FLC

Federal Laboratory Consortium
for Technology Transfer

2018 ANNUAL REPORT

to the President and Congress

Celebrating American Innovation

“The primary goal of the FLC is to promote, educate, and facilitate federal laboratories and industry about the technology transfer process. Through our valuable tools and resources, our organization is dedicated to providing T2 professionals with numerous opportunities to engage their innovation ecosystems and spur lab-to-market activity that will impact our economy for years to come.”

- John Dement, FLC Chair

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I. FLC ORGANIZATION

About the FLC

Formally chartered by the Federal Technology Transfer Act of 1986, the Federal Laboratory Consortium for Technology Transfer is a nationwide network of over 300 federal laboratories, research centers, and academic institutions that fosters commercialization best-practice strategies and opportunities for accelerating technologies out of the lab and into the marketplace.

The FLC is governed by an Executive Board comprised of four nationally elected positions, in addition to a Host Agency Representative, six Regional Coordinators, Members-at-Large, and the chairs of eight standing committees (i.e., Awards, Communications, Education & Training, Laboratory and Business Systems, Legal Issues, Planning and Policy, Program, and State & Local Government) appointed by the Executive Board. The FLC Executive Board determines organizational policy and direction, as well as establishes the annual budget.

The Executive Board is advised by the National Advisory Council (NAC), which includes representatives from the internal and external audiences that make up the FLC community, i.e., industry, academia, state and local governments, and federal laboratories. Other participating organization members are federal agency representatives (ARs) and laboratory representatives (LRs). ARs and LRs serve as the primary link between their parent agency or laboratory and the FLC.

The highly motivated T2 professionals who fill these positions are experts in their respective fields and the driving force behind improving the ability of federal labs to effectively partner with the private sector. Through their volunteer efforts, the FLC serves as a gateway for industry, government and academia to access federal resources and aid in boosting our nation's economy.

Connect With the FLC

The FLC Management Support Office (MSO) is dedicated to serving the FLC and the FLC community. For more information on FLC educational resources, tools, services and events, visit the FLC website or reach out to us directly.

support@federallabs.org | federallabs.org

/federallabs

II. LETTER FROM THE FLC CHAIR

2018 – Celebrating American Innovation

Fiscal year 2018 (FY18) marked an exciting year of progress and change for the Federal Laboratory Consortium for Technology Transfer (FLC). From expanding our communication platforms that promote technology transfer (T2) successes, to establishing new goals for initiatives that facilitate lab-industry connections, the FLC accomplished numerous milestones that strategically support current science and technology policies as defined by the Cross-Agency Priority (CAP) Goal's Lab-to-Market Initiative in the President's Management Agenda.

In my second full year as Chair, I've learned a great deal from our laboratory members about the T2 approaches that make their partners tick. Finding the best strategies for fostering meaningful business connections and relationships is extremely important to the FLC's mission. The feedback we received throughout FY18 has helped to shape the tools and services our organization creates so federal laboratories can reach their T2 goals.

As promoters, educators and facilitators of federal T2, the FLC was eager in 2018 to celebrate the lab-to-market successes being produced by federal agencies and laboratories. The theme of "Celebrating American Innovation," also the theme of the 2018 national meeting, epitomizes the efforts put forth by the FLC during FY18. A new class of national award winners was ushered in for outstanding T2 achievements; and, a new virtual environment was launched that not only educates the public on what T2 is, but also showcases federally developed technologies that have made a significant impact on everyday life.

Continuing with our commitment to support our members' T2 needs, the FLC also implemented major enhancements to the FLC Business platform that benefits both the user and the laboratory representatives who play a helpful hand in managing their available resource data. The FLC also took a deep dive into revamping the Technology Focus Area (TFA) initiative. With direction from a designated TFA program manager, we've established a three-phased plan of action that will connect labs with businesses looking to partner and accelerate their research and development (R&D) into the marketplace.

Our organization strives to provide contemporary and comprehensive resources for all of our members and the T2 community to use year after year. In ensuring our commitment to further enhance our tools and services, the FLC also used 2018 to develop a new Strategic Plan. The thoughtful direction FLC leadership put into the new Strategic Plan has laid the path for positive changes that will go into effect from 2020 through 2025. This annual report outlines the efforts that our organization continues to make to streamline the T2 process for our members, partners and collaborators.

