



RT Park
UNIVERSITY OF THE VIRGIN ISLANDS

INNOVATION ECOSYSTEM IN THE US VIRGIN ISLANDS

**Presentation to Growing the Caribbean innovation Economy |
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National Academy of Sciences, Engineering and Medicine

by Dr. Gillian M. Marcelle

Executive Director, UVI Research and Technology Park

- ▶ HISTORY
- ▶ NEW STRATEGY
- ▶ SHOWCASING RTPARK CLIENTS
- ▶ CONTRIBUTION OF THE UVI RTPARK
- ▶ OPPORTUNITIES FOR PARTNERSHIP

OUTLINE

UVI RTPARK: HISTORY

Section 1

UVI RTPARK: HISTORY

- ▶ The University of the Virgin Islands Research and Technology Park (RTPark) established in 2002, as a specialized economic development program to bring investment to the United States Virgin Islands by managing an incentive program and offering other advisory and technical services.
- ▶ RTPark is a partnership linking the government of the U.S. Virgin Islands, the University of the Virgin Islands (UVI) and the private sector.
- ▶ The goal of the RTPark is to successfully establish the U.S. Virgin Islands as a premier business destination of choice for firms in knowledge and technology intensive sectors

- ▶ IT and telecommunication network infrastructure in the Territory (up to 200MB speeds and state of art data center connected to Tier 1 Internet peering point)
- ▶ Talent and knowledge in the University of the Virgin Islands and across the wider population
- ▶ Flagship 64 West Center building on the Albert A. Sheen campus providing state of the art facilities for UVI and the business community.
- ▶ Island lifestyle, natural beauty rich Caribbean culture and heritage



ASSETS

UVI RTPARK 2.0: VISION & NEW STRATEGY

Section 2

FOCUS ON HIGH GROWTH CLUSTERS

- ▶ **Health and medicine**, including medicinal devices, personalized medicine applications, wellness and healthcare management
- ▶ **Energy** research and system deployment, including renewable and clean technology systems, energy efficiency solutions, and energy management
- ▶ **Marine science** related products, devices and services
- ▶ **Sustainability** solutions and systems

Deepening activity in high growth areas of telecommunications and information technology including:

- ▶ applications service provision
- ▶ Internet advertising
- ▶ software development
- ▶ software-as-a service
- ▶ e-commerce
- ▶ interactive media management
- ▶ content development and
- ▶ data hosting and data management.

- ▶ Screen for quality and focus on impact investors
- ▶ Clarify the value proposition
 - ▶ Tax incentives, rule of law, US jurisdiction, stable regulatory environment
 - ▶ Lifestyle advantages of the US Virgin Islands
 - ▶ Opportunity to give back to society
- ▶ Undertake focused search and scan
- ▶ Align and partner with the Virgin Islands Office of the Governor, other economic agencies and private sector bodies

ATTRACT HIGH QUALITY INVESTORS

▶ First Order Value & Benefits

- ▶ Indirect and direct employment
- ▶ Direct expenditure on homes, offices, operational expenditures
- ▶ Tax revenues collected
- ▶ Investment in infrastructure
- ▶ Investment in skills and capabilities

