

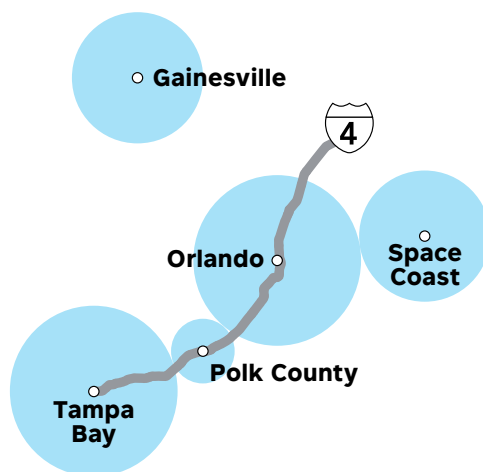
Florida
Trend

Florida's High-Tech Corridor



Florida's High-Tech Corridor





A High-Tech Walk Across Florida

By Lynn Waddell

Spanning 23 counties across the center of the state, Florida's high-tech corridor is a national hotspot for cutting-edge technology. It's the center of autonomous vehicle research, a launchpad for NASA, home to the National Center for Simulation and Training and more.

From the Gulf Coast to the Space Coast, researchers are developing technologies that improve everything from sunscreen packaging to heart monitors to rocket engines.

Fueled by research at three of the nation's largest universities and fostered by 14 state and community colleges, technological innovations are produced by industry giants as well as homegrown startups. The corridor has more than 22,000 tech-related companies, with more than 600 more opening their doors annually, according to the Florida Tech Corridor Council — a public-private organization that seeks to grow the region's technology jobs.

The region's technology is especially pervasive in aerospace and aviation, medical and life sciences, agriculture, finance, specialized manufacturing, nanotechnology, optics, energy, information technology, digital media, and modeling and simulation.

100,000

Number of students who graduate annually from the corridor's three universities and 14 state and community colleges

750,000

Number of people 25 years and older who have a bachelor's degree or higher in STEM fields

OneWeb Satellites aims to make affordable, high-speed internet service available anywhere in the world. Its satellites are manufactured in Brevard County.

Tampa Bay



Medical professionals from around the world train at USF's Center for Advanced Medical Learning and Simulation (CAMSLS).

USF's Role

In 2018, the University of South Florida ranked seventh nationally among public universities and 16th worldwide in U.S. patents granted for new technologies, tools and objects, according to the National Academy of Inventors and Intellectual Property Owners Association. With 96 patents, it topped all other Florida universities.

The university has campuses in Tampa, St. Petersburg and Sarasota, with areas of research ranging from nanotechnology to marine science.

St. Petersburg's Bayboro Harbor area is home to the largest cluster of marine scientists and researchers in the Southeast. Anchored by the USF College of Marine Science, multiple

local, state and federal marine related agencies and private oceanic businesses have offices there.

USF Tampa also hosts the Florida Center for CyberSecurity (Cyber Florida), which works with Florida universities, industry and government to grow Florida's cyber-security industry.

USF — By the Numbers

- ▶ **50,577** — Enrollment
- ▶ **\$509.5 million** — Research expenditures
- ▶ **79** — Undergraduate degrees
- ▶ **105** — Graduate degrees
- ▶ **49** — Doctoral degrees

St. Petersburg's waterfront houses one of the largest marine science hubs in the country.



Tampa Bay Snapshot

- ▶ **42** — Average age
- ▶ **89%** — Have high school diploma
- ▶ **30%** — Have bachelor's degree or higher
- ▶ **\$30,738** — Per capita income
- ▶ **\$52,212** — Average household income
- ▶ **\$191,200** — Median home value

Population Breakdown

Tampa-St. Petersburg-Clearwater ranked ninth in the country in population growth in 2017-18, according to U.S. Census data.

- ▶ **1,436,888** — Hillsborough County
- ▶ **975,280** — Pinellas County
- ▶ **539,630** — Pasco County
- ▶ **426,217** — Sarasota County
- ▶ **394,895** — Manatee County
- ▶ **Total: 3,772,910**

Colleges and Universities

- ▶ University of South Florida
- ▶ Stetson University College of Law
- ▶ Eckerd College
- ▶ St. Petersburg College
- ▶ University of Tampa
- ▶ Hillsborough Community College
- ▶ State College of Florida-Manatee-Sarasota
- ▶ New College of Florida
- ▶ Ringling College of Art & Design
- ▶ St. Leo University
- ▶ Pasco-Hernando State College
- ▶ Florida Southern College
- ▶ Florida Polytechnic University

ATTRACT, RETAIN & GROW

high tech industry and the workforce to support it.

This has been our mission since 1996, when the Florida High Tech Corridor Council was formed to grow partnerships for three world-class research universities with industry, government and economic development organizations.

Through these partnerships, leaders from 23 counties come together – not in competition, but in collaboration – for the common good of our region. They leave their logos and their egos at the door, knowing what's good for one is good for all as we strive to build a high-wage, high-value economy.

Today, Florida is clearly recognized as a hub for high tech industry and innovation.
And at its center is The Corridor.

