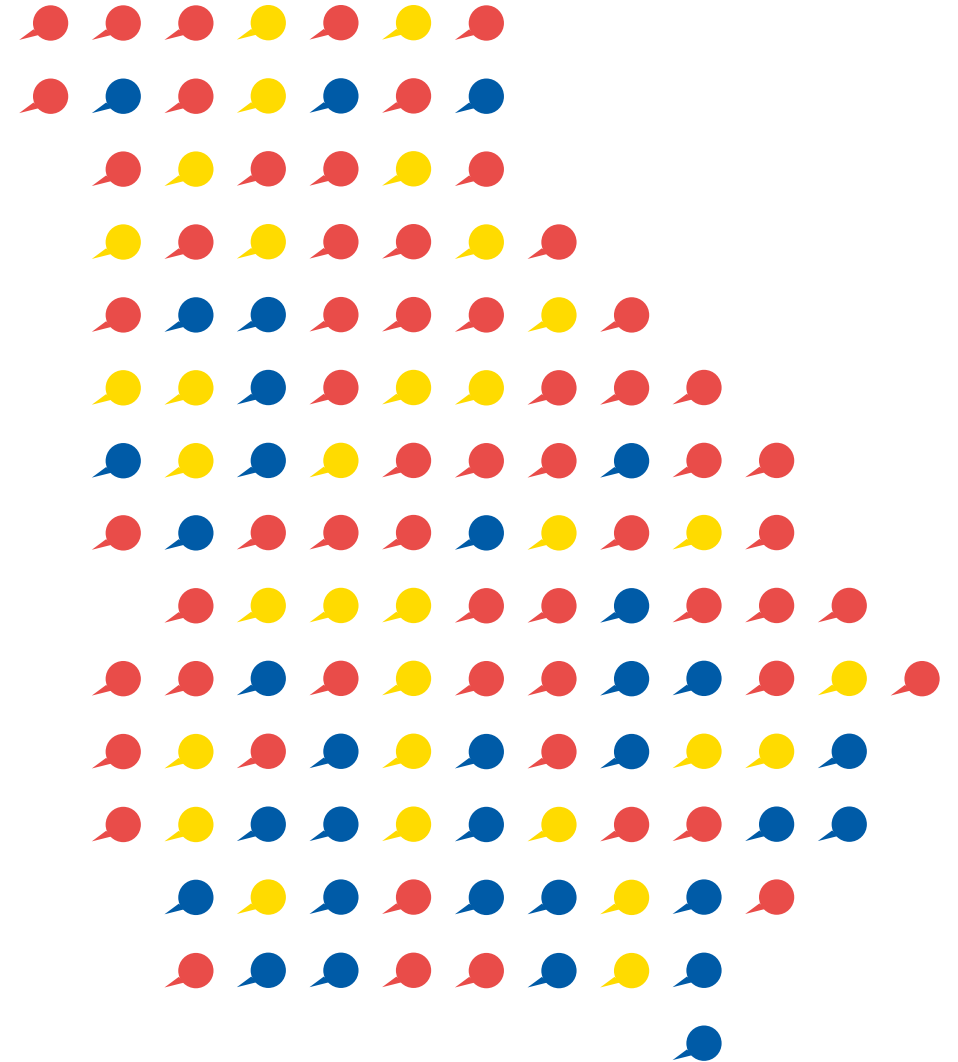


Partnership for Inclusive Innovation

8 December 2021
Board Meeting



Agenda

WELCOME and INNOVATE FOR ALL

Welcome and Introduction

10:00 – 10:55am

10:00 – 10:05am

Lt. Governor Geoff Duncan – Lt. Governor, State of Georgia
G.P. “Bud” Peterson – Board Chair, President Emeritus and Regents Professor, Georgia Tech

Innovate for All
Applicant Q&A

10:05 – 10:50am

Jamal Lewis – Economic Opportunity Manager, Partnership for Inclusive Innovation

- Fresh Food Forward
- Startup Runway Georgia
- GENIE

Voting and Discussion

10:50 – 11:00am

All

PIN UPDATE and CLOSING

Partnership Update

11:00 – 11:30am

11:00 – 11:18am

Debra Lam – Executive Director, Partnership for Inclusive Innovation
Kristi Kirkland – Student Engagement Manager, Partnership for Inclusive Innovation
Stephanie Broxton – Community Research Manager, Partnership for Inclusive Innovation
Stephanie Tillman – Chief Legal Counsel, Flowers Foods, Inc.

Discussion

11:18 – 11:28am

All

Closing

11:28 – 11:30am

Lt. Governor Geoff Duncan – Lt. Governor, State of Georgia
G.P. “Bud” Peterson – Board Chair, President Emeritus and Regents Professor, Georgia Tech

Welcome

Our Mission

To advance established and emerging innovators for a stronger Georgia

- Expand inclusive innovation.
- Advance existing entrepreneurs while identifying and helping new innovators succeed.
- Establish Georgia as the East Coast Tech Capital.
- Find and unlock the promise of innovators who have traditionally been shut out.
- Activate potential.



Board of Advisors



G. P. "Bud" Peterson
Board Chair
President Emeritus
and Regents Professor,
Georgia Tech



Raphael Bostic
Federal Reserve
Bank of Atlanta



Chris Womack
Georgia Power



Reed Dulany III
SeaPoint Complex



Geoff Duncan
Lieutenant
Governor of Georgia



Marty Flanagan
Invesco Ltd. USA



Dallas Clement
Cox



Debra Lam
Executive Director
Partnership for
Inclusive Innovation
Georgia Tech



S. Jack Hu
University of
Georgia



Paul Judge
Panoramic Ventures



Jana Kanyadan
Mohawk Industries Inc.



Kenneth Meyer
Truist Financial
Corporation



Kevin Blair
Synovus



Christian Charnaux
Inspire Brands



Christopher Nunn
Georgia
Department of
Community Affairs



Stephanie Tillman
Flower Foods, Inc.



