



UPDATE No. 89

For members *first*

October 2009

In this Update:

	Page
• 8 th Best Science Based Incubator Award – Join the Competition	2
• Lithuania: Baltic Dynamics Report and Innovative development	3-4
• Prepare for the 2 nd Global Business Incubation Day	2
• Climate Innovation Centers – infoDev activity	6
• New Zealand: Study on Incubator Outcome and Impact	9
• Nepal: First successes of Business Incubation Program	11
• Reports from Belarus, Bulgaria, Germany, Lithuania, Macedonia, Nepal, New Zealand, Norway, Russia, Saudi Arabia, Sweden	

Dear Member and Reader,

Summer appears to be over – at least for the Northern part of the Globe. The recently held Baltic Dynamics conference in Vilnius gave a taste of autumn and weather helped to herd the conference attendees in the meeting rooms. SPICE Group held a “for members only” meeting at this conference, organized a workshop that focused on discussion, and presented the SPICE Art Ball for the second time in Vilnius.

In the immediate future the Third Global Forum on Innovation and Entrepreneurship will be held in Brazil. Other important conference still during this year are the 8th Best Science Based Incubator Conference in November in Stockholm and the UKBI Annual Conference in December in Belfast

And do not forget to prepare for you participation at the 2nd Global Business Incubation Day, to be held December 8, 2009

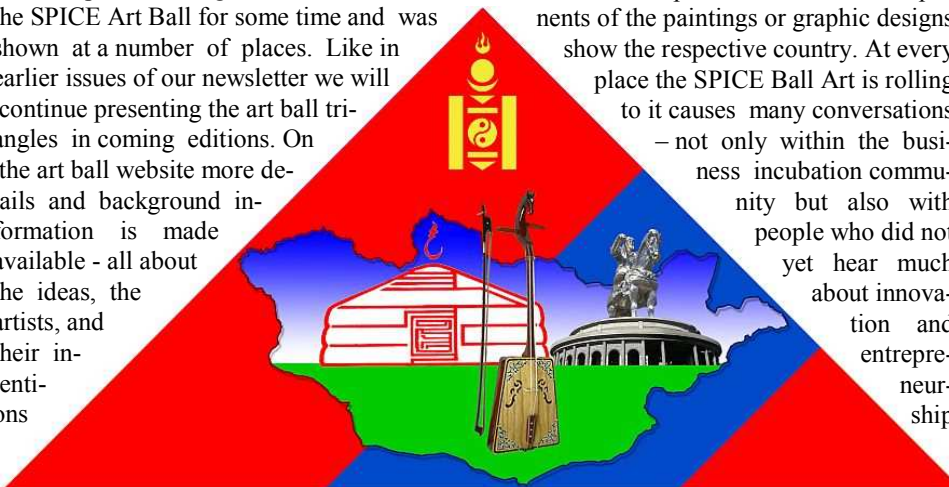
The Triangles of the SPICE Art Ball

http://www.art-ball.net/spice_art_ball.php

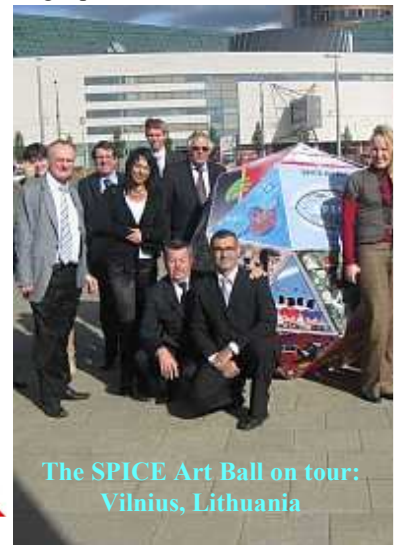
The SPICE Art Ball now has 40 countries represented by art triangles that symbolize the nation by illustrations, for example from history, technology, science, business, art, or music. Here we continue the series of art triangle presentations.

Here we present triangle art that has been on the SPICE Art Ball for some time and was shown at a number of places. Like in earlier issues of our newsletter we will continue presenting the art ball triangles in coming editions. On the art ball website more details and background information is made available - all about the ideas, the artists, and their intentions

This includes explanations how the components of the paintings or graphic designs show the respective country. At every place the SPICE Ball Art is rolling to it causes many conversations – not only within the business incubation community but also with people who did not yet hear much about innovation and entrepreneurship



Triangle Mongolia: www.art-ball.net/spice_art_ball_mongolia.php



The SPICE Art Ball on tour: Vilnius, Lithuania

APJIE: 2009 Call for Papers



The Asia Pacific Journal of Innovation and Entrepreneurship (APJIE) is a professional journal covering entrepreneurship, innovation, incubation and related topics. (more on page 17)

