



Cold Spring Harbor Laboratory



# Business Development & Technology Transfer

## 2015 Metrics



## Introduction

Please take a moment to glance at our Business Development and Technology Transfer report for 2015. The purpose of this report is to remind us of the role of technology transfer in the mission of CSHL and to encourage your feedback and engagement.

We're evolving the program to better support our scientists in engaging with companies, investors and others as one of the ways CSHL leverages important discoveries for the benefit of society.

I am delighted to be working with you and looking forward to your input on how we can best support you.



**Teri Willey**

Vice President

Cold Spring Harbor Laboratory

Business Development & Technology Transfer



## Guiding principles for CSHL business development & technology transfer

- Encourage opportunities with potential to make a significant positive impact, where commercial channels are needed to carry the idea forward.
- Take the course that supports effective dissemination of the technology and add value through leveraging intellectual property rights and resources (internal and external).
- Work effectively with CSHL scientists to support their aspirations, manage conflicts, comply with regulations and encourage synergy with the CSHL mission.
- Engage with industry and investors early to understand their requirements and find the best partner(s) (research collaborator, licensee or start-up senior management and investors) to take the idea forward.
- Negotiate fair and reasonable terms that reflect the contribution of the assets and expertise being transferred.
- Sign good deals and look after them to encourage commercialization, global access and good returns.

## Performance Metrics

### Metrics

	2012	2013	2014	2015
License/Option agreements	9	19	18	21
License revenue	\$1,229,957	\$ 1,161,187	\$ 10,141,761*	\$ 6,391,168 **
Industry research agreements	8	5	8	11
Material transfer agreements	287	356	322	311
Confidential disclosure agreements	7	6	20	19
New patent filings	24	18	24	19

\*including \$7.5 million in shRNA related payments.

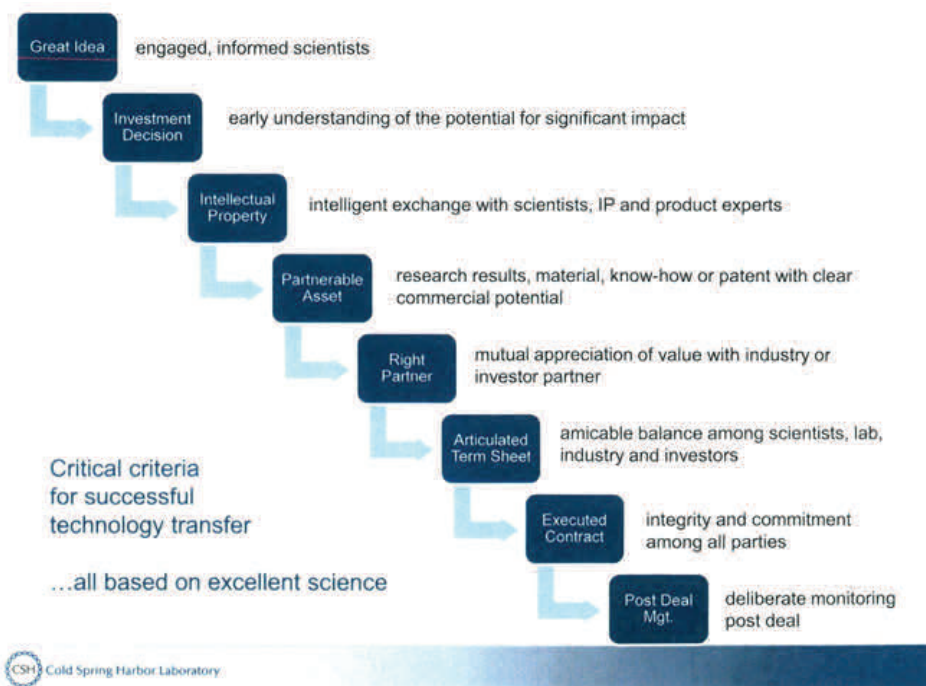
\*\*including \$4,480,000 invoiced in 2015 but not received as of December 31, 2015

