



Chip Laingen
Executive Director



AGENDA

- **Defense Alliance – Overview**
- **Advanced Power & Energy Cluster**
- **Regional Innovation Clusters –
Lessons Learned**

MISSION



“To network and expand the defense and homeland security industries, to create and retain high quality jobs, and to further promote the region’s important contributions to our men and women of the armed forces.”

MEMBERSHIP



★ 4,200 + Individuals

★ 635 + Registered Companies & Organizations

★ Membership is free, *but...*



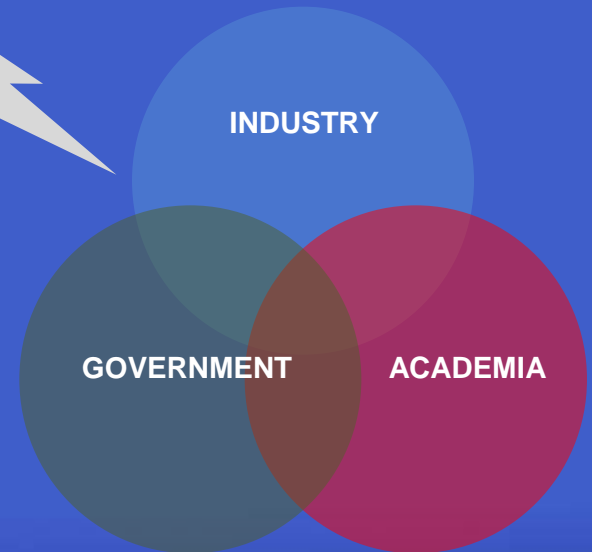
Regional Innovation Clusters - SBA

- **2010 Stimulus Dollars**
 - 10 Regional Innovation Clusters (RICs), \$1.2M / 2 years
- **3 to be Advanced Defense Technology (ADT)**
- **Two Basic Criteria**
 - 1) Regional
 - 2) “Compelling” Technology Focus Area

ADVANCED POWER & ENERGY CLUSTER (APC)

POWER & ENERGY FOR OUR NATION'S WARFIGHTERS

| GENERATION | STORAGE | DISTRIBUTION | CONSERVATION | SUPPORTING TECHNOLOGY |



www.powerfordefense.com



- **Upper Midwest – Geographic “Anchor”**
- **“Partners” (Service Providers)**
 - 1) **Dakota Defense Alliance**
 - 2) **Paradigm Positioning, LLC**
 - 2) **TechLink**
 - 3) **MilTech**
- **Defense Alliance / APC Staff**
 - 1) **Executive Director**
 - 2) **Business / Finance Director**

- **Technology Scouting (esp. TRL 8, 9)**
- **Accelerate Commercialization**
- **Matchmaking / Relationship Development**
- **Linking 10 RICs and Other Clusters**
- **Enhance the Defense Industrial Base**



Success To Date • 2010 – 2012

- 108 Registered Members, 23 States
- \$30M Revenue for Members
- 400+ Jobs Created
- DoD / DoE Endorsement
- Year 3 Funding
 - * \$385,000
 - * Option for 4 Additional

- **Technology Focus Area Important – kind of...**
- **Geography Less Important – “Extra-Regional”**
- **Focus on Business Development – “Tier 1”**
- **Teaming & Partnerships**
- **Third Party Technology Validation Critical**
- **Focus on Non-Traditional Funding Paths**
- **Technology Innovation Increasingly from SB**
- **Small Business is Handicapped by Govt.**
- **Inter-State Competitiveness is a Barrier**
- **States/Regions that Diversify are Winning**
- **Eschew Bureaucracy!**

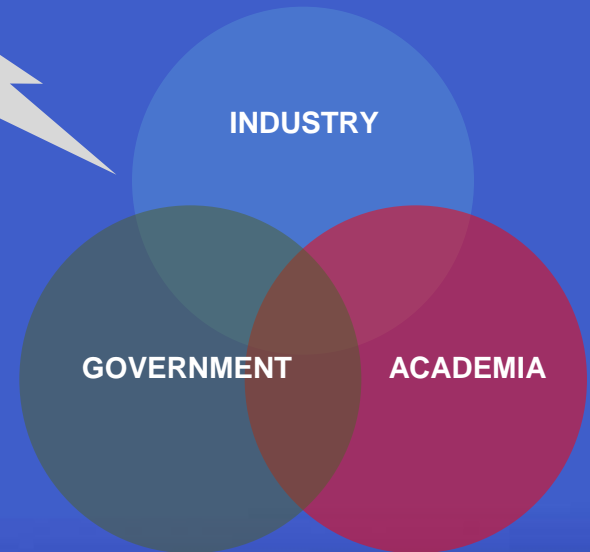
AUTONOMOUS & UNMANNED SYSTEMS INDUSTRY GROUP

INDEPENDENCE & POWER FOR OUR NATION'S WARFIGHTERS

| AEROSPACE | MEDICAL | GROUND SYSTEMS | AGRICULTURE | SUPPORTING TECHNOLOGY |



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