

## **CHAPTER 1: STAFFING AND SALARIES**

**Table 1 How many individuals (FTE) are employed directly in the technology transfer or similar office in the following years:**

**Table 1.1.1 FTE employed directly in TTO in 2011**

	Mean	Median	Minimum	Maximum
Entire sample	11.33	3.25	0.00	47.00

**Table 1.1.2 2011 Broken out by Area of Technology**

Area of Technology	Mean	Median	Minimum	Maximum
Biology & Healthcare	15.66	15.00	1.00	47.00
Engineering	7.70	3.00	0.50	30.00
Energy	1.75	2.00	0.00	3.00
Mining/Agriculture	2.93	3.00	0.30	5.50
Other	11.22	3.00	1.60	45.00

**Table 1.1.3 2011 Broken out by Country**

Country	Mean	Median	Minimum	Maximum
USA	12.50	3.25	0.30	47.00
Other	5.50	4.50	0.00	15.00

**Table 1.1.4 2011 Broken out by Enrollment**

Enrollment	Mean	Median	Minimum	Maximum
0-5,000	9.90	3.00	0.00	45.00
5,001-15,000	5.87	2.00	0.30	22.00
15,001-25,000	15.12	3.50	1.60	47.00
25,001+	15.00	11.50	3.00	30.00

**Table 1.1.5 2011 Broken out by Type**

Type	Mean	Median	Minimum	Maximum
Specialized unit or college	3.67	2.00	1.00	8.00
Major research university	15.87	11.50	0.30	47.00
College or university (not major research)	1.79	1.60	0.00	3.00

**Table 1.2.1 FTE employed directly in TTO in 2012**

	Mean	Median	Minimum	Maximum
Entire sample	11.47	3.50	0.00	49.00

**Table 1.2.2 2012 Broken out by Area of Technology**

Area of Technology	Mean	Median	Minimum	Maximum
Biology & Healthcare	16.05	16.00	1.00	49.00
Engineering	7.70	3.50	0.50	30.00
Energy	2.00	2.50	0.00	3.00
Mining/Agriculture	3.43	4.00	0.30	6.00
Other	10.22	3.00	1.60	40.00

**Table 1.2.3 FTE employed directly in TTO in 2012 Broken out by Country**

Country	Mean	Median	Minimum	Maximum
USA	12.65	3.50	0.30	49.00
Other	5.58	4.75	0.00	16.00

**Table 1.2.4 2012 Broken out by Enrollment**

Enrollment	Mean	Median	Minimum	Maximum
0-5,000	9.75	3.50	0.00	40.00
5,001-15,000	6.03	3.00	0.30	22.00
15,001-25,000	15.57	3.50	1.60	49.00
25,001+	15.13	11.50	1.00	33.00

**Table 1.2.5 2012 Broken out by Type**

Type	Mean	Median	Minimum	Maximum
Specialized unit or college	4.33	3.00	1.00	9.00
Major research university	15.95	11.50	0.30	49.00
College or university (not major research)	1.90	1.60	0.00	3.50

**Table 1.3.1 FTE employed directly in TTO, projected for 2013**

	Mean	Median	Minimum	Maximum
Entire sample	11.86	4.25	0.00	51.00

**Table 1.3.2 Projected for 2013 Broken out by Area of Technology**

Area of Technology	Mean	Median	Minimum	Maximum
Biology & Healthcare	16.37	16.00	1.00	51.00
Engineering	7.90	3.50	0.50	30.00
Energy	2.25	3.00	0.00	3.00
Mining/Agriculture	3.43	4.00	0.30	6.00
Other	11.42	3.00	1.60	45.00

**Table 1.3.3 Projected for 2013 Broken out by Country**

Country	Mean	Median	Minimum	Maximum
USA	13.11	4.25	0.30	51.00
Other	5.58	4.75	0.00	16.00

**Table 1.3.4 Projected for 2013 Broken out by Enrollment**

Enrollment	Mean	Median	Minimum	Maximum
0-5,000	10.35	3.50	0.00	45.00
5,001-15,000	6.14	3.00	0.30	22.00
15,001-25,000	16.23	4.50	1.60	51.00
25,001+	15.25	11.50	2.00	33.00

**Table 1.3.5 Projected for 2013 Broken out by Type**

Type	Mean	Median	Minimum	Maximum
Specialized unit or college	4.33	3.00	1.00	9.00
Major research university	16.53	11.50	0.30	51.00
College/univ. (not major res.)	1.90	1.60	0.00	3.50

