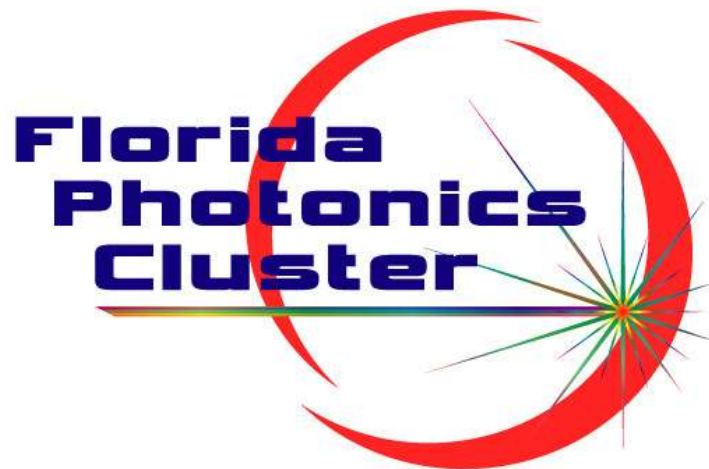


Alex Fong

From: Florida Photonics Cluster [afong@olinet.com]
Sent: Monday, January 05, 2009 12:02 AM
To: Alex Fong
Subject: News from Florida Photonics Cluster



Florida Photonics Quarterly The Florida Photonics Cluster Newsletter

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SAVE THE DATE! SPIE

January 2009

FROM THE PRESIDENT

This past November of course began with a historic occasion and I think few can argue the significance of this election, whatever your political stripe in America and abroad. The message of the outcome here I believe was a desire for change and in fact that was undeniably what all candidates were advocating from the start in some form or another. I think there is resonance with the regard to theme of change all around us and especially here in Florida. As is the case for the new administration and all of us, this will doubtless be a challenging year. To confront those challenges and meet those goals will require focus, tenacity and new ideas.

We need to look beyond what we have done in the past that has made us successful and find that within each of us and as a whole that will make us successful again. It is true that our competitors have gained ground on us but it is also true that we have not lost what it takes to be innovative.

"Insanity: doing the same thing over and over again and expecting different results." - Albert Einstein



Interview with Tom O'Neal, Director UCF Incubation Program

**Photonics Cluster
Summitt at Photonics
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**SAVE THE DATE!
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**DON'T MISS OUT!!!
ENJOY THE BENEFITS
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**WELCOME NEW FPC
MEMBERS**

Quick Links

**SAVE THE DATES!!!
SPIE Photonics
Cluster Summit (Jan
26) AND CREOL's West
Coast Reunion (Jan
27) at Photonics West**

**CREOL Industrial
Affiliates Day (April
17)**

Join Our List

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(UCFIP)

We recently had the opportunity to sit down with Tom O'Neal, the founder and director of the [UCF Technology Incubator](#) and director of sponsored research at the University of Central Florida.



An accomplished entrepreneur, O'Neal founded, grew, and sold two ventures before joining UCF. He has a B.S.E.E. from the University of South Florida and the University of Central Florida, a M.S. in engineering management, and an M.B.A. and a Ph.D in Industrial Engineering from the University of Central Florida.

UCFIP provides a suite of services that can be a critical part of developing a new photonics enterprise in Florida.

Florida Photonics Cluster: Tom, tell us about your organization, the mission and whom it serves

Tom O'Neal: At UCF, my unit is named the Office of Research and Commercialization. Under that umbrella the following units report to.

- Office of sponsored programs and research compliance
- Technology Transfer
- Business Incubation
- Venture lab
- DisneyEntrepreneurCenter
- UCF Research Foundation
- UCF large multi disciplinary research Centers

The mission is fairly simple, from idea, to innovation, to realization.

We start by building a strong research capability at UCF in areas that align well with the industry clusters in the region. We then create the entrepreneurial eco-system to help bring that research out of the laboratory and into the market place. That includes:

- Licensing technologies to new and existing companies (large and small)
- Helping to vet technologies (market research)
- Helping develop tech savvy entrepreneurs
- Helping spin out companies get started
- Incubating companies to increase their chances of success and accelerate their growth
- Helping to grow the regions angel investors and enable transactions
- Working with other Colleges like the College of business to develop technology entrepreneurship training and curriculum

We serve the university and the surrounding area. One of UCF's 5 goals is to be America's leading partnership university and we all take that seriously. It keeps us busy but we certainly believe UCF is a major player in the economic development arena with the community, especially in the innovation based economy.

