



**Florida High Tech Corridor Council
Annual Report 2017**

THE FLORIDA HIGH TECH
CORRIDOR

The Corridor Council: Volunteer Leadership

The Corridor Council is 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). University presidents co-chair the Council, accompanied by presidents of two state colleges and representatives of high tech industry.

Co-Chairs:

Dr. Thad Seymour, Jr., Interim President, University of Central Florida

Dr. Judy Genshaft, President, University of South Florida

Dr. W. Kent Fuchs, President, University of Florida

Appointed Members:

Dr. Randy Avent, President, Florida Polytechnic University

Dr. Timothy Beard, President, Pasco-Hernando State College

Thomas Campbell, Director of Innovation, Space and Intelligence Systems, Harris Corporation

Carol Craig, Founder & CEO, Craig Technologies

Kevin Darrenkamp, Vice President & General Counsel, Lockheed Martin Missiles & Fire Control

Raymond “Duke” Duquette, President & General Manager, CAE USA Military Simulation & Training

Scott Faris, Chief Business Officer, Luminar Technologies

George Gordon, President and CEO, LumaStream

Paul Grimes, Vice President & Division Manager, Leidos Engineering

Sara Hale, Co-Founder & Managing Partner, CoastalCloud

Geary Havran, President, NDH Medical Inc.

Captain Tim Hill, USN Commanding Officer (Advisory Member), Naval Air Warfare Center Training Systems Division (NAWCTSD)

Daryl Holt, Vice President/Head of Operations, EA SPORTS

James Jardon, President and CEO, JHT Inc.

Timothy Main, Chairman of the Board of Directors, Jabil Circuit Inc.

Dr. Dwayne McCay, President, Florida Institute of Technology

H. Lee Moffitt, Former Speaker, Florida House of Representatives, H. Lee Moffitt Cancer Center & Research Institute

Dr. James Richey, President, Eastern Florida State College

David Robinson, Founder and CEO, DSM Technology Consultants

Sue Washer, CEO, Applied Genetic Technologies Corp.

Members Emeritus:

Randolph Berridge, Founding President, Florida High Tech Corridor Council Inc.

Dr. John Hitt, President (Retired), University of Central Florida

George Mezo, Senior Director (Retired), Oracle Corporation

Richard Nunis, Chairman Emeritus, Walt Disney Attractions

Dr. Peter Panousis, Emeritus Dean, University of Central Florida College of Sciences

Joanie Schirm, President (Retired), Geotechnical and Environmental Consultants Inc.

Beverly Seay, Trustee, University of Central Florida

General Stephen Seay, U.S. Army (Ret.), Director of Leadership and Career Development Strategies, University of Central Florida Athletics

Owen Wentworth, Workforce Committee Director, Florida High Tech Corridor Council Inc.

The Corridor Council is assisted by volunteers across the region who graciously donate their time to further our mission. In 2017–2018, we received help from nearly 1,000 volunteers who contributed more than 4,800 hours. THANK YOU!

The Corridor’s mission is to attract, retain and grow high tech industry and innovation through partnerships that support research, marketing, workforce and entrepreneurship.



INTRODUCTION

It has been another eventful year for The Corridor Council driven by the success of our three universities – University of Central Florida (UCF), University of South Florida (USF) and University of Florida (UF) – and their industry and community partners.

From reaching a record number of students through stemCONNECT to facilitating breakthrough research with the Matching Grants Research program to engaging hundreds of new entrepreneurs in the community fostered by FLVEC, this year has given us many reasons to celebrate. As you will read in the following pages of our 2017–2018 report, these wins have also moved the needle on metrics such as startup activity and research funding – key indicators of a thriving high tech hub.

Several initiatives are already underway to advance this success through 2018–2019 and beyond. I cannot wait to keep you informed as we progress in further developing a high-wage, high-value economy that leads the nation and world in technology invention and innovation.

Ed Schons

President | Florida High Tech Corridor Council





RESEARCH

ACCELERATING INNOVATION

Our Matching Grants Research Program (MGRP) fosters applied research partnerships between technology companies and research experts from our three universities to innovate and find solutions that advance economic development. Since inception of the MGRP in 1996, Corridor Council investments have been matched by corporate cash and in-kind donations to generate more than \$1 billion in quantifiable downstream impacts.

WORKFORCE

CULTIVATING HIGH TECH TALENT

With an average of 600 technology establishments opening their doors in The Corridor annually since 2013, the need for experienced talent with advanced skills has never been greater. Bridging the gap between academia and high tech industry, our work complements the efforts of UCF, USF and UF to fortify the region's talent pipeline.

STEMCONNECT:

Our stemCONNECT team experienced a blockbuster year, using video conferencing tools to connect over 5,520 middle school and high school students with STEM subject-matter experts who showcased diverse career opportunities and helped students realize new possibilities for their future.