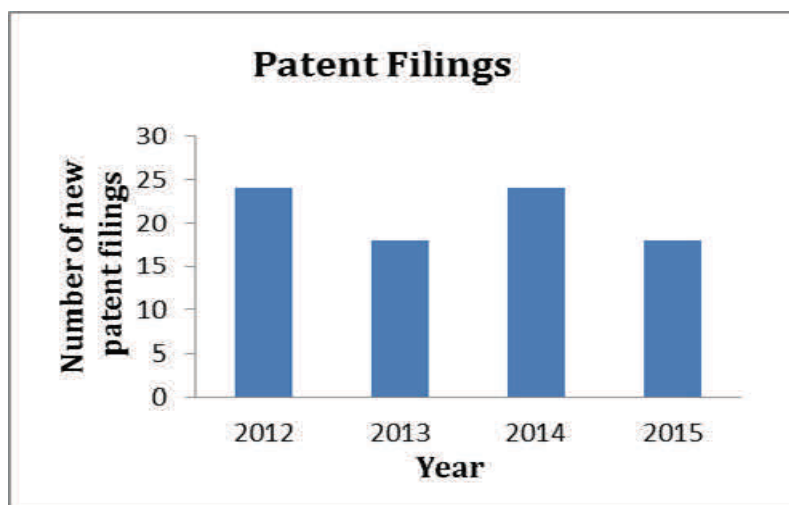
### Current Portfolio Metrics as of December 31, 2015

**587** Active patent cases for **142** technologies

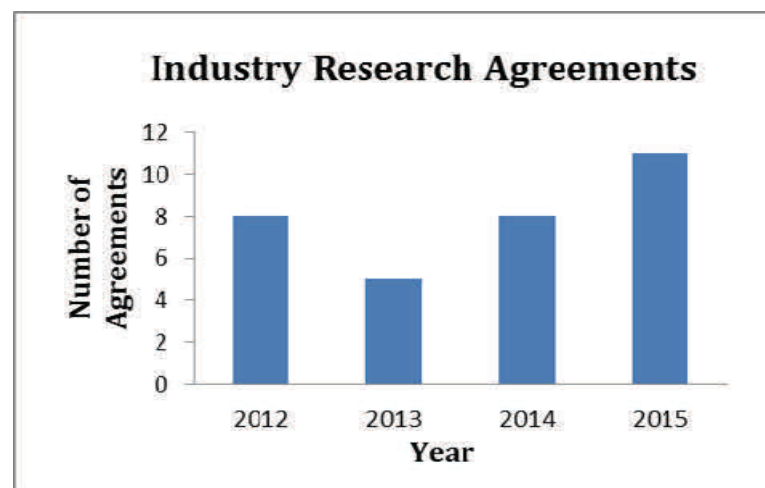
**1846** Technology transfer agreements

Material transfer agreements	1481
Inventor royalty agreements	129
Non-exclusive licenses	159
Exclusive licenses	30
Industry research agreements	24
Inter institutional agreements	6
Other agreements	17

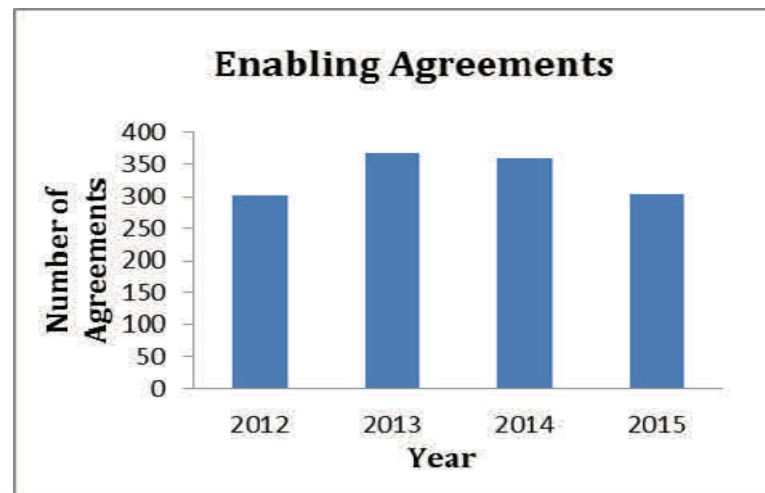
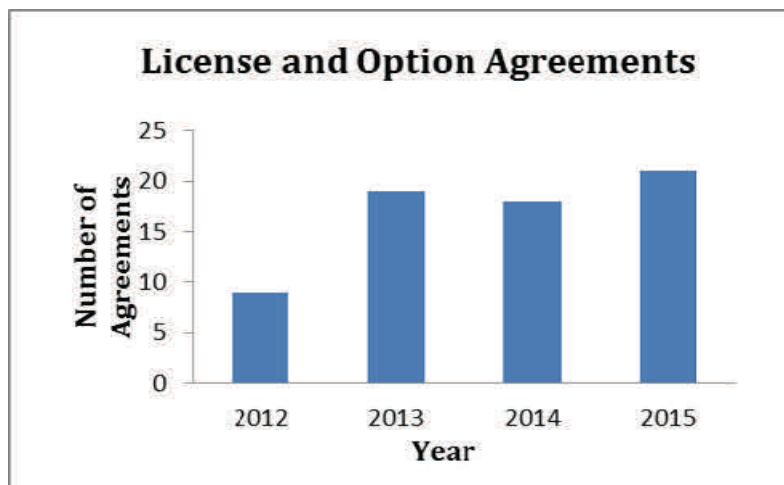




