



# Welcome To:

## Foundation for Innovation Serving Hampton Roads Peninsula Pilot Program for Technology Job Development



**Foundation for Innovation**  
**Serving Hampton Roads**  
**Pilot Program for Technology Job Development**



***We have lots of stand alone activity like band musicians practicing before a song. Alone they sound like separate instruments, together a masterpiece.***

***We'd like to try something new:  
A connected, collaborative tech sector network which ties all assets and activity together for successful growth.***

***Convening with a purpose. Tech Sector efforts collaborating to focus on programs that will move the needle and give us success stories to market to the world.***



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***State of Affairs:***

- 1. Several incubators, marginal success...*
- 2. No accelerators (historically) in our area....some changes coming though...*
- 3. Venture Capital exposure limited...Tie this to Accelerator strategy...*
- 4. Various “tech sector” programs running, but kind of like a pinball game...*
- 5. Technology Transfer not fully capitalized...*
- 6. Intellectual Property and Patent levels low...*
- 7. No collaboration and consolidation of results for reporting and improvement...*
- 8. No promotion and advertisement of our efforts to the world...*
- 9. Our regional model typically one of decentralized, disconnected efforts. Not using the term disparate, because they’re mostly similar models...*
- 10. As such, we have not developed the tech sector as a new pillar of our economy...*
- 11. And we are experiencing “brain drain” because of a lack of critical mass...*



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## ***What is Foundation for Innovation?***

- 1. A plan to create a regional collaboration model that actually creates synergy, accountability, results and marketing of tech sector efforts.*
- 2. A plan to engage all contributing sources of pertinent information or activity to forward a cohesive effort.*
- 3. A plan to pilot on the Peninsula to create a business case for the balance of Hampton Roads.*
- 4. A plan to move the needle via:*
  - Organized approach to tech sector advancement*
  - Organized approach to develop Intellectual Property and Patents.*
  - Organized approach to increase Tech Transfer.*
  - Organized approach to ramp up Workforce Development to match the market.*
  - Organized approach to helping ALL regional tech sector companies (new, existing, clusters).*
  - Organized approach to creating success stories for marketing purposes.*
  - Creation of collaborative bonding agent to “keep it all connected and cohesive”.*



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## ***How – The Eleven Point Plan***

1. We want to establish an High Tech Innovation Corridor up through the Peninsula.
2. *Create a Peninsula Innovation Advisory Committee (the hands-on Team).*
3. *Inventory the assets of the Peninsula.*
4. *Create the true connected ecosystem and begin communicating our message to the base of assets we have, asking them to be a part.*
  - *The whole program is intended to grow our tech sector and create jobs.*
  - *We want ALL tech companies on-board: start-ups, mid level, large.*
  - *Existing incubators, new accelerators, members such as VT, ODU, NASA, JLab, NIA, Navy, Army, Air Force (Langley) 757 Angels, ReInvent HR, VMASC VA Center for Innovative Technology, and others TBD.*
5. *Meet with the assets/members on a periodic basis to ask them what's working, what improvements are needed.*
6. *Create Boot Camps to fill the gaps between academia and real world needs. Feed that knowledge back into the schools to continue raising the bar.*



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## ***How – The Eleven Point Plan***

7. Create a Hub of IP, R&D, Product Development and Commercialization.
  - *Begin to sponsor New Product Visioning and Development efforts. Leverage the Engineering Schools in our Region, this should be a series of Concept to Commercial program developed by HRIC. Regional assistance in exchange for regional basis of IP and export.*
8. Support identified clusters within the Foundation for Innovation framework, but look for others that could leverage the assets in Hampton Roads.
  - High Speed Next Generation Internet an absolute requirement to support.
9. Begin the marketing (for attraction purposes).
  - Tell the story of Foundation for Innovation, describing the business environment for success that companies can leverage.
  - National campaign via social media and other new methods.
10. Monitor, refine toward continuous improvement.
11. Help to expand around the region (southside).





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**The Visual....**

SEVA16

— Tech Sector Ecosystem

11-30-17

*Build, Connect, Produce Communicate*

## Advisory Panel



For program review,  
participating member  
review, results orientation

Organize



Collaborate



Improve



Communicate



## No Hidden Agendas



Purely for the region!

## Regional Colleges & Workforce Development Centers

For an Industry-Ready  
Workforce

*A Regional Approach to Building New & Existing Businesses*

- SEVA16 is the network and bonding agent.
- Tech Sector companies can enter from any access point and as needed, be relayed over to appropriate resources in the SEVA16 network to assist with their applicable offerings.

