



# UPDATE No. 101

For members *first*

July 2012

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Dear Member & Friend,

From around the planet we have received congratulations after the recent issue of SPICE Update had been mailed – the number 100. The responses received encourage us to continue working on distribution of information about business incubation as well as entrepreneurship and innovation support. And we count on the information support from members of the SPICE Group

network and readers of this newsletter. This is needed for getting information that is worth publishing.

An new offer: SPICE Directory now is providing information about Advise – Support – Finance. The new ASF section is working is a beta version and ready for your input (see more details on page 1 of this Update).

Thank you for congratulations and your ongoing support.

## 23rd Global Summit of Business Incubation Associations held in Atlanta, USA

The 23rd Global Summit of Business Incubation Associations was held May 6, 2012 at the 26th Annual International NBIA conference in Atlanta, Georgia. At this Summit association representatives from Canada (Ed Hobbs, David McNamara, Michael Donahue), Japan (Terutaka Tansho), Sweden (SiSP, Magnus Lundin, Anders Nilsson, Mikael Hult), United Kingdom (UKBI, Paul Woodcock) USA (Tracy Kitts), the European Association EBN (Robert Sanders) and the international net-



work SPICE Group (Heinz Fiedler, Barbara Harley) met to update on actual developments and to discuss joint activities and initiatives.

*Continued on page 2*

## Venture Capital does not keep its promises

Venture Capital is often seen as the magic key for boosting business development, helping companies grow and developing entrepreneurship – also in developing countries. Besides the fact that VC is financing only a small fraction of innovative, technology based enterprises the latest study on these topics published in

May 2012 by the renown Kauffman Foundation (<http://www.kauffman.org/>) comes to surprising results Titled “We Have Met the Enemy...and He is Us: Lessons from Twenty Years of the Kauffman Foundation's Investments in Venture Capital Funds and the Triumph of Hope Over Experience” .. page 4

## 162<sup>nd</sup> SPICE Meeting & Dinner in Atlanta, Georgia

At the NBIA conference in Atlanta SPICE group met for the 162<sup>nd</sup> SPICE Dinner with members and guests from 11 countries. The dinner was enjoyed in an open-air res-

taurant with Turkish and Mediterranean cuisine and belly dancing - just across the street from the conference hotel. More and pictures see report on page 16)

## New Section in SPICA Directory: Advice, Support, Finance



Active since just a short time SPICA Directory ([www.spica-directory.net](http://www.spica-directory.net)) now offers the new section ASF, Advice, Support, Finance.

This section is aimed at providing access to information about organizations and companies active in the ecosystem to provide important functions for innovation, entrepreneurship and growth company support.

Being still in a “Beta status” the ASF section already offers the possibility to insert information about con-

sulting companies, public support organizations (like economic development agencies or chambers of commerce and industry) as well as finance sector partners for start-up and growth businesses. Condition for being listed in this section is a reference to one of the incubators, technoparks or associations listed in the directory. These references will be improved by an option to evaluate the respective ASF organization form the perspective of the linked reference partner. Users of SPICA Directory are invited to try and test the new section and provide comments for improvement : [www.spica-directory.net](http://www.spica-directory.net)

## 23rd Global Summit of Business Incubation Associations held in Atlanta, USA

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**Tracy Kitts**, acting CEO of NBIA chaired the Summit and informed about results from the recent "State of the Industry" survey of his association. An important spotlight on the dynamic development of the industry is that every week two new business incubators opened in the



USA in the year 2011. The report will be published soon and will make the full set of important information available. More info see below: Tracy Kitts, [tkitts@nbia.org](mailto:tkitts@nbia.org)

**Magnus Lundin**, SiSP, Sweden reported on a very positive development of his association that now has a permanently staffed secretariat and can report on very successful developments of incubator client companies. A Swedish daily technology newspaper recently published result of a competition for innovative businesses. About

half of the winning companies were from incubators. An excellent success indicator.

More info: M Lundin, [magnus.lundin@teknikbyn.se](mailto:magnus.lundin@teknikbyn.se)



**Anders Nilsson**, Innovationsbron, Sweden informed about actual developments in the Swedish incubators benchmarking program that serves to monitor and compare incubator performance and to provide a basis for improvements of incubator management. This program is coordinated with a similar activity in New Zealand so that results are comparable. Other countries and even individual incubators interested are invited to join

Info. A. Nilsson, [anders.nilsson@innovationsbron.se](mailto:anders.nilsson@innovationsbron.se)



## NBIA's State of the Incubation Industry Report to be published soon

NBIA's **2012 State of the Business Incubation Industry** report will be published shortly. It will provide the latest information about the incubation industry in the US. Comparing the statistical and anecdotal information, with earlier editions of the bi-annual report demonstrates that the industry continues to thrive.

Information is included on many incubation topics, in-

cluding program type and start-up date, square footage, financial information, services offered and more.

To preorder and receive the promotional price for *2012 State of the Business Incubation Industry*, use code **SOI12-preorder** in an e-mail to [publications@nbia.org](mailto:publications@nbia.org) by June 30.

The NBIA member price is \$35 (non-member: \$45)

## 725 new technology Enterprises

The German Federal Association of Business Incubation and Technology Centers, ADT, held its Spring Conference 2012, May 6 - 8, 2012 in Regensburg, Germany. Bertram Dressel, President of the association at a press conference informed that last year 725 new technology companies have been started in the member incubators bringing the total number up to 13.000 (since beginning of business incubation in Germany). Dressel describes a strong link between universities and other research institutions as one of the key success factors for the success of business incubators in Germany.

"ADT 2020 – Future Technology Centers" was the headline of this year's ADT conference hosted by the BioPark Regensburg. This incubator can report on success stories like the company Genearth that started on 125 m<sup>2</sup>, meanwhile is employing 200 people, and has been acquired by Life Technologies, a global life sciences company.

The positive development of BioPark Regensburg laid the foundation for a new project: The City of Regensburg is preparing to build a "Technology Campus" with 12.000 m<sup>2</sup> of space for innovative businesses. Thomas Diefenthal, Managing Director of BioPark and Board Member of ADT contributes the positive development also to excellent networking with partners in the region, on national level, as well as internationally.

More success stories of business incubators and companies can be reported from Germany – a good reason for being optimistic regarding the future of Technology Centers.

SDO Profile: [www.spica-directory.net/centers/?id=1120](http://www.spica-directory.net/centers/?id=1120)

Contact: Andrea Glaser: [glaser@adt-online.de](mailto:glaser@adt-online.de)

Website: [www.bioregio-regensburg.de](http://www.bioregio-regensburg.de)



**ADT Facts** ADT has 158 members: Innovation- Technology- und Start-Up Centers.

These member incubators host ca. 5.800 enterprises with more than 46.000 employees. Over. 17.400 start-up were

supported successfully by these incubators. These companies created more than 120.000 jobs

More than 8.000 companies graduated successfully from the ADT member centers creating more than 90.000 jobs..

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## **26th Annual International NBIA Conference held in Atlanta, Georgia**

Business incubation practitioners and economic development professionals in early May this year gathered in Atlanta for the 26<sup>th</sup> Annual NBIA conference. More than 580 participants made this event one more time *the* place to meet with incubation professionals from around the globe. The multi-tier program with more than 60 educational sessions is a specialty of the NBIA conference. It offers choices at any time of the three conference days. Additionally two-dozen exhibitors offered goods and services tailored to the needs of business incubation.

Several new features at this year's conference were big hits. They included an online tool that enabled conference-



Though not designed specifically for the conference, participants in the new NBIA Mentoring Program got to see each other in person, and mentor-mentee pairings were seen throughout the conference.

An important highlight of the conference was Tuesday's NBIA Incubation Awards ceremony. Here, the incubation programs, clients and graduates adjudged the best of many candidates were recognized for their achievements and contributions to their communities.

If in retrospection you wish you had attended the con-



goers to efficiently sort out the sessions they wanted to attend.

Social media played a bigger part in this year's conference than ever before, with a Twitter Fall that contained hundreds of tweets and real-time updates on Facebook. One of the most popular new features this year was the New Member/Nonmember Reception held right before Sunday evening's opening reception.



ference to hear one or more presentations, or if you like to hear a particular session again or one you missed, recordings are available from the NBIA website..

And make your plans now to attend NBIA's 27th International Conference on Business Incubation in Boston, April 7-10, 2013.

Website: [www.nbia.org/events/conf2012/index.php](http://www.nbia.org/events/conf2012/index.php)

Contact [education@nbia.org](mailto:education@nbia.org).

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## **Quaestiones Geographicae – Special Issue on Creative Regions**

After the second Seminar on Creative Regions in Europe in Poznan the organizers started to work on the special issue of Quaestiones Geographicae. It is an international peer-reviewed geographical journal published in Poland (on paper and as electronic version). More details can be found at <http://versita.com/qg/>. Publication of the special issue is scheduled by the end of 2012.