AN ECONOMIC DEVELOPMENT INITIATIVE OF:



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CENTRAL FLORIDA



UNIVERSITY OF
SOUTH FLORIDA

UF | UNIVERSITY OF
FLORIDA



Tampa Bay

Medical Devices

Tampa Bay is home to more than 700 medical manufacturers. Pinellas County businesses alone account for one-fifth of the state's medical device manufacturers and employ 5,600 workers. Most businesses are small, but together they pack a big economic punch, generating more than \$71.5 million in goods in 2017, according to Enterprise Florida.

Florida overall ranks second only behind California in the number of FDA-regulated medical device companies, says John Ray, executive director of the Florida Medical Manufacturers Consortium.



PanMed U.S., based in Largo, makes products for the radiology industry.

FORMULATED SOLUTIONS

Getting Creative

Formulated Solutions, a medical and personal products manufacturer in Largo, works with companies on better ways to formulate and market their products. One large company, for example, found that despite years of research, customers weren't using a line of therapeutic skin-care products it had developed.

Formulated Solutions devised a revamped product using a new dispensing technology that increased product absorption and made it easier to apply. The eN₂fused Whipped Lotion Technology infuses millions of microbubbles that expand when dispensed. The product became a best seller and won several industry awards.

Founded in 1999, the company now occupies 17 acres in Largo with a 220,000-sq.-ft. facility. Founder and CEO Eric Dann says, "product development and innovation has always been at the core of how we support our customers."



HEALTHMAP SOLUTIONS

Detecting Kidney Disease

More than 30 million Americans have kidney disease, but 10% of those with the disease don't know they have it. Tampa startup Healthmap Solutions is trying to change that and just received an \$85-million investment from New York-based private equity firm WindRose Health Investors to help make it happen.

Healthmap's Kidney Health Management program has been shown to detect the disease early. It uses data supplied primarily by insurance companies and health care providers to identify those who are at risk or may already have kidney disease but are unaware. Health care companies reach out to those at risk to provide care. Healthmap also provides information on kidney disease directly to patients.

Joe Vattamattam, CEO of Healthmap, says WindRose's investment will help the company accelerate its growth. "We expect to provide these services in 12 states in 2020 and to continue to expand from there with a geographic expansion strategy."



Joe Vattamattam

Incubators and Accelerators

- ▶ Tampa Bay Wave
- ▶ Florida-Israel Business Accelerator
- ▶ Embarc Collective
- ▶ Entrepreneur Collaborative Center
- ▶ USF Connect
- ▶ Tampa Bay Innovation Center/TEC Garage

Tampa Bay Standouts

- ▶ **MacDill Air Force Base**, home to Central Command and Special Operations Command, draws leading defense contractors to the region that develop everything from more secure GPS technology to holographic imagery for the field.
- ▶ **Dais Corp.** in Odessa uses nanotechnology to create eco-friendly heating and cooling products, water purification and energy storage.
- ▶ **Jabil**, headquartered in St. Petersburg, is an international manufacturing solutions company providing design, manufacturing, supply chain and product management services.
- ▶ **KnowBe4**, based in Clearwater, markets cyber-security training and a simulated phishing platform that deals with social engineering.
- ▶ **Mosaic**, based in Tampa, is one of the world's largest fertilizer companies.
- ▶ **NDH Medical** is a St. Petersburg contract medical device manufacturer that provides specialized tubing, insert and injection molding and other services.
- ▶ **Raymond James**, a brokerage based in St. Petersburg, spends more than \$400 million a year

on technology, including in-house developed fintech applications.

- ▶ **ReliaQuest** is a Tampa-based global cyber-security provider.
- ▶ **Tech Data**, Florida's largest publicly traded company, is a multinational distribution company specializing

in IT products and services.

- ▶ **Vology**, headquartered in Clearwater, is an IT service provider employing more than 300.
- ▶ **Voalte** in Sarasota provides secure communications tools for the medical industry.



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Gainesville



UF
Innovate
oversees two
incubators,
including The
Hub.

Incubators

UF Innovate acts as a hub for organizations that help launch nearly 20 startups a year. The center houses tech licensing, ventures (which helps find investors) and two business incubators — the Hub and the award-winning Sid Martin Biotech.

Innovation Hubs

- ▶ UF Innovate-The Hub
- ▶ UF Innovate-Sid Martin Biotech
- ▶ Santa Fe College Center for Innovation and Economic Development
- ▶ Gainesville Hackerspace
- ▶ Gainesville Area Innovation Network (GAIN)

Alachua County Snapshot

- ▶ **269,956** — Population
- ▶ **92%** — Have high school diploma
- ▶ **41%** — Have bachelor's degree or higher
- ▶ **\$45,478** — Median household income
- ▶ **\$167,000** — Median home value



"Our resident clients are leaders in their industries and are sought after as solid investment candidates," says Mark S. Long, director of incubator services for UF.

