



MsET Technology Incubator tenants, such as Elizabeth Valenti with WorldWinds, Inc., pictured above left, benefitted from attending the first-annual Mississippi Space Commerce Venture Capital Forum held Dec. 5-6, 2002 at Casino Magic in Bay St. Louis, Miss, pictured above right. The Forum allowed many companies, such as WorldWinds, Inc., to schedule follow-up meetings with investors for potential funding.

MsET sponsors first annual Venture Capital Forum in area

MsET in cooperation with the Mississippi Technology Alliance recently made history with the sponsorship of the first annual Mississippi Space Commerce Venture Capital Forum. The Forum was held Dec. 5-6, 2002 at Casino Magic in Bay St. Louis, Miss. The Hancock County Port and Harbor Commission also served as a sponsor.

The event attracted about 15 investors from across the U.S. that

are interested in remote sensing technologies. The impetus for hosting such an event was the absence of a venture capital network in Mississippi.

The establishment of this network is an important resource for MsET incubator and Mississippi Space Commerce Initiative Cluster companies. In addition to

Technology Park will soon be reality

In late December 2002, a private developer purchased a large section of land at the intersection of Mississippi Highway 603 and Interstate 10 for the development of the Stennis Technology Park. The developer reached an agreement with the Hancock County Port and Harbor Commission in early December 2002 to pursue the development.

Until recently, development of the Stennis Technology Park has not progressed past the point of discussion. "The purchase of this land is the first step in the long-awaited Technology Park becoming a reality," said Greg Hinkebein, MsET president and CEO.

Hal Walters, president of the Hancock Port and Harbor Commission, said that all obstacles to begin construction of the Technology Park have been overcome, with the most recent being negotiation for access to the land. The next step will be construction of the access road, which Walters said should begin by late Spring 2003.

Currently, there are at least a dozen companies interested in locating at the Stennis Technology Park with three of those potential

Message from the President & CEO



Dear friends,

Two things that you will read in this issue of MsET's newsletter are very important to the development of Mississippi's technology economy. The first is the venture capital forum, which was held in December 2002 in Bay St. Louis, Miss. This effort will initiate access to financing at critical stages for our start-up companies. Secondly, the Stennis Technology Park, which will soon become a reality, can provide a permanent home for our growing companies as well as facilities for larger national companies moving to this area.

Our efforts in these two areas will allow for much faster development of the technology base here at Stennis Space Center, as well as in other parts of Mississippi. We hope that this will put our state in the mainstream of technology development nationwide.

As always, I invite you to read about the successes of our companies and how they will benefit the economic development of Mississippi.

Sincerely,

B. Greg Hinkebein

Powe Center is next step in state network

MsET further strengthened its relationship with the economic development community in Starkville, Miss., with the establishment of the Ralph E. Powe Center for Innovative Technology. Known as the Powe Center, this 25,000-square-foot high-tech incubator will be built over the next year at the Mississippi Research and Technology Park in Starkville.

This incubator is part of the Golden Triangle Enterprise Center (GTEC), which supports companies that benefit from Mississippi State University's (MSU) Center for Remote Sensing Technologies. Like GTEC, the Powe Center is part of a statewide incubator network designed to develop more diverse technology-based companies and to promote economic development in Mississippi. MsET assists in this development by providing access to engineering, scientific and technical resources not locally available. Two MsET executives also sit on the facility's Board of Directors as ex-officio members.

The \$3.7 million facility is a partnership among MSU, the Tennessee Valley Authority and area economic development agencies. The Powe Center will include a 5,000-square-foot Class 1000 microelectronics "clean room". It also will provide space for technology-related start-up businesses for up to three years with shared resources and a professional board of advisors.



Representatives from Mississippi State University, the Tennessee Valley Authority and Starkville area economic development agencies met Dec. 16, 2002, at the Mississippi Research and Technology Park in Starkville for the groundbreaking of the Ralph E. Powe Center for Innovative Technology. The Powe Center is a \$3.7 million, 25,000-square-foot high-tech incubator that is part of a statewide incubator network designed to develop more diverse technology-based companies and to promote economic development in Mississippi.

Three new tenants in three months

The MsET business incubator recently welcomed three new tenants as members over the past three months.

Wiseman Technologies, Inc., came on board in November 2002 and 3D MTI joined in December 2002. The most recent addition is the INTIME, Inc., program, which signed on in January 2003.

Wiseman Technologies is a 3-year-old company that is developing a highly powerful and efficient internal combustion engine called the Wiseman Engine. The novelty of the Wiseman engine is that it converts the reciprocating motion of the piston into the rotary motion of the crankshaft. Wiseman has a patent pending and two working prototypes.

