

Gateway University Research Park, Inc.

ANNUAL REPORT 2008-2009



BRIDGING UNIVERSITY RESEARCH AND COMMERCIAL APPLICATION



Gateway University Research Park ANNUAL REPORT 2008-2009

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PERSONNEL

John Merrill
Executive Director

Rene Whitesell
Director of Administration

Chuck Dixon
Project Manager

Lettie Cobb*
Administrative Officer

Greg Benton*
Facility Maintenance Supervisor

Charles Barfield*
Facility Maintenance Technician

Tony Turner*
Facility Maintenance Technician

*Employees through the
University of North Carolina at Greensboro.

EXECUTIVE DIRECTOR COMMENTS

The close of the 2008-09 fiscal year represents Gateway's fifth year of ongoing development activity working to leverage the Universities' research activities and support economic development. Once again, we find ourselves with numerous accomplishments and changes that you will discover in the following pages.



John R. Merrill
Executive Director

These are truly exciting times for the Gateway University Research Park. The design process is well underway for the Joint School of Nanoscience and Nanoengineering (JSNN) and we anticipate construction will begin before the end of the calendar year. The JSNN will likely become a signature program for Gateway offering on-site collocation, equipment access, and partnering opportunities. In fact, we have already seen the great potential of the JSNN through two agreements with equipment providers, ongoing discussions with potential partners, and the approval of two degree programs in Nanoscience.

While these have been somewhat uncertain economic times, we have been fortunate that the impact on Gateway has been limited. We have endured budget cuts and reductions in project funding, however we are still well positioned with regard to Gateway's ongoing operations and the continued construction of the JSNN. In fact, I am very hopeful that as the JSNN facility comes on-line, the economy will be well into recovery and we will be poised to take advantage of the improving economy through the creation of new and exciting partnerships.

I would also like to take the time to personally note the passing of one of the founding leaders of Gateway University Research Park. Dr. Patricia Sullivan passed away on August 20, 2009. Dr. Sullivan's career at UNCG was quite impressive and I am proud to be able to say that I had the good fortune to work with her in establishing Gateway.

MISSION

To be a catalyst for enhancing the research enterprise for NCA&T and UNCG while enhancing/promoting economic and community development.

As I am always quick to point out, I am extremely thankful for the opportunity to be a part of this exciting venture. I deeply appreciate the many individuals who have provided support and guidance to Gateway during the past several years and I continue to be extremely excited about our future.

Sincerely,



John R. Merrill
Executive Director

VISION

Gateway University Research Park will link NCA&T and UNCG, the Piedmont Triad, the State of North Carolina and beyond, by creating an effective bridge for the educational and research enterprise.



BOARD OF DIRECTORS

Gateway University Research Park welcomed six new members to its board during the fiscal year ended 2008-09.

In October 2008, former NC A&T Chancellor Dr. Stanley Battle appointed three Chancellor-Directors to the board, which included:

- Dr. N "Radha" Radhakrishnan, Vice Chancellor for Research at NC A&T
- Mr. D. Hayes Clement, retired Audit Partner of Arthur Andersen LLP

At the same time, UNCG Chancellor Linda Brady appointed as Chancellor-Directors to Gateway's board:

- Dr. Rosemary Wander, Associate Provost for Research and Public/Private Sector Partnerships
- Mr. John Jenkins, Chief Information Officer of Moses Cone Health System

Dr. Battle resigned as Chancellor of NC A&T State University in February 2009 due to family and personal reasons. His resignation was effective June 30, 2009.

The UNC Board of Governors elected Dr. Harold L. Martin, Sr. as NC A&T State University's new chancellor in May 2009, and Dr. Martin began his role as Chancellor effective June 8, 2009. Chancellor Martin previously served as senior vice president for academic affairs of the multi-campus University of North Carolina.

In June 2009, Dr. Rosemary Wander left her position at The University of North Carolina Greensboro to join American University in Washington, D.C. Dr. Terri L. Shelton, Director of UNCG's Center for Youth, Family, and Community Partnerships was appointed as Interim Vice Chancellor for Research and Economic Development and assumed Dr. Wander's seat on Gateway's board.

Current board member, Mr. Ralph Shelton, was elected to serve as Vice Chair of the Board of Directors for Gateway University Research Park.