Sid Martin Biotech

- ▶ **\$4.2 billion** — Amount raised in funding and M&A activity in the past 10 years by Sid Martin companies
- ▶ **88%** — Percentage of resulting companies still operating five years post-graduation
- ▶ **More than 30** — Number of patents Sid Martin scientists have filed in the past two years
- ▶ **More than \$68,000** — Average annual full-time salary for an employee in a Sid Martin business
- ▶ **More than 2,200** — Number of high-tech jobs Sid Martin's graduates have created



- ▶ Brammer Bio, a specialized medical manufacturer spun out of UF in 2015, was sold this spring to Thermo Fisher Scientific for \$1.7 billion. The company continues to operate in Alachua.



WE HAVE A TALENT FOR PRODUCING TALENT

With more than 16,000 degrees conferred each year, the University of Central Florida produces more talent than any other university in the state. By offering a high-quality college education to as many deserving students as possible, UCF creates opportunities for more people to achieve their full potential. **ucf.edu**

UNIVERSITY OF CENTRAL FLORIDA

Gainesville



UF's Health Science Center houses six health-related colleges.

UF Facts

- ▶ **20** — Companies launched each year from UF technology licensing
- ▶ **10,000-plus** — Active UF research projects
- ▶ **\$838 million** — Amount of research awards last fiscal year
- ▶ **Almost 300** — Invention disclosures filed in the technology licensing in 2014
- ▶ **90** — U.S. patents granted in 2018
- ▶ **160** — Startups and companies generated

UF Research

Innovation and the University of Florida have a long relationship most famously illustrated by Gatorade, invented in 1965 by a UF professor, and the progenitor of a multi-billion-dollar sports drink industry. Research at UF plays a

role in everything from keeping Florida's crops free from disease to finding new ways to treat brain injuries. To date, the university has spawned more than 160 startups and companies.

The university's Health Science

Center generates about 52% of the university's research awards. Within the science center are six colleges, including the medical college, major research institutes and UF Health Shands Hospital, a teaching hospital, on one contiguous campus.

Biotech Training

Founded in 2006, Biotility at University of Florida educates and trains professionals, students and researchers in biotechnology industries. Biotility partners with industry leaders to identify training requirements and participate in course development.

Abuzz

Honeybees are big business in Florida, as more than 65,000 bee colonies visit and pollinate Florida crops each year. With a reported 40% loss in bee colonies nationwide last year, UF's entomological research plays a vital role. UF's \$4.5-million Honey Bee Research and Extension Lab (HBREL), opened in 2018 through a public-private partnership, positions UF at the forefront of research on how to keep bees healthy. At the top of the list is an ongoing HBREL study on how to eradicate Varroa mites, the leading killer of honeybees.





Joseph Reddy

LACERTA THERAPEUTICS

Targeting Hereditary Diseases

Using gene therapy research from the University of Florida, Lacerta Therapeutics is developing new treatments for rare and often deadly hereditary central nervous system (CNS) disorders such as Pompe disease as well as genetic therapies for Alzheimer's disease.

Led by President and CEO Joseph Reddy, who was previously Entrepreneur in Residence at the Florida Institute for Commercialization of Public Research, Lacerta Therapeutics employs a team of leading genetic scientists from the University of Florida and elsewhere.

"Our co-founders have dedicated their careers to the development of AAV (adeno-associated virus) gene therapy platforms for the treatment of multiple diseases," Reddy says. "Lacerta's mission is to advance these technologies to develop novel treatments for patients with CNS disorders."

Lacerta, founded in 2017, has already attracted significant outside investment. Last year, publicly traded Sarepta Therapeutics invested \$30 million in Lacerta with an agreement to license three gene therapy programs, including exclusive rights to a treatment for Pompe disease.

Lacerta is one of many biotech businesses spawned from the University of Florida and one of 18 startups based at the UF Sid Martin Biotech incubator in Alachua. Sid Martin is one of the nation's leading biotechnology incubators and has housed dozens of successful biotech companies, including Applied Genetic Technologies, Axogen, Banyan Biomarkers and RTI.

Gainesville Standouts

- ▶ **AGTC** uses gene therapy to treat rare illnesses, with an initial focus on eye disorders.
- ▶ **Anchor Biologics**, a startup led by two University of Florida scientists, uses bioengineered enzymes to treat inflammatory disorders.
- ▶ **Axogen**, which started at UF's Sid Martin, develops technologies to repair nerve damage. It is based in Alachua.
- ▶ **Banyan Biomarkers**, founded by scientists from the University of Florida McKnight Brain Institute, produces the first blood test that diagnoses concussions.
- ▶ **Feathr**, which started at UF's Innovation Hub, offers a digital marketing toolkit for events and associations.
- ▶ **Florida Insect Control Group**, a startup fueled by UF research, initially developed innovative environmentally mosquito control devices for military use but plans to bring the technology to mass market.
- ▶ **Fracture** is a photo decor company that prints digital images on glass.
- ▶ **NanoPhotonica** produces nano-materials and fabrication techniques that enable electronic displays to have high resolution, vivid colors and high efficiency.
- ▶ **Ology Bioservices** specializes in developing and manufacturing vaccines and advanced biologics.
- ▶ **SharpSpring** is a digital marketing automation company that has grown from two to nearly 200 employees in just six years.



