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*"The best way to predict the future is to invent it"*

—Alan Kay

## NORTHEAST OHIO'S TECHNOLOGY-BASED ECONOMIC DEVELOPMENT ACTIVITIES

### 2005: A Year of Growth and Success

This special NorTech Year In Review highlights and celebrates important projects and initiatives undertaken by NorTech this past year.

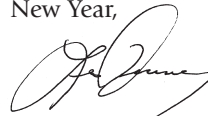
Since 1999, NorTech has been working to make Northeast Ohio's economy more globally competitive through technology, commercialization and entrepreneurship. We made great progress in 2005, as the following stories demonstrate, and we hope that you will be impressed and inspired by the broad scope of our activities and the number of important achievements made in advancing Northeast Ohio's technology economy.

Our accomplishments are the result of hard work by many dedicated and committed individuals and organizations, led by our Board of Directors and Technology Resource Council, and facilitated and executed by our talented and dedicated staff. We take this opportunity to thank and recognize each of you for your contributions in 2005. A special thanks to our primary funders, the Greater

Cleveland Partnership and the Fund for Our Economic Future.

2006 promises to be yet another exciting and challenging year. Together through regional support, communication and collaboration we can achieve and sustain an innovation-focused, technology-based economy in Northeast Ohio. Please watch for our mid-year review in June 2006.

All the best wishes for a healthy and prosperous New Year,



**Les Vinney**  
Chairman of the Board, NorTech  
President and CEO, STERIS Corporation



**Dorothy C. Baunach**  
President and Executive Director  
NorTech

### Third Frontier will continue to benefit the tech sector

On November 8, 2005, Ohio voters successfully passed the \$2 billion Issue One "Jobs for Ohio" ballot initiative. Cuyahoga, Mahoning and Summit counties demonstrated the strongest voter support for Issue One, and all three are located right here in Northeast Ohio. THANK YOU to everyone who supported and voted "yes" on Issue One!

\$500 million of Issue One money will be used to further fund the state's Third Frontier Projects focused on technology research and commercialization.

In support of Issue One, NorTech created a "Jobs for Ohio" video that highlighted some of the regional technology success stories made possible

with support from Third Frontier investments. If you would like a copy of the video please call 216.363.6883.

The passage of Issue One marks the state's continued commitment to building Ohio's competitive advantage in terms of high tech job growth. The Third Frontier Commission



will announce additional Third Frontier Project initiatives and goals for 2006 in the weeks ahead.



[www.techfutures.net](http://www.techfutures.net)

NorTech's TechFutures scenario planning project has laid the groundwork for the group's Regional Technology Strategy Report.

*Nanotechnology holds significant promise for the future of Northeast Ohio's economy because of the region's strengths in polymers, advanced materials, and medicine.*

– Glenn Brown,  
President  
Generation  
Foundation

## Regional Technology Strategy to Be Unveiled in February 2006

Over the last year NorTech has led a number of activities to understand and explore Northeast Ohio's technology opportunities; and more importantly, plan for the region's technology future.

In February 2005, NorTech began with a series of interviews that led to a large-scale, workshop in April with 150 leaders from across Northeast Ohio to discuss scenario planning strategies for the region's future. The work led to the creation of the TechFutures website, blog, and a series of mini-workshops currently being conducted as part of the

strategic planning process for a number of organizations throughout the region. NorTech will publish an interim Regional Technology Strategy report in February 2006 that will serve as a roadmap for Northeast Ohio's innovation and technology-based economic future.

NorTech will continue to actively assist partnering organizations throughout the region in drafting their own strategic plans for inclusion in the overall Regional Technology Strategy. This process will allow disparate groups to better coordinate their efforts on an on-going basis.

## NorTech Identifies \$300M Capital Investment Opportunity

According to NorTech's Early Stage Capital Task Force Report published in October 2005, Northeast Ohio needs to raise \$300 million in pre-seed/seed, and early stage capital over the next five years to meet current investment demand. The report explains that \$50M of pre-seed grant based capital is necessary along with \$250M in more

traditional early-stage venture capital to invest in entrepreneurial companies.

In 2006, NorTech will use the report's recommendations to meet with state/federal government agencies, foundations, corporations and key individuals to create a plan to address the existence of

funding opportunities in Ohio. The groups will collaborate to grow deal flow, asset allocation and funding sources for both early stage and pre-seed/seed venture capital activities.

