

Alex Fong

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To: Alex Fong
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Florida Photonics Update

The Florida Photonics Cluster Newsletter

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ENJOY THE BENEFITS
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November 2014

FROM THE PRESIDENT - Alex Fong

First of all, apologies for the long period since our last newsletter. You could say we've had a "good problem" in that we've been very busy this year, and that's true, but beyond our other responsibilities we are committed to keeping you connected with our industry and community. Although regrettably a sense of uncertainty is present in many quarters, there is finally some momentum in the economy and modest measureable growth. For photonics, LED lighting, imaging, remote sensing and the "iPhone" economy have been key drivers. In fact, if you have been attending our members meetings you might have heard some of the buzz about the "UCF Osceola Smart Sensor Partnership Center" and learned about how the different technologies in the Apple iPhone and Samsung Galaxy stack up against each other. On the former, Dan Holladay, recently hired by UCF as Director, Operations and Technology Programs & Director - International Consortium for Advanced Manufacturing, provides some exciting updates below.



The latter two ubiquitous products highlight an interesting dynamic that is becoming central to our industry and that is overseas partnerships. There is no question that such collaborations have provide enormous opportunities, particularly for photonics. However they are also fraught with risks and critical considerations for participants in particular with respect to managing intellectual property (IP). Like so

many new technology industries, photonics is ultimately an industry based on the value proposition afforded by new innovative ideas. How to benefit from commercializing that without risking losing control of it is a challenge addressed by our guest contributor Bill Easter of Semplastics.

As the calendar year draws to a close I want to wish all our members and their families the safest and happiest of holiday and the best for an even better 2015!

Member Company Spotlight: Semplastics



This month we were fortunate enough to get some of Bill Easter's limited time to talk about his firm, Semplastics.

Bill is the CEO of Semplastics, which is a supplier of ultra-precision plastic components for the semiconductor industry and lightweight mirror substrates for the photonics industry. Bill has been CEO for the past two and half years and helped found the company in 2000. He was previously CTO of Semplastics from 2000-2012. He has 56 US patents issued and previously worked at Bell Labs. He is married and has two daughters.

Alex sat down with Bill to learn how they got here and where Semplastics is going.

AF: Can you tell us about how Semplastics got started?



BE: We started producing precision plastic parts for the semiconductor industry in 2000. We are currently pivoting - taking our expertise in polymers and moving towards new materials and composites derived from polymers. This pivot has led us to join the Florida Photonics Cluster because some of our new materials have applications as reflective mirror substrates.

AF: Excellent! What are some challenges you face today?

BE: The new materials and composites that we are developing have so many novel applications. We are challenged to use our limited resources wisely.

AF: How are you coping with the current economic conditions?

BE: Our niche in electronic materials is doing well at this point.

AF: What distinguishes Semplastics from its competitors?

BE: Semplastics has a long history of solving very difficult material issues for our customers. This materials' expertise drives our current success and our future ambitions.

AF: Do you seek to partner or collaborate with other organizations such as universities and other companies?

BE: Yes, Semplastics is a very collaborative company. We have strong relations with UCF which were started over 16 years ago when I worked at Bell Labs. We have collaborated on a number of levels with multiple companies and universities over the years. We have collaborated in manufacturing, in research, and in product development.

AF: Do you have a memorable success story you'd like to share?

BE: This is a little difficult. We have a great story to share regarding a new material that we have just developed. After the Intellectual Property(IP) is completely wrapped up, we would be happy to talk more about our new material.

AF: Alright, fair enough! How about future plans?

BE: Our current aspiration is to transform high performance materials from a cost and performance basis. We want to make "ceramic" material performance available at commodity plastic prices.

AF: Very exciting stuff. Thanks so much for your time!

BE: My pleasure!

Florida is THE place to go for entrepreneurs and startup companies as well as established companies

The Small Business & Entrepreneurship Council ranked Florida among the nation's Top 5 most entrepreneur-friendly states. [Read more >>](#)

Business Resources Are Among the Best in the Nation

International Consortium for Advanced Manufacturing Research (ICAMR) -- <http://icamr.net/> The University of Central Florida is partnering with Osceola County and other several partners to establish a state-of-the-art research and incubation facility focused on the next generation of universal smart sensors. The iCAMR serves as a one-stop shop for development and integration of advanced devices and materials (processes, tools, prototyping, EDA), providing access to a wide variety of materials (e.g., GaN, InGas, and other III-V materials). Read more at <http://icamr.net/>

Metro Orlando Economic Development Commission (MOEDC) - www.orlandoedc.com
The MOEDC recently became the nation's latest economic development organization to be accredited by the International Economic Development Council (IEDC) as a an Accredited Economic Development Organization (AEDO), joining the top 1 percent of economic

development organizations that are accredited by IEDC.

