



Info-Brief

HBCU/MI Research Institute/Park Development

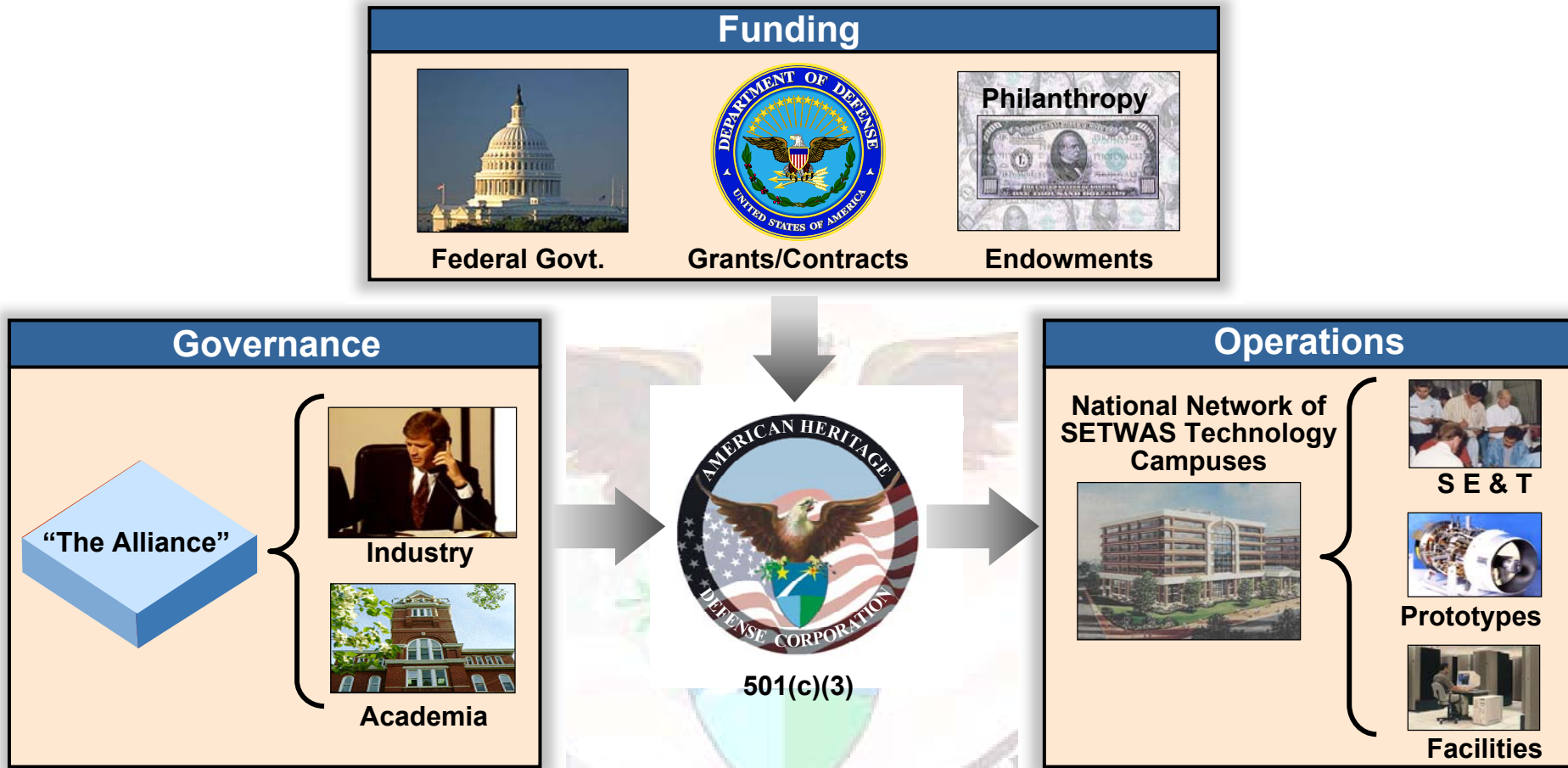
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Briefing for HBCU/MI President/Official

Outline

- **The American Heritage Defense Corporation 501(c)3**
- **10 USC 2323**
- **Typical DOD RDT&E Investment Profile**
- **Research Institute/Park Development**
- **AHDC Business Model**

The American Heritage Defense Corporation



- The AHDC Is Chartered As a Non-profit Corporation, IRS Certified 501(c)(3)
- Organized Exclusively for Charitable, Scientific, and Educational Purposes Under IRS 501(c)(3)
- The AHDC Will Help Form an Alliance of Industry, Academia and Other Organizations to Create, Fund and Operate a National Network of Technology Campuses to Produce Hands-on Scientists, Engineers and Technologists for Government, Industry and Small Business.