In accordance with 15 U.S.C. §3710(e)(6) and on behalf of the members of the FLC, I am pleased to present the FLC 2018 Annual Report to the President and Congress.

Respectfully,

John Dement, FLC Chair

III. 2018 BY THE NUMBERS

A summary of statistics and metrics across all FLC initiatives during FY18

From the launch of the new LabTech in Your Life platform, to training participation, and highlighting new T2 successes on the FLC website and through the FLC awards program, the FLC used 2018 to expand its T2 mission efforts.

FEDERALLABS.ORG

70,664 PAGE VIEWS

MOST VISITED SITE AREAS:-

FLC BUSINESS
5,191 Unique Page Views

LABTECH IN YOUR LIFE
4,342 Unique Page Views

REGIONS
699 Unique Page Views

NATIONAL MEETING | PHILADELPHIA, PA

8 Exhibitors/ Sponsors
7 Training Courses

449 Attendees
239 Trainees
100 Newcomers

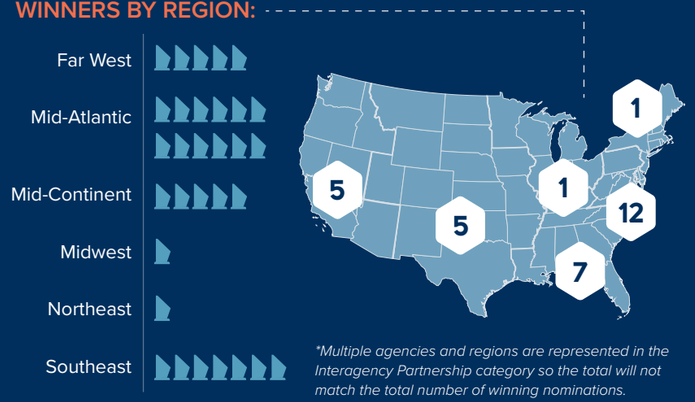
NATIONAL AWARDS

8 Agencies / **96** Nominations

24 Laboratories Represented

30 Winners in **8** Categories

WINNERS BY REGION:



**Multiple agencies and regions are represented in the Interagency Partnership category so the total will not match the total number of winning nominations.*

SUCCESS STORIES GALLERY

262 Success Stories and Growing

1,708 T2 Award Winners

LABTECH IN YOUR LIFE

27 Technologies
7 Agencies
6 Tour Stops

10 min Average Time
79 Leads
1,252 Total Visits

**Note: Metrics taken from July 9, 2018 (official launch date) through September 30, 2018 (end of FY18).*

SOCIAL MEDIA

1,302+ LIKES
2,896+ FOLLOWERS
861+ FOLLOWERS
218+ SUBSCRIBERS
464+ SUBSCRIBERS

IV. PROMOTING FEDERAL TECHNOLOGY TRANSFER

Promote the economic and societal value of federal laboratory technology transfer.

Building awareness of the federal technology transfer process and its significant benefits to the American economy and society is a core priority of the FLC that directly aligns with the Cross-Agency Priority (CAP) Goal's Lab-to-Market Initiative. The FLC used 2018 to launch new platforms that recognize the T2 successes of federal laboratory research and development (R&D). From honoring a new class of FLC national award winners to creating the LabTech in Your Life virtual environment to showcase federally developed commercialized technologies, the FLC has placed no limits on its approach to promoting T2.

2018 FLC National Awards

For the technology transfer community, the FLC national awards are a prestigious honor that recognizes the dedicated T2 professionals and their partners who have moved all types of technologies from the federal laboratory to the marketplace. Many of the technologies and partnerships recognized support the warfighter and first responders, as well as positively impact medical patients and American consumers.

In 2018, 96 nominations from 11 federal agencies were submitted to the FLC national awards program. From those, 30 winners representing 8 agencies and 24 federal laboratories across 8 categories were selected. Winning categories ranged from Excellence in Technology Transfer to individual service awards and State and Local Economic Development, to name a few. The 2018 FLC award winners are a shining example of how federal laboratories transfer technologies using not only classic T2 mechanisms such as patents and licensing, but also new, outside-the-box approaches that have become proven strategies for T2 success.

