

Driving the technology-based economy in the region and beyond



Pacific Northwest
NATIONAL LABORATORY

*Proudly Operated by **Battelle** Since 1965*



Economic Development Office

Pacific Northwest National Laboratory (PNNL)

PNNL performs research for government, universities, and industry to deliver breakthrough science and technology to meet today's most pressing national needs

Get to know PNNL: your partner in innovation

Research is our business. Solving complex problems with and for our clients and customers in the areas of energy, environment and national security is our focus. Delivering basic research to provide platforms for new discoveries is our foundation.

For more than 40 years, PNNL, operated by Battelle for the U.S. Department of Energy (DOE), has teamed with industry, government, and academia to deliver results the nation has come to count on.

Tri-Cities Fast Facts:

- 2nd “best city for new jobs” Spring 2009
— *Forbes.com, 2009*
- Ranked 7th in “Top Ranked Metropolitan Areas for Employment in Science and Engineering Occupations”
— *Site Selection Magazine, 2008*
- Ranked 29th “best performing small city”
— *Milken's Institute, 2008*
- Washington State's business tax climate ranked 11th in “2007 Annual State-by-State Comparison”
— *Tax Foundation, 2007*

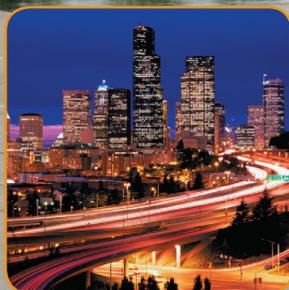
Cover photo: Technology deployment and outreach activities at PNNL move our science and technology out of the laboratory and into the world to be put to useful purpose in supporting DOE's mission and solving national challenges. Pictured is Gary Spanner, manager of PNNL's Economic Development Office and Asa Jones, technologist at PNNL.



Nestled in the southeastern corner of Washington State lies the Tri-Cities—proud home to PNNL. The Tri-Cities is the fastest growing metropolitan area in the state and boasts a multitude of employment, educational, and recreational opportunities for businesses and residents alike.

The Economic Development Office at PNNL offers programs that help technology businesses start, grow, diversify, and relocate to team with our researchers. We help you tap into technology expertise, facilities, and other resources available at the Laboratory...some at no cost to you. We've helped thousands of companies in our region and beyond. Our goals are to expand the economy's technology sector and create high-value jobs.

<http://www.pnl.gov/edo>



Assistance that best suits you

With more than 80 years of combined experience in business and economic development, PNNL's Economic Development Office is poised to work with you to understand and deliver the assistance you need.

The Technology Assistance Program: helping your tech business with free service

Sponsored by DOE, PNNL's Technology Assistance Program (TAP) helps grow and diversify the nation's economy by providing technical help to entrepreneurs who need it, but who might not be able to afford a world-class researcher. The TAP helps technology-based companies improve their competitiveness by providing free assistance or information regarding specific technology questions or needs.

Created in 1994, the program has helped more than 500 companies through more than 800 TAP projects with a stellar satisfaction rating. Examples of TAP assistance include:

- advising on existing or emerging products
- providing advanced technology solutions
- improving production or manufacturing processes
- performing scientific peer reviews.

<http://www.pnl.gov/edo/assistance/techassist>

The SBIR Alerting Service: fast, free alerts about federally funded grants waiting for you

PNNL's free, award-winning Small Business Innovation Research (SBIR) and Small Business Technology Transfer Alerting Service is a nationwide resource that improves small business access to a substantial source of R&D capital for entrepreneurial ventures: \$2.2 billion in annual federal research and development funds from 11 federal agencies.

The Alerting Service searches for and consolidates funding solicitations and other information from multiple agency websites and issues an electronic bi-weekly alert at no cost to subscribers.

<http://www.pnl.gov/edo/assistance/sbir>



Did you know ... PNNL has saved small businesses more than \$10M through its free electronic SBIR Alerting Service?

The University Technology Entrepreneurship Program: real-world practice with real-world technologies

PNNL's Technology Entrepreneurship Program (TEP) helps grow and diversify the nation's economy by providing university students with access to PNNL-developed available technologies. Laboratory staff work with students to select a promising available technology for their study. The students then evaluate the technology's business potential and create a business plan for turning it into a commercially viable product or service.

Finding Funding: locating funding opportunities for you

PNNL's Economic Development Office can be a resource for identifying funding opportunities. We can help you locate government financing resources or help connect you with someone who can support your search for private capital. Our website offers an Entrepreneurial Support Providers Directory and links to many of the region's angel investing groups.

<http://www.pnl.gov/edo/assistance/finding>

Resources to deliver what you need

PNNL assembles resources that are useful in fulfilling our mission to help technology-based small businesses start, grow, and relocate.

Economic Development Website: your one-stop-shop for tech-business support

The Economic Development Office website is your connection to:

- upcoming events
- Tri-Cities technology business updates
- federal funding opportunities
- small business news and announcements
- links to opportunities and assistance programs.