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Polk County

Polk County Snapshot

- ▶ 708,009 — Population
- ▶ 84.3% — Have high school diploma
- ▶ 19.5% — Have bachelor's degree or higher
- ▶ \$45,988 — Median household income
- ▶ \$121,100 — Median home value

Florida Polytechnic has taken a lead role in the testing of driverless vehicles.



Autonomous Tech

Positioned between Tampa Bay and Orlando, Polk County has a small but growing hub of technology firms and educational institutions. SunTrax, a national center for the research and development of advanced mobility solutions, is under construction near Florida Polytechnic University and promises to keep Florida at the forefront of autonomous vehicle technology. The 475-acre campus will have test tracks, classrooms, storage space and office space. The first test track has opened, and full completion is expected in 2021.

Complementing SunTrax, Florida Polytechnic University has established the Advanced Mobility Institute, a research center to focus on the development of autonomous vehicle (AV) car technology and offer courses in autonomous vehicle technology. Florida Polytechnic also plans to build an 85,000-sq.-ft. Applied Research Center with labs and classroom space.

Florida Southern College, a small private liberal arts-focused school, boasts the largest single-site collection of Frank Lloyd Wright architecture in the world.

Colleges and Universities

- ▶ Florida Polytechnic University
- ▶ Florida Southern College
- ▶ Polk State College
- ▶ Southeastern University
- ▶ Warner University
- ▶ Webber International University

SunTrax, a national center for the research and development of advanced mobility solutions, is under construction near Florida Polytechnic University and promises to keep Florida at the forefront of autonomous vehicle technology.





UF Research

Discoveries WITH IMPACT

- ▶ In 2003, UF was awarded \$10 million in state funding to create the Center of Excellence for Regenerative Health Biotechnology, or CERHB.
- ▶ UF established Florida Biologix as a component of CERHB in 2006 to provide drug-development services to the biotechnology industry.
- ▶ The university spun out Florida Biologix in 2015, and in 2016 the company merged with Brammer Biopharmaceuticals to create Brammer Bio, with 600 employees in Florida and Massachusetts.
- ▶ In March 2019, Thermo Fisher Scientific Inc. acquired Brammer Bio for approximately \$1.7 billion in cash.

“The investment UF and the state made in 2003 has resulted in a significant financial return and hundreds of high-tech jobs. That’s exactly how university tech transfer is supposed to work.”

**— David Norton
UF Vice President for Research**

UF

research.ufl.edu

Orlando



Faculty at UCF's College of Optics and Photonics have spun off 26 companies.

UCF Facts

- ▶ **66,059** — Students
- ▶ **220** — Degrees offered
- ▶ **32** — U.S. patents granted in 2018
- ▶ **75th** — Rank among American universities in number of U.S. patents

UCF's Role

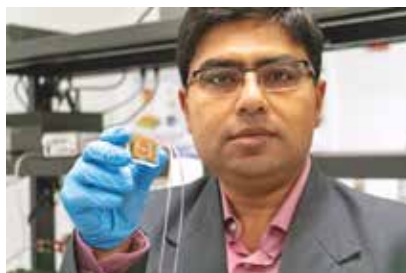
The University of Central Florida is an incubator of technology and research for the entire region. It is the largest university in Florida and one of the largest in the nation. UCF's graduate video game program is ranked among the top five in the world. It's also an academic and research leader in fields including optics, modeling and simulation, digital media, hospitality management, engineering and business administration. It supplies aerospace and defense companies with more graduates than any other university in the U.S.

UCF RESEARCH

Dopamine Detector

The presence of dopamine in the body can signal illness, but detection can require hours and specialized lab equipment. University of Central Florida researchers using nanotechnology have developed the first rapid dopamine detector.

Requiring only a few drops of blood and the researchers' small specialized chip, the detector can provide results in minutes.



Debashis Chanda is leading the study.

"A neurotransmitter like dopamine is an important chemical to monitor for our overall well-being, so we can help screen out neural disorders like Parkinson's disease, various brain cancers, and monitor mental health," says Debashis

Metro Orlando Snapshot

- ▶ **2.49 million** — Population
- ▶ **1.36 million** — Labor force
- ▶ **46.6** — Median age
- ▶ **90%** — Have high school diploma
- ▶ **31%** — Have bachelor's degree or higher
- ▶ **\$52,261** — Median household income
- ▶ **\$265,000** — Median home sales price

Colleges and Universities

- ▶ University of Central Florida
- ▶ Full Sail University
- ▶ Rollins College
- ▶ Valencia College
- ▶ Seminole State College
- ▶ Lake-Sumter State College

Incubators and Accelerators

- ▶ Bridg
- ▶ GuideWell Innovation
- ▶ Groundswell
- ▶ Orlando GameSpace
- ▶ Orlando Tech
- ▶ Team Orlando (military simulation)
- ▶ UCF Center for Innovation and Entrepreneurship

Chanda, an associate professor in UCF's NanoScience Technology Center and the study's principal investigator. "We need to monitor dopamine so that we can adjust our medical doses to help address those problems."