The 2018 FLC awards ceremony and poster presentation took place April 25 at the Loews Hotel in Philadelphia, Pennsylvania, as a part of the 2018 national meeting. The awards ceremony was filmed and produced into a video for awardees to further promote their winning T2 successes. The video showcases the honorees and offers a glimpse inside the prestigious awards ceremony. Winning agencies and laboratories were provided the video to view, download, and share with their organizations and partners.

In 2019, the FLC updated several aspects of the awards program—from a modern, new FLC national awards statue and logo, to planning new awards categories and criteria updates that will be implemented in 2020.

2018 Excellence in Technology Transfer FLC National Award Winner

Android-based Team Awareness Kit (ATAK)
Department of Defense – U.S. Air Force
Air Force Research Laboratory

Photo caption: ATAK is an affordable, easy-to-use, secure, mobile, interactive geospatial tool that connects multiple people on the go, giving them a common operational picture digitally in an intuitive way. The Marine team leader shown in the photo is tracking his team and the drop zone position. (Photo by Lance Cpl. George Melendez)

LabTech in Your Life

Launched in July 2018, LabTech in Your Life is a virtual experience that highlights the everyday places and spaces where you can find and interact with federal technologies. The unique environment was created to showcase federal agencies' and laboratories' most recognizable technology development and collaborative partnership successes in a modern, interactive platform.

The first environment, LabTech at Home, takes you on a virtual tour through 6 home living spaces featuring 27 federally developed technologies from 7 agencies where visitors can learn the stories behind these lab-to-market successes. Each technology represents years of federal laboratory R&D and demonstrates successful T2 partnerships that have accelerated economic growth and increased industry innovation for decades.

LabTech in Your Life creates a real-world connection with T2 and portrays the possibilities our federal laboratories offer to entrepreneurs interested in furthering their research and development. For visitors seeking information about how to work with a federal lab, LabTech in Your Life connects directly to FLC Business—the most comprehensive free database of ready-to-license federal technologies, equipment, funding and other valuable resources.

Examples of technologies visitors will find when exploring the virtual tour stops include fruits and vegetables like tomatoes and grapes that have been given a boost in both flavor and disease resistance thanks to U.S. Department of Agriculture scientists. Other examples include Army-developed mosquito traps and the NASA-invented memory foam found in mattresses. Since the platform is virtual, visitors can view either on their desktop computer or through a virtual reality (VR) headset and smartphone that allow a 360-degree immersive experience.

The environment was well-received by the T2 community. Members provided feedback on how to expand and the desire to include more technologies throughout the virtual spaces. An updated version of LabTech in Your Life released in August 2019 includes 21 new technologies, an additional outdoor tour stop, and several reshot living spaces. The FLC continues to discuss ideas for expanding the platform to include other virtual environments.

27 Techs

7 Agencies

6 Tour Stops

FLC Marketing and Communications Tools

Ensuring that FLC members and partners are receiving the support they need to accelerate their T2 and marketing efforts is a top priority for the FLC. Providing an open line of communication between the organization and its members is key to meeting that objective. The FLC Communications Committee is responsible for creating, disseminating and marketing all cross-organization tools, services, events, resources and initiatives.

The FLC used much of 2018 to streamline a communications strategy to support the larger FLC Strategic Plan that will be implemented in 2020. Major elements of the strategy include refining the FLC's audience groups and new approaches to reaching members and stakeholders. Methods such as instituting LiveChat software to the FLC and FLC Business websites have already been enacted. LiveChat is an instant chat functionality whereby site visitors can request information or seek advanced help when searching the site for T2 resources.

Other means of communication include targeted social media campaigns across all FLC social media channels. These platforms offer a unique space for T2 discourse and the opportunity to promote member labs' T2 activities and events throughout the year. The FLC added Instagram to its social channels and used 2018 to spotlight laboratory R&D images along with T2 events and resources.

