EI²’s comprehensive network of economic development programs serve Georgia, the Southeast, and beyond.

In Fiscal Year 2017, EI² served more than 5,000 businesses, communities, and entrepreneurs. Those clients reported:

INVESTMENT CAPITAL EXCEEDING $320 MILLION

MORE THAN $1.9 BILLION IN CONTRACTS AND SALES

CREATING OR SAVING 26,000 JOBS

EI² PROGRAMS INCLUDE:

Advanced Technology Development Center (ATDC)
Serves as Georgia’s primary technology incubator.

Atlanta Minority Business Development Agency (MBDA)
Helps minority businesses access capital, increase profitability, create jobs, and become sustainable.

The Contracting Academy at Georgia Tech
Provides guidance and support to both government and private industry in procurement and contracting.

Economic Development Lab
Assists governments, communities, foundations, entrepreneurs, and small businesses in fostering value creation by applying innovative ideas, technology, and policy to initiatives focused on economic growth.

Energy and Sustainability Services
Assists organizations in improving their energy performance, quantifying energy-saving opportunities, incorporating energy-efficient technologies, and implementing energy management systems.

Engage
Serves as a mentorship-driven accelerator to startups across the United States.

Georgia Manufacturing Extension Partnership (GaMEP)
Works with manufacturers to innovate, increase top-line growth, and reduce bottom-line costs.

Georgia Tech Procurement Assistance Center (GTPAC)
Helps Georgia enterprises identify, compete for, and win government contracts in order to sustain and grow their businesses.

Innovation Corps (I–CORPS™)
Prepares scientists and engineers to extend their focus beyond the laboratory and foster entrepreneurship that will lead to the commercialization of technology.

Southeastern Trade Adjustment Assistance Center (SETAAC)
Provides federal funding to manufacturing firms that have experienced declines in employment and sales as a result of import competition.

VentureLab
Transforms Georgia Tech faculty, research staff, and student innovations into companies.
I am pleased to share the Enterprise Innovation Institute’s (EI²) Annual Report: Fiscal Year 2017, marking another exciting period of activity and impact on the state of Georgia.

As the Georgia Institute of Technology’s economic development unit, EI² serves all of Georgia through a variety of services and programs designed to create, accelerate, and grow Georgia’s tech-based economy.

We achieve this through our philosophy of innovation-led economic development. By that we mean applying new ideas, methods, and technology to positively impact and foster sustainable economic growth. We put this into practice through commercializing university research, supporting entrepreneurship and startup creation and technical assistance to industry and government entities, and by leveraging the vast resources and expertise of Georgia Tech.

Today, EI² is the nation’s largest and most comprehensive university-based economic development organization, with more than 130 Georgia Tech extension professionals serving throughout the state. And the resulting positive economic impact for Georgia is both broad and extensive.

For example, our Georgia Manufacturing Extension Partnership worked with 801 companies of all sizes across the state and helped them reduce operating costs by $41.9 million and create more than 2,000 jobs. The Advanced Technology Development Center (ATDC), our award-winning incubator, now serves more than 150 startups in five locations around the state. These startups attracted $96 million in capital funding in the past year.

While our primary focus is in support of Georgia’s economic development, we are often called upon to provide expertise and support regionally, nationally, and internationally.

Case in point: The Innovation Corps (I-Corps™) program, funded by the National Science Foundation (NSF), helps prepare scientists and engineers to think beyond their laboratory research and look to commercialize their findings. This past year, the NSF awarded a $3.4 million I-Corps grant to EI² to create a regional I-Corps South Node, which includes Georgia Tech, the University of Alabama, and the University of Tennessee.

Our Economic Development Lab (EDL), a program that helps communities and organizations apply innovative ideas to economic development, has done extensive work on the island of Puerto Rico.

These efforts are just a few examples of our impact and reach. As you read some of the highlights from the past year, you will see a range of successes that our clients have achieved through our professional assistance, training, and connections to Georgia Tech.

We’re proud of what we accomplished in Fiscal Year 2017, and prouder still that we did it in partnership with you.

Chris Downing, P.E.
Vice President and Director, EI²

Through its statewide network of Georgia Tech staff in 10 regional offices, EI² serves Georgia by:

- **Creating** new technology companies based on Georgia Tech research.
- **Accelerating** the growth of high-potential, market-disruptive Georgia technology startups.
- **Growing** the economies of Georgia’s communities, businesses, and industries.

