Panel 3: Technology Transfer and Development

Mojdeh Bahar
Agricultural Research Service, USDA
Licensing Success Stories: the USDA Example

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Asst. Administrator
Office of Technology Transfer
ARS-USDA
NSTC TT Panel
2017 Federal Facility Workshop
ARS Profile

- 690 research projects, 17 National Programs
- 2,000 scientists & post docs
- 6,000 support employees
- 90 locations throughout US
- ~$1.1 billion annual budget
Technology

Treatment for fresh-cut fruit & vegetables that maintain their natural flavor, texture, & color for up to 21 days
1995  USDA & Mantrose-Haeuser co-develop and co-patent treatment technology under a CRADA


Mantrose-Haeuser exclusively licenses technology & develops NatureSeal®

2004  NatureSeal® is used in McDonald’s Apple Dippers™
2015: McDonald’s served 250 million packages of sliced apples, more than 10% of all fresh sliced apples sold in the US.
Technology

Method for vaccinating chickens through the injection of eggs

1986  Exclusive license to Embrex
       Embrex awarded USDA-SBIR Phase I

1987  Embrex-ARS CRADA signed
       Embrex awarded USDA-SBIR Phase II

1992  Embrex introduces commercial produce called ‘Inovojet’ based upon SBIR-CRADA results

2006  Pfizer Animal Health acquires Embrex for ~$155M
2015: Inovojet used by nearly all U.S. hatcheries & ~15 billion eggs vaccinated worldwide annually
Gluten & allergy free rice flour for cooking
1984  Patent US 6,224,921: “Rice flour based low oil uptake frying batters”

2006  Howard Community College – Technology Assessment Program identifies a new value position- gluten free.

2007  CrispTek exclusively licenses technology & develops Choice Batter

2009  Choice Batter first sales
2012: $4.7M sales and 95 jobs in 4 states (MD, IA, IL, TX)
2012: $4.7M sales, 95 jobs in 4 states (MD, IA, IL, TX)

Howard Community College – Technology Assessment Program

CrispTek Formed

Exclusive License ARS

TEDCO Grant

Contract Manufacturer Gluten Free, Kosher, Allergen Free

First Sales

35 Grocery Stores

2 Major US Food Distr.

First Bulk Sale

400-500 Stores & 6 Major Chains

Sept-Dec 2006

Sept 2007

April 2008

July 2008

Sept 2008

May/July 2009

Sept 2009

Dec 2009

June 2010

Sept 2010
Thank you for your kind attention...

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