Best Science Based Incubator Award 2009

Incubator managers participating in the completion will be able to benefit from an international benchmarking exercise and compare their performance with other ... continued on page 2

THE TECHNOLOGY NETWORK

Global Forum: Online registration is open now



infoDev has opened online registration for the Third Global Forum on Innovation and Entrepreneurship to be held in Florianopolis, Brazil, October 26 – 20, 2009. For information & registration visit <http://www.gf-bns.net>

The Second GBID: December 8, 2009

More than 2000 incubators from more than 60 countries took part in the Global Business Incubation Day last year. More information in report on page 15 and website: <http://www.ukbi.co.uk/index.asp?SID=232>



Incubators as Stimulators of Regional and International Innovation & Growth

The 8th Annual Best Science Based Incubator Award & Conference will be held in Stockholm, Sweden on November 19 and 20, 2009. The theme of this year's conference will be "**Incubators as Stimulators of Regional and International Innovation & Growth.**"

THE TECHNOPOLICY NETWORK

Global Community for Regional Innovation Policy

The program committee under chairmanship of **Mikael Hult**, Innovationsbron, Sweden has constructed an inspiring program; a well-balanced mix of international recognized experts, upcoming talent and unknown jewels in the field of business incubation. This year's conference will be chaired by **Peter Harman** from UKBI and will have appearances from amongst others **Dinah Adkins**, NBIA, USA, **Wang Rong**, Shanghai Technology Business Incubation Association, China, **Richard White**, New Zealand Trade and Enterprise, **R.M.P. Jawahar**, ISBA, India and **Heinz Fiedler**, SPICE Group, Germany.

A special appearance this year will be made by **Jan-Eric Sundgren**, senior vice president of **Volvo**. The conference has speakers from four continents and more than 20 countries. Learning from each other and exchange of best practices between incubator managers is the essence of this conference.

Pär Hedberg from STING, Sweden challenges you to present your best coaching tools during his **Coaching Tool Market**. Again during this conference incubators from around the globe will compete with each other for the prestigious **Best Science Based Incubator Award**.

Contact: Paul Vulto, Tanja Pijpaert, The Technopolicy Network, <http://www.technopolicy.net/sbi/>

The Technopolicy Network is publishing a **newsletter**. In the September issue, for example, you find reports on the Annual Conference "Shaping Science Based Clusters" and the IT Cluster Course Amsterdam.

Contact: Katarzyna Wrobel, email k.wrobel@technopolicy.net

"Best Science Based Incubator" Award 2009 – **Join the Award Competition!**

continued from page 1 incubators worldwide. Additionally - in the event of winning an Award the incubator will also get a lot of free publicity. The "Best Science Based Incubator Award" was introduced in the year 2002 and since then has gained much recognition. In cooperation with the Centre for Strategy and Evaluation Services (CSES) and the partners in the organization of the annual conferences, Science Alliance organizes the annual Award. The winner of this competition will be named at the Award Ceremonies during the annual conference. Evidence obtained from a survey of science based incubators is used to help identify the winner. Incubator programs and organizations from all over the world have taken part in the competition for this award. Past winners include the Tsinghua Science Park from Beijing, Oxford BioBusiness Centre, the I3P of the Politecnico di Torino, Symbion Science Park, Denmark,

First Flight Venture Center, North Carolina, USA, Wallonia Space Logistic, Belgium and last year Incubator d'Impresa di Città della Scienza SpA, Naples, Italy.

The award scheme, now in its eighth year, has proved extremely popular with entrants from Europe, the Far East and North America and the antipodes. Incubators will compete for this award in five different categories: (1) Return on Public Investment (2) Self Sustainability (3) Fastest Growth, (4) Most Promising New Incubator, and (5) Good Practice Overall 'Best Science Based Incubator 2009'

Apart from valuable publicity, the location of the overall winner often has been the venue for the following conference.

The questionnaire is available from the website

http://www.technopolicy.net/sbi/index.php?option=com_content&task=view&id=24&Itemid=37



Innovationsbron AB with operations throughout Sweden is owned by the Swedish state and Industrifonden. Innovationsbron's principal strength is the combination of a strong regional presence coupled with a nationwide overview and collaboration, industry know-how and joint development of models and tools.

Innovationsbron focuses on transforming research and innovation into business by supporting researchers, innovators and

entrepreneurs translate their ideas into new businesses, and to overcome the initial difficulties and risks associated with developing business ideas.