And sadly, UNCG Chancellor Emerita Patricia A. Sullivan passed away August 20, 2009. Dr. Sullivan was UNCG's ninth chancellor and became the first woman to hold that post. Among her many accomplishments, Chancellor Sullivan helped to form research and economic development partnerships with other institutions, including the collaboration with NC A&T State University which resulted in the formation of Gateway University Research Park and the Joint School of Nanoscience and Nanoengineering.



Chancellor Harold Martin, Sr.
North Carolina A&T State University



Chancellor Linda Brady
University of North Carolina at Greensboro



Chancellor Emerita Patricia A. Sullivan
University of North Carolina at Greensboro

In November 2009, Gateway University Research Park

will be the host location for the *first ever* **JOINT MEETING** of the

Boards of Trustees

of NC A&T State University and The University of North Carolina at Greensboro,

along with the

BOARD OF DIRECTORS

of Gateway University Research Park.

CURRENT ACTIVITIES

FINANCIAL COMMITMENTS, 2003 to Present

- \$4.0 million state appropriation for renovations to the North Campus facilities.
- \$2.0 million state grant for master planning, infrastructure design and construction at South Campus, and additional renovations.
- \$11.2 million of private financing for the construction of Research Facility One at South Campus.
- \$64.3 million state grant for the construction of a Joint School of Nanoscience and Nanoengineering (JSNN), which will also house a 20,000 square foot Interdisciplinary Research Facility.
- Approximately \$800K in recurring state budget funds to cover O&M on existing North Campus facilities.
- \$300K committed for the first five years (through FY 2010) from each University's Chancellor's discretionary funds to support operations.

ECONOMIC DEVELOPMENT

Gateway University Research Park continues to work with local, regional and state economic development entities.

Gateway is a member of **Friends of North Carolina**, an advisory council to the NC Commerce Trade and Development Fund, a non-profit 501(c)(6) organization that helps market the state's dynamic business environment globally and nationally. Friends of North Carolina coordinates private sector involvement in economic development and trade endeavors that help tell North Carolina's business story to the nation and world.

Gateway also is a member of the **North Carolina Research Parks Network**. Members of Network work together to frame a number of initiatives and activities around which the group can have an impact and further create economic opportunities across the state.

The Piedmont Triad Leadership Group recently launched an initiative toward boosting regional economic development initiatives in the areas of home furnishings, logistics and distribution, nanotechnology and regenerative medicine. The Piedmont Triad Leadership Group is chaired by BB&T CEO Kelly King. The **"Clusters of Opportunity"** fundraising campaign has already surpassed its \$1 million annual goal for 5 years. More than thirty investors have made pledges totaling just over \$1.3 million annually. BB&T itself has pledged the first \$1 million of that amount. While the immediate impact of this regional initiative on Gateway University Research Park is unknown, we anticipate the nanotechnology cluster will further bolster Gateway's and the JSNN's presence in the state and region.

GATEWAY UNIVERSITY RESEARCH PARK

participated in the following industry-related events:

*2009 BioTech Conference
Raleigh, NC*

*2009 BIO Conference
Atlanta, GA*

*XXVI International Association of Science Parks
World Conference
Research Triangle Park, NC*

PARK TENANTS

Gateway University Research Park is home to a number of nationally recognized and respected research organizations. These tenants conduct research in the fields of education, human services, life sciences, agriculture, and engineering.

Gateway released its first Tenant newsletter at the end of June 2009. The newsletter is designed to keep Tenants up to date with activities occurring at Gateway, to engage Tenants among both campuses, and to provide a forum to share Tenant success stories.

Prevention Strategies, Inc.

In the summer of 2009, Prevention Strategies was given the green light by the National Collegiate Athletic Association (NCAA) to roll out the company's myPlaybook program into the 12 Southern Conference Division 1 schools.



The myPlaybook program outlines drug testing requirements, details substances banned by the NCAA and provides outreach for athletes in the struggle to make good choices. More than 2,800 first-year athletes in NCAA Division II schools participated in a myPlaybook pilot program in fall 2008. The results showed that student-athlete knowledge on drug use and how it affected their sports' career increased, as did awareness of NCAA banned substances. The results were so promising that the 12 Southern Conference members will be the first in Division I to test myPlaybook.

Urban Studio 02

Urban Studio 02, an entity from UNCG's Department of Interior Architecture used space in the Phillips-Payne building at the North Campus to design and construct the interior walls and cabinetry for their project, "My Sisters' House."