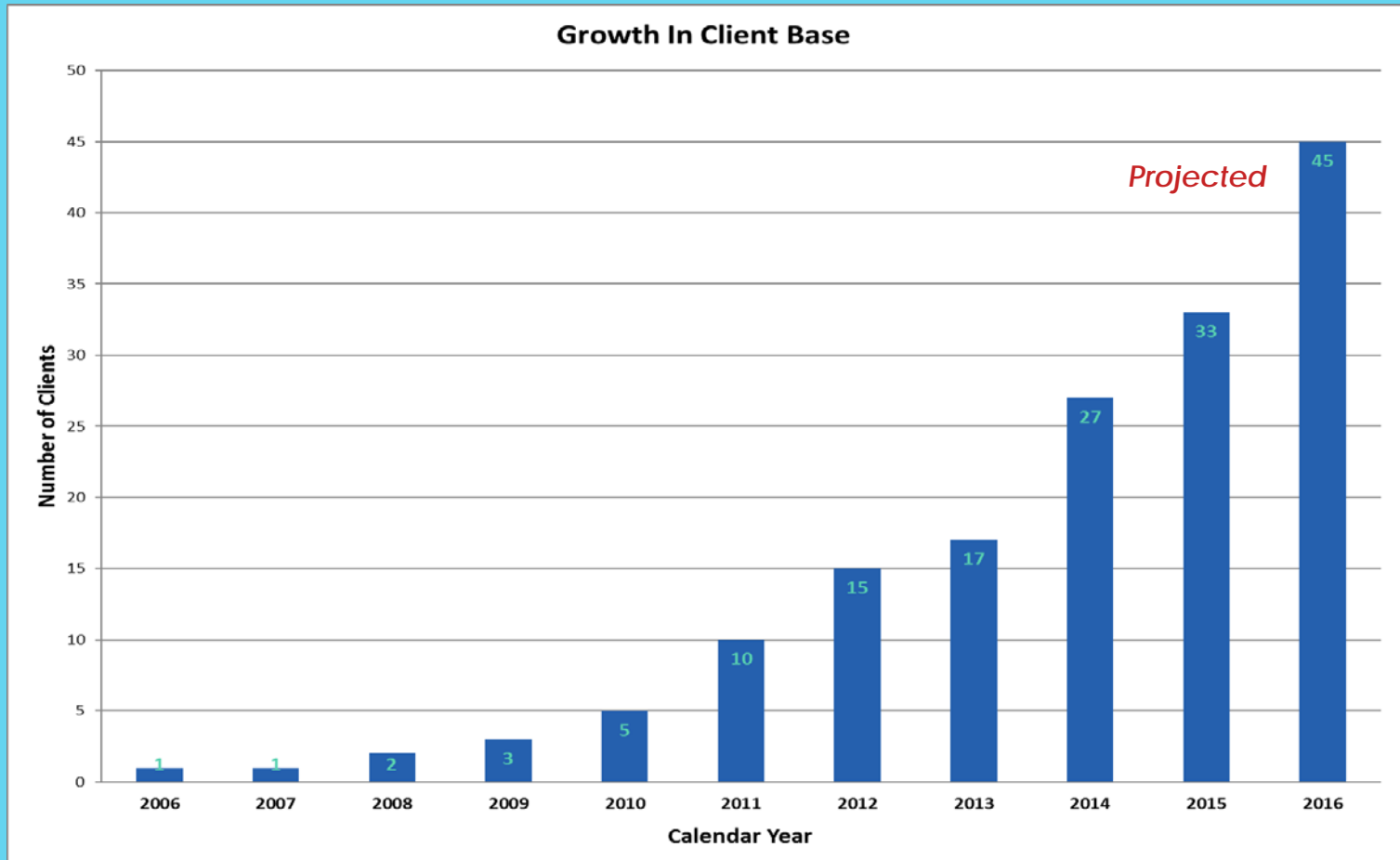
▶ Second Order Value & Benefits

- ▶ Diversification enhanced
- ▶ Dynamic competitive advantage increased
- ▶ Technology generation
- ▶ Knowledge exchange
- ▶ Improved resource utilization and productivity
- ▶ Multipliers and backward linkages

