



November 2011

Report No. 11-20

# Research Commercialization Matching Grant Program Underway; Additional Performance Data Needed

## *at a glance*

The state's Research Commercialization Matching Grant Program awarded \$2.7 million to 13 companies in January 2011. While federal funds are restricted to research and development activities, state grants may be used to pay for commercialization and marketing activities. The companies used state grants to advance the schedule for commercializing their products, but have created few jobs due to the relatively recent implementation of the program.

The program currently requires grant recipients to report performance outcomes, such as the amount of funding received, number of inventions, patents and copyrights awarded, and number of jobs created. We concluded that these measures are appropriate for evaluating program outcomes, but recommend that additional measures be added to evaluate grant recipients' long-term commercialization efforts.

## Scope

In accordance with state law, this report reviews the effectiveness and viability of the Florida Research Commercialization Matching Grant Program, including evaluating the use of federal grants and private investment, examining the creation of new jobs, and recommending program outcome measures.<sup>1</sup>

## Background

The 2010 Legislature created the Florida Research Commercialization Matching Grant Program to "increase the amount of federal funding to the state that will produce distinctive technologies for today's knowledge-based economy."<sup>2</sup> By leveraging public and private resources, the program is intended to accelerate the innovation process and more efficiently transform research results into products. It is also intended to help small or startup companies overcome funding gaps often experienced by such businesses.<sup>3</sup> Other legislative goals for the program include

- producing additional technology-based jobs for the state;
- encouraging the establishment and growth of high-quality, advanced technology firms in the state; and
- accelerating the rate of investment and enhancing the state's investment infrastructure.

The Institute for the Commercialization of Public Research administers the program and establishes grant award criteria, approves grant awards, and annually reports on program

<sup>2</sup> Section [288.9552, F.S.](#) Unless the Legislature reviews and reenacts it, the program expires on July 1, 2013.

<sup>3</sup> Prior OPPAGA reports have noted the difficulties that fledgling biotechnology and other startup companies have in raising sufficient early stage venture capital. See *Biotechnology Clusters Developing Slowly; Startup Assistance May Encourage Growth*, OPPAGA [Report No. 10-05](#), January 2010 and *Florida Has Implemented Promising Biotechnology Initiatives, But Faces Challenges*, OPPAGA [Report No. 06-71](#), November 2006.

<sup>1</sup> Chapter [2010-147](#), *Laws of Florida*.

progress.<sup>4</sup> The 2010 Legislature appropriated \$3 million in nonrecurring general revenue to the institute for grant program operations and awards.<sup>5</sup>

The 2011 Legislature appropriated the institute \$10 million for Fiscal Year 2011-12. The institute has entered into a contract with the Department of Economic Opportunity to use these funds to create a loan program. Florida companies with a majority of their current and future employees based in the state could receive repayable loans ranging from \$50,000 to \$300,000.<sup>6</sup>

**Companies receiving federal grants are eligible for state research commercialization funds.**

State law authorizes the institute to provide state matching grants to Florida-based businesses that have received funding from either the Small Business Innovation Research Program or the Small Business Technology Transfer Program administered by the U.S. Small Business Administration Technology Program Office. These federal programs provide funding to help companies commercialize their technologies.

Florida's program allows applicants to qualify for Phase I or Phase II state matching grants. Phase I state grants up to \$50,000 are awarded to companies that have received federal Phase I grants on or after January 1, 2010.<sup>7</sup> Phase II state grants up to \$250,000 are awarded to companies that have received federal Phase II grants on or after January 1, 2009, or were invited to submit applications.<sup>8</sup>

<sup>4</sup> The institute is a nonprofit corporation that the 2007 Legislature created to assist in the commercialization of products developed by universities and colleges, research institutes, and publicly supported organizations in the state. The institute is located in Boca Raton.

<sup>5</sup> The institute may not use more than 5% of the legislative appropriation to administer the program.

<sup>6</sup> To qualify, companies must have developed the technology at a publicly supported Florida research organization; be recommended for the loan by the host institution's technology transfer office; obtain a one-to-one match from private investors; and complete the institute's application.

<sup>7</sup> Federal Phase I grants support exploration of the technical merit or feasibility of an idea or technology.