Carol Tomé
UPS



Larry Williams
Technology
Association of
Georgia



Pat Wilson
Georgia Department
of Economic
Development



Kevin Byrne
The University
Financing Foundation



Peter Maynard
Equifax

Innovate for All (IA) Fall 2021 Application

Innovate for All Application Cycle

The Partnership strives to attract an inclusive and diverse pool of applicants that are ready to address the needs of communities and industries across the state.

75+

Prospect Meetings

19

Applications

\$280K

Average Ask

70+

Information Session Attendees

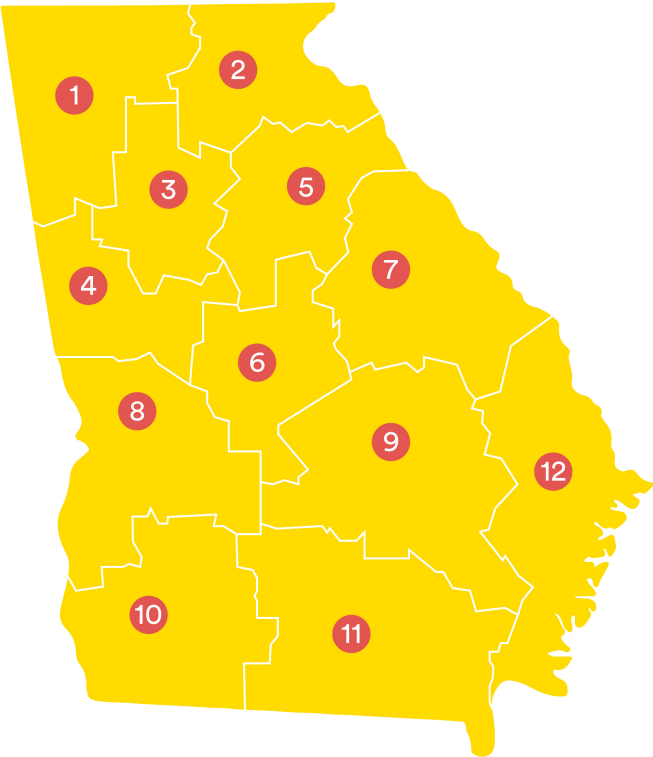
16%

Repeat Applicants

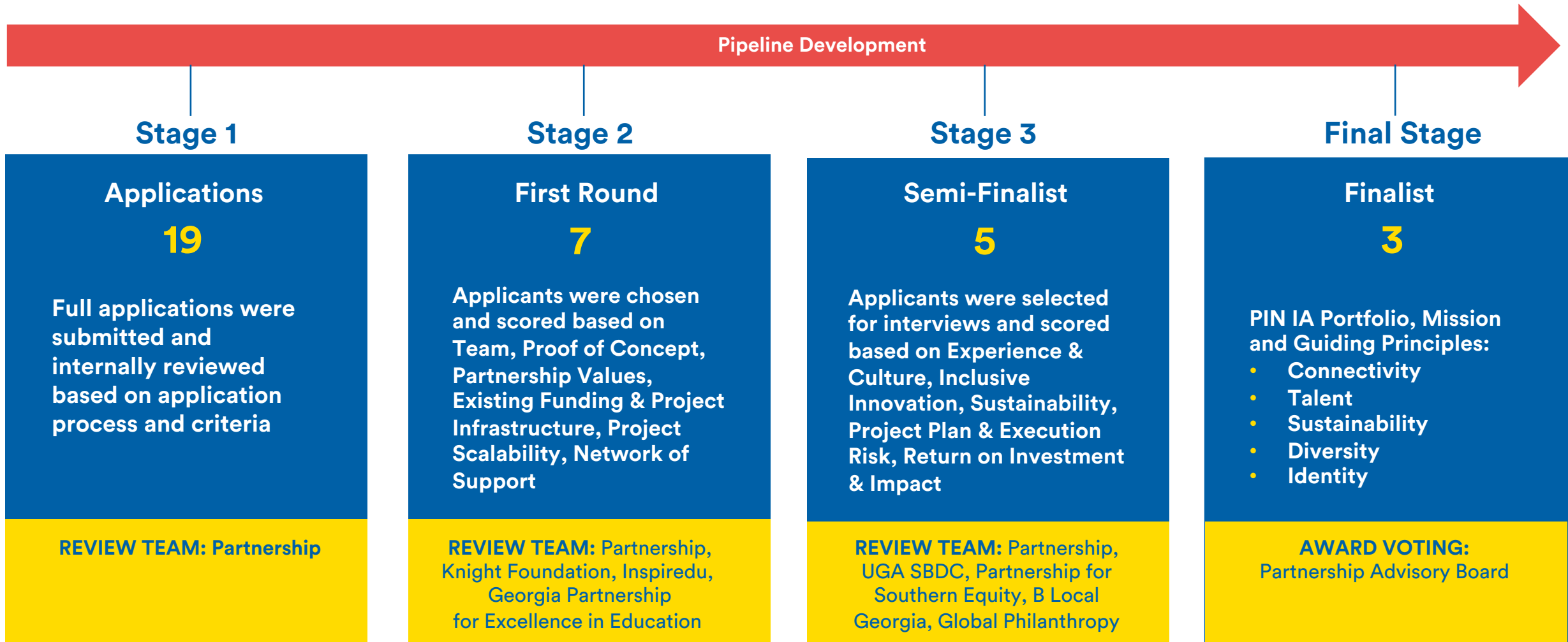
9

Economic Development Regions
Proposed as Project Sites

Georgia's Economic Development Regions



IA Project Selection Process



Partnership Board Selection Process



Approved for Project Funding

- Top 2 projects are approved by a majority vote by the Board
- Voting will occur via zoom poll during the virtual board meeting
 - **Please rank the 3 projects from 1-3 in order of funding preference. 1 being the top choice for funding.**
 - **EXAMPLE**
 - 1 – Project A
 - 2 – Project B
 - 3 – Project C

OR



Not Approved for Project Funding

- Encourage revision for resubmission in future IA cycle
- Provide feedback for key points of improvement