Much of the program's success was powered by a partnership with Junior Achievement (JA) of Central Florida, which in 2017 incorporated stemCONNECT as a key component of its "Finance Park Virtual" course used by teachers in 137 high school classrooms across Orange, Osceola and Seminole counties. With the addition of stemCONNECT virtual sessions, 12th grade students preparing for the next step in their education were exposed not only to financial literacy, but also to potential career paths in aerospace, game design, computer engineering and more. We are excited for the opportunity to replicate this model with other JA chapters across the region and inspire more students to pursue high tech careers in their home state.

Additionally, efforts to enhance STEM learning continued in our annual workshop for nearly 80 teachers from 10 counties across the region. Hosted during Interservice/Industry Training, Simulation and Education Conference (I/ITSEC) 2017 – the world's largest modeling,

2017-2018

MGRP HIGHLIGHTS:

- ✓ 57 MGRP projects
- ! 43 high tech companies partnering with research teams including nearly 180 students and 70 faculty members
- \$ \$3.2 million investment in cash by The Corridor
- \$ \$8.2 million investment in cash, in-kind services and equipment by industry partners

simulation and training (MS&T) conference – the workshop featured speakers from the National Center for Simulation and UCF Institute for Simulation and Training who shared how formal STEM education can be applied to MS&T careers. It also featured a demonstration of stemCONNECT, in which teachers experienced a virtual tour of the research laboratory at Moffitt Cancer Center from their conference room in Orlando.

Teachers and industry partners are invited to learn more and register to participate in stemCONNECT at www.flstemconnect.com.

“I can sum up why I use stemCONNECT with one word: relevance! When students come into the room and ask, ‘Why do we need to know this?’ or, ‘When will we ever use this?’ as teachers, we shudder. Having your curriculum tied to real people in real careers that use what students are learning not only answers the question, it makes them ask more. We have worked with architects, physicists, manufacturers and experts on astronomy – to name a few.”

Rebecca Allen
Engineering & Robotics Instructor
Palm Bay Magnet High School

THE CORRIDOR TALENT FORUM 2018:

Anticipating the influx of thousands of graduates entering the nation’s job market last spring, we brought together university

and state college career center directors with technology industry professionals to foster relationships for the ongoing exchange of job leads and talent referrals at The Corridor Talent Forum in March 2018. Previously “Career Expo,” this event debuted a new name and during its fifth year of removing geographical and financial barriers to recruitment of the nation’s best and brightest STEM graduates for companies hiring in the 23-county Corridor region.

More than 50 hiring organizations were represented, including accesso, Embraer, OneWeb Satellites, the U.S. Army and U.S. Navy, as well as several Fortune 500 companies: Electronic Arts, General Dynamics, Northrop Grumman and Duke Energy. Recruiters were joined by representatives from more than 50 universities and state colleges including UCF, USF, UF and others from atop U.S. News & World Report’s “2018 Best National Colleges” list.

To learn more about participating in a future Talent Forum, visit www.corridortalentforum.com.

“As the premier technology solutions provider to entertainment and hospitality markets, and as a company that is growing its presence in the heart of that market in Central Florida, the staffing needs at Accesso are unique. The Corridor Talent Forum not only helps the region expand its talent pool, but also is an opportunity for companies like ours to build strong

recruiting connections and strategies with top universities around the country.”

Trinh Force
Recruiting Manager, accesso

“Our students are always telling us they want a diverse range of opportunities and the Florida market offers that diversity.”

Melanie Parker
Executive Director for Global Education & Career Development, MIT

ADDITIONAL SUPPORT:

The Corridor Council provided financial support for our partner’s workforce development programs, including CareerSource Florida workshops and training initiatives, Florida FIRST Robotics Education, Florida State Science and Engineering Fair, School District of Osceola County’s SEMI High Tech U Program and Valencia College STEM Education Camp.



ENTREPRENEURSHIP: SUPPORTING STARTUP ACTIVITY

Florida continued its reign as a top location for startups, illustrated by a No. 3 ranking on the Kauffman Index of top states for startup activity published May 2018. Realizing the potential for startups to diversify and stimulate our economy, The Corridor Council continued supporting several initiatives to concentrate entrepreneurship and innovation in our 23-counties.

FLVEC:

The Florida Virtual Entrepreneurship Center (FLVEC) has positioned itself as the preeminent business resource and entrepreneur directory in Florida. A master calendar of business and entrepreneurial events and a sortable database of over 900 business resource agencies at www.flvec.com are now complemented by the stories of more than 700 entrepreneurs from 36 counties – the most popular element of the program. Featured entrepreneurs represent businesses ranging from in size from one to 5,000 or more employees and numerous industries, from manufacturing to engineering to professional services. During interviews with these entrepreneurs and on monthly conference calls, FLVEC gathered invaluable information for aspiring business owners which it plans to share on the website, blog, social media and more.

