

YEAR IN REVIEW

President's letter

Dear Fellow Floridians:

As I reflect on the previous year, I have had the privilege of seeing public research universities in The Corridor region support America's technological innovation.

Spin-off companies, record research expenditures, patents, a wealth of entrepreneurial resources and more from the University of Central Florida (UCF), the University of South Florida (USF) and the University of Florida (UF) have continued to turn heads in our direction and help share tremendous growth in our region. These universities have served as the crux of The Corridor and are joined by commercial and economic development partners in attracting, retaining and growing high tech industry.

A strong partnership of hundreds of public- and private-sector organizations throughout the region is unique to The Corridor and has served as a foundation for such regional successes as imec Florida at the Florida Advanced Manufacturing Research Center focusing on international research in Central Florida, plus Blue Origin and SpaceX growing their workforce on Florida's Space Coast, to name a few.

Further accolades for the region include:

- A compliment by the director of the Government-University-Industry Research Roundtable (GUIRR) and the National Academies of Sciences, Engineering and Medicine for The Corridor's Matching Grants Research Program as a model for other groups to review. GUIRR brings together academia and industry leaders to define and explore critical issues related to the national and global science and technology agenda.

- Eight professors from Corridor universities inducted as Fellows of the National Academy of Inventors in April 2016 – bringing the total number of Corridor inductees to 38.
- Corridor universities collectively beat patent portfolios of university groups in the established and well-recognized high tech hubs of North Carolina's Research Triangle and Austin, Texas' Silicon Hills region for the fourth consecutive year. Individually, UCF, USF and UF ranked in the top 40 of worldwide universities granted U.S. patents in 2015, according to the National Academy of Inventors and Intellectual Property Owners Association.
- Nearly 300 university innovations were brought to the commercial marketplace through technology licenses signed by UCF, USF and UF.
- Recognition of The Corridor by the Orlando Economic Development Commission for helping shape a regional economy where high tech industry thrives, and from the National Association of Workforce Development Professionals for helping build the pathway between Corridor universities and private industry.

The following pages of The Corridor's 2015/2016 annual report detail these achievements and more. Thank you for the critical role you play in our strategic approach to high tech economic and workforce development, and thank you for the honor of serving as president for more than 20 years.

Best regards,



Randy Berridge, President



Annual Report

Growing High Tech Industry

Through a unique partnership with dozens of economic development, workforce, academic and industry partners, the Florida High Tech Corridor Council has supported the growth of high tech industry throughout the 23-county region for more than 20 years.

A regional economic development initiative of three research universities – the University of Central Florida (UCF), the University of South Florida (USF) and the University of Florida (UF) – The Corridor has continued to receive national recognition for its efforts to build a region where technology and innovation thrive.

The following overview provides details about the initiatives and programs that helped The Corridor grow high tech industry and the workforce to support it in 2015/2016.

Matching Grants Research Program

The key focus of The Corridor has been to foster applied research partnerships between high tech industry leaders and our three Corridor universities. Every year, technology companies bring their commercial challenges to our expert faculty to take advantage of The Corridor's Matching

Grants Research Program (MGRP), which helps leverage research and development budgets of industry partners.

MGRP projects further the development of innovative technologies, including a treatment for rare metabolic disorders, a microsatellite for enhanced real-time observations of any location on Earth and an air purifier that eliminates pollutants using ultraviolet light.

During 2015/2016, the program generated 54 projects in partnership with 46 Corridor companies, including 23 companies participating in the MGRP for the first time. The Corridor invested \$3.5 million in the projects, while the participating companies matched that investment with \$8.1 million in cash, in-kind services and equipment. The total value of research conducted through the Matching Grants Research Program therefore reached \$11.6 million this year.

Since the inception of the program in 1996, The Corridor has partnered with more than 360 companies on more than 1,400 research projects in sectors ranging from Agritech to Sustainable Energy. The more than \$65 million in funds that have been invested by The Corridor have been matched by corporate cash and in-kind investments of \$182 million, generating an additional \$900 million in quantifiable downstream impacts, resulting in a total project value of more than \$1 billion.

