



2011 IEDC EXCELLENCE IN ECONOMIC DEVELOPMENT AWARDS ENTRY FORM

Please complete this section for all entries.

Include 5 hard copies of the Entry Form and all supplemental information with your submission.

Organization: The Research Valley Partnership, Inc.

Contact Name: Todd E. McDaniel, CECd

Email: tmcdaniel@researchvalley.org

Project/Item Name: Research Valley International Gateway

Category for Entry: # 20 - Responding to Globalization

Population Category (<25K, 25-200K, 200K-500K, >500K): (Choose One) 25-200K

Date Project Began: May 2010

Date of Completion (if applicable): Ongoing

For Entries in Categories 9 & 10, Enter Your Web Site URL:

PROJECT DESCRIPTION

Please refer to the Category Description and Judging Criteria Sheet corresponding to your category when answering the following questions in the space provided.

Select:

- ☐ Promotional Award Categories 1-8 – See Sheet A (page 9)
- ☐ Internet and New Media Categories 9-11 – See Sheet B (page 10)
- ☒ Program Award Categories 12-22 – See Sheet C (page 11-12)
- ☐ Partnership Award Categories 23-25 – See Sheet D (page 13)
- ☐ Leadership Award Categories 26-30 – See Sheet E (page 14)

Special Note: The below section is not required for the Leadership Award categories. Please complete a profile of the individual's achievements.

THIS SECTION IS INTENDED TO PROVIDE AN OVERVIEW OF THE PROJECT. PLEASE KEEP ANSWERS TO EACH QUESTION UNDER 200 WORDS. YOU MAY EXPAND ON THIS INFORMATION IN A SEPARATE PROFILE OF NO MORE THAN 3 PAGES, DOUBLE-SPACED.

1. Please provide a brief description of the project.

International Gateway is a signature service program attracting and helping foreign owned businesses enter the U.S. marketplace.

2. What is the goal or purpose of this project?

As an innovation economic development tool, International Gateway has put community in a competitive position to attract deal velocity.

3. Who are the participants in this project? Who was involved in planning/implementation? Who is affected?

Economic development organization, research university, and foreign trade and investment agency.

4. What has been the impact of the project? How effective has it been in furthering economic development in your community? Identify any tangible and/or intangible results and value added.

International Gateway has spurred a steady flow of prospective companies from targeted country.

5. Is this project replicable or transferable? Can it be adapted for use in other communities? What lessons have been learned?

International Gateway is dependent upon having a talented, highly connected team to make it an easy experience for U.S. market access.

6. In what ways is this project innovative or creative?

Seamless, customer-facing services mixed with best practices in corporate formation and business virtualization services.

7. Are there any other relevant details not covered above or specific to your category?

International Gateway projects that opt to target specific country or pre-existing international relations provides the biggest payoff.



INTERNATIONAL
ECONOMIC DEVELOPMENT
COUNCIL

2011 IEDC EXCELLENCE IN ECONOMIC DEVELOPMENT AWARDS ENTRY FORM CHECKLIST

PLEASE COMPLETE AND INCLUDE WITH YOUR ENTRY PACKET.

☒ This entry contains a multi media component to be viewed by judges.

☐ Audio

Quantity: _____

Description: _____

☐ Video

Quantity: _____

Description: _____

☒ Website:

www.internationalgateway.us

☒ I have included 5 copies of the entry form (pages 7 & 8) AND supplemental information.

(Only one copy of the payment form - page 6 - is required)

☒ I have included an electronic copy of my complete entry.

For Office Use Only: _____



Program Awards: Responding to Globalization

Research Valley International Gateway

1. Please provide a brief description of the project.

The International Gateway is a signature service program within The Research Valley Partnership (RVP) to help foreign owned science and technology businesses rapidly and inexpensively enter the U.S. marketplace. For international companies and entrepreneurs pursuing the commercialization of their innovative products, the International Gateway offers proximity for connecting and collaborating with The Texas A&M University System, one of the nation's elite research institutions headquartered in The Research Valley. Whether businesses are wishing, in a first stage, to explore the market opportunities in their unique sector of activity or to go forward with establishing a U.S. presence for their activities, value-added services of the International Gateway streamline the complexities of launching, investing, and developing customers in the U.S.

2. What is the goal or purpose of this project?

The International Gateway helps fast-track entrepreneurs on the path to U.S. market access and as an innovation economic development tool, has effectively put the Bryan/College Station area in a highly competitive position for attracting deal velocity from targeted and emergent businesses around the world. Offering speed-to-market support, this service program features market-driven resources, professional networks, and admittance to a premier executive office suite for 'hoteling' companies while visiting the International Gateway. For companies that become clients of this service program, The RVP works with them to keep moving forward in achieving their U.S. business goals.