As demand for FLVEC resources grows among entrepreneurs, sponsorship will become integral to scale and enhance the program's offerings in 2018-2019 and beyond. Organizations interested in sending the message that their city or county is "open for businesses" and invested in the success of entrepreneurs should visit www.flvec.com/sponsoroptions.

GROWFL:

An Economic Gardening® approach for growing second-stage companies, GrowFL provides resources, mentoring, support and more to help business owners overcome obstacles to growth and achieve further success. Its signature "Florida Companies to Watch" awards spotlighted 50 outstanding

second-stage companies – including several from The Corridor – raising their profile among investors and business leaders. GrowFL also hosted several CEO Roundtables in Tampa, Sarasota, Melbourne and Orlando, which provided a confidential environment for discussing sensitive issues, generating new ideas and sparking accountability and strong bonds among GrowFL members. In December 2017, an analysis of GrowFL by Florida TaxWatch predicted it would create 43,794 private sector jobs with an average salary of \$97,815, produce \$4.61 billion in additional personal income and generate an estimated \$4.72 billion in GDP over the next 10 years. Learn more at www.growfl.com.

UNIVERSITY-BASED INCUBATORS:

Business incubators run by The Corridor's three research universities have experienced enormous growth and client success, garnering recognition at home and abroad. For every public dollar invested in university incubators – including funds invested by The Corridor Council – return on investment is six-to-one.

Highlights from the last year include the start in December 2017 of a five-year collaboration between the USF Tampa Bay Technology Incubator and the entrepreneurial-support organization TiE Tampa Bay, which will provide entrepreneurs with greater access to angel investment groups, funding forums and mentoring opportunities. As well, UF renamed its technology commercialization enterprise in February 2018 to "UF Innovate" to reflect its mission of moving discoveries from the laboratory to the market through four entities, including two business incubators: The Hub and Sid Martin Biotech. More recently, UCF opened its 10,000-square-foot Life Sciences Incubator at the GuideWell Innovation Center in Lake Nona in May 2018, becoming the first incubator with wet-lab space in Orlando.

Corridor University Incubators:

UCF Business Incubation Program

USF CONNECT Tampa Bay Technology Incubator Innovation Hub at UF

UF Sid Martin Biotechnology Institute

PARTNERSHIP: DEVELOPING TOMORROW'S ECONOMY

The result of a partnership between three universities, 25 regional and county economic development organizations, and 14 state and community colleges, we know better than most the truth behind the popular phrase, "It takes a village." The Corridor Council proudly supports many of our partners and affiliated programs with the resources vital to continue their invaluable work in economic development.

The Corridor Council committed more than \$230,000 to partner organizations, matching their contributions to stimulate high tech activity in the region through more than 30 programs. Beneficiaries included

National Center for Simulation, Florida Venture Forum's Early Stage Venture Capital Conference, Florida Inventors Hall of Fame and Florida Angel NEXUS.

By funding the Dan Webster Young Innovator Scholarship Award of up to \$5,000 for coursework and fees related to pursuit of the Certified Economic Developer (CEcD) credential, we continued supporting professionals whose daily commitment is to ensure prosperity of our region through excellence in economic development. Congratulations to the most recent recipient of the Dan Webster Young Innovator Scholarship, Javier Marin, director of business development and global trade for Central Florida Development Council!

MARKETING: RAISING OUR PROFILE

Our marketing programs were strategically designed to position The Corridor Council among Florida's most valued assets and improve awareness of The Corridor region as a nationally recognized hub for high tech industry and innovation.

Successes from the last year include publishing new articles in the digital version of our magazine, florida.HIGH.TECH 2017, and producing articles for the latest edition, florida.HIGH.TECH 2018, to promote the region's people and organizations who are driving high tech industry growth. The 2018 magazine included profiles on our newest "Faces of Technology," which were leveraged to reach more than 36 million readers by securing coverage in media outlets from their hometowns and alma maters. Media placements throughout the year also highlighted news about appointments to The Corridor Council, stemCONNECT's program at I/ITSEC 2017, The Corridor Talent Forum 2018 and a report

that showcased the impressive number of U.S. patents secured by UCF, USF and UF.

Additionally, our efforts to share top stories about industry news, events and research activity in The Corridor reached nearly 17,000 people through email marketing and social media, and potentially thousands more through participation at major trade shows such as Photonics West and SEMICON West.

We also made plans to strengthen The Corridor Council's marketing programs moving forward by combining our website and magazine. In developing a robust multimedia library with regularly updated content and resources, we aim to better support our partners in economic development who work daily to educate business, government and community leaders about The Corridor region. Explore these updates at www.floridahightech.com.





HIGH TECH INDUSTRY: SECTOR STATISTICS

In 2018, The Corridor supported an estimated 22,935 technology establishments and 265,304 technology jobs, with an average salary of \$89,945.

