

Leveraging Federal Laboratories for Regional Success

May 8, 2008

Deborah L. Clayton
Commissioner
Dept. of Commercialization & Innovation



Cabinet for Economic Development

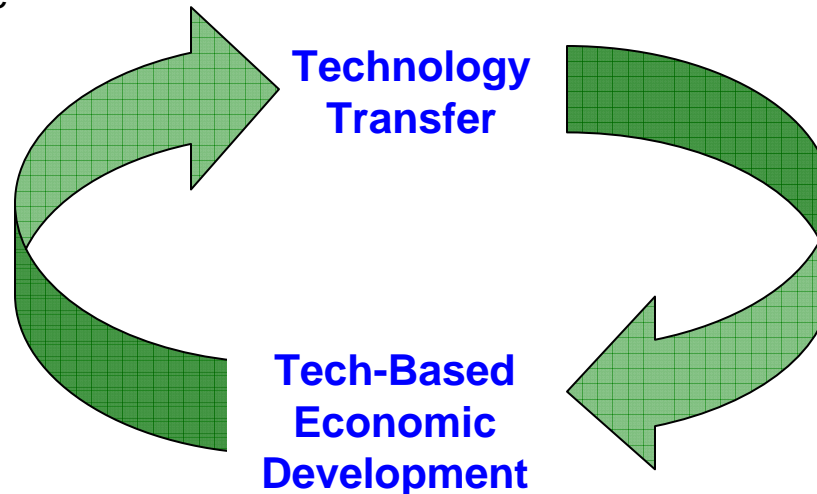
TBED Relationship with T²

TBED Contributions

Providing Capital and Tax Revenue to Support R&D Partnerships

Providing Workforce and Infrastructure to Support New Companies

Expanding Sales Markets for New Companies



Lab Contributions

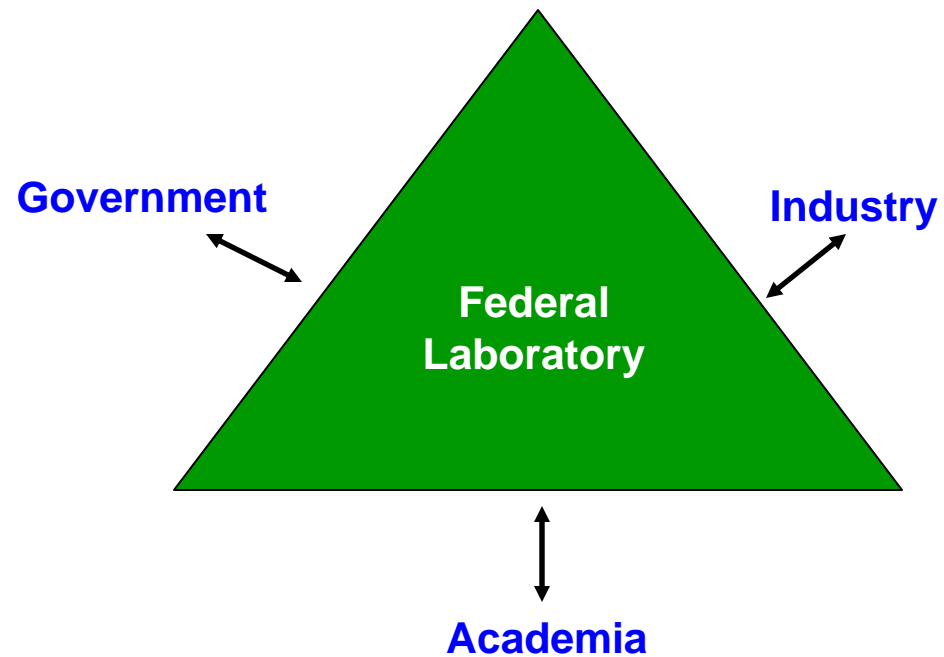
Attracting High-Tech Companies to Area

Creating and Partnering with Companies

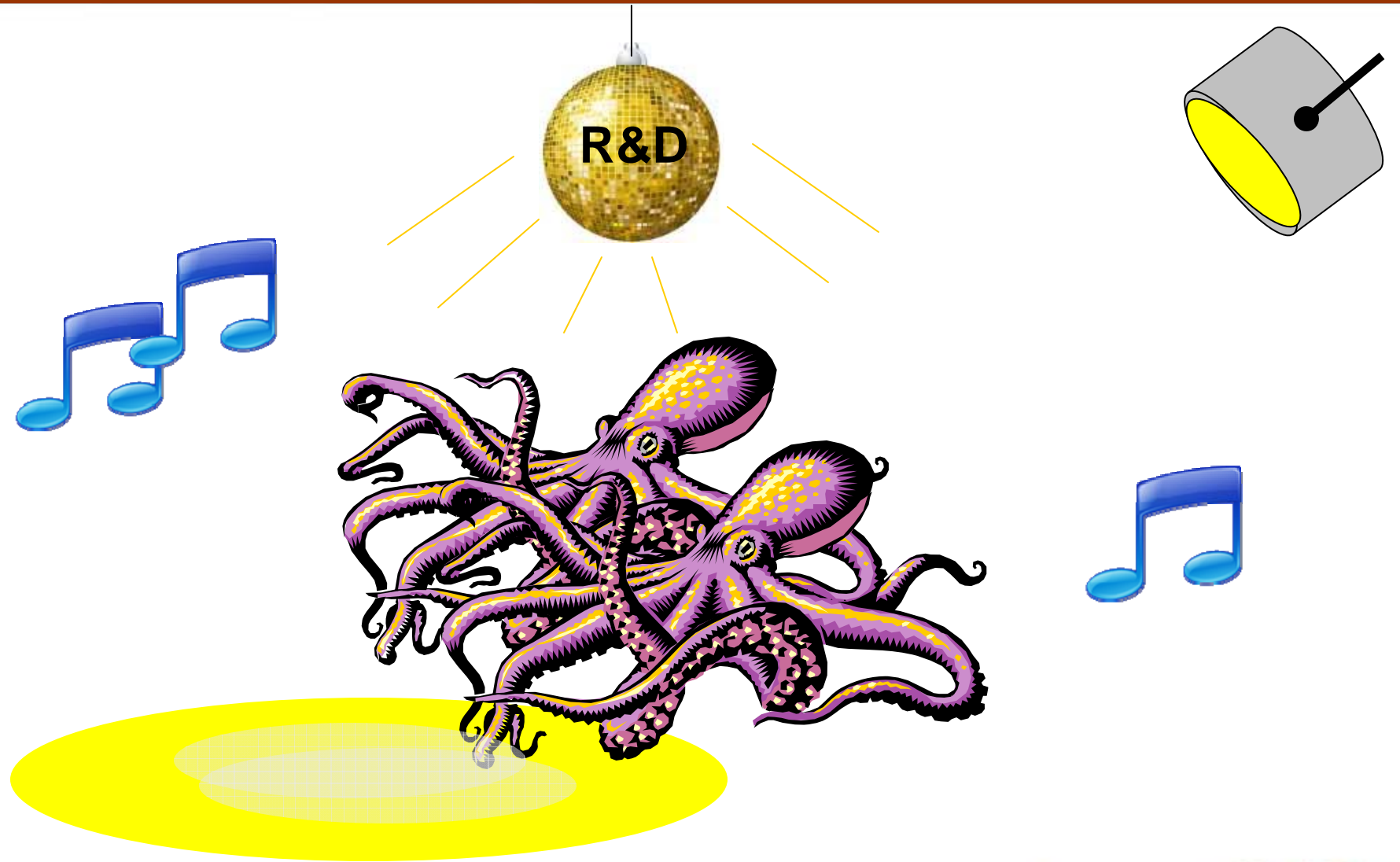
Providing ROI by Developing and Transferring IP

Creating High-Paying Jobs

Perspectives on TBED and T²



Working with Federal Labs



TBED Experience with Labs

Successful Experiences – Past

- Laboratory Technology Research program
 - Technology Assistance Program at ANL
 - AMTEX

TBED with Labs

Examples of Kentucky's Experiences – Present

- FutureGen Proposal
- National Bio- and Agro-Defense Facility (NBAF)

Best Practices

Suggestions for Working with Labs

1. Have a framework and communications in place
2. Choose a “champion” who can work across boundaries
3. Ensure “win win” situations for all stakeholders
4. Form modular teams prior to pursuing projects



Best Practices

Suggestions for Working with Labs

5. Implement enabling policies, legislation and funding
6. Identify your strengths and resources in advance
7. Stay informed about Labs' strengths and resources
8. Build on previous successes

Counter lack of awareness of Labs

Avoid “White Deer” urban legends by getting out the word about what the Labs really do.



Wish List

How to improve TBED when working with Labs

- Lab teams visit universities and companies in region
- Labs act as catalysts for regional R&D projects
- Accessible inventory of regional assets and capabilities
- Labs host visits by state officials and industry leaders
- Regions host seminars on how to supply Labs
- Regions host seminars on how to access Lab user facilities
- Bring Lab “open houses” to regions via portable exhibits
- Re-establish LTR program to support Lab interactions

Thank you

Deborah L. Clayton

502-564-7670

Deborah.Clayton@ky.gov



Cabinet for Economic Development