Welcome Tech Hub Partners

UNIVERSITY of SOUTH FLORIDA

Dr. Sylvia Thomas

Vice President of Research & Innovation, USF

Today's Agenda

Welcome
Dr. Sylvia Thomas, Vice President of Research & Innovation, USF,
Dr. Prasant Mohapatra, Provost, Executive Vice President for Academic Affairs, USF

Overview
Dr. Sylvia Thomas, Vice President of Research & Innovation, USF

Tech Hub Stats, Trends & Key Takeaways
Elizabeth Nelson, Shannon Pastizzo, USF

Select Best Practices in Successy5(204 6.B1T)envs

Dr. Prasant Mohapatra

Tech Hub Consortium Members

Institutions of Higher Education

- University of South Florida
- Bethune-Cookman University
- Cyber Florida
- Florida Agricultural and Mechanical University
- Florida International University - Global Forensic and Justice Center
- Florida Memorial University
- Hillsborough Community College
- Pasco-Hernando State College
- St. Petersburg College

State, Territorial, Local, or Tribal Governments

- Hillsborough County
- Pasco County
- Pinellas County

Industry or Firms in Relevant Sectors

- Abacode
- Accenture
- A-Lign
- DEFENSEWERX, dba SOFWERX
- KnowBe4

- Mosse Cyber Security Institute
- OPSWAT
- Rapid 7
- Reliaquest

Economic Development Organizations

- Florida High Tech Corridor
- Florida-Israel Business Accelerator
- Pasco Economic Development Council
- Soaring City
- City of St. Petersburg Economic and Workforce Development Department
- St. Petersburg Economic Development Corporation
- St. Petersburg Innovation District
- Tampa Bay Partnership
- Tampa Bay Regional Planning Council
- Tampa Bay Economic Development Council

Labor Organizations or Workforce Training Organizations

- CareerSource Tampa Bay

Tech Hub Priorities

Address the needs of the regional workforce

Confront barriers to commercialization for new technologies

Engage underserved populations and veterans in the cyber talent pipeline

Strengthen and forge new partnerships across the region

Tech Hub Stats, Trends & Key Takeaways

Elizabeth Nelson

Program Director,
Florida High Tech Corridor

Shannon Pastizzo

Program Director,
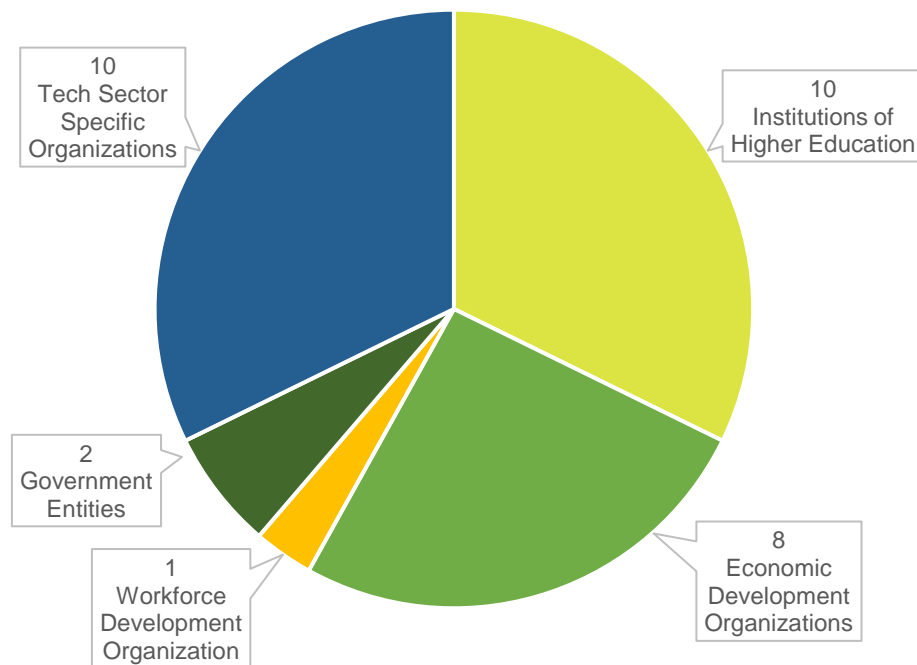*USF CONNECT*

Tech Hub Applicants & Awardees

- Out of nearly 400 applicants, 49 unique consortia awarded
  - 11 Designated Hubs also received Strategy