Innovationsbron runs a national incubation program that consists of financial support to the incubators and training programs to their staff. Innovationsbron also offer seed-funding to incubatees and other start-up companies.

Contact: info@innovationsbron.se (Innovationsbron main office Stockholm) / URL: <http://www.innovationsbron.se/>



Swedish Incubators & Science Parks

SiSP- **Swedish Incubators & Science Parks**- is a national interest organization that is owned and operated by 95% of incubators and Science Parks in Sweden. SiSP's mission is to coordinate cooperation between members to create the very best conditions for Incubators & Science Parks to start and grow new, innovative start-ups. SiSP wants also wants to raise

awareness for the business. SiSP represents 53 science / technology parks and incubators in Sweden that in 2008 housed more than 2,360 client companies with almost 61.500 employees. In 2008 Swedish incubators evaluated almost 3,000 business ideas, accepted 250 new clients to the incubators and ca. 100 firms graduated.

Contact: Therese Sjölundh, therese.sjolundh@sisp.se and Isabelle Ydreborg, info@sisp.se, website: www.sisp.se

SPICE Group at the Baltic Dynamics Conference 2009 in Vilnius, Lithuania

For members only...

Before the conference opened SPICE Group met for an internal discussion attended by Karl-Heinz Jach (Belarus), Klaus Plate (Germany), Jurgita Sarkiene (Lithuania), Janis Stabulnieks (Latvia), Raivo Tamkivi (Estonia), Ints Viksna (Latvia) as well as Heinz Fiedler (Germany) and Larisa Brovarska (Poland). Pranas Milius being the conference organizer could not attend all the meeting, but joined later.

Most of the time of this meeting was needed for informing each other on actual project activities and discussing matters arising from such recent experiences. Unfortunately this kind of “real-life” information and discussion (although certainly interesting) does not allow being summarized and published. But one more time the importance of such informal roundtables “for members only” was evident. Knowing each other’s activities better, getting “unfiltered” information about actual experiences and views, hearing about intentions and plans as well as evaluation of incubation and technology park activities from different perspectives are immediate outcomes of such meetings that are strengthening the personal trust – foundation of the SPICE Group network since its beginning.



For all people interested ...

During the conference breaks participants enjoyed coffee and intensive talks “under” the SPICE Art Ball.

With a Special Workshop SPICE Group this year was present at the Baltic Dynamics conference that attracted ca. 150 attendees to Vilnius. Organized as a round-table discussion the SPICE Workshop focused on a few topics of general importance. Each of the topics was outlined in a short introductory statement to provide an initial basis for discussion: “Sustainability of Business Incubators”(intro by **Raivo Tamkivi**), “The Role Model of Entrepreneurship” (intro by **Heinz Fiedler**), and “Business incubation for special Target Groups” (intro by **Klaus Plate**) based on the example of activities focused on attracting youth to innovation and entrepreneurship related issues. Discussion about these topics unfortunately was so intensive that the draft “White Paper on Business Incubation” that has been drafted by “SPICE Boy”, **R.M.P Jawahar** (India) could not be discussed anymore at this workshop. Members are invited to comment on this paper and may receive a copy from spice@spice-group.de for preparing discussion at the next SPICE meeting



SPICE Group at the Baltic Dynamics Conference 2009 in Vilnius, Lithuania



Assembling the SPICE Art Ball usually is an excellent opportunity for informal conversations, making new contacts, and strengthening existing links. This process needs ca. 1.5 – 2 hours and for most of this time people passing by do not immediately understand that here a ball is assembled. The colorful art on the triangles is another reason for asking about the “what” and “why”.

Once the Art Ball is assembled and exhibited it serves often as the place to come together “Let’s meet at the ball” and the triangles give reason to talk about what is shown here and which country is represented.

Finally, as at the Baltic Dynamics conference in Vilnius carrying the ball together for bringing it to the place for the group photo is another trigger for communication.

Lithuanian Technoparks establish new Association

The Association of Technologies and Innovations Support for Business was founded in January 2009 by four Lithuanian science parks: The Northtown Technology Park, the Klaipeda Science and Technology Park, the KTU regional Science Park, and the Kaunas High-Tech and Information Technology Park. The **mission of the Association** is to strengthen the institutions of business technology and innovation support for increasing the competitive ability of business in Lithuania by the creation

and implementation of the technologies and innovations recipient to science. The association aims to become the organization, which unite the institutions of business technology and innovation support and influence the politic of the technologies and innovations recipient business promotion and support in Lithuania.