You can download a copy of the Early Stage Capital Task Force Report at [www.nortech.org](http://www.nortech.org)

## Nano-Network gets \$50,000 grant

The Nano-Network is an organization that acts as a hub for awareness, research and commercialization for nanotechnology. In 2005, NorTech took over management of the Nano-Network as a project. The group was recently awarded a \$50,000 grant from the Generation Foundation.

The money will finance a strategic plan to help Northeast Ohio's nano activities grow into true economic drivers. The plan

will examine the Nano-Network's role in the Northeast Ohio tech community, as well as its relationship with NorTech.

As the group continues to build support and momentum, the grant presents a perfect opportunity to think more strategically about the Nano-Network's goals, approaches, activities, and positive effect on the technology economy in Northeast Ohio.

The Nano-Network was formed in 2003, by scientists, entrepreneurs and financiers to improve and expand nanotechnology research and commercialization efforts in Ohio. The Nano-Network has sponsored numerous nanotechnology programs and events, including the annual Nano Week™ program held in October.

For more information about the Nano-Network please visit [www.nano-network.org](http://www.nano-network.org)

## Deborah Wince-Smith Opens Technology Speaker Series



*NorTech Board members with Deborah Wince-Smith after her presentation at the City Club.*

In cooperation with the City Club of Cleveland, NorTech has developed the *Geography of Innovation* speaker series featuring national and international experts. This innovative series is set to discuss key issues that impact today's global technology environment and provide a platform to strategically examine Northeast Ohio's economic growth and global competitiveness in the future.

The speaker series was launched on November 11 and featured Deborah Wince-Smith, president of the Council on Competitiveness. Ms. Wince-Smith is an internationally recognized expert on science and technology policy, innovation strategy, regional economic development and global competition.

The Council is the only national organization that brings together leading CEOs, university presidents, and labor leaders to promote U.S. productivity growth, success in global markets, and a rising standard of living for all Americans.

NorTech has been working with the Council on Competitiveness since 2003 to help inform and bring a national and global perspective to our vision and strategy for Northeast Ohio.

Stay tuned to [www.nortech.org](http://www.nortech.org) for updates on upcoming speakers in the series.

## Third Frontier Awards CMPND \$22.5M

In 2005, the Center for Multifunctional Polymer Nanomaterials and Devices (CMPND) was awarded \$22.5 million by the Third Frontier Project to establish a Wright Center of Innovation. The purpose of this collaboration is to develop innovative next generation products using nanotechnology in Ohio. Nanotechnology, the science of creating materials and products at the molecular level, is believed to be one of the "enabling technologies of the future" for the polymer industry.

CMPND focuses on supporting collaborations between Ohio's polymer companies, advanced materials suppliers and researchers. It involves more than 11 research collaborators, including the University of Akron, Kent State University, and NASA Glenn, along with 60 polymer industry companies, including Goodyear, PolyOne, Timken and Lockheed Martin. A Wright Center award was a major priority in the Polymer Strategic Opportunity Roadmap

developed in 2004. The Roadmap called for creation of world-class research centers in nanotechnology to build on Ohio's polymer technology and research resources. The study also examined the opportunity and fit of polymers with agriculture and biomedical devices in Ohio.

Thomas Waltermire, OPSC chairman, emphasized that this and other connections are critical to the industry's success. "This gives us a major opportunity to be leaders in providing value added products with nanotechnology and using materials that link to another Ohio strength—agriculture."

The polymer industry is Ohio's largest industry and is intensely concentrated in Northeast Ohio.



For more information about CMPND, visit: <http://cmpnd.org>

A summary of the Polymer Strategic Opportunity Roadmap can be accessed at <http://www.polymerohio.org/documents/PSORExecutiveOverview.pdf>

## Tech Clusters Project Developing Critical Mass in NEO

NorTech has convened a group of Wright Center/technology leaders comprising predominantly state-funded, nationally-vetted technology areas in Northeast Ohio. 13 distinctive technology areas across the region are included (e.g., neurostimulation and medical devices, genetics of gastrointestinal cancer and preventive medicine, LCDs, fuel cells, stem cell and regenerative medicine, advanced materials/polymers/nanotechnology, medical imaging, agbioscience, and instruments/controls/electronics).

Since coming together, the Technology Leaders' Group has contributed to the Regional Technology Strategy, worked together to put the Third Frontier issue on the November ballot and get it passed by presenting at the Third Frontier breakfast briefing in July, and made progress in pursuing funding for the development of sustainable technology clusters in Northeast Ohio.