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PROPRIETARY

10 U.S.C. 2323

(a) 5% GOAL FOR SDB/HBCU/HSI/OMI

- (a)(2) Specific Goal for HBCU/HSI/OMI within Overall 5%

(b)(1) DOD \$(BASE) = $\$ \Sigma$ (PROCUREMENT (b)(1)(A)

+ RESEARCH, DEVELOPMENT, TEST & EVALUATION (b)(1)(B)

+ CONSTRUCTION (b)(1)(C)

+ OPERATION & MAINTENANCE (b)(1)(D))

(c) TYPES OF ASSISTANCE = INFRASTRUCTURE (c)(1)

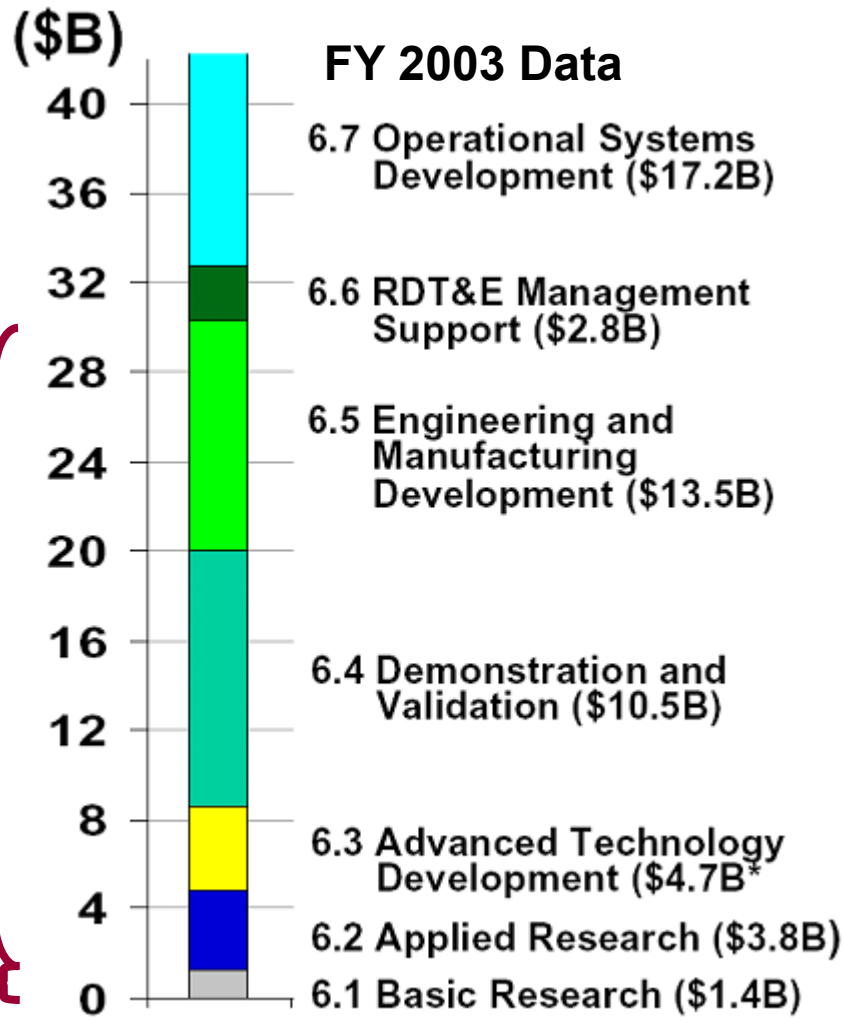
+ TECHNICAL (c)(2) + EDUCATIONAL (c)(3)(A)

+ PERSONNEL (c)(3)(B) + PARTNERSHIPS (c)(3)(C)

+ STUDENTS (c)(3)(D) + FACULTY (c)(3)(E) + EQUIPMENT (c)(3)(E) etc.

