

INNOVATIONS

IN RESEARCH

SPRING 2009

New Services Offered at the Incubator at Innovation Park

While many small companies are trying to navigate through these uncertain economic times, the Incubator at Innovation Park is offering new services to help local small businesses and university-related technology spin-offs stay afloat.

The Incubator now provides a new affiliate membership level that allows established and “home-grown” companies to receive free business counseling, and participate in classes and workshops offered by the Florida A&M University Small Business Development Center (SBDC).

flexible leases, rent subsidies, access to competitive grants, financial services, business development and consulting, networking opportunities and other benefits.

To download an application for the Incubator at Innovation Park visit www.Innovation-Park.com. For additional information, contact Innovation Park Director Linda Nichol森 at 850-575-0343 or Chris Workman at 850-599-3407.



“In this current economy, if a small company needs resources and assistance to expand, increase profitability or remain open, we’re here to help.”

◀ CHRIS WORKMAN, CERTIFIED BUSINESS ANALYST, SBDC

The Incubator at Innovation Park is a public partnership that was established two years ago by the Leon County Research and Development Authority (LCRDA) and the SBDC to create a business environment that fosters financially successful technology-related companies.

“In the past year, we’ve seen a growing need to offer our incubator services to tech businesses that were started in someone’s home or garage,” said Chris Workman, Certified Business Analyst, SBDC. “In this current economy, if a small company needs resources and assistance to expand, increase profitability or remain open, we’re here to help.”

In addition to the affiliate membership, the Incubator also offers businesses a full service model that includes

Elbit Systems
of America

Elbit Systems Celebrates 20th Anniversary

Elbit Systems of America, a leading manufacturer of military technologies, is celebrating the 20th Anniversary of its location at Innovation Park. Elbit Systems specializes in high performance products for defense, homeland security and commercial aviation and medical instrumentation markets. Formerly Talla-Com, Elbit Systems runs a Tallahassee operation at Innovation Park that employs more than 300 people.

To learn more about Elbit Systems visit www.elbitsystems-us.com.

Ron Conry, Founder of Danfoss Turboacor Compressors Inc., receives International Award



The Institute of Refrigeration (IOR) recently awarded its annual Gold Medal Award to Ron Conry, founder of Danfoss Turboacor Compressors Inc., which is located at Innovation Park. The international award, which is sponsored by J&E Hall, is given to the individual considered to have made the most noteworthy practical contribution to the advancement of refrigeration and air conditioning technology. Conry received the honor

in London at the IOR Annual Dinner.

“Having spent 15 years getting the compressor to where it is today, receiving this prestigious award really is the icing on the cake,” Conry said. “It is a privilege to be recognized in this way.”

Conry designed from scratch a compressor that would meet all of the industries needs for the future, based on his own extensive experience in the field of chiller and compressor rebuilding and maintenance. He assembled a world class international team of experts with a mission to develop a centrifugal compressor that would operate at high variable speeds, be extremely efficient, oil free, light weight, quiet, and cost competitive.

The judges awarded Conry for his achievement in seeing his vision through to realization of the Turboacor compressor.

“I see the year, indeed years

ahead as the perfect platform to reinvigorate our industry,” said Jane Gartshore, President of the Institute of Refrigeration. “Never has energy efficiency and climate change put us in such a high profile position.”



Energy Efficiency at Work

THIS IS THE THIRD INSTALLMENT IN A SERIES OF HOW INNOVATION PARK IS GOING GREEN

City of Tallahassee

Your Own Utilities



Saving money on your energy bills may not be as exciting as winning a new contract, reaching your monthly sales goal or designing an innovative product. But for many companies, energy conservation can contribute to profitability in a way that is just as dramatic.

Here are energy-saving ideas provided by the City of Tallahassee Utilities designed to help businesses in our community save energy and money.

SMARTBILL

Enroll your business in the SmartBill solution, a free electronic bill payment option to reduce the impact that paper communication has on our environment. SmartBill includes a summary of your charges, the actual utility statement, additional energy-saving tips and the ability to securely schedule payments online.

ENERGY AUDIT

The City of Tallahassee Utilities provides free energy audits of commercial buildings, which can offer new ways to reduce the amount of electricity and water used.

HVAC

Perform regular maintenance to keep heating, ventilation and air conditioning (HVAC) systems running more efficiently. Maintenance activities can save up to 30% of fan energy and up to 10% of space conditioning energy use.

