

## Venture Capital Up for ATDC Firms

Companies associated with the Advanced Technology Development Center (ATDC) captured 41 percent of the venture capital received by Georgia firms during the fourth quarter of 2001. That's up from the 21 percent share tallied by ATDC member and graduate companies during the third quarter.

Five ATDC companies together attracted \$41.3 million in venture funding, part of \$101 million received by 29 Georgia firms during the final three months of 2001. During the third quarter of 2001, a different five ATDC firms attracted a total of \$24.1 million to capture 21 percent of the \$117 million reported during those three months.

Statistics on Georgia venture capital were reported by PriceWaterhouseCoopers in its national "MoneyTree" survey.

ATDC companies receiving funding included Air2Web (\$20 million), Magnet Communications (\$8.2 million), EG Technology (\$5.5 million), Quellan (\$4.6 million) and Simtrex (\$3 million).

The software sector continued to dominate fund-raising in Georgia, followed by retailing and distribution, telecommunications, media and entertainment, networking and equipment, information technology services, financial services and medical devices and equipment.

[www.atdc.org/atdcletter/feb02/moneytree.html](http://www.atdc.org/atdcletter/feb02/moneytree.html)

## The Meat of the Matter

The south Georgia communities of Moultrie and Thomasville lost meat-processing plants in 1995 and 2000, respectively. Although an initial economic setback, the closings also provided opportunity.

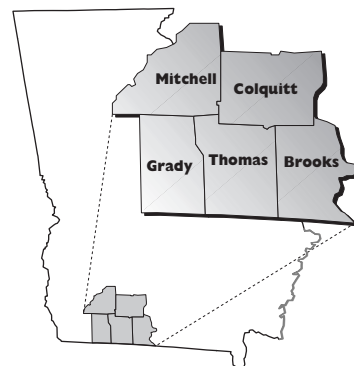
A five-county joint development authority comprising Brooks, Colquitt, Grady, Mitchell and Thomas counties began securing funding to purchase the pair of plants worth \$14 million.

Assistance from federal and state agencies eventually made the deal possible for \$2.75 million.

Staff from Georgia Tech's

Economic Development Institute conducted a local impact analysis that helped secure a OneGeorgia Authority grant for \$1.5 million.

Subsequently, two food-processing companies located at the facilities where capital investments total some \$20 million. The local communities expect the plants to generate 500 new jobs over the next two years. [www.ceds.gatech.edu](http://www.ceds.gatech.edu)



## High-Speed Research

Metro Atlanta, with its fast-paced freeways and relatively high automobile crash rate, is the test bed for a comprehensive study of driver behavior and environment and the role of speed in crashes. Researchers at Georgia Tech's School of Civil and Environmental Engineering are leading the study, which seeks answers to questions such as whether speeding leads to crashes and whether regular speeders are more likely to crash.

Technicians are installing data collection and telecommunications equipment in the cars of 1,100 randomly recruited metro area drivers. The two-year study, called Drive Atlanta, is funded mainly by a \$1.9 million

contract with the National Highway Traffic Safety Administration and a \$1.2 million in-kind grant from Safety Intelligence Systems. The latter covers development costs, prototyping and testing for an event data recorder made by the company and used in the study.

Gaining information on driver behavior will allow transportation officials to target their counter-

measures, which range from signage and seatbelts to setting appropriate speed limits to better driver training.

[gtresearchnews.gatech.edu/reshor/rh-win02/speed.html](http://gtresearchnews.gatech.edu/reshor/rh-win02/speed.html)



*The MACBOX data recorder system.*

## Sign of the Times

Three years ago, EDI researchers conducted a study to assess tourism potential for **southeast Georgia's Altamaha River** (*Impact*, July / August 2000).

One recommendation involved reviewing existing directional signage for public landing sites and developing a standard for new signage. A design was recently adopted, and production and placement of new signs is imminent.

