

## Funding for Start-Up Life Sciences Company

A start-up life sciences company based on Georgia Tech research has received initial funding from a prestigious New York investor.

Orthonics, Inc., which is developing new biomaterials for spinal disc repair and regeneration, received funding from

Viscogliosi Brothers, a venture capital, private equity and merchant banking firm that specializes in the musculoskeletal and orthopedics industry.

The funding provides the private-sector match for the company's Phase II grant from VentureLab, a Georgia Research Alliance program that supports commercialization of technologies developed at Georgia's research universities. The funding will allow Orthonics to continue development of its biomaterial, which could provide an alternative to spinal fusion surgery now used to treat back pain caused by damaged spinal discs. [gtresearchnews.gatech.edu/newsrelease/orthonics.htm](http://gtresearchnews.gatech.edu/newsrelease/orthonics.htm)



Gary Meek

Researcher Barbara Boyan and Orthonics CEO Steve Kennedy hold model spine.

## State and Federal Cuts Reduce Support for Georgia Manufacturers

A "perfect storm" combination of state and federal budget cuts has forced Georgia Tech's Economic Development Institute (EDI) – the primary source of technical assistance for Georgia manufacturers – to cut nearly a third of its staff. The cuts hit at a time of heightened need as manufacturers compete with foreign companies that have significant cost advantages.

In addition to the 18.5 percent budget reductions imposed on state agencies by declining state revenues, EDI has also been hit by a 75 percent cut in the federal Manufacturing Extension Partnership, a national program that helps U.S. manufacturers become more productive and competitive. Together, the cuts have cost 38 jobs in EDI's statewide network of regional offices and its Atlanta headquarters since 2001. [edi.gatech.edu/articles/articlesans.cfm?ID=183](http://edi.gatech.edu/articles/articlesans.cfm?ID=183)

## Rolling Out the Carpet

This spring, Georgia Tech's campus at Technology Square was a stop on the 45th annual Red Carpet Tour, a program that brings corporate decision makers to Georgia. The tour comprised representatives of 34 firms from Canada, Japan, Germany, Taiwan and this country. Wayne Hodges, Georgia Tech's Vice Provost for Economic Development and Technology Ventures, highlighted the university's collaboration with industry and described relevant research and services. Economic Development Institute Director Rick Duke served as a state host of the group.

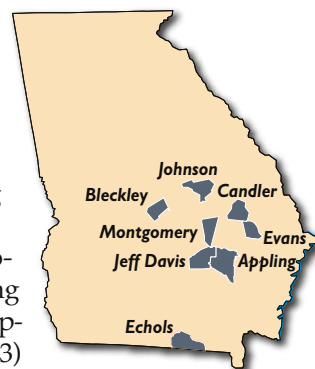
In its long history, the tour has taken visitors to every region of the state. Since 1988, guests of the tour have announced more than \$3 billion in new or expanding business investments in Georgia while creating some 24,000 jobs statewide.

## Readiness Is All

Funding from the Georgia Rural Economic Development Center at East Georgia College recently enabled the Economic Development Institute to conduct community economic development readiness assessments (CEDRA) for the development authorities or chambers of commerce in **Appling, Bleckley, Candler, Evans, Jeff Davis, Johnson and Montgomery** counties.

Examples of customized recommendations included (1) strengthening local economic development programs, (2) creating economic development Web sites, (3) increasing understanding of economic development and (4) formulating strategic plans for economic growth. Consequently, community-wide meetings already have been held in Johnson and Montgomery counties involving educators, county commissioners and others. Johnson County has adopted a work plan based on CEDRA recommendations.

Elsewhere, a CEDRA in **Echols County** has fostered (1) formalization of a local economic development group with mission and objectives, and (2) allocation of funds by the county commission to hire a part-time economic developer, a big step for community that has never had one. [www.ceds.gatech.edu](http://www.ceds.gatech.edu)



## New Technology Companies

Georgia's technology community formally welcomed two companies during the 14th annual Open House held May 11 at Georgia Tech's Advanced Technology Development Center (ATDC). Telecommunications encoding firm EGT and video processing innovator Dartfish USA officially graduated

from the incubator.

EGT produces MPEG-2 digital video encoders used by cable, satellite and telecommunications networks to provide the best quality video with the lowest possible bandwidth. Dartfish uses patented digital video processing technologies to produce unique



John Toon

Lloyd Solomon, Steve Richeson, and Bishop Leatherbury (l-r) talk business at the ATDC Open House.

sports training applications, interactive Internet applications and enhanced television broadcasts of sports performances. The Dartfish system be used in coverage of the 2004 Summer Olympic Games.

