

The strength of a unified industry voice.



General Members Meeting

Tuesday, December 1, 2009

UCF Office of Research & Commercialization

12201 Research Parkway, Orlando, FL

4:00 PM – 7:00 PM

Agenda

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- Welcome New Members!
- Some Words About the FPC
 - Why Join?
 - 2009 Activities & Accomplishments
 - 2010 plans and budget
- Seminar: "*Starting a New Business*" – Dr. Tom O'Neal, Assoc. VP, UCF Office of Research & Commercialization
- Report on *Regional Aerospace Workforce Initiative* (RAWI) – Lisa Rice
- Reception and Networking – *Hosted by UCF Office of Research & Commercialization*
- Adjourn for Dinner

New Members!

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- Since December 2008:
 - Absolute Coating
 - Electro-Optical Imaging, Inc.
 - JENOPTIK Optical Systems, Inc.
 - UCF Technology Incubator
- 24 companies and 36 organizations in total!
- Four 2008 members did not renew



What is the Florida Photonics Cluster – FPC?

- The FPC is a Florida state-wide industry association of photonics and optics businesses, organizations, and institutions
 - Initially formed in 1995 by William C. Schwartz as the Florida Electro-Optics Industry Association (FEOIA)
- The FPC is dedicated to enhancing and serving the industry by bringing together the knowledge, expertise, and service that each company or organization has to offer.

FPC Mission

Support the growth and profitability of the Florida photonics industry through the strength of a unified voice.



Who Can Join FPC?

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- Any company that operates within Florida that is involved in the field of photonics, including:
 - Design, Manufacture, and Sales of Photonics goods
 - Service providers to Photonics companies
- Photonics-related organizations such as universities, professional societies, government organizations.
- Companies and organizations that meet above criteria and support the mission of the FPC, but operate in locations other than Florida



FPC Benefits –

Services and Activities for members

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- Provides opportunities to both small and large businesses to explore and develop mutually beneficial business relationships.
- Provides small businesses and entrepreneurs with access to small business assistance resources.
- Advocates and facilitates workforce development and the advancement and improvement of educational infrastructure.
- Provides access to and represents members before Congress and the State Legislature and Executive Branch.
- Increases the visibility of the Florida Photonics industry and provides access opportunities to members through strategic marketing efforts.



FPC Benefits – Services and Activities for members

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- **Forums** for
 - Exchanging ideas, viewpoints on issues, discussing topics of mutual interest
 - Networking and exploring collaborations (e.g. SBIRs, STTRs)
 - Supporting and driving key legislative initiatives
- **Information and Resources**
 - Newsletter
 - Connections to Florida economic development organizations
 - Published Industry Directory in conjunction with FHTCC and MOEDC with annual survey monitoring the pulse of the industry
 - Access to service provider organizations (e.g., suppliers, marketing, communications, legal services) at preferred rates
- **FPC website**
 - Online Member Directory
 - Employment openings
 - Press Releases
 - Blog



FPC Benefits – Services and Activities for members

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- **Marketing & PR for Florida Photonics**
 - Trade show participation, including cluster grouping discounts
 - Ads in the directory and selected magazines
 - Coordination with other organizations:
 - Florida High Tech Corridor Council (FHTCC)
 - Other US Optics Clusters (AZ, NY, CO)
 - Professional societies: SPIE, OSA, LIA, IEEE/Photonics
 - OIDA
- **Forum for coordination** of joint action for matters of mutual interest:
 - Economic development
 - Education
 - R&D funding
- **OPPORTUNITY TO DRIVE KEY INITIATIVES THROUGH EVERY LEVEL TO BENEFIT MEMBERS!**



2009 Activities & Accomplishments

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- Florida Photonics Industry Research Project
 - Conducted by Guy Hagen. Funded by FHTCC
 - Completed, including directory of companies
- With CREOL, FHTCC, MOEDC and others, organized Florida Cluster exhibits at Photonics West and at Defense, Security, & Sensors (previously at PW07, PW08, DSS07, DSS08). Also planned same for 2010.
- Published 3 newsletters
- Held 2 general members meetings
- Cooperation & outreach to other organizations
 - Supported OP-TEC proposals for Precision Optics Technician curriculum development & extension of their NSF Center funding
 - Helped promote Florida as possible location for a Fraunhofer Institute laser facility
 - Worked with SPIE on a Cluster Reception program at Photonics West
 - Submitted proposal through UCF to NSF that would interconnect FL, AZ, NY clusters, but it was not funded.

2009 Activities & Accomplishments (cont'd)

- Development of Technician Programs
 - Survey to define technician needs
 - Three new programs underway:
 - **Photonics Academy**: Dual degree program at Valencia CC & Wekiva High School. Supported by Orange County Public Schools, Northrop Grumman, FPC, and others
 - **Photonics Technician Certificate**: training program leading to certificate – online courses plus hands-on lab course. Led by UCF Office of Continuing Education, funded by Workforce Central Florida. Supported by CREOL, FPC, OP-TEC, and others.
 - **Photonics Technician Certification**: development of certification process and program. Funded by Workforce Florida through CREOL. Supported by FPC, OP-TEC, and others.
 - Advisory Committee established to provide guidance to all three programs.

2010 Plans

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- **Provide Webinars, Live Meetings, Seminars and Networking Sessions focused on timely topics of interest**
 - 2 webinars
 - 2 General Member Meetings
- **Support Optics/Photonics Technician programs**
 - Work with companies, community colleges, and UCF on
 - AS programs in place at VCC & IRSC
 - Photonics Academy (Wekiva HS & VCC)
 - Photonics Tech Certificate (UCF)
 - Photonics Tech Certification (FPC)
 - OP-TEC programs

2010 Plans (cont'd)

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- **Communicate and build relationships with members and other organizations**
 - E-Newsletter (3 issues)
 - FPC website & Blog
 - Other clusters (NY, AZ, CO, CT, Europe)
 - Florida business incubators
- **Market Florida and the FPC**
 - Build FPC membership and value to members
 - Florida Photonics directory
 - Support Florida cluster exhibits at Photonics West and at Defense, Security, & Sensors in 2010
 - Promote the FPC as a vehicle/source of SBIR/STTR partners
- **2010 Budget summary**
 - Income: \$8,350 (all from dues)
 - Expenses: \$8,390 (mostly admin expenses)

Open Discussion and Q&A

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- Suggestions for improving the FPC 'Value Proposition'
- AOB
- Q&A

Contacts

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