LARGEST SECTORS:

Financial Services, Information Technology, Other (Engineering, Telecommunications)

HIGHEST-PAYING SECTORS:

Photonics, Aerospace, Information Technology

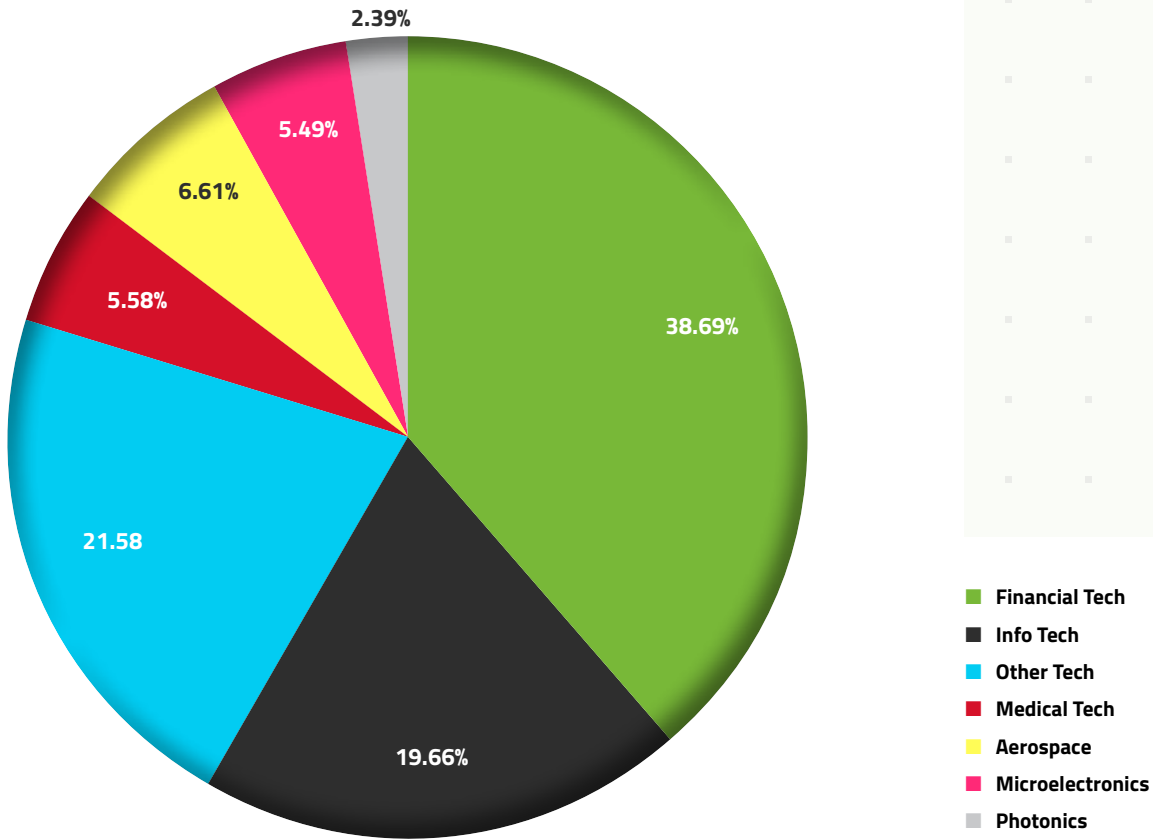
RESEARCH

The technology industry clusters are based upon a modification of standard, published definitions from TechAmerica (formerly AeA) using specified NAICS (North American Industrial Classification System) industries. For each technology industry cluster, data retrieved from the Quarterly Census of Employment Wages (QCEW) is aggregated for each of the NAICS industries identified via TechAmerica. The statistics are based upon QCEW employer data from the Florida Department of Economic Opportunity, aggregated at the county-by-county level for the 23-county Florida High Tech Corridor region. The data used in this study is the most recent data available from the first quarter of 2018.

OVERVIEW

In 2018, the Corridor supported an estimated 22,935 technology establishments and 265,304 technology jobs, with an average salary of \$89,945. Financial services remains as the largest sector with an estimated 102,639 jobs. The highest paying technology sectors are Photonics and Aerospace, both of which pay more than \$97,500 per year in average salaries. The Microelectronics sector has the largest individual employers, averaging over 51 employees per establishment.