My Sisters' House is a community oriented design-build effort that will culminate in a 4500 sq. ft. home for five mothers and their children. The self funded endeavor is being design-built by UNCG students, as well as students and instructors from the carpentry program at Guilford Technical Community College, and directed by urban studio's director, Robert Charest. Urban Studio is spearheading the multi-disciplinary project with Youth Focus of High Point as its community partner and with the City of Greensboro's Department of Housing and Community Development providing the land.

The \$525,000.00 project is funded by the North Carolina Housing Finance Agency through its Supportive Housing Development Program. Urban Design Studio expects to complete this project in late 2009 or early 2010.



Graduate assistant Adrian Boggs (left) and instructor Robert Charest inspect cabinetry built at Gateway University Research Park.



Exterior rendering of My Sisters' House

Aggie Pride Solution Center & Market Research



The Aggie Pride Solution Center and Market Research ("Center") began operations at the North Campus in July 2009. Mrs. Lori Galbreath, formerly of American Express, was hired to head up the Center. The Center is the first NC A&T presence on the North Campus. The Center currently employs three individuals and eventually will employ 17-20 people on both a part-time and full-time basis.

The objective of the Center is to survey, assess and become more efficient and effective in pursuing new students for NC A&T State University. It will also work in concert with other departments at the University to improve efficiencies and effectiveness for existing students.

PARK TENANTS (continued)

A+ Schools Program at SERVE

The A+ Schools Program has become a part of SERVE, Inc. The A+ Schools Program at SERVE is a whole school re-form model that views the arts as fundamental to how teachers teach and students learn in all subjects. The mission of the A+ Schools Program is to create schools that work for everyone—students, teachers, administrators, parents and the community.



The A+ Schools Program at the SERVE Center continues to provide consultation services and professional development to assist in establishing statewide and regional A+ Schools networks and partnerships. The Program is currently funded in part by the North Carolina State Legislature and by grants and contracts from public and private agencies and foundations.

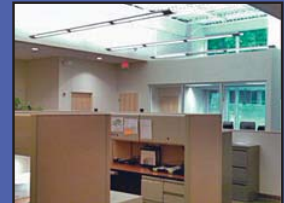


UNCG Speech & Hearing Program at Gateway University Research Park

SERVE, Inc.

The SERVE Center at UNCG is a university based research, development, dissemination, evaluation, and technical assistance center. Its mission is to support and promote teaching and learning excellence in the pre-kindergarten to grade 12 education community.

Growth in its programs and the number of staff resulted in SERVE, Inc. expanding its office space at Gateway University Research Park. SERVE, Inc. now occupies 100% of the Dixon Building at Gateway's North Campus. A \$50,000+ renovation to the building created ten additional offices for the company.



Interior shots of the SERVE Center.

UNCG Speech & Hearing Program

The UNCG Speech & Hearing program continues to expand its TeleSpeech Therapy program into rural area school districts in North Carolina. The program, currently in Perquimans and Northampton counties, allows speech-language pathologists at UNCG to help children in eastern North Carolina via videoconferencing. The response to the program and its research continues to be positive and parents, teachers and school administrators indicate a high level of satisfaction. The program is supported in part by a \$67,000 Congressionally-directed grant from the U.S. Department of Education.

Sarah's Salsa

Sarah's Salsa expanded their operations and they now lease the entire Central Kitchen building at Gateway's North Campus. In September 2009, Sarah's Salsa obtained the contract to service all 187 Harris Teeter grocery stores. The company makes between 1,500 to 1,800 cases per month, and the Harris Teeter distribution is expected to triple that output. The company and its growth were highlighted in local news articles and on local television this past year.

Photo Credit
H. Scott Hoffmann (News & Record)



PARK TENANTS (continued)

UNCG Conflict Resolution program

The UNCG Conflict Resolution program currently occupies space at the North Campus of Gateway University Research Park until space becomes available on the University's main campus. The program was recently renamed as the Program in Conflict Studies and Dispute Resolution.

As part of the program's continued growth, several local Employee Assistance (EA) professionals and faculty in the UNCG Conflict Resolution program entered into a multiyear partnership for training development for EA professionals and also a research project. The Employee Assistance professionals will gain a deeper understanding of workplace conflict and develop evidence-based training programs that could improve Employee Assistance Program satisfaction and retention.



