Montana State University (MSU) seeks partners to license and commercialize MT229 and MT144. MT229 and MT144 are Camelina sativa lines selected from collections of spring-type accessions originating from the former Soviet Union.

Key characteristics of MT229 include 14% higher seed yield and 21% higher oil yield than Suneson. It also has a distinctive trait of purple stems and seed pods under stress and is slightly later-maturing, making it suitable for warmer, moisture-rich environments.

Key characteristics of MT144 include similar seed yield to Suneson but with 7% higher oil yield. MT144 shares similar characteristics to MT229, though it lacks the purple pod color change and also matures slightly later than Suneson.

These lines both perform well in Montana, especially areas with warmer temperatures and higher moisture, and both MT229 and MT144 consistently outperform Suneson in key yield and oil metrics.

* A summary of MT229 and MT144 are available online at: <https://tto.montana.edu/links/techops/CC-2025-CAMELINA>
* Detailed agronomic information on MT229 and MT144 at: <https://plantsciences.montana.edu/foundationseed/varietyrelease/Chen%20and%20Lu%20Camelina%20Variety%20Release%20Aplication.pdf>

### Opportunity:

Germ plasm available for license and commercialization in all states. AOSCA and PVP certification by licensee is optional.

### Licensing Proposal Process:

In order to be considered for a license to the MT229 and/or MT144 variety, please submit the following information in a Term Sheet (template attached in Appendix A) to [mjdoak@montana.edu](mailto:mjdoak@montana.edu) and [daniel.juliano@montana.edu](mailto:daniel.juliano@montana.edu).

* A brief description of your company, including its production and (as applicable) distribution and/or processing capabilities, and previous experience with camelina crops.
* The territory or territories in which you plan to commercialize MT229 and/or MT144. For the purposes of this application, a territory consists of a single country, and should include at least the United States.

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 camelina seed/oil in the requested territory OR your plan to develop camelina seed/oil sales in the territory.
  + Your plan to develop the market for MT229 and/or MT144 in the requested territory.
  + Minimum estimated sales volumes, ideally broken down by type of product sold (e.g. seed, oil, meal) for each territory for crop years 2026-2030.
* MSU expects these to be exclusive licenses (i.e. each line licensed to only a single licensee). Exclusive licensing terms would also allow the exclusive licensee to apply for AOSCA and PVP certification, at the discretion and expense of the licensee, and will likely require additional growing-years of data to be collected. If pursued, MSU will cooperate, and will be the formal variety owner, though the licensee may choose the variety name, subject to MSU’s approval.
* Any intent 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 a license should include an upfront license execution fee, a sales royalty rate (e.g. $/bu of seed sold, and/or $/gal of oil sold, $/ton of meal sold, or simply a % of revenue for each type of product sold), and other terms appropriate to your plan to commercialize MT229 and/or MT144. You may also specify your preference for licensing one line over another (even if submitting proposals for both), or your preference to license both lines.

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### Proposal Evaluation:

Qualified proposals may be subject to further negotiation. MSU anticipates granting one or more licenses in early March 2025, with the licensee(s) buying clean untreated Breeder Seed from MSU at a rate of $5/lb:

* ~1000 lbs (MT144); and/or
* ~1500 lbs (MT229)

### For questions or additional information contact:

#### Madeleine Doak | (406) 994-7724 | [mjdoak@montana.edu](mailto:mjdoak@montana.edu)

#### Daniel Juliano, Ph.D. | (406) 994-7483 | [daniel.juliano@montana.edu](mailto:daniel.juliano@montana.edu)

### Term Sheet template starts on next page.

|  |  |
| --- | --- |
|  | MT229 and MT144 Camelina |

**Appendix A Term Sheet**

|  |  |
| --- | --- |
| **Term** | **Offer** |
| **Licensed Territory or Territories** |  |
| **Level of exclusivity (Exclusive, Partially-exclusive, Non-exclusive)** | **Exclusive license** |
| **MSU Retained Right** | Education and research use, including breeding |
| **Plant Variety Protection, Variety Registration** | * Licensee has the option to apply for United States Plant Variety Protection certificate in MSU’s name, with or without Title V (i.e. seed may only be sold as a class of Certified Seed) * Licensee has the option to submit variety registration application to AOSCA * Licensee has the option to apply for Plant Breeder Rights in foreign countries in MSU’s name |
| **Performance Milestones** | Examples: What is the anticipated date of first commercial sale? If there are multiple territories, would they have staggered dates of first sale? If going into foreign countries, when would Plant Breeder’s Rights be secured? Timeline for bringing on additional distribution partners and/or sublicensees? |
| **License Issue Fee** | $\_\_\_\_ due within 10 days of effective date of agreement |
|  | **Year Amount** |
|  | 2026 |
| **License Maintenance Fee (minimum annual royalty)** | 2027 |
|  | 2028 |
|  | 2029 |
|  | 2030 and annually  Thereafter until termination |
| **Royalties** | For instance, $\_\_.\_\_/lbs of seed sold, $\_\_.\_\_ /gal of oil sold, or % of net sales revenue |
| **Sublicense Royalties** | * sublicense royalty rate is typically same royalty rate as for licensed sales * \_\_\_% of non-seed sale sublicensing considerations (e.g. 25%) |
| **Breeder Seed** | * MSU to provide LICENSEE with ~1000 lbs of clean untreated Breeder Seed @ $5/lb (MT144) * MSU to provide LICENSEE with ~1500 lbs of clean untreated Breeder Seed @ $5/lb (MT229) * MSU will keep a small stock of Breeder Seed, which may be increased (under contract) if it is requested by licensee by December 31 of the previous year. That is, the requested Breeder Seed will be available for licensee approximately 9 months later. |