The event also provided visitors with an opportunity learn more about the 36 early-stage technology companies the ATDC assists. It provides services through incubators in **Atlanta, Columbus, Savannah and Warner Robins** – as well as the new online Entrepreneurs Resource Center.

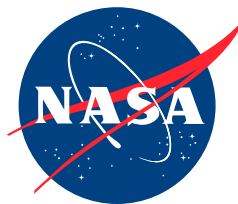
[atdc.org/news\\_details.asp?NewsID=664](http://atdc.org/news_details.asp?NewsID=664)

## Taking Off with NASA

An **Atlanta** firm, Global Technology Connections, is the first company in the Southeast to join the NASA Glenn Garrett Morgan Commercialization Initiative, an effort to help small, minority-owned and women-owned businesses commercialize NASA-developed technologies. The NASA-affiliated Southeast Regional Technology Transfer Center at Georgia Tech is assisting in expanding the space agency's initiative to Alabama, Florida, Georgia and North Carolina.

Global Technology Connections is working in several areas of interest to NASA that have commercial potential, including prognostic and condition-based maintenance, affordability measurement and prediction tools and self-healing composites. Association with the Garrett Morgan program will give the firm access to NASA resources that could greatly help in moving these technologies to commercial use.

[www.edi.gatech.edu/nasa](http://www.edi.gatech.edu/nasa)



## Subscribe to Online Newsletters

Georgia Tech offers a series of free online newsletters produced to detail services available to communities, tourism organizations, manufacturers and technology entrepreneurs.

To subscribe:

Communities, tourism organizations, manufacturers:

[www.edi.gatech.edu/focusform.cfm](http://www.edi.gatech.edu/focusform.cfm)

Technology entrepreneurs: Send request to

[john.toon@atdc.org](mailto:john.toon@atdc.org)

## Around the State

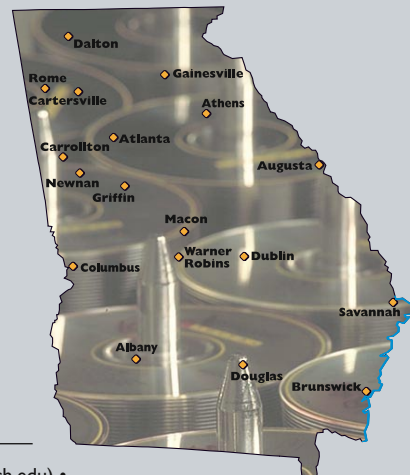
■ When Missouri-based Botkin Lumber was seeking expansion locations in the Southeast, EDI staff helped identify a recently closed facility in **Dublin**. They then provided assistance with plant layout, environmental and safety regulations and market research. The wood packaging materials firm already has hired 25 people and expects to have 100 workers within two years.

■ In **Atlanta**, EDI procurement specialists helped Essam's Flooring win nearly \$500,000 in government contracts and earn government certifications for small, disadvantaged businesses. The owners learned about the government procurement process, how to prepare bids and proposals, and address marketing issues. They now employ up to 20 people, depending on seasonal workload.

■ EDI staff conducted a facility layout including workflow analysis and staffing requirements as an incentive **Moultrie** used to retain an ice-machine manufacturing firm. The effort helped persuade Ice House America, Inc. to expand in an existing structure rather than move out of state. The plant layout will enable production capacity to expand nearly 20-fold, which could mean employment of some 100 plus people.

## Georgia Tech's Regional Office Network

<b>Albany</b> .....	<b>229.430.4188</b>	<b>Dublin</b> .....	<b>478.275.6543</b>
<b>Athens</b> .....	<b>706.542.8900</b>	<b>Gainesville</b> .....	<b>770.531.4550</b>
<b>Augusta</b> .....	<b>706.737.1414</b>	<b>Griffin</b> .....	<b>770.254.7592</b>
<b>Brunswick</b> .....	<b>912.634.4860</b>	<b>Macon</b> .....	<b>478.751.6190</b>
<b>Carrollton</b> .....	<b>Suspended</b>	<b>Newnan</b> .....	<b>Suspended</b>
<b>Cartersville</b> .....	<b>770.387.4002</b>	<b>Rome</b> .....	<b>Suspended</b>
<b>Columbus</b> .....	<b>706.649.1661</b>	<b>Savannah</b> .....	<b>912.963.2509</b>
<b>Dalton</b> .....	<b>706.272.2702</b>	<b>Warner Robins</b> ..	<b>478.953.3155</b>



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• 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) •

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