Why Does the Aerospace Industry Continue to Grow at Kissimmee Gateway Airport?

- 1.** Kissimmee Gateway Airport (KGA) offers **special incentives** for the aerospace industry, including commercial space activity, manufacturing equipment, maintenance and repair.
- 2.** The airport's location as a gateway to space and a strategic air traffic hub for the Western Hemisphere will **help your business soar** to new heights.
- 3.** Kissimmee offers a **robust industry workforce**, from rocket scientists to pilots, that stands ready to help your business grow.
- 4.** Florida is a **top-ranked destination** in the U.S. for aerospace manufacturing businesses.



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#DiscoverKGA

Orlando

Full Sail University

The private, for-profit university is known for its programs focusing on audio, film and media production; video game design; animation; and studies related to the media and entertainment industries. In 2018, 28 of its graduates were credited on Oscar-winning films in 14 categories. The *Princeton Review* ranks it as one of the best schools for studying game design.



GAMESIM

Real Fun

If you have played or seen the video game *Assassin's Creed* or *Madden NFL*, you've been in contact with the work of Orlando-based company GameSim.

GameSim's 3-D technology helps make games and simulated environments look more realistic. It develops simulated environments for some of the world's largest game companies, as well as both private industry and the military. Its client list includes the Department of Defense, Electronic Arts, Zynga and the Florida Department of Transportation.

GameSim's cutting edge is its geospatial terrain tool, Conform. It's the fastest product on the market for importing geospatial data to generate high-fidelity visualizations of artificial environments.

On the entertainment side, the firm does all aspects of game development, from front-end features and effects to back-end optimization. For the military, GameSim creates everything from virtual structures to nation-scale geospatial terrain maps.



GameSim was founded in 2008 by University of Central Florida graduate Andrew Tosh, who had been a developer for Electronic Arts and the military. In 2017, GameSim was acquired by Keywords Studios, a company based in Ireland that has more than 5,000 employees worldwide.

"We had gotten about as big as we could get, and we wanted to see what it was like to have more access to the world," says studio manager Max Acree, another UCF alumnus.

GameSim, which will remain in Central Florida, has just under 40 employees, and UCF and Full Sail University provide a study stream of talent.

Digital Media and Entertainment Art

- **2** — Top-20 graduate programs for video game design (*Princeton Review/PC Gamer* 2018)
- **6th** — Rank among *Fortune's* 10 Most Successful States for Video Game Development
- **4** — Major theme park destination partners offering opportunities in entertainment innovation
- **750** — Number of employees who work in Maitland for Electronic Arts Tiburon, one of the world's largest video game companies

Orlando Standouts

- ▶ **Ag 3** is a biological technology company that produces and sells tissue culture liners.
- ▶ **Argonide Advanced Filtration Systems** specializes in nanofiltration water purification systems.
- ▶ **AquaFiber Technologies** develops nutrient remediation technologies to restore surface water health.
- ▶ **Capacitech Energy**, founded at the University of Central Florida, developed a high-power, high-density conductor that increases battery life and capacity.
- ▶ **Florida Food Products**, a food processing company based in Eustis, develops fruit and vegetable concentrates, powders and solutions.
- ▶ **Imec USA** is nanoelectronics design center for photonics and high-speed electronics. It put its first U.S.-based research and development center in Kissimmee.
- ▶ **LightPath Technologies** develops and manufactures optics, photonics and infrared solutions for the industrial, commercial, defense, telecommunications and medical industries and is headquartered in Orlando.
- ▶ **Lockheed Martin** employs 8,000 in Orlando developing technologies related to electro-optics, sensing, mission systems, training and technology for the aerospace and defense industries.
- ▶ **Luminar Technologies** develops lidar sensors that act as the eyes of autonomous vehicles.
- ▶ **SynapCyte** is a bio-therapeutic company that has developed regenerative treatment for neurological diseases including Parkinson's and Alzheimer's.
- ▶ **Universal Creative** is the innovative force behind the rides and shows at Universal Parks & Resorts.

Employment by Industry

- ▶ **20.5%** — Leisure/Hospitality
- ▶ **18.6%** — Professional/Business Services
- ▶ **12%** — Education/Health Services
- ▶ **11.3%** — Retail Trade
- ▶ **9.9%** — Government
- ▶ **6.4%** — Construction
- ▶ **5.7%** — Financial Activities
- ▶ **3.6%** — Manufacturing
- ▶ **3.4%** — Wholesale Trade
- ▶ **3.4%** — Other Services
- ▶ **3.3%** — Transportation/Warehousing/Utilities Information
- ▶ **1.9%** — Mining/Logging



The Cade Prize

A Decade of Cultivating Invention & Innovation in Florida

The Cade Prize for Innovation rewards Florida-based entrepreneurs, inventors, researchers, and pre-seed & early-stage companies that have an original idea with significant market potential.

