

## PLANT VARIETY LICENSING OPPORTUNITY

Montana State University (MSU) seeks partners to license and commercialize MTF1435, a winter wheat developed as a successor to the popular Willow Creek forage wheat variety. MTF1435 is a tall, awnless, hard red winter wheat with similar dry matter forage yield and forage qualities to Willow Creek; however, MTF1435 produces 35% more seed than Willow Creek, making it a more economically viable variety for seed producers. In addition, MTF1435 possesses sufficient grain quality characteristics to be a dual-use wheat variety (forage and grain). The following information is available online:

- A summary of MTF1435 is available at [tto.montana.edu/tech/techopps/TechOp\\_BPL-2017-MTF1435.pdf](http://tto.montana.edu/tech/techopps/TechOp_BPL-2017-MTF1435.pdf)
- Additional agronomic information on MTF1435 is available at [plantsciences.montana.edu/foundationseed/varietyrelease/18MTF1435licensed%20release.pdf](http://plantsciences.montana.edu/foundationseed/varietyrelease/18MTF1435licensed%20release.pdf)

NOTE: No data is available regarding the performance of MTF1435 outside Montana.

- The complete MTF1435 information package, and additional MSU agricultural technologies available for license, may be viewed at [tto.montana.edu/tech/ag.html](http://tto.montana.edu/tech/ag.html)

### Opportunity

US plant variety protection (PVP) rights available for license and commercialization in all states except Montana. International plant breeder's rights available for commercialization outside the United States.

### Licensing Application Process

In order to be considered for a license to the MTF1435 variety, please prepare the following information and submit your response to [darin@montana.edu](mailto:darin@montana.edu) on or before Friday, June 1, 2018:

- A brief description of your company, including its seed production and distribution capabilities, and previous experience with cereal forage crops.
- The territory or territories in which you plan to commercialize MTF1435. For the purposes of this application, a territory consists of contiguous geographies that may constitute states in whole or in part.

**IMPORTANT NOTE:** Because MSU wishes to maximize the market impact of MTF1435, please provide separate information for each distinct territory in which you request a license to commercialize MTF1435. Distinctions include geographies where you own retail/wholesale facilities, geographies where you plan to work with distribution partners (further differentiating geographies by the distinct partner networks you plan to engage), and areas where sales volumes will be considerably different.

For each requested territory, please include:

- A description of your distribution capabilities in each geography, such as number of retail/wholesale locations controlled by your company and/or your distribution partnerships.
- Previous experience selling small grain forage crops in the requested territory OR your plan to develop small grain forage sales in the territory.
- Your plan to develop the market for MTF1435 in the requested territory given the fact that all data for the variety is based on trials in Montana.
- Minimum estimated seed sale volumes in pounds for each territory for crop years 2019-2023.
- The level of exclusivity (non-exclusive, partially-exclusive, or exclusive) requested in each requested territory.
- Your desire to sublicense rights in requested territories. If sublicensing rights are requested, please substantiate the request in the description of distribution capabilities and market development plan request above.
- An offer of terms for the license to include an upfront license execution payment, a sales royalty rate (\$/bu of seed sold, based on 60 lbs/bushel), and other terms appropriate to your plan to commercialize MTF1435.

## Application Evaluation

Qualified applications will be considered opening offers, subject to negotiation. MSU will choose to grant or not grant licenses based on the qualified responses and additional negotiations, with the goal of maximizing the economic impact of MTF1435.

## Response Deadline

Friday, June 1, 2018

## For additional information:

Contact Darin D. Oelkers, CLP, Senior Technology Manager at [darin@montana.edu](mailto:darin@montana.edu) or (406) 994-7780.