

Minutes of the Brown University Community Council (BUCC) Meeting
Tuesday, November 13, 2018
4:00 – 5:30 p.m.

Members: President Paxson, Provost Locke, Russell Carey, Cass Cliatt, Eric Estes, Kayla Rosen, Matthew Harrison, Alla Hassan, Justin Izzo, Jung-Eun Lee, Evelyn Lincoln, Matthew McGarrell, Claire Heiden, Shanze Tahir, Nathan Blouin, Robert Kashow, Alastair Tulloch, Peter Mattson, Chloe Zimmerman, Heather Cole, Aixa Kidd, Joanne McEvoy, Linda Welsh, Olajumoke Akinsulire, Lauren Allister, Guy Sanchez were in attendance. Erin DeBobes, Sarah Besky, Rachel Cassidy, Shipra Vaishnav, Jee Won Kang, Anuj Krishnamurthy, Rachael Schmidt, Shayna Kessel, Michelle Nuey, and Thanos Chaltas were unable to attend.

President Paxson spoke about the campus climate surveys that are being administered and the importance of participating and providing feedback. She highlighted the involvement of graduate students in the review process for the new graduate student grievance procedures that were recently adopted by the faculty. She discussed the Harvard admission case and confirmed Brown's firm support for the use of holistic admissions in which race is one of many factors considered when deciding whether to offer an applicant admission to Brown.

Logan Powell, Dean of Admission, presented admission statistics and trends at Brown. He noted the role of the common application and Brown's need blind admission policy in the growth of applications over the past several years. Also during this time, Brown's admit rates have dropped and yields have gained. Mr. Powell attributed much of the 20% increase in the class of 2023 early decision applicant pool over last year to The Brown Promise initiative, which beginning in 2018-19 replaces loans with scholarship funds in all University-packaged undergraduate financial awards. He reported that the number of applicants who indicated an interest in applying for financial aid increased by 11% over last year. Mr. Powell shared a number of recent admission office policy changes including: a doubling of travel grants for low-income students; an automatic waive of application fees for low-income students; an additional ADOCH session; the inclusion of early decision admits in ADOCH; launch of a new website; pay for tour guides and information session student leaders; and formation of a working group on access for first-gen and low-income students.

Daniel Behr, Executive Director of the Office of Industry Engagement and Commercial Venturing (IECV), reviewed the mission of IECV: to unleash the impact of Brown's research by encouraging and facilitating the evolution of Brown's discoveries and inventions into know-how, products and services with societal and economic value. He explained that the IECV Office supports the mission through its three programmatic pillars: commercial venturing, industry engagement, and translational development. Through commercial venturing, the Office partners with Brown researchers to determine the market relevance of their discoveries, then forges the best strategy for transitioning from idea to impact. For industry engagement, the Office builds strategic relationships with industry focused on research collaborations aimed at spawning innovations of commercial interest to its company partners. For translational development, it provides and manages translational development capabilities to help solidify proof of technical feasibility and of commercial relevance. Mr. Behr highlighted the Brown Biomedical Innovations to Impact (BBII), a translational commercial development program. The BBII manages an academic accelerator fund dedicated to supporting academic biomedical technologies to become well-defined product opportunities.

The next meeting of the Brown University Community Council will be held on Wednesday, March 20 from 4:00 – 5:30 pm in the Stephen Robert '62 Campus Center, Kasper Multipurpose Room.

Respectfully submitted,
Catherine Pincince
Secretary of the Brown University Community Council

Brown University Community Council
Tuesday, November 13, 2018
4:00 – 5:30 pm
Stephen Robert '62 Campus Center, Kasper Multipurpose Room

Agenda

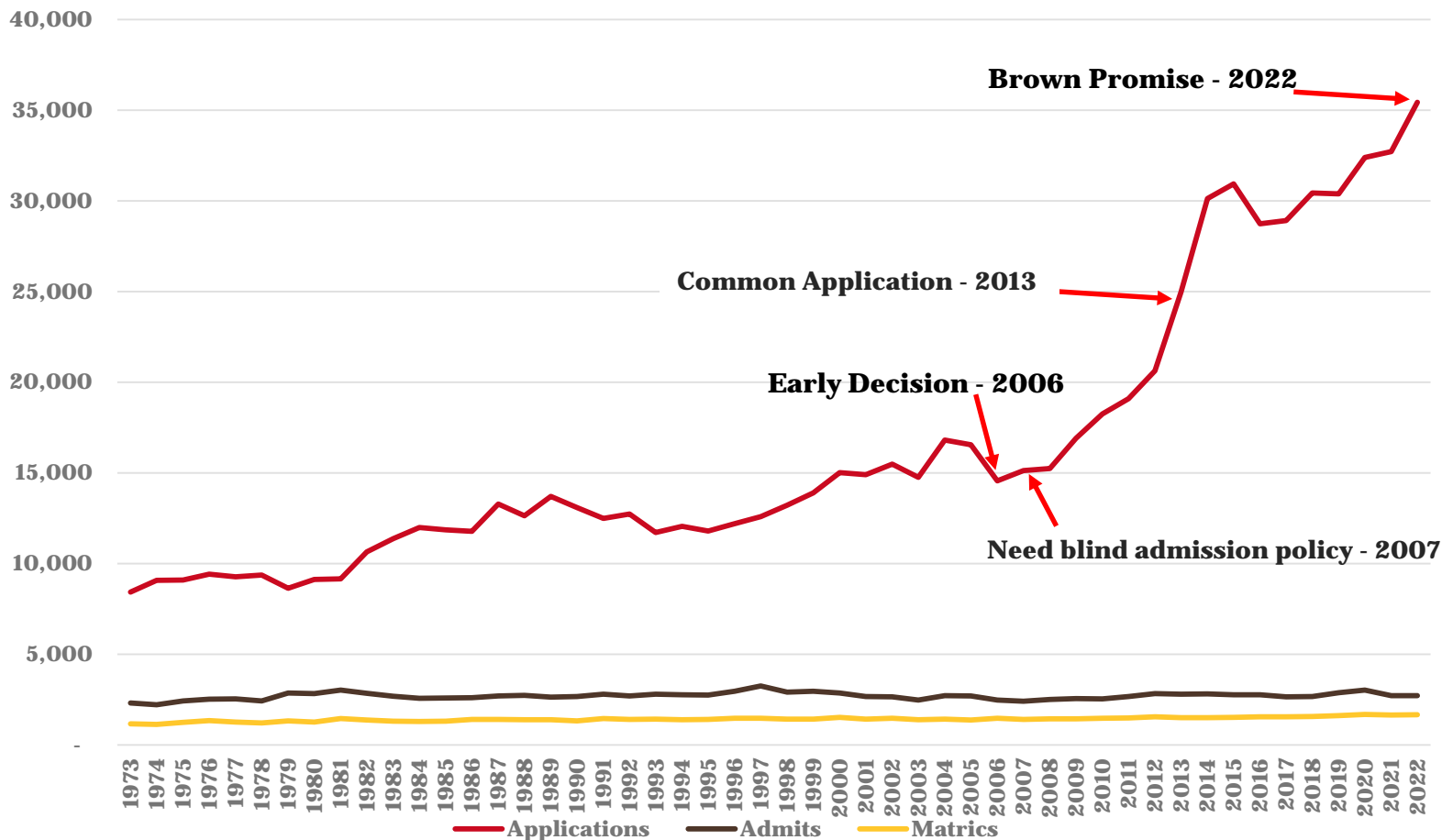
1. Approval of Minutes of October 9, 2018 Meeting
2. Updates from the Office of Admission
Logan Powell
3. Overview of the Office of Industry Engagement & Commercial Venturing
Daniel Behr
4. Open Time for University Community Members to Present Broad Campus Issues to the Council