FPC: What sort of services does it provide to the tech/photonics community?

TO: In addition to the services mentioned above, we have a photonics incubator located in the CREOL / College of Optics building on campus. This serves new and existing companies as either a place for a new company to get started or as a way for more effectively transfer technology to existing companies. The incubator is located in the CREOL building to allow university researchers and industry personnel to work side by side in the development, refinement, and transfer of technology to industry. UCF has also been a big supporter of the optics cluster and its industry association.

FPC: What is your most memorable success story regarding the companies you've worked with thus far?

TO: CREOL faculty member Leon Gelbov from the Former Soviet Union created some very interesting holograms in glass that had interesting applications from a military and commercial realm. Leon started a company in the incubator and continued to develop the technology at his new company and at the university. He made use of the SBIR program and other government funding to finance the new venture and has grown the company to impressive levels in a relatively short amount of time. Watching Leon Glebov, a world class researcher from the Former Soviet Union start a company from nothing and turn it into a successful start up by taking advantage of all the UCF resources has been and continues to be an exciting and inspirational story.

FPC: What are some basic considerations for a photonics technologist bent on starting a business?

TO: Know the market well before embarking on a new venture. While it all starts with great technology, it's only the start. You need sales, marketing, and other talent and skills to be successful in business. It's important to do your business research with the same vigor and you would expect to apply to the technology research. Creating a successful company requires a long term competitive advantage and technology is constantly changing so you must keep up with the technology and your business skills as well.

FPC: How do STTRs/SBIRs fit into that?

TO: In today's funding world, SBIR are becoming one of the best mechanisms to fund the initial development and startup of a new company. This funding can be used to prove the feasibility of an idea and bring it to commercial prototype and sometime beyond. They help small companies when they most need it and free them from having to rely on external investment at a point where they have only a small valuation. It provides a path for at least one customer as the sponsors are looking to fund projects that will hopefully lead to the commercial availability of the research product of the SBIR projects. These companies don't have to take on debt or give up equity to do this work. It's a win-win for everyone including universities that often are partners in these efforts.

FPC: Thanks for for taking the time out to talk to us!

TO: My pleasure!

2009 Florida Legislative Priorities Recommended for Support

On November 21, Enterprise Florida Inc.'s (a public-private partnership serving as Florida's primary organization devoted to statewide economic development) Legislative Policy Committee recommended to the Enterprise Florida Board of Directors who approved the following two proposals as EFI 2009 Legislative Priorities: The creation of a Florida Research and Development Tax Credit Program and of a Florida Commercialization Matching Grant Program. EFI believes that that the tax credits will spur corporate R&D within the state and ensure Florida's continued economic competitiveness and that the matching grant program needed in order to help Florida companies advance in the SBIR/STTR process and thus accelerate their commercialization activities. See: www.eflorida.com. For more information contact Edward L. Schons, Director, University Economic Development Department (eschons@mail.ucf.edu).



PRESS RELEASE:

FHTCC President Randy Berridge Named for Second Straight Year as One of TechJournal South's '25 Most Influential People in Southeast Tech'

HEATHROW, Fla. (Nov. 24, 2008) - For the second straight year, Orlando's Randy Berridge, president of the Florida High Tech Corridor Council (FHTCC), has been recognized as one of the most influential people in the technology and entrepreneurial industry in the Southeastern United States, according to TechJournal South's "25 of the Most Influential People in Southeast Technology Community."



"This continued recognition illustrates that people across the Southeast recognize and appreciate the tremendous role that Randy Berridge and the Florida High Tech Corridor Council have played in helping to cultivate the growth of technology industry clusters across Florida's High Tech Corridor," said Bill McDermott, economic development director for Seminole County and chairman of the Corridor Council's marketing committee.

Berridge was nominated by venture capitalists, tech organizations and entrepreneurs to become part of the Southeast's top 25.

Based in Heathrow, Fla., Berridge and the Council have spent the last dozen years working to attract, retain and grow high tech industry and the workforce that supports it in the heart of Florida. Since Berridge took the lead of the organization at its formation in 1996, he has helped develop an extremely successful Matching Grants Research Program that connects companies with funding for research as well as the expertise of university faculty and students.

