2018 was a record-breaking year for the Enterprise Innovation Institute (EI²) and its economic development programming for Georgia Tech.

I am extremely proud of all the EI² staff for continuing Georgia Tech’s economic development heritage and for having such a positive impact in Georgia and beyond.

As Georgia Tech’s economic development unit, EI² oversees a broad range of services, including commercialization of Georgia Tech research, entrepreneurship and startup development support, and driving business and community growth.

The impact of this work is significant both in economic and human terms, and directly aligns with Georgia Tech’s goal of Creating the Next Advancement in the Human Condition.

From commercializing medical devices for newborns to supporting a startup company expanding honeybee pollination, the impact is far reaching.

In 2018, we saw the launch of a health technology program in our ATDC incubator aimed at helping entrepreneurs address the many pressing problems in healthcare delivery and technology adoption.

Our manufacturing extension program developed a manufacturing food safety modernization program designed to assist small food and beverage manufacturers in four states comply with the Food Safety and Modernization Act.

These are just a few of the highlights from 2018. I hope you will enjoy learning more about Georgia Tech’s impact throughout the state in this report and from our website at: innovate.gatech.edu.

This work would not be possible without the support of the State of Georgia, our many partners, and our customers.

On behalf of everyone at the Enterprise Innovation Institute, thank you!

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

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**ECONOMIC DEVELOPMENT AND THE HUMAN CONDITION**

**EI² 2018 IMPACT**

- **10.7K+** BUSINESSES, COMMUNITIES, AND ENTREPRENEURS SERVED
- **15.7K** JOBS SAVED OR CREATED
- **$2.3B+** CLIENT-REPORTED CONTRACTS AND SALES
- **$495M+** STARTUP CAPITAL INVESTMENT ACTIVITY

**ADVANCED TECHNOLOGY DEVELOPMENT CENTER**
- $495M+ investment funds current and graduate companies raised
- $80M+ combined value of IPOs and acquisitions

**ATLANTA MBDA CENTERS**
- 345 minority entrepreneurs served
- $467M+ value of contracts, increased sales, bonding, and financing from assisted firms

**ECONOMIC DEVELOPMENT LAB**
- 95% of Georgia counties served
- $11M investments/initiatives infused in Puerto Rico ecosystem

**ENGAGE VENTURES**
- 42 signed enterprise contracts
- $105M in early-stage venture financing activity

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From Tech Square on the Georgia Tech campus to a statewide, 10-region network of offices, our extension professionals:

- Help COMMERCIALIZE Georgia Tech research innovations.
- Support ENTREPRENEURS and startup company development.
- Drive BUSINESS and COMMUNITY GROWTH through technical assistance.

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Chris Downing, P.E.
Vice President and Director, EI²
Dry Corp., based in Wilmington, North Carolina, provides high-quality surgical rubber sleeves that fit over casts and bandages for complete waterproof protection. Using the same technology, the firm's owner formed Dry Case to create products for waterproof protection in electronic devices and equipment for other markets. The Southeastern Trade Adjustment Assistance Center (SETAAC), which helps companies in the Southeast affected by foreign imports be more competitive, worked with the company on a comprehensive social media strategy and content marketing plan. Since working with SETAAC, the company's annual sales have risen more than 2,000 percent, and its product lines now include backpacks, dry bags, and speakers.

GIVING COMPANIES THE COMPETITIVE EDGE

Dry Corp., based in Wilmington, North Carolina, provides high-quality surgical rubber sleeves that fit over casts and bandages for complete waterproof protection. Using the same technology, the firm’s owner formed Dry Case to create products for waterproof protection in electronic devices and equipment for other markets. The Southeastern Trade Adjustment Assistance Center (SETAAC), which helps companies in the Southeast affected by foreign imports be more competitive, worked with the company on a comprehensive social media strategy and content marketing plan. Since working with SETAAC, the company’s annual sales have risen more than 2,000 percent, and its product lines now include backpacks, dry bags, and speakers.

IMPACT IN BUSINESS GROWTH

BUSINESS EXPANSION THROUGH PRODUCT DEVELOPMENT

The Georgia Manufacturing Extension Partnership (GaMEP) provides expertise and innovative solutions to manufacturers across Georgia. Super Lawn Trucks, a manufacturer in rural Georgia, turned to GaMEP to assist in the design and development of a new product. Based out of Fort Valley, the company did not have the in-house resources necessary to grow its business through new product development. Through this work, the company has decreased steel use by 18 percent on a particular product line, redeveloped and reengineered numerous products, grew staff fourfold, and broke into a new market, selling more than three dozen contractor trucks.

IMPACT IN COMMERCIALIZATION

CREATING TECHNOLOGY TO POWER THE FUTURE

As the incubator for Georgia Tech faculty and graduate students who seek to commercialize their research, VentureLab takes fledgling entrepreneurs from idea to breakthrough product. One example: a medical technology process being developed by a joint Georgia Tech-Emory University team for Afferent Pupillary Defect, an early indicator of optic nerve diseases, cancer, and diabetes. Current detection methods are limited and inaccurate. The team – Tech’s Ghassan AlRegib (pictured) and Dogancan Temel and Emory’s Dr. Yousuf M. Khalifa – has taken a digitally captured, machine learning-based approach to accurately measure relative pupil dilation speed differences.