NC A&T UNIVERSITY SPINOUT

ADVAERO LLC

Advaero LLC, a spinout company of North Carolina A&T State University, is looking to occupy 2,500-3,500SF of space in Research Facility One at Gateway University Research Park. Advaero, Inc. researches and develops advanced composite materials for the marine, aerospace, energy and infrastructure markets.

CORPORATE PARTNERS

The Joint School of Nanoscience & Nanoengineering ("JSNN") has developed partnerships with companies from outside the Triad such as Carl Zeiss SMT in the area of microscopy and with Varian in the area of biochemical analysis.



Zeiss and Varian will locate employees at the JSNN facility and are expecting to work with JSNN faculty, staff and students as part of their partnership activities. The JSNN partnerships with industry are also helping to build a leading-edge infrastructure that will be useful in both research and educational programs.

For example, the first Helium Ion Microscope in the Southeastern United States was brought to JSNN by its partnership with Zeiss. It is expected that the unique capabilities afforded by this equipment as well as other toolsets in the JSNN Facility will be the key to building a broad set of relationships that will enable a strong internship program.



Varian is a world renown maker of analytical instruments. The suite of Varian instruments will help to attract partners, enable JSNN researchers to address bioanalytical problems in areas such as drug discovery and biomaterials development and provide JSNN's students with experience on the leading-edge instruments commonly used in high technology industries.

JOINT SCHOOL OF NANOSCIENCE AND NANOENGINEERING



The most significant project at Gateway University Research Park during the past year has been the design and development of the new Joint School of Nanoscience and Nanoengineering (JSNN), a unique collaborative model between North Carolina A&T State University and the University of North Carolina at Greensboro to create significant breakthroughs in nanotechnology innovation and bring those innovations to market. This flagship endeavor is the nation's only joint school of nanoscience and nanoengineering whose faculty, students and business partners will forge the products of the future.

HDR, Inc. is the selected architectural and engineering firm for the Joint School of Nanoscience and Nanoengineering. HDR's main office is located in Alexandria, Virginia, yet the project is being run from HDR's Charlotte, NC office. This firm was chosen due to its extensive resume of similar nano-related projects. The design/development phase is expected to wrap-up sometime in late-October or mid-November 2009.

Gateway University Research Park selected a Greensboro-based joint venture between Greensboro-based Samet Corporation, Barton Mallow (headquartered in Michigan) and SRS Inc. (Tennessee) to serve as construction managers at-risk for the JSNN project. Affiliated Engineers, Inc. of Raleigh has been awarded the commissioning contract.

In an effort to maintain an aggressive construction schedule, the project is being performed in three separate bid packages: 1) site development, 2) steel and upward concrete (including footings and foundations), and 3) the remainder of building.



Construction of this signature, 105,000 square foot building is expected to be around 24 months.

The ground floor of the JSNN will include highly sophisticated sensitive equipment; the first floor will house clean rooms and an auditorium with a capacity of up to 250 people; mechanical equipment will be located on the second floor to manage the clean rooms located directly below; and the penthouse will house additional mechanical equipment and be located over the second floor labs.

The design and construction of the school features an emphasis on LEED certification, a recognized standard for environmentally friendly construction.

An animated fly-through for the JSNN was created for marketing and informational purposes. Additionally, a ground breaking ceremony is being planned for the first part of November 2009.

JOINT SCHOOL OF NANOSCIENCE AND NANOENGINEERING



FUNDING

The initial funding received for the JSNN consisted of \$50 million for construction and an additional \$8 million for equipment representing a total \$58 million investment. During the most recent year NC legislative session, the State reduced the investment by \$4.5 million, bringing the total project to \$54.5 million. Recurring O&M funds are slated to be \$1.0 million, State legislature did approve \$1.0 million in recurring O&M funds for the JSNN.

JSNN DEGREE PROGRAMS

On the degree program level, the proposal for the JSNN Master of Science degree program has received positive disciplinary panel review and the proposal now moves for review to the Graduate Policy Council in November 2009. The Ph.D. degree proposal is expected to bypass disciplinary planning review and go straight to Graduate Policy Council review. This review is anticipated to occur in either November 2009 or January 2010.

JSNN TEMPORARY OFFICE

While the permanent school is being constructed, the JSNN is leasing temporary space in Research Facility One at Gateway University Research Park. This temporary space encompasses about 4,200 square feet on the building's second floor and includes offices, conference room, and lab space.