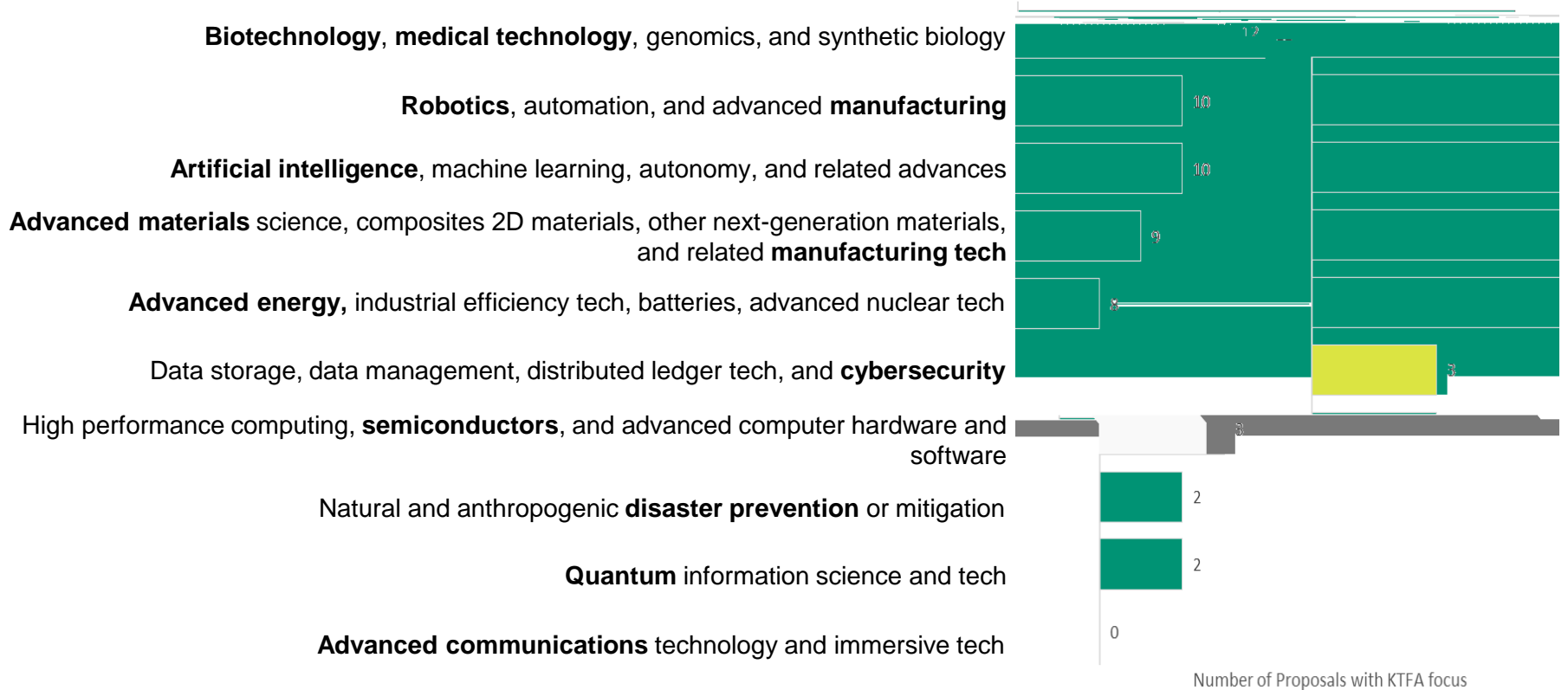| Regional Office	Designation (31 Total)	Strat. Dev. Grant (29 Total)
Atlanta	3	4
Austin	3	3
Chicago	6	4
Denver	4	4
Philadelphia	10	8
Seattle	5	6

