

**Florida  
Photonics  
Cluster**



# **General Members Meeting**

**Tuesday July 21, 2009**

**Northrop Grumman Laser Systems**

**2787 S. Orange Blossom Trail, Apopka, FL**

**4:00 PM – 7:00 PM**

# Agenda

- Welcome New Members!
- Some Words About the FPC
  - Why Join?
  - Current Activities
  - Open Discussion – Improving the FPC Value Proposition
- Northrop Grumman Laser Systems – Ron Clayton
- Photonics Technician programs – Jim Lipscomb, Jim Pearson
- Tour of NGC/LS facilities
- Reception and Networking – *Hosted by Northrop Grumman Laser Systems*
- Adjourn for Dinner

# Welcome New Members!

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- Since May 2008, 8 new members:
  - Absolute Coatings
  - Coastal Optical Systems (JENOPTIC)
  - DILAS Diode Laser
  - Electro-Optical Imaging
  - Global Systems International
  - Naked Optics Corp
  - Optics Professionals, LLC
  - UCF Technology Incubator
- 24 companies and 36 organizations in total!

# 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?

The strength of a unified industry voice.

- 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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The strength of a unified industry voice.

- 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

The strength of a unified industry voice.

- **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

The strength of a unified industry voice.

- **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!**

# Current Activities

- Webinars, Live Meetings, Seminars and Networking Sessions focused on timely topics of interest
- Optics/Photonics Technician programs
  - Surveys to define technician needs
  - Working with companies, community colleges, and UCF to meet the needs
    - AS programs in place at VCC & IRSC
    - Photonics Academy – new
    - Photonics Tech Certificate – new
    - Photonics Tech Certification process – new
- Florida cluster exhibits at Photonics West and at Defense, Security, & Sensors in 2009 and planned for 2010 (previously at PW07, PW08, DSS07, DSS08)
- E-Newsletter and Blog

# Open Discussion and Q&A

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

# Contacts

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