

# AFRL

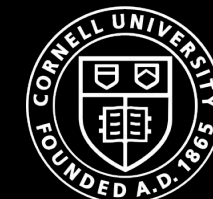


HUB Membership  
Overview

Seth Mulligan  
Griffiss Institute

# MID-ATLANTIC HUB

Hosted by



Cornell University

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# Mid Atlantic AFRL Hub

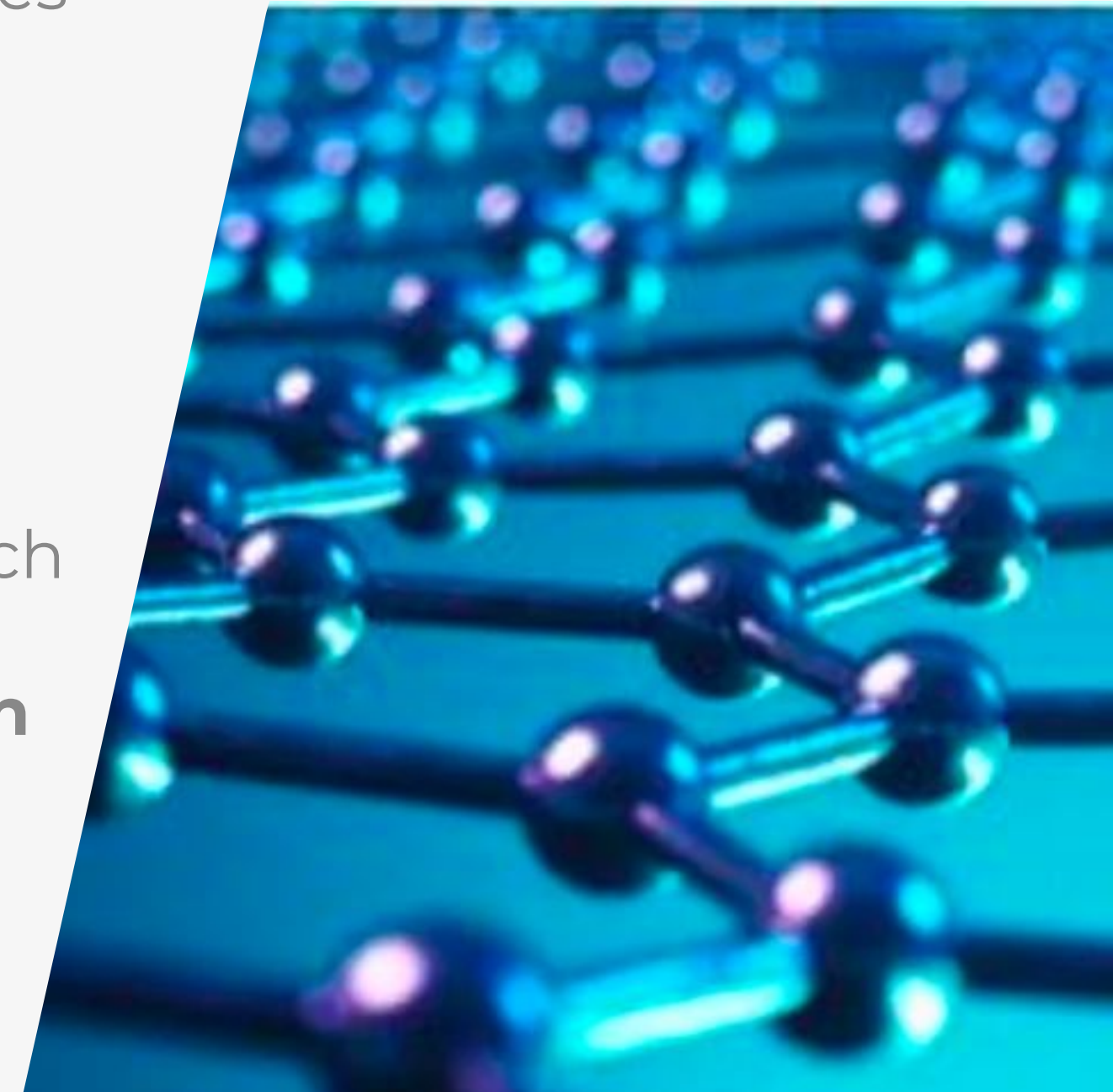
Membership Working  
Group Presentation



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## THEME 1: CLEAR BENEFITS

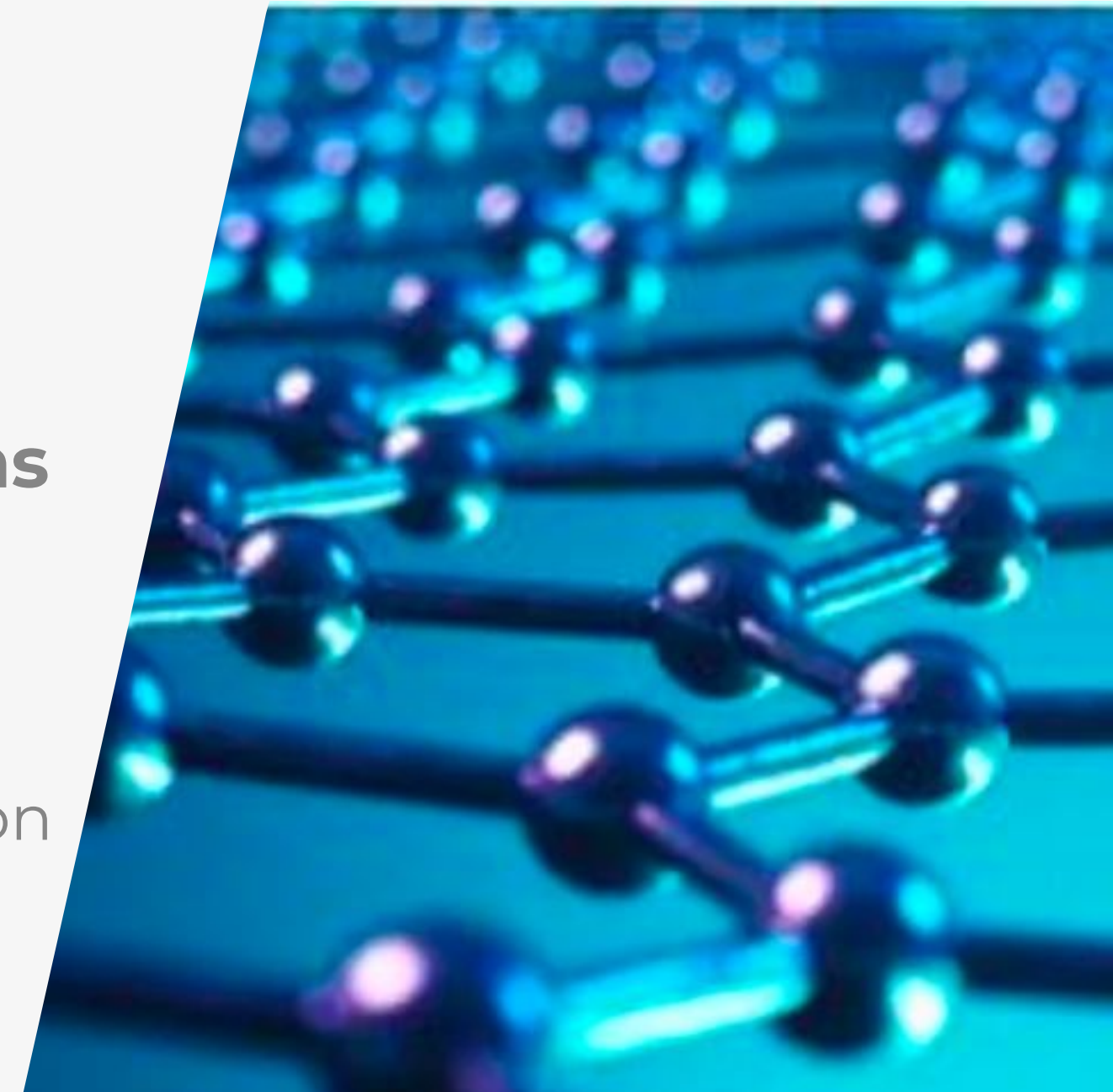
- **Tracks and a la carte to align to the complexity of interests is key – the membership model needs to be agile and clear**
  - Think SaaS Bronze, Gold Platinum
  - Use Common Terms and Conditions to align “rules” and that any member is engaged under the same basic premises
- **People and honest access to opportunity and mutual interests** – Yes, we need databases of equipment and short-cuts to real contacts, but... Face-to-face still key.
- **Purpose up front, clear, and SMART-like objectives.**
  - Is this a short accelerant to market or long-pole research influencing organization?
- **There may be some room for Professional participation AND/OR Organizational**



