly began his presentation entitled "Spartan Research & Innovation Center – NSU's E<sup>2</sup>F Foundation." He presented the current structure of E<sup>2</sup>F, along with the streamlined structure.

### **How do we do it?**

#### **Phase One**

- Set guidelines in place for the responsibilities of the Executive Director and/or temporarily outsource the Technology Commercialization service for year one
- Executive Director develops a comprehensive strategy to move Foundation forward
  - Oversee Office of Sponsored Programs (OSP)
  - Formation of a technology commercialization center

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Mr. Kelly said that in order to commercialize the \$18M of research in OSP, a research and innovation center and or a technology commercialization office needs to be in place. He said that the center would also help to place the research into the “hands of a proven entrepreneur.”

Mr. Kelly stated that the commercialization of the research should be handled and managed by E<sup>2</sup>F.

### **Phase Two**

- Develop technology commercialization center (Spartan Research & Innovation Center)
- Identify a director to operate the center, and identify commercialization opportunities from Research & Technology activities on campus

### **Phase Three**

- Continue development of the RISE Campus

### **Case Study**

#### **James Madison University**

- 2010: \$26M Research Program
- OSP: <70% win rate in 2010
- 2009: Licensed IP to 4 startups
- 2 startups in business, 1 paying royalties
- How did they commercialize?

Mr. McCollum asked Mr. Kelly if he was aware of James Madison University’s structure?

Mr. Kelly responded yes. JMU’s Director of Commercialization reports directly to the Vice Provost.

Mr. Light asked if the 70% of the win rate is the percentage of the grants granted?

Mr. Kelly responded that this is correct.

Mr. Kelly stated that only 14% of research that is completed on college campuses is commercialized throughout all universities in the country.

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### **Innovate Tech Ventures**

- Innovate Tech Ventures specializes in technology transfer venture creation based on inventions licensed from universities and research institutions.
- They leverage extensive venture capital, seed investor and entrepreneur relationships to bring together the funding and management team to build a startup.
- Estimated costs for services:
  - \$70K for turnkey solution (annually)
  - \$12K with existing Commercialization Office (annually)

Mr. Vassar asked if E<sup>2</sup>F was structurally set to take on the commercialization of the research or is it to be developed along with the vision.

Mr. Kelly responded yes. He said with there being an OSP and \$18M of research, he would say the answer is yes, but the one thing that is missing is that it is all sitting on the shelf. He said that E<sup>2</sup>F can help commercialize the research as well as protect the IP.

Mr. Light stated that most universities are doing their tech protection, transfer and marketing through their foundations instead of directly through their university. He said that there must be benefits to doing it that way.

Dr. Shah said that OSP is self supporting with NSU taking 30% from the funds. He said that moving OSP under E<sup>2</sup>F is a good choice for NSU.

Mr. Light said that if you move OSP under E<sup>2</sup>F you have to equip E<sup>2</sup>F with the types of skills to get technology transfers and other items done.

Mr. Kern asked if E<sup>2</sup>F had a plan to reinvigorate its relationships to facilitate investments and partnerships with commercial firms looking towards intellectual ports and new IT capabilities, as well as all the resources that are here in infrastructure.

Mr. Kelly responded that E<sup>2</sup>F needs to demonstrate some success stories first so that they can entice the commercial enterprises.

Mr. McCollum stated that the R&T Committee would like to see a plan of action by March.

Mr. McCollum asked of the Board does not accept the plan of action, what else can we do?

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Mr. Kelly said that if the Board does not approve the plan of action, they will ask the Board to give a recommendation as to what the Board would like to see as the plan of action.

Mr. Light thanked Mr. Kelly for his presentation. He said that the R&T Committee has amended a previous resolution completed a year ago between the NSU Board and E<sup>2</sup>F. The amended resolution supports the RISE Campus and the Enterprise and Empowerment Foundation.

Mr. Light stated that the amended resolution touches on the three primary topics: sponsored research, technology development and further development of RISE.

Mr. Light recommended that Mr. Kelly present the amended resolution to the E<sup>2</sup>F Board.

Mr. Kelly responded if approved, he would present the amended resolution at the next E<sup>2</sup>F Board meeting for their review.

Mr. Light motioned, seconded by Mr. Kern and unanimously voted by the R&T Committee to request that the Amended Resolution Supporting the RISE Campus and the Enterprise and Empowerment Foundation be approved.

### **B. Sponsored Programs/Standing Committee Report – Dr. Hall**

Dr. Hall stated that the current amount of Sponsored Programs awards total \$16M. He said that in his opinion OSP staff is doing a tremendous amount of work with very little staff.

Dr. Hall presented the second slide, which showed that the College of Science, Engineering and Technology leads the way in grants. Dr. Hall said that he is trying to change that and get other colleges/schools to complete more grants.

Dr. Hall stated that it is his estimate that by July 1, 2011 we should have \$25M to \$28M in awards.

Dr. Hall said that in moving forward, whether OSP goes under E<sup>2</sup>F or not, you have to seriously consider the staffing aspect of OSP.

Dr. Hall presented the Sponsored Program Awards slide. He stated that Title III has been teased out and placed on a separate slide at the request of the President. He said that Title III funding is “consistent and it is not what we would consider competitive funding, but none the less it is funding and you have to write a decent proposal to get it.” Dr. Hall said that in 2009 – 2010, Title III funding is at an estimate of \$6.5M.

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Mr. Light asked what is Title III?

Dr. Luckes responded that Title III funding is from The White House Initiatives for HBCUs. She said that as a HBCU, NSU has the opportunity to submit a proposal to the Department of Education. NSU has the advantage of receiving funding for undergraduate, as well as graduate. Dr. Luckes stated that a comprehensive plan has to be submitted to the Department of Education and based upon the comprehensive plan the Department of Education determines the award amounts based upon the University's enrollment. The award is more of an entitlement; however, it is not a given that you will always receive the funding. A team comes in to perform an assessment of your program.

Dr. Luckes addressed the expenditure rates. She stated that NSU's fiscal year is from July to June and that most of the Federal funding that NSU receives is from October to September. Dr. Luckes stated that with NSU's fiscal year being different from the Federal funding year, it could very well be at any given year we have not drawn down all of the funds or expended all of the funds when looking at the reports.

Mr. Light stated that he believes it would be helpful to the Committee if the reports are completed per grant.

Mr. Light thanked Dr. Hall for his presentation.

**3. Adjournment**

There being no further business, the meeting was adjourned at 9:01 a.m.

Respectfully submitted,

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Joseph C. Hall, Ph.D.  
Vice President for Research & Economic  
Development

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Mr. Henry D. Light, Chairperson  
Research & Technology Committee