LAB EQUIPMENT

Gateway University Research Park and the JSNN are making a substantial investment in state-of-the-art advanced microscopy, sensing, synthesis and actuation instruments, and information and services. Included in this investment is the first, world record setting ORION PLUS helium-ion microscope ever installed in the Southeastern United States, housed at Gateway University Research Park.

The objective is to provide access to equipment or services that would otherwise be too expensive for companies. Lab equipment, facilities, and services will be available on a fee-for-service basis, and at preferential rates to Gateway University Research Park tenants and business partners. A complete listing of this highly specialized equipment, along with its availability and terms for use, will be posted on Gateway's website, the JSNN website, and on the website for NCBIO, the trade association for the North Carolina Bioscience Industry.

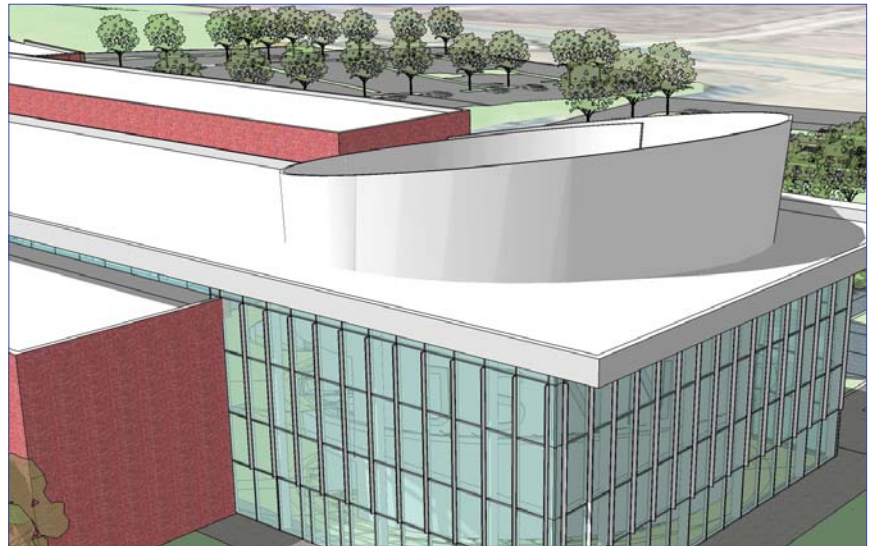
GROUND-BREAKING CEREMONY

A ground-breaking ceremony is being planned for The Joint School of Nanoscience & Nanoengineering and is scheduled to take place on November 9, 2009 at the South Campus. UNC President Erskine Bowles and NC Speaker of the House Joe Hackney are scheduled speakers. The event will be held in the parking lot adjacent to Research Facility One. In the event of rain, the ceremony will move indoors in the unoccupied space of Research Facility One.

INTERDISCIPLINARY RESEARCH FACILITY

In 2004, the State of North Carolina appropriated \$10 million in Certificates of Participation (COPs) funding toward the construction of a 40,000 square foot Interdisciplinary Research Facility (IRF) at Gateway University Research Park.

A Request for Qualifications (RFQ) for architectural and engineering services was posted on the UNC system website, and Dr. N. "Radha" Radhakrishnan (NC A&T) and Dr. Rosemary Wander (UNCG) began the initial stages of program development for the IRF. The Greensboro-based architectural firm of Teague, Freyaldenhoven, and Freyaldenhoven, LLP (TFF) was selected from the RFQ's for the planning and design of the Interdisciplinary Research Facility and a kick-off meeting with TFF was held in April 2009.



It was later discovered during the fiscal year, the initial funding for the IRF would fall short of what was needed to construct a facility of the required size and level of sophistication. Inquiry and discussions determined the JSNN building could be enlarged by approximately 20,000 square feet to accommodate those researchers identified from NCA&T and UNCG who would have occupied the IRF. During the last Legislative session, the universities and Gateway were successful in getting the IRF funds rolled into the JSNN project, bringing the total investment for the JSNN project to approximately \$64.3 million.

The inclusion of the Interdisciplinary Research Facility in the JSNN facility increased the overall building size from approximately 85,000 square feet to around 105,000 square feet.

JOINT PRIMARY DATA CENTER (JPDC)

The State of North Carolina appropriated a total of \$1.8 million for advanced planning services for a Joint Primary Data Center to be located at Gateway University Research Park. Thirty four responses were received from the Request for Qualifications advertisement for design services, which was posted on the UNC system.