The Cade Prize was first awarded in 2010 and has since become Florida's pre-eminent invention and innovation competition. In partnership with Florida Inventor's Hall of Fame and the state's top research universities, Cade Prize recognizes and celebrates transformative ideas statewide.

The Cade Prize, and the Cade Museum for Creativity and Invention, are the legacy of Dr. James Robert Cade, a physician at the University of Florida, best known as the leader of the research team that invented Gatorade.

Congratulations to Anchor Biologics, the 2019 Cade Prize Winner, for discovering enzymes that suppress inflammatory diseases, plus an additional 15 finalists from around the state. The next Cade Prize will commence in Spring 2020, will be awarded in the Fall, and will be announced in *Florida Trend*.

Learn more bit.ly/cadeprize



Space Coast

MATRIX COMPOSITES

Flying High

Behind the aeronautical and space giants of Lockheed Martin and Boeing at Florida's Space Coast are homegrown innovators such as David Nesbitt, whose Matrix Composites manufactures components that help keep flying things in the sky.

Last year, the Space Coast Economic Development Commission named Matrix its Small Manufacturer for the Year, and this year the company is in the running for GrowFL's Companies to Watch, which honors 50 second-stage companies. The Rockledge-based business has quadrupled in size in recent years, and Nesbitt



David Nesbitt's Matrix Composites employs 120.

anticipates growth to continue as he diversifies the business.

Nesbitt graduated with a degree in ocean engineering from Florida Institute of Technology and credits his experience there with his success. "Their senior design program is one of the key

catalysts that led me to be an entrepreneur," he says.

He got involved with composite materials engineering with the design and manufacture of the first U.S. Department of Transportation-certified all composite passenger vehicle before founding Matrix in 1993.

Brevard County Snapshot

- ▶ **596,849** — Population
- ▶ **91.7%** — Have high school diploma
- ▶ **28.4%** — Have bachelor's degree or higher
- ▶ **\$51,536** — Median household income
- ▶ **\$162,400** — Median home value

Volusia County Snapshot

- ▶ **537,538** — Population
- ▶ **89.6%** — Have high school diploma
- ▶ **22.7%** — Have bachelor's degree or higher
- ▶ **\$43,838** — Median household income
- ▶ **\$149,900** — Median home value

TOMAHAWK ROBOTICS

Robotic Internet of Things

Whether it's a military drone strike or a wheel-chair assist, robotics are increasingly playing a role in making hazardous tasks safer and everyday tasks easier. A Melbourne company is upping the game in what robotics can do and making them easier to use.

Tomahawk Robotics designs and builds mobile robots and has developed a robotic "internet of things" software, Kinesis, that allows multiple robotic devices to be



Tomahawk software allows multiple robotic devices to be controlled by a cellphone thousands of miles away.

operated by a single interface that can be operated from a cellphone on the other side of the world.

Founded in 2018 by a team that worked together for more than five years at Harris Corp., Tomahawk has attracted the attention of investors and the defense industry. It was among the winners at

Higher Education

- ▶ Embry-Riddle Aeronautical University, Daytona Beach
- ▶ Embry-Riddle Aeronautical University, Space Coast/Perimeter
- ▶ Florida Institute of Technology
- ▶ Eastern Florida State College
- ▶ Keiser University
- ▶ Webster University

the Florida Venture Forum Early Stage Capital Conference in May 2018. In December, it received \$2.4 million in seed money from Mosley Ventures.

Tomahawk plans to use the investment to evolve Kinesis and grow its product development and engineering teams.



Build your business with top tier talent.



Sparked by the quality, depth and diversity of our educated and upwardly mobile workforce, businesses and industries are thriving in Tampa Bay. Tampa's four leading higher education institutions are producing top tier talent for a variety of targeted industries. The University of South Florida ranks among America's Top 25 public research universities. The University of Tampa's Sykes School of Business was ranked among the Best Regional Universities (South) by U.S. News & World Report. St. Leo University ranked among the nation's top 50 in U.S. News & World Report's Best Colleges (South). And Hillsborough Community College ranked number one among community colleges in Florida and fifth in the nation in producing associate degree graduates.

Make the smart move. Call the Tampa Hillsborough EDC for information about relocating or expanding your business. Contact Steve Morey, SVP of Business Development at smorey@tampaedc.com or call 813.518.2630.



TAMPA HILLSBOROUGH
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Space Coast



Reamonn Soto

SENSATEK PROPULSION

Heat Detector

Overheating is a critical problem with large engines used in aircraft, ships, spacecraft and power plants. Often, by the time sensors detect a malfunction, it's too late to avoid damage to the engine. Daytona Beach startup Sensatek Propulsion Technology has developed a system that can withstand high temperatures and detect overheating before engines are destroyed. Founder Reamonn Soto says "We are making engines more efficient and powerful and reducing emissions."

Based in Embry-Riddle Research Park, Sensatek has raised \$1.5 million, including a recent \$743,200 grant from the National Science Foundation.

Soto, a Florida A&M and Embry-Riddle Aeronautical University graduate, founded Sensatek in 2015. He says the company is working with Rolls-Royce and Lockheed Martin, among others. "We recently sold our first system and are now officially in the market," Soto says. "We upped our timeline by two years."