Lead Entity of Designated Tech Hubs

- **No clear preference in designees**, lead entity that best suited the region

- **Key Takeaway:** Successful proposals built on exisiting working relationships and past funding success
  - 35% had success in the Build Back Better Regional Challenge (Finalist or Awardee)
  - 32% had success in NSF Regional Engines (Type 1 or Type 2)

Lead Applicant Entity Type

10 Tech Sector Specific Organizations

10 Institutions of Higher Education

2 Government Entities

1 Workforce Development Organization

8 Economic Development Organizations

Tech Hub Portfolio by Key Technology Focus Area (KTFA)

Biotechnology, **medical technology**, genomics, and synthetic biology

Robotics, automation, and advanced **manufacturing**

Artificial intelligence, machine learning, autonomy, and related advances

Advanced materials science, composites 2D materials, other next-generation materials, and related **manufacturing tech**

Advanced energy, industrial efficiency tech, batteries, advanced nuclear tech

Data storage, data management, distributed ledger tech, and **cybersecurity**

High performance computing, **semiconductors**, and advanced computer hardware and software

Natural and anthropogenic **disaster prevention** or mitigation

Quantum information science and tech

Advanced communications technology and immersive tech

	Value
Biotechnology	12
Robotics	10
Artificial intelligence	10
Advanced materials	9
Advanced energy	8
Data storage / cybersecurity	3
High performance computing	3
Disaster prevention	2
Quantum	2
Advanced communications	0

Number of Proposals with KTFA focus

Features of Successful Proposals

Narrowly defined tech area, drove specifics throughout the proposal
- Clearly-defined market opportunity, competitive advantage, and strategy to capture the market
- Specific strategy to commercialize and manufacture products related to the chosen technology area
- Identified specific, novel, and/or proven lab-to-market strategies

Holistic private sector engagment in all areas
- Identify and access capital
- Comprehensive understanding of current labor force, gaps, and evolution as the Hub grows
- Employer driven workforce programs, with a focus on inclusion and equity
- Represent the tech's full supply chain

Regional coordination
- Past relevant collaboration, with tangible outcomes (i.e. federal funding)
- Evidence of meaningful coordination across the entire region

Case Studies from Successful Proposals

South Florida Climate Resilience Tech Hub
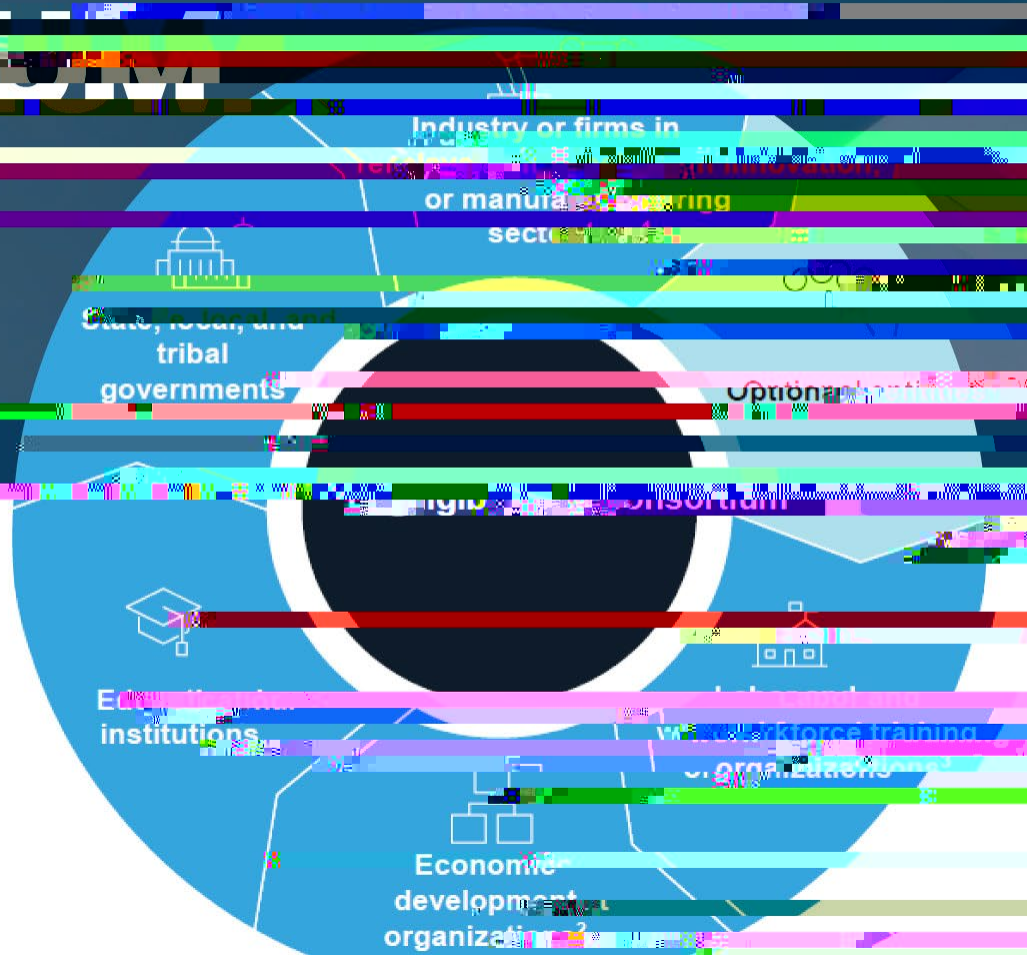
LEAD ORGANIZATION