PRIMARY ECONOMIC CONTRIBUTION:
INCREASED LOCATION ATTRACTIVENESS

RTPARK CLIENT GROWTH

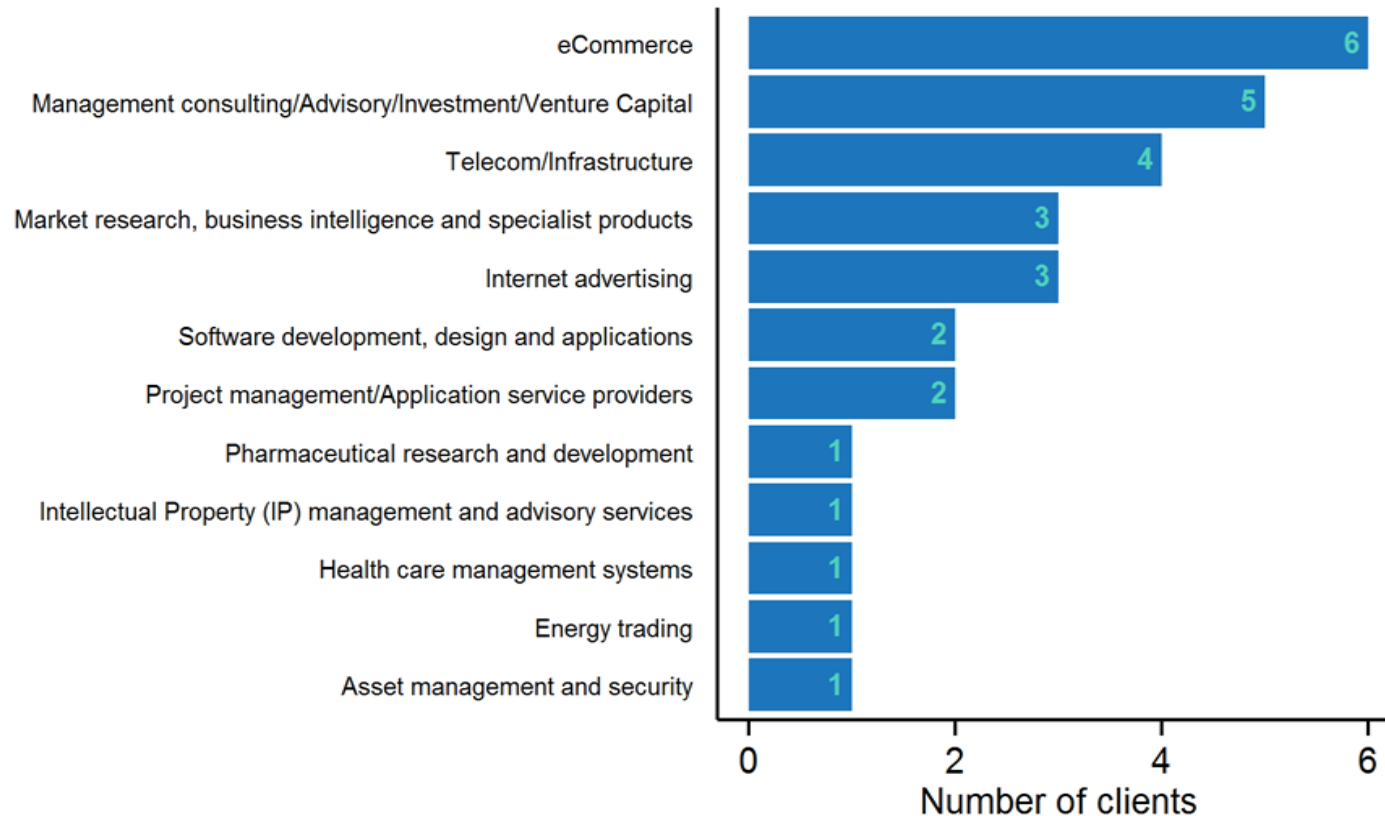
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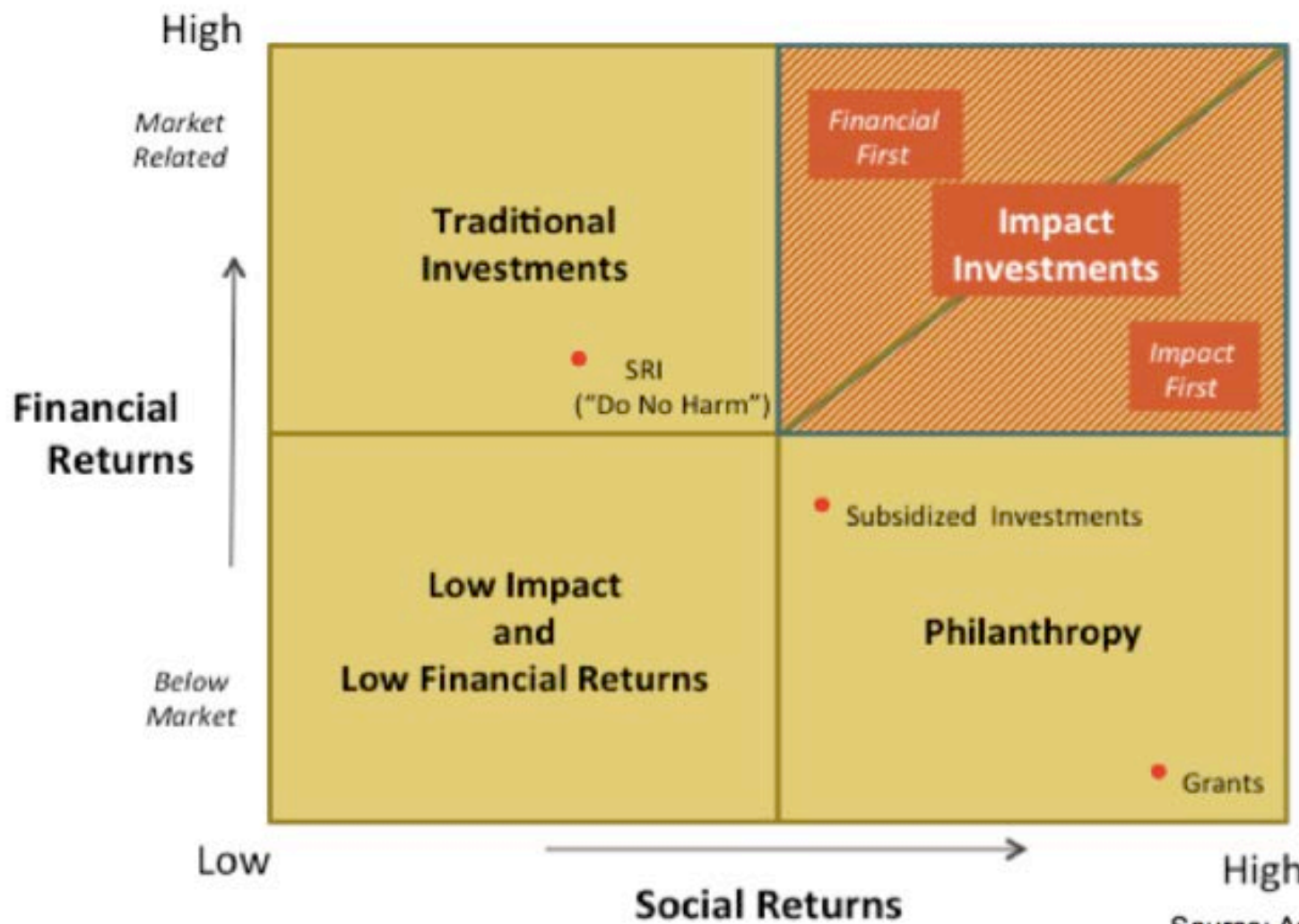
Source: UVI RTPark Client Database 2016

