



FLC MID-ATLANTIC REGION OVERVIEW

FLC NORTHEAST REGION CONFERENCE

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- ❑ **MID-ATLANTIC REGION, ~70 LABS/ORGANIZATIONS**
 - ❑ **PENNSYLVANIA**
 - ❑ **DELAWARE**
 - ❑ **MARYLAND**
 - ❑ **WASHINGTON DC**
 - ❑ **VIRGINIA**
 - ❑ **WEST VIRGINIA**

- ❑ **HISTORICALLY STRONG PRESENCE IN
“WASHINGTON METRO” AREA OF MID-ATLANTIC FLC**

- ❑ **EFFORT IN PAST 2 YEARS HAS BEEN EXPAND FLC
INVOLVEMENT IN OTHER AREAS OF REGION WHILE
RETAINING STRONG METRO WASHINGTON CORE**



***WASHINGTON METRO SEMINAR
FLC AND ECONOMIC DEVELOPMENT
JANUARY 24, 2007, GW UNIVERSITY***





WASHINGTON METRO SEMINAR FLC AND ECONOMIC DEVELOPMENT

- **~50 ATTENDEES**

- **CROSS-SECTION OF AGENCIES, UNIVERSITIES,
ECONOMIC DEVELOPMENT ORGANIZATIONS IN
MARYLAND, D.C., NORTHERN VIRGINIA**

- **SEMINAR INCLUDED “OPEN FORUM”**
 - **EXPLORE CHALLENGES TO ECONOMIC DEVELOPMENT**
 - **IDENTIFY APPROACHES TO MEET CHALLENGES**
 - **POTENTIAL FOLLOW-ON ACTIVITIES EMERGING FROM SEMINAR**



APRIL 25, 2007 SEMINAR COLONIAL WILLIAMSBURG





❑ 44 ATTENDEES

❑ FEDERAL LAB PANEL

- ❑ Ray Turcotte, NASA Langley Research Center
- ❑ Scott Deiter, NAVAL SURFACE WARFARE CENTER
- ❑ James Boyce, JEFFERSON LABS

❑ ECONOMIC DEVELOPMENT PANEL

- ❑ Jerry Giles, Virginia Economic Development Partnership
- ❑ Rick Lally, Hampton Roads Technology Council
- ❑ William Bean, Department of Economic Development, College of William and Mary



OPEN FORUM PORTION OF SEMINAR HIGHLIGHTS, VIRGINIA NETWORK 2007

Apart from overview presentations of federal labs, academia, economic development organizations, there was an “open forum” to discuss issues and challenges associated with technology transfer in southern Virginia



OPEN FORUM HIGHLIGHTS

- ❑ **Need for more effective communication on how to connect with federal laboratories**
 - Use of existing web sites:
 - ✓ National FLC: www.federallabs.org
 - ✓ Mid-Atlantic Region FLC: www.flcmidatlantic.org
 - ✓ FEDBIZOPS: www.fedbizopps.gov
 - ✓ DOD Technology Match: www.dodtechmatch.com
 - ✓ Major Facility Inventory (primarily NASA but also some DOD facilities): <http://facility.public.hq.nasa.gov> , the General Public link
 - Use of Partnership Intermediary Agreements as a bridge/link between labs and other organizations



OPEN FORUM HIGHLIGHTS

□ **Need for more effective communication on how to connect with federal laboratories**

- Direct networking/lab meetings with a focus on specific technical disciplines
 - ✓ Companies/organizations in close geographic proximity historically have enjoyed a strong advantage based on that proximity
 - ✓ Proximity remains a factor, but especially with the advent of new technologies, synergy of interests/requirements can be a major element regardless of location



OPEN FORUM HIGHLIGHTS

□ Economic Development

- Need for strong customer base for economic development, good understanding of requirements needed and resources available

- Focused Forums
 - ✓ What problems exist, solutions being sought, requirements needed by an agency or lab

 - ✓ What an agency or lab has to offer in physical/ infrastructure as well as technical expertise and access to intellectual property



OPEN FORUM HIGHLIGHTS

□ Next Generation of Professionals

- Critical need to effectively train next generation of scientists, engineers, tech transfer professionals, and others to ensure this country remains a viable participant in the global marketplace

- Despite this national need, technology development training in federal agencies remains ad hoc

- FLC can enhance training opportunities, formal and informal
 - ✓ Internal to an agency's workforce training needs
 - ✓ External to help others understand how to work with federal labs



OPEN FORUM HIGHLIGHTS

□ Next Generation of Professionals

- Rockville Economic Development Inc. Montgomery County, MD
“Post-Doc” Seminar cited as example on creative effort to retain highly skilled, young workforce. 1-Day Seminar
 - ✓ Morning sessions on starting own business, other career paths, resume skills
 - ✓ Job fair in afternoon, matching Post-Docs seeking employment and companies looking to hire technical workforce



OPEN FORUM HIGHLIGHTS

□ Next Generation of Professionals

- Education Partnership Agreements also highlighted, linking academia to federal labs
 - ✓ Involve students and faculty in federal lab research
 - ✓ Allow lab personnel to teach classes and become involved in curricula development
 - ✓ Enable labs to loan or donate equipment to schools and universities



FUTURE DIRECTION MID-ATLANTIC REGION FLC



LOBBY TO MOVE PATRIOTS, RED SOX TO MARYLAND

(admittedly I have not yet checked with my
FLC planning team on this goal)



FUTURE DIRECTION

□ SUSTAIN ONGOING EFFORTS

- STRONG ANNUAL CONFERENCE; THIS YEAR RETURNING TO ROCKY GAP MARYLAND SEPT. 15-17
- TRADITIONAL OUTREACH, EXHIBITS AT TECHNOLOGY SHOWCASES, ETC.
- WEB SITE AND ELECTRONIC MEDIA OUTREACH

□ FOSTER REGION NETWORK INITIATIVES

- FOLLOW-ON MEETINGS HAVE TAKEN PLACE IN “WASHINGTON METRO” AND SOUTHERN VIRGINIA NETWORK
- NEW, INITIAL SEMINARS TAKING PLACE IN MARCH
 - EASTERN SHORE MARYLAND MARCH 12
 - WILKES-BARRE, PENNSYLVANIA MARCH 27
- FUTURE TARGETS ENVISIONED FOR WEST VIRGINIA, DELAWARE



FUTURE DIRECTION

- ❑ **GREATER INTERACTION WITH NETWORK COMMUNITIES POINTS TO LINKAGE OF FLC TRAINING, COMMUNICATION, STATE/LOCAL GOVERNMENT COMMITTEES**
 - **EFFECTIVE LINKS BETWEEN INDUSTRY, ACADEMIA, ECONOMIC DEVELOPMENT GROUPS AND FEDERAL LABS INVOLVE ALL THREE AREAS WITHIN FLC**
 - **NEED FOR TRAINING RESOURCES TO HELP TECH TRANSFER PROFESSIONALS UNDERSTAND BUSINESS WORLD/CHALLENGES**
 - **NEED FOR TRAINING RESOURCES AND COMMUNICATION TO HELP COMPANIES, ACADEMIA, OTHER ORGANIZATIONS LEARN HOW TO EFFECTIVELY CONNECT/WORK WITH FEDERAL LABS**
 - **MID-ATLANTIC REGION FLC WILL WORK ON CLOSER TIES WITH ALL THREE COMMITTEES AND MORE INVOLVEMENT WITH THEM TO HELP ADDRESS EFFECTIVE DEVELOPMENT OF REGION NETWORK.**



QUESTIONS?

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