



**Appalachian Regional Commission**  
**November 7, 2013**

# Who are we?

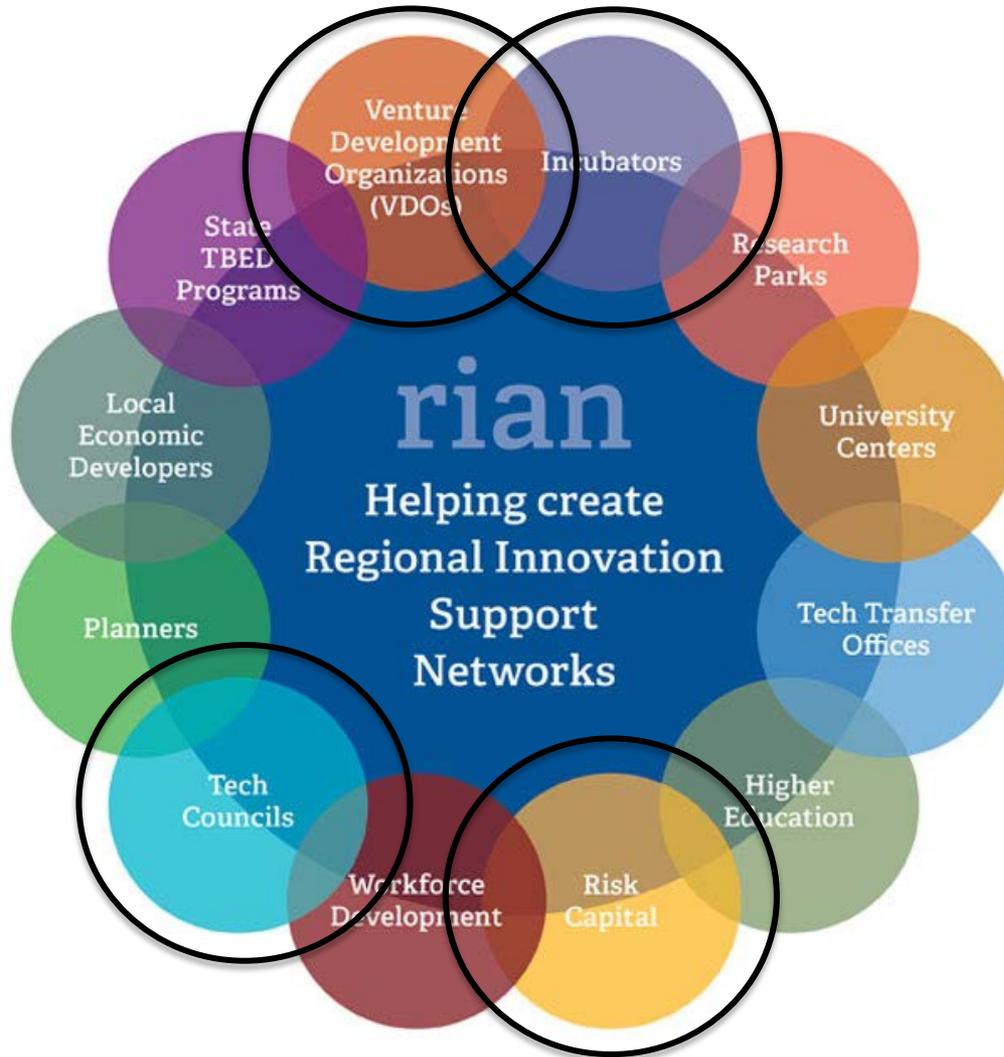
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## Regional Innovation Acceleration Network

- Venture Development Organization
- A **business-driven, public or nonprofit organization** that promotes **regional growth** by providing a portfolio of services: assisting in the creation of **high-growth companies**; providing **expert business assistance** to those companies; facilitating **financial investments**; and speeding the **commercialization of technology**.

[www.regionalinnovation.org](http://www.regionalinnovation.org)

# Who are we?



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Venture  
Development  
Organization

Incubator



Tech  
Councils



A PROGRAM OF TECH20/20

Risk Capital



# Award Winning

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- National Incubation Award – NBIA – 2003
- Excellence in TBED Award – SSTI – 2007
- Most Recently:

University Business Incubator Index

Ranked 4<sup>th</sup> in USA

Ranked 6<sup>th</sup> Globally

# Success Stories



Voices Heard Media Inc.



- LED commercial and street lighting
- Carbon Foam Licensee (ORNL)
- TTDC Maturation Fund Award
- Outpost Solar contract
- CEG assistance: license consultation, SBIR and proposal development, incubation, advisory board



- Patented, clinically proven ingredient for metabolic health and healthy weight management
- Product launch – sold out in 48 hours
- Series A – \$2MM+
- New CEO, Doug Grindstaff, former VP of Radio Systems and Sylvan Learning
- CEG Assistance: Business model development, advisory board, funding strategy & fund raising, incubation



- GeoLok Tracking Lock
- Angel, Series A Funded (TNInvestco)
- Series B (4MM+)
- Pinnacle Award winner (Innovator)
- Partnerships with Kansas City Southern, FedEx
- CEG Involvement – CEG Accelerator loan, investor connections, ThrottleUp, TVVF, management connections



# Making it Happen In Campbell County

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- The Business Incubator Program funded by a Grant from the Appalachian Regional Commission to Campbell County
- Champions:
  - E.L. Morton – Chamber Executive Director
  - Billie Russell – Economic & Community Development Officer
  - Mayor – William Baird
- Tech 20/20 – Provides the Program and Training for the
  - incoming Incubator Director – John Branam
- East Tennessee Development District: helped write and submit the grant
- Support: Roane State Community College, TSBDC, and Lincoln Memorial University

# Program Details

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- The Grant funds the program for (18) months
- Incoming Director hired by Tech 20/20 to learn the program (train-the-trainer)
- Tech 20/20 provides on-site training (12) months and materials and continues support for final (6) months

# Program Timeline

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- June 2010 Initial USDA Rural Business Opportunity Grant unsuccessful
- Oct 2010 Pre-application for state of TN Appalachian Regional Commission (ARC) grant submitted
- Sept 2011 Final application submitted to ARC
- Oct 2011 ARC award letter received by Campbell County
- Mar 2012 Tech 20/20 contracted for the Incubator program

# Program Results

Metric	Goal	Result
Companies Served	12-15	45
Tenants	5-6	2
Companies Receiving Capital	5-8	12
Jobs – Created or Maintained	14-36	110

# LineUp