RTPARK CLIENT DIVERSITY

Client Base Classification



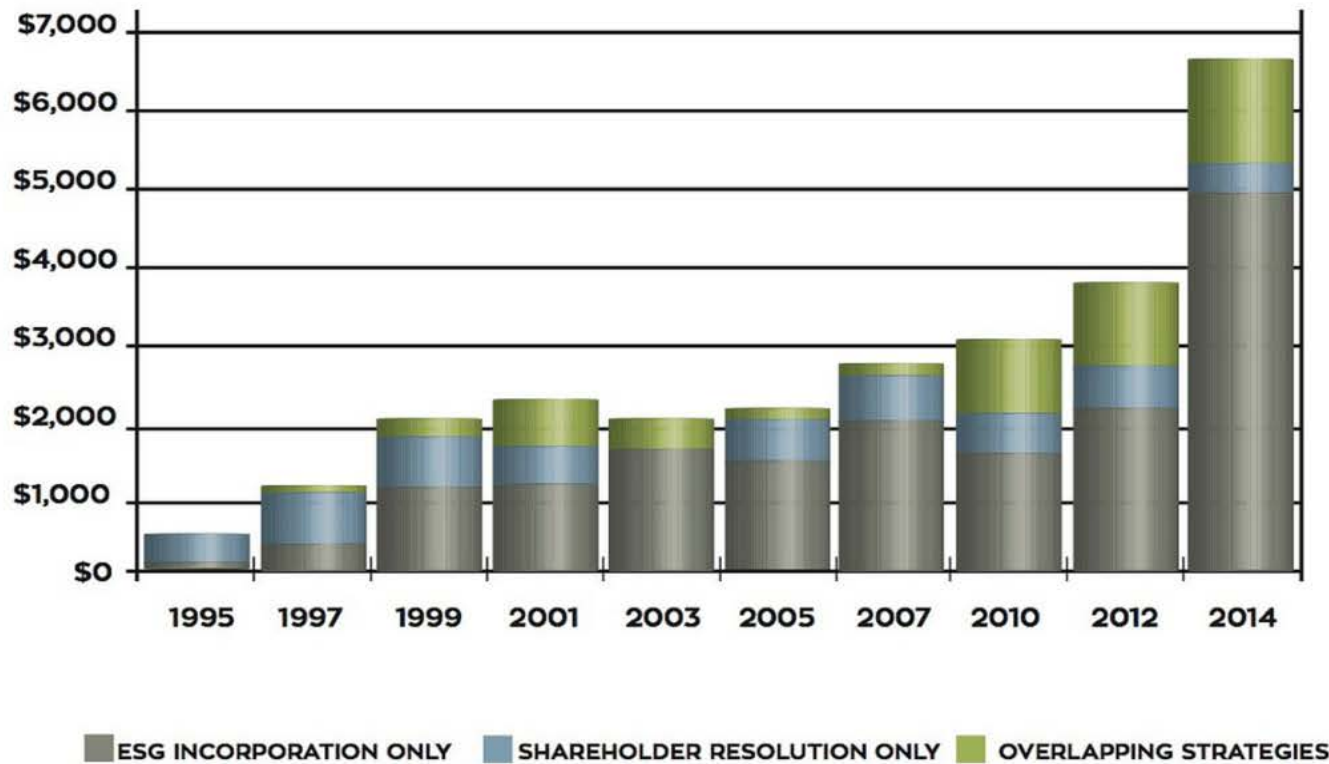
Source: UVI RTPark Client Database, 2015.