In October 2005, the Technology Leaders' Group received and responded to a request for proposal from the Fund for

Our Economic Future. The group proposed that the Fund help drive "critical mass" and "economy-sustaining" industries across their technology areas in 3 ways: proving market opportunities, grant writing support, and support for focused asset-based company attraction. A decision on the Fund's commitment is expected early this year.

NorTech will continue to work closely with the Tech Clusters group to advocate for funding and assist in economic growth in these 13 distinctive technology areas.

## A Year of Growth for OneCleveland/ "OneNEO"

It has been a year of tremendous growth for OneCleveland, the nonprofit IT provider of community-based ultra broadband networking services.

In May, IBM announced it will develop an economic development grid initiative with OneCleveland to stimulate economic growth in the region.

In August, Intel, Cisco and IBM announced the selection of Northeast Ohio as one of four Top Worldwide Digital Communities due to the region's widespread use of the OneCleveland's ultra broadband network system.

OneCleveland was also awarded more than \$800,000 in grants in 2005 from many of the region's foundations including: the Akron Community

Foundation, the Burton D. Morgan Foundation, the Charter One Foundation, The Cleveland Foundation, the GAR Foundation, the Generation Foundation, and The George Gund Foundation. The grant money will be used to support OneCleveland and expand their services to other parts of Northeast Ohio, especially Summit County. OneCleveland will also pursue a more regional name.

During 2005, NorTech staff supported OneCleveland in the following manner: facilitated discussions with the regional telecommunications stakeholders; recommended technology applications to meet the needs of underserved populations in Northeast Ohio; assistance with grant writing efforts and provided advice regarding governance issues.

NorTech will continue to provide financial, strategic, and staff support for OneCleveland.

For 2006, One-Cleveland plans to continue its efforts to connect, enable and transform Northeast Ohio through its innovative regional intranet model.

OneCleveland was founded by Case Western Reserve University, NorTech, Cuyahoga Community College, Cleveland State University, The City of Cleveland, Greater Cleveland Regional Transit Authority, ideastream WVIZ, and Cuyahoga County Public Library.



For information about OneCleveland, please visit [www.onecleveland.org](http://www.onecleveland.org).

## Technology Should Benefit All Citizens

In January 2005 NorTech launched its Urban Technology and Inclusion initiative. These activities are designed to ensure that Northeast Ohio's technology-based growth includes all of the region's constituencies, particularly underserved and under-represented populations.

This initiative is working to identify innovative processes and information technology applications to reduce health disparities for minority populations. It also supports the development and expansion of "technology academies for youth" that will improve involvement of urban and minority students in science, technology, engineering and math careers. OneCleveland's ultra-broadband network is being explored as an enabling tool to facilitate these activities.

In 2006, NorTech will work to secure additional federal funding for tech based education programs for minority populations, partner with other nonprofit, education and industry groups to implement tech-based workforce development programs, and collaborate with area healthcare providers to develop IT solutions that will decrease healthcare disparities throughout the region.

The Urban Technology and Inclusion Initiative is co-chaired by board members Tom Strauss, CEO of Summa Health Systems and Daryl Laisure, CEO of Zin Technologies. Andrew Banks, CEO of Mid-America Consulting Group, Inc. is also providing leadership.

## Engineering Road Show Sets Tour Dates

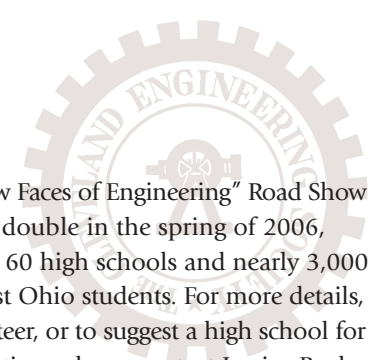
Planning and preparations are underway for the 2006/2007 "New Faces of Engineering" Road Show sponsored by the Cleveland Engineering Society and organized in collaboration with NorTech and other corporate and nonprofit sponsors.

The Road Show brings industry engineers to high schools across Northeast Ohio, educat-

ing and encouraging students to consider engineering as a college major and a career.

Last year's program was a huge success, reaching 32 high schools and over 1400 Northeast Ohio students and was successful at targeting women and underserved minorities, groups, currently under-represented in engineering.

The "New Faces of Engineering" Road Show plans to double in the spring of 2006, reaching 60 high schools and nearly 3,000 Northeast Ohio students. For more details, to volunteer, or to suggest a high school for participation, please contact Jessica Bayles at 216.361.3100.