(j)(2) DOD OFFICIAL RESPONSIBLE = SECRETARY OF DEFENSE

Typical (DOD) RDT&E Investment Profile



- At the present time, mainly basic research programs are coupled directly with Academia – i.e. Academic Departments compete for 6.1 funding in the most part
- This coupling alone does not do enough to prepare engineers and scientists with adequate exposure to the entire RDT&E expertise range
- New systems developed only at the basic research level remain undeployed due to lack of applied research expertise in the workforce
- Academic institutions impacted by applied research investments produce top grade SE&T graduates
- Research Institutes/Laboratories compete for funding at 6.2-6.5 levels, which is orders of magnitude greater and funding at 6.1 level
- Hosting a Research Institute/Laboratory earns substantial additional income for University via Overhead/G&A Fees

SETWAS Focus

Traditional University Programs

Institutions Impacted by Applied Research Investments Produce Top Grade SE&T Graduates

Research Institute/Park Development

Research Institute/Park	Academic Department
<ul style="list-style-type: none"> • Primary Focus is Research, Development, Test and Evaluation as a Service/Product Provider to External Customer • Customer is an external Entity – Government Agency, Private Industry etc. • Core Staff Dedicated to Research, Development, Test and Evaluation of Advanced Technologies • Funding Base is 6.2-6.5 • 6.2-6.5 Funding Orders of Magnitude Greater than 6.1 Funding • University earns much higher Overhead/G&A Income 	<ul style="list-style-type: none"> • Primary Focus is Teaching of Internal Customer (Students) • Customers are the Students – Internal to the University, and at the mercy of the Service Provider • Core Staff Dedicated to Teaching • Funding base is tuition and whatever 6.1 basic research funding can be obtained from Government/Industry • 6.1 Funding are orders of magnitude Less than 6.2-6.5 Funding • Overhead/G&A earnings from 6.1 basic research are much less

Essential keys to successful development of a Research Institute/Park:

1. Establish new organization independent of other academic units (Director Reports to President) – so that new entity can utilize existing talent from across all units of the University
2. Do not rely on existing academic faculty to be necessarily supportive of initiative (for them, it is more work for the same pay) – “Do not pour new wine into an old bottle”
3. Select technical areas that are totally new (but complementary) to existing academic offerings – so there is no local expert to attempt to usurp the effort (don’t expect to evolve a research faculty from a non-research environment)
4. Develop Alliances with outside entities that can bring the best talent to work for the new Institute/Laboratory to get it started.
5. Use all the help you can find – via cooperative agreements, consulting contracts etc.

HBCU/MI Research Park - Vision

**Academic
Research
Centers**

**Research
and
Development
Tenants**

Government

Industry

Revenues



Columbia Street

Research Park Will Have Major Impact On HBCU/MI Capacity To Produce Top Grade Science And Technology Workforce



HBCU/MI student interns majoring in leading-edge technical disciplines will be working at the research park gaining valuable work experience while making real contributions to internal corporate and government R&D and product development programs.