MGRP counts among its successes the opportunity to engage talented student researchers who learn from faculty mentors as they solve real-world challenges. During 2015/2016, more than 130 student researchers and 56 faculty members from our research universities were engaged in conducting applied research on Corridor projects. That brings the total number of students (2,946) and faculty (398) who have conducted research on a matching grants project since inception to more than 3,300.



Workforce Development

The Corridor focuses efforts on workforce development that span the breadth of the talent pipeline, from techPATH's focus on STEM education in middle and high school to other workforce programs that focus on post-secondary education and beyond. techPATH continued this year to bring educators and students into technology industry environments, giving students up-close and personal insights into local high tech careers and providing teachers new ways to enhance STEM subjects.

The Corridor's techPATH team continued to host two programs during the Interservice/Industry Training, Simulation and Education Conference (I/ITSEC), the world's largest modeling, simulation and training (MS&T) conference. One program focused on students and another on teachers and school administrators to highlight high tech careers available to students, with a focus on MS&T and classroom takeaways. MS&T has a \$5 billion impact on our state and supports 60,000 jobs.

The Corridor's stemCONNECT also engages students by bringing expert speakers into the classroom virtually through web conferencing tools. This year, stemCONNECT partnered with an astronaut from NASA to showcase life in space, among other experts in academia and private industry who continued to introduce middle and high school students to high tech industries. stemCONNECT has reached more than 4,000 students in less than two years for a total of more than 8,000 students introduced to high tech industry by Corridor programs.



The Corridor's Career Expo also returned in 2016 after a hiatus during the Great Recession. Florida universities and state colleges were among more than 45 universities from across the nation convened to speak with local employers to place graduates. Career Expo served to

highlight local tech industries and remind career center professionals to look at Florida when assisting students in securing a job.

Furthermore, The Corridor continues to encourage local innovators in economic development through its Dan Webster Young Innovator Scholarship awarded at the Florida Economic Development Council's conference. The award provides financial support for Florida's up-and-coming economic development young professionals in pursuit of their Certified Economic Developer (CEcD) designation and pays homage to Congressman Webster, who championed the unique economic development model known today as The Corridor.

Additional workforce development programs supported by The Corridor during 2015/2016 include: STEM Education Day, a one-day conference hosted by the Zora Festival and Valencia College that introduced students to high tech careers; the 61st State Science and Engineering Fair of Florida, which recognized and rewarded talented high school students for research in math and science; the region's FIRST robotics competitions; regional summits hosted by the CareerSource boards of Central Florida, Brevard, Flagler, Volusia and Tampa that facilitated discussions on important issues facing the region's workforce; and, many others.

Entrepreneurial Support

The Corridor recognizes the importance of supporting the region's entrepreneurs and growth companies, which is why it has invested in two important programs over the last decade: The Corridor's Florida Virtual Entrepreneur Center (FLVEC) and GrowFL, the Florida Economic Gardening Institute at the University of Central Florida.

FLVEC (www.flvec.com) lists city, county, state and federal business resources available in all 67 counties in Florida, as well as information regarding entrepreneurial events and profiles on local entrepreneurs.

Entrepreneurial profiles on FLVEC have enhanced the site and tell the story of entrepreneurs across the state. Since launching the new format and research functions, FLVEC has published more than 100 entrepreneur profiles, and garnered more than 12,500 new and returning visitors who accessed more than 35,000 pages of information on doing business in Florida this year. It also counts more than 20 economic development partners from across Florida that have joined as financial partners to help the program grow and expand.

The Corridor is also working with Enterprise Florida representatives to further highlight international programs available to help entrepreneurs and business owners expand companies.

GrowFL continues to grow business in the state through its Economic Gardening® approach for second-stage companies. It provides resources, mentoring, support and more to help business owners overcome obstacles to growth and achieve further success. Since its inception in 2009, GrowFL has assisted hundreds of companies that have supported more than 16,700 direct jobs across the state and contributed more than \$3 billion to the Florida economy.