Contacts: Jolanta Gaidulionė, email: jolanta@smtp.lt and Tadas Armonas, email: tadas@smtp.lt

Lithuanian Technology Parks will be complemented by Technology Valleys

Lithuania’s ten science and technology parks (STP) offer favorable infrastructure for the establishment of new innovative businesses and serve as a convenient space for business enterprises, scientists and students to combine their knowledge, experience and ideas, and lead to the development of innovations as well as initiating and implementing numerous business projects.

All ten STPs are located in country’s most developed economic centers with a concentration of qualified human resources. They collaborate with higher education institutions and scientific research centers and form the axes of the rapidly developing integrated science, studies and business centers in Lithuania: Sunrise Valley S&T Park, Mokso Science and Technology Park, Northtown Technology Park, Visoriai Park of Information Technologies, KTU Regional Science Park (www.ktc.lt), Kaunas High-tech and IT Park, Agricultural Science and Technology Park at the Lithuanian University of Agriculture,

Klaipėda Science and Technology Park, Panevėžys Science and Technology Park (www.pmtpt.lt) and under development the S&T Park TECHNOPOLIS

On this background **five integrated science, studies and business centers** (valleys) will be developed and launched in Lithuania in the coming 3-4 years by investing into their development almost EUR 300 billion of the EU Structural Funds support dedicated for Lithuania for the years 2007-2013.

The 5 valleys to be developed in Vilnius, Kaunas, and Klaipėda will specialize in different scientific research fields, for example laser and light technologies, nanotechnologies, biotechnology, bio pharmacy, molecular medicine, ecosystems and safe environment, energy, ICT, agriculture, forestry, and food research.

More information: Lithuanian Innovation Centre’s website www.lic.lt/index.php?1288504095 or contact: Kastytis Gečas, Email. k.gecas@lic.lt

Vilnius plans new Technology Park: Sunrise Technology Valley

Vilnius, Lithuania's Capital hosted the recent annual Baltic Dynamics conference and is working on a significant technology park project. **The Sunrise Technology Valley**. The aim is to offer a high quality environment for high technology companies, R&D facilities as well as to create modern infrastructure for professional services to support entrepreneurship and innovation development. The project includes business incubation, risk capital funds, transfer and commercialization of technologies, and promotion of entrepreneurship.

55 million € are earmarked investments for the technopark and the incubator and additionally up to 194 million € for improving the structure of the two cooperating universities. The site foreseen for this project is not far from the airport and the city center and in the immediate neighborhood to the laboratories, research centers, institutes and auditoriums of two Vilnius universities – VU and VGTU

The land (156 ha) is owned by the universities and the public

company Saulėtekio slėnis (Sunrise Valley). Infrastructure already is in place: public transportation system and utilities, while leisure, sport, conference and commercial facilities are under development.

The project developers are: Sauletekio slėnis (Sunrise Valley), Vilnius University and Vilnius Gediminas Technical University, Vilnius City Municipality.

In October 2008 the first S&T Park building (6,300 sqm) was opened for hi-tech companies including an incubator. Besides shared facilities the incubator offers access to the Technology Transfer Centre (including technology audit, access to potential R&D projects partners in Vilnius universities and private institutes, IPR management), the Sunrise Entrepreneurship School (business clinics, entrepreneurship library, trainings) as well as Business Angels and Mentors networks

Contact Andrius Bagdonas, email andrius.bagdonas@sunrisevalley.lt Website www.sunrisevalley.lt

Cooperation of Regions: Cesis District Council, Lithuania and Østfold County Council, Norway

The project „Vidzeme Center for innovation and entrepreneurship” is a cooperation between the Cesis District Council (Lithuania) and the Østfold County Council, Norway

Having been started in December 2008 the project will run until April 2011. Besides the two Councils Riga Technical University is the third partner. The project is aimed to strengthen cooperation between education / R&D institutions and businesses at local and international level for promotion of entrepreneurial and innovation activities and business growth in Vidzeme region, resulting in new jobs, competence intensive companies, revenues and enhanced capacity of municipalities in supporting innovation. The project activities are directly targeted towards individuals (especially young people and women) who want to start their own business.

Østfold County Council and Cesis District Council have cooperated in several projects funded by the European Union. In the frame of Interreg IIIB project "Innovation Circle" both Cesis District and Østfold County took an initiative to develop

an advisory and educational support structure for promotion of youth entrepreneurship. Østfold County has developed a strategy for establishing a business incubator in their region.

This experience is of great value for the actual project. Norwegian specialists continue their activities, particularly, training as well as visits to exchange experience. Concrete expected outcomes of the project will be:

1. Established interdisciplinary and international cooperation of educational and R&D institutions, industry and authorities;
2. Developed advisory, business incubation and competence transfer services for training of young entrepreneurs, development of start-ups, strengthening of existing businesses and networking for business support in Latvia and Norway;
3. Establishment of the Vidzeme Center for Innovation and Entrepreneurship in Cesis district and the Regional Business Development Incubator at the Riga Technical University.