EDA requires the lead organization to establish a relationship with a Regional Innovation Officer (RIO) who will:

| Lead overall regional innovation agenda | Provide cross-institutional leadership across regional innovation ecosystems | Unlock ideas, processes, and programs within individual firms and research institutions that are driving innovation in the region | Foster collaboration by convening investors, entrepreneurs, and workers | Ensure clear and effective leadership across the ecosystem |

LESSONS LEARNED

- Feedback was from Phase 1 Tech Hub Recipients

- served as lead

- Quality of consortium members versus quantity

- Ongoing operation

LESSONS LEARNED

- Thought leadership for consumers

- Increase equitable economic growth for underserved communities

- Use of elected officials

- Complementary federal funding

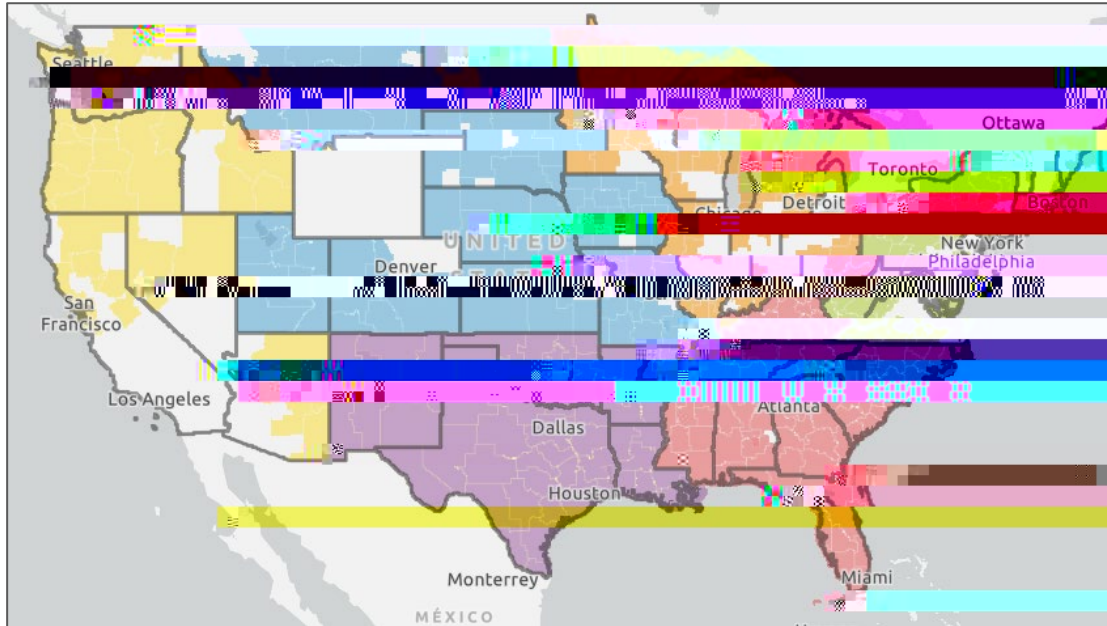# Overview of the 2024 Tampa Bay Comprehensive Economic Development Strategy (CEDS)