As a result of the State's current economic shortfall, the \$1.8M funding (appropriation) by the State was placed on indefinite hold. The RFQ will be reposted when the appropriated funds are once again released.

In the interim, development of the Joint Primary Data Center continues to be considered a priority project by both Universities, the local business community, and Gateway University Research Park. These groups continue their cohesive effort to keep the JPDC project a priority item on the State legislature's agenda.

COMMUNITY INITIATIVES



2009 NC FLL State Championship Tournament
December 6, 2009
Greensboro Coliseum, Greensboro, NC

FIRST LEGO LEAGUE

The College of Engineering at NCA&T is the state's operating partner for the FIRST organization, ("For Inspiration and Recognition of Science & Technology"), and the FLL is an alliance between FIRST and the LEGO Company. For the past six years, Gateway has provided support to NCA&T in planning and hosting the NC FIRST LEGO League State Championship tournament. Gateway's North Campus served as the host location for the 2008 NC FIRST LEGO League Rookie Challenge tournament held January 10, 2009.

Gateway will continue to provide sponsorship support and also serve in a limited support role to NC A&T for the 2009 NC FLL State Championship Tournament. In addition Gateway University Research Park will serve as a host site for two of four statewide regional qualifying tournaments.

UNCG DREAM CAMP

The UNCG Psychology Clinic held "Dream Camp", a summer day camp program for children with Asperger's Disorder at Gateway's North Campus in the summer of 2009, marking the second year the camp was held at Gateway. The goals of the camp are to improve social functioning, increase communication skills, and provide fun and enriching activities that will allow all children to experience success. The Dream Camp pilot program was launched in 2008. The camp consisted of three, one-week sessions for kids with Asperger's in grades K-12. Campers gathered from 9 a.m.-1 p.m. each day; about 43 campers age ages six to 15 attended. The three sessions focused on three separate areas - family relationships, friendships and transitioning back to school. The camp was funded by grants from the VF Corporation, the Bryan Foundation and Davis Love III.

UBEATS CAMP

The University of North Carolina at Greensboro held a UBEATS BioMusic Summer Camp at Gateway University Research Park's North Campus in July 2009. Using nature as a lab, the week long day summer camp teaches students in grades 2-5 about BioMusic, the science of musical sounds in all species. The UBEATS BioMusic Summer Camp is part of the larger UBEATS Project, sponsored by a \$374,000 grant from the National Science Foundation, and involves faculty from UNCG, NC State University and public school teaching specialists in science and music.



COMMUNITY INITIATIVES *(continued)*



UNCG MUSIC RESEARCH INSTITUTE

The UNCG Music Research Institute conducted a study of sound-level exposure to members of the Carolina Gold Drum & Bugle Corps. The purpose of the study was to measure sound levels experienced by drum corps members. Participants were musicians in a 36-member drum and bugle corps ranging in age from 15 to 60 years. Participants wore a doseBadge for multiple 12-hour rehearsal days.

USDA COMMUNITY GARDEN

Gateway University Research Park donated two garden plots to two South Campus tenants, who embarked on a community garden initiative this year. Both the East Remote Sensing Lab (ERSL) and the East National Technology Support Center (ENTSC) divisions of the U.S. Department of Agriculture's Natural Resource Conversation Service (USDA NRCS) planted gardens on separate plots at Gateway's South Campus.

Earth Team volunteers of the USDA NRCS East Remote Sensing Laboratory planted, weeded and harvested the produced. Their plot area was prepared for planting by individuals from NC A&T State University. The ERSL harvested squash, peppers, tomatoes, watermelons, and okra. Local wildlife harvested the corn.

The ERSL alone donated nine bags of produce to the Greensboro Urban Ministry and to local church pantries.



OTHER OUTREACH INITIATIVES

College Forest Neighborhood Association

Reception / Open House / Tour of Research Facility One
October 13, 2008

Reception / Introduction of JSNN

Q&A Session with Chancellor Brady, Chancellor Martin,
and Dr. James G. Ryan, Founding Dean of the JSNN
August 17, 2009

Wyndham Championship, PGA Golf Tournament

Partnered with the Greensboro Economic Development Alliance in an advertisement in the tournament program for the Professional Golf Association's 2009 Wyndham Championship golf tournament held August 20-23, 2009. The ad highlighted Greensboro and the new Joint School of Nanoscience and Nanoengineering.