- EI²’s VentureLab program works with Tech faculty, staff, and students, as well as other groups seeking to commercialize research.
- The Advanced Technology Development Center’s annual ATDC Startup Showcase is Georgia’s largest spring startup confab.
- The Southeastern Trade Adjustment Assistance Center works with businesses affected by foreign trade.
ENTREPRENEURSHIP SUCCESS

ATDC RETAILTECH FOCUS
Following a $1 million commitment to Georgia Tech from Sid Mookerji of the Mookerji Foundation, the Advanced Technology Development Center (ATDC) launched a new vertical focused on entrepreneurs and technologies in the retail technology space. This effort follows a targeted focus on entrepreneurs in financial technology (FinTech), after Worldpay U.S.’s separate $1 million gift to the Institute in 2015.

CATALYZING ECOSYSTEMS ACROSS GEORGIA
ATDC, Georgia’s technology incubator, worked with more than 1,838 entrepreneurs across the state. Its portfolio companies and program graduates received more than $823 million in capital investments, reported more than $148 million in revenue, and supported 2,260 jobs.

INSTITUTE RESEARCH COMMERCIALIZED
VentureLab, Georgia Tech’s incubator for the commercialization of research and ideas created by the Institute’s faculty and students, evaluated 298 faculty research innovations, including Fortiphyd Logic, an industrial control systems cybersecurity startup launched by Raheem Beyah, interim Steve W. Chaddick School Chair and Motorola Foundation Professor in the School of Electrical and Computer Engineering, and David Formby, Ph.D. ECE 2017. In all, VentureLab commercialization efforts resulted in the creation of 1,338 jobs, and those research innovations attracted more than $47.3 million in direct investments.

COMMUNITY SUCCESS
The Economic Development Lab (EDL), which works with communities, organizations, and governments to help them develop and adopt innovation-driven economic development practices, was in the fourth year of its ecosystem-building process in Puerto Rico. In the last year EDL completed 14 projects, including: three I-Corps Puerto Rico cohorts, two Innovation Ecosystem Roadmap workshops, one SBIR workshop, and one Evidence-based Entrepreneurship training for Science, Technology, Engineering, and Mathematics (STEM) faculty, among others. Through these efforts, EDL has provided entrepreneurial training and resources to more than 80 startup teams, 100 STEM faculty, and 120 leaders, academics, government officials, investors, and administrators of entrepreneurial support organizations in the U.S. territory.

The ATDC Retail Technology program is backed by a $1 million commitment from the Mookerji Foundation.

Professor Raheem Beyah and David Formby co-founded a cybersecurity startup, supported by VentureLab.

EF program manager and faculty researcher Brandy Nagel trained entrepreneurs in Puerto Rico.
AEROSPACE MANUFACTURING PARTNERSHIPS
The Georgia Manufacturing Extension Partnership (GaMEP) joined the Center of Innovation for Aerospace, the Georgia Tech Procurement Assistance Center, the Small Business Development Center, the Macon Economic Development Commission, and numerous other partners across Central Georgia to promote the third annual Supplier Opportunities & Aerospace Resources (SOAR) Conference in Macon. Manufacturing suppliers across the state connected with eight large original equipment aerospace manufacturers (OEM) to present their services and products in order to gain new business. In this past fiscal year, GaMEP served 801 companies, helped them generate sales of $259 million, create 2,327 jobs, and slash operating costs by $41.9 million.

BUSINESS/INDUSTRY SUCCESSES

Damon Nix (left), GaMEP’s senior project manager, leads its food manufacturing programming, an initiative launched in Fiscal Year 2017. He is discussing ergonomic solutions for lifting bags of hops with Bobby Epperson, safety and training manager at Terrapin Brewery in Athens, Georgia.

GOVERNMENT CONTRACT CONNECTIONS
The Georgia Tech Procurement Assistance Center (GTPAC) helped more than 2,200 clients create or save 19,000 jobs and win more than 5,500 government contracts — worth $1.9 billion.

INCREASING TRADE-SENSITIVE COMPANIES’ COMPETITIVENESS
The Southeastern Trade Adjustment Assistance Center (SETAAC) helped 45 firms affected by foreign trade reach $9.7 million in sales and save or create 143 jobs.

STRENGTHENING MINORITY BUSINESS CONNECTIONS
The Atlanta Minority Business Development Agency (MBDA) Business Center helped 178 firms secure $117 million in new contracts, bonding/financing, and increased sales, and create 1,494 jobs.

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