<sup>8</sup> Federal Phase II grants expand Phase I results, perform research and development work, and evaluate the technology's commercialization potential. Only Phase I award winners are considered for Phase II funding.

Program applicants must meet several eligibility requirements.

- A grant applicant must be registered with the Florida Secretary of State; have its primary office and a majority of its employees domiciled in Florida; and conduct its principal research activities in the state.
- The project funded by the matching grant must be conducted in Florida.
- Not more than 25% of the project's total funding may be provided by the state grant.

**The institute awarded grants to 13 companies using a standard application and approval process.**

To begin the grant award process, the institute identified 97 potentially eligible companies. It notified these companies as well as university technology transfer offices, business incubators, and economic development organizations about the grant program. Subsequently, in October 2010, the institute issued a request for proposals and received 57 applications requesting a total of \$12.3 million in program funds.

To receive program funding, each company was required to submit an online application to the institute. Each applicant submitted information on how it would use state funds, a description of its research, the potential economic impact of the project, and a financial analysis.

Institute staff screened the 57 applications and selected 40 projects for independent peer review. Reviewers evaluated each proposal based on its technology description and significance, commercialization potential, economic impact, qualifications of the project/management team, and budget considerations. Members of the institute's Investor Advisory Board and institute staff selected 13 companies to receive awards.<sup>9</sup> (Appendix A provides detailed information about each company.) As shown in Exhibit 1, 2 companies received Phase I state grants, and the remaining 11 received Phase II state grants.

<sup>9</sup> The institute created the Investor Advisory Board, which is composed of 19 industry experts.

## Exhibit 1

## The Institute Awarded Matching Grants to 13 Companies in January 2011

Company and Description		Location
Phase I	<b>Captozyme</b> – develops drugs for the treatment and/or prevention of oxalate-related conditions, such as kidney stones, in humans and domestic animals.	Gainesville
	<b>WiOptix, Inc.</b> – develops innovative microelectromechanical system technology and miniature optical imaging probe designs that can be used in endoscopic imaging applications for early cancer diagnosis, surgery, and treatment.	Gainesville
Phase II	<b>Accelogic, LLC</b> – specializes in the extreme acceleration of scientific software through computational methods optimized for supercomputers.	Weston
	<b>ArchieMD, Inc.</b> – develops education software for the general public and medical professionals, including a comprehensive body of three-dimensional life science models and visualizations.	Boca Raton
	<b>Advanced Technologies Group, Inc. (ATGI)</b> – develops technologies for the aerospace and private sector, including hardware for military and commercial jet engines.	Stuart
	<b>Convergent Engineering</b> – develops biomedical products using neural networks, signal processing, and artificial intelligence.	Gainesville
	<b>Eclipse Energy Systems, Inc.</b> – develops sealants and thin films for heating and cooling systems for aerospace applications.	St. Petersburg
	<b>Keystone Synergistic Enterprises, Inc.</b> – develops and deploys advanced metals and materials processing technologies for the aerospace, marine, and oil and gas industry sectors.	Port St. Lucie
	<b>OptiGrate Corporation</b> – designs and manufactures a full range of high power laser systems for defense and industrial purposes.	Orlando
	<b>RINI Technologies, Inc.</b> – provides solutions to thermal management challenges. Core technology areas include miniature refrigeration, evaporative spray cooling, and thermal energy storage for military and other applications.	Oviedo
	<b>Self-Determined Health, Inc.</b> – develops software products and services that improve patient health.	Celebration
	<b>Sinmat, Inc.</b> – develops manufacturing processes and substrates to improve the performance and cost of manufacturing semiconductor devices.	Gainesville
	<b>Structural Composites, Inc.</b> – develops products to reduce the weight of military and recreational boats and vehicles.	West Melbourne

Source: Institute for the Commercialization of Public Research.

**State grant awards totaled nearly \$3 million; companies also receive funds from federal and private sources.** The institute awarded \$2.7 million in program funding to the 13 grant recipients in January 2011. In addition to receiving program funds, most grant recipients also reported using federal and private funds for their projects. As required by the program, all 13 companies utilize federal funds, while 11 reported receiving private funds for their projects. The state commercialization grant funds represented 17.4% of the projects' total funding. (See Exhibit 2.)