Program Awards: Responding to Globalization

Research Valley International Gateway

3. Who are the participants in this project? Who was involved in planning/implementation?

Who is affected?

Leveraging the strong economic development ties between the Bryan/College Station region and The Texas A&M University System combined with the System's own relationships with Belgium's Wallonia Foreign Trade and Investment Agency (AWEX), The RVP, on behalf of the community, and AWEX entered into a cooperation agreement in May 2010 to facilitate access of innovative Belgium enterprises into the U.S. market and to promote mutual trade, business, and direct investments between the Wallonia Region and The Research Valley. To encourage this exchange, The RVP and its business incubator/accelerator, the Research Valley Innovation Center, operate the International Gateway. Lastly and in support of additional international entrepreneurs making their entry into the U.S. market via The Research Valley, The RVP and The Texas A&M University System signed a sponsorship agreement in February 2011 to aid the International Gateway in connecting The Research Valley with the global marketplace.

4. What has been the impact of the project? How effective has it been in furthering economic development in your community? Identify any tangible and/or intangible results and value added.

Opening the International Gateway has spurred a steady flow of prospective companies from Belgium. Other entrepreneurs from around the world are attracted to this project recognizing that they too can capitalize on a new pathway for accessing the U.S.



Program Awards: Responding to Globalization

Research Valley International Gateway

marketplace. Currently, over 30 companies have expressed consideration to utilize the custom services of the International Gateway. The RVP and The Texas A&M University System are using this program to facilitate additional international partnerships to jointly develop, invest, and commercialize research technologies and new business ventures.

5. Is this project replicable or transferable? Can it be adapted for use in other communities?

What lessons have been learned?

This project is replicable/transferable through having a talented, highly connected International Gateway team to offer a helping hand to companies in making their first U.S. steps an easy and productive experience. Once a company enters the International Gateway, economic development organizations can put into play additional resources and incentives necessary for the company's U.S. extended real estate needs.

6. In what ways is this project innovative or creative?

Seamless, customer-facing services are essential for having an International Gateway project attract foreign direct investment to a community. Besides implementing best practices in corporate formation and business virtualization services, a key success factor is the role economic development organizations have as a company's Registered Agent.

7. Are there any other relevant details not covered above or specific to your category?

Communities opting to target a country-specific International Gateway client or leveraging pre-existing international relations, albeit business, academic or social based, can accelerate a project's success.



RESEARCH
VALLEY

International GATEWAY



EXPAND YOUR BOUNDARIES

The International Gateway™ is here to help your business rapidly and inexpensively enter the US marketplace. Our services streamline the legal and logistical complexities so you can focus on your customers and partners.

Included US Corporation Formation Services:

- The International Gateway will form a Texas-based Co-Corporator with you.
- The International Gateway will get your company a Federal Tax ID number.
- The International Gateway will secure your Registered Agent.
- The International Gateway will take all the required state and federal legal and address information.

Included Business Registration Services:

- Sales and use tax permit obtained. (Must be the business name registered to the state and the company must be properly licensed in the US.)
- Taxable based phone coverage system can be obtained for long distance calls with:

- Your business name be printed, scanned and e-mailed to you whenever you wish.
- Office work and customer contact with computers, faxes and Data. We access phone system, printing and services which are available via Internet.

International Gateway Fees:

- One Time Initial Payment \$5,000
- Monthly Fee \$200

Additional International Gateway Services: (can be paid as Research Valley Formation Fee)

- Sales and use tax development
- Market research
- Market analysis, product and distribution strategies
- Research and development



For More Information:
Chuck Patterson
60115 Patterson Blvd, Suite 202
Dallas, Texas 75244
972-211-2111





International
G A T E W A Y

SPONSORSHIP AGREEMENT

between

The Research Valley Partnership, Inc.

and

The Texas A&M University System Office of Technology Commercialization

The Research Valley Partnership, Inc. (RVP) is a public-private non-profit economic development corporation and will serve as the lead in establishing and administering the Research Valley International Gateway (RVIG) to aid international entrepreneurs and companies make their initial entry into the U.S. marketplace via the Research Valley.

The RVIG serves to (1) internationalize RVP innovation economic development efforts by connecting the Research Valley with the global marketplace, and (2) promote mutual economic benefits of The Texas A&M University System Office of Technology Commercialization (TAMUS-OTC) by helping identify and/or facilitate international partners to jointly develop, invest and commercialize research technologies and business ventures.

TAMUS-OTC agrees to work in partnership with RVP to support the RVIG. TAMUS-OTC will pay an annual \$25,000 sponsorship fee for three years to RVP on or before October 1st each year. The term of this Agreement shall be from October 1, 2010 through September 30, 2013.

The Research Valley Partnership, Inc.