There is still a possibility to contribute to the special

issue and publish your paper related to the subject of creative industries or creative cities and regions.

If interested, please contact Prof. Tadeusz Strykiewicz or Krzysztof Stachowiak ([krst@amu.edu.pl](mailto:krst@amu.edu.pl)), Institute of Socio-Economic Geography and Spatial Management, Adam Mickiewicz University, Poznan, Poland

Guidelines for papers at <http://versita.com/qg/authors/>

More information: [www.creative-regions.eu](http://www.creative-regions.eu)

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## **Regional Incubator Network helps re-building Economic Dynamic**

The Northeast Ohio Incubator Collaborative (NEOinc) provides services to entrepreneurs starting technology-oriented businesses in the 21 counties of Northeast Ohio. NEOinc) was formed by the Edison funded incubators in North East Ohio; namely The Akron Global Business Accelerator ( [www.spica-directory.net/centers/?id=2430](http://www.spica-directory.net/centers/?id=2430)), Braintree in Mansfield, the Great Lakes Innovation and Development Enterprise (GLIDE) in Lorain County, the Manufacturing Advocacy and Growth Network (MAGNET), the Incubator in Cuyahoga County, and the Youngstown Business Incubator. Individually each of these incubators provide high quality managerial and facility services including business concept assessment and coaching, links to appropriate sources of funding, to business specialist resources, and flexible lease terms on low cost office, lab and manufacturing space.

Collectively, the NEOinc incubators a front door "entry point" into the entrepreneurial support network across the region. Through a recognized point of contact with one of the NEOinc incubators, entrepreneurs of all types

throughout the entire NE Ohio region will either be served directly or referred to the most appropriate other support entities. NEOinc announced that their incubation programs have generated significant economic impact in northeast Ohio over the last three fiscal years. Combined, the tenants of those programs have created 681 jobs, generated \$230 million in revenue, attracted \$79 million in investment capital, and sustained an employee payroll of \$90 million. These results demonstrate in real, tangible terms the strong positive impact that those incubation programs are having on the NE Ohio economy. Each of the incubators receive funding from Ohio's Thomas Edison Program and that funding have been leveraged to a great degree: for every dollar of Edison funding provided to the incubators, \$102 in sales and investment are generated by the incubator tenants.

This regional network can be considered as a good example for the fact that collaboration strengthens all participating incubators.

Website: <http://neoinc.org/>

## Coming (very) soon: The 4<sup>th</sup> SPICE Picnic in Serbia

Maybe it is not yet too late to register for the 4<sup>th</sup> SPICE Picnic. The starting date is July 27, the starting place is Belgrade, Serbia. The 4<sup>th</sup> SPICE Picnic will offer food for stomach and brain, information and pleasure, business and fun.

Cooking **fish paprikash** and eating it with freshly baked bread accompanied by local Riesling wine is for the mouth-watering part.

A **workshop** on new concepts for business incubation, creative industries clusters, and new ways for reaching incubator sustainability is for the brain training as well as incubator and science park visits.



Additionally the event will offer a visit to the **Matica srpska**, the oldest cultural-scientific institution of Serbia and the **Petrovaradin Fortress**, build 1692 and located in the province of Vojvodina, on the right bank of the Danube river are further program highlights.

This SPICE Picnic will be hosted by the Serbian SPICE member **Hugo van Veghel**, email [h.vanveghel@taraic.eu](mailto:h.vanveghel@taraic.eu) website: [www.bsbiz.eu](http://www.bsbiz.eu)

Usually “for SPICE. Members only” this time also a limited number of other participants are invite to attend. For more information and registration you may contact SPICE Group Secretariat at [larisa@spice-group.net](mailto:larisa@spice-group.net)

## Venture Capital .... Continued from page 1

- “VC returns haven’t significantly outperformed the public market since the late 1990s
- since 1997, less cash has been returned to investors than has been invested in VC”

And this is just from the first paragraph of the summary. The study also refers to VC insiders stating that the VC model is broken and – based on “twenty-year history of venture investing experience in nearly 100 VC funds” concludes that the Limited Partner (LP) investment model is broken: “Limited Partners—foundations, endowments, and state pension fund—invest too much capital in underperforming venture capital funds on frequently mis-aligned terms.

There are many more unexpected statements in this study. For example, “Only twenty of 100 venture funds

generated returns that beat a public-market equivalent by more than 3 percent annually, and half of those began investing prior to 1995”.

The conclusions are mainly targeted at institutional investors in VC funds that will “need to become more selective and more disciplined ... will negotiate better alignment, transparency, governance, and terms that take into account the skewed distribution of VC fund returns. Kauffmann Foundation itself should “invest directly in a small portfolio of new companies, without being saddled by high fees and carry” and “co-invest in later-round deals side-by-side with seasoned investors”

For more information about the authors and to download the study please visit

[http://papers.ssrn.com/sol3/papers.cfm?abstract\\_id=2053258](http://papers.ssrn.com/sol3/papers.cfm?abstract_id=2053258)

## Good Practices in SME Training

The **European Training Foundation (ETF)** is an EU agency established to contribute to the development of the education and training systems of the EU partner countries. With an annual budget of €18 million, its mission is to help transition and developing countries to make better use of their human capital through training and the reform of education, ([EU Neighbourhood Info](#))

A recent activity of ETF was an international conference called by the Union for the Mediterranean (ETF is a partner organization of the Union) aimed to share good practices in training for small businesses.

Examples of good practices presented are a) a skills brokerage service from Northern Ireland which brought businesses and the training community together for more effective design and delivery of training, b) a training and financing support package from Jordan for small businesses keen on entering international markets, c) quality assurance of training provision from Morocco and d) a public-private partnership for careers guidance from Spain specifically addressing young unemployed.

Website: <http://www.enpi-info.eu>

ETF: <http://www.etf.europa.eu/web.nsf/pages/home>

## Asia Pacific Journal of Innovation and Entrepreneurship gains higher recognition

APJIE, the Asia Pacific Journal of Innovation and Entrepreneurship received academic recognition. NOVA, the University of Newcastle's Institutional Repository (Australia) has asked permission to include APJIE publications also in their system with the full reference for the published article as well as a link to the publisher or

journal's web page. This link promotes the publisher / journal to other researchers in the same field. The work of **Bong Jin Cho**, editor in chief of APJIE bears fruit one more time and we congratulate to this success.

For more information visit <http://nova.newcastle.edu.au>

Contact: Bong Jin Cho, email [bjcho@kmu.ac.kr](mailto:bjcho@kmu.ac.kr)

## APJIE Asia Pacific Journal of Innovation and Entrepreneurship



Reports are invited for publication in the **Asia Pacific Journal of Innovation and Entrepreneurship**. APJIE, a professional journal

covering entrepreneurship, innovation, incubation and related topics. APJIE Vol. 6, No 2 has been published (download at <http://www.aabi.info/down.asp>).

The Journal publishes original papers; theory-based em-

pirical papers, review papers, case studies, conference reports, relevant reports and news, book reviews and briefs

**Reports** for publication in Vol.6. No 3 of APJE is **October 31, 2012**. Manuscripts for this issue of the journal must be received on the desk of APJIE through electronic mailing system (send to [apjie@kobia.or.kr](mailto:apjie@kobia.or.kr))



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## ***ANDE Research Initiative – 1st Request for Proposals***

The Aspen Network of Development Entrepreneurs (ANDE) has announced the ANDE Research Initiative. This new program will support research on the impact of small and growing businesses (SGBs) on poverty. Through the support of the Rockefeller Foundation, the Bernhard von Leer Foundation, and the Multilateral Investment Fund at the Inter-American Development Bank, ANDE will fund research on the following research questions:

*What kinds of SGBs employ or engage poor and low income people, and will these SGBs help people out of poverty? Specifically:*

- *What are the financial and non-financial impacts (health, family welfare, spillover effects) of SGB-provided jobs, compared to the alternative sources of employment available to the poor?*

- *What are the impacts of the essential products and services (such as energy, water, health care) provided by SGBs, compared to alternative sources available to the poor?*

To learn more about the Research Initiative, we recommend reading ANDE's review of existing literature: <http://www.aspeninstitute.org/sites/default/files/content/docs/ande/ANDE%20Literature%20Review%20-%20FINAL.pdf>

For more details regarding guidelines for the research, the research categories (Impact Evaluations / Portfolio Analyses) the Grant Process, the Time Line, and Request for Proposals are available on the website

<http://www.aspeninstitute.org/policy-work/aspen-network-development-entrepreneurs/funding-initiatives/ande-research-initiative>

Contact: Saurabh Lall [saurabh.lall@aspeninst.org](mailto:saurabh.lall@aspeninst.org)

**Deadlines: Proposals Due: July 30, 2012 / Awards Announced: September 27, 2012**

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## ***Young Creative Entrepreneur (YCE)***

The flagship program of the British Council is **Young Creative Entrepreneur (YCE)**. This program identifies and connects innovative international entrepreneurs in the cultural and creative sector. Running since many years a large number of initiatives have been supported and an alumni network has developed.