In addition, some companies also received assistance from other state and regional

economic development programs. For example, ATGI, OptiGrate, and RINI Technologies participated in the Economic Gardening Technical Assistance Pilot Program.<sup>10</sup> Similarly, Convergent Engineering, OptiGrate, and Sinmat participated in a Florida High Tech Corridor Council grant program.<sup>11</sup>

<sup>10</sup> The 2009 Legislature created the Economic Gardening Technical Assistance Pilot Program to stimulate investment in Florida's economy by providing technical assistance for expanding businesses.

<sup>11</sup> The Florida High Tech Corridor Council is a regional economic development initiative of the University of Central Florida, the University of Florida, and the University of South Florida.

**Exhibit 2****The Institute Awarded \$2.7 Million in State Grants to Supplement Funding from Other Sources**

Company	Funding Source			Total
	Federal	State	Private	
Captozyme	\$ 150,788	\$ 50,000	\$ 9,970	\$ 210,758
WiOptix, Inc.	149,809	50,000	90,000	289,809
Accellogic, LLC	600,000	245,000	150,000	995,000
ArchieMD, Inc.	749,619	244,888	104,516	1,099,023
Advanced Technologies Group, Inc. (ATGI)	1,003,300	245,000	506,600	1,754,900
Convergent Engineering	750,000	242,773	100,000	1,092,773
Eclipse Energy Systems, Inc.	750,003	245,000	0	995,003
Keystone Synergistic Enterprises, Inc.	824,954	241,127	99,304	1,165,385
OptiGrate Corporation	599,298	245,000	295,640	1,139,938
RINI Technologies, Inc.	2,499,326	245,000	85,000	2,829,326
Self-Determined Health, Inc.	670,861	190,561	0	861,422
Sinmat, Inc.	799,994	245,000	300,006	1,345,000
Structural Composites, Inc.	1,596,812	245,000	100,267	1,942,079
<b>Total</b>	<b>\$11,144,764</b>	<b>\$2,734,349</b>	<b>\$1,841,303</b>	<b>\$15,720,416</b>
<b>Percentage of Total</b>	<b>70.9%</b>	<b>17.4%</b>	<b>11.7%</b>	<b>100%</b>

Source: OPPAGA analysis of data provided by the Institute for the Commercialization of Public Research.

## Findings

### *State program participants used grants to complement federal funding and advance commercialization schedules*

As of September 30, 2011, grant recipients spent nearly \$1.1 million in state funds for employee salaries, equipment, and supplies. Lesser amounts were spent on travel, leasing office space, and other expenses. (See Exhibit 3.)

**Exhibit 3****Matching Grant Program Recipients Spent Nearly \$1.1 Million in State Funds as of September 30, 2011**

Category	Amount
Personnel	\$552,482
Consultants	36,668
Equipment	323,746
Supplies	45,731
Contracts	40,982
Travel	7,873
Other	47,556
<b>Total</b>	<b>\$1,055,038</b>

Source: Data provided by grant recipients.

Some grantee representatives reported that state matching funds enabled them to advance their commercialization schedules, as companies cannot use federal funds to pay for commercialization activities. For example, one grantee was developing a new method for manufacturing tools used in the aerospace industry. As part of this project, the company used state grant funds to move a large piece of equipment to Florida from out-of-state. Company managers reported that they could not use federal funds for this purpose.<sup>12</sup> In addition, the state grant allowed the company to hire employees to operate the equipment and purchase associated software. Consequently, the company reported that its product will likely be commercialized sooner than expected.

Several other company managers reported that their businesses used state funds for other types of commercialization activities that could not be paid for with federal funds, such as product marketing. For example, a company reported that it used state grant funds to pay employees' travel expenses to conferences, which allowed them to demonstrate products and meet potential customers.

<sup>12</sup> In some cases, a combination of state and private funds was used to purchase items, such as equipment.

As of September 30, 2011, 5 of the 13 grant program recipients reported they had generated a total of \$846,820 in sales revenue as a result of commercializing their products.<sup>13</sup> However, it is still too early to assess the effect of state grant funds on product commercialization because it often takes years for companies to generate sales. For example, one grant recipient reported that it expects product sales to begin in 2013, while another plans to take its product to the marketplace in 2014.