[www.ceds.gatech.edu](http://www.ceds.gatech.edu)



## Serving South Georgia

Georgia Tech's Economic Development Institute has opened its second IT Solutions Center, this one in **Albany** to serve companies and communities in southwest Georgia.

Like its counterpart in **Dublin**, the new state-funded facility will provide information technology (IT) services including technical assistance, assessments, demonstrations and training. These cover such things as manufacturing planning and control systems, Internet technologies and e-commerce solutions. The center also can help communities improve their IT infrastructure, which in turn helps attract and retain industry. **229/430-4188**

## Dealing with Discharge

Inadequate wastewater treatment technologies have prevented many carpet plants from complying with regulations concerning levels of impurities in wastewater. Noncompliance can mean fines, plant relocations and plant closings, so avoiding these consequences can be worth millions of dollars to a company and its community.

At Premier Yarn Dyers in **Adairsville**, researchers from Georgia Tech and the University of Georgia are evaluating a wastewater treatment and recycling process designed to eliminate wastewater discharge from carpet yarn-dyeing plants. The project could result in reduced capital costs for the industry and improved water quality for Georgia.

This project is funded through Georgia's Traditional Industries Program, which addresses industrywide competitive issues in the carpet/textile, pulp and paper, and food processing industries. **[www.gatip.org](http://www.gatip.org)**

## By the Numbers

The Georgia Tech Procurement Assistance Center (GTPAC), which helps firms statewide bid on government contracts, posted strong numbers in 2001. GTPAC last year sponsored 52 seminars and participated in 26 more. It held 393 initial counseling sessions with companies and 3,299 follow-up sessions. GTPAC's efforts resulted in reported contract awards to Georgia firms of \$287,524,011, marking the center's most successful year ever. These contracts produce more business, which means creating or saving jobs in Georgia. **[www.edi.gatech.edu/gtpac/](http://www.edi.gatech.edu/gtpac/)**

### Around the State

■ **A Cornelia**-based maker of surgical sutures, via training from Georgia Tech's Economic Development Institute, applied lean manufacturing principles to several of its product lines. Among other things, Ethicon staff identified ways to eliminate waste and reduce inventory, and these efforts resulted in a projected savings of more than \$100,000.

■ **In Plains**, Georgia Tech helped a new foundry become more efficient and profitable. Regional staff assisted with choice of equipment and with plant design, and guided Windham Castings through its start-up phase. Labor costs dropped 10 percent, cash flow greatly improved and shipping time was cut in half. During the past year, revenues grew by 60 percent.

■ When a major client of Ziegler Tools required the firm to obtain international standards (ISO) registration, Georgia Tech quality specialists provided training and implementation assistance. The **Atlanta**-based firm subsequently received its certification and retained its client, a contract worth hundreds of thousands of dollars.

### Georgia Tech's Regional Office Network

Albany .....	229/430-4188	Dublin .....	478/275-6543
Athens .....	706/542-8900	Gainesville .....	770/531-4550
Augusta .....	706/737-1414	Griffin .....	770/412-4081
Brunswick .....	912/634-4860	Macon .....	478/751-6190
Carrollton .....	770/836-6665	Newnan .....	770/254-7592
Cartersville .....	770/387-4002	Rome .....	706/295-6008
Columbus .....	706/649-1661	Savannah .....	912/651-2551
Dalton .....	706/272-2702	Warner Robins .....	478/953-3155
Douglas .....	912/384-1121		



**For more information:** Assistance to Georgia businesses, communities and economic developers:

**[www.edi.gatech.edu](http://www.edi.gatech.edu)** • Assistance to start-up technology companies: **[www.atdc.org](http://www.atdc.org)** •

Commercialization assistance to Georgia Tech faculty: **[www.venturelab.gatech.edu](http://www.venturelab.gatech.edu)** • Applied research: **[www.gttri.gatech.edu](http://www.gttri.gatech.edu)** •

Continuing education: **[www.conted.gatech.edu](http://www.conted.gatech.edu)** • Georgia Tech home page: **[www.gatech.edu](http://www.gatech.edu)** •