ID # (assigned by CSG): 12-E-11-PA

Please provide the following information, adding space as necessary:

State: Pennsylvania

Assign Program Category (applicant): Infrastructure and Economic Development

Program Name: Discovered in PA, Developed in PA (D2PA)

Administering Agency: PA Department of Community & Economic Development

Contact (Name and Title): Lisa Hughes, Policy Director

Address: 400 North Street, 4th Floor, Keystone Building, Harrisburg PA 17120

Telephone Number: 717-720-1307

E-mail Address: lishughes@pa.gov

Web Address: www.newPA.com

1. How long has this program operated (month and year)? Note: the program must be between 9 months and 5 years old as of April 5, 2012 to be eligible for this year’s award.

   While not officially launched until October 2011, the D2PA program was a budgetary line item in Governor Corbett’s 2011-2012 Legislative Budget, effective July 1, 2011.

2. Describe the program:
   • Why was it created?

   For Pennsylvania to be a global leader and a top performing state, we must embrace innovation in our economy to attract broad industry sectors and new jobs. The D2PA
program will build the foundation for innovation that will put Pennsylvania at a world-class level, allowing us to compete with leading regions in the world – like the Silicon Valley, Boston, MA, and East Asia. The D2PA program was designed to support economic development by providing grants to private and public entities for new and innovative programs and/or activities that:

a. support entrepreneurship;
b. increase technology transfer including the commercialization of new technologies and the development of new products and/or processes;
c. improve the capacity of economic development organizations, resulting in the highest quality and broadest range of services to Pennsylvania’s business community;
d. seek to identify the needs of Pennsylvania businesses through activities such as targeted business calling programs and collaborative and educational events across Pennsylvania.

• Why is it a new and creative approach or method?

Pennsylvania benefits from several world-class research universities across several disciplines including life sciences, robotics, nanotechnology, energy, advanced materials and manufacturing and information technologies. Additionally, Pennsylvania benefits from a robust network of economic development partners who focus specifically on the creation of start-up companies and the transfer of new technologies into the marketplace. The D2PA program was created to capitalize on and leverage these assets in an effort to not only encourage entrepreneurship, but also to actively support it.

• What are the specific activities and operations of the program in chronological order?
  o 2010 – Gubernatorial candidate Tom Corbett introduces the Discovered in PA, Developed in PA program as a means to expand Pennsylvania’s economy through innovation.
  o January 2011 – Tom Corbett is sworn into office as Pennsylvania’s 46th Governor.
  o February 2011 – Governor Corbett addresses the members of Pennsylvania’s General Assembly, requesting $9.9 million for the D2PA program.
  o June 2011 – The Fiscal Year 2011 – 2012 Legislative Budget for the Commonwealth of Pennsylvania is enacted. The D2PA program receives a legislative line item in the amount of $9.9 million and is to be administered by the Department of Community & Economic Development.
  o October 2011 – The Department of Community & Economic Development launches the D2PA program. Applications arrive at a steady rate with requests ranging from $50,000 to $4 million.
  o January 2012 – A budgetary freeze is enacted, decreasing the D2PA budget to $8.9 million.
  o January 2012 – Awards were made to 16 applicants for a total of $6.9 million. Additional awards are scheduled to be made through mid-May 2012.
  o February 2012 – Governor Corbett addresses the Pennsylvania General Assembly, requesting an additional $9.9 million for the D2PA program for Fiscal Year 2012-2013.
• Is it effective? *Provide tangible results and examples.*

Awards have been made to those applicants who successfully demonstrated the ability to create new opportunities, resulting in tangible outcomes such as new company start-ups, high paying jobs and the commercialization of new technologies in industry sectors including but not limited to life sciences, information technology, advanced manufacturing and robotics. Examples of some of the awards made to date include:

i. The Philly Food Innovation project is the Greater Philadelphia’s first food business accelerator which will encourage food entrepreneurs to conceptualize and develop new food products in commercial kitchen labs within the Center for Culinary Enterprises.

ii. Research for Advanced Manufacturing in Pennsylvania (RAMP) is a collaborative effort between Carnegie Mellon University (CMU) and Lehigh University (Lehigh), two of Pennsylvania’s premier research institutions. RAMP is designed to develop a new model for engaging manufacturing firms with university research, ensuring that in addition to providing a competitive business environment for Pennsylvania’s emerging manufacturing companies, the creation of new products and/or processes are developed.

iii. With a focus on life sciences, the “Advance T” program at the PSU Hershey College of Medicine will increase the number of successful early and second stage companies through cultivation of management talent. This project seeks to create at least 10 new start-up companies while creating 285 new jobs in Central Pennsylvania.

3. Did this program originate in your state? If YES, please indicate the innovator’s name, present address, telephone number, and e-mail address.

Yes, it did originate in Pennsylvania. The D2PA program was created by Pennsylvania Governor Tom Corbett during his gubernatorial campaign. Please direct all inquiries regarding the Discovered in PA, Developed in PA program to Lisa Hughes, Policy Director, PA DCED, 400 North Street, Harrisburg, PA 17120. Ms. Hughes’ direct dial is 717-720-1307.

4. Are you aware of similar programs in other states? If YES, which ones and how does this program differ?

No, we are not aware of similar programs in other states.

5. What limitations or obstacles might other states expect to encounter when attempting to adopt this program?

The most challenging limitation is funding, given the harsh economic climate and fiscal restraints. Since the D2PA program’s launch in October 2011, the Department of Community & Economic Development has received approximately 65 applications with a combined ask of over $40 million. The D2PA program has been oversubscribed and there are limited resources available to support those applicants who did not receive funding in this inaugural year.
CSG reserves the right to use or publish in other CSG products the information provided in this application. If your agency objects to this policy, please advise us in a separate attachment.
Use these as guidelines to determine the appropriate Program Category for your state’s submission and list that program category on page one of this application. Choose only one.

**Infrastructure and Economic Development**
- Business/Commerce
- Economic Development
- Transportation

**Government Operations and Technology**
- Administration
- Elections
- Information Systems
- Public Information
- Revenue
- Telecommunications

**Health & Human Services**
- Aging
- Children & Families
- Health Services
- Housing
- Human Services

**Human Resources/Education**
- Education
- Labor
- Management
- Personnel
- Training and Development
- Workforce Development

**Natural Resources**
- Agriculture
- Energy
- Environment
- Environmental Protection
- Natural Resources
- Parks & Recreation
- Water Resources

**Public Safety/Corrections**
- Corrections
- Courts
- Criminal Justice
- Drugs
- Emergency Management
- Public Safety

Save in .doc or rtf. Return completed application AND video (if applicable) electronically to innovations@csg.org or mail to:

CSG Innovations Awards
The Council of State Governments
2760 Research Park Drive
Lexington, KY 40511

**Contact:**
Nancy J. Vickers, National Program Administrator
Phone: 859.244.8105
Fax: 859.244.8001 – Attn: Innovations Awards Program
The Council of State Governments
E-mail: nvickers@csg.org

This application is also available at www.csg.org.