Todd E. McDaniel
President/CEO

Date: 2-24-11

The Texas A&M University System
Office of Technology Commercialization

Brett L. Cornwell
Associate Vice Chancellor

Date: 2-22-11



COOPERATION AGREEMENT

BETWEEN

THE WALLONIA FOREIGN TRADE AND INVESTMENT AGENCY (AWEX)

AND

THE RESEARCH VALLEY INNOVATION CENTER

FOR MUTUAL COOPERATION AND ASSISTANCE FOR THE PROMOTION OF TRADE, BUSINESS AND DIRECT INVESTMENT BETWEEN THE WALLONIA REGION OF BELGIUM AND THE UNITED STATES

This agreement (the "Agreement") is made and entered into as of May 20, 2010 by and between the Wallonia Foreign Trade and Investment Agency (AWEX) ("AWEX" or a "Party") and The Research Valley Partnership, Inc. doing business as The Research Valley Innovation Center (the "RVIC" or a "Party").

WITNESSETH:

WHEREAS, AWEX, as part of its public service activities, promotes international trade, business and direct investment between Wallonia and the United States and has endeavoured to identify and encourage small businesses with promising technologies to explore their business opportunities in the United States and elsewhere;

WHEREAS, the RVIC, believing that commercialization of new technology and innovation is the foundation of economic growth in The Research Valley and the State of Texas, delivering new products to the market place, filling market needs, and improving quality of life, plays a leading role in The Research Valley, Texas in providing extensive assistance to early-stage science and technology companies by providing the infrastructure and community conducive to accelerating their commercialization;

NOW, THEREFORE, in consideration of the foregoing and the covenants herein contained, AWEX and the RVIC do hereby covenant and agree as follows:

1. Promotion of US-Bound Trade, Business and Direct Investment

- 1.1. AWEX will, as part of its public service programs designed to assist emerging companies: (a) identify individuals, small businesses or other organizations with promising technology or other resources or abilities that have the potential to grow into commercially viable businesses; (b) inform such individuals, small businesses or other organization of the resources that may be offered by the RVIC; and (c) interview such individuals, small businesses or organizations to in order to select and recommend to the RVIC a limited number of individuals, small businesses or organizations with greater potential to grow into viable commercial businesses in the United States (singularly "a Recommended Company," and collectively, "Recommended Companies").
- 1.2. The RVIC, upon receipt of information from Wallonia regarding a Recommended Company, will examine the Recommended Company if it has sufficient qualifications and eligibility to receive the various assistance and resources that are made available by the RVIC.

- 1.3. If the RVIC determines that the Recommended Company is qualified and eligible to receive the various assistance and resources of the RVIC, the RVIC and the Recommended Company (*i.e.*, the Recommended Company determined to be qualified and eligible by the RVIC shall be hereinafter referred to as the "Accepted Company") will enter into a management services agreement (the "Assistance Agreement") setting forth:

(a) goals or objectives for the Accepted Company to achieve during a twelve-month period with the assistance and other resources of the RVIC

(b) the specific assistance and resources to be offered by the RVIC to the Accepted Company in order for the Accepted Company to achieve its stated objectives or goals; and (c) financial and any other obligations the Accepted Company owes to the RVIC. A copy of the Assistance Agreement shall be furnished to AWEX, which shall be part of Wallonia's public record and may be made available to the public. If the RVIC determines that the Recommended Company is not qualified or eligible to receive various assistance and resources of the RVIC and declines to accept the Recommended Company, the RVIC shall immediately inform AWEX of such result as well as specific reasons for the denial of acceptance.

- 1.4. As part of the public service programs intended to assist emerging companies, AWEX will make financial assistance to the Accepted Company ("Wallonia Financial Assistance") to cover part of the financial obligations the Accepted Company owes to the RVIC pursuant to the Assistance Agreement.
- 1.5. The RVIC will provide AWEX with a brief quarterly report summarizing: (a) the assistance the RVIC has provided to the Accepted Company during a given quarter; (b) the status of progress the Accepted Company has made during the past quarterly period; and (c) assessment or evaluation by the RVIC regarding the likelihood of the Accepted Company to achieve its goals or objectives set forth in the Assistance Agreement.
- 1.6. If AWEX determines, upon review of the quarterly report and in consultation with the RVIC, that certain Accepted Company is highly unlikely to achieve its goals or objectives for any reason despite AWEX Financial Assistance, AWEX may unilaterally terminate AWEX Financial Assistance and/or by providing at least 90 day written notice to the RVIC and the Accepted Company.