FLORIDA HIGH TECH CORRIDOR EMPLOYMENT BY SECTOR

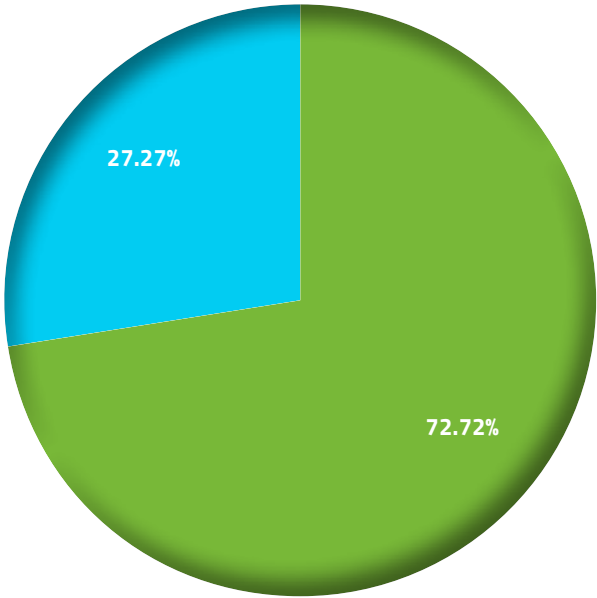


SECTOR	ESTABLISHMENTS	EMPLOYMENT	PAYROLL	EMPS/CO	PAYROLL/EMP	% EMP
Financial Tech	10,584	102,639	\$9,614,900,372	9.70	\$93,677	38.69%
Info Tech	6,208	52,160	\$4,927,849,208	8.40	\$94,476	19.66%
Other Tech	4,561	57,265	\$4,566,312,664	12.56	\$79,740	21.58%
Medical Tech	742	14,806	\$1,132,118,336	19.95	\$76,463	5.58%
Aerospace	362	17,543	\$1,718,249,056	48.46	\$97,945	6.61%
Microelectronics	284	14,570	\$1,270,601,864	51.30	\$87,207	5.49%
Photonics	194	6,321	\$632,635,348	32.58	\$100,085	2.39%
Total	22,935	265,304	\$23,862,666,848	11.57	\$89,945	100.00%

FLORIDA HIGH TECH CORRIDOR: EMPLOYMENT



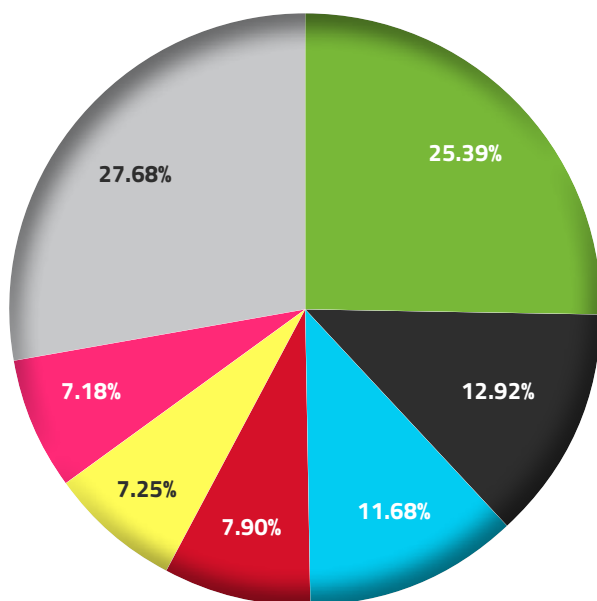
AEROSPACE SECTOR



AEROSPACE SECTOR BREAKDOWN

AEROSPACE SECTORS	EMPLOYMENT	EMPLOYMENT %
Navigation al Measuring Electromedical Control Instruments Manufacturing	12,757	72.72%
Aerospace Product Parts Manufacturing	4,786	27.28%
Total	17,543	100.00%

FINANCIAL TECH SECTOR

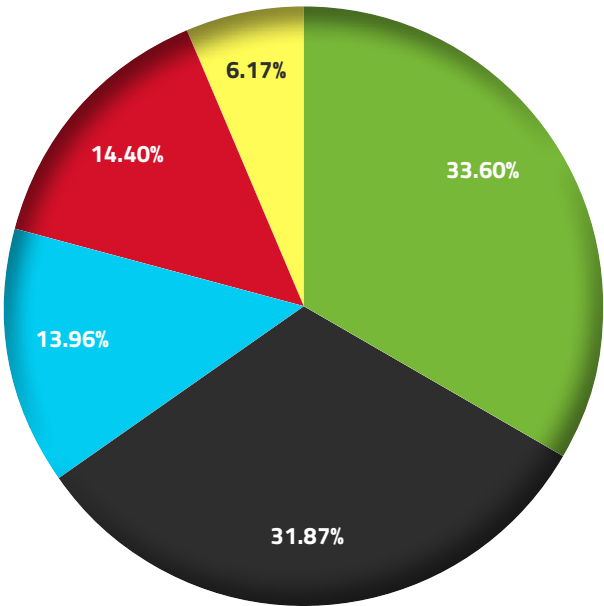


FINANCIAL SERVICES SECTOR BREAKDOWN

FINANCIAL TECH SECTORS	EMPLOYMENT	EMPLOYMENT %
Insurance Agencies and Brokerages	26,062	25.39%
Direct Insurance (except Life, Health, and Medical) Carriers	13,256	12.92%
Other Nondepository Credit Intermediation	11,989	11.68%
Financial Transactions Processing, Reserve, and Clearinghouses	8,105	7.90%
Securities Brokerage	7,442	7.25%
Direct Life, Health, and Medical Insurance Carriers	7,372	7.18%
All Other Financial Technology Sectors	28,413	27.68%
Total	102,639	100.00%

FLORIDA HIGH TECH CORRIDOR: EMPLOYMENT CONT.