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## **THEME 2: BLOOD FROM STONE?**

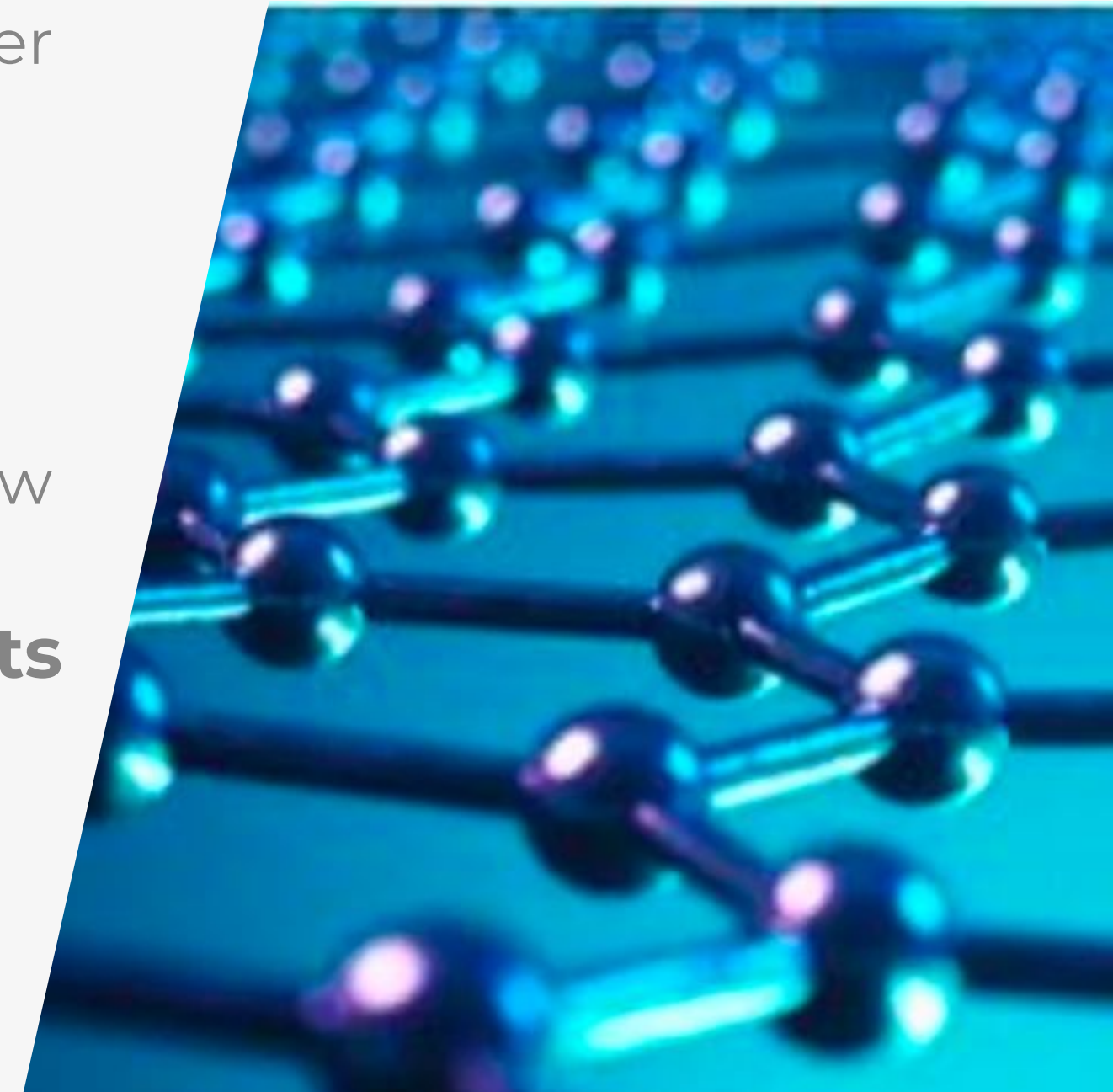
- **Match and actual cash requests from Universities and Startups are incredibly difficult.**
  - Why not try to make this corporate and venture funded (nearly entirely) – with rights / incentives to product developments
- **Using creative in-kind and match is preferred:**
  - Shared use facility contributions as match
  - Pledged dues, but match to projects/challenges/grants awarded.
  - Extra “participation” reduces any actual cash outlay.
- **Consider “Phase 2 adders” meaning extend programs already offered.**
  - Hub “kicker” for SBIR
  - Extend AFRL Visiting Faculty programs
  - Fund a Post Doc / Fellow to take a Phase 2 to venture creation



