

Inventions that have achieved sales have drawn upon different funding sources than inventions without sales. Before application to NIST, inventors who eventually achieved sales applied three times more personal funding (from their own funds, family and friends) than inventors who have not entered the market. What is perhaps more surprising is the level of continued reliance on personal sources of funding by both successful and unsuccessful inventors even after entry into the program. Anecdotal evidence suggests that this is due in part to the unwillingness of many ERIP inventors to relinquish control of their inventions, which is a frequent outcome of licensing and venture capital negotiations.

**Table 6.2 Average Funds Raised per Inventor, by Source**  
(in thousands of dollars)<sup>a</sup>

	ERIP Technologies Without Sales (N=168) <sup>b</sup>			ERIP Technologies With Sales (N=83)		
	Pre-Application	Pre-Grant	Post-Grant	Pre-Application	Pre-Grant	Post-Grant
Personal	40 (N=69)	8 (N=47)	23 (N=45)	130 (N=47)	91 (N=29)	61 (N=29)
Nonfinancial	26 (N=46)	20 (N=49)	28 (N=47)	15 (N=16)	23 (N=18)	34 (N=21)
Corporate	4 (N=9)	2 (N=7)	44 (N=15)	20 (N=9)	1 (N=16)	116 (N=20)
Commercial	10 (N=14)	25 (N=17)	26 (N=17)	24 (N=7)	73 (N=12)	146 (N=18)
Public Stock	0	0	6 (N=1)	12 (N=3)	5 (N=2)	62 (N=5)
Lending institutions	1 (N=3)	0 (N=2)	1 (N=1)	8 (N=4)	3 (N=4)	15 (N=6)
Federal Agencies	3 (N=4)	10 (N=14)	38 (N=15)	4 (N=1)	1 (N=1)	17 (N=6)
State and Local Agencies	0 (N=6)	1 (N=6)	11 (N=17)	0 (N=2)	4 (N=3)	2 (N=3)
Miscellaneous	0 (N=0)	0 (N=3)	2 (N=3)	0 (N=1)	0 (N=2)	18 (N=7)
Total	86,000 (N=99)	66,000 (N=88)	179,000 (N=86)	208,000 (N=57)	251,000 (N=47)	469,000 (N=54)

<sup>a</sup> ERIP grants are excluded from this table.

<sup>b</sup> Numbers are average amounts of funding raised by the 251 inventions for which financing data are available (168 inventions without sales and 83 inventions with sales). "N" represents the number of inventions that have attracted funding from a particular source. Thus, for instance, the 168 inventions without sales raised an average of \$40,000 from personal sources before applying to the program. But only 69 of these 168 inventions actually raised personal funding.