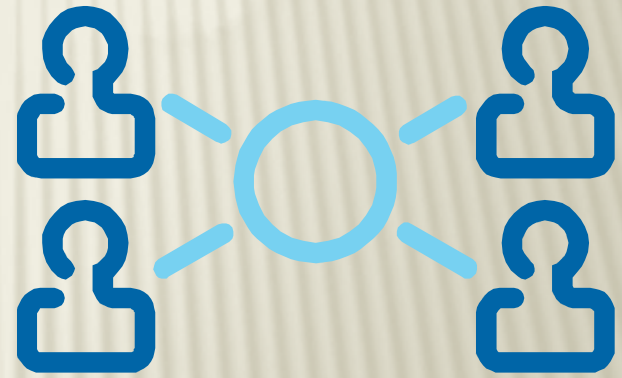


DISTRIBUTED ENTREPRENEURIAL SERVICES PROGRAMS



**City of Toronto
Knowledge Forum on Business
Incubation
3 November 2010**

PRESENTER

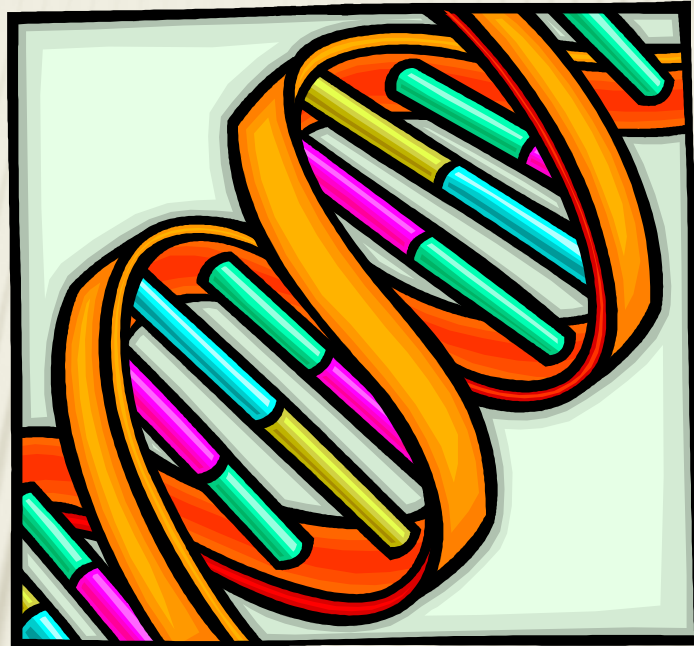
Chuck Wolfe, President
Claggett Wolfe Associates
Auburn, California
530-878-8016
cwolfe@claggettwolfe.com