The company plans to raise another \$1 million through private financing. It has four full-time employees and plans to hire four more by the end of the year. Soto anticipates it will employ 20 to 30 by the end of 2020.



Embry-Riddle professor Houbing Song (right) developed the drone technology.

Tech Cooperation

Embry-Riddle Aeronautical University and the Florida Institute of Technology work closely with area employers and the aeronautical and space industries.

One of Embry-Riddle's recent developments is a new technology that detects and takes control of unauthorized drones, guiding them to land,

avoiding having to shoot them down. The university has a licensing agreement with Drone Defense Systems of Daytona Beach to commercialize the technology.

Among the FIT's collaborations is an agreement with the Air Force Air Combat Command to share research related to artificial intelligence and machine learning.

EMBRY-RIDDLE RESEARCH

Understanding the Atmosphere

Embry-Riddle Aeronautical University's Aroh Barjatya recently received a \$1.3-million NASA research award that will help fund the launch of two identical rockets from Kwajalein Atoll in the Marshall Islands in the summer of 2021. The rockets are part of research into a region of the atmosphere 50 to 87 miles above the Earth, where charged particles can affect radio communications, including transmissions to satellites. Barjatya runs Embry-Riddle's



Associate professor Aroh Barjatya (left) won the university's 2019 Abas Sivjee Outstanding Researcher of the Year award.

Space and Atmospheric Instrumentation Lab, which seeks to build instruments to help understand the Earth's atmosphere and space weather.

Boeing Move

Boeing announced in June that it will move its Space and Launch division from Virginia to the Space Coast. The move — expected to be completed by the end of the year — will involve a small number of people, the company says. The relocated employees will move into Boeing's facility in Titusville.

Space Coast Standouts

The Space Coast hosts a full roster of defense industry and aerospace heavyweights, along with firms like SpaceX and Blue Origin that are involved in space launch-related manufacturing and other activity.

- ▶ **Boeing**
- ▶ **Leonardo DRS**
- ▶ **General Electric**
- ▶ **L3Harris**
- ▶ **Lighting Science Group**
- ▶ **Lockheed Martin**
- ▶ **MC Assembly**
- ▶ **Raytheon**
- ▶ **Rockwell Collins**
- ▶ **Satcom Direct**
- ▶ **SpaceX**
- ▶ **Blue Origin**

Military Bases

- ▶ **Patrick Air Force Base**
- ▶ **Cape Canaveral Air Force Station**
- ▶ **Naval Ordnance Test Unit**

Incubators and Accelerators

- ▶ **Groundswell Startups**
- ▶ **MicaPlex**
- ▶ **TrepHub**
- ▶ **weVenture at Florida Tech**

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People To Know

- ▶ **Herbert L. Allen:** Shareholder, patent attorney, Allen, Dyer, Doppelt + Gilchrist, Orlando
- ▶ **Kenneth Atwater:** President, Hillsborough Community College, Plant City
- ▶ **Jake Austin:** President/CEO, Plant City Economic Development
- ▶ **Randy Avent:** President, Florida Polytechnic University, Lakeland
- ▶ **Stephanie Bailes:** Executive director, Cade Museum for Creativity & Invention, Gainesville
- ▶ **Ron Barton:** Assistant County Administrator for Economic Prosperity, Hillsborough County
- ▶ **Alex Beavers:** Chief innovation officer, Mote Marine Laboratory, Sarasota
- ▶ **Gisele Bennett:** Senior vice president of research, Florida Institute of Technology, Melbourne
- ▶ **Michael Bloom:** Assistant vice president, USF Office of Corporate Partnerships, Tampa
- ▶ **Brooke Bonnett:** Director of economic development, Orlando
- ▶ **P. Barry Butler:** President, Embry-Riddle Aeronautical University, Daytona Beach
- ▶ **George Cheros:** President/CEO, National Center for Simulation, Orlando
- ▶ **Mimi Coenen:** COO, CareerSource Central Florida, Orlando
- ▶ **Bill Cronin:** President/CEO, Pasco County Economic Development Council
- ▶ **Frank DiBello:** President/CEO, Space Florida, Cape Canaveral
- ▶ **Doug Dombroski:** Manager/economic development, Melbourne



Dana
Kilborne

- ▶ **J.P. Dubuque:** President, St. Petersburg Area Economic Development Corp.
- ▶ **Tonya Elmore:** President/CEO, Tampa Bay Innovation Center
- ▶ **Christy Fischer:** Director of planning and economic development, West Melbourne
- ▶ **John Flanagan:** CEO, CareerSource Tampa Bay
- ▶ **Kent Fuchs:** President, University of Florida, Gainesville
- ▶ **Luis Garcia:** Vice president of emerging technologies, Full Sail University, Orlando
- ▶ **Judy Genshaft:** Retired president, University of South Florida, Tampa



