CREATING A SHOVEL-READY STRATEGY TO ACCELERATE AND SUSTAIN UTAH’S ADVANCED MATERIALS MANUFACTURING CLUSTER

Kick Off Meeting
TEAMS

Project Management
Team Lead: Greg Jones, UofU
      Christine Oliver, SL Co
      Corinne Garcia, UofU

Workforce Development
Team Lead: Karen Gunn, SLCC
      co-Lead: Benjamin Hart, DWS
      Lynn Purdin, DWS
      Steve Rodgers
      Todd Bingham, UMA

Market Development
Team Lead: Vincent Mikolay, GOED
      Marshall Wright, GOED
      Harvey Scott, GOED

Capital Development
Team Lead: Jeremy Neilson, UA
      Bryan Ritchie, UofU
      Nicole Toomey-Davis

Innovation
Team Lead: Ted McAleer, USTAR
      co-Lead: Ned Weinshenker
Lead - Innov. Center:
      Kevin Jessing, GOED
      Terrence Bride, Ogden
      Richard Brockmyer, UTA
      G.J. LaBonty, UTA
      James Taylor, WSU
      Patrick Thomas, WSU
      Steve Rodgers
      Tom Parks, UofU
      Bryan Ritchie, UofU
      Nicole Toomey-Davis
      Carol George, State Science Advisor’s Office

Economic Ecosystem
Team Lead: Jeff Edwards, EDCUtah
      Eric Shaw, SL City
      Todd Bingham, UMA
THE BASIC PROPOSAL
Built on Economic Cluster Theory
TIMELINE

INNOVATION

• Using the highly successful USTAR Initiative we will create a strategic plan to recruit a team or teams of named university-level, best-in-class researchers to work together with industry to feed the innovation needs of the advanced composites cluster. - Ted McAleer, Carol George

• Create a unique Intellectual Property roadmap to inform industry and researchers alike of the IP positioning needed for sustainable international competitiveness - Nicole Toomey-Davis, Bryan Ritchie

• Develop an implementable plan to site a regional research, development, and incubation center or centers to foster university and corporate innovation, offer shared services and training, and attract innovation capital. - Ned Weinshenker, James Taylor, Terrence Bride
INNOVATION DELIVERABLE
Write-ups on each item

• Research area definitions, names, University MOU’s, budget, IAB validation and subcommittee - Ted McAleer, Carol George

• System recommendation, budget, IAB validation and subcommittee. - Nicole Toomey-Davis, Bryan Ritchie

• MOU’s, IAB validation, subcommittee, budget  - Ned Weinshenker, James Taylor, Terrence Bride
CAPITAL

- Fund development that strategically incorporates private, strategic, state, and federal funds - Jeremy Nielson, Nicole Toomey-Davis, Bryan Ritchie
  - In planning this fund, use Utah’s discovered best practices in fund development
  - Employ a technology commercialization strategy aligned with the developed capital strategy and supported by the Advanced Composites Innovation Center
- Long-term Goal: - Bryan Ritchie, Nicole Toomey-Davis
  - Sustainable funding model to create an economic engine that moves IP formed by the collaboration of Utah’s advanced composites industry with advanced researchers to developmental companies that create either significant stand-alone companies or strategic growth opportunities via acquisition for Utah’s existing companies.
CAPITAL DELIVERABLES

Write-ups on each item

• Fund design(s), development plan, budget, MOU’s with both potential investors and industry participants - - Jeremy Nielson, Nicole Toomey-Davis, Bryan Ritchie

• Design and write-up - Bryan Ritchie, Nicole Toomey-Davis
ECONOMIC ECOSYSTEM

• Create an implementable plan and budget for integrating the entire Utah advanced composites industry membership into the newly developed Utah Manufacturing Capabilities Assessment Network (UMCAN) and its accompanying database - Todd Bingham

• EDCUtah and the Utah Manufacturing Association will perform a complete supply chain analysis. Using the needs identified for Utah’s advanced composite cluster we will create a list of first, second, and third tier companies for targeted recruiting. - Jeff Edwards, Todd Bingham

• Develop an implementation-ready strategy that uses Salt Lake City’s Foreign Trade Zone (FTZ) to increase Utah’s ability to develop international channels. The strategy will explore multiple usage ideas such as the development of shared warehousing and production facilities within the FTZ. - Eric Shaw, SL City

• We will work with MEP leadership at Utah Valley University to design and fund programs both for large group presentation and individual company training. We will design this strategy as one of the proposal’s “proof-of-concept” strategies. - Tami Goetz, Todd Bingham, Steve Roy
ECONOMIC ECOSYSTEM DELIVERABLES

• SOW, budget, write-up, IAB validation - Todd Bingham

• Analysis, targets, write-up - Jeff Edwards, Todd Bingham

• Plan, budget, write-up, industry feedback in write-up - Eric Shaw, SL City

• Plan, budget, write-up, sustainable funding plan w/validation - Tami Goetz, Todd Bingham, Steve Roy
WORKFORCE

- Explore the creation of an implementable strategy to use the UMCAN and DWS UCAP databases to inform the industry of graduating students. - Ben Hart, Todd Bingham

- We will develop a plan to increase equipment placement in the universities, applied technology colleges, and community colleges. The plan will focus on aligning the training/educational programs with industry needs. As part of the plan, we will explore items such as accelerated amortization schedules for equipment purchased with a planned donation to Utah’s training community, and the Utah - Karen Gunn, Steve Rodgers, Greg Jones, Jason Perry

- Working with our industry partners we will create a comprehensive skill set “needs list” for existing and future advanced composites technician level training programs. Using this needs list we will design an implementation-ready plan to reconcile Utah’s technology training programs in advanced composites to the needs list and create a set of advanced composites educational pathways. We will also include potential expansion of programs based on the needs list to addition training institutions in Utah. - Karen Gunn

- We will explore, as a proof-of-concept, the use of instruments such as a forgivable student loan to encourage the movement of the trained workforce to rural areas. - Greg Jones
WORKFORCE DELIVERABLES

• SOW, budget, write-up, industry support/review  - Ben Hart, Todd Bingham

• Equipment list with prices, plan, budget, draft legislation for 2014 session, industry/ATC support, write-up - Karen Gunn, Steve Rodgers, Greg Jones, Jason Perry

• Complete needs list, industry validation, ATC sponsors, budget, write-up. - Karen Gunn

• Pilot plan, budget, sustainable plan, write-up, industry support - Greg Jones
MARKET DEVELOPMENT

• Create an implementation-ready strategy of using the state of Utah’s Procurement and Technical Assistance Center (PTAC) and USTAR groups to track opportunities and provide a framework for industry teams to see contracting opportunities with the federal government and the large integration companies. - Marshall Wright, Vince Mikolay, Ted McAleer

• We will develop a sustainable plan to offer subsidies to small and medium-sized companies participation in international trade missions and the Utah advanced composites trade booth. - Marshall Wright, Jeff Edwards

• We will develop a sustainable plan, based on a proof-of-concept, measured exploration, to offer private and publicly funded subsidies to small- and medium-sized companies for participation in international trade missions and the Utah advanced composites trade booth. - Marshall Wright, Jeff Edwards
MARKET DEVELOPMENT

• Plan, initial budget, sustainable budget, industry support - Marshall Wright, Vince Mikolay, Ted McAleer

• Plan, initial budget, sustainable budget, industry support - Marshall Wright, Jeff Edwards

• Plan, initial budget, sustainable budget, industry support - Marshall Wright, Jeff Edwards