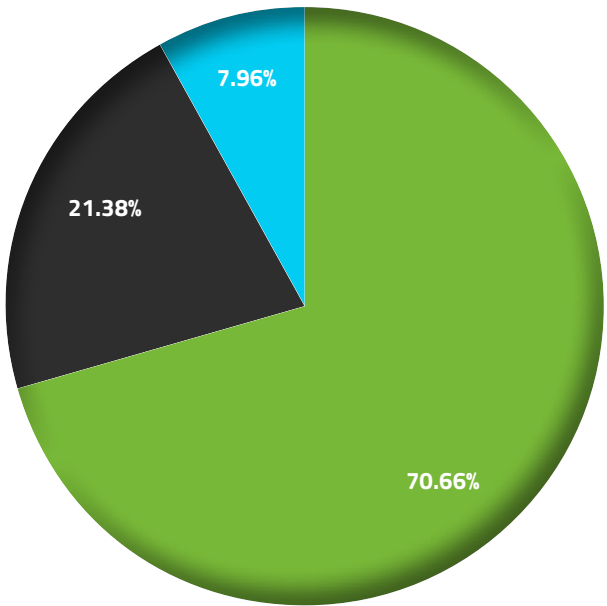
INFORMATION TECHNOLOGY SECTOR



INFORMATION TECHNOLOGY SECTOR BREAKDOWN

INFO TECH SECTORS	EMPLOYMENT	EMPLOYMENT %
Computer Systems Design Services	17,532	33.60%
Custom Computer Programming Services	16,622	31.87%
Data Processing, Hosting, and Related Services	7,279	13.96%
Software Publishers	7,509	14.40%
All Other Computer Related Services	3,218	6.17%
Total	52,160	100.00%