Fresh Food Forward



Project Overview	The project strives to make local food more accessible and affordable, directly support Georgia farmers, reconnect consumers to their food, and feeds families struggling with food insecurity.
Request	• \$250,000 for 1 year • Accepted \$20K investment. Project has generated over \$30K in revenue in four months
Project Inputs	• Procuring local food to service clients in new markets within Georgia • Supplying community partners with low-cost and donated food • Integrate new technology systems that will streamline operations
Target Outcomes	• Increased economic stability for farmers and farm businesses • Reduce food waste and its negative social and environmental impacts • Rescue 100,000+ pounds of food waste and Donate 20,000 pounds of food • Provide fresh, healthy, local foods directly to those communities most in need • Communities served include healthcare systems, food desert and underserved populations, organizations, food insecure households, corporations, and rural and urban communities
Economic Development Regions	• 03 - Metro Atlanta • 10 - Southwest • 11 - Southeast • 12 - Coastal

Startup Runway Georgia



Project Overview	The project aims to connect underrepresented founders to their first check writers by creating a program focused on reaching underrepresented ‘tech’ founders in Georgia outside of metro Atlanta.
Request	• \$250,000 for 2 years • Would secure additional sponsorships within 6-9 months of PIN funding
Project Inputs	• Host 6 local pitch competition events • Educating them on raising capital through our educational programming • Creating investor connections during the showcases and investor specific events • Award 12 grants to underrepresented tech founders
Target Outcomes	• Reach 250 underrepresented entrepreneurs in Georgia • Dollar amount of grants disbursed to underrepresented founders • Number of finalists VC introductions • Amount of money raised by Finalists in the 2 years following the Startup Runway Event
Economic Development Regions	• 2 - Northeast • 6 - Middle • 8 - West • 9 - South • 12 - Coastal

Georgia Enterprise Network for Innovation and Entrepreneurship (GENIE)



Project Overview	The project connects underserved individuals and communities in rural Georgia with the state's economic development ecosystem and the integrated network of technological, business, and professional resources at Georgia Southern.
Request	• \$250,000 for 1 year • Received \$200K supplemental US EDA grant to develop the technological platform
Project Inputs	• Install GENIE equipment (Virtual Receptionist kiosk, interactive conference room, and a presentation center) in eight underserved rural communities in Georgia • Starting locations: Vidalia, Brunswick, Screven County and Twin City • Connect homegrown talent, community organizations, and resident leaders with the expert advice and training needed to reinvigorate local communities through the uses of modern technology
Target Outcomes	• Create jobs through GENIE system utilization • Create overall regional economic impact • Total connections made overall
Economic Development Regions	• 9 - South • 12 - Coastal

Board Vote and Discussion

POLL QUESTION

Please rank the projects you want the Partnership to fund and support:



Fresh Food Forward



Startup Runway
Georgia



GENIE



If you have a conflict of interest with any of the projects, please identify the conflict and abstain from voting.

The two projects with the majority of votes will be funded.