# NEO Universities Collaborate to Strengthen Region's EE/CS Capabilities

A memorandum of understanding to expand the electrical engineering and computer science (EE/CS) capacity among four major Northeast Ohio universities was signed in July 2005.

NorTech was the primary driver and coordinator of the effort, in which Case Western Reserve University, Cleveland State University, the University of Akron, and Kent State University are participating. The memorandum carries an aggressive five-year goal to increase faculty staffing levels by 80 percent and a quadrupling of funding for EE/CS research.

"This is a step of historic proportions," said Joseph P. Keithley, chief executive officer of Keithley Instruments Inc., and vice chairman of NorTech. "A critical mass of EE/CS capability and research not

only will help established companies but also help formation of new ones. It will help drive our economy of tomorrow. It's a win for all involved with electronics in the area."

The EE/CS memorandum highlights the importance of research funding, faculty staffing levels and educational excellence to the economic growth and vitality of Northeast Ohio. All four universities along with NorTech, Rockwell, Keithley Instruments, ABB and others participate in OhioICE, a research consortium and industry group aimed at enhancing Northeast Ohio's instruments, controls and electronics cluster.

In 2006, NorTech will continue to work with those universities involved to explore the economic development outcomes that might be stimulated by the EE/CS agreement.



## Ohio Fuel Cell Coalition Puts Ohio "On the Map"

The Ohio Fuel Cell Coalition (OFCC) and the State of Ohio Dept. of Development recently represented Ohio at the annual Fuel Cell Seminar, the leading technical conference and trade show for the fuel cell industry. At the show, Ohio's aggressive and successful fuel cell initiative and state funding support were recognized by conference attendees and speakers.

The OFCC has also begun a strategic planning exercise to help focus the organization's efforts in the coming 1-3 years on priority items. A workshop of board and member participants mirrored some of the Northeast Ohio technology planning initiatives begun by NorTech under its TechFutures project, with a resulting list of priority categories that will keep focus on the areas most needed for industry development success.

NorTech assisted with the formation of the Ohio Fuel Cell Coalition in 2003 and continues to provide support. The united group is a combination of industry, academic, and government leaders working collectively to strengthen Ohio's fuel cell industry and position Ohio as a global leadership in fuel cell technology and applications. For more information about the OFCC please visit [www.fuelcellsohio.org](http://www.fuelcellsohio.org)

## GATE Rewards Companies Interested In NASA Technologies

On December 6, the Glenn Alliance for Technology Exchange (GATE) awarded a second round of Partnership Awards to four small companies in Northeast Ohio. The award consists of \$50,000 in cash plus \$50,000 in NASA assistance in developing a new product or process. The Partnership Awards provide assistance to Ohio companies by matching their technology needs with potential NASA Glenn solutions to meet those needs, and establish collaborative arrangements between the companies and NASA Glenn researchers.

Based on recommendations from a strategic roadmap published in 2003 by the Ohio Aerospace Council (an initiative of NorTech), and NorTech's request, GATE was formed as a collaborative program of the

NASA Glenn Research Center, the Ohio Aerospace Institute, and Battelle's Great Lakes Industrial Technology Center (GLITeC). GATE was created to enhance NASA Glenn's ability to spin out and spin in technologies of value to NASA Glenn and the region.

For more information about GATE and the Partnership Award Program please visit: [www.glitec.org](http://www.glitec.org) or [www.oai.org](http://www.oai.org)



*Theken Disc accepts an award check for \$50,000 at the GATE Partnership Award ceremony on December 6 at OAI.*



*"Ohio has set aside \$100M in state funding for fuel cell research and development initiatives which puts our state in close competition with other leaders like California and Connecticut working at the forefront with fuel cell technology."*

— Rodger McKain, Chairman, Ohio Fuel Cell Coalition, President, SOFCo-EFS Holdings

# Innovators and Entrepreneurs Rewarded for Ideas



NorTech believes that innovation and entrepreneurship are essential elements that drive economic development. That's why every year, NorTech honors and recognizes individuals, companies, and non-profit organizations that have produced successful products and processes in Northeast Ohio through the annual NorTech Innovation Awards. "Disruptive Innovation" was the theme for this year's NorTech Innovation Awards. We believe these "disruptive technologies" will likely have a dramatic effect on the future of our global technology economy and merit significant attention.