Creative entrepreneurs are considered key players in the dissemination of new creative ideas and cultural experiences. This YCE program therefore aims to facilitate the flow of cultural work and business between the UK and other countries. **YCE awards** are run annually through competitions, selecting winners that are invited to travel to the UK for a program of peer networking, major trade events as well as meetings with UK experts, industry contacts and investors. In 2011-12 British Council is running awards in four creative sectors: Music, Design and Fashion, Media and Publishing.

Another part of the program are **YCE networks/clubs** that are ongoing events organized by British Council offices around the world. .

The awards and the network activities aim at identifying

opportunities to engage UK creative entrepreneurs in international contacts and business cooperation. YCE is open to emerging entrepreneurs who have demonstrated entrepreneurship in the development of the creative sector in their country.

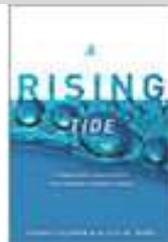
In 2011-12 the YCE program is being run in 24 countries around the world. Activities in participating countries take place throughout the year. The actual **YCE awards** program in the UK is scheduled as follows: Music – May 2011 (The Great Escape), Design and Fashion – September 2011 (London Design Festival and London Fashion Week). Media – October 2011 (London Film Festival and various other digital events), Publishing – April 2012 (London Book Fair)

All participating countries run their YCE award selection procedure and local networking activities according to different timeframes so please see the info/contacts on our country pages and/or the local British Council website to check. <http://www.britishcouncil.org/latvia-projects-young-creative-entrepreneurs.htm>

Contact [CCE@britishcouncil.org](mailto:CCE@britishcouncil.org)

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## ***Women Entrepreneurship: A Rising Tide***



“**A Rising Tide**” is an actual book that details the surge of women entrepreneurs, explains how they approach success and financing, and illuminates their importance in the economy.

Financing is the cornerstone for long-term business startup success, but little research on financing is available to the

nearly 8 million women-owned firms in the US.

The new Kauffman Foundation-funded book, *A Rising Tide: Financial Strategies for Women-owned Firms*, brings together current data and research from multiple resources and provides real-world case studies that offer practical lessons for any woman who runs a business or is thinking about starting one. Investigating women-owned companies at every stage from home-based to growth-oriented, financial strategies are presented that have helped women entrepreneurs succeed.

Although the number of women-owned firms continues to grow rapidly, the impact of women-owned businesses has been minimized historically. However, women entrepreneurs are, in fact, highly diverse in their motivations and measures of success. In light of this, it is timely to consider factors contributing to the launch, growth and success of women-owned firms.

The book acknowledges that financing strategies for new firms may be very different from those of established firms and successful entrepreneurs are constantly refining and adapting their financial strategies.

At the end of each chapter, principles in action using real-world women entrepreneurs and situations. The book concludes with a summary of financial strategies. As an added feature, *A Rising Tide* also assesses public policy priorities that could encourage and enable more women to pursue an entrepreneurial path.

To order: <http://www.sup.org/book.cgi?id=20262>

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## Incubator Quality - SPICA World Map

SPICA Directory has introduced a certain “quality standard” for being listed on SPICA World Map”. This standard does not evaluate the quality of an incubator / technopark operations, but the quality of information provided.

Organizations that have provided actual data within recent two years are shown on SPICA World Map. Profiles inserted or updated more than 24 months ago are not accessible for users



Here, in the right column on this page we give a selection of organization profiles that recently have been added or updated.

**SPICA World Map** [www.spica-directory.net/map/](http://www.spica-directory.net/map/) now is the main entry point for general users of the directory. From that map access to the individual incubator / technopark / association profiles in SPICA Directory is possible. There also are other ways of finding a specific incubator profile. For example, by using the tab “countries” on the homepage of SPICA Directory. For association profiles files the special tab “associations” serves as an entry gate.

**Add your incubator or technopark to the SPICA World Map – it is simple.**

**If your organization is not yet in SPICA Directory**, select “Insert new Profile” in the main menu of the SPICA homepage [www.spica-directory.net](http://www.spica-directory.net) and follow the instructions. However, before doing this you need to register for the use of SPICA Directory. Please use the tab “register” on the SPICA Homepage.

**If your organization is listed in SPICA Directory** and you did not yet receive a user name and password for accessing the information system, please contact the SPICA Directory Team at [update@spica-directory.net](mailto:update@spica-directory.net).

To see all institutions that recently have been added or updated recently in SPICA Directory Online, please visit [www.spica-directory.net/recent.php](http://www.spica-directory.net/recent.php)

And finally, if you want to report on your experience with SPICA Directory Online, make suggestions, or experienced Problems, please contact [users@spica-directory.net](mailto:users@spica-directory.net)

## NEW in SPICA Directory: ASF

The section ASF, Advice – Support – Finance, recently has been activated as beta version.

**This section provides** access to information about organizations and companies active in the ecosystem to provide important functions for innovation, entrepreneurship and growth company support.

Being still in a “Beta status” the ASF section already offers the possibility to insert information about consulting to try and test the new section and provide comments for improvement : [www.spica-directory.net](http://www.spica-directory.net)

## Now on SPICA World Map

**USA: Arizona Center for Innovation**, Tuscon is working since 2003.



**Arizona Center for Innovation**  
Office of University Research Parks

At this time the incubator has 13 on-site client firms with 26 employees

SDO Profile: [www.spica-directory.net/centers/?id=2272](http://www.spica-directory.net/centers/?id=2272)

**Egypt: The Virtual Business Incubator**

of the IT General Division (FoCC IT), The Federation of the Egyptian Chambers of Commerce, was established in the year 2001 and since then served 70 client companies that create more than 5000 jobs.



SDO Profile: [www.spica-directory.net/centers/?id=2418](http://www.spica-directory.net/centers/?id=2418)

**Portugal: The IPN Incubator** in Coimbra



**IPN INCUBADORA**

is active since 2002. It

Helped more than 60 companies that created 1500+ jobs

SDO Profile: [www.spica-directory.net/centers/?id=2281](http://www.spica-directory.net/centers/?id=2281)

**Russia: The MGIMO Business Incubator** in Moscow is



**BI.MGIMO**  
be innovative

working since 2007 and has

served already more than 120 client firms. Two companies already have graduated.

SDO profile: [www.spica-directory.net/centers/?id=2352](http://www.spica-directory.net/centers/?id=2352)

**Russia: The Zelenograd Nanotechnology Center** opened in



**Zelenograd nanotechnology center**

2010 and at this time has five

on-site client firms with 20 employees.

SDO Profile: [www.spica-directory.net/centers/?id=2428](http://www.spica-directory.net/centers/?id=2428)

**Germany: CHIC Charlottenburg**

**Innovation Centre** in Berlin began



activities in the year 2011 and now

has 23 client companies with 70 employees.

SDO Profile: [www.spica-directory.net/centers/?id=2297](http://www.spica-directory.net/centers/?id=2297)

**Poland: InQuabator** the Technology Incubator of



**inQuabator**

Poznan Science & Technology

Park, since 2006. More than 20 companies already

graduated and at this time more than 40 clients are served

SDO Profile: [www.spica-directory.net/centers/?id=2126](http://www.spica-directory.net/centers/?id=2126)

**Pakistan: The Technology Incubation Centre National University of Sciences**



**Technology Incubation Centre**  
National University of Sciences & Technology

is active since 2004 and has at this time 20 client firms.

Further 3 companies have graduated.

SDO Profile: [www.spica-directory.net/centers/?id=2165](http://www.spica-directory.net/centers/?id=2165)

**Slovenia: The INCUBATOR Business Innovation Center**



**BUSINESS INNOVATION CENTRE SEŽANA**

Sezana is supporting start-ups since 1996. 44 companies graduated already.

SDO Profile: [www.spica-directory.net/centers/?id=1778](http://www.spica-directory.net/centers/?id=1778)

**Chile: The business incubator OCTANTIS**

**OCTANTIS** terminated operations end of 2011. It had been

working since 2003 and during its activity supported

more than 400 start-up companies.

## Views & Facts



### **Dr. Krzysztof B. Matusiak**

after short severe sickness has passed away July 14, 2012 in a hospital in Warsaw.

Krzysztof Matusiak since September 2005 was President of PBICA, the Association of Organizers of Centers of Innovation and Entrepreneurship in Poland. In this position he

continued contacts an collaboration with partners and friends in other countries that was lasting already since the early 1990ies. During these more than two decades he did not only significantly influence the development of business incubation and laid the foundation for reliable information and data in Poland, but also helped developing and transferring knowledge to incubators in other countries.

As researcher and lecturer at the Department of Economics, University of Lodz his work focused on many areas of

entrepreneurship and self-employed, small businesses, innovation and technology transfer, the functioning of labor markets and institutional forms of support for regional development.