<http://www.innovationcircle.net/vidzeme-center-for-entrepreneurship-aamp-innovation.117186.en.html>

SMEDGE Workshop in Usma and Riga, Latvia

Baltic Incubators collaborate for International Business of their Client Firms

End of August 2009 a three day workshop in Usma and Riga, Latvia brought together business incubation managers that have a common interest: Developing tools and exchanging experience with measures to support their client firms in finding partners in other Baltic countries and / or help SMEs from other countries to enter the coal market. Basis for the event was an EU project that financial supports this initiative of partners in Latvia, Estonia, Finland, and Sweden.

The workshop, moderated by SPICE Group President **Heinz Fiedler** focused on two main topics: “Incubator Sustainability”



and “Soft Landing”. Not surprisingly “sustainability” is a term that causes discussion. Understanding about the meaning of this term differs and

depends on the perspective. While incubators that are fully financed by public institutions and have a secured budget for a longer period of time consider themselves (rightly) as sustainable,

perspective sustainability only has been reached once no public money is needed anymore. Both positions are as nice as they are wrong. The essence of this matter is “Who asks for the music, pays for the music”. In other words, “supporting” start-up companies by burdening them with cost for political regional development issues is as wrong as subsidizing small businesses endlessly. The key is that



Continued on next page

services delivered have to be charged to the incubator partners wanting such services. If the (political) decision is to support start-up enterprises or to encourage people to start a business by offering affordable access to information and advice it does not make too much sense to charge them full cost.



Another lesson to learn is that sustainability is never “reached”, but remains a continuous struggle during the life of an incubator – just like it is for businesses. Markets change – and so do the needs of incubator clients.

Regarding the “soft landing” issue participants from different kinds of incubators presented their experiences with helping small enterprises to enter the

markets of neighboring countries and discussed the effectiveness of different tools for supporting these processes.

All in all the workshop did not only contribute to transferring knowledge between the participants, but also built and strengthened personal contacts between the players that will serve as

an important basis for the continuation of the project and the development of efficient services for the incubator client companies around the Baltic Sea.

Contact: Janis Stabulnieks, luc@latnet.lv



The Riga Workshop



Climate Innovation Centers – infoDev program under way

The Climate Technology Program of infoDev is under way. For example the Indian pilot study as part of the first phase of the program will investigate through locally lead and multi-stakeholder workshops, country-specific barriers to entrepreneurship and innovation the cleantech sector. The aim is to understand how barriers can be overcome through the possible establishment of a cleantech "innovation center" that could offer services like research coordination, accelerators to demonstration prototype technologies, business incubation services, instruments for early stage seed funding, technology transfer (to promote North-South and South-South tech transfer), capacity building, market intelligence and innovation policy. The study will lead to an 'implementation plan' out-

lining the required financial, physical and human capacity building requirements. Besides in India pilot studies are intended for Kenya and Brazil (and possibly other countries). The "implementation plans" will be taken to donors to gain further support for phase two of the program and also funding to cover more country studies.

infoDev also is in the process of sourcing a firm for analytical work on "Climate Technology Innovation Centers" which will look at best practices of current innovation centers and related innovation activities in the space globally.

Contacts: Anthony Lambkin, Climate Technology Program (infoDev), alambkin@worldbank.org More information and a 4-page donor brochure is available www.infodev.org/climate

IDISC website improved with new functions

infoDev has developed various new online components to iDISC, the global portal for business incubation. iDISC receives over 10,000 unique visitors from more than 150 countries every month. The new features are

The new **Global Network Map** is an interactive way to visualize the scope and reach of infoDev's Global Network that has grown more than 190 organization in about 80 countries: <http://www.idisc.net/en/IncubatorsMap.aspx>

The new **Results & Impact** section help business incubators as well as other public and private stakeholders better understand the why & how of infoDev's Business Incubator Initiative: <http://www.idisc.net/en/Page.MEIA.Report.Overview.html>

infoDev's Monitoring and Evaluation Impact Assessment presents the outcomes and lessons learned from the Incubator Initiative and the work of its business incubation: <http://www.idisc.net/en/Page.MEIA.Study.Overview.html>

Most successful Incubator Graduates in 25 years

As part of NBIA's upcoming 25th anniversary celebration in the year 2010, the association is compiling a list of the 25 most successful companies that graduated from incubators.