IMPACT INVESTORS

SUSTAINABLE AND RESPONSIBLE INVESTING IN THE UNITED STATES 1995-2014

\$ BILLIONS

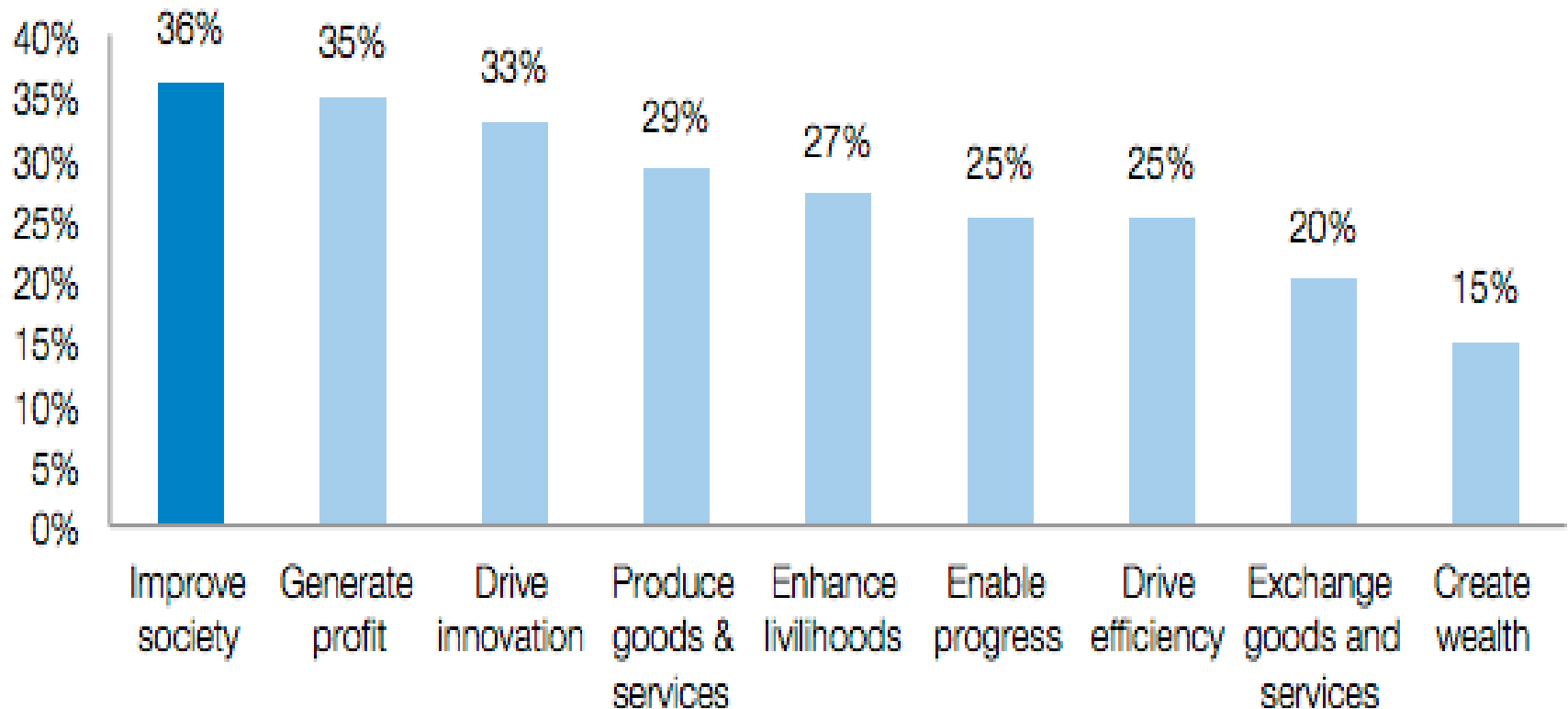


SOURCE: US SIF FOUNDATION

LEVERAGING NEW INVESTMENT TRENDS 13

Figure 1: Primary Purpose of Business According to the Millennial Generation, % of Survey Respondents

Source: Deloitte



CLIENT SHOWCASE

Section 3

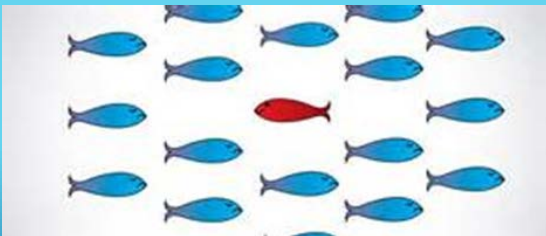
- ▶ 13D Research
- ▶ Broadband Virgin Islands
- ▶ Island Time Concierge
- ▶ Intellectual Global Concepts

USVI KNOWLEDGE-INTENSIVE FIRMS

13D RESEARCH

13D Research specializes in providing investment research for money managers all over the globe - with its sole office located on St Croix.

Weekly flagship research publications, "What I Learned This Week" and "What Are The Markets Telling Us?", helps clients navigate complexity in a volatile investing environment.



Committed to values based investing and giving back

13D and the University of the Virgin Islands:

Pledged \$5 million to enable the University of the Virgin Islands to establish and endow the Kiril Sokoloff Distinguished Professorship in Entrepreneurship and the 13D Entrepreneurship Student Competition.



In a world of too much information, in which change is exponential and uncertainty rife, 13D seeks to:

- ❖ Interpret the "Big Picture"
- ❖ Inspire curiosity
- ❖ Filter the "noise"
- ❖ Identify market anomalies through contrary thinking



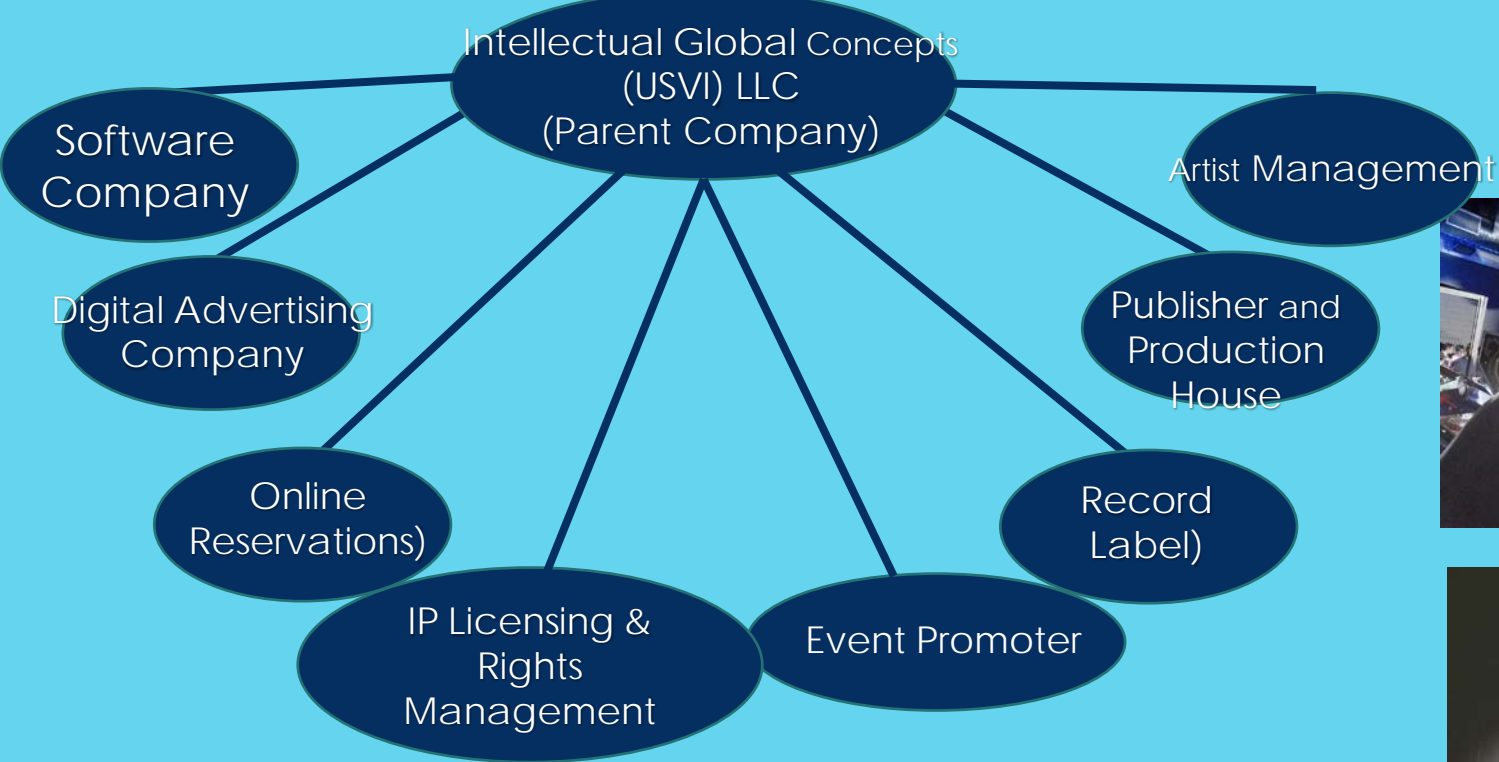
BBVI was founded to provide high speed internet connectivity to the people of the U.S. Virgin Islands. The company was one of the first clients to join the RTPark program. It has grown organically to 7,500 customers across all three islands, 29 employees and 15 subcontractors.