REBATES

The City of Tallahassee offers rebates to commercial customers who install or convert to natural gas water heaters.

Letter from the Chairman



It is springtime in Tallahassee and Innovation Park is blooming with new projects and opportunities.

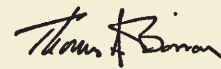
The Authority is working with the SBDC to expand services available at the Incubator at Innovation Park. We want small businesses across

the community to take advantage of the Affiliate Level membership that provides guidance and support services to help facilitate growth and profitability in the current economy.

I am excited that we will soon be announcing the winners of the annual Innovation Park Technology Commercialization Grant program, which awards area researchers and local entrepreneurs with grants up to \$15,000 to help launch or support technology-related products and services in the marketplace. To date, the LCRDA has awarded nearly \$200,000 in grants in Leon

County and we're proud of this accomplishment.

Springtime signals new beginnings and as we welcome Leon County Commissioner Bryan Desloge to the Authority, we also want to share a big thank to Commissioner Jane Sauls for her six years of service. Her work and dedication to the Authority and Innovation Park will always be appreciated.



Tom Barron, Chairman
Leon County Research and Development Authority

Leon County Commissioner Jane Sauls Honored for Service



Leon County Commissioner Jane Sauls was recently honored by the Leon County Research and Development Authority (LCRDA) for her six years of service as a board member.

"I would like to take this opportunity to thank everyone and am proud to have served the Authority in our work to attract new technology-related businesses to Leon County and Innovation Park," said Commissioner Sauls. "It has been a pleasure. I believe we accomplished a great deal, and I know I am leaving the park in good hands."

Commissioner Sauls was an integral part of multiple LCRDA projects and initiatives during her term, most notably the development and implementation of the annual Technology Commercialization Grant Program back in 2005.

As a member of the Authority she helped secure Danfoss Turbocor as a park tenant and helped pave the way for construction of the recently opened Florida State University High-Performance Materials Research Institute. During her tenure, the Authority undertook several major growth and renovation projects including a 30,000 square foot expansion for the FAMU Center for Plasma Science and Technology (CePaST) and the addition of research space for the Florida Department of Transportation Structural Research Laboratory, a leading facility for the testing of materials used to build bridges and roadways. In addition, she participated in several smaller improvement projects, including

the development of new directional signage at the park.

"We thank Jane for her service, and look forward to continuing our work with her in her role on the Leon County Commission," said LCRDA chairman Tom Barron.

AUTHORITY MEMBERS

- Mr. Thomas Barron, LCRDA Chairman**
Capital City Bank
- Dr. William "Bill" Law, LCRDA Vice Chair**
Tallahassee Community College
- Ms. Carrie Blanchard, LCRDA Secretary/
Treasurer**
City of Tallahassee
- Honorable Bryan Desloge**
Leon County Commission
- Mr. Ray Eaton**
E Group Systems
- Mr. Joel Friederich**
Elbit Systems of America
- Mr. Bill J. Hebrock**
Hebrock Steiner, Inc.
- Dr. Fred Leysieffer**
Florida State University
- Dr. Dale Wesson**
Florida A & M University

Magnet Lab Open House sets new attendance record

With more than 5,400 people in attendance, The National High Magnetic Field Laboratory reported a successful open house on February 21, 2009 attracting a record number of visitors. Visitors, young and old, participated in a myriad of hands-on experiments and watched scientists shrink quarters, freeze flowers and launch potatoes out of pneumatic cannons. The Magnet Lab also collected more than 2,000 pounds of food for America's Second Harvest Food Bank of the Big Bend.



▲ VISITORS OF ALL AGES ENJOY SCIENTIFIC EXPERIMENTS AT THE MAG LAB OPEN HOUSE.

IntegriSource

Job Opportunities & Ride-Sharing at Innovation Park

During these trying economic times, Innovation Park continues to seek ways to help park employees and is offering a new, web-based service for job seekers and commuters. IntegriSource, Inc., an IT staffing company and park tenant is sponsoring a resource webpage that will provide park employees the opportunity to post job listings and ride-share information in one, easy location. Best of all, it's free!

If you have a job opening you would like to advertise, or want to connect with others to share the ride, visit www.innparkinfo.com for more details.

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