UNIVERSITY-INDUSTRY PARTNERSHIPS

Solving Great Challenges

Unrestricted
October 2017
ABOUT US

Headquarters:
Sioux Falls, South Dakota

Established:
1956

Approx.
1150 Team Members

Three Divisions:
Raven Applied Technology
Raven Engineered Films
Raven Aerostar

Publicly Traded:
RAVN (NASDAQ)
RAVEN ENGINEERED FILMS
DEDICATED TO PROVIDING SOLUTIONS THAT PROTECT EARTH’S RESOURCES & PRESERVE ASSET VALUE

- Leading manufacturer of high-quality polymer films and sheeting
- Applications
  - Grain & Silage Covers
  - Fumigation
  - Building enclosures/Underslab gas barriers
  - Pond liners/landfill covers
RAVEN AEROSTAR

Shapes the Stratospheric Platform Market
With the World’s Most Advanced and Reliable Lighter-Than-Air Technologies

Unrestricted
October 2017
Feeding a Growing Population
By Improving Agricultural Efficiency Around the World
RAPID CITY DEVELOPMENT CENTER (RCDC)

- South Dakota School of Mines & Technology
- Black Hill Business Development Center
- Engineering
BROOKINGS DEVELOPMENT CENTER (BDC)

- South Dakota State University
- Research Park Innovation Center
- Agriculture & Engineering
WHY PARTNER?

University

- Marketplace connection
- Science/Research Trends
- Research Collaboration
- Classroom integration
- Capstone Design
- Advisory Boards
- Internships
- Employment Opportunities

Industry
MARKETPLACE CONNECTION

- Market direction
- Needs of industry
- Relevant examples
SCIENCE/RESEARCH TRENDS

- Faculty focus
- Scientific advances
- Integration ideas
RESEARCH COLLABORATION

- IP/technology transfer
- Right opportunities
- Willingness to work together
ADVISORY BOARDS

- Department updates
- Overall direction
- Dialogue…focused feedback sessions
Relevant examples
Student/teacher/industry interaction
Make connections
CAPSTONE DESIGN

- Industry sponsored projects
- Project management/budgeting
- Hands-on...real development
- Advisors/mentors
INTERNSHIPS

- Workforce development
- Meaningful projects
- Time and effort...mentors
- Fit
EMPLOYMENT OPPORTUNITIES
WIN-WIN-WIN

- Universities
- Industry
- Students
PARTNERING OPPORTUNITIES

- Grant support
  - Precision Ag Curriculum - Books
- Tours
- Meetings/discussions
- Events
  - STEM
  - 4-H
  - Camps
COMPLEMENTARY PURPOSES

SDSU: Developing Responsible Global Leaders

Raven: Solving Great Challenges
FUTURE OF PRECISION AG

- “Precision Ag” is Agriculture
- Convergence of agronomy, biosciences, sensor technology, and other emerging technologies
- Growth in solutions and practices driven by the need to:
  - Improve yields
  - Reduce input costs
  - Achieve more sustainable practices
STRATEGIC INVESTMENT

- With a shared commitment to the future of Precision Ag, Raven recognized the unique opportunity to partner with SDSU to develop the next generation of **precision ag innovators**.
- Our investment in this partnership reflects our strong belief that the **demand for precision ag technology** and solutions is rapidly growing across the globe.
- We believe it is our **responsibility** to help solve that great challenge.
- It is an investment in the **current and future workforce**.
Farm Managers  Agronomists
Software developers  Field Service
Scientists  Test technicians
Engineers  Educators
Sales  Technical support
Shop service
HOW TO SUCCEED

- Dedicate time/resources
- Reduce barriers
- Relationships…genuine interest to make it work
DISCUSSION