## The 2005 NorTech Innovation Award winners are:

- AxioMed Spine Corporation for the Freedom Lumbar Disk
- Clear Image Technology for the InnerVue Diagnostic Scope

- ECITY for Entrepreneurship Academy
- IntEect Medical for its neuromodulation brain "pacemaker"
- Marksman Diagnostics for its work in molecular colonoscopy
- The Ohio Agricultural Research & Development Center for its Integrated Biomass to Electricity project
- OneCleveland

## Other Innovation Competitions

NorTech also participated in judging multiple competitions in 2005, including the 2nd Annual International and North Coast Nanotechnology Business Idea Competition, Cleveland State University's Industrial Technology Institute Translation Research Validation Fund Program, COSE's Northeast Ohio Business Plan Challenge, and the GATE Partnership Awards.

# Small Technology Has Big Impact in NEO

Hundreds of scientists, researchers, entrepreneurs, and business executives gathered in Cleveland for Nano Week™ 2005, October 17-21.



*Nano-App Summit 2005 Organizing Committee (L to R): Alan Brown, Don Majcher, Dave Lupyán, Chris Mather, Mark Brandt and Stan Theobald.*

The Nano-App Summit™, a 3-day national nanotechnology conference was the anchor event for Nano Week™. With a focus on real applications of nanotechnology in the aerospace, automotive and consumer

products industries, the sold-out event drew attendees from all over the U.S. and nine foreign countries. The Nano-App Summit™ was hosted by the Nano-Network, ASM International, Ohio Aerospace Institute, CAMP and the Maple Fund.

Nano Week™ continued with the Nanotechnology Manufacturers' Forum, hosted by the Lorain County Manufacturing Council. This event explored nanotechnology applications in traditional manufacturing industries. Ohio's Lt. Governor Bruce Johnson gave opening remarks.

The semifinals and finals of the 2nd Annual International and North Coast Nanotechnology Business Idea Competition were held at Case Western Reserve

University. AeroClay of Cleveland and Keystone Nano of State College, PA were each awarded \$75,000 for their innovative business ideas incorporating nanotechnology and creating nano-enabled products.

Ohio MEMS Association sponsored the Microsystems and Nano Economic Summit, highlighting economic trends in the MEMS and nanotechnology industries as well as ways to grow this technology in Northeast Ohio. Polymer Ohio's Emerging Technology Forum "Liquid Crystals and Polymers in Advanced Display and Photonic Applications" was held at Kent State University.

The Nano-App Summit™, and the combined events of Nano Week™ play a key role in

keeping Northeast Ohio in the national spotlight as a leader in the high growth world of nanotechnology.

For more information about Nano Week™, visit [www.nano-network.org](http://www.nano-network.org)



*Dr. Jim Murday, Chief Scientist from the Office of Naval Research gave the morning keynote presentation at the Nano-App Summit on Monday, October 17, 2005. Dr. Murday is also Executive Secretary of the National Science and Technology's Council and Technology's Council subcommittee on Nanoscale Science, Engineering and Technology (NSET).*



# NorTech/GCP Help NASA Glenn Gain Additional Budget Dollars and Develop Long-Term Strategy

In 2005, NorTech worked intensely with NASA Glenn Research Center, the Greater Cleveland Partnership, the Northeast Ohio Congressional Delegation and our two U.S. Senators to secure leadership roles and additional dollars for NASA Glenn in several key programs including: breakthrough turbine engine technology/hypersonics; fuel cells; constellation systems/crew exploration vehicle; health and human performance and nuclear power and propulsion. NorTech continues to emphasize the importance of NASA's overall role in aeronautics and the need to maintain a strong position in aeronautics research as a matter of national policy. In addition, the staff team is paying particular attention to evolving technology transfer and commercialization policies and programs.

NorTech has held industry and community meetings with NASA Glenn leadership to give them input on their emerging long term strategy for the Center. The two primary goals of NASA activities are: 1) to make NASA Glenn a strong Center within the NASA system, and 2) to make NASA Glenn an engine for economic development in the region, both as a premier research installation and a research organization that additionally benefits the region through exemplary technology transfer and commercialization.

In November, Congress passed a bill for funding projects and programs to help NASA Glenn continue its important mission of research and help build upon Glenn's positive economic impact in Northeast Ohio. The bill includes an increased emphasis on aeronautics research, which is a major

program at NASA Glenn. Additionally, the legislation includes important language that will help protect Glenn's world-class civil service workforce.