Over the last 12 years, the Council has partnered with more than 300 companies on 924 research projects in sectors ranging from Agritechnology to Sustainable Energy. The nearly \$50 million in funds that have been invested by the Council have been matched by corporate cash and in-kind investments of more than \$130 million, generating an additional \$457 million in quantifiable downstream impacts, resulting in a return of \$587 million and a total project value of nearly \$635 million.

The entire list of the TechJournal South Top 25 is featured in the current edition of the magazine, which can be downloaded from the publication's Web site at www.techjournalssouth.com.

PRESS RELEASE:

Ocean Optics Acquires Oerlikon Optics USA Operation



Agreement is reached on the thin film supplier's North American operation in Golden, Colorado Dunedin, Florida (December 1, 2008)

Optical sensing pioneer Ocean Optics, Inc. has acquired the Oerlikon Optics business unit in Golden, Colo. Under terms of the agreement, Oerlikon will be fully integrated into Ocean Optics' Thin Films Division.

Oerlikon Optics USA is a supplier of custom optical components and subassemblies. Its Golden, Colo., operation, including plant assets and customer and supplier relationships, will be transferred to Ocean Optics and become part of the latter's Thin Films Division.

"Oerlikon has a rich tradition of excellence in both design and manufacturing arts in the optics and thin films industry," said Phi Buchsbaum, Vice President of the Thin Films Division of Ocean Optics. "The additional expertise and manufacturing capacity the acquisition provides are the perfect complement to Ocean Optics' unique optical thin films processes. Our combined resources will result in a new generation of quality, innovative optical and thin film products benefiting an array of industries."

Ocean Optics (www.OceanOptics.com) is creator of the world's first miniature fiber optic spectrometer and a leading supplier of solutions for optical sensing - fundamental methods of measuring and interpreting the interaction of light with matter. With locations in North America, Europe and Asia, the company has sold more than 120,000 spectrometers worldwide since 1992. Ocean Optics' extensive line of complementary technologies includes chemical sensors, analytical instrumentation, optical fibers, thin films and optics. The company is a subsidiary of Halma p.l.c., an international market leader in safety, health and sensor technology. The Ocean Optics Thin Films Division designs and manufactures patented dichroic filters for entertainment, architectural and display products, as well as precision optics and coatings for scientific applications, defense and metrology. The division has nearly 70 employees, including 10 scientists and engineers. Located in a recently expanded 30,000-square-foot facility in Largo, Florida, the group utilizes advanced lithography equipment and vacuum deposition systems to provide optimal patterned solutions for both established and prototype optical systems. The management team is expert in lithography and optical coating, with extensive experience in

avionics, fire control, and spectral sensing projects.

More information is available at www.oceanoptics.com, by calling the Thin Films Division of Ocean Optics at +1 727.545.0741 or by e-mailing OTFinfo@oceanoptics.com.

CHECK OUT THE FPC BLOG-SITE!

[Ask Questions, share your thoughts and find out what's happening in Florida Photonics at www.floridaphotonicscluster.blogspot.com!](http://www.floridaphotonicscluster.blogspot.com)



JOIN FPC'S NETWORK ON LINKEDIN!

[Don't miss the new FPC network established on LinkedIn!](#)



A Florida Photonics Cluster Group has been established on "LinkedIn." LinkedIn is a business-oriented social network service, mainly used for professional networking. As of December 2007, its site traffic was 3.2 million visitors per month, growing at an annual growth rate of about 485%. As of March 2008, it had more than 2 million registered users spanning 150 industries. There are other similar sites, but LinkedIn is by far the largest, best known, and most popular.

The way it works is that members post professional information much like an online resume. The site will analyze the data and suggest people you might have met or worked with in the past and start compiling a network of contacts that it can keep you posted on. In turn, others on the network can invite you to join their network, which then connects you to other potential people in your industry that you can draw upon. It automates the networking process allowing you to efficiently make connections through those you know to people and companies/organizations you seek to further a relationship.

Creating a group for the FPC fulfills part of our charter to create opportunities for networking. Several individuals from FPC member companies have joined the LinkedIn FPC network.

[Join the FPC network on LinkedIn today!](#)

<http://www.linkedin.com/e/gis/89774/0F904052D5CC>

SPIE Photonics Cluster Summit at Photonics West

This year's SPIE Photonics Cluster Summit will take place at Photonics West 2009. This is an invitation-only reception to bring cluster leaders together to share ideas, discuss solutions to common problems, and cultivate productive relationships

SPIE will host the event, with drinks and snacks, as part of our effort to support the growth of the optics & photonics industry on a global basis.