During 2015/2016, The Corridor also continued its ongoing support of the region's university-based incubators, which have seen enormous growth and client success, as well as international recognition.

The UCF Incubation Network received a boost to expand entrepreneurship capabilities in March 2015 with two grants totaling \$750,000 from the U.S. Department of Commerce. These grants have helped entrepreneurs and engineers to commercialize research.

On the other side of The Corridor, USF CONNECT, the business and economic development initiative of USF, supported more than 195 employees, including 36 students, through its Tampa Bay Technology Incubator Program. Incubator clients received more than \$76.2 million in funding and generated nearly \$7.6 million in revenue. USF also launched the Bull Ring Accelerator Grant (BRAG) program to help accelerate participating teams in the university's I-Corps Site Program and other early-stage startups based on USF technology. The program provides up to \$25,000 of grant funding per company and has supported three companies in its inaugural year.

In the north end of The Corridor, UF broke ground on Phase II of the Florida Innovation Hub, made possible by an \$8 million grant from the U.S. Economic Development Administration and a \$9 million match from the university. The expansion will include an Entrepreneurial Woman's Center and space for up to 45 technology startups.

To further assist local entrepreneurs, The Corridor supported: the National Entrepreneur Center's annual conference; FireSpring Fund, a business accelerator and seed-funding provider that invests in local technology companies and encourages them to start, grow and prosper in the region; and, the Florida Venture Forum's Early Stage Capital Conference, a resource for startups looking for business resources and funding opportunities.

Volunteer Support

Co-chaired by the presidents of the University of Central Florida, the University of South Florida and the University of Florida, the Florida High Tech Corridor Council is sustained by the tireless support of volunteers who are committed to advancing high tech industry throughout the region. Recently, the Council welcomed two new volunteer advisors who will provide guidance to The Corridor as it seeks to carry out its mission: Captain Erik Etz, USN, commanding officer of the Naval Air Warfare Center Training Systems Division and Naval Support Activity Orlando, and Thomas Campbell, director of Innovation, Space and Intelligence Systems for Harris Corporation.

During the past year, these leaders were assisted by more than 400 volunteers – from numerous partners and participants including economic development organizations, school districts, universities, workforce organizations and others – who contributed nearly 4,000 hours in support of The Corridor.

Total Investment in High Tech Economic Development

To further the missions of partner organizations and ensure funds have the maximum possible impact, The Corridor regularly matches its partners' contributions. During fiscal year 2015/2016, The Corridor committed more than \$250,000 in funds to 50 programs and initiatives across the region. As a result of The Corridor's investments, those projects generated an additional value of more than \$2.8 million in funding and support that without The Corridor's initial investment otherwise may not have been realized.

During 2015/2016, The Corridor invested nearly \$8 million in economic development, research, workforce development, education and support for the region's evolving technology communities. Add to that the \$8.1 million in external research matches from our Matching Grants Research Program and \$3 million in additional value realized through initiatives funded by The Corridor, and this year's direct impact totals more than \$19.1 million.

Marketing The Corridor

The many projects of the Florida High Tech Corridor all work to improve national awareness of the 23-county region as a thriving high tech hub among business, government and civic leaders in the region and beyond.

In addition to this award-winning annual magazine, *florida.HIGH.TECH*, The Corridor continues to be an active participant in many prominent technology trade shows, represented by university, business and economic development leaders at I/ITSEC, Photonics West and SEMICON West, to name a few.



Partners also brought attention to the region through articles in *The New York Times* for the Lake Nona development and *Worth* for Orlando's growing high tech scene. Our work received placements in local publications, including the *Orlando Sentinel*, *Tampa Tribune*, *Florida Trend*, the *Daytona Beach News-Journal* and WMFE public radio. The Corridor was also included in Washington, D.C.'s *The Hill* through a piece by Representative Kathy Castor on the National Academy of Inventors.