Harry Walsh, Senior Economic Development Planner

Tampa Bay Regional Planning Council (TBRPC)

- Who is the Tampa Bay Regional Planning Council?

- What is the CEDS?

- Why does it matter?

- How does it relate to you and your organization?

- Regionally-based designations by the EDA

- Purpose: Serve as conduits for Federal funding opportunities

Source: National Association of Development Organizations EDDMap Tool 2023
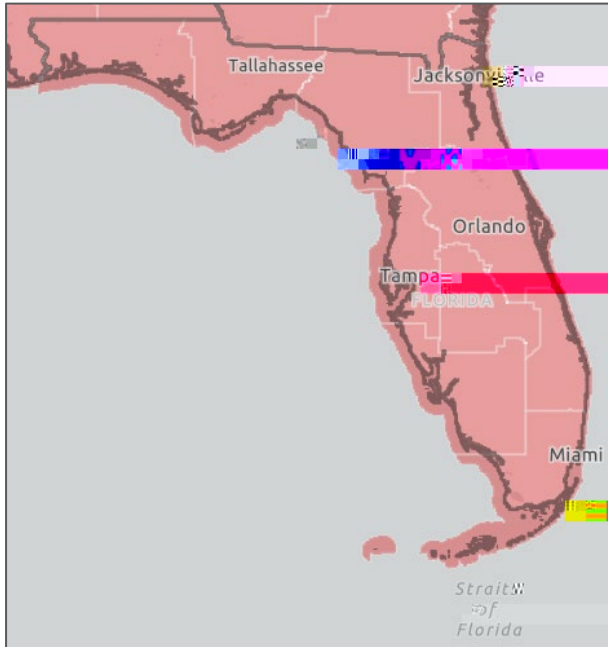
- TBRPC has served as the Tampa Bay Region's EDD since the program began in 2003

- One of ten such organizations in Florida (all RPCs)

Source: National Association of Development Organizations EDDMap Tool 2023

EDA's Golden Rule

To apply for EDA funding opportunities,
you need an EDD.

To have an EDD your region needs a CEDS.

*"Regions must update their CEDS at least every five years to qualify for EDA assistance under its Public Works and Economic Adjustment Assistance programs. In addition, a **CEDS is a prerequisite for designation by EDA as an** Economic Development District (EDD)." – EDA.gov's CEDS guidance*

