

# **RISA private sector partnerships: Where are we now and where are we (maybe) headed?**

RISA PI meeting  
Feb 24, 2016  
Dan Ferguson  
Chelsea Combest-  
Friedman  
Viki Keener  
Linda Sohl

**You will do well  
to expand your business.**

Main goal of this session:

Take the temperature of  
the room on where RISA-  
private sector  
partnerships are headed  
and ID a few big issues  
we should think about

Mostly this is a discussion,  
but here's what coming in the  
next few slides:

extremely brief summary of *some* of what the  
RISA teams are doing with private sector  
partners

Four propositions that (we think) will help  
frame our discussion

Some questions to seed the discussion

# Snapshot of RISA private sector experiences

- Consultancies & sub-contracts
- Utility companies (power and water)
- Technology companies
- Non-profits/NGOs
- Large industries (e.g., ag, shipping, hospitality)

# Snapshot of potential future RISA private sector work

- Real Estate Development
- Recreation (e.g., ski resorts)
- Re-Insurance/Insurance
- Agriculture, specialty crops
- Finance
- Data Visualization/Data Development

# A few propositions to frame our discussion

1. University models are changing as, e.g., states defund higher ed
2. Federal research \$ not necessarily growing
3. More and different demands for adaptation-related research and collaborations
4. Most RISAs have significant regional profile so they are seen as go-to partners

1. What are viable business models for doing as Andrew Comrie suggested and continuing to “evolve RISA” in the context of potentially more pull from private sector?



2. Are your university  
bureaucratic structures  
ready and able to deal with  
more/different kinds of  
contracts?

3. Are there intellectual property/data ownership issues different than what we already experience with our partners?

4. How should we deal with ethical dilemmas related to working with for-profit companies seeking competitive advantage?

5. Should there be a RISA party line on these issues or is this ultimately best sorted out at the local/regional level?