Kent
Fuchs



Randy
Avent

- ▶ **Tanja Gerhartz:** Director of economic development, Winter Garden
- ▶ **Tim Giuliani:** President/CEO, Orlando Economic Partnership; President/CEO, Orlando Regional Chamber of Commerce
- ▶ **Jada Glover:** Economic development specialist, Sumter County
- ▶ **Eric Godet Sr:** President/CEO, Gainesville Area Chamber of Commerce
- ▶ **Sharon Hillstrom:** President/CEO, Bradenton Area Economic Development Corp.
- ▶ **James Hitt:** Development director, Apopka
- ▶ **Rick Homans:** President/CEO, Tampa Bay Partnership
- ▶ **Mark Huey:** President/CEO, Economic Development Corp. of Sarasota County
- ▶ **Dug Jones:** Associate vice president/economic development, Center for Innovation and Economic Development, Santa Fe College, Gainesville
- ▶ **Chester Kennedy:** CEO, BRIDG, Kissimmee
- ▶ **Anne Kerr:** President, Florida Southern College
- ▶ **Dana Kilborne:** Chair, EDC of Space Coast
- ▶ **Belinda Ortiz Kirkegard:** Director of economic development, Kissimmee
- ▶ **Scott Koons:** Executive director, North Central Florida Regional Planning Council
- ▶ **Alan List:** President/CEO, Moffitt Cancer Center, Tampa
- ▶ **Mark S. Long:** Director of incubation services, University of Florida



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- ▶ **Donna Mackenzie:** Executive director, StarterStudio, Orlando
- ▶ **Sean Malott:** President/CEO, Central Florida Development Council, Lakeland
- ▶ **Brandon Matulka:** Executive director, Agency for Economic Prosperity, Lake County
- ▶ **T. Dwayne McCay:** President, Florida Institute of Technology, Melbourne
- ▶ **Cathy Mehelich:** Economic development director, St. Cloud
- ▶ **Mike Meidel:** Director, Pinellas County Economic Development, Clearwater
- ▶ **Maj Mirmirani:** Dean/College of Engineering, Embry-Riddle Aeronautical University, Daytona Beach
- ▶ **Marci Murphy:** President, CareerSource Brevard
- ▶ **Pamela Nabors:** CEO, CareerSource Central Florida
- ▶ **Keith Norden:** President/CEO, Team Volusia EDC
- ▶ **David P. Norton:** Vice president/research; professor of materials



Linda Olson



Thad Seymour Jr.

science and engineering, University of Florida, Gainesville

- ▶ **Jim O'Connell:** Assistant vice president/commercialization, University of Florida
- ▶ **Linda Olson:** CEO/president, Tampa Bay Wave, Tampa
- ▶ **Tom O'Neal:** Associate vice president/ research and commercialization, UCF; executive director, GrowFL
- ▶ **Jack Payne:** Senior vice president/ agriculture and natural resources, University of Florida/IFAS, Gainesville
- ▶ **Valerie Pianta:** Economic development manager, Hernando County Business Development
- ▶ **Leon Portelli:** Dean/ engineering and computer technology, Seminole State College of Florida, Sanford
- ▶ **Troy Post:** Executive director, North Brevard Economic Development Zone, Titusville
- ▶ **Craig Richard:** President/ CEO, Tampa-Hillsborough Economic Development Corp.
- ▶ **James Richey:** President, Eastern Florida State College
- ▶ **Paul Sanberg:** Senior vice president, research, innovation and knowledge enterprise, University of South Florida
- ▶ **Shannon J. Schmidt:** Economic development director, Clermont
- ▶ **Ed Schons:** President, Florida High Tech Corridor Council
- ▶ **Daniel James Scott:** Executive director, Tampa Bay Technology Forum
- ▶ **Thad Seymour Jr.:** Interim president, University of Central Florida, Orlando
- ▶ **Samia Singleton:** Economic development specialist, Cocoa



Craig Richard

- ▶ **Craig Shadrix:** Development services director, Ocoee
- ▶ **Mark Sharpe:** Executive director, Tampa Innovation Partnership
- ▶ **Crystal Sircy:** COO, senior vice president, Orlando Economic Partnership
- ▶ **Sri Sridharan:** Director/ COO, Florida Center for Cybersecurity at USF, Tampa
- ▶ **Karl Strauch:** Vice president of brand development & strategic alliances, Port of Tampa Bay
- ▶ **Jacob Stuart:** President, Central Florida Partnership
- ▶ **Gary Sulski:** Manager/ information technology sector strategy program, CareerSource Brevard
- ▶ **Ronald Vaughn:** President, University of Tampa
- ▶ **Sherrick T. "Rick" Wassel:** Managing director, IQ Orlando
- ▶ **Lynda Weatherman:** President/CEO, Economic Development Commission of Florida's Space Coast
- ▶ **Sherryll Weems:** Associate vice president, College of Workforce and Continuing Adult Education, Daytona State College
- ▶ **Michael Zaharios III:** Program director, Florida Virtual Entrepreneur Center, Daytona Beach
- ▶ **Karl Zawoy:** Director, Innovative Product Development Center, Santa Fe College, Gainesville 



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