Computing Research Association
Conference at Snowbird 2000

Slides from a workshop
on the topic of

“Joint Academic/Industrial Workshop:
Models for University Venture
Capital/Incubation Initiatives”

presented by

James Foley,
Yamacraw Mission and Georgia
Institute of Technology

Monday July 10, 2000
3:30 pm

http://www.cra.org/Activities/snowbird/00/wk2-1.html
Some University Incubation and Venture Capital Initiatives

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Initiatives at Georgia Tech and/or state-wide

- Georgia Tech Faculty commercialization grants
- ATDC - Advanced Technology Development Center
- GATV - Georgia Advanced Technology Ventures
- Yamacraw Seed Capital Fund - (Part of Yamacraw)
Georgia Tech Faculty commercialization grants

- $50K - $100K competitive grants from Georgia Tech Research Corporation
  - 4-8 per year; one-year duration
  - Limited business-oriented mentoring
- To develop commercial prototypes of already-developed research ideas
  - Larry Hodge’s VR therapy for fear of heights and fear of flying
  - Beth Mynatt’s Mercator auditory interface for X-windows
ATDC - Advanced Technology Development Center

- Classical incubator - in operation ~20 years
- Discounted space; 18-36 month time limit
- Shared basic services; phone, copiers, network
- “Venture Catalysts” to mentor and provide networking
- Does not provide accounting, marketing, legal services
- State-funded
- Excellent track record
  - Mindspring, Microcoating Technologies, Digital
GATV - Georgia Advanced Technology Ventures

- Similar to ATDC, BUT - new-style incubator
- Will provide accounting, marketing, legal etc services in exchange for equity
- Space provided either for cash or equity
Yamacraw - Goals

- Create recognition of Georgia as “the place to be” for telecomm infrastructure design companies
- 2,000 new jobs
- Educate 2000 additional computer engineers and computer scientists in relevant disciplines
- Ten new companies
- 4X Venture Capital
Strategies

- Human Capital
- Intellectual Capital
- Infrastructure Capital
- Venture Capital
- Mind-share Capital
Human Capital

• 85-90 new faculty over next 5 years; 22 hired first year; target 20+ this coming year (17 on board)
• Continuing education; first Yamacraw Institute this summer; GaTech + Southern Poly
• Curriculum revision/updating
• “Repatriates”
• Jobs / resume data base
Participating Universities

- Armstrong Atlantic
- Savannah State
- Georgia State
- Georgia Tech
- Georgia Southern
- Kennesaw State
- Southern Poly
- University of Georgia
Intellectual Capital

- Research in key areas – $4M to 5M a year
- Royalty-free non-exclusive 5-year license to Design Center members
- Join Design Center
  - At least 500 new jobs over 5 years, no annual fee
    - Nortel
  - At least 100 new jobs over 5 years + $25K annual fee
    - Star*Core, Broadcom Wi-LAN, Echostar, Cienna + more to come
  - No job commitment + $250K annual fee
    - National Semiconductor
Infrastructure Capital

- Yamacraw Design Center Building
  - Flagship
  - Meeting point
  - Industry/university research, incubator, landing party space, labs
  - About 200,000 square feet
  - Pre-design stage
Yamacraw Seed Capital Fund

- Limited to Yamacraw domain: hardware and software infrastructure for Telecommunications
- Early-stage seed funding only - max investment $2M
- Max $500K state investment; must be leveraged at least 3:1 by private sector funds
- Private sector does due diligence
- $5M state funding
Mind-share Capital

- Marketing and PR campaign
- Web site www.yamacraw.org
- Print campaign coming - WSJ, Forbes, Wired
- Newsletter
- Supercom Dinner for CEOs
- Conferences and exhibits