Krzysztof Matusiak worked extensively with European institutions, governments, local governments and NGOs. He was author or coauthor of more than 200 publications. SPICE Group has lost a friend who just was considering joining the network and had supported for many years already. One of the offices of SPICE Group since its foundation has been in Poznan Science and Technology Park where the Polish association had been located for many years after its start.

We will miss Krzysztof's calm and balanced way to handle matters as well as its quiet, focused, and persistent work for the success of business incubators, his fine sense of humor and his friendship. We mourn the loss of a friend and will treasure the memories.

### **The never ending Learning Curve**

Life-long-learning is accepted as being a necessity for individuals throughout their professional life - common knowledge for very long time already. However, sometimes it seems that for business incubators this need is not seen by all involved. But being active in the field of "innovation and entrepreneurship" requires even more learning than in other sectors. Successful business incubation needs to be prepared for the technologies and markets to come – not only for those being the most advanced today. But (one of) the questions is how to learn, where to get the needed information and knowledge.

There is not one simple answer to that question. But besides taking advantage of training offers (like the *infoDev*

business incubation management training) and exchanging information and knowledge at conferences, workshops or meetings with peers it is evident that a solid basis of "facts & figures" is critically important. The available basis of facts & figures, however, cannot be called sufficient. The Swedish SiSP and New Zealand's incubator association with support of their respective governments have built a system allowing incubators to learn from each other's experiences, identify development potential for incubators and their clients, and offer ways to make use of such potential.

Talks are under way to open this system for other partners and countries. We will continue to report on this matter.

### **Capacity Development Fund – Fourth Round announced**

ANDE, the Aspen Network of Development Entrepreneurs, has announced the fourth round of the **capacity Development Fund**. This fund is supported from MasterCard Worldwide, the Lemelson Foundation, and Citi Foundation. This round will fund two types of proposals: those with a youth entrepreneurship focus and traditional innovation/collaboration grants. The RPF can be downloaded from the website at the end of this article

The ANDE Capacity Development Fund (CDF) fuels initiatives aimed at interorganizational collaboration and capacity building. The goal of the CDF is to increase the productivity and effectiveness of ANDE members, while

creating tools and insights that can help the SGB sector as a whole.

A key ingredient of all funded proposals is the benefit the outcomes will produce for the broader sector. Projects can be divided into four categories: Networking, Tools and Platforms, Research, and Training

**Proposals Due: August 3, 2012**

**Awards Announced: September 27, 2012**

For more details, please visit the website [http://www.aspeninstitute.org/policy-work/aspen-network-development-entrepreneurs/capacity-development-fund?utm\\_source=as.pn&utm\\_medium=urlshortener](http://www.aspeninstitute.org/policy-work/aspen-network-development-entrepreneurs/capacity-development-fund?utm_source=as.pn&utm_medium=urlshortener)

### **Free Source of valuable Information**

From summer this year the World Bank will offer free access to all its "research outputs and knowledge products". Anyone may download information from the repository and it is free to use, reuse and redistribute. World Bank's knowledge products and research outputs are now available

for non-commercial as well as commercial purposes. But if you are interested you do not need to wait until July 1, 2012. Already today much information is available from the *World Bank Research Observer* at the new Web site <https://openknowledge.worldbank.org/>.

## Business Incubation in ECA

This section provides information about incubation activities and programs from the ECA region (Eastern Europe and Central Asia). ECA<sup>bit</sup> is the regional networks of business incubators and technology parks that has been set up with support from the infoDev program. For more information, please visit the website <http://www.ecabit.org/> or contact Radu Ticiu [radu.ticiu@it-incubator.ro](mailto:radu.ticiu@it-incubator.ro)



### Network

#### Coordination of ECABit Network handed over



The Steering Committee of ECABit in March 2012 elected **Radu Ticiu** (Timisoara, Romania) to coordinate the ECABit network for the time to come. Radu is running a very successful business incubator in Timisoara. Radu received full support from all members and ECABit is looking forward new horizons. The former network coordinator, Todor Yalamov, served ECABit since April 2008 and will continue cooperate with all members in the future. Before that Andrey Tarelin had been the first coordinator of ECABit and

Kharkov Technologies the first secretariat, providing the ground for establishing the network with its first annual conference in 2005 held in Kiev. One of the first actions of Radu Ticiu as the new network coordinator will be organizing elections for a new steering committee. SPICE Groups thanks Todor for great collaboration and wishes Radu success and fun with his new responsibility for the ECABit network. Contact Radu Ticiu, [radu.ticiu@it-incubator.ro](mailto:radu.ticiu@it-incubator.ro) SDO Profile: [www.spica-directory.net/centers/?id=186](http://www.spica-directory.net/centers/?id=186) for the incubator and the network SDO Profile is available under [www.spica-directory.net/associations/?id=145](http://www.spica-directory.net/associations/?id=145)

### Armenia

#### Marking the Start of Regional Incubation and ICT Decentralization

Armenia marked the commencement of construction works of Gyumri Technopark in Gyumri, the second largest city in Armenia. Implemented by Enterprise Incubator Foundation of Armenia (EIF), the Technopark is part of the Gyumri Economic Development Project aimed at creating an innovation-driven business environment and foster startup creation and incubation for economic advance of Gyumri, a city largely devastated by the earthquake of 1988 and yet posing a high technological and economic potential for development. The project is also an attempt of the Armenian Government towards economic decentralization and regional development.

Gyumri Technopark will house business and SME upgrading facilities and laboratories to be used for creating and supporting knowledge-based firms and enhancing formation of highly qualified workforce in the region.



The primary focus of the Technopark is to assist regional technology entrepreneurs to successfully develop and market their concepts, products and services by being trained in activities leading to the sustainable growth of their companies and establishing networking and marketing capabilities for entry into new markets.



EIF Director Bagrat Yenigbaryan displays to the President of Armenia Serzh Sargsyan and guests the plans of Gyumri Technopark facilities.

The Government of Armenia will support technology commercialization through seed money provided to startups and teams with business ideas. The private sector and foreign sources will also participate in startup funding through a special equity fund.

The Gyumri Technopark commencement ceremony was honored by governmental delegation headed by the President of Armenia Serzh Sargsyan. Parallel with the ceremony, a memorandum of understanding was signed between the Government of Armenia and D-Link International on the establishment of the D-Link Regional R&D Center in Gyumri, yet another important step towards technological and economic advance of the region. For details, please visit [www.eif.am](http://www.eif.am)

### Georgia

#### Innovation Policy and Technology Transfer

In a project sponsored by the German Development Aid Organization GIZ, SPICE Member **Karl-Heinz Jach** is working on developing a concept for a Technology Transfer Center. This project is related with drafting recommendations for an Innovation Policy for the country. Bringing results from research into practical use in SMEs of for starting new innovative enterprises is one of the key instruments for developing a future oriented economy. Part of the project is also an initiative for building closer working contacts between Georgian innovation professionals and their European counterparts .

The Baltic Dynamics Conference to be held in Vilnius (September 2012) could offer an excellent opportunity for making such contacts and learning more from each other's activities and experiences



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## Business Incubation in MENA

This page provides information about incubation activities from the MENA region (Middle East and North Africa). MENA<sup>inc</sup> is the regional infoDev supported network of business incubators and technology parks. More information: <http://iisc.infodev.org/en/Region.5.html> or <http://www.menainc.org> contact Mr. Mohammed Allam at [m3allam@gmail.com](mailto:m3allam@gmail.com)



### Lebanon

#### *Business Incubation in the North of Lebanon – since Alexander the Great*

In these days we hear mostly about flights in the Northern part of Lebanon – “spill-over” from the uprising of the Syrian people. The border is just about 20 km from Tripoli, the main city of Northern Lebanon. Therefore it not a surprise that many refugees from the neighbor country seek shelter here.

But here we want to put a spotlight on innovative and entrepreneurial activities in this city.

BIAT, a not-for-profit organization, was established by three organizations: The Chamber of Commerce, Industry, Agriculture and Trade Tripoli, Mutual Fund for the Members of the Chambers of Commerce of Lebanon, and The Rene Mouawad Foundation.

BIAT was established with the assistance and back up of



the Integrated SME support program, an EU funded project at the Ministry of Economy and Trade of Lebanon. A second EU support phase has been provided including a grant and technical assistance.

BIAT is managed by **Fawaz Hamidi** and his motivated, professional, experienced, and caring team ready to assist clients with their financial, technical, marketing, legal, accounting, exporting and training issues along with networking. The BIAT business incubators offers a wide spectrum of start-up support – from business plans and

“hot desks” for entrepreneurs doing their first steps into business to executive suites for the more advanced.

Especially important for networking is cooperation with the Chamber of Commerce and Agriculture

where **Rana Mawlawi** is supporting business development of the city and the region. She also was the “driving force” for developing the concept for the business incubator and getting it started. She initiated many more activities for supporting local business. For example a test laboratory that provides the necessary certificates to the local food industry and helps developing new or improved products like soap made from olive oil: “already Alexander the Great came here for the soap”.