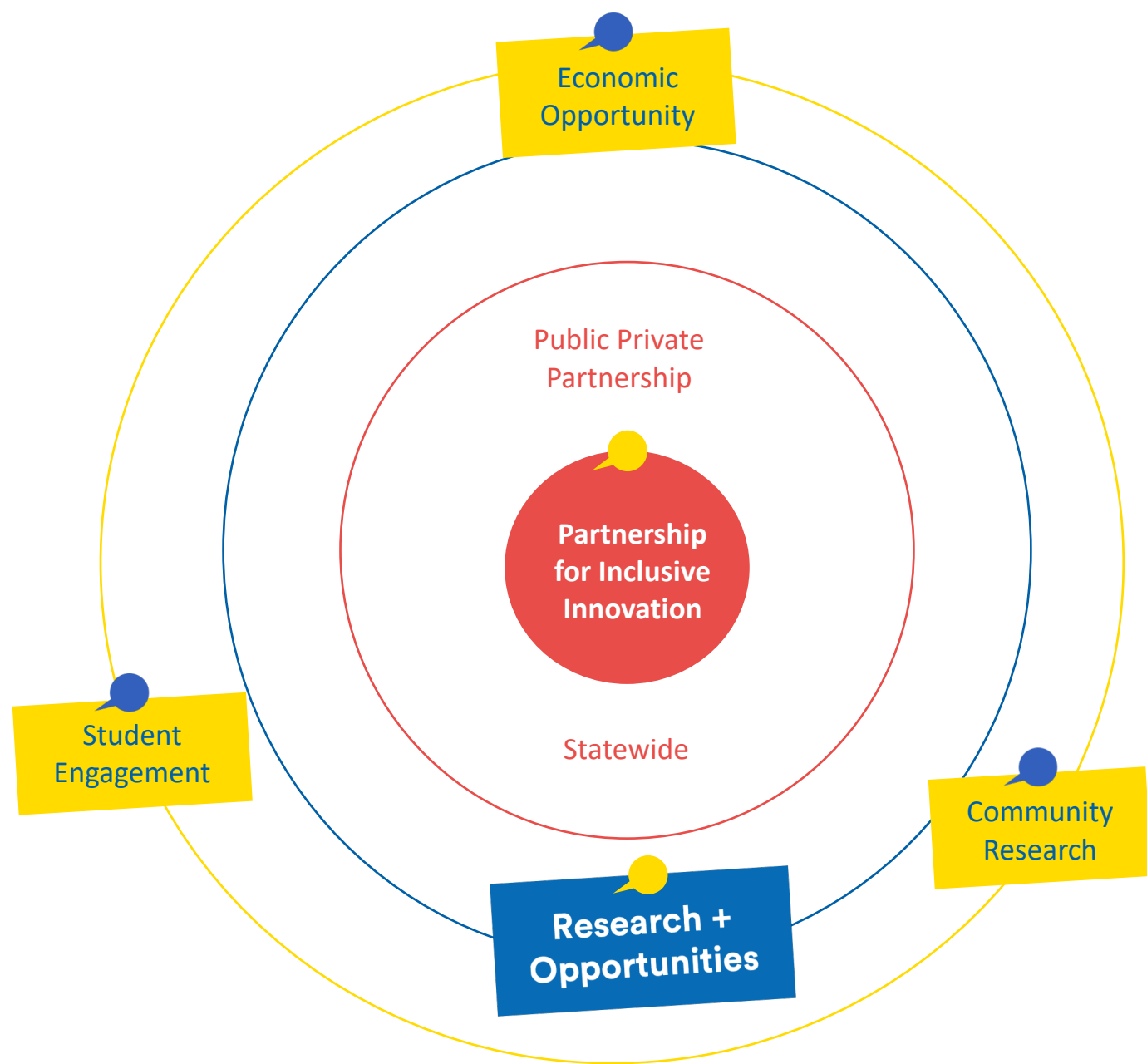
Pillars

Our Progress

● New Engagement

● Leveraged Work

● Flagship Program



From Board Retreat in September

Based on the board counsel, PIN has proactively started building programmatic actions

PREPARE FOR DIGITAL DISRUPTION

- Disruptive technologies will impact **key GA industries this decade.**
- Implementing disruptive technologies with inclusive innovation will **drive transformation while reducing bias.**
- **Upskilling of Georgians will be required** to meet the jobs created by disruptive technologies.

ADDRESS THE DIGITAL DIVIDE

- **Major investments are coming to Georgia** for education and digital infrastructure.
- **Improving digital access, learning and equity** is key to driving sustainable inclusion and accelerating innovation



PIN ACTION

- Expanding existing project support
- Research on Innovation and Entrepreneurship Landscape research
- AgTech focus Expansion

Georgia's Regional Innovation & Entrepreneurship Landscape

Joint Research with GDEcD Centers of Innovation

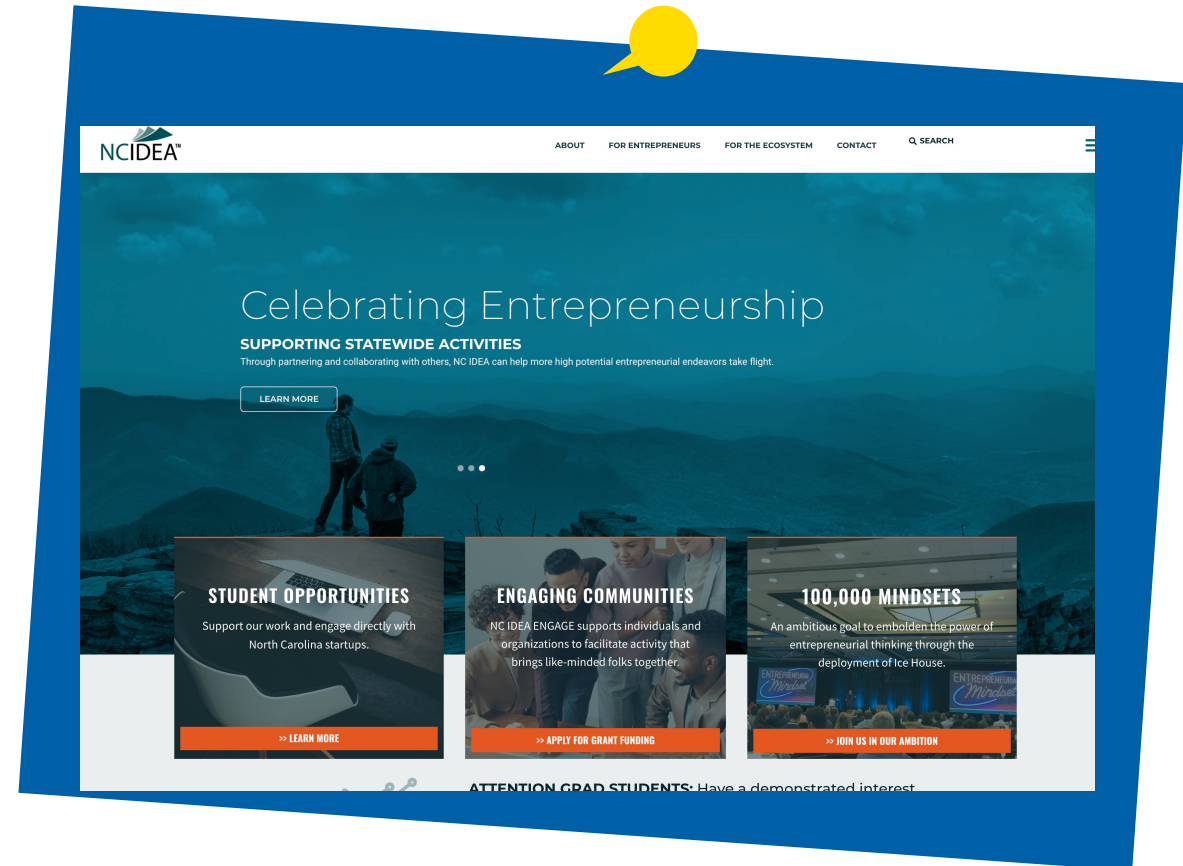
PI: Paige Clayton, School of City & Regional Planning, GT

Needs & opportunity assessment across & within Georgia's economic regions

- *Platform for Advancing Community Economies (PLACE): Georgia Database*
- Based on NC work, *PLACE: Research Triangle Database*

Anticipated benefits

- Recommendations to promote inter- & intra-regional synergies & cooperation for inclusive innovation and entrepreneurship
- Replicable research methods and tools for data update



Data-Driven and Digital Demonstration Farm (4-D Farm)

Joint Research with University of Georgia and ABAC

PI: Glen Rains, Erin Porter, Alex McLemore



UNIVERSITY OF GEORGIA



ABAC

Working Farms Fund Research Pilot

- Address widening gap between tech resources and application of tech resources
- Data driven solutions targeted to small-mid size farms
- Develop, test, demonstrate precision technologies, autonomous and IoT enabled platforms and training/outreach



