Northern Illinois University

Corporate Sponsored Programs

Legislative Affairs, Research and Innovation Committee
November 17, 2016
Some of Our Corporate Partners
<table>
<thead>
<tr>
<th>Rank</th>
<th>Sponsor</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Caterpillar Inc.</td>
<td>$1,450k</td>
</tr>
<tr>
<td>2</td>
<td>Navistar Corporation</td>
<td>692k</td>
</tr>
<tr>
<td>3</td>
<td>Six-Sigma</td>
<td>305k</td>
</tr>
<tr>
<td>4</td>
<td>AbbVie Inc.</td>
<td>270k</td>
</tr>
<tr>
<td>5</td>
<td>3M Corporation</td>
<td>267k</td>
</tr>
<tr>
<td>6</td>
<td>Sears Holding Corporation</td>
<td>232k</td>
</tr>
<tr>
<td>7</td>
<td>Learning Partnership</td>
<td>206k</td>
</tr>
<tr>
<td>8</td>
<td>DuKane Precast, Inc.</td>
<td>180k</td>
</tr>
<tr>
<td>9</td>
<td>SPX Hydraulic Technologies</td>
<td>178k</td>
</tr>
<tr>
<td>10</td>
<td>Bridge12 Technologies, Inc.</td>
<td>135k</td>
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</tbody>
</table>
Characteristics of Corporately Sponsored Projects*

• Metrics
  – Historical Trends
  – Grant/contract Size & Sponsors
  – Funding by College
• Narrative Overview by College
• Comments & Conclusions

*These reports do not include funding handled solely within the Division of Outreach and Engagement
A Reminder: Total Funding Trends

- **FY 2013**
  - Research: 7
  - Instructional Programs: 5
  - Other Sponsored Activities: 18

- **FY 2014**
  - Research: 7
  - Instructional Programs: 7
  - Other Sponsored Activities: 20

- **FY 2015**
  - Research: 8
  - Instructional Programs: 6
  - Other Sponsored Activities: 16

- **FY 2016**
  - Research: 7
  - Instructional Programs: 5
  - Other Sponsored Activities: 18

Millions

- **Research**
- **Instructional Programs**
- **Other Sponsored Activities**
Drilling Down: Corporate Funding Trends

- FY 2012
- FY 2013
- FY 2014
- FY 2015
- FY 2016

Millions

Research

Instructional Programs

Other Sponsored Activities
Drilling Down: Corporate Award Numbers

Number of Awards

- Research
- Instructional Programs
- Other Sponsored Activities

Corporate Awards Past 5 Years

Number of Awards by Funding Amount

Bottom Line: Many small awards → serving specific needs.
Corporate Funding by College

FY 2016 - Amounts per College

<table>
<thead>
<tr>
<th>College</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business</td>
<td>$1,295k</td>
</tr>
<tr>
<td>Engineering and Engineering Technology</td>
<td>$869k</td>
</tr>
<tr>
<td>Liberal Arts and Sciences</td>
<td>$204k</td>
</tr>
</tbody>
</table>
• Corporate-sponsored instructional programs
  – Executive MBA Program and the One-Year MBA Program
  – Executive Education programs to foreign governments, including Turkey, China and Egypt
  – International MBA Cohort programs located at overseas sites, such as Colombia
• In the Experiential Learning Center teams of students work on problems of interest.
• Sales Program Corporate Partnership matches programmatic capabilities with specific corporate needs.
• Operations Management and Information Systems faculty currently involved in corporate research.
Instructional programs and professional development
- Navistar Contract Courses
- Industrial and Systems Engineering Department provided certificate programs

Research
- Process Engineering
- Student Centered Research
  - Senior Design Projects sponsored by industrial partners
  - Engineer in Residence Program (EIR)
College of Liberal Arts and Sciences ($204k)

- Instructional
  - Psychology
  - Geology & Geography (in-kind or direct to student)
- Research
  - Chemistry
  - Geography
College of Education

• Instructional
  – Professional Development Schools involving interventions and co-teaching
  – Customized online teaching and development training program for educators and other professional staff at Jubail Colleges & Institutes Sector of Saudi Arabia

• Research
  – A rich set of relationships with area school districts, foundations, and other local institutions that involve research activity in several areas of special needs children and adults.
Conclusions & Comments

• Corporately sponsored programs are about 10% of NIU’s external funding portfolio
• Primarily but not exclusively instructional
• Next steps:
  – Identify and focus on current relationships with potential for growth
  – Move from ad-hoc and one-off encounters to more strategic long-term alliances
A Sample of Our Corporate Partners

CAT

Suncast

AbbVie

AGCO

Navistar

American Express

3M

SPX

SAIC

Invictus Medical

GM

United Airlines