3-D MTI is an LLC, think-tank company that is currently developing the SolarLectric SolarCell fuel cell. This unique device would be a safe, efficient and renewable energy source.

INTIME is a spin-off of Spectral Vision at Stennis, which was developed through the Institute for Technology Development. Now a commercial enterprise, INTIME provides crop input management services that target a reduction of input/chemical costs through the provision of "prescription maps" that enable the spatially variable application of agricultural chemicals to a farmer's field during the growing season.

SSC companies submit 26 proposals for multimillion dollar NTA contract

As part of a bid to win a portion of a multimillion dollar contract from the National Technology Alliance (NTA), companies from the MsET Incubator and the Mississippi Space Commerce Initiative (MSCI) at Stennis Space Center submitted 26 proposals to NTA management for fiscal year 2003. Although no contracts have yet been awarded (as of press time), the potential for many of the proposals to receive funding looks promising.

MsET, the Mississippi Space Commerce Initiative, and the Center for Higher Learning (CHL) hosted senior NTA and Rosettex officials Nov. 5-7, 2002, at Stennis Space Center. Rosettex is the prime contractor for NTA.

Capt. Peter Ranelli, interim director for CHL, said that

officials were impressed with the capabilities of MsET incubator and MSCI cluster companies to provide support in the geospatial intelligence area. He said he expects to hear about acceptance of the proposals soon.

The NTA contract will focus on leveraging technology developed in the commercial sector to meet needs in the United States Intelligence community.

Stennis companies were eligible to submit proposals to NTA due to MsET's partnership with Northrop Grumman Information Technologies on the proposal that led to the company's designation as technical lead for the Geospatial Services portion of the NTA contract. Northrop Grumman operates the only MsET production facility at Stennis for geospatial information.

Digital Media is perfect image of graduate

It has taken a lot of his own money and time, but Vince Phillips, owner and general manager of Digital Media, Inc. (DMI), feels sure his marine imagery product will soon be a driving force in the industry's national sales arena.

As a recent graduate of the MsET Technology Incubator Program at Stennis, Phillips used the incubator to take his 15 years of television production experience and enter the remote sensing market with his marine imagery product. Currently, the product is being used by WLOX-TV in

Gulfport, Miss., as the on-air image for the marine report. The product is also available as a more detailed subscription service.

DMI is proving to be a textbook example of how a company can benefit from time spent in the incubator. "Learn as much as you can from the resources provided in the incubator, then use them to become independent," Phillips said.

Charlie Beasley, manager for the MsET technology incubator, said, "This is just the beginning of the success that DMI will ultimately achieve."

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acquainting the companies with the investment community, the event was to build awareness about the geomatics industry and the commercialization opportunity present at SSC.

“We placed our companies in a good position to showcase their talents” said Charlie Beasley, MsET technology incubator manager. “We wanted serious discussions between investors and companies.”

One benefit of companies participating in the forum was the experience of making a professional presentation to actual investors. Some companies were able to schedule follow-up meetings for potential financing.

Prior to the forum, the Small Business Development Center at Pearl River Community College met with companies about structuring items to meet venture capitalists’ approval. The group also provided feedback from dry run presentations.

MsET enters international arena

MsET entered the international arena this year by initiating at least five active projects involving French and Canadian companies looking to enter the remote sensing market in the United States or vice versa. In September 2002, Greg Hinkebein represented MsET by traveling to St. Johns, Newfoundland, Canada to meet with a group that includes about 30 Canadian remote sensing companies. That visit led to the development of a strong relationship with the Canadian Remote Sensing community. Additionally, Optech of Toronto, Canada, is already a MsET tenant. MsET has continued its contractual relations with the remote sensing industry in Toulouse, France, which is the epicenter of remote sensing in Europe. Representatives from the incubator visited SSC in September 2002 regarding the MOU signed in January 2002. In addition, about 10 representatives from Mississippi visited France in October 2002 to discuss economic development projects in the remote sensing areas as well as other areas involving polymers and automotive technologies.

TECH PARK

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clients close to entering into a contractual agreement. These clients will be able to set up business at the Technology Park as soon as the access road is complete.

The Stennis Technology Park will also be the optimum location for companies that graduate from

the MsET Technology Incubator, located at NASA’s Stennis Space Center.

“We feel better about the Stennis Technology Park right now than we have in years,” Walters said. “It is closer to becoming a reality now more than ever.”

The Mississippi Enterprise for Technology, Inc., (MsET) at NASA’s Stennis Space Center is a joint effort of the Mississippi Development Authority, the National Aeronautics and Space Administration (NASA) and Mississippi institutions of higher learning. All contents of this newsletter are approved by Greg Hinkebein, MsET president and CEO, and Charlie Beasley, MsET technology incubator manager. MsET is located at:

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