## Report, Learn, Improve, Repeat

Build a Successful System  
& Establish Regionally

**Connect the dots.....**

Incubators

Accelerators

Business  
Simulators

Targeted  
Programs



## Measured Outcomes

- Tech Transfer
- Intellectual Property
- Patents
- Regional Export

## Tech Sector Business Communities

EO  
Entrepreneurs' Organization  
Southeast Virginia

Industry  
Cluster Members



**Organize for RESULTS, Market the SUCCESS Stories**  
**Attract new business, new investment \$\$\$, GROW!**

Cities



Science



Jefferson Lab  
EXPLORING THE NATURE OF MATTER

Military



Financial



Banks & Investment  
Community

## General Business Community

VIRGINIA Peninsula Chamber of Commerce  
HAMPTON ROADS CHAMBER OF COMMERCE



Others as identified

# Foundation for Innovation

## Serving Hampton Roads

### Pilot Program for Technology Job Development

## Validation....



## INNOVATION, TECHNOLOGY, AND ENTREPRENEURSHIP

CREATING A TECHNOLOGY  
ECOSYSTEM THROUGH  
LEADERSHIP AND  
COORDINATION

GROWING VIRGINIA'S  
TECHNOLOGY INDUSTRY SECTOR  
ENTREPRENEURSHIP

RESEARCH AND DEVELOPMENT  
AND COMMERCIALIZATION

CONNECTING VIRGINIANS AND  
BUSINESSES TO BROADBAND  
TECHNICALLY SKILLED  
TALENT SUPPLY

Innovative ideas can create shifts in how we produce and consume goods and services. Technology and research enable innovation and are used within every industry to grow profits and remain competitive, while many new businesses can generate wealth and contribute to Virginia's economic performance. Virginia is well-positioned to advance innovation, technology, and entrepreneurship to support economic growth and job creation.

The Commonwealth is a global technology center with a strong and diverse technology industry, and is home to the third-largest share of technology workers in the nation. It also tops national rankings of entrepreneurial business growth, meaning businesses started in the Commonwealth grow and generate wealth quickly. To enable innovation, Virginia possesses unique assets such as an impressive distribution of federal laboratories and targeted research and development capabilities at its higher education institutions. Virginia can leverage and enhance its value proposition for innovation, technology, and entrepreneurship with a strategy that encourages business investment through location and expansion decisions, and new high-growth company formation. In keeping with the spirit of *Blueprint Virginia 2025*, the recommendations here were shaped by meetings and discussions with key stakeholders across the Commonwealth, including nine regional technology councils, economic developers, and organizations with a focus on innovation, technology and entrepreneurship.

### CO-CHAIR

**JOSH LEVI**  
Vice President of Policy  
Northern Virginia Technology Council

### CO-CHAIR

**BOB STOLLE**  
Senior Vice President of Policy and Regional Initiatives  
Center for Innovative Technology

## RECOMMENDATIONS

### CREATING A TECHNOLOGY ECOSYSTEM THROUGH LEADERSHIP AND COORDINATION

- Employ a two-track economic development strategy that targets high-growth sectors with specific focuses on business attraction, relocation, and expansion (Track 1) and start-ups, entrepreneurs, and commercialization (Track 2)
  - Track 1: Maintain and strengthen incentives to attract key industries and grow clusters
  - Track 2: Strengthen and empower the Secretary of Technology as a key driver/coordinator of Track 2 efforts and promoter of Virginia's initiatives, programs, incentives, and successes to the start-up community and investors nationally
  - Track 2: Develop and execute an innovation strategy for the state that includes alignment, coordination, and oversight over Virginia's programs and investments related to research, commercialization, intellectual property transfer, entrepreneurship, start-up formation, and capital investment
  - Track 2: Expand targeted incentives and tax policies that drive research, innovation, and new company formation, and ensure the statewide technology ecosystem is promoted and well resourced, which includes: the Center for Innovative Technology's GAP Funds and Commonwealth Research and Commercialization Fund, Virginia Biosciences Health Research Corporation, Virginia Research Investment Fund, Angel Investment Tax Credit, capital gains tax exemption, income tax subtraction for Virginia venture capital accounts, and R&D Tax Credit

### GROWING VIRGINIA'S TECHNOLOGY INDUSTRY SECTOR

- Focus on current and emerging technology sectors where Virginia regions have competitive advantages and assets
- Maintain cybersecurity, data analytics, personalized health, and life sciences as key areas of focus
- Encourage a mechanism for the government to stay informed about the latest cutting-edge technology and ensure Virginia's policy framework and legal climate, support new, innovative, and disruptive businesses, including:
  - Extending sunset preventing local Unmanned Aerial System regulation
  - Permitting and encouraging safe testing of autonomous vehicles
  - Removing barriers to entry for adoption of gig economy business models
  - Continuing efforts to facilitate use of robots and robotic technologies
  - Boosting competitiveness in advanced manufacturing and artificial intelligence
  - Providing test beds and demo facilities for prototyping and piloting of smart city technologies
- Create a cybersecurity campus with a mandate for research and training, dedicated industry partners, and private sector applications
- Create coordinated higher education institution, workforce, quality of place, and attraction investments in targeted locations (e.g. rural areas) to help build business centers of excellence for information technology

### ENTREPRENEURSHIP

- Promote policies that help Virginia create a culture of entrepreneurship
- Support the development of business incubators, shared workspaces, and other resources for new businesses
- Continue to enhance Virginia's Business One Stop portal
- Promote the creation of regional private investment funds and support MACH37, Smart City Actuator and the launch of additional sector-specific accelerators

### RESEARCH AND DEVELOPMENT AND COMMERCIALIZATION

- Encourage more higher education and private sector partnerships to commercialize research
- Continue to use the Research and Technology Strategic Roadmap for investment in priority sectors
- Build the Commonwealth's capability to find and grow ideas for commercialization
- Encourage the Commonwealth to continue to measure and incentivize the commercialization of intellectual property from higher education institutions and support federal facilities' IP transfer initiatives
- Support applied research initiatives that target agriculture and forestry in our land grant universities and support the Virginia Cooperative Extension system as a means to help disseminate information





**INNOVATION  
COLLABORATIVE  
HAMPTON ROADS**



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