Brown University Community Council

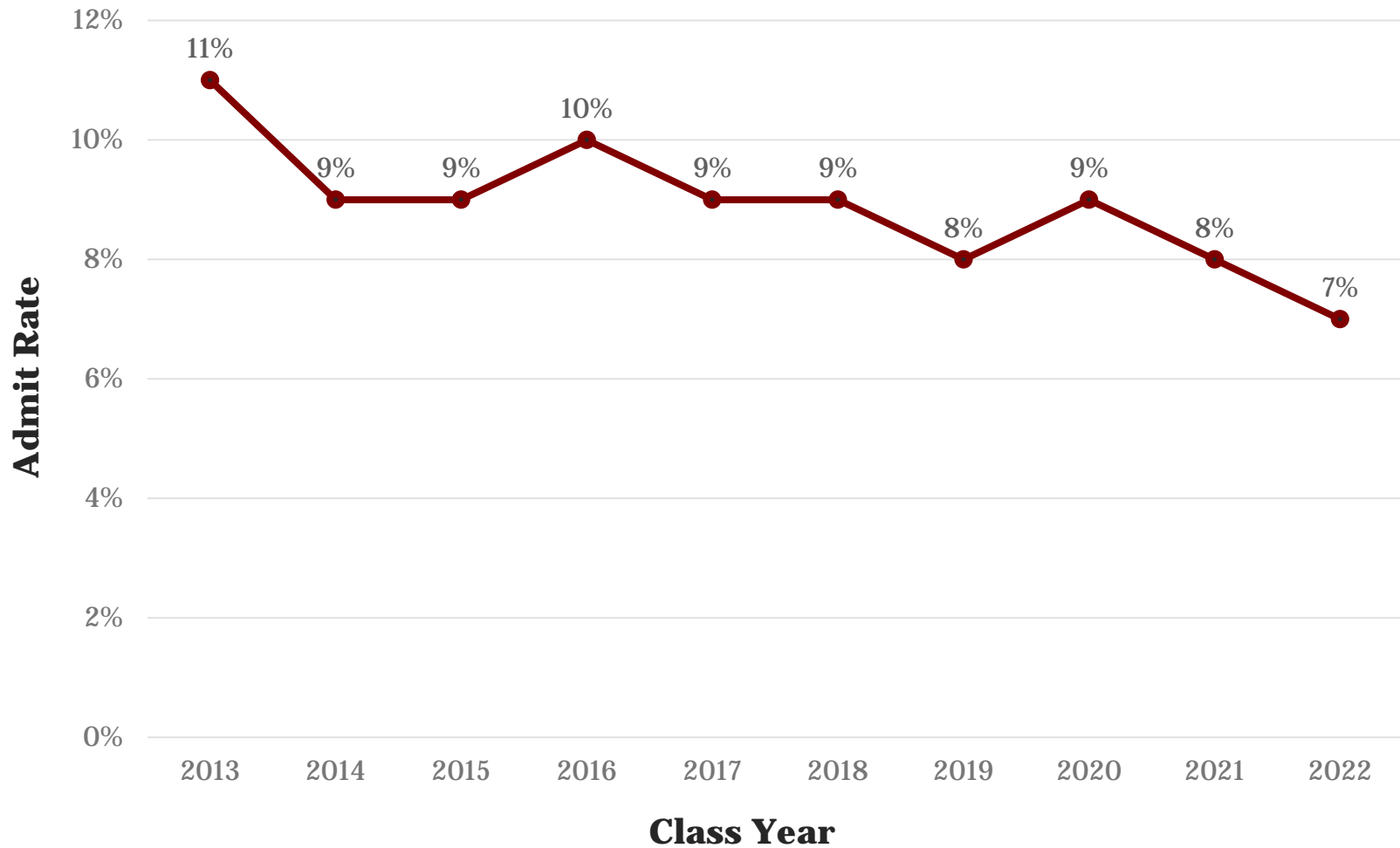
November 2018

Logan Powell
Dean of Admission

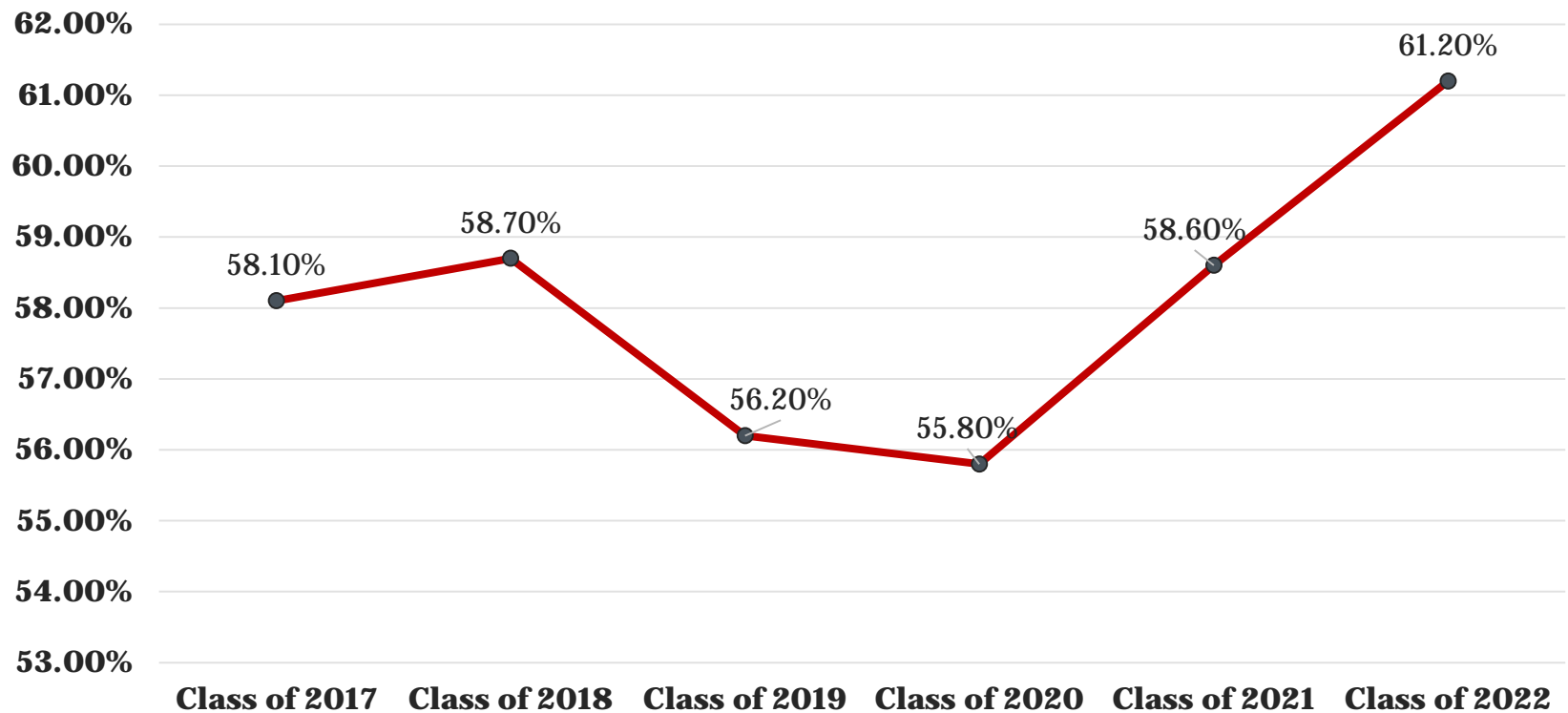
Applications/Admits/Metrics: Classes of 1973-2022