FLC Publications

FLC print publications also provide a valuable medium for promoting members' innovative work. In 2018 the FLC produced the 2019 FLC Planner and the 2018 FLC awards publication. Both are available on the FLC website for members to view, download, and share.

The 2019 FLC Planner features stellar images of laboratory technologies, R&D, and partnership work that are both eye-catching and convey the story of FLC labs groundbreaking innovations. The Planner is sent to all members of Congress, and all submissions are promoted each week in the FLC's news, social media channels, and the *FLC Digest* digital newsletter.

The 2018 FLC awards publication is a collection of the 2018 FLC national award winner stories and regional award winner listings.

Develop FLC members to be impactful leaders in technology transfer.

V. EDUCATING TECHNOLOGY TRANSFER PROFESSIONALS

Technology transfer educational resources are vital assets aimed at helping innovators gain the knowledge base and professional development they need to accelerate lab-to-market activity. From knowing the proper mechanism to employ when negotiating a license, to knowing the basics of intellectual property (IP) rights, T2 professionals need to know how best to navigate the T2 process for their organization and partners. For over 40 years, the FLC has provided T2 professionals, researchers, innovators, and entrepreneurs alike the education and training (E&T) resources necessary to produce successful commercialization outcomes.

Throughout 2018, the E&T Committee focused on providing a well-rounded curriculum with various ways for members to take advantage of as they grow their foundational T2 knowledge and stay abreast of T2 trends. This section highlights the 2018 FLC national meeting, a new online webinar, and a Cooperative Research and Development Agreement (CRADA) success story video produced by the FLC to aid the lab-to-market efforts of federal laboratories and agencies.

2018 FLC National Meeting

Every year, the FLC national meeting brings together federal laboratory technology transfer professionals, industry representatives, and thought leaders to learn, share experiences, and strategize new ways to accelerate innovation. The 2018 national meeting was no different.

Held April 25 – 26 at the Loews Hotel in Philadelphia, Pennsylvania, the 2018 national meeting centered around the theme of "Celebrating American Innovation," and featured speakers and panelists from federal labs nationwide as well as innovators from established Philadelphia academic institutions.

Training Day

With 449 attendees, 239 of which participated in Training Day, 100 newcomers and 8 exhibitors, the 2018 meeting was a huge success. Day one of the meeting, Training Day, featured the courses below for attendees to sharpen their T2 skills.

TRAINING DAY COURSES AND ATTENDEE STATS

239 Attendees

100 Newcomers

8 Exhibitors

- Technology Transfer for Beginners – 34
- Intellectual Property for Technology Transfer Professionals – 29
- CRADA Workshop – 46
- Licensing and Negotiation Workshop – 36
- Marketing Tools for the Technology Transfer Office (TTO) – 36
- Strategic T2 – Engaging the External Ecosystem – 36
- Communicating With Influencers at Your Lab – 22

General Sessions

Day two kicked off with a keynote address from SSTI Policy and Development Director Jason Rittenberg, who led attendees in an exploration of recent trends, challenges, and the abundant collaborative opportunities available to federal laboratories in and around their surrounding communities. Also featured were lively sessions led by speakers from various federal agencies and laboratories who covered topics such as: "T2 Licensees and Litigation – Lab and Agency Perspectives"; a presentation of results from RTI International and the National Institute of Standards and Technology (NIST) cooperative agreement study on improving measurements and communication of T2 outputs; and a session on FLC Business and T2 Tools that captured attendees' feedback through live polls. Day two ended with a poster presentation and awards ceremony honoring the 2018 FLC award winners.

The third day, Industry Day, was highlighted by a special session on the White House's Return on Investment (ROI) Initiative that was delivered by Dr. Walter G. Copan, Undersecretary of Commerce for Standards and Technology and NIST Director. That session and Industry Day are covered in-depth in the "Facilitate" section of this report.

Overall, the 2018 national meeting provided attendees the opportunity to expand their T2 knowledge, gain perspective on national policies, and take away new strategies for boosting their commercialization activity.

The 2019 FLC national meeting (which has since been held in Orlando, Florida) offered additional advanced courses during Training Day and numerous live-polling and discussion sessions for attendees to voice their feedback on current T2 issues and FLC resources.