Florida Defense Contractors Association (FDCA) - www.fl-dc.org The FDCA is a statewide, state-focused business development, education, and advocacy group for Florida defense businesses of all sizes, promoting the business interests of Florida defense contractors through its focused, statewide activities.

GrowFL -- www.growfl.com GrowFL provides strategies, resources and support to second-stage companies for next level growth, supporting companies with Strategic Research and peer-to-peer CEO mentoring. GrowFL has assisted more than 700 companies with its programs.

Enterprise Florida -- www.enterpriseflorida.com Enterprise Florida, Inc. (EFI) is a public-private partnership between Florida's business and government leaders and is the principal economic development organization for the state of Florida.

Florida Virtual Entrepreneur Center (FLVEC) -- www.flvec.com The FLVEC web portal serves those looking to start, grow or relocate a business in any of Florida's 67 counties. In addition to helping Florida-based companies, the site's expansion services provide businesses outside of the state the tools they need to set up offices in Florida.

National Business Incubation Association -- www.nbia.org
The National Business Incubation Association (NBIA) will move its headquarters from Athens, Ohio, to Orlando.
NBIA selected Orlando for its reputation as the home of entrepreneurship and innovation.

Florida Ranked No. 2 in Tech Job Creation by Dice.com
Technology career site Dice.com counted the Corridor's techCAMP program as one of the factors that are helping Florida grow its future high tech workforce.

Florida's Education Resources are National leaders

The State of Florida is a national leader in education reform policy, according to a report by Students First. [Read more >>](#)

The University of Central Florida and five other public Florida universities have been rated among the best values in the nation by Kiplinger's Personal Finance in its 2013 ranking of Top 100 public colleges and universities. [Read more >>](#)

According to the National Science Foundation, Florida universities earned top national rankings for doctorate

degree graduates in fields like Life Sciences (#3), Engineering (#5), Social Sciences (#7), and Education (#9). [Read more >>](#)

CREOL, The College of Optics & Photonics is a world-renowned graduate college for optical science and engineering education and research. The College offers interdisciplinary [graduate programs](#) leading to MS and Ph.D. degrees in Optics, as well as a specialization in Photonics within the BSEE degree. [CREOL](#) (Center for Research and Education in Optics and Lasers), [FPCE](#) (Florida Photonics Center of Excellence), and the [Townes Laser Institute](#) are research centers within the College. [Read more >>](#)

WELCOME NEW FPC MEMBERS!

The FPC is delighted that several companies have joined the FPC during 2014:

- o **Coastal Cloud**, located in Palm Coast, Florida
- o **GrowFL**, the Florida Economic Gardening Institute at UCF
- o **Indian River State College**, located in Ft. Pierce, FL
- o **IRradiance Glass**, located in Orlando, FL
- o **Lockheed Martin Missiles & Fire Control**, Orlando, FL

Information on these and all FPC members is on the web at <http://www.floridaphotonicscluster.org/florida-photonics-members/index.php>.

Utilize the services and discounts provided by FPC member supplier companies!

One of the advantages of FPC membership is the network of suppliers to our industry, and particularly the suppliers who have joined the FPC and some of whom offer discounts to FPC members. Here is a brief list; further information is on the FPC website under the Members listing.

- [Bond, Schoeneck, & King, PLLC Attorneys](#). Provides a full range of Intellectual Property services
- [Diamond Level Service](#). Event Design and Management services for trade shows, special events, conferences, and business presentations. Discounts are provided to FPC members.
- [Coastal Cloud](#). Provides a 10% discount on their full range of services that include technology strategy & architecture, business process optimization, solution selection / configuration / implementation, user training & adoption as well as on-going solution administration.
- [Laser Focus World & BioOptics World](#). Discounts provided to FPC members for ads in the magazines: 20% for print media, 15% for digital media.
- [Laser Institute of America](#). Discounts provided on LIA membership when joining for the first time, on ads

- in LIA media, and exhibit space at LIA meeting events.
- **OnTarget Web Solutions**. Provider of internet marketing and web design services, including FPC web design and hosting.
- **Optics Professionals, LLC**. Professional recruiting services, representing companies and individuals in optics and imaging technologies and related industries.
- **Williams & Associates**. Provides wide range of promotional products and marketing services. 10% discount to FPC members.