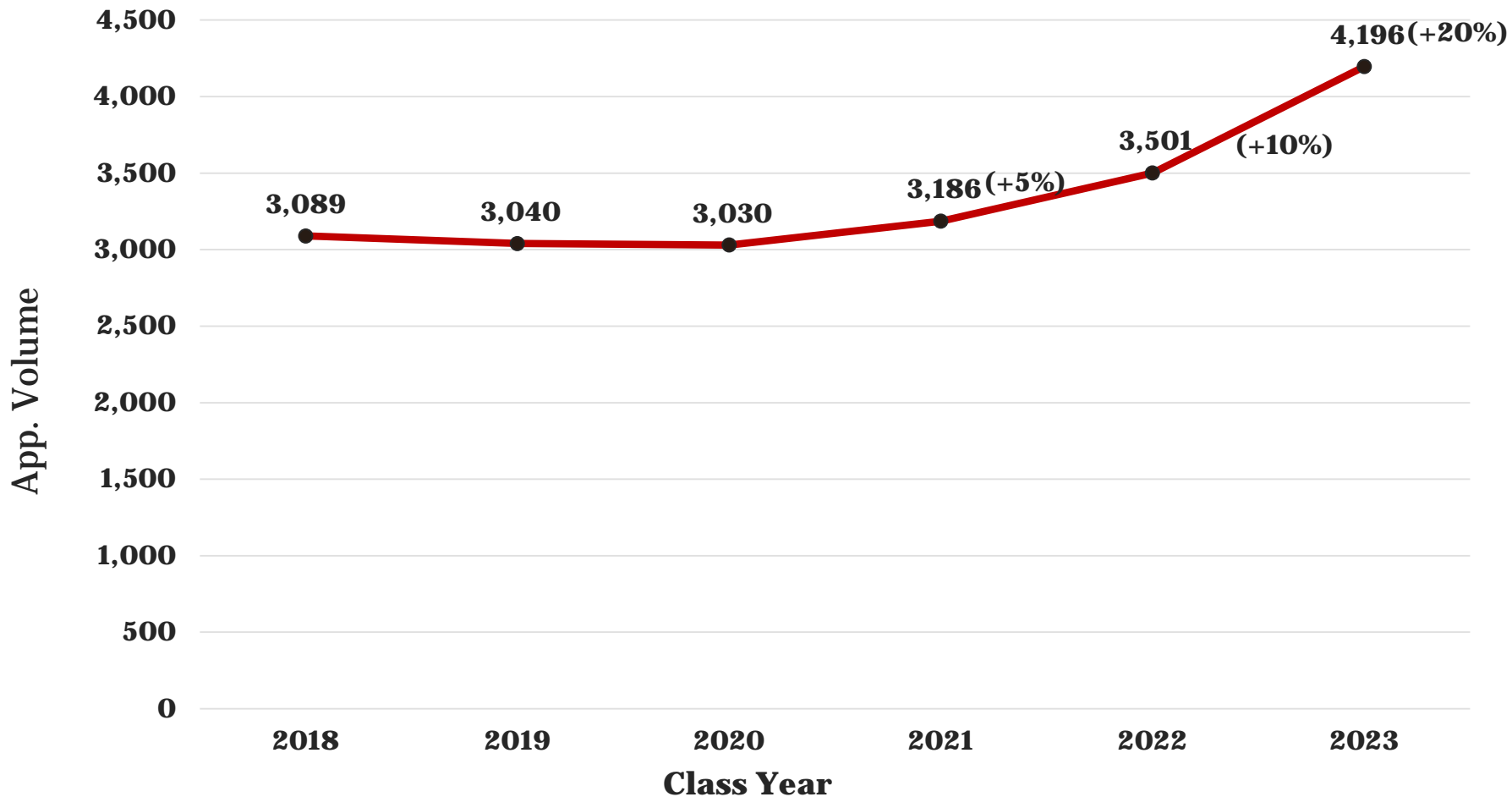
Admit Rates Over Time



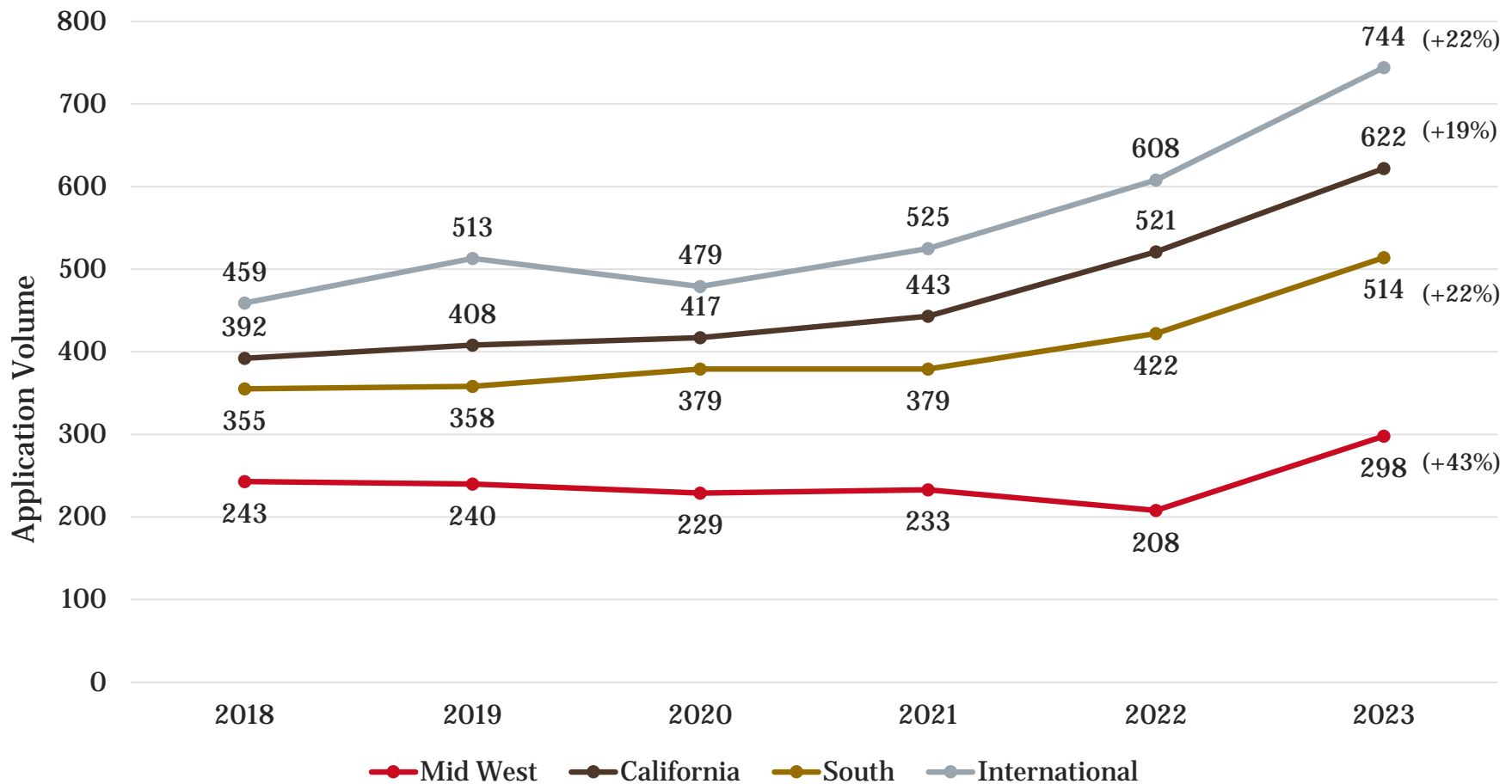
Yield Over Time (as of May 1)