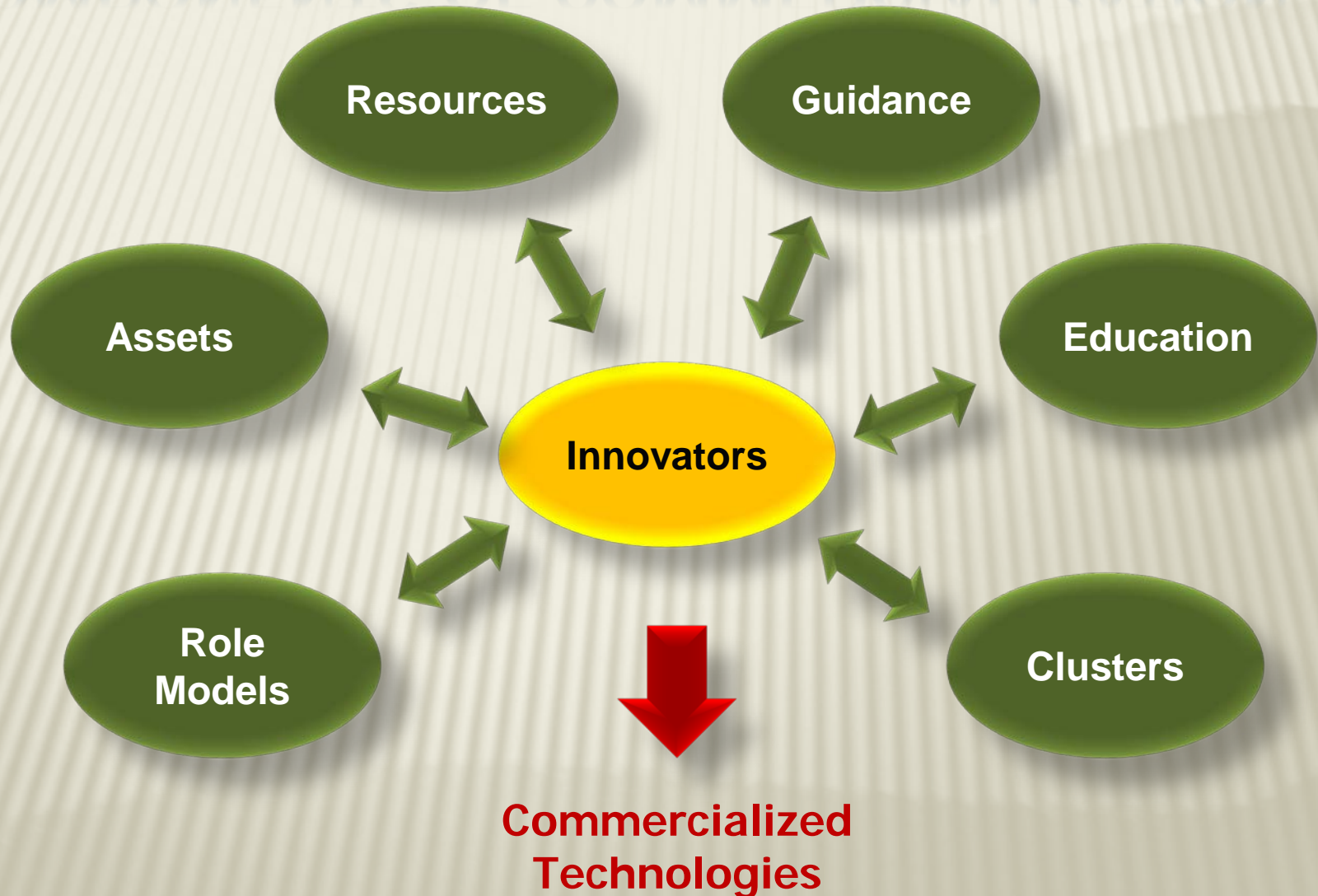


SETTING THE STAGE ...