The North Lebanon economy is built on fragmented agribusiness based structures where more than 92.5% of the business enterprises have less than 4 employees. Therefore a need was seen for Business Development Services to be accessible to would-be entrepreneurs as well as small enterprises that wish to grow. On this background BIAT established a satellite in the Akkar region.

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### Lebanon

#### *Innovative Incubation Concept: New Incubator at Start in Beirut*

Right in the center of Beirut, on Hamra street (a street tourist guide books called the Champs-Élysées of Beirut), just across the First National Bank, **AltCity** is preparing to start a new type of incubation activity. This initiative is aimed to become a creative combination of an internet / newsroom cafe, a place for art performances, an information hub with digital access to libraries around the world, a multimedia production lab (multimedia computers, soundproof room, and a collaborative work space for (would-be) entrepreneurs, a shop for stationary, a copy shop – or just a place to meet. This will be combined with business support to especially help start-up businesses.

The entrepreneur behind **David Munir** describes the actual phase saying “We are currently working day and night on establishing AltCity, a unique and exciting media/tech/social impact collaboration space and startup

business support services, etc.), plus meeting/training support space.” He already has prepared the start by organizing more than 70 events at the AltCity space since July 2012 that brought 2000+ people to the place. Once the incubator is operational well over 100 daily visitors are expected.

Recently AltCity announced its 2012 Community Advisory Committee. This committee is comprised of thirteen individuals representing a range of sectors, including journalism, media research, social enterprise, civil society, web/technology, investment, and education. The Committee will meet regularly at AltCity to review and assess ongoing projects, advise on plans, and provide guidance and mentorship in specific areas of work.

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### Tunisia

#### *New Incubator Concepts emerge after Revolution*

The Open Source Valley (OSV) and WIKI Start-up are two new concepts of business incubation that are beginning to take off in Tunis. The existing system of 26 incubators under the governmental Agency for Investment and Innovation is operating many years already, but do

not (yet) provide the targeted business development and growth services that are part of actual business incubation concepts. In coming issues of SPICE Update we will provide more details about the emerging new incubation activities in Tunisia.

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**Morocco** *Nonprofit Organization helps SMEs to attract Finance*

The Business Finance Store is composed of highly experienced, certified, business professionals. The aim is to provide expertise for a wide range of needs.

Unlike a bank, local lenders, or business brokers, BFS looks at the whole business and help determine what is most important for succeeding. For those who qualify for funding BSF will get it.. For those who don't qualify,

BSF promises to provide the services needed to reach qualification for finance.

Starting in the year 2000 as a nonprofit legal assistance project, BFS has grown to cover all financial aspects of small businesses.. Since 2007 BFS secured over \$50 Million in business funding for its clients.

Contact <http://www.businessfinancestore.com/about-us/>

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**Palestine** *PICTI combines physical and virtual Incubation successfully*

The Palestine ICT Incubator, PICTI, since 2004 has implemented both incubation models "Virtual and Physical incubation". PICTI headquarter is located in Ramallah (West Ban)k which is totally separated from the other part of Palestine, Gaza. Therefore, PICTI provided physical incubation to the entrepreneurs of West Bank in Ramallah and – in cooperation with other partners - virtual incubation to clients in Gaza. Tools used for this purpose were, for example, Skype and video conference. In 2011, PICTI activated its branch in Gaza to coordinate the process and start hosting entrepreneurs physically..

PICTI also recently started supporting the Centers of Excellence (CoE) at the universities in West Bank to take care of the pre-incubation phase especially in the Arab American University of Jenin (Northern Palestine) and at the Palestine Polytechnic University - Hebron in the south. PICTI in this case is acting as an accelerator and start incubating the projects (also physically and virtually) which are with the pre-incubation at the universities in full cooperation with PICTI.

For that, PICTI conducted a series of training courses for managers and staff of these centers in order to facilitate this hybrid model of incubation in the following areas: Trends in Business Planning, Commercialization, IPR & Tech Transfer, Business Models, as well as Investment readiness and pitching

The CoE's also are involved in PICTI projects, e.g. by being represented in the evaluation panel of projects. The most recent panel was conducted evaluated 53 Business Plans during the Business Plan Contest PICTI is conducting with Intel support.

This initiative aims to transfer the knowledge to universities and CoE's to facilitate pre-incubation at their campus and to continue the acceleration at PICTI later on.

Palestine is a special case where virtual incubation is a must. PICTI is offering the physical incubation as well as virtual incubation and recently introduced a hybrid model in cooperation with other partners.

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**Morocco** *Incubation and Spin-Off Network*

The Morocco Incubation and Spin-Off Network (RMIE) is a national network of about a dozen of incubators (members of RMIE) located all over the country. RMIE was established in 2002 by the Government to bring together universities and the world of business and to encourage innovation and the creation of innovative companies. The mission of RMIE is

- to enhance research through the creation of innovative companies and encourage the entrepreneurial spirit;
- to train, assist, and advise incubators end project holders to create innovative companies
- to generate a pipeline of projects to create innovative companies and raise funds for their financing.

Amine Maliki, Industry Liaison Manager at the National Center for Scientific and Technical Research, CNRST,

Rabat, since 2010 belongs to the coordination team is in charge of managing the network and is in charge of Cooperation and Communication issues is interested in also creating and supporting international technology transfer links.

CNRST also has started a new business incubation initiative. At this time in something like a "test run" this incubator seeks to develop new patterns of support for the client companies. So far Morocco is lacking business development and growths services provided by incubators that have been too much research and education oriented. SPICE Update will follow the new developments and report on developments.

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**Bahrain** *Successful infoDev Business Incubation Management Training*

After the train-the-trainers and "end-user" training infoDev had held earlier this year in Istanbul now, end of May 2012, the MENAinc Focal Point offered a Business Incubation Management Training in Bahrain. This training was conducted in the Gulf Hotel, Bahrain and was organized by Bahrain Development Bank Group (the mother company of Bahrain Business Incubator Center) in association with MENAinc, the Middle East and North Africa Incubators Network, with infoDev support.

This training was conducted as part of the first GCC Entrepreneurship Week which included the first GCC

future entrepreneur's forum, and other events related to entrepreneurship and SME's support.

Three training modules were offered as follows: Module 1&2, Business Incubation Definitions and Principles & Business Incubator Models, Including Success Factors, Module 4 – Marketing and Stakeholder Management, Module 6 – Managing the Incubator. The total number of participants was 39 coming from 16 organizations from 6 GCC countries as

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**Morocco** *Training in Technology Transfer*

The German Moroccan Business Club June 18-19, 2012 organized a workshop in the Centre National pour la Recherche Scientifique et Technique (CNRST), Rabat, Morocco. R&D Investment in Morocco is still very weak and lacking the critical mass. Even if a National Innovation System (NIS) may enable a country with rather limited resources rapid progress is possible, for example, through appropriate combinations of imported technology and local adaptation and development. This was the case of many less developed and emerging countries with relatively low level of spending on R&D such as Taiwan, Korea, Malaysia and BRICS. The world trade shares of these contraries are considerably higher than their patent shares. Such countries are active in exporting technology based products.. For example, the most successful late-comers to the wind energy market (e.g. Spain and China) took the first steps in developing their industry through joint partnerships technology transfer via licensing agreements and associated royalty fees with manufacturers in Germany and Denmark. The Moroccan German Business Club (MGB Club), and its partners organized the training to help innovation stakeholders and entrepreneurs in Morocco to gain the required skills and knowledge to search innovative ideas and acquire them. The training will cover topics like:

- Patents basics, searches in major patent databases
- Basic patent intelligence tasks and to transform patent data into technical, business and legal knowledge
- Technological intelligence tasks and identify new ideas for their businesses
- Patent mapping tools and software
- IP licensing legal and commercial issues, IP negotiation, IP valuation and dispute resolution.