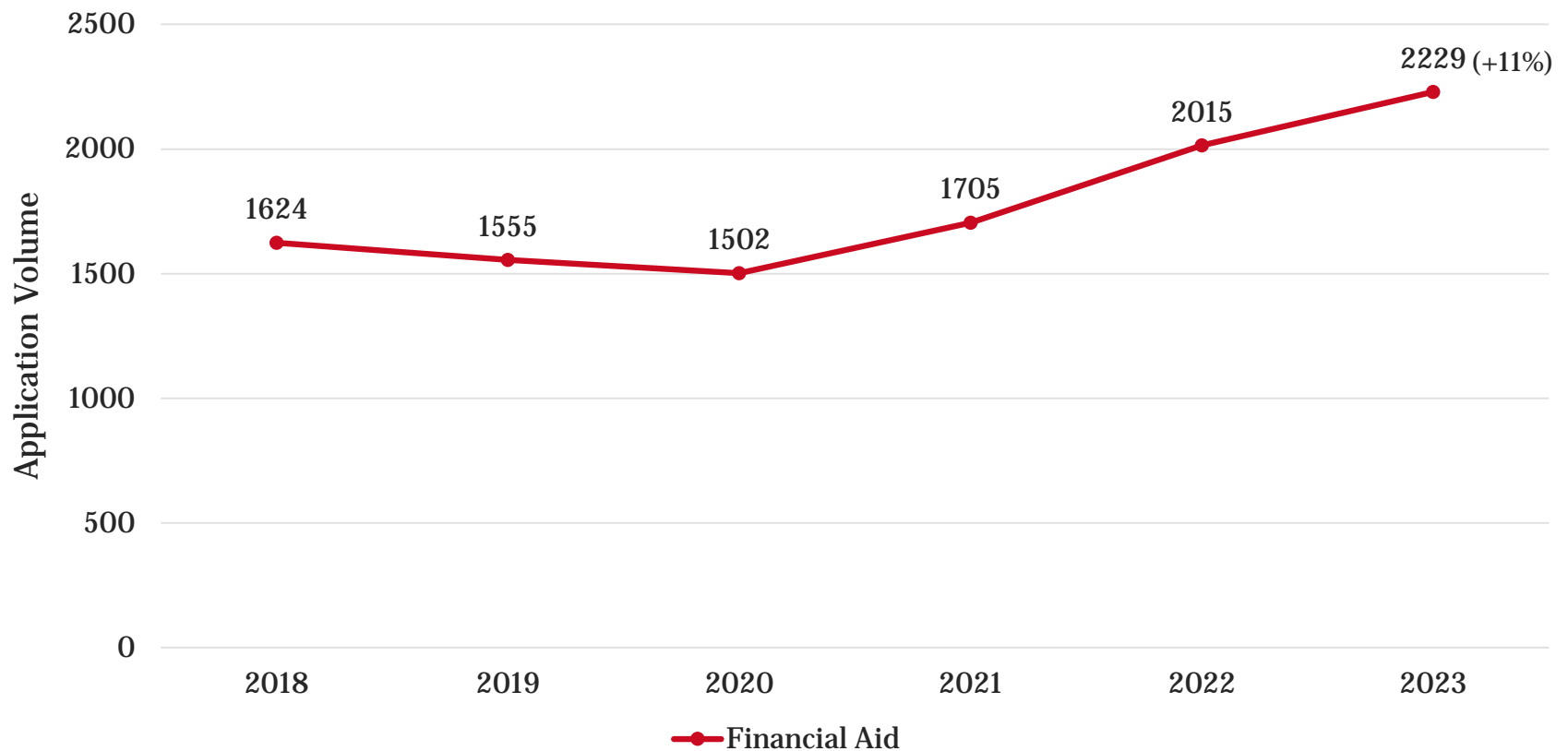
Early Decision Applications: Classes 2018-2023



Early Decision Applications by Region: Classes 2018-2023

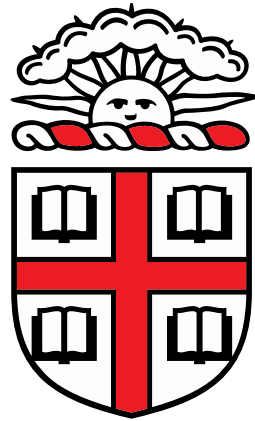


Early Decision Applications by Financial Aid: Classes 2018-2023



Recent Admission Office Policy Changes

- Double Travel Grants for Low-Income Students
- Two ADOCH programs; invite Early Decision Admits
- Automatically Waive Application Fees for Low-Income Students
- Creation of a Financial Aid Brochure