THE YEAR IN REVIEW

GATEWAY GARDENS

Construction is underway of Gateway Gardens, an initiative of the nonprofit organization, Greensboro Beautiful. Gateway Gardens is located across East Lee Street from the South Campus.

The first phase of construction includes site work, decorative fencing, main entrance and parking lot, rain garden and pond, children's garden, public artwork, initial landscaping, irrigation and restrooms.

The interactive botanical garden will provide an inviting gateway into the city from the east, a sizeable investment in southeastern neighborhoods, and an eco-tourism destination for Greensboro.

Gateway Gardens is not affiliated with Gateway University Research Park.



TRAFFIC SIGNAL

At the request of Gateway University Research Park and the adjoining College Forest Neighborhood Association, the NC Department of Transportation is performing traffic counts along the East Lee Street Corridor. We anticipate the traffic counts will substantiate the placement of a traffic signal at Gateway's Lee Street entrance, which is the intersection of Florida Street and East Lee Street.

FUTURE PARK EXPANSION

Gateway's Site Advisory committee continues to review and assess potential expansion opportunities that parallels both campuses growth and success. Presently, there is available space at both campuses for potential tenants. Approximately 20,000 square feet is available at the South Campus, and the North Campus has seven (7) buildings of which three (3) are renovated. The North Campus is considered 100% occupied in the "available" renovated space.

REZONING AND ANNEXATION

As part of the development of the Joint School of Nanoscience and Nanoengineering, Gateway University Research Park began the application and approval process to request annexation into the city limits of Greensboro and the process to request rezoning the entire campus to Public Institutional (PI), similar zoning to that of the university campuses. Both of these requests would allow Gateway to continue to develop the South Campus as outlined in the Master Plan. Consideration of the Gateway's application for request for rezoning and annexation at the South Campus is scheduled to go before the City of Greensboro Planning Department in November 2009, prior to being presented to Greensboro's City Council for approval or denial.

THE YEAR IN REVIEW *(continued)*

FACILITIES ALLOCATION POLICY

A Facilities Allocation Policy was adopted this fiscal year which outlines the entrance criteria and process for University-related research programs and individuals desiring to locate at Gateway's North or South Campuses. A Facility Allocation Committee, comprised of individuals from both Universities and Gateway, is responsible for determining whether potential University-related candidates can occupy space at Gateway University Research Park.

The Policy was developed and designed to ensure that research park occupants conform to the common overall mission and set of core values and strategic goals of Gateway University Research Park.

MARKETING / POSITIONING STATEMENT

Several members of Gateway's Board of Directors, along with individuals from NCA&T, UNCG, and the local business community, round out the marketing and recruiting advisory committee charged with the task of creating a plan to identify and articulate the unique differences of Gateway University Research Park.

During the fiscal year, the Marketing / Recruiting Advisory committee performed research and interviews in order to create a market positioning statement. These interviews included individuals from other research parks, university tech transfer offices, members of the UNCG and NCA&T faculty, and various state and federal economic development offices. Research also included analysis of other research park web sites to determine how these other parks were positioned.

Overall, the market research findings dovetail Gateway's strategic plan, which is currently under development by the Strategic Planning Committee.

INFORMATION TECHNOLOGY (IT)

Fiber Loop

Construction of the southern portion of a fiber loop, which runs from UNCG to Gateway to NC A&T, is complete with the exception of three fibers that will be tested at the completion of the northern portion of the loop. Conduit has been installed, without fiber, to allow for future service to the proposed UNCG School of Pharmacy. Construction of the northern portion of the loop is in progress and is about 75% complete. Once complete, the entire fiber connection will increase the level of connectivity and redundancy for Gateway.

UNCG is overseeing the construction of the fiber loop, and construction is being funded through operations and maintenance funds received for the Joint School of Nanoscience and Nanoengineering during fiscal year 2007-08.

metro-E Connection South Campus

During 2008-09, a metro-E connection was installed at Gateway's South Campus, which allows users to operate from Gateway University Research Park as though they were on either University's campus. Once the fiber loop at the South Campus is complete (noted above), Gateway will disconnect from this metro-E connection. The metro-E connection at the North Campus will remain. Oversight of the metro-E connection is maintained through MCNC, an independent, organization that oversees the North Carolina Research and Education Network.