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**Business Incubation in ASIA**

This section provides information about incubation activities from the ASIA region. APIN, the Asia Pacific Incubation Network is the regional networks of business incubators and technology parks set up with support from the infoDev program. More on <http://www.incubationasia.com/index.php> contact Suresh Kumar, [psgstep@vsnl.com](mailto:psgstep@vsnl.com)



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**India** *Villgro Incubatee receives significant Funding*

Villgro Innovations Foundation announced that Biosense Technologies Pvt Ltd, a company incubated by Villgro, has successfully raised a significant round of investment from Global Superangels Forum Investors. Abhishek Sen, Myshkin Ingawale, Aman Midha and Yogesh Patil founded and promote Biosense. Biosense Technologies is at the forefront of Indian point of care diagnostics. With their first offering, TouchB, Biosense has developed India's first non-invasive diagnostic tool for Anemia with their patented 'needle-free' hemoglobin measurement system. TouchB takes the guesswork out of Anemia diagnosis with an intuitive interface while driving down the costs of consumables associated with old-fashioned.

diagnostic methods Anemia is linked with the leading cause of death during childbirth in India. Combining the vague symptoms of Anemia with a largely uninformed public, results in most women finding out they are anemic when it's far too late. TouchB, with its low user-skill requirements and high levels of accuracy makes anemia screening and diagnosis easier and more efficient. Villgro provides Biosense with patient seed funding, senior mentors and access to host of tailor made services designed to support and nurture start-ups in India. To refer enterprises that, like Biosense, can avail of our incubation services, please point them the Online Application Form ([http://villgro.org/innovation\\_form.php](http://villgro.org/innovation_form.php)) Biosense: <http://www.biosense.in>

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**15th International Workshop Business Incubation in Shanghai**

“Investment & Start-ups & Incubation”; is the topic of the 15th International Workshop Business Incubation in Shanghai to be held September 2 – 6, 2012. This event will offer a great opportunity for learning about investment and start-ups in China. The Shanghai International Business Incubator (SHIBI) training workshop is the premier event in the incubation industry in China and has attracted more than 300 professionals from 20 countries and regions in the world attending it in the past 14 years. The one-week event features keynote speeches, incubator tours and networking opportunities, for providing a better understanding of business incubation development in China. For start-up companies, finance is a key development factor. Therefore SHIBI is dedicated to inform about the ways and mechanisms for financing growth businesses. Other important workshop topics are “China's innovation and entrepreneurship system”, “The innova-

tion and entrepreneurial environment in Shanghai”, “Entrepreneurial pre-incubation promotes higher entrepreneurship success rate”, “Practice of technological finance”, “Combined by incubation and capital”, and “Construction of professional incubation service system”. Honored guests of the event will be leading representatives of Torch High Technology Industry Development Center, MOST of P.R.C S&T Commission of Shanghai Municipality, Shanghai Technology Innovation Center as well as renown investment institutes: Shanghai Shangchuanxinde Ventures Co., Ltd, Shanghai Liuhe Ventures Co., Ltd, Shengda Capital, IDG, Dinghui Capital, For the complete program visit <http://www.yibase.com/Home.html> To register, please use the special workshop website [www.yibase.com/Application.html](http://www.yibase.com/Application.html) Contact Maggie He at [hexiaoshuang@yibase.com](mailto:hexiaoshuang@yibase.com) as well as [xiaoshuanghe@ymail.com](mailto:xiaoshuanghe@ymail.com)

## Business Incubation in Africa

This page provides information about incubation activities and programs from the AFRICA region. AIN is the regional net-bators and technology parks that has been set up with support from the infoDev program. For more information, please visit the website <http://www.infodev.org/en/Project.22.html> or contact



### Senegal Startup Weekend Dakar – great success for CTIC

by Omar Cissé

A Startup Weekend is an intense 54 hour event that brings together people from various backgrounds – engineers, software developers, graphics designers and business people – to build web and mobile applications which could form the basis of a business over the course of a weekend. The teams are mentored by local experts and entrepreneurs and have to pitch in front of a jury. With more than 150 active participants and many officials and



focus the event on IT innovations dedicated to agriculture and the arts, two of the most important sectors of Senegal's economy. To better prepare the participants and build a first link between developers and people from the arts and agriculture, a two day preparatory workshop was organized the week before the Startup Weekend.

At the opening in Friday evening, more than 54 people presented their idea. The community then chose their favorites and 11 teams were formed. During the entire weekend, they were advised and challenged by local entrepreneurs and experts like Abdoulaye Mbaye, founder and CEO of the successful startup Neurotech, Chams Diagne, CEO of Viadeo Africa and Omar Cissé, Director of CTIC Dakar as well as Karim Sy of Jokkolabs and Joeri Poesen of Bantalabs, two of the most active coworking spaces in West Africa.

Most of the participants stayed working late and some even did not sleep at all for two nights. You can imagine their eyes on Sunday night when they had to pitch in front of 200+ people and a jury not less impressive: Cheikh Tidiane Mbaye, CEO of Orange Sonatel, Tidjane Deme, Lead for Google Africa or Antoine Ngom founder and CEO of GSIE, one of the most successful IT company in the region. All were impressed by the applications and web sites that were created in such a short time.

ICT entrepreneurs do not need much more than being together, good mentors and a challenging context to produce a first proof of concept.

The Winner of this first Startup Weekend Dakar is the project **My African Touch**, a virtual art village and e-commerce platform that enables foreign African art lovers to purchase rare and unique pieces like statues, clothes, painting, etc. The second team **Innov'Atif**, developed a mobile app that helps farmers manage their production and increase their yield. The third team, **Smart Pegel**, created a mobile market place where land buyers and owners can interact and share reliable information. Additional to the tablets and smartphones offered by Orange-Sonatel, the three winners will receive a 3 months acceleration program within CTIC Dakar and management training from Microsoft along with the access to their platform Bizpark Plus. These three organizations are the major sponsors of the event along with the SME Support Program of the German Cooperation (GIZ).

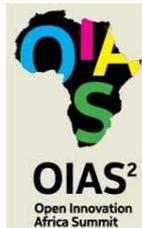


This experience was a clear success for CTIC Dakar now preparing to launch its acceleration program. It was a first Step for CTIC in the process of working with agribusiness entrepreneurs and it is preparing another event in Pout (70 km from Dakar) to give the opportunity to these entrepreneurs to adapt the projects identified during the Startup Week end to the needs of this region in collaboration with the Senegalese cluster program.

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## Africa



### Open Innovation Africa Summit 2

End of May 2012 in Nairobi, Kenya, the **Second Open Innovation Africa Summit** brought together more than 200 of Africa's top policy makers, developers, entrepreneurs and private enterprises for a three days of intense debate

This year's OIAS – the second of its kind – was organized by Nokia, CapGemini and infoDev, a technology, entrepreneurship and innovation program in the World Bank.

The main aim of the summit is to empower African thought-leaders to find ways to spur technological innovation within their own local context.

This year's summit put the spotlight on the leadership required to drive acceleration of African entrepreneurship and innovation for meeting the ambitious targets for socio-economic development. After years of lagging in ICT, Africa is now emerging as recognized innovator. More information: [www.infodev.org/en/Topic.28.html](http://www.infodev.org/en/Topic.28.html) or Nokia at [research.nokia.com/page/12248](http://research.nokia.com/page/12248)

## Business Incubation in Latin America

This page provides information about incubation activities and programs from the Latin America and Caribbean region. Relapi is the regional network of business incubators and technology parks that has been set up with support from the infoDev program. For more information, please visit the website [http://www.relapi.org/site\\_novo/index.php](http://www.relapi.org/site_novo/index.php)



### Colombia

#### CREAME

CreaMe started operations in 1996 and is one of the more experience incubators in Latin America. Not long ago the incubator invested in new instrument for helping entrepreneurship flourish in the city of Medellin. The CreaMe headquarters now offer “Co-working space Space”. This is a location offering a wide range of activities aimed at fostering creativity, networking, and collaboration. Not all activities taking place in such space need be focused on entrepreneurship at first look. Offering an open and dynamic environment where may people can experiment with different ideas and concepts is expected to trigger also business ideas and start-ups. The new co-working space also is seen as a contribution to developing the innovation and entrepreneurship ecosystem of the city

The Co-working Space offers wireless Internet connec-



and workstation to begin with ICT related features But it provides as well a cafeteria, meetings rooms of different size, an auditorium, lockers, and other services. The space can be used on a by daily, weekly or monthly basis and users to not have to cover full cost. For the time being CREAME provides a subsidy.

Based on this, entrepreneurs from different areas and economic sectors will have a private space for meetings, to interact with other entrepreneurs, investors, media and others. They may participate in the academic agendas CREAME arranges each month and receive business consulting hours per month on various topics.

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### Chile

#### Incubator closes after eight years of operation

Octantis, the Business Incubator at the University Adolfo Ibáñez, Santiago de Chile has terminated operations December 31, 2011 for “restructuring our operations as incubator”. Launched in 2003 Octantis until its closure has supported 441 enterprises and helped securing finance of more than \$ 10m for these companies – from private and public sources. Octantis promoted visionary programs such as support for re-entrepreneurs (Again), ChileEmprendedoras, Biobusiness, creating the largest

network of angel investors and strategic partners. The host university will continue support Innovation and Entrepreneurship and the lessons learned are expected to inspire a renewal and return of the incubator. Octantis thanks all who supported the incubator, especially at the Universidad Adolfo Ibáñez, IGT founding partner and CEO, Innova Chile - CORFO, IDB - MIF, and generally all who helped making a contribution to the ecosystem of innovation and entrepreneurship in Chile.

### Caribbean

#### Business Plan for Caribbean Climate Innovation Center

Climate change is threatening islands around the planet – also islands across the Caribbean, both in terms of physical damage from hurricanes, rising sea levels, erosion and declining fresh water supplies, as well as economic losses as industries are impacted.