**Table 20 What was the Mean hourly rate paid for outside legal help in the following years (in US dollars):**

**Table 20.1.1 Mean hourly rate paid for outside legal help in 2011**

	Mean	Median	Minimum	Maximum
Entire sample	\$327.50	\$325.00	\$200.00	\$500.00

**Table 20.1.2 2011 Broken out by Area of Technology**

Area of Technology	Mean	Median	Minimum	Maximum
Biology & Healthcare	\$360.00	\$380.00	\$250.00	\$500.00
Engineering	\$275.00	\$255.00	\$200.00	\$390.00
Energy	\$425.00	\$425.00	\$350.00	\$500.00
Mining/Agriculture	\$250.00	\$250.00	\$225.00	\$275.00
Other	\$272.50	\$270.00	\$200.00	\$350.00

**Table 20.1.3 2011 Broken out by Country**

Country	Mean	Median	Minimum	Maximum
USA	\$324.78	\$300.00	\$200.00	\$500.00
Other	\$390.00	\$390.00	\$390.00	\$390.00

**Table 20.1.4 2011 Broken out by Enrollment**

Enrollment	Mean	Median	Minimum	Maximum
0-5,000	\$340.00	\$350.00	\$255.00	\$410.00
5,001-15,000	\$289.17	\$237.50	\$200.00	\$500.00
15,001-25,000	\$323.33	\$350.00	\$200.00	\$395.00
25,001+	\$391.67	\$375.00	\$300.00	\$500.00

**Table 20.1.5 2011 Broken out by Type**

Type	Mean	Median	Minimum	Maximum
Specialized unit or college	\$350.00	\$350.00	\$300.00	\$400.00
Major research university	\$350.33	\$350.00	\$225.00	\$500.00
College or university (not major research)	\$272.14	\$255.00	\$200.00	\$390.00

**Table 20.2.1 Mean hourly rate paid for outside legal help in 2012**

	Mean	Median	Minimum	Maximum
Entire sample	\$330.42	\$300.00	\$200.00	\$500.00

**Table 20.2.2 Mean hourly rate paid for outside legal help in 2012 Broken out by Area of Technology**

Area of Technology	Mean	Median	Minimum	Maximum
Biology & Healthcare	\$360.00	\$390.00	\$250.00	\$500.00
Engineering	\$292.50	\$275.00	\$210.00	\$410.00
Energy	\$425.00	\$425.00	\$350.00	\$500.00
Mining/Agriculture	\$250.00	\$250.00	\$225.00	\$275.00
Other	\$272.50	\$270.00	\$200.00	\$350.00

**Table 20.2.3 Mean hourly rate paid for outside legal help in 2012 Broken out by Country**

Country	Mean	Median	Minimum	Maximum
USA	\$326.96	\$300.00	\$200.00	\$500.00
Other	\$410.00	\$410.00	\$410.00	\$410.00

**Table 20.2.4 Mean hourly rate paid for outside legal help in 2012 Broken out by Enrollment**

Enrollment	Mean	Median	Minimum	Maximum
0-5,000	\$344.17	\$350.00	\$255.00	\$425.00
5,001-15,000	\$289.17	\$250.00	\$210.00	\$500.00
15,001-25,000	\$325.56	\$350.00	\$200.00	\$410.00
25,001+	\$400.00	\$400.00	\$300.00	\$500.00

**Table 20.2.5 Mean hourly rate paid for outside legal help in 2012 Broken out by Type**

Type	Mean	Median	Minimum	Maximum
Specialized unit or college	\$350.00	\$350.00	\$300.00	\$400.00
Major research university	\$350.33	\$350.00	\$225.00	\$500.00
College or university (not major research)	\$282.14	\$255.00	\$200.00	\$410.00

**Table 20.3.1 Mean hourly rate paid for outside legal help in 2013 (expected)**

	Mean	Median	Minimum	Maximum
Entire sample	\$321.46	\$300.00	\$200.00	\$500.00

**Table 20.3.2 Mean hourly rate paid for outside legal help in 2013 (expected) Broken out by Area of Technology**

Area of Technology	Mean	Median	Minimum	Maximum
Biology & Healthcare	\$340.83	\$342.50	\$250.00	\$450.00
Engineering	\$288.75	\$262.50	\$210.00	\$420.00
Energy	\$425.00	\$425.00	\$350.00	\$500.00
Mining/Agriculture	\$250.00	\$250.00	\$225.00	\$275.00
Other	\$280.00	\$270.00	\$200.00	\$380.00