Tech Job Connection: connecting employers and qualified employees

The Tech Job Connection is a web-based listing of people and companies who are seeking or posting tech jobs or offering services to firms in and around the Tri-Cities area. PNNL's goal is to help technology startups build experienced management teams to move their ventures to the next level of growth and profitability.

Targeted Support Program: attracting outside businesses to the region with free service

PNNL's Targeted Support Program (TSP) is a standing offer to any technology-based or manufacturing firm that makes a credible public announcement to locate in eastern Washington's Tri-Cities region. Once the company announces its plans to move, the TSP may provide the potential newcomer three staff hours of PNNL support for each permanent, full-time job brought to the community.

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Economic Development Office

By making its impressive technological resources available to the entrepreneurial community, PNNL is helping drive the tech job economy in the Tri-Cities and beyond.

Lee Cheatham
Executive Director, Washington Technology Center

Is your technology business looking for a door to the Laboratory? The Economic Development Office at PNNL is here to help you start, grow, or revitalize your business. We help you tap into technology experts, facilities, and other resources available at the Laboratory...some at no cost to you.

We've helped more than 400 companies in our region and 100 more nationwide. Our goals: to expand the economy's technology sector and create high-value jobs.

EDO In the News

March 30, 2009	A small team with a mission can achieve big things Source: Everett Herald
March 22, 2009	TCH Column: YouTube a valuable marketing tool Source: Tri-City Herald
March 1, 2009	TCH Column: Protecting intellectual property vital Source: Tri-City Herald

News and Announcements

December 2, 2008	The Tri-Cities Research District cordially invites you to attend a Premiere event
May 16, 2008	PNNL director opens new podcast and blog website about technology-based economic development for Washington state
March 7, 2008	Research District property owners ink pact with Portland firm to prepare development plan

PNNL's EDO

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Tri-Cities Tech Business Update Newsletter (view)

News & Events (view)

Tri-Cities Research District

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Upcoming Events

- Washington's Innovation Summit 2009 (6/9/2009)
- Downtown Revitalization Conference (8/29/2009)
- CREST Walking Tour (5/2/2009)

More...

Tech Biz Directory: a searchable database of tech-based businesses in the Tri-Cities

The Tech Biz Directory is used by tech businesses seeking a little extra visibility, vendors, peer companies, and potential business customers. Business supporters and economic development organizations use it to identify local technology businesses, build industry clusters, and attract more businesses to the region. Job seekers can also use the directory to identify potential employers.

<http://www.pnl.gov/edo/resources>



Did you know ...
the Tri-Cities has a
24% lower cost of
living compared to
Seattle, WA?

Opportunities to grow and succeed

Years of government investment at PNNL translate into valuable resources with programs designed to assist businesses in our community and across the country.

The Tri-Cities Research District: a great place to combine work, education, and professional growth

The Port of Benton and its economic development partners, including PNNL, have teamed together to develop and market the Tri-Cities Research District (TCRD) in North Richland. The Research District encompasses nearly 1,600 acres—half of which is available for development—includes over three million square feet of building space, and employs more than 7,000 people. Tenants in the TCRD include:

- science, technology and manufacturing
- educational institutions
- government
- restaurants
- residences
- recreational facilities.

<http://www.tricitiesresearchdistrict.org>



Did you know ... PNNL research generates about one patent per week?

Available Technologies: new discoveries every day

New discoveries are made every day at PNNL, many of which evolve into technologies and patents that become available for licensing. One of the Laboratory's missions is to develop and deploy socially and economically valuable science and technology to the public and private sectors.

With a rich history of securing patents and software copyrights for our technologies, PNNL's goal is to get technology to those who need it better and faster.

<http://www.availabletechnologies.pnl.gov>

Small Business Program: market your services with us

Have you wondered about selling your goods or services to a government contractor? At PNNL, we are dedicated to competitively procuring our supplies and services in a cost-effective and timely manner.

The Laboratory supports the DOE's small business objectives by ensuring that a significant percentage of our acquisitions come from small and disadvantaged businesses. List your services or products with us.

<http://www.pnl.gov/contracts/smallbusiness>



Making a Difference you can be part of

PNNL's Economic Development Office has a long history of award-winning programs and staff that facilitate the success of technology businesses in our community and region.