Demonstrating Applied Technology in Agriculture (DATA) Farm at Abraham Baldwin Agricultural College, Tifton, GA

PIN Award Winners (Confidential)

Co-Sponsored by MetroAtlanta Chamber of Commerce and Georgia Chamber of Commerce

Student Team Award

*GA Highland College/Lake Allatoona Association
Project*

Student team worked in partnership with the Lake Allatoona Association to collect and analyze lake water samples for various chemicals, E-Coli, and bacteria levels



Community/Research Team Award

Augusta/Augusta University Happy Hands Project

Research team used gamification and the science of motivation to produce hand washing compliance to ensure safety of patients and healthcare workers



World Smart City Award – Georgia Smart Valdosta

Smart City Expo World Congress

- International leading event for cities
- Empower cities and collectivize urban innovation across the globe

World Smart City Award: Mobility

- Entries came from 46 countries
- Valdosta was the only U.S. representative in the Mobility Category and one of five American entries in the group of 34 finalists

Valdosta: A Smart City Without Limits

- Congratulatory messages from Senator Ossoff and Congressman Scott
- GA delegation to Barcelona included Mayor Matheson,  Metro Atlanta Chamber of Commerce



Impact Fund

PIN Impact Fund Model

\$35M Fund

10-year limited-life fund, allowing emerging manager and investment themes an opportunity to blossom into additional funds and sustainable support for inclusive innovation

Providing seed and early-stage equity for inclusive innovation and impact ventures established in, focused on or operating in Georgia. Maximize both impact and financial return, while leading and co-investing with top-tier funds where there is alignment of societal impact and financial return.

Assumptions:

18-20	5	2-3	\$250k - \$1.5M	7.5
Total # of Investments	Initial investment years	Rounds of investment	Initial investment per company	Avg. holding period (years)

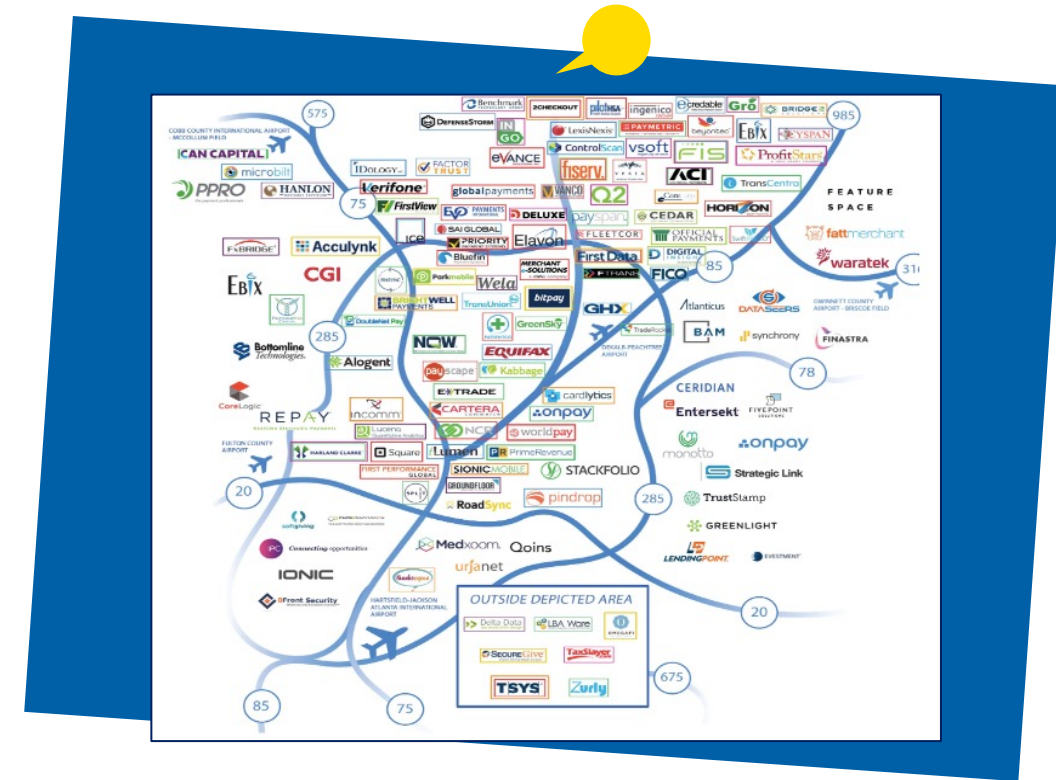
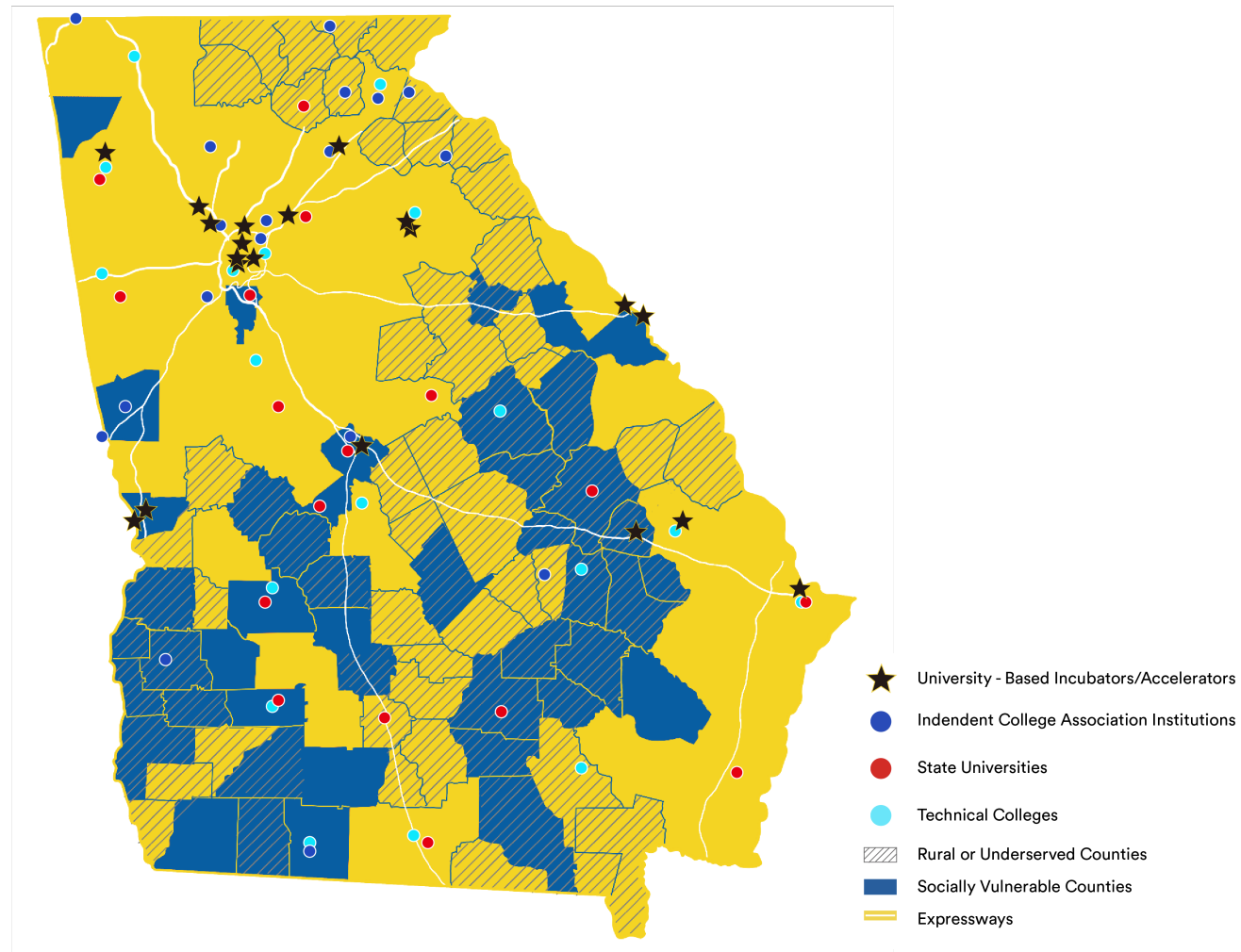
Anchor

