

SUCCESS

stories

THE INSTITUTE

economic prosperity for diverse populations

The Institute is a nonprofit management consulting and services firm focused on business diversity and inclusion. As trusted advisors to small businesses, large multinational corporations, local governments and state leaders, The Institute works to open doors of opportunity and create an environment where businesses of all kinds can grow and thrive.

By providing customized one-on-one assistance, training, knowledge, networks and solutions, The Institute has served more than 10,000 clients. Founded in 1986, The Institute is the only organization of its kind in the country focused on business and economic growth through effective business diversity.



Durham County is a leader in moving diversity forward through its procurement practices by encouraging and tracking purchases with diverse suppliers, such as minority-owned, woman-owned and historically underutilized businesses. Through the Minority and Women Business Enterprise Program, Durham County has helped to grow the capacity and talent of diverse suppliers. As a result, they have been able to increase the development, utilization and economic development opportunities for minority-owned, woman-owned and historically underutilized businesses.

-- Farad Ali, Executive Consultant



NORTH CAROLINA BIOTECHNOLOGY CENTER

transforming life sciences and life in North Carolina

The North Carolina Biotechnology Center (NCBiotech), headquartered in Research Triangle Park, has pursued its mission to accelerate life science technology-based economic development through innovation, commercialization, education, and business growth since 1984. NCBiotech's programs include grants that propel innovation at NC universities, loans enabling life science entrepreneurs to achieve critical commercial milestones, life science intelligence services supporting companies large and small, and networking events convening our life sciences community. As the home of NC Central and Duke University, life sciences incubators like BioLabs NC and First Flight Venture Center, and 270+ life sciences companies, the opportunities for partnership between Durham and NCBiotech are boundless.

NCBiotech's Economic Development Award (EDA) program is designed to support NC communities in attracting new life sciences jobs and investment. In 2018, NCBiotech and Durham County partnered through the EDA program to support AveXis' plans to create 400 biopharma manufacturing jobs. AveXis utilized the EDA program to purchase key equipment for hands-on training for its new gene therapy manufacturing facility in Durham County. Furthermore, AveXis committed to donate \$45,000 of this equipment to Durham Tech Community College, strengthening the capabilities of the college to train future employees.



Laura Rowley

AVEXIS

world-leading gene therapy manufacturing



Rob May

Vice President & Durham Site Head,
AveXis

A leading gene therapy company, AveXis is dedicated to developing and commercializing gene therapies for patients and families devastated by rare and life-threatening neurological genetic diseases.

When looking at options for growing their business with a new office location, Vice President & Durham Site Head, Rob May says the company was attracted by "Durham County's access to a premier workforce, particularly in the field of biotechnology, necessary to support our company's rapid growth and mission."

As a new partner for Durham County, AveXis states it is committed to partnering with local organizations to support local workforce development efforts.

FRONTIER AT RESEARCH TRIANGLE PARK

half a million square feet of creative work spaces



Scott Levitan

President & CEO, Research Triangle Foundation of North Carolina

Begun as an experiment to lease office space to small businesses and startups in 2015, the Frontier building concept has been so successful that it is now considered a campus at Research Triangle Park. The expansion houses 100 companies—1/3 of the total in RTP—in an affordable, amenity and program packed innovation center.

In May 2020, the community will be enhanced with the opening of Boxyard RTP to extend the creative culture of the Frontier campus to retail, food and beverage, all clustered around a programmable outdoor entertainment venue for concerts, lectures and fun – and dog friendly to boot!

President and CEO, Steve Levitan shared his excitement about the project with us: "This first phase of HUB RTP will expand by 2023 to include the first residential community ever in RTP, supported by offices and additional retail focused on a main street and recreational stream experience that will attract workers and the surrounding communities to recreate in RTP."

AMERICAN TOBACCO CAMPUS

the largest historic renovation in the state



When we began the renovation of the American Tobacco Campus, we weren't sure if this project would be successful. Downtown Durham had serious challenges and no private developers were considering redevelopment here. But ATC has gone from a major risk to something we see as a generational project. American Tobacco is now the largest historic renovation project in the state at over 1 million square feet and home to companies like Burt's Bees, Avalara, and our nation's most diverse startup hub, American Underground. Our partnership with the County of Durham made this project possible and we're glad to call them partners.



Michael Goodman

Senior Vice President of Capitol Broadcasting Company