

Out of the Nest

At its annual Open House May 14, Georgia Tech's Advanced Technology Development Center (ATDC) celebrated the success of five companies "graduating" from the technology incubator. The companies are:

- Arizan Corporation, which provides access to documents and e-mail attachments via wireless systems. The firm has been acquired by Canadian-based Research in Motion.
- CorAutus Genetics, Inc., formed by the merger of Atlanta-based Vascular Genetics, Inc. with San Diego-based GenStar Therapeutics Corporation to advance a gene therapy for cardiovascular disease.
- Fast-Talk Communications, which has developed search software for audio that enables extremely accurate, high-speed searching of both audio and video content without the need for text conversion.
- iVivity, Inc., a technology start-up that focuses on improving the storage management characteristics of storage networking.
- Lancop, Inc., creator of advanced threat protection solutions designed to combat advanced hacking exploits and corporate network misuse on enterprise networks.

Two of the five new graduates were founded by Georgia Tech faculty members.

Visitors attending the event also saw products and technologies being developed by ATDC's 33 member companies, and got a preview of ATDC's new headquarters building nearing completion on Fifth Street in Technology Square.

For 2002, companies affiliated with ATDC generated more than \$684 million in revenues and provided more than 4,900 high-tech jobs. Companies attracted \$94 million in investment through mergers, acquisitions and venture capital.

www.atdc.org



John Toon

ATDC member company Emcien explains its products to visitors at the Open House May 14.

EDI Touches Most of Georgia

According to a recent in-house study, Georgia Tech's Economic Development Institute (EDI) has served 95 percent of Georgia since 2000, reaching 153 of 159 counties. Over the three-year span, 147 counties were served through assistance projects to companies or communities and 135 were served via courses/workshops. Process improvements accounted for the largest share of assistance to business and industry.

Minding One's Own Business

In late March, some 170 economic developers and local officials convened in Tifton for the first Georgia Summit on Entrepreneurship. The two-day event, sponsored by Georgia Tech's ENet and the Georgia Economic Developers Association, featured national experts and



Georgia entrepreneurs, as well as Gov. Sonny Perdue, who said he wants to encourage entrepreneurship and the environment for it.

Gov. Perdue told attendees he hopes the conference will produce specific ideas of what can be done and would like to see it become an annual event.

Don Macke, co-director of the Nebraska-based Center for Rural Entrepreneurship, said recent research has shown a strong connection between entrepreneurial activity and economic growth and noted that growth-oriented entrepreneurs are critical to regional economic competitiveness.

Keynote speaker Ernesto Sirolli, author and founder of an institute that trains enterprise facilitators, suggested that success with entrepreneurs can multiply—one can beget others. Helping one person eventually means helping an entire community, in effect, building a local economy one entrepreneur at a time.

Other topics covered by the summit included best practices, success stories, funding and resources.

www.edi.gatech.edu

Sustaining Urban Areas

The Georgia Tech Research Institute recently created a new center for advancing sustainability. The Center for Sustainable Urban Revitalization (CSUR) is a multidisciplinary effort that will integrate land-use planning, environmental science and engineering, sustainable design and construction, energy systems, legal and policy issues, and economic development at Georgia Tech into a single program of research, information and technical assistance. The CSUR is initially working with the developer of Atlantic Station in Midtown Atlanta, the largest brownfield redevelopment project in Georgia, but eventually could be involved with smaller urban areas across the state.

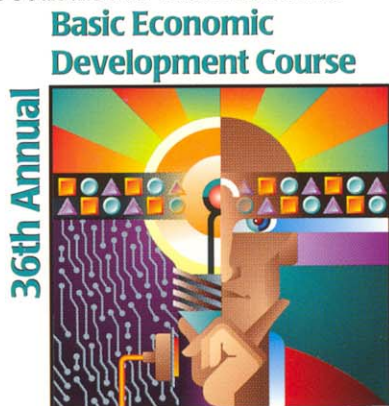
www.gtri.gatech.edu/eoem/

Holding Course

In early April, nearly 120 economic developers—about half from Georgia—attended the 36th annual Basic Economic Development Course (BEDC) at Georgia Tech.

This year's highlight was a Web-based pre-course on international trade. A special BEDC Web site enabled students to obtain course material in advance or use their laptops to follow along in real time.

www.ceds.gatech.edu



Cutting Water Use

When the Georgia Department of Corrections wanted to reduce its daily water consumption in the cannery operated at Rogers State Prison in

Reidsville, it asked Georgia Tech's Economic Development Institute (EDI) for assistance. As part of the Georgia Environmental Partnership (GEP), a multi-agency group that sponsored the project, EDI helped conduct a study of the cannery's water usage and developed reduction strategies that are saving approximately 24 million gallons of water and \$102,000 per year.



Michael Brown

Project personnel examine the prison cannery's pea cooling system.

EDI staff visited the cannery over a one-month span and measured all water applications and processes at the site, which cans more than 6.8 million pounds of food annually. Cannery supervisory and maintenance staff used this data, a study of water usage patterns and other information to determine where cuts could be made and devised methods of doing so. These ranged from cleaning floors to rinsing vegetables. The new approaches are being carried over to the prison's meat processing plant and dairy.

The GEP is a collaborative effort of Georgia Tech, the University of Georgia and the Pollution Prevention Assistance Division of the Georgia Department of Natural Resources.

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Around the State

■ Georgia Tech has assisted Prince Industries in Murrayville on various fronts, including ISO quality standards implementation, spindle design, deboning equipment, business process modeling and implementation of lean manufacturing. As a result, this manufacturer of poultry processing equipment achieved its ISO certification, cut lead times and costs by 50 percent and boosted productivity.

■ In Ringgold, regional office staff helped The Brookfield Company with plant layout, packing materials acquisition and equipment design. The designer and manufacturer of garden planters and sculptures, which employs 14 to 17 people depending on the season, reported a 50 percent increase in productivity and a 30 percent decrease in rework time.

■ Glit/Microtron recently announced 150 new jobs and \$7 million in investments related to its Wrens facility that manufactures industrial abrasives. Regional staff helped with a layout for the 110,000-square-foot expansion that will double plant size, increase capacity and ensure that the firm, with its 200 existing jobs, remains in the area.

Georgia Tech's Regional Office Network

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• Assistance to Georgia businesses, communities and economic developers: www.edi.gatech.edu • Assistance to start-up technology companies: www.atdc.org •

Commercialization assistance to Georgia Tech faculty: www.venturelab.gatech.edu • Applied research: www.gtri.gatech.edu •

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