In addition to this main list, NBIA wants to focus on contributions to local communities in terms of income growth, job creation, etc Contact Mary Ann Gulino at mgulino@nbia.org

Start-Up support in Hamburg St. Pauli

St. Pauli? Many readers hearing this name of a district of Hamburg first may think about "Reeperbahn" the world known red light street near Hamburg's harbor. Some may even remember that the Star Club in one of the side streets of the mile of sin staged the first concerts of a group that became known as "The Beatles". Well, "Reeperbahn" still is there (the Star Club not) – even if the entertainment offered in this neighborhood has changed much - and so did the District St. Pauli.

The "steg Hamburg" (Stadtentwicklungs- & Stadterneuerungs-Gesellschaft / Urban renewal & development agency) is a public organization working for the development of the city district. Part of the activities is to offer rooms for rent for small businesses, provide information, and support start-up activities.

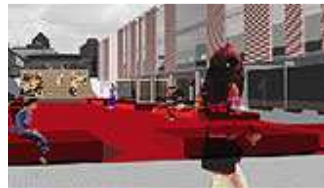
The "Karostar Musikhaus St. Pauli" opened in 2005 and since 2009 offer business incubator services. Karostar is aiming to stabilize and support small and young enterprises in the music-sector. For that, STEG offers office space with attractive conditions in terms of size, rent-level and contract-details. Concentration of several enterprises at one location should help interaction and cooperation between the enterprises.

More: http://www.karostar.de/karostar_english.pdf



"Managed Workspace Etage 21" is a business incubator in the former „Rinderschlachthalle“ (Slaughter House) offering 860 sqm of rental space with office facilities with advisory and business services . Opened in 1998 this incubator served 70 startup enterprises (140 jobs) during the first four years of operation.

Contacts: Sylvia Usbeck, email etage21@steg-hh.de



The "Sprungschanze" (spring board) since May 2001 offers 1,000 sqm of space for rent to serve ca. 30 start-up businesses with incubation services. Start-up entrepreneurs may stay in this incubator for at least three years under conditions. Opened in the year 2000 in a new building (EURO 1 million, financed 60 per cent by a private investor) the incubator is serving a mixed clientele, mainly from the service sector. During the first four year of operation Sprungschanze served 40 start-ups that created 80 jobs.

Contact: Sylvia Usbeck, email etage21@steg-hh.de

And in the start-up floor "Wellengang" (swell) in the Health Center St. Pauli 10 new enterprises can find space and support. This incubator has been established by renovation



vating a part of a former hospital. This incubator opened in the year 2005 and is targeted at young businesses (up to two years in operation before entering the incubator). Nearby a health center has been opened (also in the former hospital).

Information about initiatives described above: website (in German): <http://www.gruender-info.de/index.php>

Another offer for would-be-entrepreneurs (not operated by steg Hamburg) is the **Enigma Business Incubator** of the public "Job Agency Hamburg".

The Enigma Project is an offer for jobless people. Enigma helps forming small teams to prepare the start of a new enterprise. Reducing start-up risks by consulting, training, and coaching is the aim of this initiative.

Website: <http://www.enigmagruendungszentrum.de/> Contact: email info@enigmah.de

The German Start-Up Award – now with new competencies for the Winners

The annual German Start-Up Award is organized by the magazine "Stern", Savings Banks, the Second German TV program, and McKinsey. New for the future is the Board of Trustees (Kuratorium), from now on composed of leaders in German Business – people with names that are also known beyond Germany. But it is not only their experience and competencies that will add to the anyhow high reputation of the Award. The well-known, successful entrepreneurs (some of them on the list of wealthiest Germans) also each will coach one of the award winners. Altogether 13 very successful entrepreneurs with names that stand for successful entrepreneurship and international businesses like Brockhaus, Ritter, Oetker, Langenscheidt, Fischer, or Faber-Castell met to agree on this new initiative. Further seven joined the group.

One could say that the "Who is Who" of German family owned businesses has joined for this action. This is unique not only looking at financial business success – it also stands for the values of entrepreneurship that appeared to be forgotten: responsibility, sense for the society, and long-term perspectives in business. Terms that are not mentioned too often, but seem to have advantages in comparison with shareholder value and other modern business words. Taking care about profitability in family owned businesses often has perspectives that reach far beyond the actual generation of enterprise leaders. Different to the attitudes of employed managers that mostly leave a sinking ship first (rather than last as the Captain is supposed to do).

