Mission

“The Ohio University Innovation Center is a business incubator providing business services, success strategies, networking, and flexible facilities to emerging Southeast Ohio businesses.”

NOTE: We do NOT provide the lowest cost commercial space
The Basics

• Founded in 1983 and moved into this building in 2003
• Service area is mostly Athens and surrounding counties
• Primary funders include Ohio University, State of Ohio Edison Incubator Program and Client Leases.
• Actually, expect a bump up this year, but in FY 2011, we were at approximately $425,000
Facilities

Flexible leases that act as membership fees
Discounts for printing, furniture, software (Quickbooks), group evaluation services
33 Offices, 6 Wet Labs
Shared Drug Discovery Equipment Facility
Receptionist
Biotechnology Research & Development Facility

Invested over $500,000 in shared equipment for wet lab clients

Geared toward drug discovery companies

Trained Lab Director to provide guidance and run experiments

Available to clients first, but others can use including faculty researchers and outside corporations.
On-Site Clients

Sector—Technology

• Energy
• Biotechnology
• Transportation
• Information Technology (Interactive Digital Technology)
• Some supporting services

Partial List of Clients (20 total):

• Third Sun Solar
• EZ Asphalt
• E3 Clean Technologies
• Reid Consulting
• Graduate Factory
• Adena Ventures
• Interthyr
• Metallopharm
• Sundries Solutions
On-Site Business Services

Delivered through on-site Executive in Residence and Director

Delivered Through Partners
Ohio University Service Providers (next slide)
Athens Area Chamber of Commerce
Athens County Economic Development Council
Small Business Development Center
Procurement Technical Assistance Center

- Business Plan Development
- Market Validation
- Commercialization Strategies
- Preparing Clients for Pitches to Seed Funds, Venture Capitalists and other funding sources
- Sales Process Analysis
- Monthly seminars
OU Commercialization Ecosystem
Unique Set of Assets to Support the Commercialization Process

Center for Entrepreneurship
TechGROWTH Ohio
East Central Ohio Tech Angel Fund

Technology Transfer Office
Innovation Center
Edison Biotech Institute

Technology Commercialization & Economic Development

Colleges
Monthly fee of $50 includes
1 hour of business assistance – listed on previous slide
4 hours of access to conference rooms
8 hours of access to shared office space
Use of IC address
Use of shared business equipment
Invitations to all networking events

<table>
<thead>
<tr>
<th>Menu of Additional Services*</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>PowerPoint and Other Presentation Templates</td>
<td>$12/hr.</td>
</tr>
<tr>
<td>Public Radio Advertisement of Business</td>
<td>$50/mo.</td>
</tr>
<tr>
<td>Meeting &amp; Conference Rooms (use of projector, tv, etc.)</td>
<td></td>
</tr>
<tr>
<td>Editing &amp; Proofing</td>
<td>$10/hr.</td>
</tr>
<tr>
<td>Office/Cubicle Usage</td>
<td>$5/hr.</td>
</tr>
<tr>
<td>Basic Website Development</td>
<td>$20/hr.</td>
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<tr>
<td>Additional Business Coaching</td>
<td>$50/hr.</td>
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<tr>
<td>Social Networking Coordination (i.e., Facebook, Twitter)</td>
<td>$15/hr.</td>
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Entrance Requirements

- New or emerging technology firm or professional services company providing business support to technology firms
- Present good business concept
- Have job-creation potential
- Be poised for growth
- Be COACHABLE
Graduation

• Financially stable
• Space available elsewhere
• Shared services no longer needed
• Find affordable commercial building rates
Client Challenges

• Policy development
• Financial management
• Marketing
• Talent attraction
• Focus
• Graduation – Making progress toward
Recent Successes

Power

Technology is set to be the power source for deep space missions starting in 2014.

Had main facility, but our facility was used for this new project.

Expanding to new building and employ approximately 72 people.

Gnostic Hybrids, Inc.

Employs nearly than 200.

Quidel Corporation, a public company, purchased DHI for $130 million in 2010.

Client Success

Sun Solar Third Sun

A solar power installation firm

Inc. magazine’s 1000 fastest growing companies as #742 in ‘09 and #623 in ‘10.

Ranks #22 as fastest growing energy firm and Ohio's 16th fastest growing firm.

They currently employ nearly 30 people.

Lean Technology’s

CTO Dr. Geradine Botte was named one of 5 finalists in the Environmental Category of the World Technology Awards with company’s GreenBox technology.

Portfolio of 10 technologies and a number of patents...
Recent Success Continued

For State Fiscal Year 2010 (July 1, 2009 – June 30, 2010)

Total Income: $22,131,908
Total Equity Investments $216,000

SBIR/STTR Grant Activity – 8 Phase I Applications Submitted and 3 Phase II Applications submitted. One Phase II awarded.

Patent Activity: 5 submitted; 7 Issued

Payroll/Employment

- $6.12 million in direct payroll, 38 new jobs, 115 jobs retained
- Average wage -- $53,000
Lessons Learned

• Advisory board is critical for IC
• Clients also need external advisory boards
• Financial sustainability difficult
• Client selection lacking structure
• Facilities management within University environment is difficult
• Customized service delivery is KEY to company success
Future Opportunities for Region

- Entrepreneurs coming out of the woodwork because of recession – we need to capture
- More collaboration across the incubator sectors and looking for ways to touch additional sectors
- More incubators perhaps at the regional campuses, two-year colleges or through county economic development efforts
Next Steps for the Innovation Center

• Research & Technology Park
• Biotechnology Research & Development Facility
• Other shared labs for IT and energy
• Advisory Council members for companies
• Finding additional sources of funding