“ Broadband VI grew out of frustration of not being able to get broadband in my house. I researched and felt the need to find a better way to address the problem”. Michael Meluskey – BBVI Founder

Enterprise Class Internet Features

- Symmetrical Connectivity: Symmetrical dedicated Internet bandwidth, configurable from 2Mbps to 100Mbps.
- IP Addresses: Static IP addresses assigned based on American Registry for Internet Numbers (ARIN) guidelines and customer justification.
- Domain Name System (DNS): Includes primary and secondary DNS service – Broadband VI will assist customers in transferring existing domain names.
- Border Gateway Protocol (BGP): Routing Optional BGP setup to facilitate multi-homing among multiple ISP networks.
- Wide Area Networking (WAN): Connect multiple locations throughout the Territory.

BROADBAND VI



Intellectual Global Concepts LLC ("IGC") is a Technology, Media and Entertainment company operating out of the USVI with a focus in the following business categories:

- Music
- Entertainment
- Fashion
- Hospitality
- Concert Promotions



Island Time Concierge, LLC (ITC) is a technology company that builds various platforms for the service, retail and transportation industry.

The first product launched is an online delivery service on St. Croix similar to GrubHub under the brand name STXDelivery.com

Other types of retailers will be added to the online platform to include Supermarkets, Office Supply Stores, Hardware Stores, Mail Service, and Pharmacies.



ITC developers created abstractions for low-level interaction and animation, advanced effects and high-level, theme-able widgets. This contributes to the creation of a powerful and dynamic platform for ITC's clients. The system is readily scalable and easily expandable.

PRODUCING IMPACT

Section 4

Performance Metrics

- ▶ Economic Benefits
- ▶ Investment in society: workforce pipeline, skills development, community partnership
- ▶ Locational attraction and increased awareness of the US Virgin Islands as an investment destination
- ▶ Technology and knowledge generation and exchange

Activities

- ▶ In 2015, RTPark undertook a baseline study focused on narrow objectives of contribution to UVI
- ▶ In 2016, efforts to expand to define, measure and assess impact on the Territory of the RTPark program including working with UVI on a planned workplace skills survey
- ▶ Strengthening compliance, monitoring and evaluation systems in the RTPark program on the *de jure* aspects of the tax incentive program as well as broader objectives.

- ▶ RTPark clients make direct contributions to UVI and this builds a workforce pipeline, facilitates knowledge exchange
- ▶ RTPark clients make other charitable contributions
- ▶ Projects of the RTPark HQ that benefit the community
- ▶ Partnerships between RTPark and community organizations