***To date companies have hired few employees as a result of state commercialization grant funds***

Grant recipient representatives reported that as of September 30, 2011, the state grants assisted them in creating 31.5 new jobs. Seven company managers also reported that they used state funds to hire independent contractors and consultants; fees paid amount to \$36,668. Company managers reported that they expect to hire additional employees in the next few years as their products become available for sale in the marketplace.

***Current performance reporting requirements could be enhanced***

After their applications and funding levels were approved, research commercialization program grantees entered into contractual agreements with the Institute for the Commercialization of Public Research. In addition to specifying the award amount, allowable uses of funds, and interim reporting requirements, the contracts also require grantees to periodically submit detailed project reports. These reports include expenditures for salaries, machinery, equipment, supplies, and other expenses. In addition, grant recipients must report the following performance information.

- The amount and source of any funding received as a result of program funds.
- Any inventions, patents, or copyrights resulting from participation in the program.

- Any new jobs created resulting from participation in the program.

Grantees must report this information to the institute within 90 days after the contract date, within six months after that, and in a final report at the end of the 12-month funding period (January 2012). See Appendix B for the most recent performance information by company.

To evaluate the program's outcome measures, we interviewed institute staff, grant recipients, federal and state program managers, and research commercialization experts. We also reviewed the performance reporting requirements used by similar programs in Kentucky, Massachusetts, Michigan, North Carolina, Oklahoma, and South Carolina.

We found that the program's current performance measures are consistent with those used by similar state and federal programs. For example, like Florida, Kentucky, Massachusetts, Michigan, and North Carolina require companies to report jobs created through their grant programs. In addition, Kentucky, Michigan, and North Carolina require companies to report other grant funding they received. Moreover, Kentucky, Michigan, and South Carolina require companies to report the number of patents they are awarded. Some federal agencies also require grant recipients to report the number of jobs and additional investments.

However, we identified three additional performance measures that the institute could use to provide the Legislature more comprehensive information to assess outcomes resulting from participation in the program.

- ***Average employee salary for new jobs created***, which would provide information on whether program funds contribute to the creation of high-wage jobs.
- ***Growth in product sales revenue***, which would provide information on the extent to which a company is able to commercialize its products.
- ***Amount of capital investments***, which would provide information on the growth in the companies' manufacturing capacity.

<sup>13</sup> The amounts are \$400,000 for Sinmat, \$308,820 for OptiGrate, \$99,000 for ATGI, \$21,000 for WiOptix, and \$18,000 for Structural Composites.

Further, several other states with similar programs, such as Kentucky, North Carolina, and Oklahoma, require companies to report performance information for periods up to five years. In contrast, Florida's matching grant recipients are not required to report performance information beyond the 12-month funding period. As noted earlier, it can take years for startup companies to bring their products to the marketplace. Thus, collecting performance data beyond the 12-month funding period would provide the Legislature with more robust data for assessing program outcomes.

## Recommendations ———

To better evaluate the program in the future, the Legislature may wish to direct the Institute for the Commercialization of Public Research to

require grant recipients to report on additional outcomes measures such as average employee salary, growth in product sales revenue, and amount of capital investments. The Legislature may also wish to direct the institute to collect performance information from grant recipients for up to five years after the grant funding has been disbursed.

## Agency Response ———

In accordance with the provisions of s. 11.51(5), *Florida Statutes*, a draft of our report was submitted to the Interim Executive Director of the Institute for the Commercialization of Public Research for review and response. The Interim Executive Director's written response is in Appendix C.

## Appendix A

# Profiles for 13 Recipients of Florida Research Commercialization Matching Grants

In January 2011, the Institute for Commercialization of Public Research awarded funding to 13 grant recipients. Two of these companies received Phase I grants and the remaining 11 received Phase II grants. Information on each company, such as project purpose and commercialization activities, is provided below.