"NASA Glenn contributes employment, brain power, and economic value to Northeast Ohio. It is an important resource for our region and for NASA," said Les Vinney Chairman of the NorTech Board of Directors and Chairman of the Ohio Aerospace Council.

Over the next year, NorTech will work closely with NASA Glenn's new director Woodrow Whitlow Jr., to continue to give input on the long term strategy for the Center. Whitlow has been serving as deputy director of the National Aeronautics and Space Administration's John F. Kennedy Space Center in Florida. He succeeds Julian Earls, who retired at the end of the 2005.

## Good Buzz: Northeast Ohio's the "Place to Be"

### The Economist

In a recent study conducted by The Economist Intelligence Unit (an industry analyst group associated with the London-based publication) named Cleveland the **most livable** city in the United States and 26th best on the planet. The study analyzed 127 cities on stability, healthcare, culture and environment, education and infrastructure.

In December, the same group ranked Cleveland the sixth-best place to take a business trip – well ahead of places like London, New York and Tokyo.

### Entrepreneur

In November 2005, Entrepreneur Magazine ranked the Cleveland/Akron area as the 24th **hottest** city for entrepreneurs.

## JumpStart Celebrates One Year Milestone

On November 3rd 2005, JumpStart held its first public Annual Meeting at the new Tri-C Corporate College Campus in Warrensville Heights to celebrate and recognize JumpStart's accomplishments during its first year in operation. Over three hundred guests were in attendance at the event.

JumpStart is a non-profit venture development organization that identifies and invests in early-stage companies that have strong

potential in the marketplace, solid prospects for high growth, and are likely to qualify for later-stage funding. Beyond investing, the JumpStart team provides a continuum of business development services to its client companies to help ensure their success.

NorTech and Case Western Reserve University created JumpStart to serve the entrepreneurial needs of very early-stage companies in Northeast Ohio. To date, JumpStart has invested in

nine companies, all located in Northeast Ohio.

JumpStart investments include: Ayalogic, Inc., ComSense Technology Inc., Day-Day, Ltd., Delta Plant Technologies, Embrace Pet Insurance, Heritage Fare, Ltd., PreEmptive Solutions, Inc., Stanton Advanced Ceramics and Synapse Biomedical.

To learn more about JumpStart, visit [www.jumpstartinc.org](http://www.jumpstartinc.org).



NorTech is a regional leader in shaping Northeast Ohio's economy through innovation, technology commercialization and entrepreneurship. Our goal is to enhance the prosperity of our region by defining the strategies, policies, and targeted actions that will promote new technology-based industries and quality job growth in Northeast Ohio.

**Dorothy Baunach,**  
*President and Executive Director*

**Paula Gomez-Farrell,**  
*Vice President*

**Chris Mather,**  
*Vice President*

**Chris Varley,**  
*Vice President*

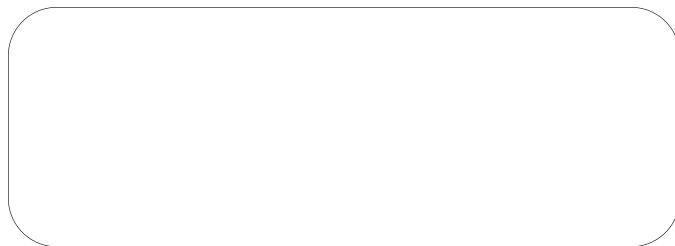
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## NorTech "In the News"

To stay up-to-date on current NorTech news and events go to [www.nortech.org](http://www.nortech.org)

### Recent Headlines:

10/6/2005:  
*Money needed to build business*  
**Akron Beacon Journal**

10/6/2005:  
*Investing in tech firms is urged*  
**Plain Dealer**

10/15/2005:  
*Top firms head here for NANO Week*  
**Plain Dealer**

10/24/2005:  
*Tech jobs on rise as sector regains ground*  
**Crain's Cleveland Business**

10/27/2005:  
*Glenn stumps for Issue 1*  
**Crain's Cleveland Business**

11/2/2005:  
*Putting Ohio on the tech map*  
**Crain's Cleveland Business**

11/15/2005:  
*Nano-Network gets \$50,000 grant*  
**Crain's Cleveland Business**

12/25/2005  
*Inventing a new economy for Ohio*  
**Plain Dealer**

## Thank You to our Supporters

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The GAR Foundation  
The Generation Foundation  
The George Gund Foundation