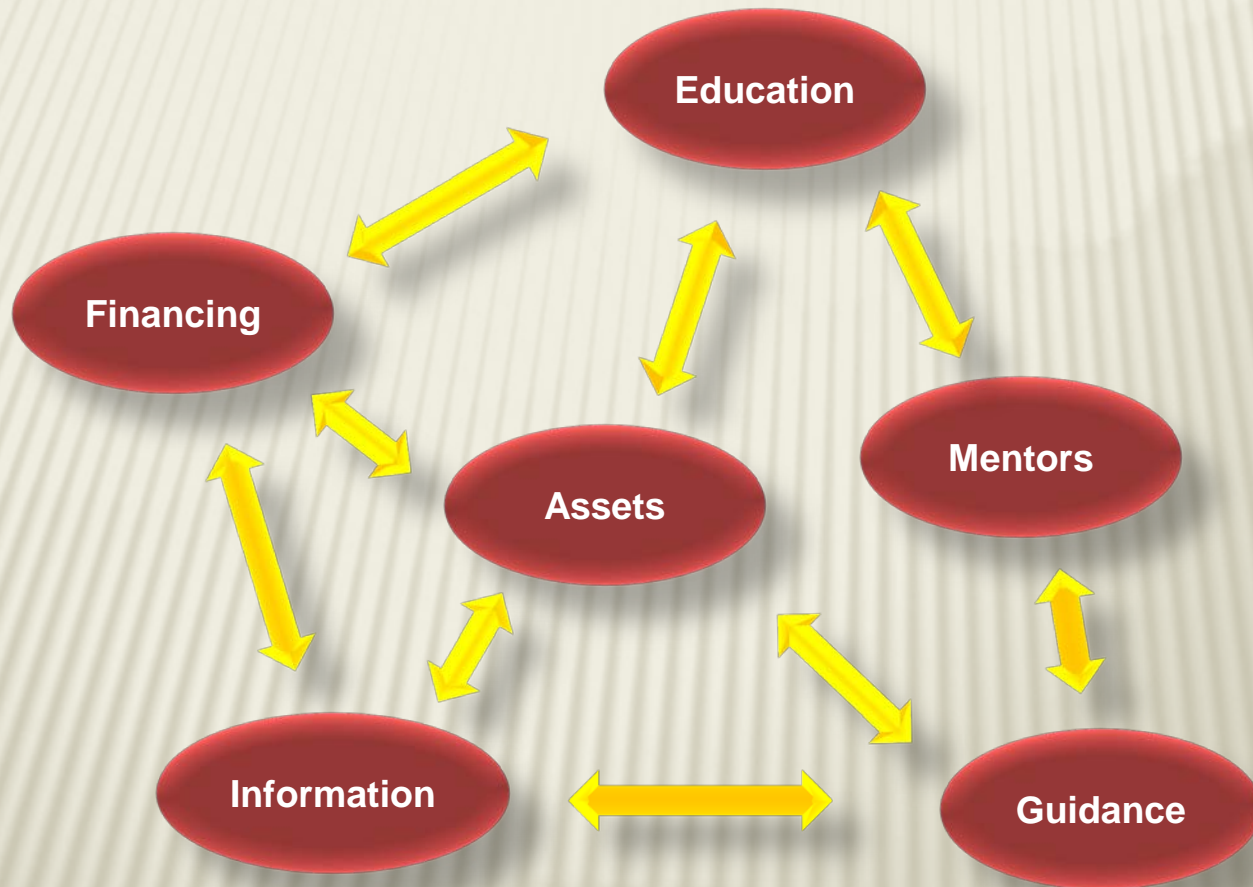
CONCEPT TO MARKET...



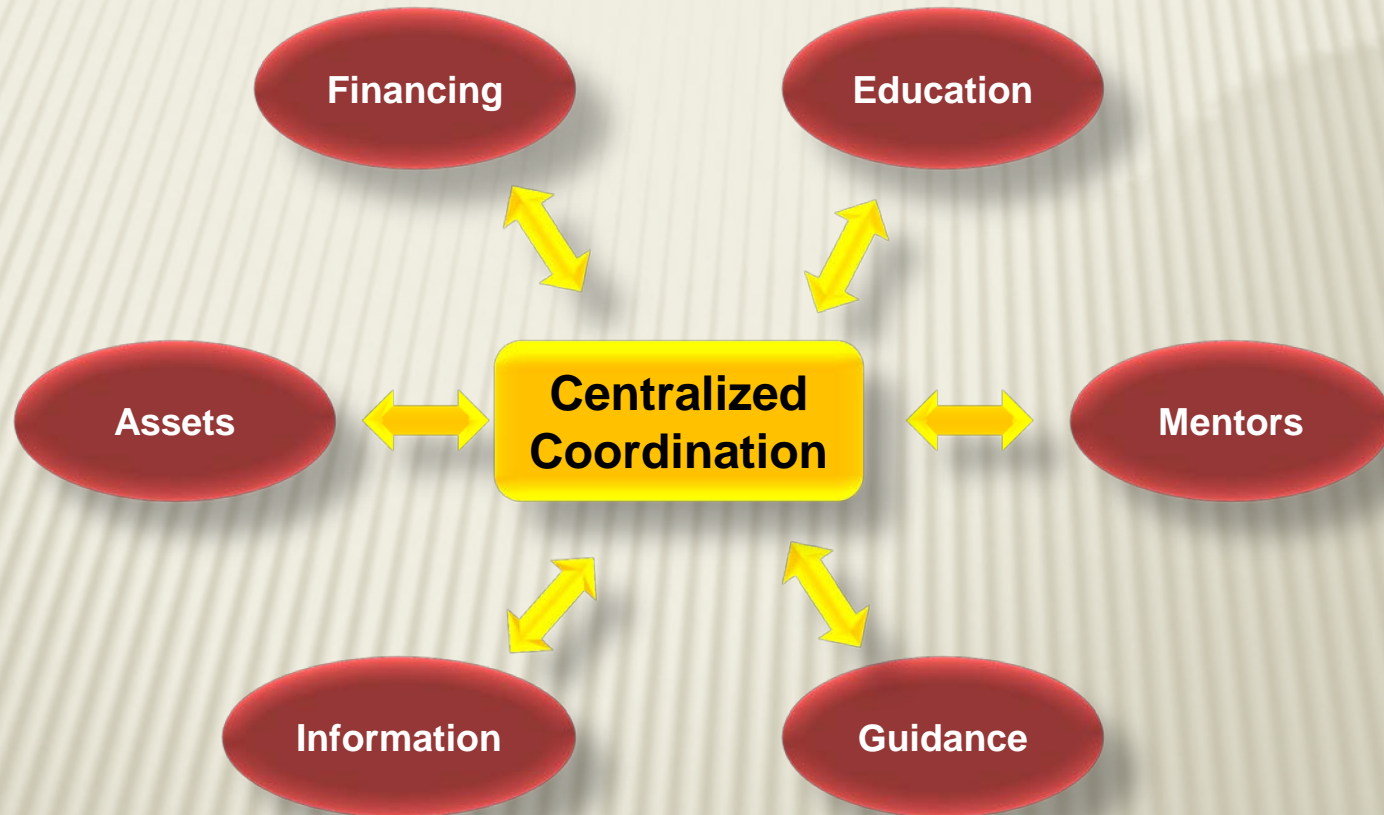
COMPONENTS OF COMMERCIALIZATION ...