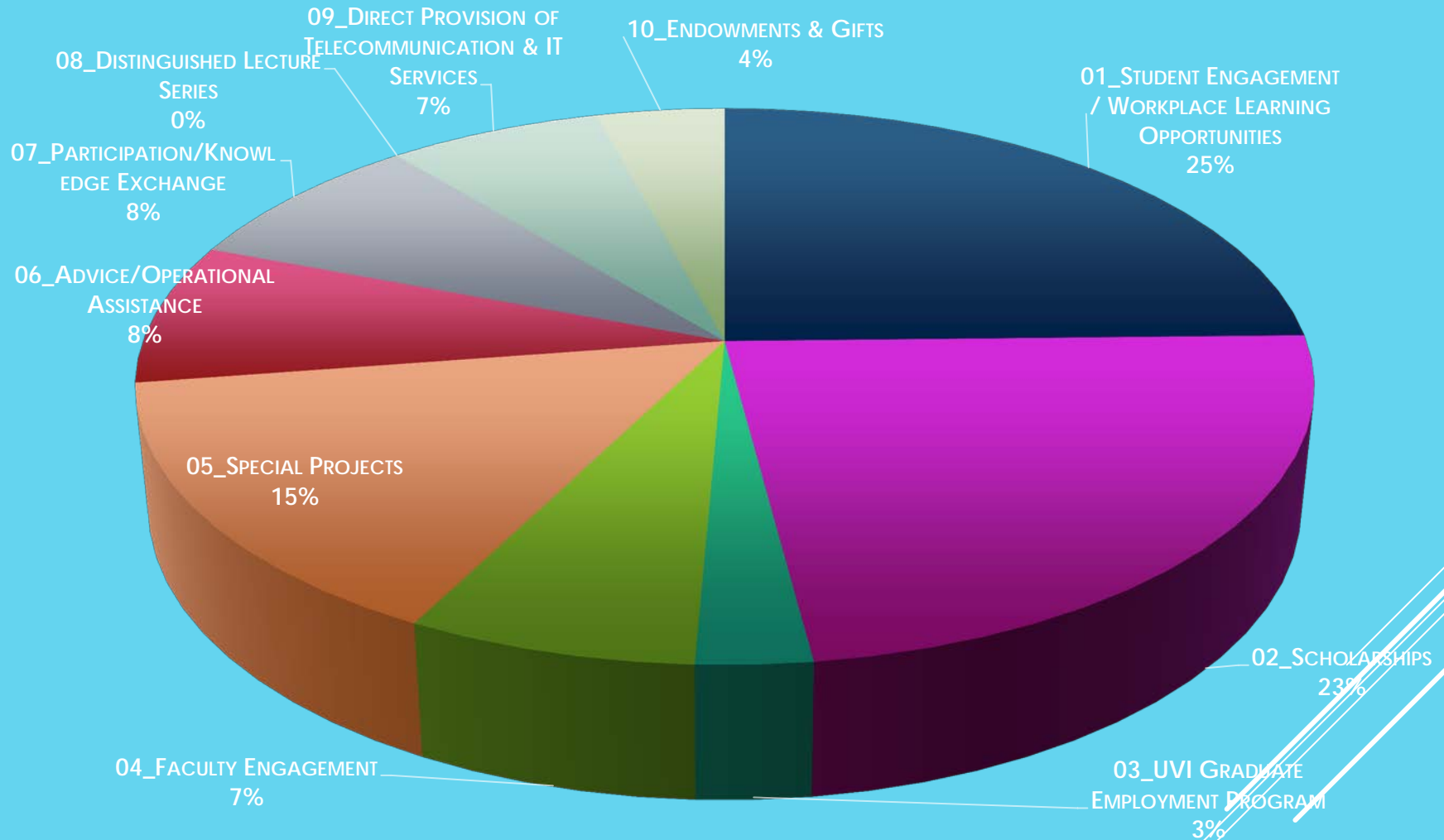
RTPARK CLIENT COMMITMENTS TO UVI

RTPark clients have legally binding commitments to UVI.

Commitments can be categorized into ten (10) partnership types for the university:

1. Student Engagement/Workplace Learning Opportunities (Internships/Fellowships)
2. Scholarships
3. UVI Graduate Employment Program
4. Faculty Engagement (e.g. Research, Medical School, Curriculum Enhancement)
5. Special Projects (e.g. Innovation Center, 13D Student Entrepreneurship Competition, Hackathon, Business Design Grant)
6. Operational Assistance / Advice (based on client expertise)
7. Participation / Knowledge Exchange
8. Distinguished Lecture Series
9. Direct Provision of Telecommunication & IT Services
10. Endowments & Gifts

RTPARK CLIENTS FOCUS ON STUDENTS



Source: UVI RTPark Client Database 2015

The FUTURE of WORK

We can't predict
HUMAN BEHAVIOUR

FASTER
+
SMALLER
TECHNOLOGY
↓
an enabler
& a disruptor

the DEMAND
for wellbeing

KNOWLEDGE

- knows no borders
- an open platform
- power has transferred to individuals
- the work will be at the edges of what we know

