

Leveraging State and Federally Funded Outreach

Building Full Value Partnerships with Business and Industry
Steven L. Devlin
22 September 2015



The Silver Bullet?

- Ronald A. Cox, Ph.D.
 - *Iowa State University*
Center for Industrial Research and Service
 - Richard K. Lester Ph.D.
 - *Massachusetts Institute of Technology*
Industrial Performance Center
 - *Universities, Innovation, and the*
Competitiveness of Local Economies (2005)
- 


Changing Regional Expectations

- Education (Training Human Resources)
- Knowledge Creation (Research)
- △ Regional / Economic Development
 - *Growth in Local Business and Industry*

Channels of Engagement

- Education and Training
 - *Undergraduate, Masters, Ph.D., Mid-Career, and Executive Education*
 - Codified Knowledge
 - *Publications, Patents, Prototypes*
 - △ S&T Problem Solving Capacity
 - *Venture Mentoring, Start-up Clinics, Contract Research, Technology Licensing, Equipment Access*
 - △ Public Space
 - *Conferences, Business Plan Contests, Alumni Networking, Investor Forums*
- 

Transformative Relationships

- Multiple engagements
 - Institutional Value
 - Building Trust
 - Growing Advocates
- 

Understanding the Industrial Environment

Innovation-led Growth Pathways

- I. Creating New Industries
- II. Industry Transplantation
- III. Diversification of old industry
- IV. Upgrading of mature industry


Lester 2005



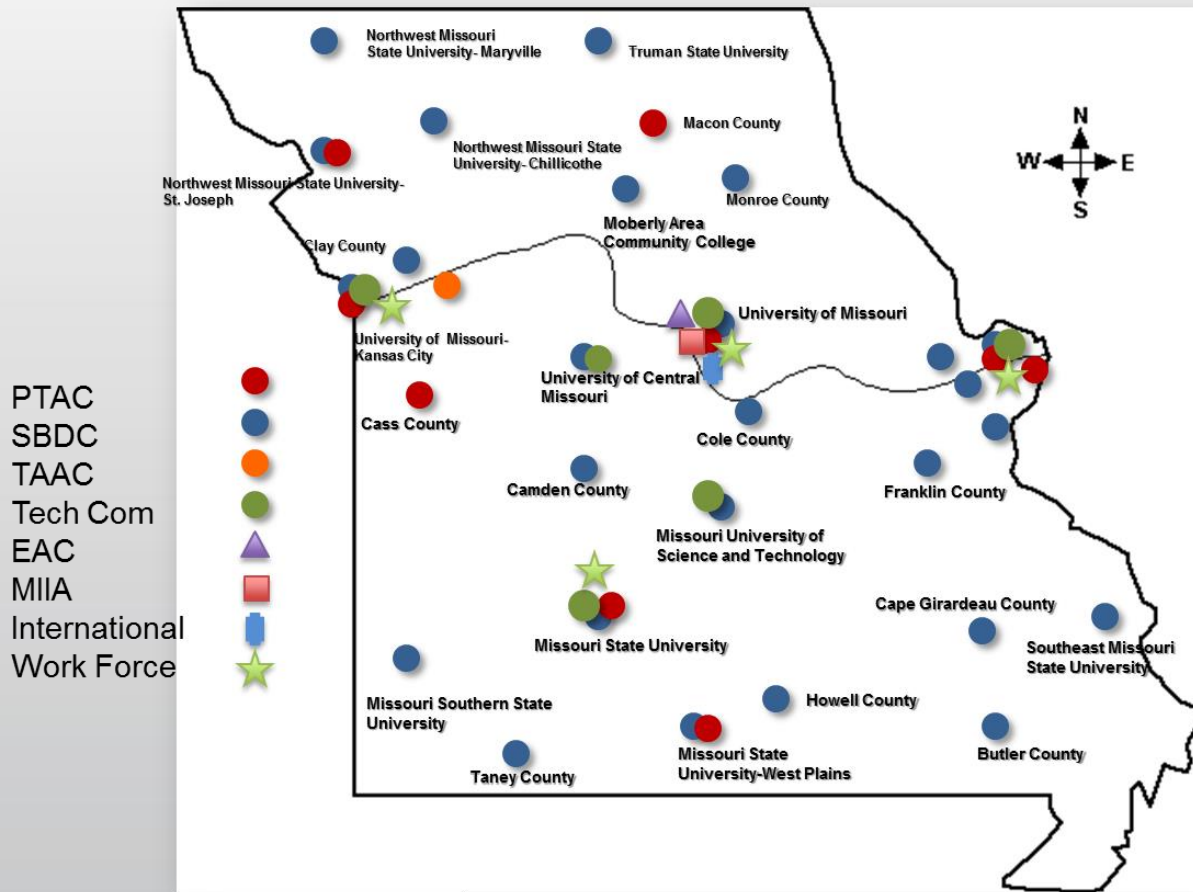
Federal Opportunities

- Manufacturing Extension Partnerships (NIST)
 - Small Business Development Centers (SBA)
 - University Centers (EDA)
 - Procurement Technical Assistance Centers (DLA)
- 

Established Engagement

- ISU Center for Industrial Research and Service - \$ 1.5B / 5 yrs.
 - NC State Manufacturing Extension Partnership - \$ 2.9B / 15 yrs.
 - Georgia Tech Enterprise Innovation Institute – 2,500 served / yr.
 - MU Procurement Technical Assistance Center - \$ 809M / 3 yrs.
- 

Distributed Networks



Curves Ahead

- Requires Management
 - *Expectations, Timelines, Change Communication*
 - Institutional Issues
 - *Contracts, Tenure, Publication, Impacts*
 - Funder Requirements
 - *Matching Funds, Deliverables, Focused Activity*
- 

UNIVERSITY OF MISSOURI
 Extension

an equal opportunity/access/affirmative action/
pro-disabled and veteran employer

Steven L. Devlin
devlinsl@missouri.edu