Patent filings include U.S. Provisional, Utility and PCT filings



Industry research agreements include sponsored research as well as non-funded industry collaborations



Enabling agreements are material transfer, confidential disclosure, inter-institutional and inventor revenue agreements

## License Revenue Received in 2015

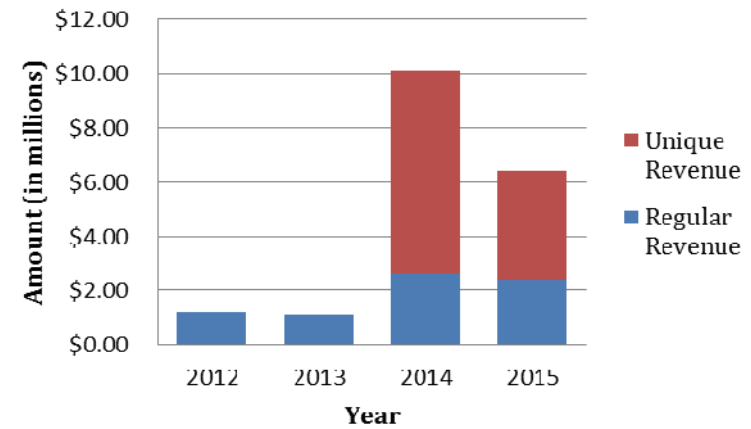
Gross Revenue*	\$ 6,391,168
Inventor and Third Party Distributions	\$ (786,349)
Recovery of Direct Costs**	\$ (260,309)
Recovery of Operating Costs	\$ (680,222)
Net Licensing Revenue ***	\$ 4,664,288

\*Amount received as of December 31, 2015

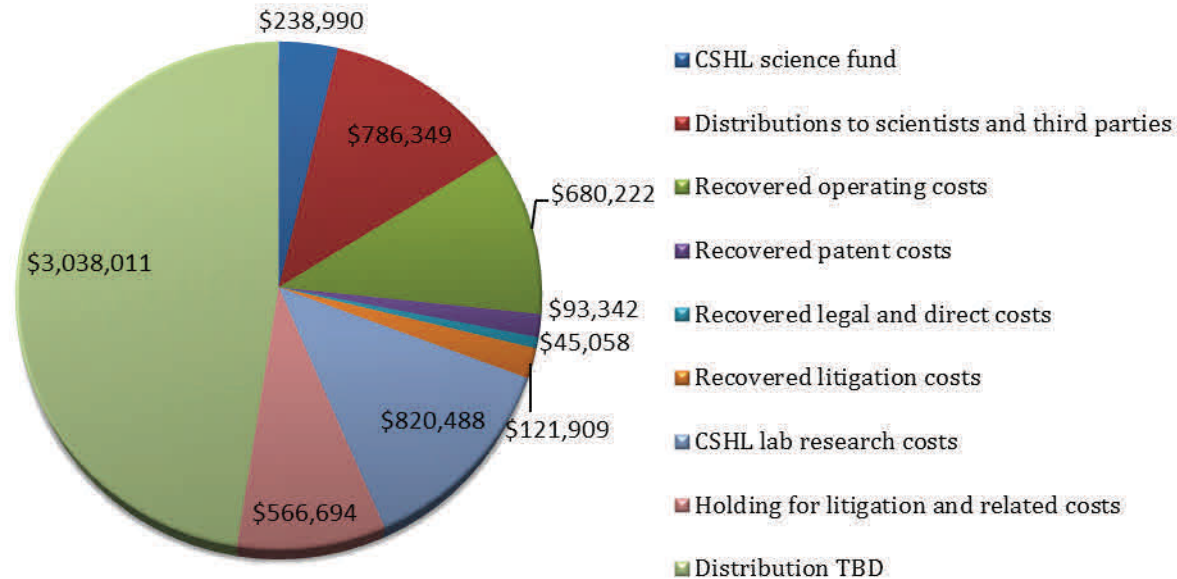
\*\*includes direct patent, legal and litigation costs

\*\*\*including ~\$3.0M the distribution for which is TBD.

## License Revenue



## Revenue Distribution - 2015



## The Office of Technology Transfer

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Office of Technology Transfer is located in the Nichols Administration building, 1<sup>st</sup> floor.

<http://www.cshl.edu/OTT>