

# RTI International

## ORGANIZATION OVERVIEW AND IMPACT

### 1. MISSION & PROGRAMS

RTI International is one of the world's leading research institutes, dedicated to improving the human condition by turning knowledge into practice. Our staff of more than 3,700 provides research and technical services to governments and businesses in more than 75 countries in the areas of energy and the environment, health and pharmaceuticals, education and training, surveys and statistics, advanced technology, international development, economic and social policy, and laboratory testing and chemical analysis.

For more information, visit [www.rti.org](http://www.rti.org).

RTI International is a trade name of Research Triangle Institute.

### 2. CUSTOMER/ TARGET POPULATION

RTI provides research, development, and technical services to government and industry in the U.S. and worldwide. RTI's Energy R&D program, which benefits from support received by the State of NC, attracts \$8.53 for every \$1 in state funding, to develop technologies that lead to larger-scale projects with Federal and industry funding.

### 3. ORGANIZATION INCEPTION

RTI was established by universities, industry, and government in December 1958 to be the first scientific organization in, and centerpiece of, the Research Triangle Park. During its history, RTI has not received a state appropriation until 2010 when the state invested \$500,000 to allow RTI to draw down federal energy grants. Now in its third year, this cumulative investment of \$1.5 million has allowed RTI to draw down more than \$11 million in federal energy grants or about \$8.53 for every \$1 invested.

### 4. FOOTPRINT

2012 NC Payroll	\$183 million
2012 NC Payroll Taxes	\$11.8 million
Average Salary in NC	\$74,500
Leases in NC	\$1.8 million
Temporary Labor in NC	\$18 million
Utilities in NC	\$3.7 million
Other Goods & Services	\$28 million

#### 2012 Corporate Contributions

Triangle United Way	\$457,000
Other Local Charities	\$146,000
Hurricane Sandy Relief	\$116,000

### 5. BUDGET

Worldwide, RTI conducted \$734 million of contracted services in its 2012 fiscal year, 99.9% of which was derived from competitively won contracts and grants, and more than 95% of which came from out-of-state clients, bringing dollars and jobs into the NC economy.

**6. SALARY COMPLIANCE**

7. RTI complies with Federal and state limitations on salaries, as confirmed by annual audits and reporting.

**8. LOBBYING SERVICES**

RTI retains Rob Lamme and Associates and the Southern Strategies Group for a variety of services, including government relations.

**9. KEY PERFORMANCE INDICATORS**

RTI's Energy R&D program, which benefits from support received by the State of NC, attracts \$8.53 for every \$1 in state funding, to develop technologies that lead to larger-scale projects in North Carolina with Federal and industry funding.

**10. SIMILAR ORGANIZATIONS**

RTI is unique in North Carolina. Similar (and competing) organizations include Battelle Memorial Institute in Ohio, SRI International in California, Southwest Research Institute in Texas, Midwest Research Institute in Kansas, Georgia Tech Research Institute in Georgia, and Southern Research Institute in Alabama.

**11. BUDGETARY IMPACT**

RTI's appropriation from the State of NC, of \$500,000, has been leveraged 8 to 1, with dollars from out of state, to fund the early stage development of energy-related intellectual property. RTI controls this IP in NC, and develops it through a series of larger and larger scale projects in North Carolina.