2018 FLC Regional Meetings

Throughout 2018, the FLC's six regions hosted in-person events and training days for their members and T2 professionals. These annual meetings are in addition to the FLC national meeting, and they provide each region the opportunity for discussions on in-depth strategy and how best to engage with the innovation ecosystem surrounding regional labs.

In 2018, several regions worked together to host joint regional meetings that brought in significant numbers of attendees. Regional meetings are planned by the FLC's dedicated regional coordinators, deputy regional coordinators, and support staff. In addition to providing in-person training and sessions, regional meetings also include tours of host-city area laboratories, networking opportunities, and a regional awards ceremony. Featured here are 2018 regional meeting locations and attendee numbers.

Mid-Continent/Far West
Oklahoma City, Oklahoma
100 attendees

Mid-Atlantic
Rockville, Maryland
100+ attendees

Southeast/Midwest
Cocoa Beach, Florida
50+ attendees

Northeast
Princeton, New Jersey
40+ attendees

2018 Regional Training Courses

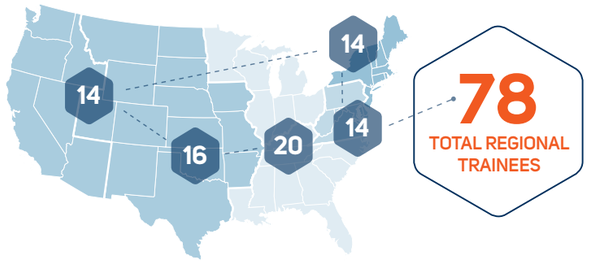
Over the past few years, FLC regions have offered various intensive one-day training courses to support their member laboratories' technology marketing efforts. In 2018, regions offered training such as the American Management Association (AMA) courses "Fundamentals of Marketing" and "Results-Oriented Communications," as well as a TED Style Public Speaking Workshop run by TEDxABQ. All courses offered were optional, in-person training that regional members could attend and share the knowledge they learned with their Office of Technology and Research Applications (ORTA) personnel.

AMA American Management Association®

The AMA courses covered methods for applying modern marketing analysis techniques and utilizing the "four Ps of marketing"—i.e., product, price, place, and promotion—as well as other key tactics to maximize laboratory marketing and communication success.

TEDxABQ
X = independently organized TED event

TEDxABQ—an Albuquerque, New Mexico-based organization that introduces new ideas to elevate community engagement and innovative connections—hosted a workshop at the 2018 Mid-Continent/Far West regional meeting for attendees to hone their public speaking skills with their T2 colleagues.



TED Style Public Speaking Workshop (August 2018) – 16 attendees

Mid-Continent/Far West Training Day (August 2018)
Fundamentals of Marketing – 14 attendees

Southeast/Midwest Training Day (September 2018)
Results-Oriented Communications – 20 attendees

Mid-Atlantic Training Day (July 2018)
Fundamentals of Marketing: Your Action Plan for Success – 14 attendees

Northeast Training Day (September 2018)
Fundamentals of Marketing – 14 attendees

Online Educational Resources

In addition to the various in-person training events offered throughout 2018, the FLC produced valuable online E&T resources for the T2 community. From new webinars to showcasing a T2 mechanism success story, the FLC continued to create valuable E&T content for the entire T2 community.

EPA and WaterStep collaborate on lifesaving water technology and bring clean water to victims of Hurricane Maria.
Image courtesy of EPA and WaterStep.

New T2 Regulations Webinar

In 2018, NIST released new T2 regulations for complying with the Stevenson-Wydler and Bayh-Dole acts. It is essential that all T2 and lab professionals know and understand these regulations. To ensure that federal agencies' and laboratories' T2 offices were up-to-speed on the new regulations, the FLC hosted a free webinar, "New T2 Regulations: What You Need to Know," shortly after the release in May 2018.

The live webinar focused on two major areas:

1. Licensing CRADA background inventions
2. Priority order changes for joint inventions.

These new rules provided valuable insights on exactly how they will affect the role of lab professionals in the T2 process. The webinar and webinar transcript are now available to view on demand in the FLC Learning Center.