The State of Georgia will be an anchor investor, seeking to leverage its investment with private capital in the order of magnitude from 2.5x to 10x its investment

Long-Term

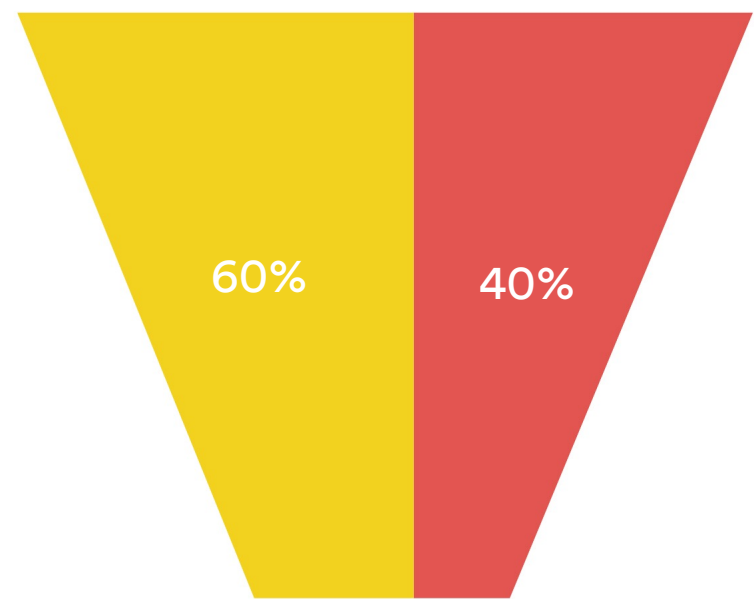
State funding to be evergreen, supporting inclusive innovation and contributing to long-term sustainability of investment effort focused on inclusive innovation

Statewide Resource Discrepancy Map



Atlanta Based Support Resources

Statewide Investment Sourcing



- Expected ratio of sourcing to be 60/40, with 40% of portfolio sourced from partners outside Metro Atlanta
- Significant work within GT to source opportunities related to PIN’s impact themes

Logistics/Transportation	Enterprise photo documentation system for supply chain management
Logistics/Transportation	5G RFID tracking w/ lower costs, equipment and energy consumption
Logistics/Transportation	Uses AI and ML to make supply chains more efficient
Food Systems Innovation	Aerial drone application platform
Food Systems Innovation	Wireless irrigation control system
Food Systems Innovation	Provides cost-effective lighting strategies and controls for greenhouse production
Energy Resilience	Integrated generation-transmission-distribution microgrid
Energy Resilience	IOT weight-monitoring for efficiencies in waste industry
Energy Resilience	Tech and solutions for building owners to reduce energy consumption and expenses
Energy Resilience	Rechargeable batteries and solutions for automated guided vehicles/materials handling
Connectivity	Consumer survey tool built with AI
Connectivity	On-demand staffing for small business/local employers via mobile
Connectivity	Connecting corporations w/ underserved communities via personalized giving programs
Connectivity	Pay-per-mile auto insurance for low-mileage drivers
Connectivity	Last-mile wireless infra for cellular/data connectivity indoors/outdoors
Connectivity	Labor management solution for the hotel industry