**Table 20.3.3 Mean hourly rate paid for outside legal help in 2013 (expected) Broken out by Country**

Country	Mean	Median	Minimum	Maximum
USA	\$317.17	\$300.00	\$200.00	\$500.00
Other	\$420.00	\$420.00	\$420.00	\$420.00

**Table 20.3.4 Mean hourly rate paid for outside legal help in 2013 (expected) Broken out by Enrollment**

Enrollment	Mean	Median	Minimum	Maximum
0-5,000	\$346.67	\$350.00	\$255.00	\$450.00
5,001-15,000	\$285.00	\$237.50	\$210.00	\$500.00
15,001-25,000	\$330.56	\$350.00	\$200.00	\$420.00
25,001+	\$316.67	\$300.00	\$250.00	\$400.00

**Table 20.3.5 Mean hourly rate paid for outside legal help in 2013 (expected) Broken out by Type**

Type	Mean	Median	Minimum	Maximum
Specialized unit or college	\$350.00	\$350.00	\$300.00	\$400.00
Major research university	\$335.00	\$300.00	\$225.00	\$500.00
College or university (not major research)	\$284.29	\$255.00	\$200.00	\$420.00

## **CHAPTER 6: Partnerships**

**Table 35.1 Does the Office partner with any Foreign Universities?**

	No Answer	Yes	No
Entire sample	27.78%	13.89%	58.33%

**Table 35.2 Does the Office partner with any Foreign Universities? Broken out by Area of Technology**

Area of Technology	No Answer	Yes	No
Biology & Healthcare	21.05%	21.05%	57.89%
Engineering	60.00%	0.00%	40.00%
Energy	25.00%	0.00%	75.00%
Mining/Agriculture	0.00%	0.00%	100.00%
Other	40.00%	20.00%	40.00%

**Table 35.3 Does the Office partner with any Foreign Universities? Broken out by Country**

Country	No Answer	Yes	No
USA	33.33%	10.00%	56.67%
Other	0.00%	33.33%	66.67%

**Table 35.4 Does the Office partner with any Foreign Universities? Broken out by Enrollment**

Enrollment	No Answer	Yes	No
0-5,000	30.00%	30.00%	40.00%
5,001-15,000	33.33%	11.11%	55.56%
15,001-25,000	22.22%	0.00%	77.78%
25,001+	25.00%	12.50%	62.50%

**Table 35.5 Does the Office partner with any Foreign Universities? Broken out by Type**

Type	No Answer	Yes	No
Specialized unit or college	33.33%	66.67%	0.00%
Major research university	25.00%	12.50%	62.50%
College or university (not major research)	33.33%	0.00%	66.67%

**Which countries does the Office partner with?**

1. Spain
2. United Kingdom.
3. Have collaborations with Spain.
4. China.
5. China.
6. None yet. We hope to partner in 2013, possibly with The Netherlands or UK.
7. Japan, South Korea, UK, Mexico, Russia.
8. China.
9. Switzerland and China.

**Does the Office partner with any Industry or Company groups? How Many?  
What industries generally? Describe your efforts.**

1. No.
2. No.
3. Not in several years.
4. Not particularly.
5. We partner with local industry associations on an ad hoc basis.
6. No.
7. We work with the Corporate Engagement group who solicits projects for the students to work on.
8. Not particularly. We are a member of a number, including BIO, Greater Baltimore Technology Committee, BHI, and others.
9. Two in China testing agriculture products for food production.
10. No.
11. No
12. Technology.
13. We will sometimes partner with a law firm to hold an event.
14. No.
15. Yes, in the biotechnology sector, IT sector, Education sector, Nano Technologies. Attending events, networking, creating contacts, outreach to these sectors for commercial analysis.
16. Yes, BIO and BIO members, primarily in the healthcare industry. We conduct outreach to companies in the field to market the research enterprise.
17. Yes. We partner with the Health Cluster Portugal which gets together over 100 stakeholders in Health, about 2/3 from industry. All except one are Portuguese (the exception is Spanish).
18. Yes, about 15 on average, usually with paper companies, licensed companies.
19. Biotech.
20. IRI is the most prominent industry group that we partner with.
21. On an as needs basis. I am exceedingly focused on commercialising IP and generating revenue mainly through spin out creations. It is usually too hard to find licensees. If partnering or collaborating does not deliver my commercial aims, I don't indulge in it.
22. GE Healthcare PLC in life sciences. Memorandum of Understanding to explore collaborative opportunities; regular meetings held.
23. Association of University Technology Managers; Pennsylvania BIO; pharmaceutical industry (sponsored research and licenses).
24. Yes, several. Medical Devices, VC organizations in NYS.
25. No.