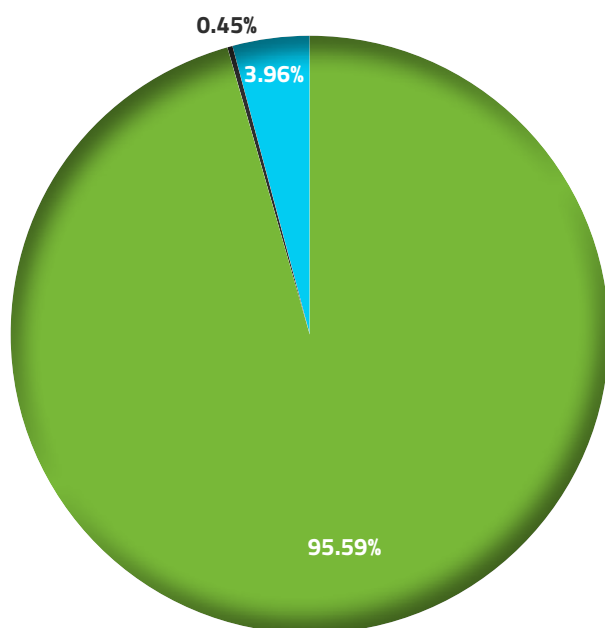
MEDICAL TECHNOLOGY SECTOR



MEDICAL TECHNOLOGY SECTOR BREAKDOWN

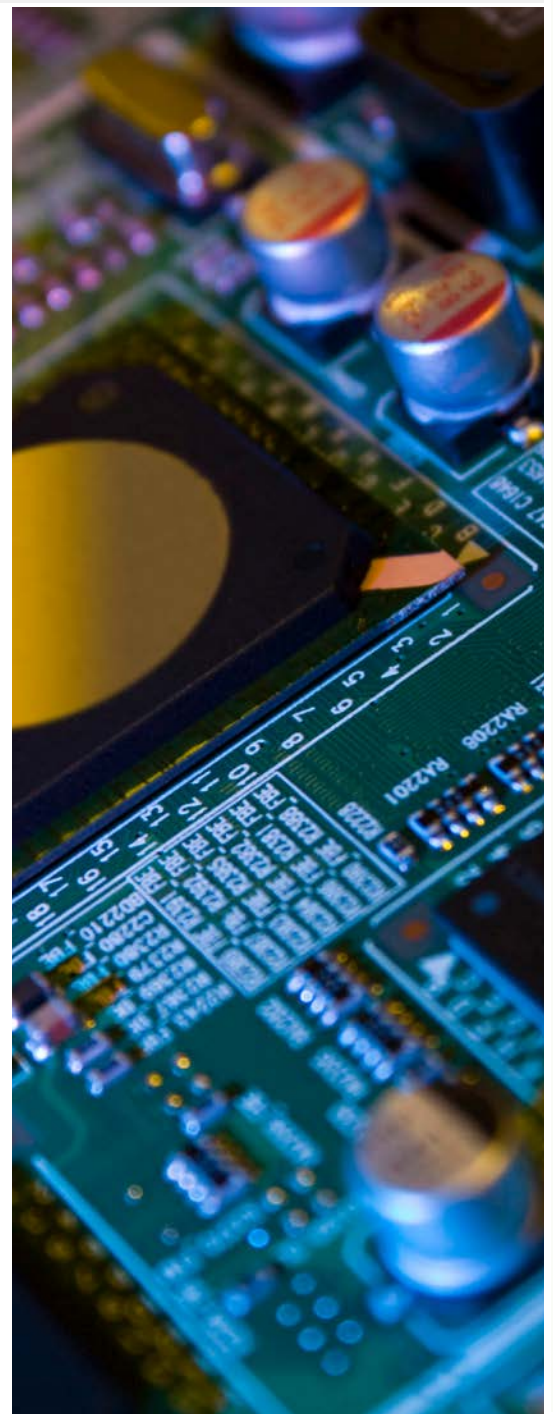
MEDICAL TECH SECTORS	EMPLOYMENT	EMPLOYMENT %
Medical Equipment and Supplies Manufacturing	10,462	70.66%
Pharmaceutical and Medicine Manufacturing	3,165	21.38%
All Other Medical Tech Sectors	1,179	7.96%
Total	14,806	100.00%

MICROELECTRONICS SECTOR



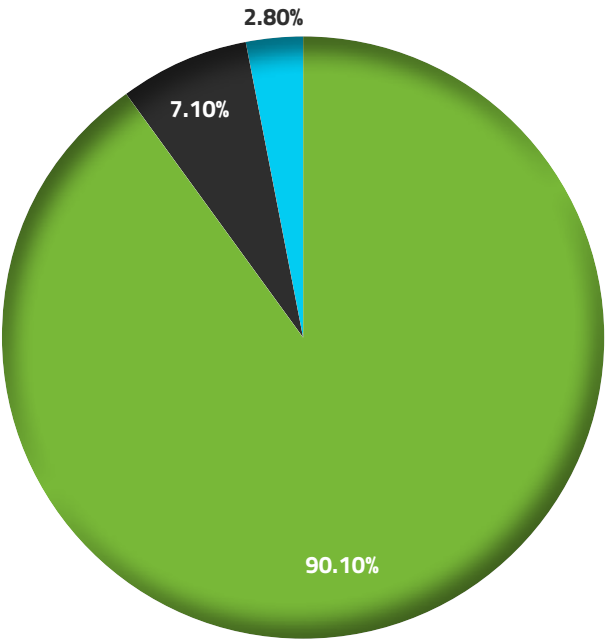
MICROELECTRONICS SECTOR BREAKDOWN

MICROELECTRONICS SECTORS	EMPLOYMENT	EMPLOYMENT %
Semiconductor and Other Electronic Component Manufacturing	13,927	95.59%
Computer and Peripheral Equipment Manufacturing	66	0.45%
All Other Microelectronics Sectors	577	3.96%
Total	14,570	100.00%



FLORIDA HIGH TECH CORRIDOR: EMPLOYMENT CONT.