2022 Board Committees

Impact Fund

Co-Chairs

Team

Kilpatrick Townsend,
Jamal Lewis

Goal

Stage 2. Secure
Structure, Model,
Team, and Anchor
Investors

Governance

Co-Chairs

Team

Jabian, Stephanie
Broxton

Goal

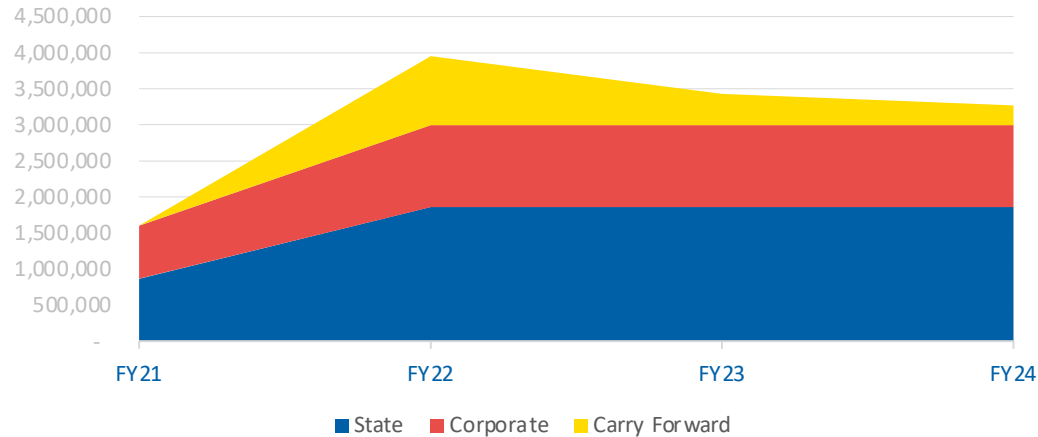
Establish Guidelines
for Board and
Georgia Members,
including roles and
responsibilities



Operations

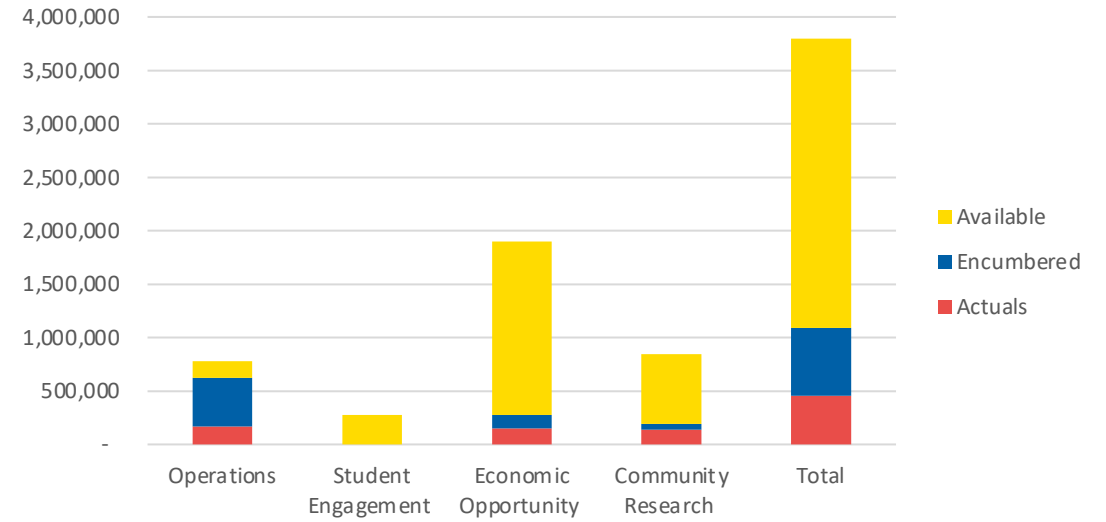
Budget

Revenue Summary
by Fiscal Year



- Fiscally strong, committed budget is almost \$3M.
- Conservative in pilot year resulted in carry forward funds that will be spent down in subsequent years.
- State (including GT) and Corporate commitments are split fairly well at 56% and 44%

Expense Summary



- Most expense is expected with Spring program activity
- Economic Opportunity remains highest with board decision on Innovate for All projects
- Consultancy expected for National Foundation exploration

2021 Connectedness

20

#SMARTer Together Webinars

950+

Attendees

1,428+

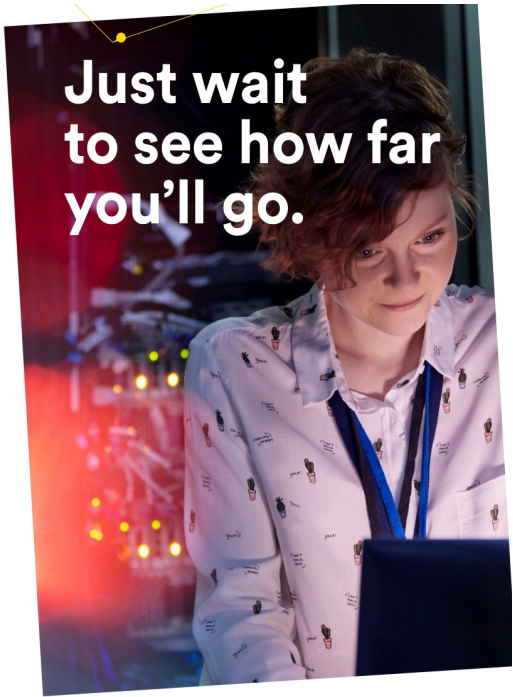
1-year anniversary video
views

30+

External in-person and virtual
presentations



2022 Engagement Plans



pin partnership
for inclusive
innovation

pingeorgia.org

What's Next in GA?