On this background *infoDev* is preparing a business plan for the development of a Climate Innovation Center (CIC) in the Caribbean. This work is undertaken in partnership with the Canadian International Development Agency (CIDA) and the Entrepreneurship Program for Innovation in the Caribbean (EPIC). CICs are institutions providing services and venture financing that address the specific needs of local climate innovators and locally owned and run companies.

Supporting climate innovations combined with fostering local entrepreneurship provides a unique opportunity to develop and grow a competitive, green technology and

business sector. The CIC will assist entrepreneurs through a spectrum of activities, from scaling businesses in the climate technology supply chain, to promoting the growth of sustainable agribusiness practices.

Until about the end of the year 2012 infoDev’s Climate Team will engage with a range of stakeholders from CARICOM member countries (government, private sector, research community, donors, and NGOs) to analyze the market and technology landscape to map the needs, challenges, and opportunities for climate innovation in the Caribbean.

Based on this analysis a stakeholder-designed business plan for the CIC will be developed including the operational and financial plans, staffing structure, governance and revenue models of the Center.

For more information visit the infoDev portal at website <http://www.idisc.net/en/Article.39297.html>

### Mexico

#### infoDev BI training in Mexico

An infoDev training will be held in the city of Guadalajara, Mexico, October 15-19, 2012, as part of the conference Jalisco: “Entrepreneurship and Innovation” that is organized in collaboration with the Latin American and Caribbean Incubation Network (RedLAC).

Training modules offered will be delivered will be

“Definitions and principles of BI”, “Financing of incubated Enterprises”, “ Technology commercialization”, “Virtual incubation”, and “Agribusiness incubation”. Manuel Bello, Rubén Malizia, Marcelo Lebendiker and César Yammal are the *infoDev* certified trainers.

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## Important upcoming Events

<http://www.spice-group.de/events/>

If the conference hosts / organizers are represented in **SPICE Group** the respective logo is shown at the event. As the full list of events is taking too much space in the newsletter only a brief overview can be provided. We recommend visiting the "Events" section on the SPICE Group website. This page also offers the feature to put your own event on the list – directly and online. Just click on "[Add new information](#)" and you will be guided through the simple process. For an actual event overview, please visit the SPICE Group website <http://www.spice-group.de/events/>

### September 2 -6, 2012 in Shanghai, China: 15<sup>th</sup> International Business Incubation Workshop

"Investment & Start-ups & Incubation"; is the topic of the 15th International Workshop Business Incubation in Shanghai to be held September 2 – 6, 2012.

This event will offer a great opportunity for learning more about investment and start-ups in China. The Shanghai International Business Incubator (SHIBI) training workshop has attracted more than 300 industry professionals from around the world.

Honored guests of the event will be leading representatives of Torch High Technology Industry Development Center, MOST of P.R.C Science and Technology Commission of Shanghai Municipality, and Shanghai Technology Innovation Center For the complete program you can see the attachment and click <http://www.yibase.com/Home.html> Contact: Maggie He at [hexiaoshuang@yibase.com](mailto:hexiaoshuang@yibase.com) as well as [xiaoshuanghe@ymail.com](mailto:xiaoshuanghe@ymail.com)

### September 13 -15, 2012 in Vilnius, Lithuania: Baltic Dynamics 2012



This year again Lithuania's Capital Vilnius is the venue for the Baltic Dynamics conference organized by KTU Regional Science Park in cooperation with Kaunas Regional Innovation Centre, Kaunas University of Technology, The Ministry for Economy, and BASTIC, the Baltic States innovation center association.

Topics this year are "Public entrepreneurial support", "The role of entrepreneurship in innovation system", "The role of Non- Governmental Organizations in Technology Development", "Innovation and "From Research to Market - International Cooperation", and "Open Innovation".

Contact: Pranas Milius, email [p.milius@kctc.lt](mailto:p.milius@kctc.lt)  
Web: <http://www.balticdynamics.com>

### September 15 –18, 2012 in Johannesburg, South Africa International Small Business Congress

The 2012 International Small Business Congress on "Fostering Small Business in New and High-Potential Industries Worldwide" will be organized by Osiba Research, in partnership with the INSME Association

For information and registrations, please visit the conference website: <http://www.isbc2012.org/>



### September 30 –Oct 02, 2012 in Saskatoon, Canada: 21<sup>st</sup> Annual conference of CABI

CABI's 21st Annual Conference on Business Incubation will be held at the Radisson Hotel in Saskatoon, Canada. "Incubation by Design – A World of Possibilities" will focus on the diversity of incubation programs in Canada. This conference will once again feature a one-day pre-

conference boot-camp and two days packed full of workshops, incubator tours, receptions and innovative experiences.

Contact: Ed Hobbs, email [edhobbs@tbdc.com](mailto:edhobbs@tbdc.com)  
Website: [www.cabi.ca](http://www.cabi.ca)

### November 4 –6, 2012 in Hamburg, Germany: Annual ADT conference

The Annual Conference 2012 of the German Federal Association of Business and. ADT Technology Centers (ADT) will be held in Germany's second largest city, Hamburg.

ADT recently has invited to make proposals for conference topics, sessions, and presentations.

Contact: Andrea Glaser: [glaser@adt-online.de](mailto:glaser@adt-online.de)  
Website: [www.adt-online.de](http://www.adt-online.de)

### November 6 –8, 2012 in Potsdam, Germany: 16<sup>th</sup> Annual Conference on Entrepreneurship Research

Under the theme "Creativity and Entrepreneurship", the 16<sup>th</sup> Annual Interdisciplinary Entrepreneurship Conference (G-Forum 2012) will be organized by the University of Potsdam and the Potsdam Center for Entrepreneurship, Innovation, Knowledge and Technology Transfer.

The objective of the two-day G-Forum is to encourage scientific discussion and the exchange of ideas among

entrepreneurship scholars, entrepreneurs and policy makers. Keynote presentations of renown scientists in entrepreneurship research and awards (for example the research newcomer and for sustainable and social entrepreneurship) will enrich the conference program.

<http://www.conventus.de/12556/?&L=1>



2013

### April 7 –10, 2013 in Boston, Massachusetts: 27th Annual NBIA Conference Research



Planning well in advance is made possible because NBIA, National Business Incubation Association, USA, already announced the next annual conference.

The event will be held in Boston, Massachusetts and is can be expected that again 500 – 600 participants from al around the world will join.

Information on website : [www.nbia.org](http://www.nbia.org)

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## New members



### **Hasan H. Omar**

For the past seventeen years, Eng. Hasan Omar has gained knowledge in the private, governmental and educational sectors working with multifaceted stakeholders. He is a practitioner in project management, institutional development, building and running startups and high-growth strategic planning, networking and partnerships development.

Hasan Omar is a founding executive member of the first ICT incubator in Palestine (PICTI). Since its establishment

in the year 2004 he is working for PICTI; currently as incubator manager.

Hasan Omar has extensive experience in providing technical, business, and marketing advisory and coaching services to several ICT high-growth start-ups and MSMEs. He was member in dozens of evaluation panels and committees and has assessed more than 1,000 ICT projects. He also is infoDev certified business incubation management trainer.

Contact: email [Hasan.Omar@picti.ps](mailto:Hasan.Omar@picti.ps)

SDO Profile: [www.spica-directory.net/centers/?id=1970](http://www.spica-directory.net/centers/?id=1970)

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### **Tracy Kitts**

has been with the National Business Incubation Association since May 2000 and is currently its Acting CEO. He oversees the internal operations and finances of the 2,100-plus member organization of incubator managers, developers and other Economic Development professionals. He manages a staff of 13.

Tracy is a trained meeting facilitator and has been invited to speak and moderate discussions on topics related to business incubation and entrepreneur support at numerous events and conferences. He has also contributed work to various studies of the incubation industry and assessment of business incubation best practices.

Initially Tracy joined the NBIA as Director of Web Services and developed a Web site with over 10,000 pages.

Before joining the staff at NBIA, Tracy was Associate Director of the Appalachian Center for Economic Networks, a business incubation program working to revitalize rural economies. While there, his primary focus was on development and implementation of programs that used technology to promote the social networking of entrepreneurs, entrepreneurial resources, schools, and local government. He also has worked in information technology, accounting and real estate management. He is a graduate of Ohio University

Contact: email [tkitts@nbia.org](mailto:tkitts@nbia.org)

SDO Profile: [www.spica-directory.net/associations/?id=75](http://www.spica-directory.net/associations/?id=75)

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## About Members



### **Mary Spaeth**

has lots of inspiring things on her agenda. In Stockholm she has recently been appointed to the board of directors for Upplev Botkyrka AB, a municipally owned company with responsibility for three different organizations, including Subtopia, a center for creative industries that has become world-renowned for its acrobatic training.