CRADA Success Story Video

As a new E&T initiative for 2018, the FLC shone a well-deserved spotlight on federal labs' dedicated work and featured a successful CRADA in a testimonial video. CRADAs are an extremely powerful tool—but they are also T2's best-kept secret. A submission from the Environmental Protection Agency (EPA) was selected as the featured success story to promote the significance of federal T2 offices' agreement achievements.

The video, titled "Clean Water to Puerto Rico Hurricane Victims Through EPA – WaterStep Collaboration," was added to the FLC's video library and YouTube channel, and promoted widely on the FLC's news and social media channels. The video features the EPA and its CRADA partner, WaterStep, a nonprofit that creates safe water solutions and products for those in need. Through the CRADA partnership, WaterStep worked with EPA researchers at the EPA Test and Evaluation Facility to develop an emergency water treatment system that has helped thousands of people with limited access to safe water.

As a result of the collaborative work by the EPA and WaterStep, this lifesaving technology has been used to create safe drinking water for dozens of communities across Puerto Rico since Hurricane Maria struck in September 2017. The EPA-WaterStep CRADA is a shining example of how research and development collaborations between private entities and federal laboratories can have a powerful impact on our world.

Facilitate federal laboratories' T2 goals and missions through FLC-created tools and services.

VI. FACILITATING TECHNOLOGY TRANSFER ACTIVITY

At the heart of the FLC's mission is facilitating federal laboratories' T2 objectives. We strive to help our members make meaningful connections with industry, as well as provide an accessible pathway for labs to accelerate their technologies into the marketplace. The FLC is committed to creating dynamic T2 tools and services that prepare our members and their partners for commercialization success. From tools and services such as FLC Business and the Technology Focus Area (TFA) program, to regional and state and local government activities, a wealth of opportunities is available for laboratories and eager innovators to work together.

2018 marked an exciting year for the FLC's pursuit to facilitate lab-to-market efforts. FLC Business underwent numerous updates that benefited both laboratories and database users. The TFA initiative named autonomous systems as a new theme and began to shift its focus with a new program manager at the helm. 2018 Industry Day at the national meeting opened new innovation possibilities to attendees, while regional efforts and collaborative partnerships throughout the year supported the FLC's overall goals to extend its outreach to industry.

This section provides an overview of the organization's endeavors to enhance its tools, services, and program offerings to provide meaningful connections between federal laboratories and potential industry partners.

FLC Business 3.0

The FLC is excited to announce the launch of FLC Business 3.0, an upgraded version of the FLC Business search platform. Throughout 2018, the FLC implemented several enhancements to FLC Business—a robust search database of federal laboratory technologies and resources. Coined FLC Business 3.0, this was the third round of major updates made to the one-stop-shop search platform. The upgrades to FLC Business benefited laboratory users who upload their data into the database, as well as general users who are looking for a more advanced search experience.

FLC Business 3.0 Updates

- Redefined search categories
- Filterable search results page
- New advanced filter categories for refined searching
- Technology Locator chat service on each page
- Save-search functionality
- Upgraded laboratory profile page editing capabilities
- Integrated success stories and awards with lab profiles
- Print and share capability

These updates were well-received by FLC laboratory and agency representatives who frequent the platform. The FLC continues to enhance FLC Business every day, including importing laboratory resource data and refining the search functionality. Work to add new functionality to FLC Business, such as adding Notices of Intent to License, will be completed in 2019.

Also new in 2019, FLC Business will feature tool tips to help users navigate the database, tour a laboratory profile, and find resources and laboratory contact information faster than ever.

Technology Focus Areas (TFA) Initiative

2018 marked the third year of the FLC's TFA initiative. The TFA program shines a spotlight on a specific technology that addresses a public need and supports both government-wide lab-to-market goals and federal laboratories' research and T2 missions. Beside facilitating connections between industry and federal laboratory data, this initiative also directly supports Cross-Agency Priority lab-to-market goals.

