

# INNOVATION GATEWAY INCUBATOR

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The Innovation Gateway incubator is a unique program primarily focused on the development of new ventures based upon technologies arising from UGA's research enterprise. As we continue to grow the program and look to the future, we want to make the incubator community aware of support services, lease rates, and our review and retention policies. These guidelines and policies support the goal of more effectively moving companies toward a successful graduation.

## Support Services

A sustained strength continues to be the support offered to companies in obtaining GRA Venture Grant and SBIR funding, as well as access to business consultants and industry fellows. The Gateway team is further committed to providing valuable services and open communication with resident companies in a variety of ways to help ensure robust business incubation resources. Some support services include:

- Business Mentoring
- Shared Equipment Program with updated inventory focused on helping early-stage companies
- Regular CEO Roundtables, laboratory manager meetings, and other programming to offering relevant content

## Lease Rates

In order to facilitate appropriately-paced development, companies will be leased space on a graduated rate scale based on market rates and the duration of incubator residency. These rates will provide companies with a predictable cost structure that will facilitate graduation planning.

Current lease rates are \$20/ft<sup>2</sup> for all existing resident companies regardless of incubator location. By July 1, 2017, lease rates will increase based on the total number of years a company has been in the incubator and correlate to specific incubator locations, as indicated in the table below.

**Cost Per Square Foot Per Year of Incubator Residency  
beginning July 1, 2017**

<b>Building</b>	<b>Years 1-5</b>	<b>Years 6-7</b>	<b>Years 8+</b>
Center for Applied Genetic Technologies	\$24/ft <sup>2</sup>	\$28/ft <sup>2</sup>	\$32/ft <sup>2</sup>
Animal & Dairy Science, Riverbend South, and Riverbend North	\$20/ft <sup>2</sup>	\$24/ft <sup>2</sup>	\$28/ft <sup>2</sup>

## Review and Retention Policies

An Advisory Board consisting of internal and external stakeholders will provide ongoing guidance on incubator policies. The Advisory Board will also engage in the periodic review of all resident companies, to include:

- Each company will submit a written report that addresses
  - Company achievements and challenges
  - Funding status
  - Progress toward graduation
- Selected companies will provide oral presentations to the Advisory Board
- Advisory Board will provide feedback to help ensure all companies are progressing

## Company Maturation

Because the incubator's primary mission is to provide resources to new ventures developing UGA technologies, adequate space must be available for new residents on a regular basis. The annual review process will work toward that goal with all companies. New residents will be required to identify specific graduation criteria, and we will regularly evaluate progress both during the annual review and periodically throughout residency.