For more information about Subtopia, please visit <http://www.subtopia.se/aktorer.php>

Two months ago Mary was also asked to serve on the board of advisors for the Institute for Arts Entrepreneur-

in Chicago. The IAE hopes to open the program up on the web as well as physically in Sweden, Holland, and North Africa. Interested SPICE members are welcome to contact Mary about this initiative.

[www.instituteforartsentrepreneurship.com](http://www.instituteforartsentrepreneurship.com)

In the meantime Mary continues to work as a consultant to Mjärdevi Science Park. She persuaded MSPs communication manager, Eva Marie Törnström to join on a project to look at social capital questions regarding Scandinavian and Baltic Science Parks which was presented at IASP in Tallinn in June.

Contact: Mary Spaeth, email [Mary.Spaeth@uws.ac.uk](mailto:Mary.Spaeth@uws.ac.uk)

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### **Domnica Cotet**

SPICE Group member since the early days of our network has worked to support entrepreneurship in Romania under many different perspectives, for example building up the incubator CITAf in Bucharest This incubator was opened in the year 1992 and meanwhile has served more than 100 client companies.

At this time Domnica is involved in three projects funded by the LLL Leonardo da Vinci Program, dedicated to developing and evaluating managerial competencies (High Growth competencies (High Growth Coach, Perspectives

360 and Healthy Learning in SMEs), another project for providing training courses in entrepreneurship (eLIFE project) and additionally in a project, on developing a collaborative research program of the Black Sea countries (BS-ERA.NET).

Domnica is also Executive President of the **Business Development Center, CIDAF**, a non-profit organization aiming to promote entrepreneurial spirit of women and to support the local economic development through innovation and business development.

Contact: Domnica Cotet, [domnicab@yahoo.com](mailto:domnicab@yahoo.com)

SDO <http://www.spica-directory.net/centers/?id=1789>

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### Richard White

After more than eight years at the helm of New Zealand's incubation program, Richard White has decided it is time for a new adventure. He and wife Lynne have moved to New Delhi for three years, where Richard will be the New Zealand government's Trade Commissioner for northern India, Bangladesh and Nepal. He leaves the Kiwi incubation industry in good heart as it moves into its second decade. The program will be managed by Hamish Campbell on a secondment from the Ministry of Science & Innovation, a welcome sign that other important agencies of government are getting in behind this critical part of New Zealand's early stage innovation

System. Richard will not be lost to incubation. He has already been in contact with Indian incubation friends with ideas for NZ/India soft landing zones and market validation services for young Kiwi companies entering the India marketplace

He intends to maintain the friendships he has built up within the global incubation community - and of course his SPICE Group membership - and it will not be a surprise to see him back in the industry following his Indian experience.

Richard's replacement at NZTE can be contacted at [Hamish.campbell@nzte.govt.nz](mailto:Hamish.campbell@nzte.govt.nz).

Contact: Richard White [Richard.white@nzte.govt.nz](mailto:Richard.white@nzte.govt.nz)  
[www.spica-directory.net/centers/?id=1789](http://www.spica-directory.net/centers/?id=1789)

### SPICE BER – Meeting 6...



The 6<sup>th</sup> SPICE BER Meeting took place in "Trattoria del Corso" a little South of the "City West" of Berlin. Excellent Pizza is one of the reasons why many people visit this restaurant – usually

It does not make sense to go there without having a table booked. Again many topics were to be discussed including the question how to get more scientific research about business incubation initiated. An important step in this direction was prepared by Gerhard Raetz. He is in contact

with a professor at the Humboldt University of Berlin possibly interested in a number of research projects related with innovation and entrepreneurship promotion. This



would not only help developing more knowledge, but also could be the basis for a series of publications - in Germany as well as internationally. Contact: [spice@spice-group.de](mailto:spice@spice-group.de)

### ...and SPICE BER – Meeting 7



For the seventh meeting the SPICE Members from Berlin met again in "Witwe Bolte". No doubt this is the place

where you can get the best grilled chicken in town. Besides enjoying the chicken with "Krautsalat" members also enjoyed watching a game of the EURO football championship. Work topics, projects and plans therefore at this meeting found a little less attention than usual.



### 162<sup>nd</sup> SPICE Dinner in Atlanta, Georgia

The Annual NBIA Conference and the Global Summit of Business Incubation Associations gave the opportunity for SPICE Girls & Boys to meet for the 162<sup>nd</sup> SPICE Dinner. A restaurant offering Mediterranean cuisine (with a focus on Turkish delicacies) in an outdoors setting was the chosen place for the 12 SPICE group members and 3 guests, to-



gether from 11 countries:  
 Sweden: Mikael Hult,  
 Dominican Republic: Rosen-  
 do Alvarez, Germany: Heinz  
 Fiedler, Poland: Larisa  
 Brovarska; Portugal: Fran-  
 cisco Soares; Saudi Arabia.  
 John & Yvonne Mercer,

Sweden: Mikael Hult,  
 Anders Nilsson, South  
 Africa Leon Lourens, USA  
 Jeff & Karla Milanette,  
 Barbara Harley, Ingrid  
 Rosten and guests from  
 ..continued on next page...



*SPICE Dinner Atlanta (continued from page 16)*  
 Belgium. New Zealand and Puerto Rico. Not only the menu of the restaurant offered a good selection of tasty food, but also the special entertainment this restaurant offered by surprise was enjoyable: Oriental music and a belly dancer for some time took all attention with her show. Not much talks for a while.

The SPICE Dinner again was a great opportunity for catching up with other members and new acquaintances - and as usual is was too short for talking with all participants. Additional (lunch and bar and / or lobby) meetings were needed to discuss all topics on the agenda. The NBIA conference as one of the truly important meeting point of the business incubation industry of the world



Participants (and SPICE members) from all around the planet. The next opportunity for a spicy meeting is offered by the 4<sup>th</sup> SPICE Picnic in Serbia, July 27 and 28, 2012  
 Contact [larisa@spice-group.net](mailto:larisa@spice-group.net)

### ***The Business Incubator: A New Magazine for the Business Incubation Industry***

Over the past couple of months hard work has been focused on putting together the first issue of "The Business Incubator" - a magazine filling a long existing gap.

This is the first global, professional journal for management and staff working within the incubation industry. Also consultants supporting business start-ups and growing SMEs and stakeholders of incubators around the world will benefit from the new publication.

The first issue of "The Incubator" has been sponsored by EBN. It has been launched at the EBN Congress in Fin-

land in June 2012 and free copies (digital and on paper) were offered by direct mailing. The subscription offer includes delivery as hard copy so that the magazine hopefully soon will be found on the tables of many incubators.

The hard working people behind the scenes were David Tee (CEO and Publisher), Sangeetha Shinde (Managing Editor) and Giordano Dichter (Content Advisor).

SPICE Group has entered into a networking agreement to support the development of this publication. As first step the news section in "The Incubator". And while testing this cooperation we will elaborate on further possibilities for cooperation.

<http://theincubatormagazine.com/>



### ***Services for Members of the SPICE Group Network - Examples***

**SPICE Group** offers a number of services provided through the SPICE Group website ([www.spice-group.net](http://www.spice-group.net)).

 **Publish a short article** about activities in business incubation as well as innovation support. Just click "Add news" right on top of page <http://www.spice-group.de/actual/> and insert your article.

 **Publish events information** about your conferences, exhibitions, seminars, etc. Visit <http://www.spice-group.de/events> and click on "Add new information" right under the "Events" page headline

### ***What's Next?***

For the next issue of our newsletter **SPICE Update 102** a number of topics are in the pipeline for publication. For example

- New initiatives of business incubators in New Zealand
- Innovation and Entrepreneurship in Sweden
- Agri-food incubation, clustering and networking - an example from the US

- Business incubation in Northern Africa - new initiatives in Tunisia
  - A look at the mLab Southern Africa that recently (June 2012) appointed a new CEO: Derrick Kotze, a former Nokia Outreach Manager
  - Information about business incubation in Bhutan
- May the above serve as an incentive for readers to send information about their activities for publication

### ***And finally...***

*This newsletter reports on the SPICE Dinner in Atlanta - just ten days before the 4<sup>th</sup> SPICA Picnic in Banostor, Serbia offers another opportunity for meeting in an enjoyable environment. Exchanging information, knowledge and views without a fixed agenda and "between friends" is one of the important characteristics of the SPICE Group network. Place, time, and program of the 4<sup>th</sup> SPICE Picnic have been designed to make use of the summer time and explore what is not at the main roads and offers perspectives different to "the usual".*

***Heinz Fiedler & Larisa Brovarska***

SPICE Update is the newsletter of SPICE Group. In general this newsletter is published 4 -6 times per year and regularly delivered for free of charge to members of the network as well as selected partners. Articles for publication are invited and will be published under the name of the author. Although we do our best for making sure that published information is correct we cannot accept responsibility for errors that may occur nor for the content of website links provided. Editor: Heinz Fiedler, SPICE Group, Niedstr. 40, 12159 Berlin, Germany, Email [update@spice-group.net](mailto:update@spice-group.net)