At the beginning of FY18, the FLC completed the second half of its four-part energy webinar series that was kicked off in 2017. The live series offered innovators an inside look at energy-related research and development taking place at federal laboratories. The first parts covered renewable energy, fossil fuels, and nuclear energy. Parts three and four, hosted in partnership with the Midwest Energy Research Consortium (M-WERC), covered energy transmission and storage. Participating laboratories included Idaho National Laboratory, Los Alamos National Laboratory, Naval Research Laboratory, and National Energy Technology Laboratory, among others. All presentations are available to view on-demand on the FLC's YouTube channel.

2018 Technology Focus Award Winner – Energy

Sandia National Laboratories
"Successful Collaboration Accelerates Testing of New Blade Designs"

Together, national laboratories and industry partners are deriving new ways to lower the cost of wind energy and accelerate the deployment of new wind energy technologies directly to the industry. By marrying Sandia's blade design capabilities with Oak Ridge National Laboratory's 3D printing capabilities, the National Renewable Energy Laboratory's blade structural testing capabilities, and the worldwide commercial design and manufacturing capabilities of wind blade manufacturer TPI, the team built an innovative wind turbine blade accurately, quickly, and cost effectively to accelerate new wind energy technologies from concept to market.

Autonomous Systems and New TFA Objectives

To move the TFA initiative forward, a new theme focusing on autonomous systems (AS) technology was established. The opportunities for advancing smart and autonomous systems technologies are vast. Currently, federal laboratories representing nearly every federal agency are utilizing their science and technology expertise to push the boundaries on automated capabilities.

The FLC's National Advisory Council (NAC) provided a thorough review of the initial TFA process. The NAC worked alongside FLC leadership to create a new strategy for the TFA initiative that would enable more effective connections between federal labs and "bridger" organizations such as regional accelerators and incubators. To guide the new strategy, the FLC placed a new TFA program manager to oversee the program's objectives as well as the new AS theme. The revamped program will be rolled out in 2019 in a three-phased approach, with the end goal of promoting federal AS technologies and facilitating valuable connections between labs and interested industry parties. In 2018, the FLC laid the following groundwork for the new TFA objectives:

- Provide a streamlined process for industry to connect with federal laboratories and access available technologies
- Create an autonomous systems innovation assets portfolio allowing for more efficient technology scouting
- Support member laboratories in their technology marketing and overall T2 efforts.

By using the TFA program to its full potential, federal laboratories and their partners will be better able to meet their commercialization goals and objectives.

2018 Industry Day

On the third day of the 2018 national meeting celebrating American innovation, the FLC held its annual Industry Day. One of the meeting's major highlights, Industry Day provides attendees the opportunity to engage and network with expert speakers, federal laboratory and agency professionals, regional businesses, and startups eager to move technologies into the marketplace. R&D professionals participated in various sessions that discussed ways to advance their business and products through technology transfer partnerships and agreements with federal labs.

Exhibitors ranging from economic development groups, small business organizations, academic institutions, and federal labs and agencies were present. Session speakers and topics included:

- Keynote address from innovation thought leader Tom Osha, Senior Vice President, Innovation and Economic Development, Wexford Science and Technology
- Incubator and Accelerator Panel featuring Tony Green, Vice President of Technology Commercialization of the Ben Franklin Institute; Chuck Sacco, Assistant Dean of Strategic Initiatives at Drexel University; Peter Melley, Director of New Ventures at University City Science Center
- Fostering Industry-University-Federal Lab Collaboration through the Institute for Advanced Composite Manufacturing Innovation (IACMI) with panelists from industry, academia, and federal labs
- Water Technologies Panel that featured The Water Council (TWC), the FLC's industry partner in the water TFA initiative.

DR. WALTER G. COPAN

ROI Initiative session, 2018 Industry Day

"This is our moment, federal labs. I believe we have a tremendous chance to work together as part of this [ROI] initiative and change the rules of engagement, to address some of the issues that have held us back, to look at policies and procedures that we have in place. We have people in office on Capitol Hill who are looking to support legislative changes to make it more effective for the federal laboratories who have federally funded research and development to get their work into the marketplace more effectively."

