

# Success through Innovation

Field Forensics, Inc.  
and the Tampa Bay  
Innovation Center



Working with the **Tampa Bay Innovation Center** (formerly STAR TEC) since 2008, **Field Forensics, Inc.** has seen its range of products, its workforce, and its bottom line grow in leaps and bounds. "With support from the Tampa Bay Innovation Center, we have been able to double our sales each year for the past five years. Our ELITE and IDEX explosives detection kits are already in use around the world, and our new FAST products will allow us to double business again in 2011," reports Craig Johnson, President of Field Forensics (FFI). From its humble beginnings in the founder's garage, the company has grown to a full-time staff of ten plus several part-time employees, and expects to add positions over the next year.

Established in 2001, FFI supports law enforcement, intelligence agencies, military and other government forensics laboratories, and first responders with unique and patent-protected field sampling devices. Clients include the Navy, Air Force and Marines, as well as the FBI, the U.S. State Department and many nations around the world. A first for the company, FFI has been awarded a development contract by a U.S. Government anti-terrorist agency; previously, all of FFI's research and development had been funded internally from sales of its products. "We are constantly on the lookout for new technologies and opportunities to develop the right products for every unique need," explains Johnson. "Working with Florida universities and contracting out much of our assembly work to local companies allows

FFI to stay at the forefront of evolving technology while supporting the local economy.”

And supporting the local economy is a critical goal of the Tampa Bay Innovation Center. President Tonya Elmore explains, “Our mission is to accelerate entrepreneurial success, the outcome of which is job creation. By nurturing early stage ventures like FFI, we’re able to foster economic development at a local level – a win-win situation for the region and the client.” Designed to help entrepreneurs from concept through exit strategy, the Tampa Bay Innovation Center provides access to laboratory and research centers, grant assistance, referral and networking opportunities, state-of-the-art facilities, targeted education programs and market research. “The highlight of the program focuses on the mentoring services provided by highly qualified and internationally experienced experts and entrepreneurs that volunteer to offer their expertise as mentors, advisors and coaches to the Innovation Center’s early stage technology clients. Clients can access services onsite or virtually,” attests Elmore.

Craig Johnson agrees, sharing, “As a Tampa Bay Innovation Center client, FFI has had access to a wide range of resources, including on-site office amenities, business coaching, and networking and training opportunities – resources that have enabled our company to grow at a continuous pace and develop a full product line to meet the needs of our own clients. We’re looking forward to a continued relationship with the Center as we continue to expand over the coming years.”

Learn more about Field Forensics at  
[www.fieldforensics.com](http://www.fieldforensics.com).

Discover the many opportunities offered by the Tampa Bay Innovation Center at [www.tbinnovates.com](http://www.tbinnovates.com).