Major Updates to format every 5 years:
- For Tampa Bay EDD that is on the 2's and 7's -> Last update was 2022, next is 2027
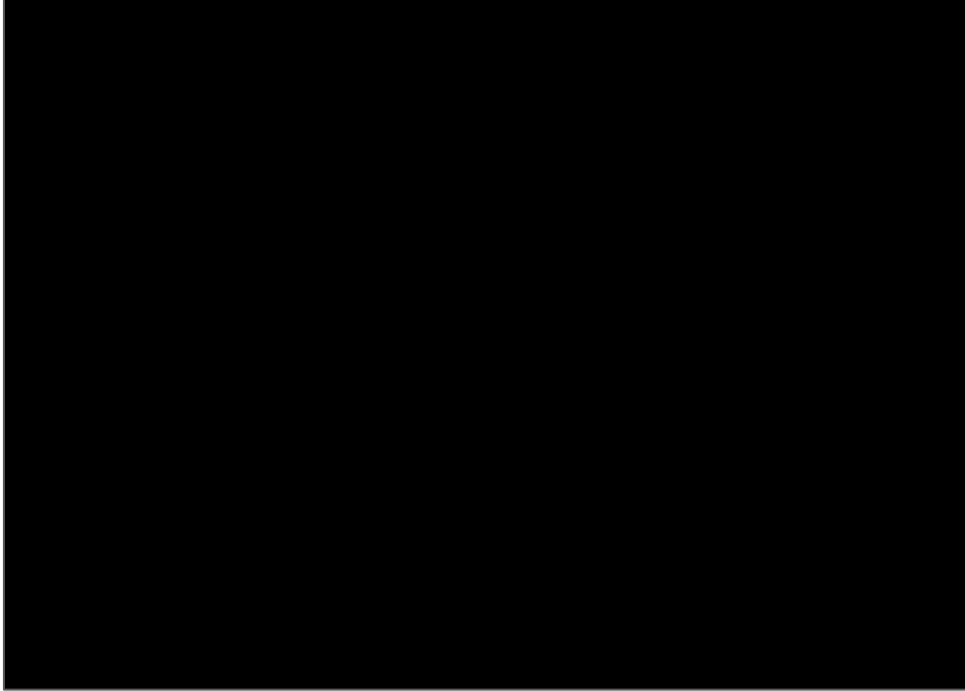
Minor Updates every year

An acronym:

- **Comprehensive Economic Development Strategy**
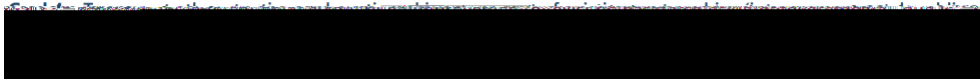
It has four main parts:

1. Summary of Economic Conditions
2. SWOT Analysis
3. Strategic Goals/Action Plan
4.

Employment by Industry

TBRPC wants to add regional partners' projects to this document!

- Boring answer: *"We need to do it"*
  - CEDS is a requirement to be an Economic Development District, i.e. get EDA funds to Tampa Bay

- Interesting answer: *"It's our thesis statement"*
  - The CEDS is a chance to state who we are and what we want **regionally**

Tampa Bay Economic Development District

Comprehensive Economic Development Strategy (CEDS)

Adopted on October 10th, 2022. To be active 2023-2027
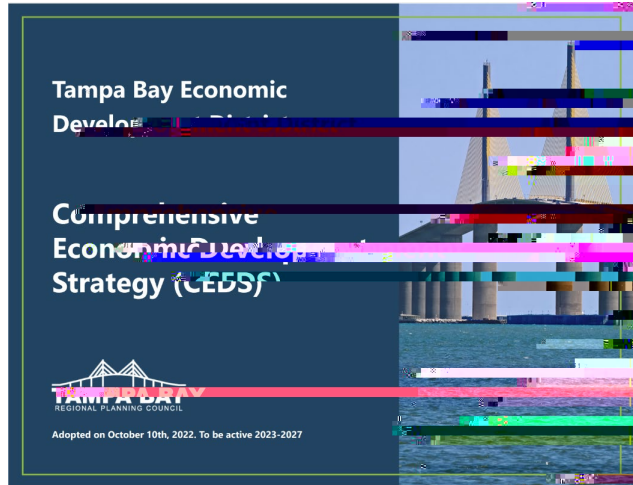
TBRPC was granted an EDA Partnership Planning Grant on January 1, 2023 for $210,000 ($420,000 including TBRPC match). These funds enable TBRPC to support local economic development initiatives through ways including economic impact reports, grant application support, and stakeholder outreach. Examples:

- Pasco County EDC Annual Economic Impact Report

- Tampa Bay EDC Annual Economic Impact Report

- University of South Florida Annual Economic Impact Report

- Tampa Bay Wave Innovation Seed Fund Grant Application

Break

Discussion & Next Steps

Moderated by Dr. Saundra Johnson Austin

University of South Florida

Tangible Next Steps

- Best Ways to Communicate
- Future Convenings
  - Hosted Networking Events
  - Cadence
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Thank You