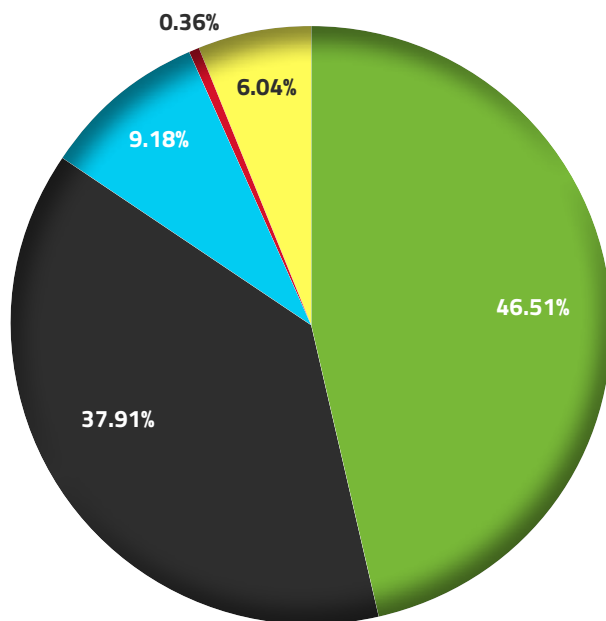
PHOTONICS SECTOR



AEROSPACE SECTOR BREAKDOWN

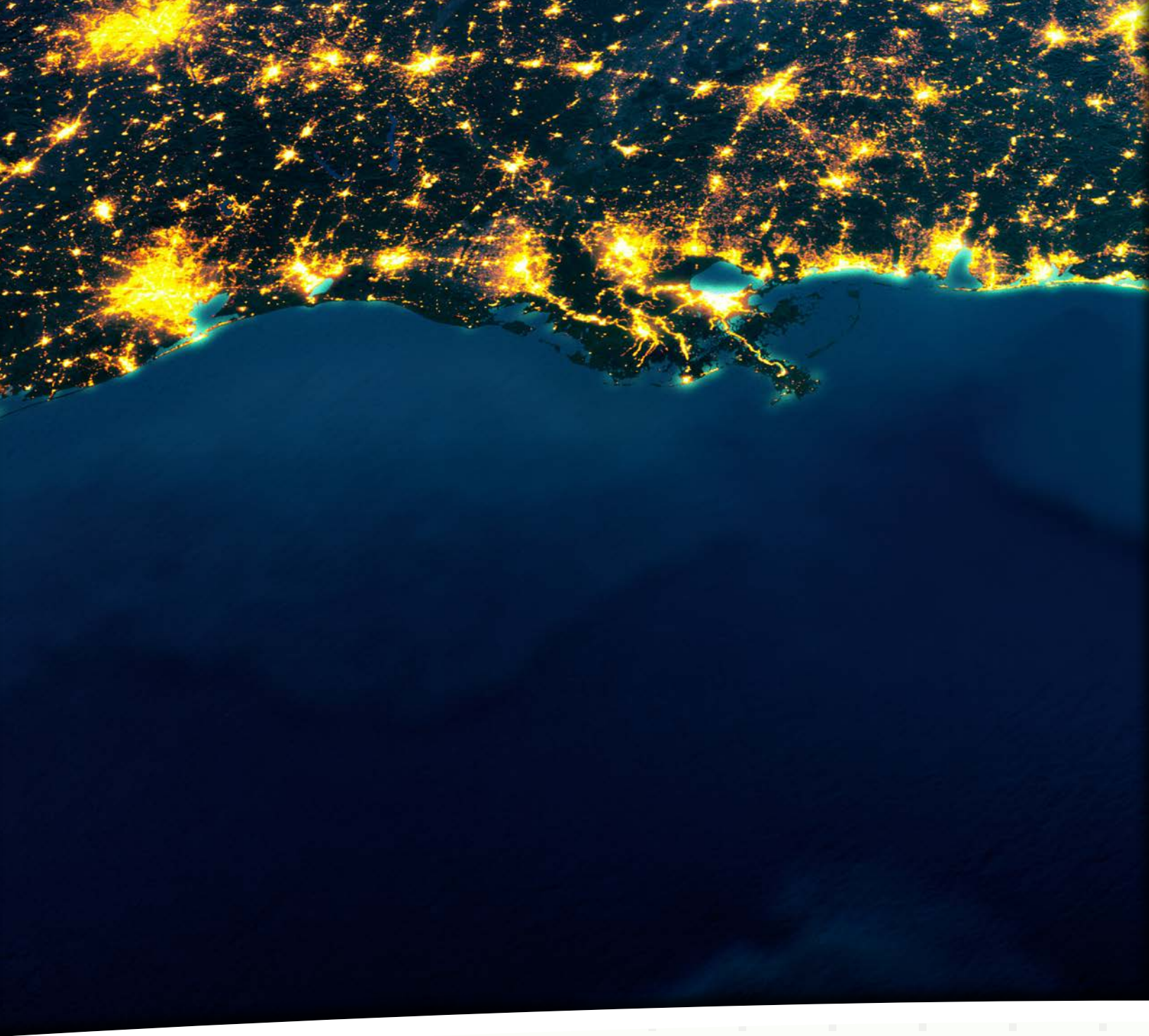
PHOTOTONICS SECTORS	EMPLOYMENT	EMPLOYMENT %
Commercial and Service Industry Machinery Manufacturing	5,695	90.10%
Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables	449	7.10%
All Other Photonics Sectors	177	2.80%
Total	6,321	100.00%

OTHER TECHNOLOGY SECTORS



OTHER TECHNOLOGY SECTOR BREAKDOWN

OTHER TECH SECTORS	EMPLOYMENT	EMPLOYMENT %
Engineering Services	26,637	46.51%
Wired Telecommunications Carriers	21,708	37.91%
Other Scientific and Technical Consulting Services	5,255	9.18%
Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing	207	0.36%
All Other Tech Sectors	3,458	6.04%
Total	57,265	100.00%



floridahightech.com