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## THEME 3: OPPORTUNITIES

- **True access to markets / next steps:**
  - VC's and Corporate Venture membership vital
  - DoD / Fed "Procurement" is crucial.
- **TA – Services**
  - Contracting speed & quality relying on the various member sites = inefficient/ineffective
  - Concierge for connections
  - Concierge placement for interns/fellows
- **Think ROI always**
  - Membership, i.e. equals two events a year for 3 people (now marketing budget for conferences comes into play)
- **Best Practices: NSF IUCRC, PAManufacturing grants program, Ocean Energy Safety Institute, Project Maven**



# AFRL

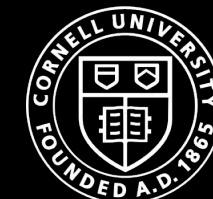


Workforce  
Development  
Overview

**Bob Kaminski, Mike  
Wessing, Seth Mulligan  
Griffiss Institute**

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# Mid Atlantic AFRL Hub

Workforce Development  
Group Presentation



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## THEME 1: BENEFITS / GOALS / OPPORTUNITIES

- HUB could provide sustained funding for students for 4-5 yr period versus 1 year recompetete. Show pathways:
  - to a government career,
  - industry career,
  - start-up business
- Consider multiyear Fellowships
- HUB could provide Advisor/Mentor/Student matching
- Host Post docs
- STEM outreach



