

University of Wisconsin-Stout  
Stout Technology Transfer Institute (STTI)  
Joe Benkowski, Director  
278 Jarvis Hall, Menomonie WI 54751  
Phone: 715-232-5266 Fax: 715-232-1105 E-mail:benkowskij@uwstout.edu

Request for Funds:  
**Expansion of Stout Technology Transfer Institute Programs  
in Support of Innovation and Entrepreneurship**

**ORGANIZATION** The Stout Technology Transfer Institute (STTI) is a non-profit unit of the University of Wisconsin-Stout. STTI's mission is to promote technology transfer between Stout and business and industry. The Institute, a division within Stout's College of Technology, Engineering, and Management (CTEM), draws on the University's extensive technical resources, including expertise of faculty, staff, and students, well-equipped and diversified laboratories, and a substantial network of private sector and public partners. These resources are made accessible to inventors, entrepreneurs, and business and industry through STTI's nine technical centers: Technology Business Incubator, Center for Innovation and Development, Northwest Wisconsin Manufacturing Outreach Center, EDA University Center, Risk Control Center, Stout Advanced Management Assistance, Packaging Research and Development Center, Center for Performance Improvement (CPI), and Food Packaging and Technology Center.

A division within Stout's College of Technology, Engineering, and Management (CTEM), STTI has an established constituency and leadership, proven experience with the needs of a diverse clientele (ranging from startup companies to established corporations), industry input via a board of directors, and established procedures for accountability and evaluation.

The Institute has a proven record of successfully managing collaborative relationships with funding sources including Federal Agencies (US Department of Commerce NIST/MEP, USDA), UW System Institutions, Wisconsin Technical College System, UW-Extension, Wisconsin Department of Commerce, Regional Planning Commissions and the Wisconsin Economic Development Association, Workforce Development, and NIST/MEP centers and affiliated organizations.

**DESCRIPTION** The primary goal of this proposal is to stimulate entrepreneurial activity in northwestern Wisconsin through the expansion of the highly successful research and development services offered through the University of Wisconsin-Stout's Technology Transfer Institute (STTI). Specifically, funds would target the Technology Business Incubator and the Center for Innovation and Development (CID) for expansion because of their focus on innovation—a focus which addresses critical needs on the homeland defense scientific front, enabling new technologies to move rapidly from development into testing and deployment.

Innovation and research are key drivers in the development of new technologies to support national defense and homeland security. Innovation is also the key driver that will grow America's economy. Many of the jobs lost over the past few years will never return to the US. Wisconsin alone has lost over 80,000 Manufacturing jobs in a very short time. Job creation through innovation is critical. A recent report by the Wisconsin Technology Council stated, *In an age when innovation is king and knowledge-based solutions are being pursued for Wisconsin's economic growth, it is essential that support for research and development conducted through various Wisconsin research institutions remains high.*\*

Currently, a majority of the state's academic R&D spending is channeled through the large UW Universities in the southern part of the state. In contrast, resources to promote innovation in the northern part of the state are relatively limited. UW-Stout, through STTI is one of the few resources available to innovators and entrepreneurs in our region. By providing a healthy environment for innovation, technical assistance and incubation sites to new ventures, access to specialized equipment and facilities, and the transfer of knowledge acquired through research,

---

\* 2004, The Economic Value of Academic Research and Development in Wisconsin, Wisconsin Technology Council

STTI helps create new companies and jobs. Nearly 80% of the startups graduating from the STTI's Technology Business Incubator have been successful. These new businesses have added new products and hundreds of high-wage jobs to the region's economy.

Established businesses also benefit from STTI's research and development services. In today's heightened homeland security environment, the Department of Defense needs efficient, productive contractors to achieve its programmatic and weapons development capabilities. In turn, defense contractors need personnel who understand the government contracting and program management systems. STTI centers aid defense contractors in procuring and managing Government contracts, and helps build competence and productivity in a number of ways, including: business plan development, business management, entrepreneurial training, and technology assistance. Since 1994, clients using STTI's diverse research and development services report impacts exceeding \$130 Million and over 2000 jobs created or retained. This success warrants additional support to ensure continued development of entrepreneurs and defense contractors in the region. Additional funding would expand STTI's present services to a larger population, and enable STTI to offer an array of new products and services.

Funding in 2006 will be channeled by STTI toward:

1. Expansion of R&D services to reach a greater population:
  - Increased staffing of the two STTI centers targeting Inventors, Entrepreneurs, and startup companies: Technology Incubator and the Center for Innovation and Development (CID).
  - Development of seminars and workshops addressing innovation and entrepreneurship.
  - Increased capacity of Technology Business Incubator to incubate more companies simultaneously.
2. Offering new products and services through existing Technology Incubator and CID:
  - Rapid prototype development
  - Product ideation

**TIMETABLE** STTI is requesting funds for fiscal year 2006. Because of existing infrastructure, no startup phase is required and funds will immediately support service delivery.

**CONTACT** University of Wisconsin-Stout  
 Dr. Joseph A. Benkowski  
 Menomonie WI 54751  
 715-232-5266

**PAST FUNDING** For the past five years UW-Stout has received funds for manufacturing technology transfer from the following Federal agencies at the amount shown:

US Department of Agriculture	\$ 156,000 annually
NIST/MEP	\$ 403,000 annually

**COSTS** Amount requested for this project in FY 2006

Personnel:	\$200,000
Fringe Benefits@ 31%	\$ 62,000
Equipment	\$ 50,000
Services and Supplies	\$ 16,000
Indirect costs @ 18%	<u>\$ 72,000</u>
<b>Total Project Request</b>	<b>\$400,000</b>

Funds from other sources in FY 2006:

University of Wisconsin-Stout	\$378,000
State of Wisconsin	\$ 70,000
US Dept. of Agriculture	<u>\$270,000</u>
<b>Total Other Funding</b>	<b>\$718,000</b>

**SIGNIFICANCE** Extended funding will expand STTI's technology transfer activities related to innovation and research and development in the region. The Institute's focus on prototype development and new

technology can have implications for defense initiatives and homeland securities. Based on its successful history of developing new businesses and job growth in the region, additional funding has the potential to multiply the Institute's deployment of new technologies and more than triple the Institute's present economic impacts, increasing benefits from \$15 million to \$45 million per year. In addition, the institute would double the number of successful startups created by its Technology Business Incubator.

CONGRESSIONAL    Senator Herb Kohl  
CONTACT