THE YEAR IN REVIEW *(continued)*

GRANT APPLICATIONS

During the year, two significant grant applications were prepared and submitted for developments at Gateway University Research Park. These include:

- Gateway University Research Park, along with Dr. Bill Dudley, Interim Associate Dean for Research and faculty member in UNCG's School of Health & Human Performance, prepared a grant application for \$7.2 million to renovate Mehl Hall at the North Campus. The grant is sponsored by the National Institutes for Health (NIH). Renovation of Mehl Hall would help to attract additional research projects and people to the North Campus. The renovation would allow the growth of several research programs from UNCG's School of Health & Human Performance; these research groups are focused in social sciences, gerontology, Alzheimer's and Parkinson's disease.
- Dr. James G. Ryan, Founding Dean of the Joint School of Nanoscience and Nanoengineering (JSNN) and Gateway University Research Park requested \$12.9 million funding from the National Institute of Standards and Technology (NIST) to enhance Nanometrology research capability at JSNN and enable a Nanometrology Research Center at JSNN with three planned research focus areas including Nanostructures, Nanomaterials and Nanobioanalysis. The Nanometrology Research Center would be called the Nanostructures, Nanomaterials and Nanobioanalysis Research Center (N3RC) and would focus not only on research, but also on job creation through the development of a unique partnership model.

The results of the grant applications are expected to be released in January 2010.

HUMAN RESOURCES

Gateway University Research Park continues its growth with the addition of a Project Manager to oversee the existing and future construction developments occurring at the South Campus. Mr. Chuck Dixon, formerly of North Carolina A&T State University, was hired for the position and began employment at Gateway effective April 15, 2009. While employed by NCA&T, Mr. Dixon was instrumental in working with the contractors during the construction of Research Facility One at Gateway's South Campus.

To correspond with this growth, Gateway University Research Park now offers employees group medical coverage and an Employee Handbook has been drafted and is currently under review by Gateway's Personnel Advisory Committee.

THE YEAR AHEAD

Many of the activities embarked upon during FYE 2008-09 will be continued into FYE 2009-10. The 2009-10 year will be an exciting and outstanding year for Gateway University Research Park as the JSNN takes form and new opportunities for growth present themselves. The following is a summary of anticipated activities and events:

Joint School of Nanoscience and Nanoengineering

- Move construction from site work to infrastructure and building shell.
- Complete buildout of JSNN lab space and fitup with equipment.
- Approval of the JSNN Masters and Ph.D. programs.
- Hiring of faculty for the JSNN, and acceptance of students into the school's M.S. and Ph.D. programs.
- Hire a Equipment Engineer to oversee the installation, operations and maintenance of specialized lab equipment, and develop of policies and procedures regarding lease and use of labs.

Research Facility One

- Finalize buildout of office space and lab for Advaero, Inc.
- Analyze the market to determine if the development of 2-3 small lab spaces might attract start-ups or other research ventures.
- Buildout of temporary meeting space on second floor.

Tenant

- Full rollout of work order system.
- Install new Avaya IP 500 VOIP telephone system to drive down costs, facilitate communication, and increase mobility by linking the North and South campuses.
- Develop a Tenant Handbook for occupants at Gateway University Research Park and post on Gateway's website.

Economic Development

- Explore additional opportunities with the Nussbaum Center for Entrepreneurship.
- Continue to work with the Piedmont Triad Partnership's "Clusters of Technology" program, in particular, the nanotechnology sector.
- Seek joint opportunities with the Greensboro Economic Development Alliance.

Strategic Planning

- Finalize and implement the Strategic Plan and Marketing Plan for Gateway University Research Park.
- Utilize marketing tactics that convey Gateway's key differentiators.
- Explore social media networking for possible marketing exposure.

Financial

- Build and enhance the revenue stream for Gateway University Research Park.
- Continue to seek opportunities to cut costs.
- Seek additional tenants.

THE YEAR AHEAD *(continued)*

Human Resources

- Effective January 1, 2010, Gateway's Executive Director, John Merrill, will transition from employment by UNCG and become an employee of Gateway University Research Park.
- Formal adoption of an Employee Handbook for Gateway personnel.
- Enhancements to benefits package for Gateway personnel, including disability and life insurance opportunities.
- Future hires may include personnel in the areas of outreach, finance, lab technicians, equipment technicians, and information technology.