Phase I Grant Recipients	
Captozyme (Gainesville)	
Company Description	Captozyme develops nutraceutical drugs for the treatment and/or prevention of oxalate-related conditions in humans and domestic animals.
Project Activities	Biotechnology project to develop a drug to treat or prevent oxalate-related conditions (e.g., kidney stones); two fungal genes will be cloned, sequenced, and sub-cloned to express two enzymes within the same edible host
Employees at Application	3
Total 2010 Revenues	Not reported
Grant/Purpose	\$50,000 for current employee salaries, contractual costs, and supplies
Federal Grants Received Since 2006	2 grants for \$250,772
Expected Results/Returns at Time of Application	The company projects that its product (drug) could be available to consumers by 2017. Estimated costs to commercialize the product are \$20 million to \$40 million. The company expects to hire 6 to 10 people in developing the product.
WiOptix, Inc. (Gainesville)	
Company Description	WiOptix develops innovative microelectromechanical system (MEMS) technology and miniature optical imaging probe designs that can be used in endoscopic imaging applications for early cancer diagnosis, surgery, and treatment.
Project Activities	Biomedical device project to develop miniature endoscopic optical imaging probes and systems for the diagnosis of lung cancer
Employees at Application	3
Total 2010 Revenues	Not reported
Grant/Purpose	\$50,000 for current employee salaries and supplies
Federal Grants Received Since 2006	1 grant for \$99,987
Expected Results/Returns at Time of Application	The company expects to develop and commercialize the product in three years. The company expects \$17 million in annual sales by 2015 to increase to \$75 million by 2020.
Phase II Grant Recipients	
Acceologic, LLC (Weston)	
Company Description	Acceologic specializes in the extreme acceleration of scientific software through computational methods optimized for supercomputers.
Project Activities	Software project to accelerate supercomputing applications
Employees at Application	7
Total 2010 Revenues	\$1.6 million
Grant/Purpose	\$245,000 to hire three new employees and two consultants, legal expenses, and travel
Federal Grants Received Since 2006	11 grants for \$3.5 million
Expected Results/Returns at Time of Application	The company expects to generate \$2.4 million in sales by 2012.



<b>ArchieMD, Inc. (Boca Raton)</b>	
Company Description	ArchieMD is developing education software for the general public and medical professionals, including a comprehensive body of 3D life science models and visualizations.
Project Activities	Software project to develop a technology for a virtual patient program, initiate market research, and complete virtual patient scenarios
Employees at Application	15
Total 2010 Revenues	Approximately \$2 million
Grant/Purpose	\$244,888 to develop computer-based virtual patient scenarios and conduct market research and business development
Federal Grants Received Since 2006	22 grants for \$5.1 million
Expected Results/Returns at Time of Application	The company expects to have 20 employees by early 2011.
<b>Advanced Technologies Group, Inc. (ATGI) (Stuart)</b>	
Company Description	ATGI develops ram air turbines that can be used by both commercial and military aircraft.
Project Activities	Project to build ram air turbines using in-house manufacturing and testing capabilities
Employees at Application	7
Total 2010 Revenues	Approximately \$2 million
Grant/Purpose	\$245,000 to purchase a mill machining center and lathe
Federal Grants Received Since 2006	22 grants for \$6.1 million
Expected Results/Returns at Time of Application	The company expects to generate over \$3 million in revenues in 2011.
<b>Convergent Engineering (Gainesville)</b>	
Company Description	Convergent Engineering develops biomedical products using neural networks, signal processing, and artificial intelligence.
Project Activities	Project to develop a non-invasive sensor that monitors fetal heart rates
Employees at Application	7
Total 2010 Revenues	\$731,129 (estimated)
Grant/Purpose	\$242,773 for employee salaries, consultant, subcontractor, and supplies
Federal Grants Received Since 2006	5 grants for \$1.9 million
Expected Results/Returns at Time of Application	The company expects to complete the system in 2 years, create more than 20 jobs, and generate \$30 million in revenue in five years.
<b>Eclipse Energy Systems, Inc. (St. Petersburg)</b>	
Company Description	Eclipse Energy Systems develops sealants and thin films for heating and cooling systems for aerospace applications.
Project Activities	Project to evaluate, test, model, and develop a thin-layer heating and cooling system for spacecraft and terrestrial applications
Employees at Application	25
Total 2010 Revenues	\$4.5 million (estimated)
Grant/Purpose	\$245,000 for employee salaries, materials, and supplies
Federal Grants Received Since 2006	27 grants for \$8.7 million
Expected Results/Returns at Time of Application	The company expects sales to increase from \$1.2 million in 2011 to \$10.3 million in 2016. It also expects to create 15-20 jobs by 2016.
<b>Keystone Synergistic Enterprises, Inc. (Port St. Lucie)</b>	
Company Description	Keystone Synergistic Enterprises develops and deploys advanced metals and materials processing technologies for the aerospace, marine, and oil and gas industry sectors.
Project Activities	Project to develop a method for manufacturing large carbon composite lay-up tools and parts
Employees at Application	8
Total 2010 Revenues	\$1.8 million (estimated)
Grant/Purpose	\$241,127 for employee salaries, property, equipment, supplies, travel, and installation of robotic welder
Federal Grants Received Since 2006	31 grants for \$10.7 million
Expected Results/Returns at Time of Application	The company expects to generate \$5 million to \$8 million in sales and add 5 to 10 jobs in three years.



