

TUFF and UIDP

Standards of living can only be increased through innovation. TUFF knows that innovation requires a conducive environment supported by both university and industry partners that includes:

- Investment in research and development by the private sector
- Engagement of high-quality scientific research institutions
- Extensive collaboration between university and industry

Who We Are

TUFF has spent 40 years focused on the creation of conducive environments for university and industry collaboration.

What We Do

TUFF has extensive experience planning, financing, developing, and actively managing physical research and innovation environments. Each engagement with university and industry is unique and begins with a conversation about your goals.

The following pages showcase examples of TUFF's contributions to four unique collaborations between universities and industries that supported innovation.





Georgia Institute of Technology

- Tech Square has provided Georgia Tech’s innovation ecosystem with much needed space to accommodate growth.
- Institutional occupants include the Georgia Electronic Design Center and Georgia Tech’s advanced technology incubator. The Tech Square community has fostered innovation from concept to company since its inception.
- Over the last ten years, Georgia Tech has focused on cementing industry relationships to complement the entrepreneurial and start-up environment of Tech Square.

Industry Partners

-Today, Tech Square is home to 30 corporate research centers including:

- | | |
|--------------------------|-----------------------------|
| Anthem Inc. | Panasonic Automotive |
| AT&T Mobility | Siemens Mobility |
| Chick-Fil-A | Southern Company |
| Delta Air Lines | UCB Inc. |
| The Home Depot | Southwire |

TUFF’s Contributions

- Along with Collaborative Real Estate, TUFF developed 750,000 square feet of space for basic and applied research, incubator, and economic development.
- TUFF championed and actively embraced Georgia Tech’s pursuit of corporate research centers and often joined Georgia Tech as they negotiated the structure of engagements with industry partners.
- TUFF and Collaborative operate a community “Clubhouse” to bring university faculty, entrepreneurs, venture capitalists, and business partners together, promoting engineered serendipity.

Growth & Success

197%

Georgia Tech’s research expenditures have grown by 197% from \$305 million to \$1.04 billion over the 20-year life of Tech Square.

325+ Companies

work with the incubator per year.

150 New Ventures

launched from the incubator.

\$2.5 Billion

in investments attracted via the incubator.

104 Partnerships

yielded by Southwire’s innovation center.

5,500 Jobs

created through Tech Square.

1,885 “Citizens”

comprise TechSquareATL.



Rosalind Franklin University

-In 2019, RFU opened an Innovation and Research Park to:

- Facilitate partnerships between university and industry
- Accelerate the development of game-changing interventions
- Accommodate 38 new principal investigators that were previously hired to expand the research enterprise

Industry Partners

-The Innovation and Research Park is now home to early-stage companies like Inspirotec, a founding member of RFU's Helix 51 incubator.

-**Inspirotec** plans to leverage adjacent access to students, faculty, and other industry partners to accelerate the distribution of its highly sensitive technology for testing and measuring biological agents in the air, including viruses such as COVID-19.

TUFF's Contributions

-Financed and built a next-generation research facility that has been vital for retaining and recruiting top scientists and attracting industry collaborators.

-Advised on the most effective methods of engaging academia, biotech firms, and startups to streamline the translation of discoveries into diagnostics and therapeutics, while diversifying revenue for the University.

-Worked with RFU's senior administration to create the concept of a Brain Science Institute Conference to showcase Rosalind Franklin University's research into brain disease to hundreds of outside professionals.

Growth & Success

500 Jobs

estimated to be created from the Innovation and Research Park.

41 Employees

to be added to the Inspirotec team by 2025.

\$117 Million Annually

of expected regional impact per year.

**16 Foundations &
6 Companies**

raised corporate dollars.



Clemson University-ICAR

- Clemson University has incrementally developed a research campus (ICAR) to capitalize on South Carolina's thriving automotive industry.
- In partnership with BMW and other global and local partners, Clemson leveraged ICAR to become a world leader in automotive engineering and translational research with an emphasis on industry relevance.

Industry Partners

- Today, BMW leverages Clemson's ICAR campus to develop a talent pool of "renaissance engineers" that are equally capable under the hood and in the board room.
- BMW** also partners with digital technology companies at ICAR alongside Clemson and is working on customer-relevant innovations that implement new technology into their vehicles.

TUFF's Contributions

- Created the vision for a physical environment that would facilitate desired research outcomes by working alongside both Clemson and BMW leadership.
- Delivered a detailed plan to make ICAR a conduit for talent development within relevant fields, which has since helped to attract global partners and local firms to the ecosystem at ICAR.

Growth & Success

95%
of ICAR students are employed in the automotive industry.

100 Alumni
approximately are employed by BMW.

13 Companies
have sponsored fellowships for students.

33 Firms
partnered with Clemson on industry relevant research at ICAR.

\$300 Million
secured investments for CU-ICAR.



Florida Institute of Technology

-Florida Tech completed a large-scale campus expansion project to meet the needs of a growing student population and to ensure that it remained competitive in attracting high-quality STEM students.

Industry Partners

-**L3Harris Technologies** selected Florida Tech as the site of its Assured Information Institute reinforcing its standing as a recognized leader in cyber security and information assurance research and innovation.

-L3Harris Technologies consistently leverages Florida Tech as a pipeline for talent development and research initiatives.

TUFF's Contributions

-Developed a state-of-the-art facility to house the Harris Institute for Assured Information.

-Helped secure project financing including a major gift from L3Harris Technologies.

-Served as counsel to Florida Tech's administration as they contemplated research enterprise expansion.

Growth & Success

\$5 Million

of sponsored research by L3Harris Technologies and Community Foundation of Brevard County.

72%

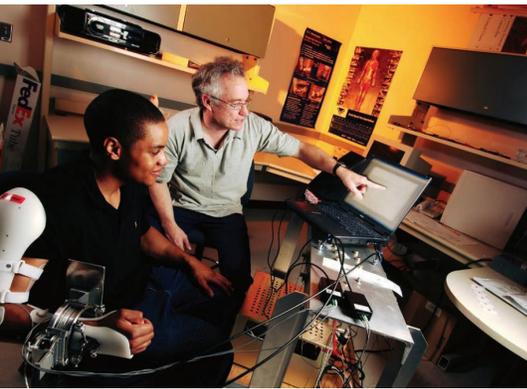
increase in research expenditures since opening the Harris Center for Science and Engineering.

800+ Alumni

employed by L3Harris Technologies.

\$1 Million

gifted by L3Harris for the construction of a student design center.



We believe in you.

TUFF's experiences have brought enhanced research outcomes through real estate development and we are unique in the industry. We focus on research-oriented development and speak the language of our university, industry and research partners.

We are problem solvers and are committed to thinking differently. We intentionally partner with innovators to create solutions to surmount the constraints that hold back their research enterprises. Whether the question is governance, programmatic, or otherwise, we can deliver solutions.

These profiles reflect the importance of the combination of the triad:

- University Engagement
- Industry Partnership
- TUFF's Involvement

If not for TUFF's active involvement and expertise, many of the benefits referenced would not have been realized. No matter your role, TUFF can help if you are seeking transformative growth for your research enterprise or are looking to work with an institution.



Place for Progress

Click [here](#) for a brief video regarding TUFF.