GEORGIA MANUFACTURING EXTENSION PARTNERSHIP

- 800+ companies served
- $440M company sales generated
- New food safety initiative

SOUTHEASTERN TRADE ADJUSTMENT ASSISTANCE CENTER

- 284 jobs created or saved
- $178M company sales generated

VENTURELAB

- 24 faculty startups formed
- $162M+ investments in VentureLab companies
- 2.6K companies served
- $927M+ value of government contract generated
HELPING BABIES THRIVE THROUGH MEDICAL TECHNOLOGY

NFANT Labs — one of our Advanced Technology Development Center’s (ATDC) portfolio companies and our cover image — is helping babies with feeding difficulties through its technology.

Up to 70 percent of babies born prematurely and 10 percent of full-term infants have trouble transitioning to breast or bottle feeding. Unaddressed feeding troubles can have long-term consequences such as readmission to the hospital due to a failure to gain weight.

NFANT Labs has tackled this issue head-on through its nfant® Feeding Solution, the first Internet of Things (IoT) medical device cleared by the U.S. Food and Drug Administration for neonatal intensive care units.

GIVING MOTHER NATURE’S POLLINATORS A BOOST

Bee populations worldwide are in distress. They are a critical part of the food growing process and as nature’s pollinators, are responsible for about a third of global crop production volume. Bee Downtown, a company in our Engage Ventures program and fund, is working to rebuild bee populations through a sustainability and employee engagement solution with major corporations that want to contribute positively to the environment by hosting hives on their corporate campuses. Among Bee Downtown’s corporate clients: Cox Enterprises, Georgia Power, and Delta Air Lines.

ATDC HEALTHTECH LAUNCH

Thanks to a significant financial gift from NASCO to Georgia Tech, ATDC launched the ATDC HealthTech Program. The health technology focus aims to help entrepreneurs in that space build companies with innovative approaches to population health, caregiver support, billing fraud, precision medicine, genomics, medical devices, diagnostics, data analytics, and process improvements in drug research.

CONNECT WITH US: innovate.gatech.edu

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SAFETY, HEALTH, AND ENVIRONMENTAL SERVICES

- 71K+ workers removed from workplace hazards
- 2.8K+ such hazards identified
- 3.7K+ students in OSHA courses
EI² PROGRAMS INCLUDE:

**ADVANCED TECHNOLOGY DEVELOPMENT CENTER (ATDC):** Georgia's globally recognized technology incubator. [atdc.org](http://atdc.org)

**ATLANTA MBDA BUSINESS CENTER:** Helps minority businesses access capital and contracts, increase profitability, create jobs, and become sustainable. [mbdabusinesscenter-atlanta.org](http://mbdabusinesscenter-atlanta.org)

**ATLANTA MBDA ADVANCED MANUFACTURING CENTER:** Connects minority business enterprise (MBE) manufacturers to a national ecosystem of corporate supply chains, partners and manufacturing stakeholders. [nationalimbemanufacturers.org](http://nationalimbemanufacturers.org)

**THE CONTRACTING EDUCATION ACADEMY AT GEORGIA TECH:** Educates government and industry contracting officials on how to properly navigate the government acquisition process. [contractingacademy.gatech.edu](http://contractingacademy.gatech.edu)

**ECONOMIC DEVELOPMENT LAB (EDL):** Assists governments, communities, foundations, entrepreneurs, and small businesses in fostering value creation by applying innovative ideas, technology, and policy to economic growth-focused initiatives. [edl.gatech.edu](http://edl.gatech.edu)

**ENGAGE VENTURES:** Venture fund and collaborative innovation platform founded in partnership with Georgia Tech, Invest Georgia, and 11 of the nation's largest corporations to connect leaders and entrepreneurs, and provide access to new customers and markets. [engage.vc](http://engage.vc)

**GEORGIA MANUFACTURING EXTENSION PARTNERSHIP (GAMEP):** Works with manufacturers through training and technical assistance to improve their competitiveness, increase top-line growth, and reduce bottom-line costs. [gamep.org](http://gamep.org)

**GEORGIA TECH PROCUREMENT ASSISTANCE CENTER (GTPAC):** Helps Georgia enterprises identify, compete for, and win government contracts in order to sustain and grow their businesses. [gtpac.org](http://gtpac.org)

**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. [icorpssouth.com](http://icorpssouth.com)

**SAFETY, HEALTH, AND ENVIRONMENTAL SERVICES (SHES):** Provides a broad range of occupational safety and health training, consulting services, and academic education to organizations in Georgia and the Southeast. [oshainfo.gatech.edu](http://oshainfo.gatech.edu)

**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. [setaac.org](http://setaac.org)

**VENTURELAB:** Transforms Georgia Tech faculty, research staff, and student innovations into companies. [venturelab.org](http://venturelab.org)