<b>OptiGrate Corporation (Orlando)</b>	
Company Description	OptiGrate designs and manufactures a full range of high power laser systems for defense and industrial purposes.
Project Activities	Project to develop short wavelength devices for military and medical applications
Employees at Application	24
Total 2010 Revenues	\$2.5 million to \$3 million (estimated)
Grant/Purpose	\$245,000 for employee salaries, equipment, parts, and travel
Federal Grants Received Since 2006	17 grants for \$4.8 million
Expected Results/Returns at Time of Application	The company expects to generate \$11 million to \$13 million in annual sales and create 10 to 20 jobs within five years.
<b>RINI Technologies, Inc. (Oviedo)</b>	
Company Description	RINI Technologies provides solutions to thermal management challenges. Core technology areas include miniature refrigeration, evaporative spray cooling, and thermal energy storage for military and other applications.
Project Activities	Project to manufacture underwater active personal heating and cooling systems that maintain core body temperatures and dexterity during hot or cold-water conditions
Employees at Application	Not reported
Total 2010 Revenues	\$3.5 million (estimated)
Grant/Purpose	\$245,000 for personnel, contractual costs, property equipment, supplies, and travel
Federal Grants Received Since 2006	37 grants for \$9.4 million
Expected Results/Returns at Time of Application	The company expects to generate \$27million in sales and create up to 51 new jobs by 2015.
<b>Self-Determined Health, Inc. (Celebration)</b>	
Company Description	Self-Determined Health develops software products and services that improve patient health.
Project Activities	Software project to develop a mobile version of the company's multimedia Interactive Cholesterol Advisory Tool
Employees at Application	4
Total 2010 Revenues	\$225,000
Grant/Purpose	\$190,561 for personnel, computer software, and equipment
Federal Grants Received Since 2006	2 grants for \$1.3 million
Expected Results/Returns at Time of Application	The company expects to generate \$5 million to \$7 million in sales and create 15 to 20 new jobs by 2015.
<b>Sinmat, Inc. (Gainesville)</b>	
Company Description	Sinmat develops manufacturing processes and substrates to improve the performance and cost of manufacturing semiconductor devices.
Project Activities	Project to refine a chemical mechanical polishing process for hard substrates
Employees at Application	16
Total 2010 Revenues	Approximately \$2 million
Grant/Purpose	\$245,000 for personnel, equipment, and contractual services
Federal Grants Received Since 2006	27 grants for \$5.6 million
Expected Results/Returns at Time of Application	The company expects to generate \$15 million in sales and create 25 jobs in five years.
<b>Structural Composites, Inc. (Melbourne)</b>	
Company Description	Structural Composites develops products to reduce the weight of military and recreational boats and vehicles.
Project Activities	Project to adapt and deploy a technology for reducing the weight of military boats and expand the use of this technology to the recreational vehicle industry
Employees at Application	14
Total 2010 Revenues	\$2 million
Grant/Purpose	\$245,000 for personnel, equipment, supplies, and patent costs
Federal Grants Received Since 2006	7 grants for \$889,063
Expected Results/Returns at Time of Application	The company expects to generate \$15 million to \$25 million in sales to the federal government in the next five years.

