



**FLORIDA**  
high tech  
**Corridor**

An economic development initiative of



# Annual Report

2006/2007

# Year in Review

Dear Fellow Floridians:

These are heady times for economic development in our state.

Our government leaders continue to invest in programs that are attracting high-wage, high-value jobs to Florida at a record pace and the resulting diversification of our economy is good for all of our residents.

The Florida High Tech Corridor Council and its Matching Grants Research Program, workforce development, education and marketing programs are just such an investment ... one created more than a decade ago when the Florida Legislature looked into the future and predicted that partnerships between our state universities and high tech industry could produce powerful results.

This year's annual report of the activity of the Florida High Tech Corridor proves that their vision continues to bear fruit. Our year-end report notes another \$4.5 million of Corridor Council grants to help fund 100 research projects

in partnership with 66 companies that brought more than \$13.7 million in cash, equipment and in-kind matches for a total of more than \$18 million in research being conducted on our three university campuses.

The magic of these programs is that company researchers work side-by-side with faculty and graduate and doctoral students at the University of Central Florida, University of South Florida and University of Florida creating an unmatched culture of cooperative research and opening career doors for the gifted students attending our universities.

We were deeply honored this year to be recognized by CoreNet Global as one of the five most innovative economic development programs in North America. We are also able to report this year on major new initiatives in workforce development and marketing. As is the case with everything the Corridor Council does, our Virtual Visit, an online experiential Web site promoting our region, and Career Expo, a unique forum introducing employers to career counselors at universities from throughout the country, were made possible through contributions of time and money by more than 50 partners.

I hope this report will give you a new appreciation for Florida's unique approach to economic development through a partnership that involves not only UCF, USF and UF, but more than two dozen local economic development organizations, 14 community colleges, and workforce boards, local governments, public school systems and corporate leaders from across our region.

Sincerely,



Randy Berridge  
President

## Historical Perspective

Having celebrated its 10th anniversary with more than 300 supporters present, the Florida High Tech Corridor Council's (FHTCC) fiscal year 2006/2007 was a very busy one. What started when the Florida Legislature empowered the University of Central Florida (UCF) in Orlando and the University of South Florida (USF) in Tampa to partner in a unique economic development initiative, has now grown into one of the most powerful alliances of its kind with the inclusion of the University of Florida (UF) fully participating in the Council's programs.

This has been a year of achievement and bold new programs. These achievements, and more, are included in the following overview of many of the programs and initiatives the Council undertook in 2006/2007.

## Matching Grants Research Program

In the national competition over who will become the next Silicon Valley, FHTCC has taken an innovative approach by putting the region's best scientists, both in academia and the corporate world, together to create commercially applicable technologies and solve problems facing companies throughout the region as they attempt to define and refine technologies in their fields.

Through the FHTCC Matching Grants Research Program, the organization's marquee initiative, Corridor companies seeking technological breakthroughs are able to conduct research side-by-side professors and students at the Corridor's world-renowned research universities. The results are products, services and processes that give Corridor companies a competitive edge in the global marketplace, and thus make the Corridor the place where tech entrepreneurs and employees want to operate.

During 2006/2007, the program generated 100 projects with 66 Corridor companies. The Council invested \$4.5 million in the projects, while the participating companies matched that investment with nearly \$14 million in cash, in-kind services and equipment. The total value of research conducted through the Matching Grants Research Program therefore exceeded \$18 million this year.

This year's grants by the Council pushed its total investment in the Matching Grants Research Program above the \$50 million mark and the total value of research conducted now nears \$170 million. Since the program's inception in 1996, the Council has partnered with more than 250 companies over the years on 800 research projects in sectors ranging from Aviation and Aerospace to Life Sciences and Medical Technologies.

Perhaps the most important statistic of this program is that the Council's funds have been used to retain more than 1,500 graduate and doctoral students and their faculty to conduct the research alongside their corporate partners.

### Workforce Development

Council volunteers led a brand-new initiative in the past year that proved so successful it is due to be replicated in 2008. Career Expo was designed to attract counselors from college campuses from across the country who in their role as career center directors advise soon-to-be-graduates on career opportunities.

Response exceeded all expectations and in February representatives from more than 50 universities gathered in Orlando to meet with representatives from an equal number of Corridor companies who came to share their near- and long-term hiring goals. A full 10 of *U.S. News & World Report's* top 35 universities participated in the event, including Princeton, NYU, Northwestern, Cornell, Carnegie Mellon and Notre Dame.

The long-term goal of the program is to establish the reputation of the Florida High Tech Corridor with those who advise top graduates who may come to fill jobs in our technology industries, and possibly join the ranks of graduate students at our three universities.