The round of application for the German Start-Up Award 2010 already is open: <http://www.deutscher-gruenderpreis.de/>

How do incubators "secure" success of their client firms? Annual ADT conference in Munich

The Annual conference of ADT Federal Association of German technology and Business Incubation Centers) "Innovation centers granting success for Start-ups" is scheduled for November 15-17, 2009 in Munich. Host of this conference is the „Münchner Gewerbehof- und Technologiezentrumsgesellschaft mbH“ that operates the well known MTZ in Munich.

German business incubator report that the success rate of enterprises that started in incubators is higher than 90 per cent. What is the reason for such success rate? What are the services incubators deliver for supporting of their client *continued on next page*

firms? These are two of the questions the conference will discuss and answer. The conference receptions participants will enjoy in Munich's historical Town Hall and in a „typical” Ba-

varian restaurant. City sightseeing and a visit to the Munich business incubator are offered the day before the conference. Contact: adt@adt-online.de website <http://www.adt-online.de>

100 Years Technology Park

Berlin Adlershof today is the location of a successful technology park development. But innovation and technology is not new to this place in the South of Berlin.

The location, however, is a place for technology development and innovation since more than 100 years. It all began in the year 1909 when the first flight took off at the Berlin-Johannisthal flight field – this was the name of this area in those days. Becoming a center of aircraft industries was the next phase of development. Even the famous Brothers Wright here built 60 of their total 80 motor airplanes. From Berlin-Johannisthal also the first scheduled passenger flight took off bringing politicians from Berlin to Weimar – the airline meanwhile is called Lufthansa.

There is much more to report on regarding technology development and production in this area, for example, the production of BMW cars (the famous “Dixie”) and the film studios that worked here.

After World War II had ended the aircraft related activities, during the time of the German Democratic Republic (GDR) Berlin-Adlerhof (as it now was named) became a location for science. 24.000 employees of the “Academy of Science of the GDR” worked here – most of them in different fields of applied Sciences.



Hardy Schmitz, Managing Director of the science park management and development company WISTA, described the historical background of the location as an excellent basis for what has happened since the political changes in Germany allowed a new development. Only less than two years after the Wall fell in 1989

the concept for a Science & Technology Park Berlin-Adlershof was created. One of the first steps of realization was the opening of the “Innovations- und Gründerzentrum (Innovation and



and Business Incubation Center (IGZ) Berlin Adlershof that opened in September 1991. Today six scientific institutes of the Humboldt University are located in the S&T Park with more than 1300 scientists and 6700 students and 800 companies “on-site” employ more than 12,000 people. In recent years the technology park experienced an annual growth rate of 8 – 10 per cent and the insolvency rate was less than one per cent – a very positive sign in times of economic difficulties by what is called the global financial crisis. One of the reasons might be that the companies do business in innovative sectors that are much in demand, for example optics: One of the start-ups in the Science & technology Park Adlershof has developed from scratch to an investment volume of 85 m €.

On the occasion of the anniversary “100 years technology and Innovation in Berlin Adlershof” the technology park held an international symposium (more than 130 participants from 16 countries attended the event) with representatives of partner science parks from many countries, This event did not only care about the history, it focused on topics important for future developments. For example, methods to measure the performance of S&T parks, Tools for accessing international markets, or opportunities for closer cooperation and twinning.

At the Ceremonial Colloquium on September 9, 2009 to celebrate the anniversary the Governing Major of Berlin (Prime Minister of the State of Berlin) Klaus Wowereit, stressed the importance of innovation and entrepreneurship for the economic development and the experience Berlin only has in this matter. Indeed, Berlin is not Only home of one of the largest science parks in Germany, it also is the place where the first Germany business incubator started in the year 1983.

Although no SPICE Meeting had been announced for this event, the SPICE Group members attending used the opportunity for updating each other on recent developments and plans for the immediate future. **Uwe Seidel, Florian Seiff, Heinz Fiedler** (Germany), **Raivo Tamkivi** (Estonia), and **R.M.P. Jawahar** (India) .

Contact Adlershof: pr@wista.de



Science & Technology Parks and Incubator in Estonia

Here is a the beginning of a brief review of the existing science/technology parks (STP) and business incubators (BI) in Estonia, a tiny Baltic country with 1.3 million inhabitants.

The biggest STP, Tehnopol (www.tehnopol.ee) is located in the capital city, Tallinn, and acts as a business environment for knowledge-based companies. Tehnopol today has 9.5 hectares of territory, 32,000 m² rental space, and 22 staff members.