WORK
is about
PEOPLE

US

EMPOWERMENT of the INDIVIDUAL

The RISE

innovation
has been
de-centralised

MOVING towards
EQUALITY
throughout



WORKPLACE
as an attractive
experience

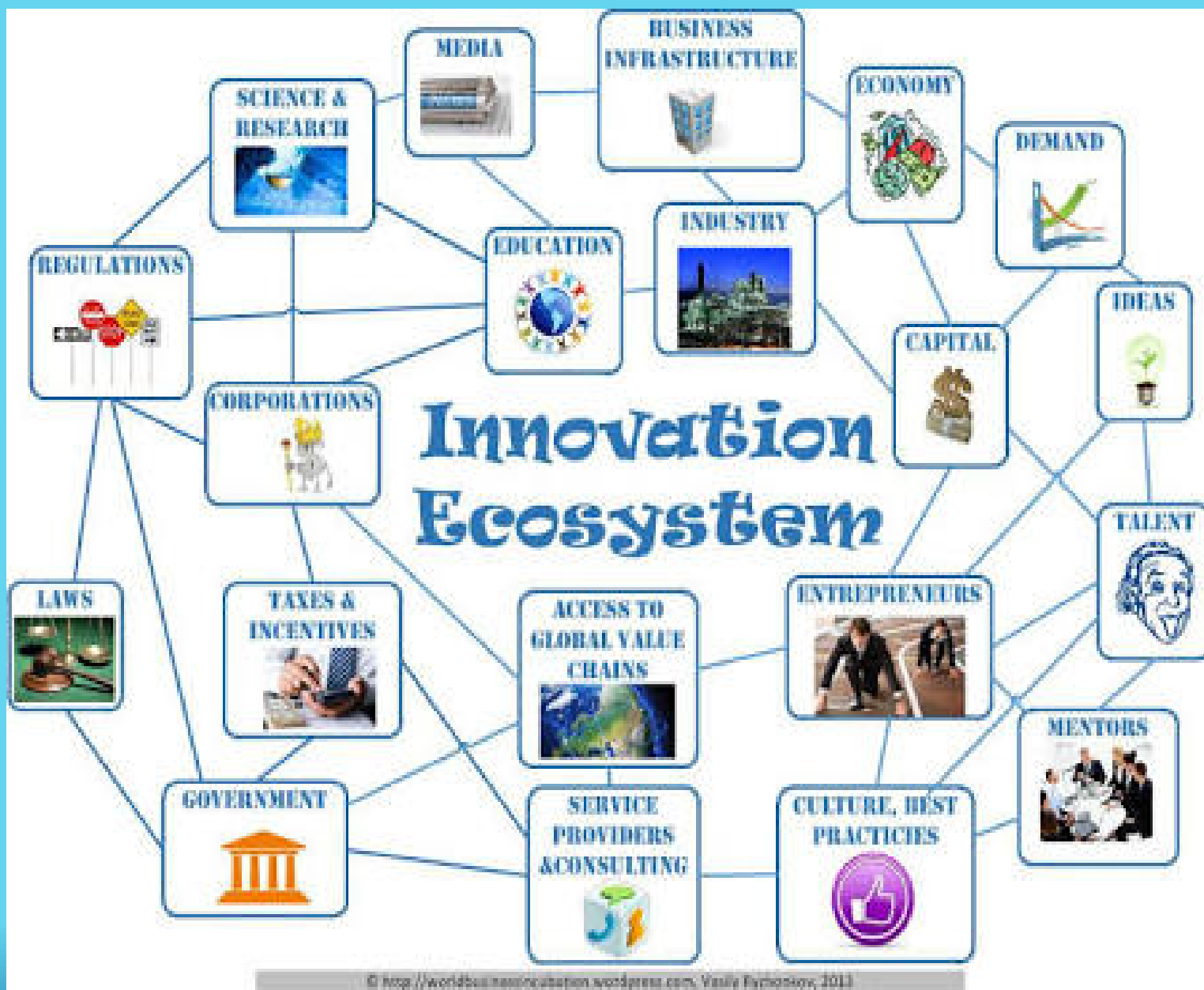
VIBRANT

...is the FUTURE
here already?

the MANUAL
NON-ROUTINE
JOBS
will survive

Professional

The HOTEL
experience to



RIPARK CAN FACILITATE CHANGE IN
COMPLEX AND CHALLENGING SETTING

- ▶ RTPark clients make an important economic contribution and also invest in society and quality of life
- ▶ RTPark HQ has demonstrated financial strength and financial integrity
- ▶ RTPark program is delivering strong growth and contributing to diversification, which strengthens the economic fundamentals in the Territory
- ▶ RTPark alignment and engagement with key interest groups in society is an example of good corporate citizenship
- ▶ RTPark is a specialist FDI program that showcases the US Virgin Islands changes the perception of the Territory and significantly enhances its prospects

RTPARK MAKES A POSITIVE DIFFERENCE 28

PARTNERSHIP OPPORTUNITIES

Section 5

WHAT'S NEEDED

- ▶ Greater collaboration with national programs to build technical workforce including US Dept of Commerce, USAID, AAAS, NAS
- ▶ Support for curriculum renewal and strengthening UVI as a major force for innovation inputs in the USVI (talent, knowledge, equipment, laboratories, communications infrastructure)
- ▶ Recognition of the important role of the US Virgin Islands in facilitating partnership with the rest of the greater Caribbean, especially Puerto Rico, Dominican Republic and Cuba
- ▶ Making use of the USVI as an important site for policy exploration and experimentation on understanding the nature of the impact of technological change on work opportunities
- ▶ Expanding programs for community engagement with science, technology and innovation into the USVI
- ▶ Successful model of industry- university partnership that can be deepened and extended through curriculum development and other modes of collaboration

SPECIFIC OPPORTUNITIES

- ▶ Exchanges with and secondments to the RTPark from national policy making institutions, think tanks, and universities
- ▶ Financial capital as pooled funds to support onshore economic diversification in the US Virgin Islands and as an outlet for underutilized investable funds in the RTPark network
- ▶ Involvement with a national network of service providers working to promote the US Virgin Islands as ready for technology and knowledge-intensive business