- New Website v.1.0
- Tour Guides and Information Session Student Leaders will be paid – starting Spring 2019
- Working Group on Access for First-Gen and Low-Income Students



BROWN

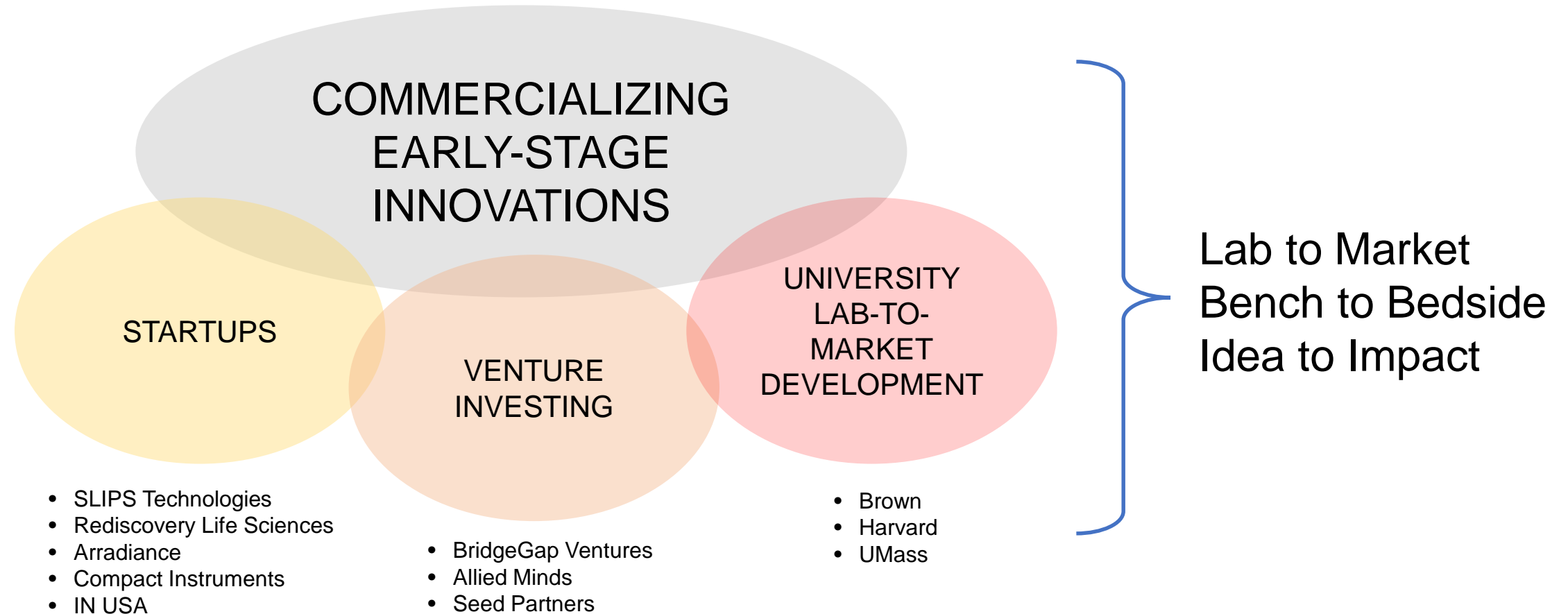


BROWN

OFFICE OF INDUSTRY ENGAGEMENT AND COMMERCIAL VENTURING
UNLEASHING THE IMPACT OF BROWN'S RESEARCH

OVERVIEW FOR BUCC - NOVEMBER 13, 2018
Daniel Behr, Executive Director

About Daniel Behr



The Office of Industry Engagement & Commercial Venturing (IECV)