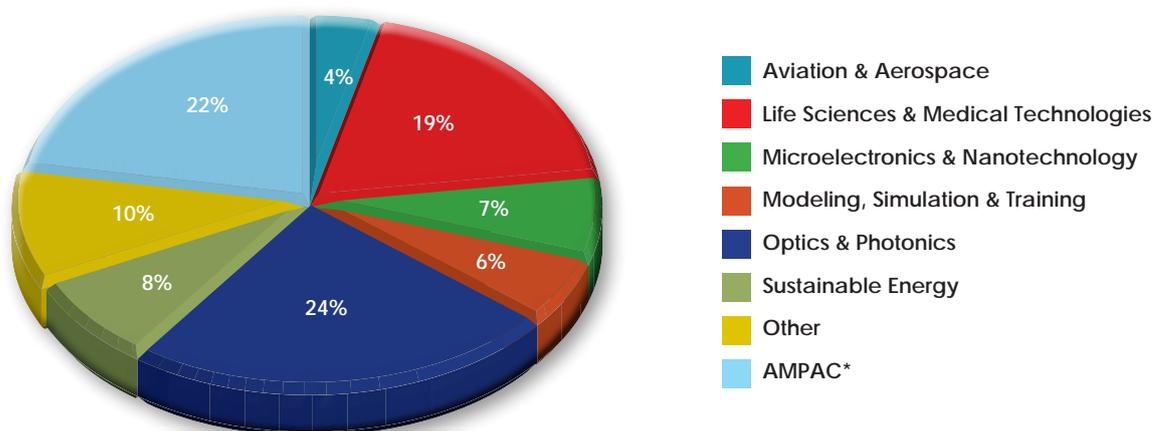
A presence on social networks, such as Facebook, Twitter, YouTube and LinkedIn, allows for direct interaction with business leaders, technologists and economic developers to link to partner websites and in-depth news coverage. Through these social media channels and online at www.floridahightech.com, The Corridor continues to recognize and promote its "Faces of Technology" – the researchers, technicians and engineers who have helped grow innovation across the region. Over the past eight years, more than 130 Faces of Technology have been featured in the annual magazine, *florida.HIGH.TECH*, with corresponding videos posted to The Corridor's YouTube channel.

These technology pioneers are also spotlighted in The Corridor's monthly email newsletter, *Inside Florida's High Tech Corridor*. Distributed to more than 3,500 readers each month, the newsletter offers a quick digest of high tech news from across the 23 counties, including partner achievements, updates on research from Corridor universities and a calendar of important dates from the high tech community. To join the distribution list for *Inside Florida's High Tech Corridor*, or to share good news to be considered for an upcoming edition, please email pressroom@floridahightech.com. ■

Numbers

Funded Research Projects By Sector

Sector	Corridor Funds Invested	Cash Match	In-kind Match	Total Allocated	% of Total
Aviation & Aerospace	\$185,900	\$194,561	\$117,000	\$497,461	4%
Life Sciences & Medical Technologies	\$897,195	\$1,242,079	\$90,000	\$2,229,274	19%
Microelectronics & Nanotechnology	\$419,345	\$419,345	\$35,250	\$873,940	7%
Modeling, Simulation & Training	\$157,902	\$499,366	\$-----	\$657,268	6%
Optics & Photonics	\$597,086	\$1,860,571	\$305,000	\$2,762,657	24%
Sustainable Energy	\$326,031	\$495,326	\$100,000	\$921,357	8%
Other	\$363,670	\$635,976	\$228,000	\$1,227,646	10%
AMPAC*	\$601,390	\$1,956,107	\$-----	\$2,557,497	22%
Totals	\$3,548,519	\$7,303,331	\$875,250	\$11,727,100	100%



*AMPAC: Funded by an early Corridor industry grant, the Advanced Materials Processing and Analysis Center at the University of Central Florida conducts research in a variety of sectors.