CREOL West Coast Reunion at SPIE Photonics West

Come to this year's CREOL alumni reunion at Photonics West at Gordon Biersch Restaurant; Pilsner room (next to the main restaurant) 33 E. San Fernando St., San Jose 6-8pm, Tuesday, 27 January.

Wine, beer, and appetizers provided. Good food, good fun, good fellowship. We hope to see you there!

CREOL Industrial Affiliates Day

April 17, 2009. Program theme: "High Power Optical Sources for the 21st Century". For program details and registration, go to

www.optics.ucf.edu/Partnerships/Affiliates/AffiliatesDay2009/Default.aspx

JOIN THE FPC TODAY!



[Enjoy the benefits of FPC membership!](#)

Why Join FPC? To Make Money!

Benefits of FPC Membership:

- Identify common needs and interests
- Leverage to develop opportunities through joint efforts, pooled resources and knowledge
- Regional, Statewide, National and International Reach Small, Medium, Large Corporations, Academe, and Government all Benefit!

FPC Membership Benefits Include:

- The strength of a unified industry voice providing a platform for local and state legislative support

- Visibility for your company through FPC's website, marketing literature, and trade show displays with member spotlight on companies and products and opportunities to participate in state and national sales and marketing efforts
- Liaison opportunity with other international photonics organization such as other photonics clusters (Arizona, Rochester, UK), scientific societies (OSA, SPIE) and industry trade organizations (OIDA).
- Networking opportunities through annual and regional membership meetings
- Discounts (10%) on exhibit space and other special benefits at SPIE and OSA conferences. Typical benefit per show start from over \$300 (10' X 10' booth) and \$600 (10' X 20' booth).
- Discount of \$300 to the membership rate with the Industrial Affiliates Program of the University of Central Florida's CREOL, The College of Optics and Photonics
- Admission to all Florida Photonics Cluster Events included in membership
- Access to service providers that can assist your company with the actions that are necessary for sustaining your business such as banks, suppliers, and professional marketing, communications and legal services organizations at preferred rates
- An expansive resource base that includes partnerships with Enterprise Florida, area economic development organizations, the Florida High Tech Corridor Council, and CREOL, to provide access to incentives and business development programs and research
- Assisted access to venture capital and opportunities to help develop Florida photonics companies into worldwide participants
- Opportunities to participate in the curriculum development in state universities and community colleges and advanced access to Florida's best and brightest students and the additional ability to recruit nationwide through the FPC website

[Join FPC today and enjoy the benefits of membership!](#)
[For more information, visit floridaphotonicscluster.com.](http://floridaphotonicscluster.com)

WELCOME NEW FPC MEMBERS!

FPC's newest members:

[DILAS Diode Laser, Inc.](#)



[Global Systems International](#)



[Optics Professionals, LLC](#)





The Florida Photonics Cluster (FPC) Website now accepts donations, member dues, and other payments through PayPal (<http://www.paypal.com/>).

PayPal is a fast, convenient and safe way to make online purchases and transactions. You can pay without revealing your credit card or bank information! Note that submission of a membership application is still required for new applicants joining the FPC, and for updating renewing memberships.

Greetings FPC Members and Friends,

The Florida Photonics Cluster is designed to support the growth and profitability of the Florida photonics industry through the strength of a unified voice to make Florida the place to go for photonics solutions. The FPC is dedicated to enhancing the industry through effective collaboration by bringing together the knowledge, expertise, and service that each of its members organizations has to offer.

FPC Goals

- Foster the expansion and growth of Florida's optics and photonics industry by partnering with economic development organizations, the state universities, and community colleges, and local and state governments.
- Market Florida's optics and photonics companies worldwide.
- Facilitate and provide a means of communication within the business community.
- Partner with the Florida education community to enhance and develop a competent statewide optics and photonics-based workforce.
- The FPC is a 501c(6) not-for-profit corporation, registered with the Florida State Division of Corporations.

[For more information, visit www.floridaphotonicscluster.com today!](http://www.floridaphotonicscluster.com)

Sincerely,

Alexandre Fong, President
Florida Photonics Cluster

Jenna Reiser, Editor/Marketing Communications Manager

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