Source: Applications and reports submitted by companies to the Institute for the Commercialization of Public Research, and information reported to OPPAGA by company managers.

*Appendix B*

# Performance Information for Florida Research Commercialization Matching Grant Recipients

Florida Research Commercialization grant recipients are required to periodically submit project reports to the Institute for the Commercialization of Public Research. These reports include performance information such as amount and source of any funding received as a result of program funds; inventions, patents, or copyrights resulting from program participation; and new jobs created resulting from program participation. Performance data as of September 30, 2011, is included below for each grantee.

Company	Amount of Additional Funding Received	Number of Inventions, Patents, or Copyrights	Number of New Jobs Created
Captozyme	\$ 0	1	1
WiOptix, Inc.	0	2	2
Accellogic, LLC	0	0	2
ArchieMD, Inc.	250,000	2	2
Advanced Technologies Group, Inc.	0	0	2
Convergent Engineering	0	1	2
Eclipse Energy Systems, Inc.	0	0	0
Keystone Synergistic Enterprises, Inc.	4,500	0	0
OptiGrate Corporation	804,250	0	2
RINI Technologies, Inc.	0	0	3
Self-Determined Health, Inc.	0	0	2.5
Sinmat, Inc.	3,850,000	2	10
Structural Composites, Inc.	18,700	2	3
<b>Total</b>	<b>\$4,927,450</b>	<b>10</b>	<b>31.5</b>

Source: Data reported by companies as of September 30, 2011.

## Appendix C

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October 28, 2011

Mr. R. Philip Twogood  
Coordinator  
The Florida Legislature  
Office of Program Policy Analysis and Government Accountability  
111 West Madison Street, Room 312  
Tallahassee, Florida 32399-1475

Dear Mr. Twogood:

Pursuant to Section 11.51(5), Florida Statutes, the Institute for the Commercialization of Public Research acknowledges receipt of OPPAGA's draft report: ***Research Commercialization Matching Grant Program Underway; Additional Performance Data Needed.***

We appreciate the opportunity to review and respond to the report, and the thoroughness and professionalism with which your office conducted its research. We are also gratified to know that the support and access to companies the Institute provided enabled your office to extract the information required for the report.

We have no objections to the information presented at this time, but please consider the following comments:

- 1) Due to the recent implementation and launch of the program, companies are now beginning to create jobs as a result of receiving this funding ;
- 2) The Institute concurs with the recommendations concerning the collection of additional performance measures and ongoing monitoring of company progress, and will work with the grantees to obtain this information.

We look forward to working with the Legislature in the future as these topics are discussed.

Sincerely,

  
Jane E. Teague

Interim Executive Director  
Institute for the Commercialization of Public Research

Ms. Kim Mills, Director of Auditing, Executive Office of the Governor

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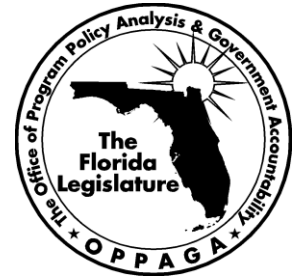
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# *The Florida Legislature*

## *Office of Program Policy Analysis and Government Accountability*

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OPPAGA provides performance and accountability information about Florida government in several ways.

- Reports deliver program evaluation and policy analysis to assist the Legislature in overseeing government operations, developing policy choices, and making Florida government better, faster, and cheaper.
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- The [Florida Monitor Weekly](#), an electronic newsletter, delivers brief announcements of research reports, conferences, and other resources of interest for Florida's policy research and program evaluation community.
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OPPAGA supports the Florida Legislature by providing data, evaluative research, and objective analyses that assist legislative budget and policy deliberations. This project was conducted in accordance with applicable evaluation standards. Copies of this report in print or alternate accessible format may be obtained by telephone (850/488-0021), by FAX (850/487-3804), in person, or by mail (OPPAGA Report Production, Claude Pepper Building, Room 312, 111 W. Madison St., Tallahassee, FL 32399-1475). Cover photo by Mark Foley.

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Project conducted by Darwin Gamble, Larry Novey, Alex Regalado, and Tom Roth  
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