Supports the evolution of Brown discoveries, innovations & know-how into products and services with societal and commercial impact

*thus helping to fulfill Brown's
IMPACT-driven mission*



Connecting Brown with the Commercial Ecosystem



Brown's
Faculty
& Student
Brain-trust



Brown's
Discoveries,
Know-How
& Inventions

**Office of
Industry Engagement
& Commercial Venturing**

Industry
Partners



Venture
Investors



Entrepreneurs



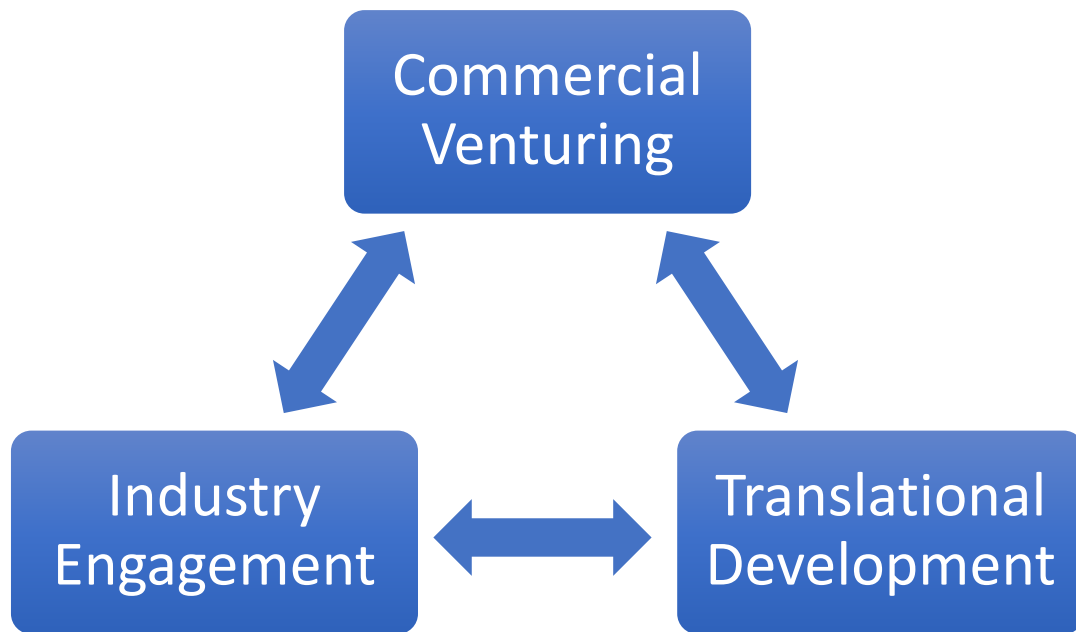
The Idea-to-Impact (i2i) Gap



***IECV's Goal:
Bridge the Gap***

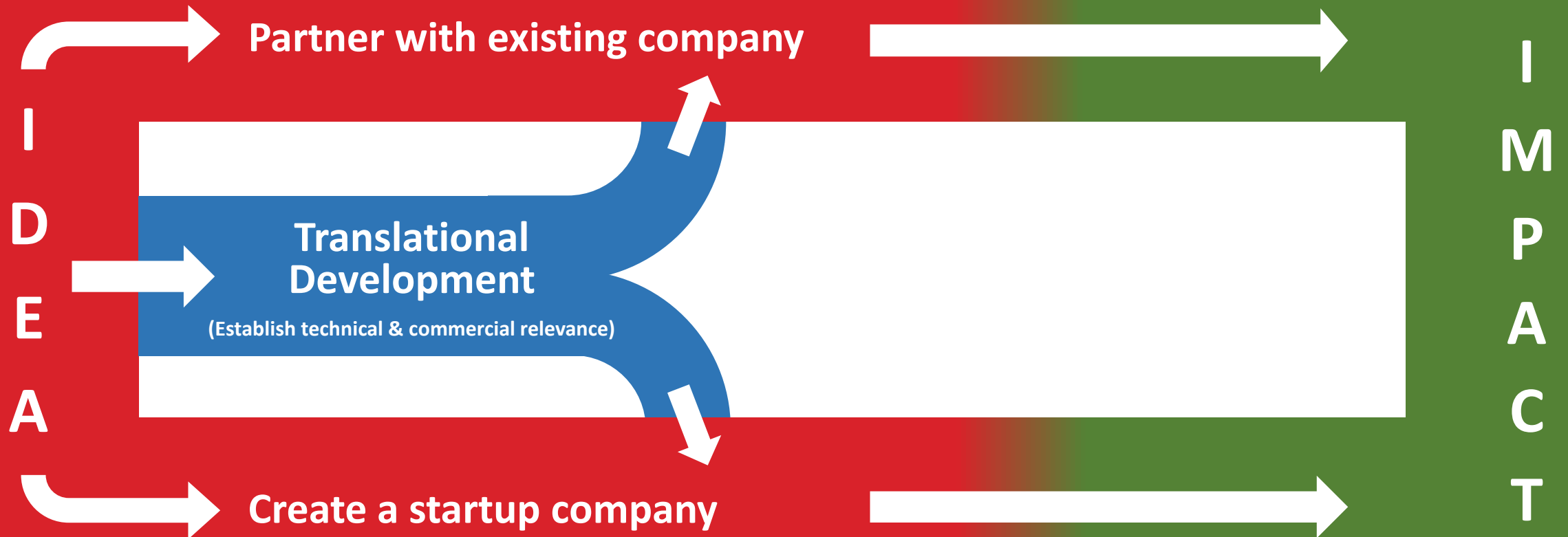


The 3 Pillars of the IECV Program



Supported by a practical IP strategy
and a user-friendly transactional approach

Why the 3 Pillars?



Commercial venturing

Q1: Does the innovation enable a solution to an unmet need?

Validate the Unmet Need

- What problem needs to be solved?
- Why does solving it matter?
- How big is the need and the potential opportunity?

Define the Solution and its Value Proposition

- What product or service will be offered as a solution?
- Who will buy it and what is the buying decision process?
- Why will it be readily adopted in the marketplace?