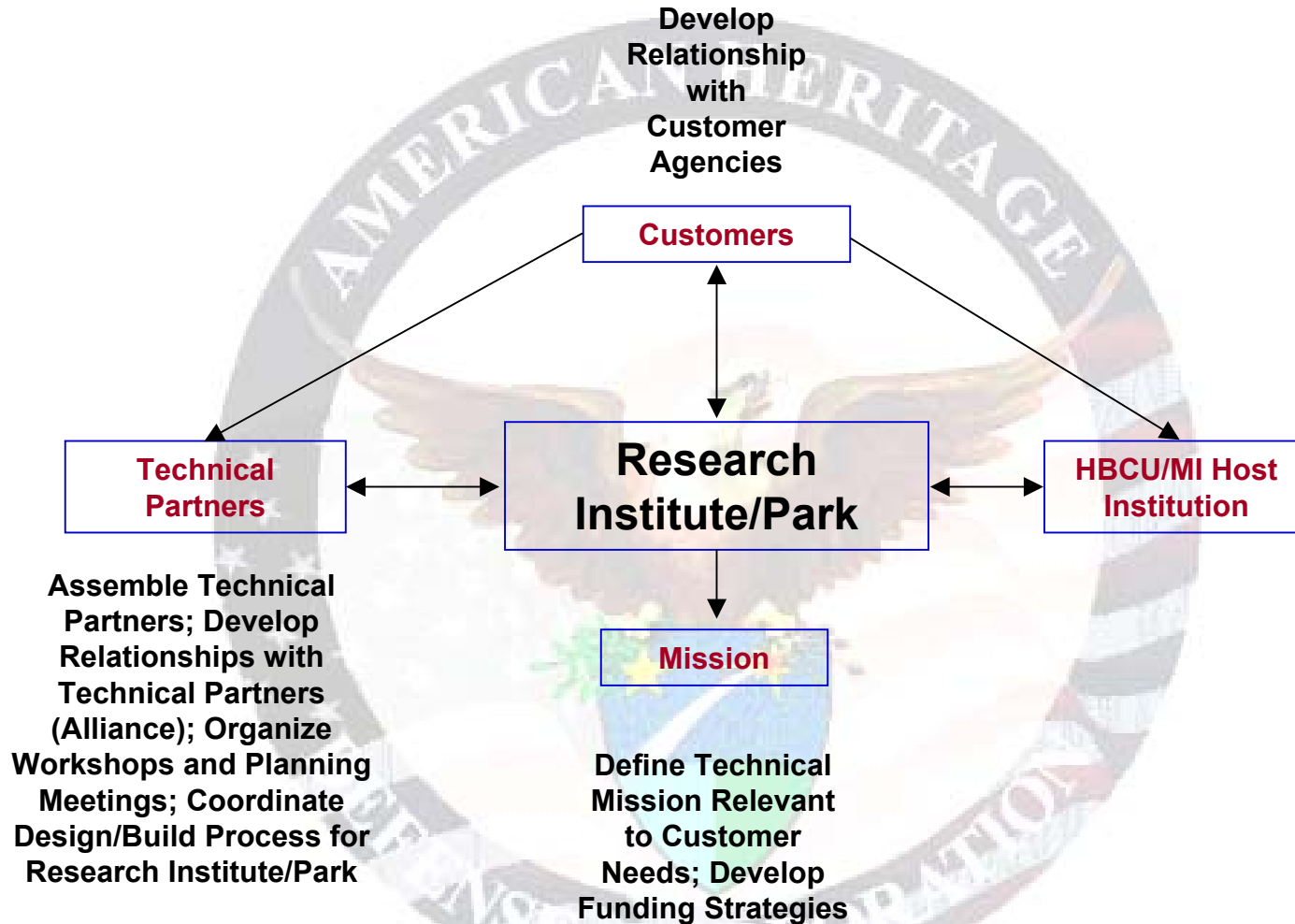
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PROPRIETARY

AHDC Business Model



Task Plan

- **Commitment of University Leadership** to Approve and Adopt Vision for Research Park
- **Establish Office for Strategic Infrastructure Development (OSID)**, which reports directly to the President, and is empowered to engage technical support expertise from anywhere in the country, as needed (e.g. AHDC Technical and Management Assistance With Title III Funding).
- **Develop Mission Statement** that lays out the vision of the Research Park and lines up all the commercial and political relationship necessary to further the objectives of the Research Park.
- **Designate Land** owned by the University for purposes of Research Park
- **Feasibility Study** for the Research Park to establish size and scope that is profitable
- **Marketing Presentations** to Federal Agencies and Industry Primes to solicit commitments to acquire buildings and/or facilities at the Research Park – including political advocacy.
- **Architectural Designs** of Phase I development (in consultation with prospective industry or government tenants)
- **Develop Lender's Package** for prospective banks that will fund the construction of the Park.
- **Request for Bids from Banks** and selection of most competitive loan proposal.
- **Request for Bids from Construction Contractors** for Phase I Research Park Development
- **Construction of Phase I** Research Park Development