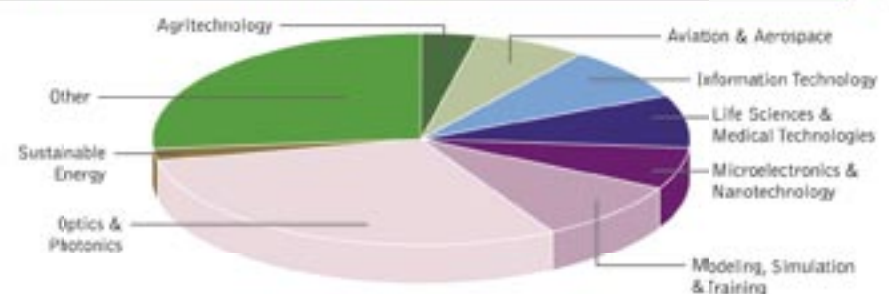
The Council continues its outreach to teachers and their students in public school systems through its techPATH program, a



partnership with educators throughout our 23 counties. The program's signature offering, techCAMP has now reached more than 1,600 math, science, technology and career teaching professionals, who have attended 40 techCAMPs held across the corridor.

Additional workforce development programs supported by FHTCC during 2006/2007 include a University of South Florida IT training program, the Florida State Science and Engineering Fair, O-Force's PRISM project and the FIRST robotics competitions. As well, this year the Council continued its partnership with Daytona Beach Community College to expand a program known as The Virtual Entrepreneur Center, an online resource databank that assists companies in the start-up and growth mode. See this unique tool at [FLVEC.com](http://FLVEC.com).

## > Funded Research Projects by Sector



	Corridor Funds Invested	Cash Match	In-Kind Match	Total Allocated
Agritechnology	\$ 100,000	\$ 200,000	\$ 100,000	\$ 400,000
Aviation & Aerospace	\$ 255,708	\$ 401,100	\$ 280,000	\$ 936,808
Information Technology	\$ 405,649	\$ 574,998	\$ 549,500	\$ 1,530,147
Life Sciences & Medical Technologies	\$ 649,061	\$ 843,806	\$ 782,618	\$ 2,275,485
Microelectronics & Nanotechnology	\$ 402,547	\$ 595,094	\$ 409,184	\$ 1,406,825
Modeling, Simulation & Training	\$ 453,290	\$ 709,071	\$ 451,800	\$ 1,614,161
Optics & Photonics	\$ 1,001,803	\$ 2,164,742	\$ 1,483,274	\$ 4,649,819
Sustainable Energy	\$ 149,659	\$ 149,993	\$ 230,000	\$ 529,652
Other	\$ 1,143,115	\$ 3,458,767	\$ 394,519	\$ 4,996,401
<b>TOTAL</b>	<b>\$ 4,560,832</b>	<b>\$ 9,097,571</b>	<b>\$ 4,680,895</b>	<b>\$ 18,339,298</b>

# Year in Review

## Volunteer Support

Once again, volunteer support was crucial to FHTCC's success. Nearly 300 volunteers – from numerous partners and participants including economic development organizations, school districts, universities, workforce boards and others – contributed more than 9,500 hours in support of the Council.

Applying even the most conservative estimates to the value of their time, the impact of their involvement exceeds more than half a million dollars worth of volunteer service to the Corridor Council's mission.

## Total Investment in High Tech Economic Development

Since its inception the Council has pursued a model that increases the potential impact of economic development budgets throughout the 23-county region by partnering on a variety of projects. The Council matches contributions from partner organizations to make possible programs that otherwise might never happen.

During 2006/2007, the Council invested more than \$9.7 million in economic development, research, workforce development, education and support for the region's evolving technology communities. Add to that the more than \$13.7 million in research support from our Matching Grants Research Program partners and nearly \$700,000 in services by nearly 300 volunteers and this year's direct impact exceeds \$24 million.

For a detailed look at Corridor investments in research, workforce development and marketing, and the contributions of our partners, please visit our Web site, [FloridaHighTech.com](http://FloridaHighTech.com), for the complete electronic version of our annual report.

*Note: In an effort to fully report funds committed during our fiscal year, some of the projects "funded" for various reasons did not proceed during the reporting period and may either be "pending" or will not proceed.*

## Marketing the Region

During the year, FHTCC's marketing initiatives promoted the Corridor to audiences on the local, state, regional and national levels. As the fiscal year wound down, work was completed on an exciting online venture dubbed "The Virtual Visit." This Web-based tour of the Corridor was the result of numerous partnerships, including Orlando's NBC affiliate WESH-TV whose news anchor Wendy Chioji serves in a unique online hosting role. You can join the thousands who are experiencing this new tool at [VisitTheCorridor.com](http://VisitTheCorridor.com).

On a national and regional basis, business publications including *BusinessWeek*, *Business Expansion Journal* and *Florida Trend* spoke directly to business leaders across the country, while trade publications like *Tampa Bay Medical News* and *Photonics Online* reached technologists.

And across Florida, newspapers such as the *St. Petersburg Times*, *Tampa Tribune*, *Orlando Sentinel*, *Gainesville Sun*, *Florida Today* and others reported on numerous FHTCC programs and activities.

As in years past, FHTCC was an active participant in many prominent technology trade shows. University, business and economic development leaders represented the Corridor at IITSEC, Photonics West and Bio2007, to name a few.

And FHTCC continued to generate print and online publications designed to inform readers inside and out of the Corridor of the technological advances taking place in the region by publishing a monthly e-mail newsletter that reaches tens of thousands, as well as the magazine *florida.HIGH.TECH*, FHTCC's official publication that is distributed via direct mail and at trade shows and conferences.