Create a Sustainable Commercial Model

- How will the solution be deployed and scaled?
- What are its meaningful advantages (including IP) vs. alternatives?
- What resources and funding are required for success?

Bonus: This process enhances the ENTREPRENEURIAL ACUMEN of Brown's researchers

Industry Engagement

Strategic partnerships that go beyond one-off projects



Focus on industry partner's unmet innovation needs

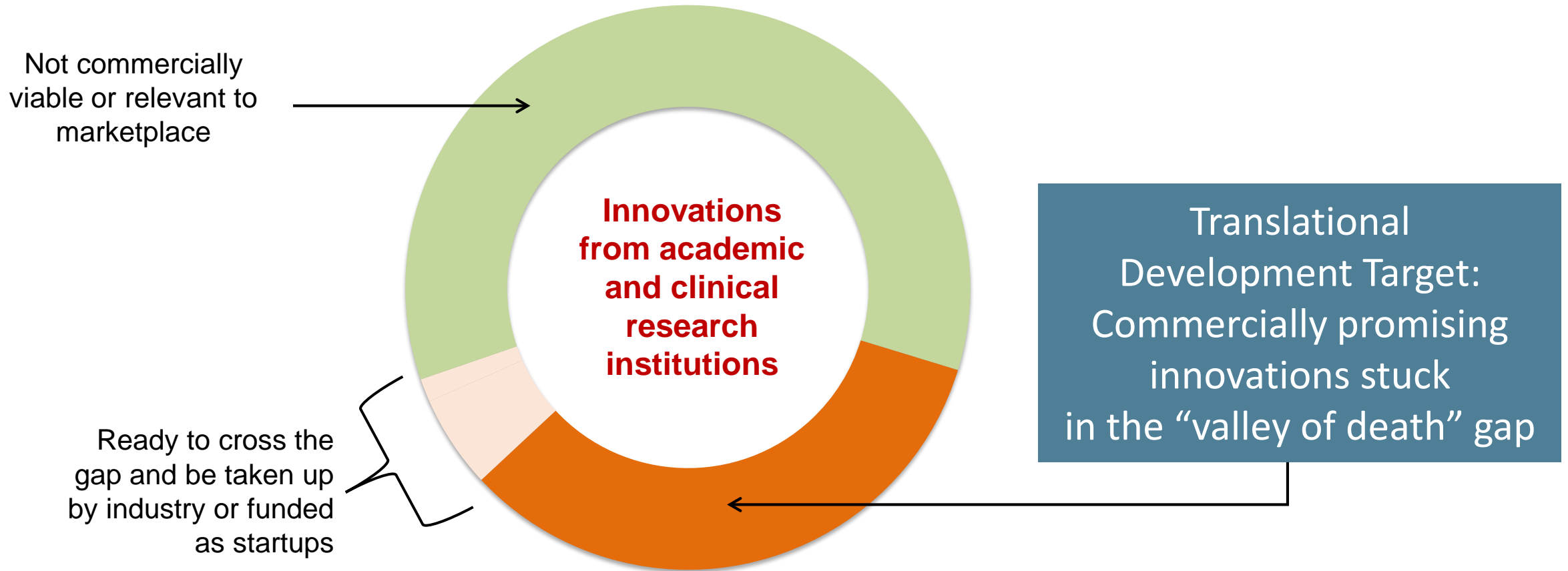
Engage in research collaborations to spawn ideas & innovations

Innovations enable real-world products for industry partner

- Taps broadly into Brown's "brain-trust" (researchers & students)
- Reaches beyond what's on the table or already published
- Connects companies to students for recruiting
- Companies can leverage other assets at Brown
 - Nelson Center for Entrepreneurship
 - School of Professional Studies

The Translational Development Gap

U.S. research universities such as Brown continue to lead the world in generating innovations. Many of these are commercially viable but stuck in the “valley of death” gap.



Translational Development at Brown

Brown Biomedical Innovations Inc (BBII):

- \$8M “product accelerator” fund focused on biomedical / human health innovations
- Soft-launch in early 2017 - 2 projects underway
- Fully operational launch underway in Fall 2018
- Jointly operated by IECV and Brown’s Warren Alpert Medical School

Future: create similar program for physical and computational sciences?



Examples of impact from Brown's research

More Mature

- BodyLabs - 3D body model startup - (acquired for \$50M by Amazon Q3'17)
- Rudolf - technology to measure semiconductor thin films
- Tivorsan - DMD therapeutic (close to IND)
- Spectra - technology for bank note authentication
- Audax Medical - orthopedic nanomaterials for bone and soft tissue regeneration

In the Pipeline

- Medley Genomics - precision oncology startup
- Techstyles - smart building material
- Optimization algorithm (logistics)
- Antibody for lung cancer
- Cellintec - immune system status
- Pediatric malaria vaccine
- Oral delivery of protein drugs
- Scalable tissue fabrication
- Small molecule for idiopathic pulmonary fibrosis
- Baby Cry - diagnostic for NAS