DISTRIBUTION: FREE FLOW ...

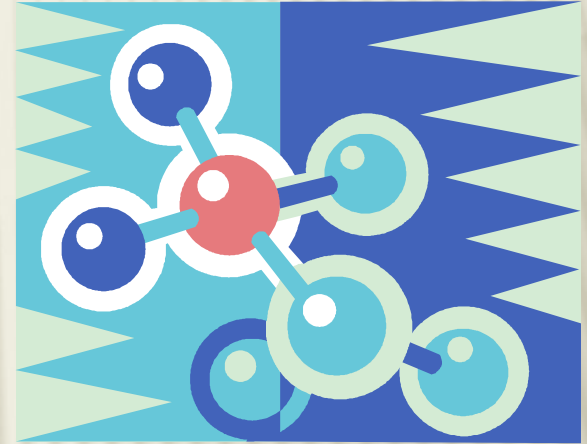


DISTRIBUTION: COORDINATED FLOW ...



DISTRIBUTED MODELS ...

- × Web portals
- × Virtual incubation programs
- × Incubator affiliate programs
- × Networked incubation programs



DEVELOPING A DISTRIBUTED PROGRAM ...

- × Commonality of mission, goals & objectives
- × Determine target markets & opportunities
- × Identify the value proposition
- × Develop a functional operating model
- × Establish organizational structure
- × Determine financial sustainability
- × Define desired outcomes/metrics