In addition, if not yet a member, please urge your company to become a member of our partner associations:

- **Florida League of Defense Contractors**. A statewide, state-focused advocacy and networking group with the mission to promote the business interests of Florida defense contractors and defense economic stakeholders.
- **Laser Institute of America**. Corporate Members receive quantity discounts on all LIA products and services, reduced advertising rates in LIA's Journal of Laser Applications®, Membership Directory and LIA TODAY, a free web link from LIA's website to the web address, and a complimentary fifty word listing with company logo in LIA's annual Membership Directory.
- **Manufacturers Assoc. of Central Florida**. A non-profit organization enhancing the manufacturing industry in Central Florida.
- **Metro Orlando Economic Development Commission**. The EDC provides key services and support, which range from relocation and expansion expertise to export counsel to long-term planning with our community partners.
- **Optoelectronics Industry Development Assoc.** OIDA provides a wide range of programs and services including: workshops, industry/roadmap reports, policy and funding advocacy, idea exchange sessions, professional networking activities, a multi-media publication and presentation archive, and exclusive member benefits.
- **SPIE Corporate Membership**. The SPIE Corporate Membership program provides exhibition booth "priority points", discounts, brand exposure, business networking opportunities, as well as access to information, education, government relations, student outreach, and more.
- **CREOL Industrial Affiliates**. The Industrial Affiliates program provides to industrial corporations, organizations, and individuals many benefits. FPC members receive a discount when joining the Affiliates with a cash donation.

Save the Date! FPC Annual Meeting Thursday 4 December 2014

The next General Members meeting of the Florida Photonics Cluster will be Thursday, 4 December. The meeting is the

official Annual Meeting of the association and will be held at and hosted by GrowFL, the Florida Economic Gardening Institute in the Research Park next to the UCF campus. Please mark your calendars for this meeting, and please invite your company colleagues, and also any colleagues from other companies that are not yet FPC members so they can experience some of what the FPC has to offer. As always, the meeting is open to all interested parties, as long as we don't exceed any space limitations at the host organization.

Final details of the program and agenda will be sent soon to those who RSVP to jpearson@creol.ucf.edu, so please set aside the afternoon and evening of Thursday, 4 December and send your RSVP ASAP. The meeting format will be starting around 3pm with presentations, followed by a tour of the nearby UCF Technology Incubator, a hosted networking reception, and a no-host dinner at a local restaurant after the meeting.

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 for:

- Marketing and increased visibility of the photonics industry and FPC members through strategic marketing efforts
- Developing local and state executive and legislative support
- Interaction with economic development groups
- Workforce development and advancement and

- improvement of educational infrastructure
- Obtaining group discounts
- Opportunities to participate in state and national sales and marketing efforts

And even more:

- Visibility for and ready access to your company through links from FPC's website, marketing literature, and trade show displays.
- An expansive resource network that includes partnerships with Enterprise Florida, area economic development organizations, the Florida High Tech Corridor Council, and UCF's CREOL, The College of Optics & Photonics to provide access to incentives, business development programs, research, and education.
- Annual and regional meetings of membership for networking
- Participation in optics/photonics-focused data collection with an annual survey monitoring the pulse of the industry
- Opportunities designed to develop Florida photonics companies into worldwide market participants
- Opportunities to participate in curriculum development at state universities and colleges
- Facilitated access to Florida's best and brightest students and the additional ability to recruit nationwide through the FPC website
- Membership Directory
- Visibility to potential customers
- Access to service providers that can assist your company and provide discounts
- Spotlight on member companies and products through periodic newsletter
- Several FPC member discount opportunities from photonics professional organizations, publishers, and service providers.

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



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[The Florida Photonics Cluster \(FPC\) Website now accepts donations, member dues, and other payments through Card Systems, Inc.](http://www.cardsystems.com)
<http://www.cardsystems.com>

Card Systems is a fast, convenient and safe way to make online purchases and transactions via credit card. Note that submission of a membership application is still required for new applicants joining the FPC, and for updating/renewing memberships. A link is provided from the new FPC website.

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.floridaphotonicsclust.org

Sincerely,

Alexandre Fong, President
Florida Photonics Cluster

Jim Pearson, Executive Director

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