City of Valdosta:
Using a Traffic
Monitoring and
Communication
System to
Improve Safety,
Connectivity and
Efficiency

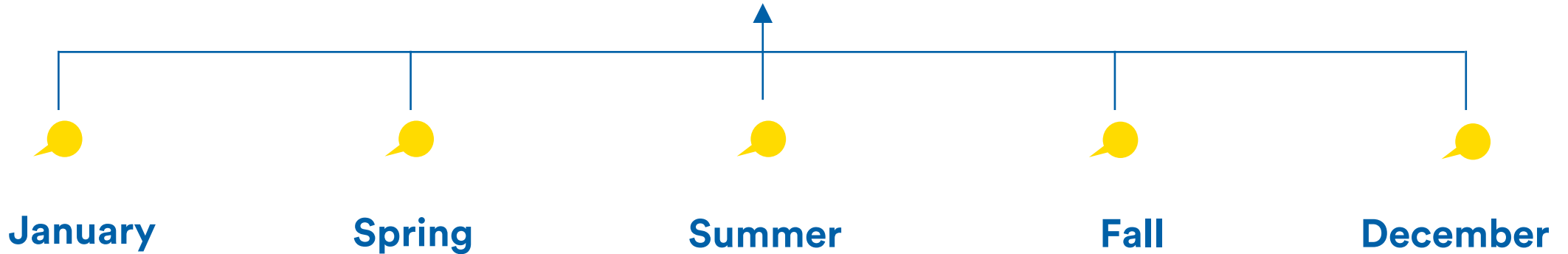
partnershipforinclusiveinnovation.org

pin partnership
for inclusive
innovation



Next Steps

The Partnership will continue the strong trajectory of expanding its pillars and programs throughout the state with a professional and committed team.



Key 2022 Dates

19 April
9:30-11:30am
Invesco

Mid-August
TBD
Mohawk

7 December
10 – 11:30am
Virtual

Pillars

Innovate for All Annual Application
Smart Community Corps Alumni Award
GA Smart 5th Class and Alumni Program
PIN Awards

Smart Community Corps
PIN Fellowship
Team Development

Strategic Planning

Team

Top media Tweet earned 816 impressions
A huge thank you to Senator **@ossoff** and Congressman **@AustinScottGA08** for congratulating **@CityofValdosta** for being recognized on the international stage as one of only 5 American entries of 34 finalists at the **@SmartCityexpo!**
pic.twitter.com/dXlsvwLTU4



5 11



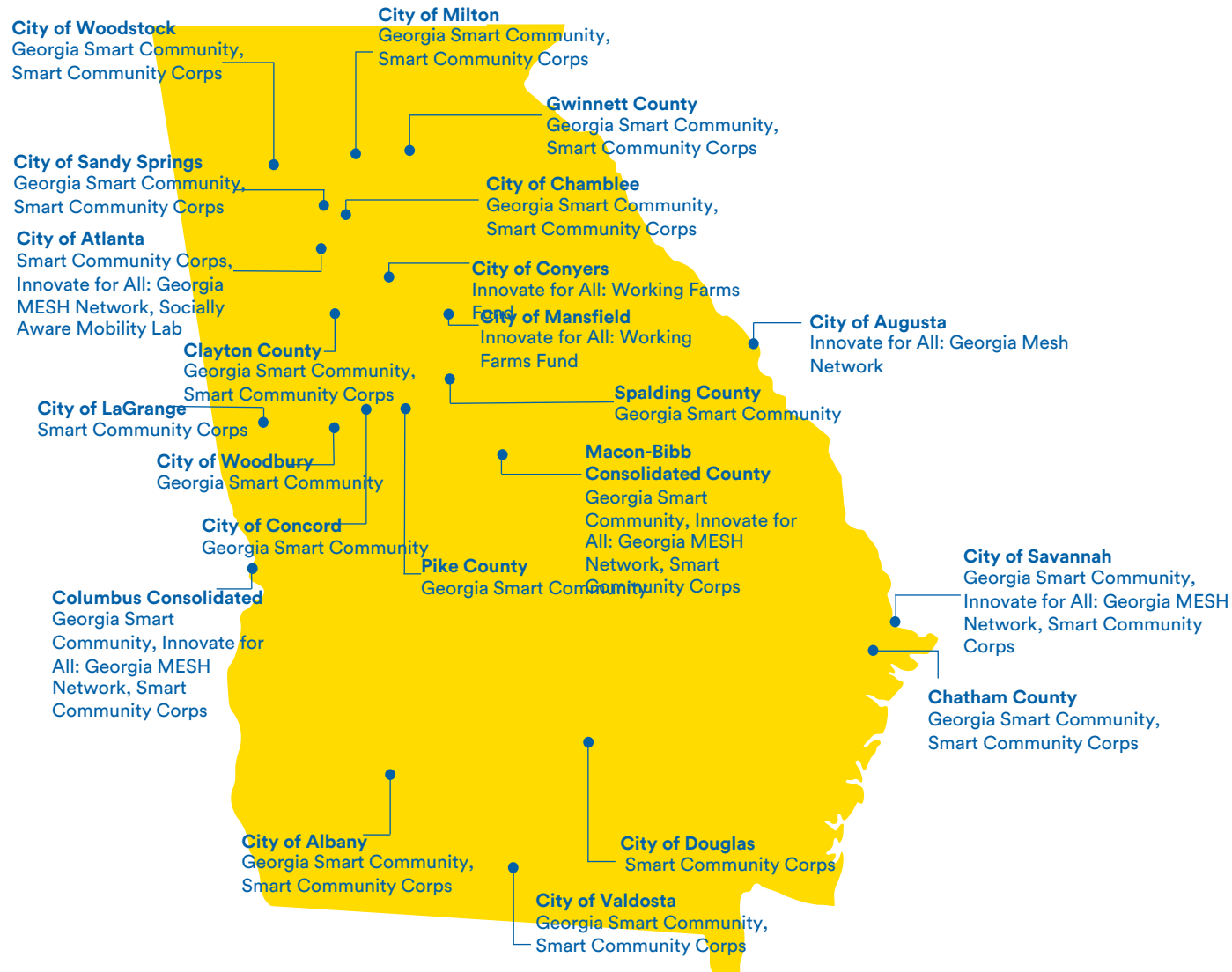
jābian
consulting

**KILPATRICK
TOWNSEND**

b+c
brandculture

JACKSON | SPALDING

Towards an Inclusive Georgia One Innovation at a Time



Improving access and opportunities for all Georgians to drive innovation and create opportunity for all of us to thrive together as part of the innovation ecosystem



Thank You

Visit our website: Pingeorgia.org
Follow us: [@pingeorgia](https://twitter.com/pingeorgia)