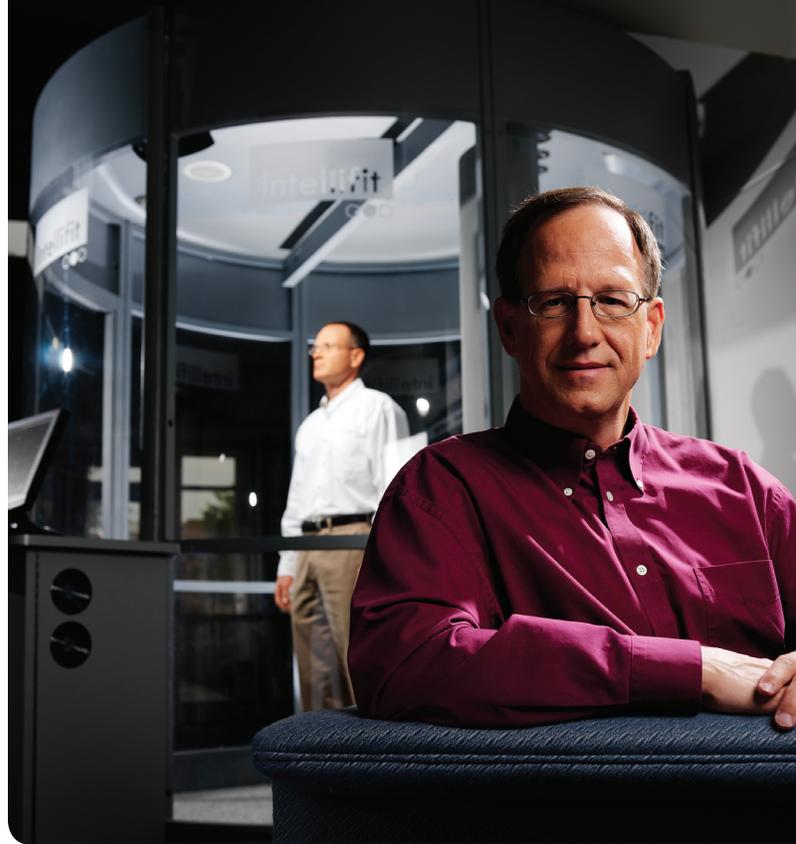
Awards and Accomplishments: leveraging our assets for the success of others

PNNL's Economic Development Office is the proud recipient of dozens of local, regional, national, and even international awards, including:

- 2007 Tibbetts Award – The SBIR Alerting Service
- 2006 Excellence in Economic Development for Special Purpose Websites
- 2006 Sam Volpentest Entrepreneurial Leadership Award for Economic Development Office manager Gary Spanner



Meet PNNL's Economic Development team, left to right, Robin Conger, Teresa Claar, Gary Spanner, and Bernie Hansen.



PNNL's award-winning cylindrical holographic imaging technology can perform a 360-degree whole body scan in less than 10 seconds. Safeview, Inc. (acquired by L-3 Communications in 2006) has commercialized the technology for use in aviation, prison, building and border crossing security and, it is being deployed in airports around the country.

Partnerships and Collaborators:

PNNL's Economic Development Office works with many local, regional, and national organizations to help technology based businesses start, grow, and succeed. Our partners include:

Local

- The local cities—Kennewick, Pasco, Richland, West Richland
- The Chambers of Commerce
- Tri-Cities Development Council
- Washington State University Tri-Cities
- Port Districts

Regional

- State of Washington
- Sirti
- Technology Alliance of Washington
- Washington Economic Development Association
- Washington Technology Center
- Washington Technology Industry Association

National

- Federal Laboratory Consortium
- U.S. Small Business Administration

<http://www.pnl.gov/edo/about/awards>

The Steps to a Successful Partnership: a case study involving Fluid Analytics and PNNL

Our success in growing new businesses, expanding existing businesses, and attracting companies to the region is underpinned by the programs and resources offered by PNNL's Economic Development Office. In providing assistance to businesses, PNNL pays special attention to those in need of technical and managerial assistance to succeed. By infusing new technology into their products and services, we help them become more competitive in the marketplace.

The partnership between PNNL and Fluid Analytics, a micro- and nanoscale technology company, provides an example of success made possible through a TAP project. Dating back to 2001, PNNL has provided technology assistance to Fluid Analytics to develop and test components of its core sensor technology for a variety of applications. Part of its story is shown below.



"If we'd not overcome the basic deduction of the science, we would probably not have created a product to sell. Now we actually have paying customers," said founder, president and chief executive officer of Fluid Analytics, Dr. Reza Shekarriz.

Dr. Reza Shekarriz, founder, president and chief executive officer, Fluid Analytics

The TAP leveraged PNNL's research expertise to help Fluid Analytics, a company that develops and commercializes microscale and nanoscale technologies for applications in the electronics cooling, environmental, and agricultural industries.

PNNL helped the company win a Phase II U.S. Department of Agriculture Small Business Innovation Research contract.

An order for an alpha unit of the system came in from a commercial entity, and a product was born.

Product development continued, giving the company the confidence to commercialize and distribute its product.



For more information, contact:

Economic Development Office
Pacific Northwest National Laboratory
P.O. Box 999, K1-73
Richland, WA 99352
(509) 375-2803
(509) 372-4589 Fax
edo@pnl.gov

News & Events

<http://www.pnl.gov/edo/>

Tri-Cities Tech Business Update

<http://www.pnl.gov/edo/newsletter/>

Tri-Cities Research District

<http://www.tricityresearchdistrict.org/>



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