

# **Yet Another Alternative Source of Funding:**

## **Have You Considered a Business Accelerator or Incubator?**

**The EntreTech Forum  
June 21, 2011**

# Accelerator vs Incubator? No Real Distinction!

*NBIA Survey results: Men generally preferred the term accelerator and women preferred the term incubator.*

I drive a Porsche...

# **NSIV: Business Acceleration Services for Early-Stage Cleantech and Biotech Companies**

*A Commitment to Technology Innovation,  
Entrepreneurs and our Region*

# NSIV Program Example

## Mission

- *Nurture innovative early stage Cleantech and Life Sciences companies, and support economic growth of the North Shore region*

## Objectives

- *Assemble physical resources, experienced entrepreneurs and investor advisors together with promising young companies*
- *Guide our portfolio companies to make good decisions, build strong teams, conserve capital, and achieve development and funding milestones rapidly and efficiently*

**Focus, First and Foremost**

**Get Good Guidance**

**Conserve Capital Creatively**

# But Is It an Investment?

- Consider Incubation an In-Kind Investment
  - *Subsidized space*
  - *Pro bono services from sponsors*
  - *Experienced entrepreneurs as pro bono mentors & advisors*
  - *Vetted vendors at discounted prices*
  - *Strong investor network*
- Money you don't have to spend is as good as OPM – and it's non-dilutive
- Business Acceleration: Time = Money

**Focus, First and Foremost    Get Good Guidance    Conserve Capital Creatively**

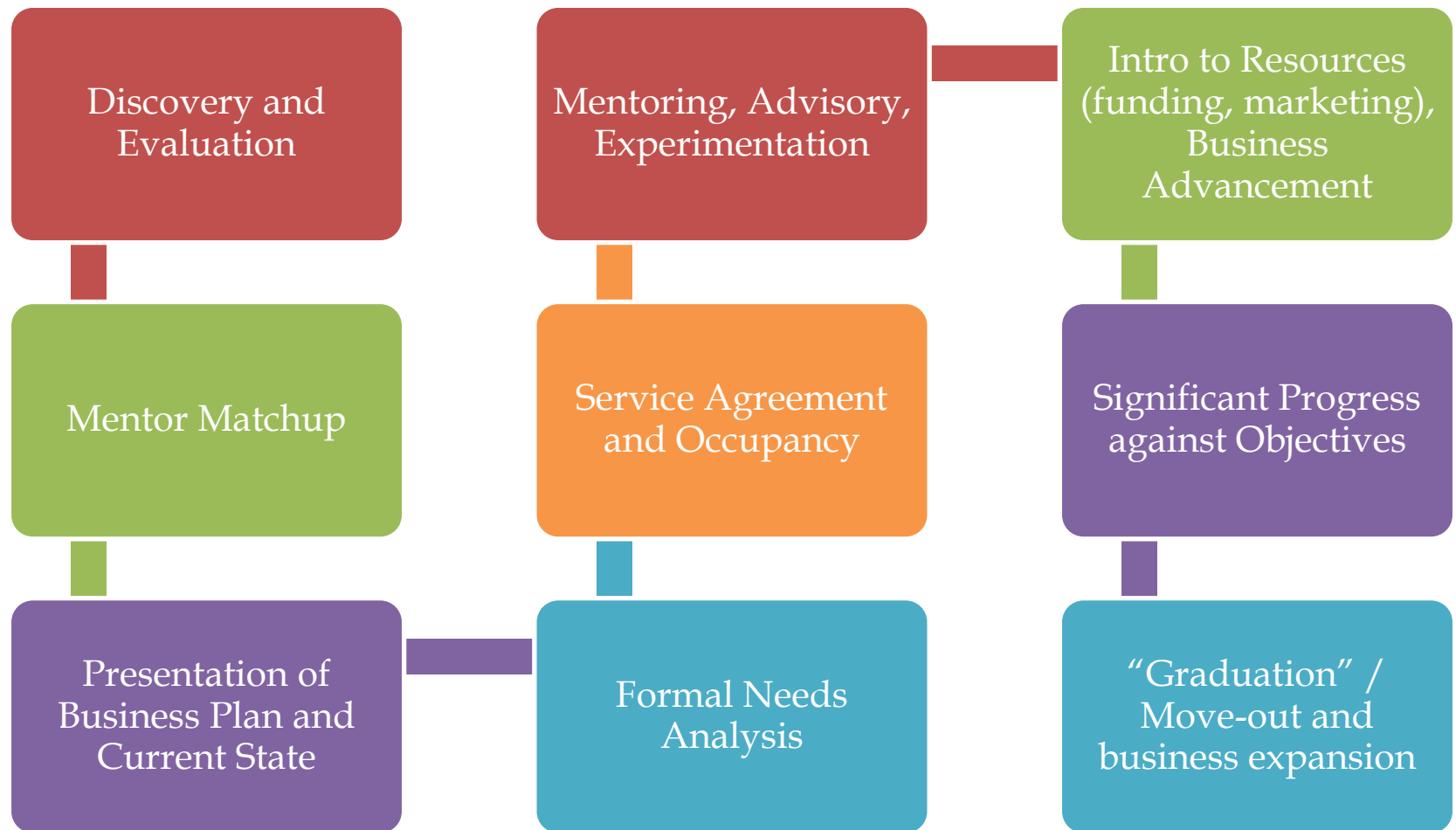
# Who Subsidizes?

- Economic Development Agencies
  - *John Adams Innovation Inst., Mass. Life Sciences Center, Mass. Clean Energy Center, Mass. Dept. of Workforce Dev...*
- Corporate Sponsors
  - *Cash donations plus pro-bono business support*
  - *In-kind contributions from industry-leading organizations (IT, Real Estate Services, Accounting, Legal...)*
  - *Provides access to innovative growth companies in need of start-up support now, promising longer term relationships*

# Who Benefits?

- Start-ups and early-stage companies
  - *7AC, kWhOURs, CEI, Magnitude, Energy Compression*
  - *AdvaStim, Cell Assay Innovations, HepatoChem*
- Sponsors
  - *Business development and branding opportunities*
- Seasoned business professionals
  - *Opportunities to participate as Mentors and Advisors*
- Communities in our region
  - *Enhanced business development eco-system*
  - *Improved global competitiveness*
  - *High-quality, sustainable jobs*

# Our Process



# Impact through Success!

- Program Graduates
  - *Over 30 new hires since our opening in 2009*
- Two former mentors now work with their start-up “clients”
- Sponsors are earning business based on the trusting relationships developed in incubation
- Portfolio companies are receiving grant money
- Funding events are nearing closing - via introductions made through NSIV

# Lots of Options Available

- Cleantech
  - *ACTIONetwork, NSIV-CIVC plus 7 sites in MA – including manufacturing development space in Newburyport, ATMC*
- Biotech/Diagnostics/Medical Devices
  - *NSIV-BIVC, MBI, U Mass Boston VDC – equipped wet labs*
  - *M2D2 @ U Mass Lowell (devices only) opening next month,*
- Electronics
  - *BU Photonics Center*
- IT and General Business
  - *Cambridge Innovation Center*
  - *Enterprise Centers in Salem and Springfield*

# Lots of FREE Support Available

- Small Business Development Centers
- Mass Technology Transfer Center
- Workforce Investment Boards
- Mentor organizations
- MLSC - intern program
- Congressional district offices
- Etc., Etc.

**Conserve Capital Creatively**  
– It's almost as good as funding