U.S. research universities

\$800M-\$1B



UNIVERSITY OF MINNESOTA



~\$500M



\$150-\$200M



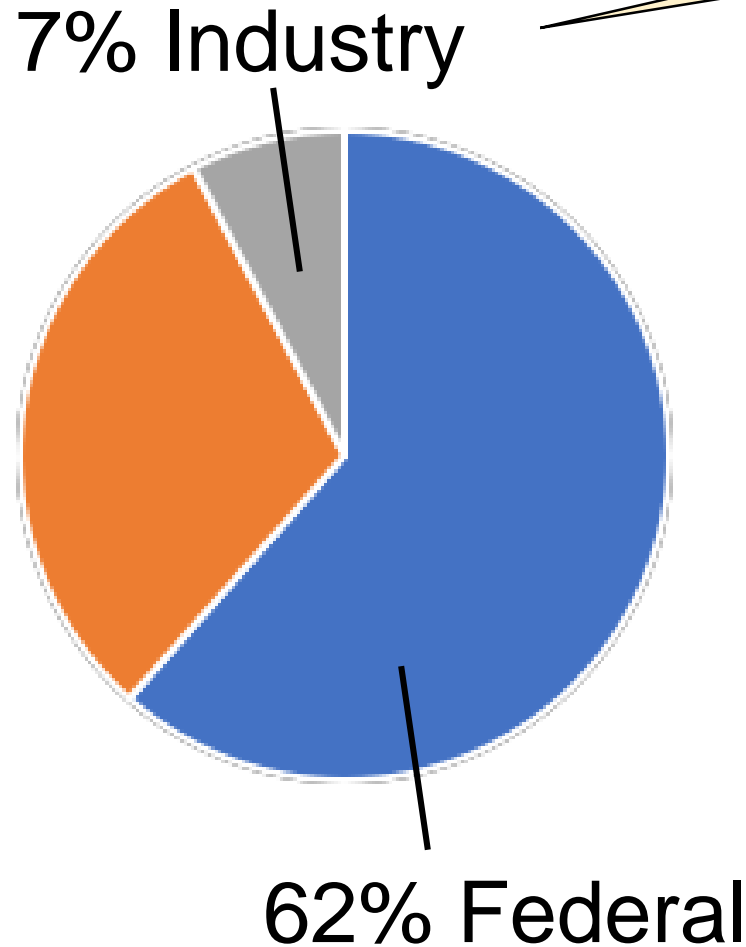
Dartmouth

Industry Engagement
& Commercial Venturing



U.S. research universities

190

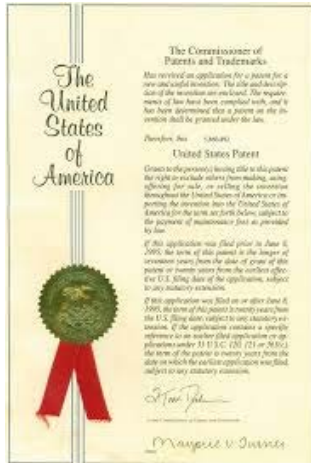


\$65B

P.S.: Brown is only at 1.9%



U.S. research universities: innovation



16,000
patent applications
annually



Streptomycin antibiotic
(Rutgers)



Laser cataract surgery
(UCLA)



Search algorithm
(Stanford)



Sports drink
(U of Florida)

U.S. research universities: economic impact

\$2.5B

Licensing
Income

20,000

Active
Licenses

(\$125K/license)

\$125B

Annual commercial
sales based on
university innovations

The rare, unpredictable, highly desirable unicorns



>\$1B



\$336M
(sale of stock)

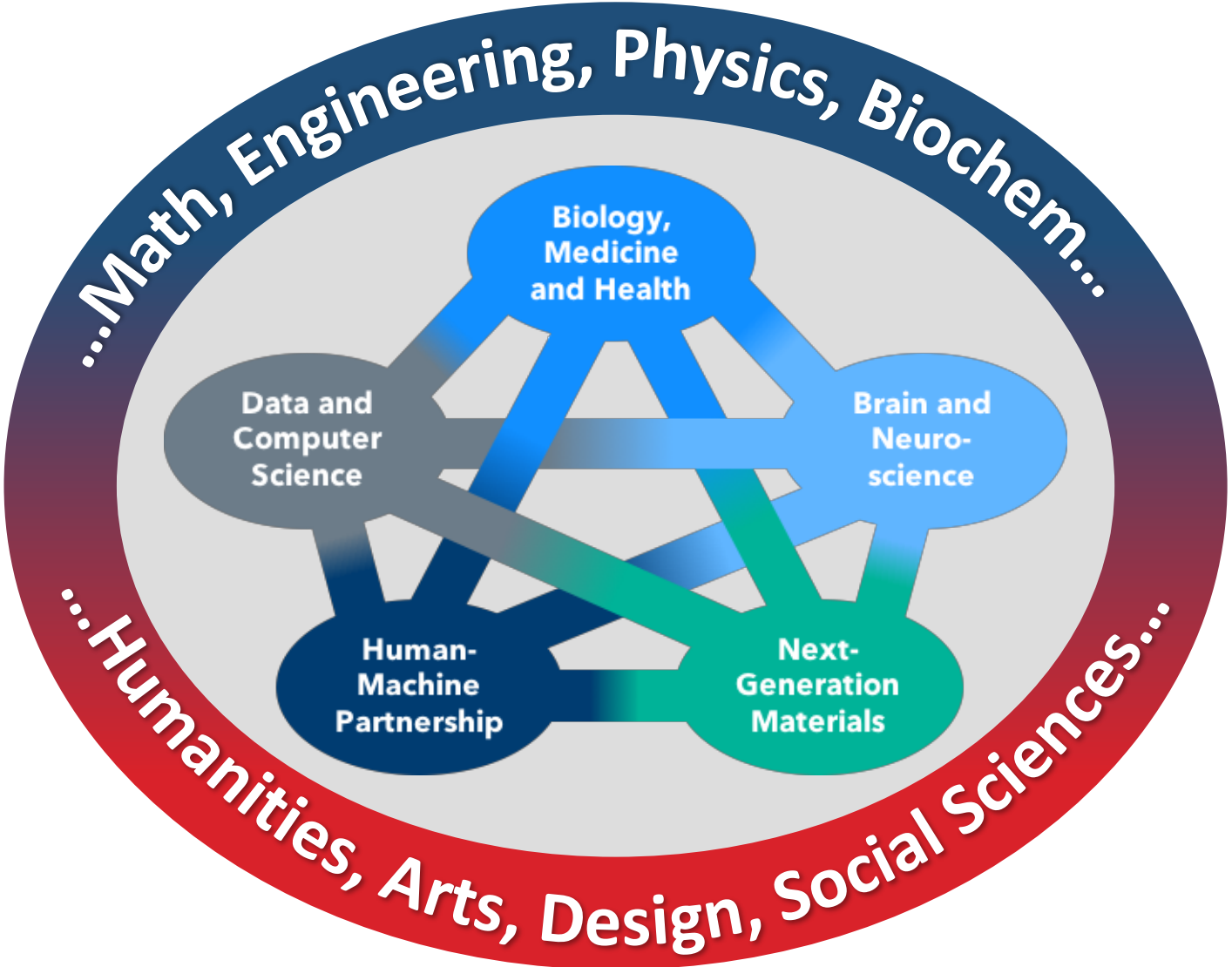


~\$750M



~\$250M

Brown: Innovation Built on STEM + Liberal Arts



**Innovation
for the
Human Context**

