

Creating Cooler Communities

HEARTLAND

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- **What is an incubator?**

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The Business Incubator Mission

- Facilitate the success of start-up and early stage businesses
 - Primary Policy Goal: Create Jobs
- Business Incubators Cover a Range of Industries
 - Biotech
 - High-Tech
 - Defense
 - Green Technology

Top 5 Reasons to Focus on CleanTech

5. Possibility to Attract both Research AND Manufacturing Jobs.

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4. **Clean Energy is 9% of all Venture Capital Investments, Up From 2.2% in 2002.**
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3. **The Northwest is One of the Fastest Growing Regions for Venture Capital Investments**
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Top 5 Reasons to Focus on CleanTech

2. Saving the Planet is Good

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1. **Al Gore Said We Should**
2. Saving the Planet is Good
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Primary Services Provided by an Incubator

- **Funding**
 - Public: Grants
 - Private: Venture Capital
- **Management**
 - Business Systems
 - Networking
- **Facilities**

Key Public Sector Opportunities

- **Creating Partnerships**
 - Research Universities
 - Community Colleges
 - Utility Companies
 - Port/Development Authorities
 - Cities/Counties
 - Private Business

Key Public Sector Opportunities

- **Facilities**
 - Land
 - Office
 - Lab
 - Manufacturing

Key Public Sector Challenges

- **Incubators Must Provide a Competitive Advantage**
 - Lower Cost
 - Improved Inputs
 - Improved Access to Markets

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