

## 2013 Program Report Card: SMALL BUSINESS INCUBATOR PROGRAM (SBIP) Connecticut Department of Economic and Community Development

**Quality of Life Result:** *A dynamic, vibrant and prosperous state economy benefiting all Connecticut residents.*

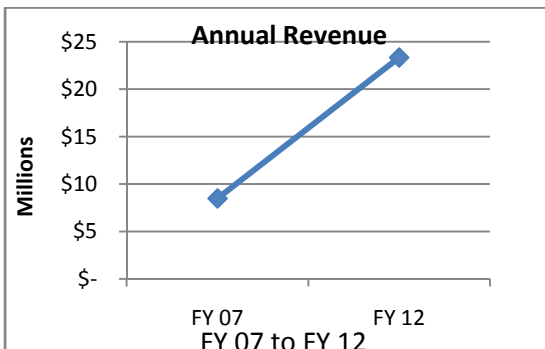
**Contribution to the Result:** Technology-based start-up businesses located within the incubator facilities statewide are growing and are positively contributing to the local and state economies. The SBIP eases the financial burden on the technology start up businesses by providing capital which assists these companies in commercializing their products; grow their companies, maintain and create jobs that are high value; and generate revenue. Grants provided under this program assist these companies in moving forward to the next level either towards technology transfer; commercialization of technology; product/market development and gain access to capital therefore increasing their chance of survival.

Program Expenditures	State Funding	Federal Funding	Other Funding	Total Funding
Actual SFY 11	\$492,548	0	0	\$492,548
Actual SFY 12	\$425,000	0	0	\$425,000
Estimated SFY 13	\$400,000	0	0	\$400,000

**Partners:** Connecticut Center for Advanced Technology (CCAT); The Connecticut Business Incubator Network (CBIN); CT Enterprise Center; CCSU ITBD; CTech; CTech – IncUBator; Stamford Innovation Center; Yale Entrepreneurial Center; UCONN – Technology Incubation Program; CI; Connecticut colleges and universities; Chambers of Commerce; business/trade organizations; federal/state/local economic development organizations; local/state/federal partnerships; incubator businesses; DECD Program Manager; and DECD Commissioner.

### How Much Did We Do?

*Number and percentage of increase in annual revenue*

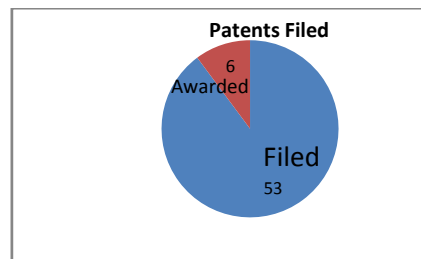


The total of companies' revenue at the inception of the program was \$8.4 million and ended in FY 12 at \$23 million for the total participating companies of 61 companies from the inception.

**Trend:** ▲

### How Well Did We Do It?

*Number of patents filed by and awarded to the SBIP participating companies.*



**Story behind the baseline:** The increase in revenue demonstrates that the participating companies within the SBIP program are better off and the program is meeting its goal of growing technology based start-up businesses through the assistance of state funds.

**Story behind the baseline:** Patents filed and awarded as a result of the SBIP funding assists the companies in achieving high valuations and allows them to be more competitive and provide potential for growth. Using their patents, the start-up companies are able to attract venture capital and revenue. Therefore, filing more patents creates a high level of innovation in the region and in turn leads to economic growth and more money invested in research and development – a cycle which can only be sustained when there is a sufficient level of patents and investments.

In FY 07, the program had 24 patents pending and 4 patents awarded. To date, program results report a total of patents awarded in FY 12 were 6 patents and a total of 53 patent applications filed.

**Trend:** ▲

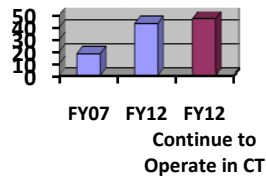
## 2013 Program Report Card: SMALL BUSINESS INCUBATOR PROGRAM (SBIP) Connecticut Department of Economic and Community Development

**Quality of Life Result:** *A dynamic, vibrant and prosperous state economy benefiting all Connecticut residents.*

### How Well Did We Do It?

*Number of Companies that Successfully Graduated from the Incubator Facilities and Remain in Connecticut.*

**Percentage of Successful graduates from Incubator Facilities**



**Story behind the baseline:** The SBIP assists incubator companies towards the goal of expanding their business and leaving the incubator facility. In FY 07, 18% successfully graduated from the incubator facilities and continued their operations within Connecticut. As of SFY 12, the program reported 43% have graduated from their incubator and are operating on their own. Of which, 90% are continuing to operate in Connecticut.

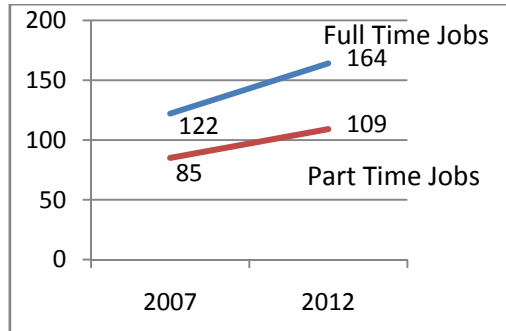
The ability of a company to move from the incubator facility to a larger space is supported by the program. Relocation assistance is an eligible use of SBIP funds. Over time these companies will become stronger in the marketplace, employ more people and create value added opportunities for the local and state economies.

**Trend:** ▲

**Is Anyone Better Off?** *Number of Jobs Created*

Rev. 5 (12 15 12)

### SBIP JOB GROWTH



**Story behind the baseline:** The program's primary objective is to stimulate the formation and growth of new technology businesses. These small businesses have the greatest potential to create new high paying jobs and generate revenue for the state. The sixty-one companies that have received SBIP support have added 42 full time positions and 24 part-time jobs to date. Collectively companies are growing as represented through job creation and increased revenues as described in measurement 1.

**Trend:** ▲

### Proposed Actions to Turn the Curve:

The SBIP will continue to build upon existing success to ensure that the participating companies review and plan for their investment and growth strategies as part of the program's due diligence.

The SBIP will encourage private and federal research, technology and business development investments as well as make

changes to the program to meet the needs of the market and state funding availability as needed.

DECD and its program administrator will work on ways to ensure awareness of venture/private capital markets in order to provide access to capital for participating companies, when appropriate.

### Data Development Agenda:

- % of SBIP grant recipients that continue to remain in business
- % that are continuing to operate in Connecticut
- % of participating companies that has graduated from their incubator and is operating on their own.
- Length of time each company spends an average in an incubator
- Average company revenue % increased
- Full time jobs created
- Part time jobs created
- # Patent Applications filed
- # patents awarded
- The increase in occupancy in Connecticut's incubators
- Breakdown of the number of different industry sectors
- Top five uses of the SBIP funds
- Amount of private funding leveraged

**Trend Going in Right Direction? ▲ Yes; ▼ No; ◀▶ Flat/ No Trend**