Closing out Industry Day and the national meeting was a highly anticipated presentation from Dr. Walter G. Copan, Undersecretary of Commerce for Standards and Technology and NIST Director. Dr. Copan shared his vision for the future of technology transfer through the Return-on-Investment (ROI) Initiative, a critical part of the President's Management Agenda. During this session, attendees provided input on how the FLC can play a critical role in maximizing returns from federal R&D investments.

Regional Efforts to Spark Lab-to-Market Activity

In addition to the new developments being implemented to FLC tools, services and the TFA initiative, several FLC regions used 2018 to continue ongoing efforts to spur connections between federal laboratories and industry. Through new strategies designed to enhance engagement with FLC resources, the FLC was hard at work facilitating collaborative partnerships between trusted entities eager to bring technologies to the marketplace.

SSTI and FLC Mid-Continent Study

The *Partnerships for Technology Transfer at Federal Labs* study was created for the FLC Mid-Continent Region by the State Science and Technology Institute (SSTI), an experienced nonprofit that strengthens initiatives to create a better future through science, technology, innovation, and entrepreneurship. The report's primary purpose was to identify federal/nonfederal partnership opportunities to advance technology transfer, but the information is structured in a way that will benefit any organization interested in better understanding the region's opportunities to promote technology transfer. Provided are state-by-state profiles of relevant policies and the organizations and initiatives that are strategic targets for federal labs to consider for future partnerships.

Partnership with NIST MEP National Network

The FLC assisted the Manufacturing Extension Partnership (MEP) program and the RAPID Manufacturing Institute in seeking relevant innovations and licensees that could help federal laboratory Offices of Research and Technology Applications (ORTAs) make introductions to manufacturers with solutions to make chemical processing more energy and environmentally efficient. The aim of this collaboration was to open up new business opportunities for labs and businesses to work together.

SBIR Road Tour Participation

Throughout 2018, the FLC's regional officers participated in supporting the U.S. Small Business Administration's (SBA) Small Business Innovation Research (SBIR) Road Tour. The tour travels across the country helping to connect entrepreneurs working on advanced technologies to the SBA's SBIR/STTR programs and opportunities for early-stage funding. Regional officers spoke on behalf of the FLC and showcased the various FLC tools, services, and resources available to innovators looking to further their R&D and partner with a federal lab.

FLC Business LIVE!

Facilitated by Innovate Inc.—an Oklahoma City, Oklahoma-based nonprofit organization that offers programs designed to educate tech developers how to leverage federal R&D funding, resources and talent—the Mid-Continent and Far West regions hosted a session called FLC Business LIVE! during their 2018 joint annual meeting. The session utilized Innovate's industry data and FLC Business laboratory resource data to match businesses with federal laboratories in real time. This session facilitated meaningful connections between regional companies seeking technology expertise with laboratories.

VII. 2018 FINANCIAL STATEMENT

FUNDING FOR THE FLC

By statute (15 USC §3710(e)(6)), the FLC receives its funding as a stated percentage of the intramural research and development budget of each federal agency for the fiscal year. These funds are transferred to the National Institute of Standards and Technology (NIST) at the beginning of each fiscal year and then transferred by NIST to the FLC to conduct its activities.

Below is a summary schedule of FLC revenues and disbursements as reported on NIST ledgers, as well as a summary of agency contributions in FY18.

Schedule of Revenues and Disbursements

	2017	2018
Revenues	$3,148,000	$3,810,154
Disbursements*		
Contract Support	$1,929,612	$2,147,733
NIST Administrative Charges	$185,964	$242,994
Committee/Operations	$839,736	$1,096,737
Total Disbursements	**$2,955,312**	**$3,487,464**

** Disbursements are made across fiscal years.*

2018 Financial Statement

Agency Contributions to the FLC for Fiscal Year 2018

AGENCY	AMOUNT PAID
Department of Agriculture	$112,728
Department of Commerce	$87,032
Department of Defense	$1,694,887
Department of Energy	$781,000
Department of Health and Human Services	$610,880
Department of Homeland Security	$21,027
Department of Interior	$61,600
Department of Transportation	$31,408
Department of Veterans Affairs	$57,792
Environmental Protection Agency	$20,680
National Aeronautics and Space Administration	$305,784
National Science Foundation	$25,336
Total	**$2,955,312**

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