2. Promotion of Wallonia Bound Trade, Business and Direct Investment

- 2.1. The RVIC will, as appropriate, inform individuals, companies and other organizations associated with the RVIC, including without limitation, companies currently using the resources of the RVIC, the potential business, trade and direct investment opportunities that the Wallonia market may offer to them, and will refer those individuals, companies and other organizations interested in exploring such opportunities to AWEX.
- 2.2. In addition to 2.1 above, the RVIC will, as appropriate, inform its faculties, member institutions, individuals, non-resident companies and other organizations associated with the RVIC the potential business, trade and direct investment opportunities that the Wallonia market may offer to them, and will refer those individuals, companies and other organizations interested in exploring such opportunities to AWEX.
- 2.3. The RVIC will provide advice to Wallonia on any aspect or issues relating to the promotion of Wallonia-bound trade, business and investment in order to enhance the attractiveness of the Wallonia market to entrepreneurs in the United States. Such advice may include: (a) identification of obstacles for U.S. and other non-Wallonia companies to engaged in trade, business or direct investment in Wallonia or Wallonia-based companies; (b) general and specific ideas or suggestions to reduce or eliminate such obstacles in order to enhance the

attractiveness of the Wallonia market for U.S. and other non-Wallonia companies, other organizations or individuals; and (c) general and specific ideas about positive steps that companies and other organizations as well as local and national governments in Wallonia may take to encourage growth of emerging companies with promising technology and to enhance the attractiveness of the Wallonia market to potential overseas business partners.

3. Other Cooperation and Mutual Assistance

- 3.1. In addition to the contributions to be made by each of Wallonia and the RVIC under Sections 1 and 2 above, both Wallonia and the RVIC will continue to explore various specific means to cooperate with each other in order to identify individuals, companies or other organizations in the United States and Wallonia that are emerging as individuals, companies or organizations with promising technology or other resources and which may benefit from assistance or information that can be made available by Wallonia or the RVIC.
- 3.2. To the extent available, appropriate and permissible under the circumstances, and without engaging in any commercial activities by itself, each Party will refer to the other Party, for informational purposes only and without assuming any liability or responsibility, any contact or other relevant information regarding: (a) venture capitalists who may provide financial assistance to individuals, companies or other organizations in the United States or Wallonia with promising technology or other resources, or an interest in creating co-investments; and (b) any potential partners who may be interested in co-developing certain technology with those individuals, companies or other organizations that are participating in any public service business support programs organized, sponsored or otherwise supported by either the RVIC or Wallonia.
- 3.3. Representatives of Wallonia and the RVIC shall meet quarterly in order to exchange information of relevance and interest to each other and to discuss how existing framework of cooperation under this Agreement can be improved and to explore new programs to provide assistance to individuals, companies and other types of organizations with promising technology in the United States and Wallonia.
- 3.4. In the event that either Party prepares any promotional materials (such as promotional brochures and DVDs) to publicize its non-profit public service programs and/or activities, including the mutual cooperation and assistance under this Agreement, the other Party shall offer assistance or otherwise accommodate the needs of such promotional material production to the extent possible and as appropriate under the circumstances.

4. Other Provisions

- 4.1. Term: The term of this Agreement shall be for a period of two years commencing on the date hereof and shall be automatically extended by one year increments unless either Party notifies the other Party in writing of its intention to terminate this Agreement at least 180 days prior to the date of expiration or termination then in effect.
- 4.2. Confidentiality: Unless otherwise expressly indicated on a case-by-case basis, neither Party is obligated to keep any information or material furnished by the other Party confidential and any information or material furnished by either Party to the other Party under this Agreement may be disclosed to any third party.
- 4.3. Non-exclusivity: Nothing in this Agreement shall prevent either Party from entering into any agreement establishing similar framework for mutual cooperation and assistance to promote business, trade, or direct investment between Wallonia and the United States.

- 4.4. Nothing in this Agreement shall be construed to make the Parties joint venture or partners or create any relationship of principal and agent, and neither Party shall have the authority to commit or bind the other Party without the other Party's prior written consent.
- 4.5. Other terms and conditions: Both Parties recognize that this Agreement is intended for the establishment of a framework for cooperation and mutual assistance between Wallonia and the RVIC as part of their non-profit, public service programs and activities. Both Parties further recognize that the Agreement is not intended as a commercial undertaking but instead the Parties intend to use this Agreement as a vehicle to continue their collaborative efforts in promoting business, trade and direct investment between Wallonia and The Research Valley, Texas as their public service. Accordingly, should any issues not specifically addressed in this Agreement arise, the Parties shall endeavour to resolve such issues amicably thorough consultation in the spirit of cooperation and mutual assistance and shall not take any unilateral action (legal or otherwise).

IN WITNESS WHEREOF, the Parties hereto have caused this Agreement to be executed by their respective representatives duly authorized thereunto as of the date first above written.

For AWEX:

By: _____

Philippe SUINEN

Administrator General

For the Research Valley ~~Innovation~~ Center:

By: _____

Name: Larry Hodges

Title: Chairman of the Board, The Research Valley Partnership, Inc.