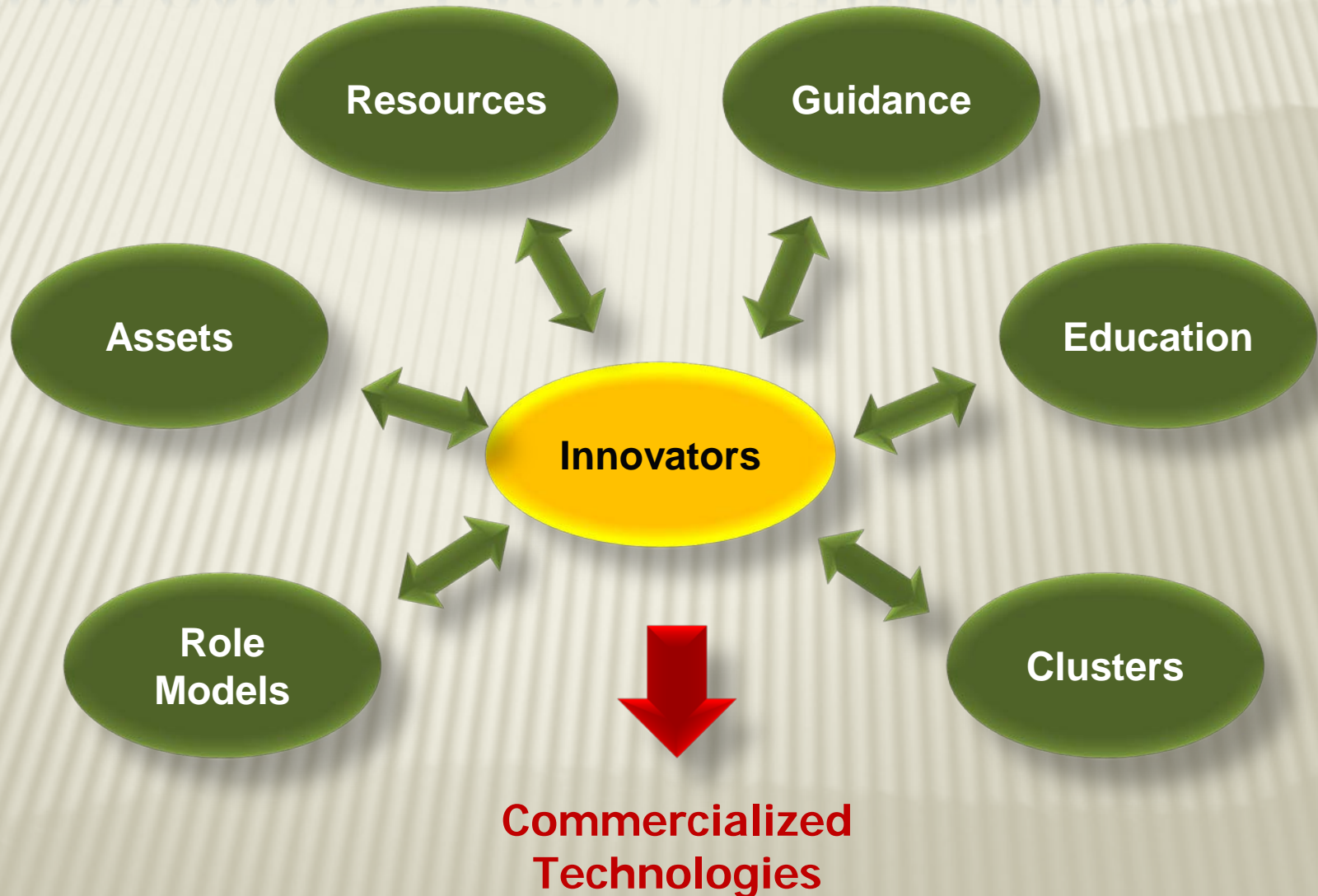


COMMON CHALLENGES ...

- × Common mission, goals & objectives
- × Screening & resource management
- × Touch & trust factor
- × Coordination/overhead
- × Quality control
- × Establishing/maintaining collaboration
- × Financial sustainability



WHAT CAN BE EASILY DISTRIBUTED?



THE DELAWARE EXPERIENCE ...

- × Identified need for a distributed system
- × Objective to establish central coordinating body (Delaware Emerging Technology Center)
- × Established organization & web-based operating platform
- × How it evolved:
 - + Leadership
 - + Management
 - + Coordination (partners/collaboration)
 - + Services

Impacts

A Program of the Delaware Economic Development Office

**Delaware Emerging
Technology Center**

Delaware
Economic Development Office deeds.delaware.gov
Innovation@work
Accredited Economic Development Organization 2008-2011

UCF INCUBATOR NETWORK ...

- × **University of Central Florida serves as the HUB**
- × **8 Network locations** - (Central FL Research Park, Orlando, Leesburg, Kissimmee, Sanford, St. Cloud, UCF Photonics Campus, Winter Springs)
- × **Strong partnerships** – (city governments, county governments, regional economic development organizations, technology councils)
- × **Value Proposition**
 - + High-quality coaches, mentors & EIRs
 - + University linkages (faculty, students, assets & services)
 - + Access to capital
- × **Performance**
 - + 140 companies, \$500 million US revenue since 1999
 - + 1600 jobs (avg. salary \$59,000)