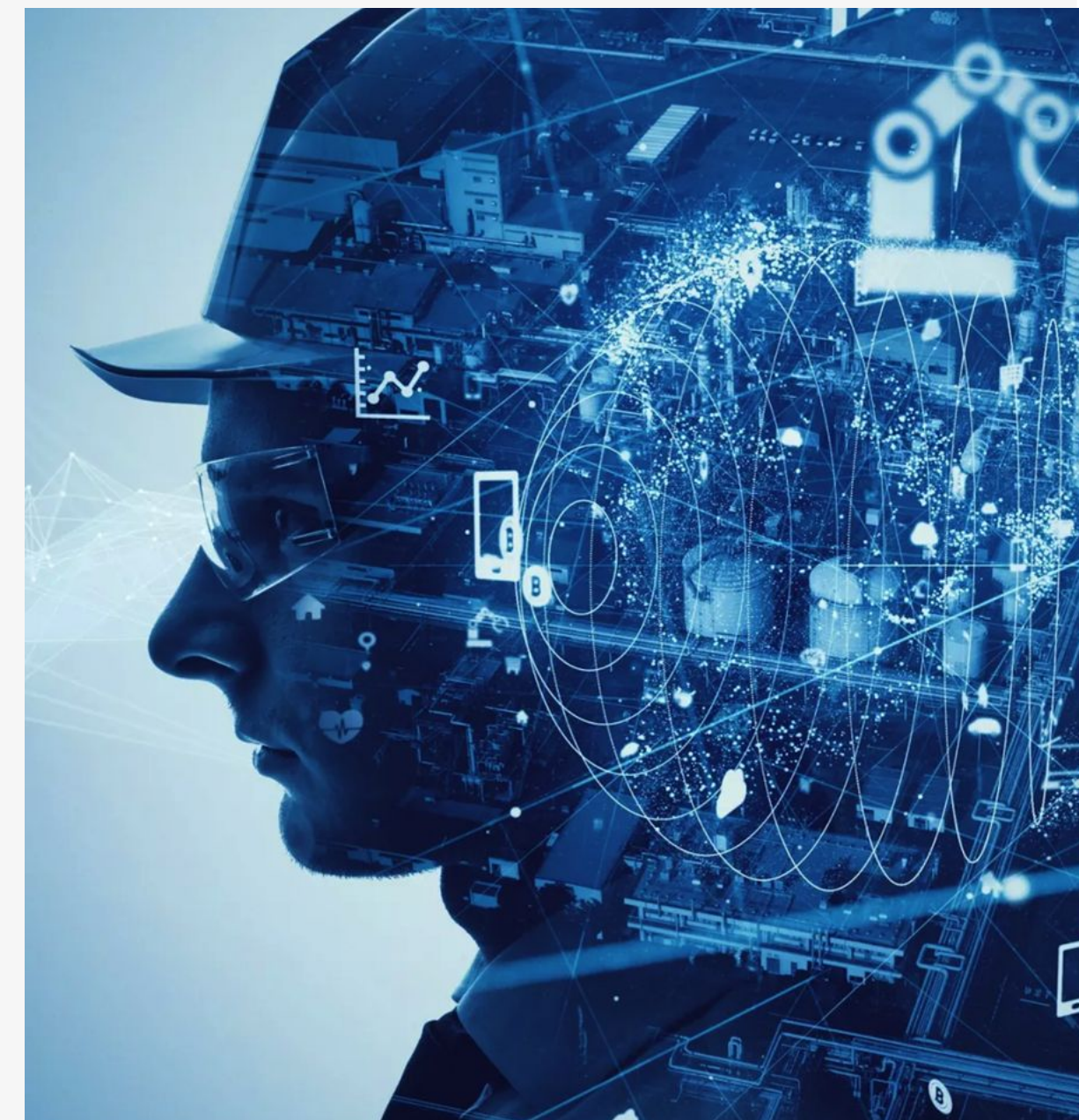


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## THEME 1: BENEFITS / GOALS / OPPORTUNITIES (CONTINUED)

- Student poster sessions
- AFRL branding at HUBs – like ARL
- HUB student recruiting and placement
- Shared HUB research facilities (open environment)
- AFRL/Industry research topics/challenge and workforce skill requirements published by HUB



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## THEME 2: CHALLENGES TO TACKLE

- Number of security eligible student pursuing advanced degrees
- Lag between offer letter and start date (3-4 months)
- Similarly, the commitment to these R&D oriented talent programs have to be at least if not in front of commercial job/placement offers
- AFRL Directorates have different workforce requirements/ methods/approaches/pipelines for hiring