More than 150 companies operating in park, incl. Skype, Cybernetica, Fujitsu Services. and the business incubator(max.30 incubatees) is the largest in Estonia. Ca 12,000 students and 1,300 researchers, mostly of Tallinn University of Technology

and of a public-private IT College nearby, 4 active public-private R&D competence centers are working on the Tehnopol territory. Also international business is taken care of: The “soft landing” services of Tehnopol are aimed at foreign innovative businesses and ideas: information and consulting according to specific needs, assistance to make contacts with businesses, media and public sector, help to establish your business in Estonia, as well as business accommodation, incl. virtual office possibility and meeting rooms.

In next Update: more about Estonian S&T Parks and Incubators. Contact: Raivo Tamkivi. raivo.tamkivi@tehnopol.ee

Views & Facts

New Zealand

Incubator Program expands based of good results

By Richard White

Business incubation in New Zealand was introduced in 2001. Eight years later, in 2009, ten incubators are operating of which seven are categorised as high growth technology incubators and receive financial support from the government's Incubator Support Program (ISP).

The ISP has played a pivotal role in the industry's evolution. While incubator funding is a fundamental element of the program, the ISP and the incubators have enjoyed a symbiotic relationship in moving a nascent industry rapidly towards maturity. The evolution has taken place in five phases to date. The ISP has been a pro-active influencer of some of these phases, while in others it has been a reactive but important facilitator acting in partnership with the industry.

Phase 1, 2000-02: Adaption and implementation of U.S. best practices by incubators and a focus on the creation of high growth businesses with international potential.

Phase 2, 2003-04: Development of a culture of continuous improvement in incubator operation through bringing international experts to NZ, rigorous capability assessments and peer review exercises. ISP provides seed funding for an industry association (Incubators New Zealand) which becomes another driving force for operational best practice and industry collaboration.

Phase 3, 2004-07: Access to early stage capital identified by the industry as a significant barrier to growth. ISP provides funding for research projects on development of seed funds and angel networks and visits by leading U.S. angel investors. The first NZ angel groups emerge as a result.

Phase 4, 2006-08: a focus on improvement in incubator

linkages with tertiary education and research institutions. The ISP provides funding for relevant projects including IP assessment methodologies and incubator-institution engagement models. Relationships improve and research-led opportunities begin to flow from institutions to incubators.

Phase 5, 2009-onwards: incubators develop their *collaborative internationalisation activities*, encouraged by the early results from e-centre's CMCTEC India initiative, and the global trend towards cross-border incubator partnerships.

The latest emerging discussion is about the potential for a collaborative business model amongst New Zealand's seven, independently owned, high growth technology incubators. This may well escalate into the next phase of the industry's evolution.

177 companies have exited from New Zealand incubators since 2001, of which 129 are still trading. The 92 of these that provided performance data for the 2008 year produced US\$73m revenue (44% export), 982 jobs and raised capital for future growth of NZ\$21.5m. The overall economic impact was estimated at \$304m (NZ\$417m) which equates to 151x return on the 2008 ISP funding of NZ\$2.75m.

As a result of the success and achievements of the incubation industry, highlighted by these figures, the government recently extended the Incubator Support Program for a further 6 years (to 2015) and increased its budget by 65%. This outcome highlights the importance of obtaining performance data. The incubation industry's economic impact and its influence on New Zealand's early stage innovation system should continue to improve as a result of the government's strong endorsement.

Contact: Richard White, email Richard.White@nzte.govt.nz

Russia - Norway

Norwegian-Russian Business Incubator Polar Star is growing

A bit over than a year ago First Norwegian-Russian business incubator was opened to accommodate cross border businesses. First office is located on the ground floor of the Innovation Centre Polar Star 10 minutes drive from the centre of Murmansk. Presently there are three Russian and three Norwegian companies benefitting from incubation services and a well-developed infrastructure. The gender ration is 70/30, i.e. males/females correspondingly. A great advantage of the incubator is the Norsketableringssenter, a servicing company that provides fully-fledged legal and accounting services to incubated entrepreneurs. The incubation program is supported and financed by SIVA SF.

The incubation process has contributed to a significant boost among the incubated companies leading to their growth; besides other companies are willing to join the incubation program in Murmansk. The need for more office space is has been resolved in August: following the management decision - one

more big office is given to Norwegian-Russian business incubator. The new office of 147 sqm can welcome 17 entrepreneurs from Norway and Russia. Yet, the tempting invitation is not yet a pass for every business idea. The applicants should meet some of the admission criteria (details are available on website <http://polarstar.barentsnova.com/>)

The brand-new incubated tenant is Norwegian-Russian magazine "Inside Murmansk". The bilingual magazine (compiled in Russian and English) targets Norway and North-West Russia and is covering culture and business events across the borders. The magazine is designed in Norway and printed in St. Petersburg in 3.000 copies (the circulation ambitions go up to 10.000). The office area will take one person first for an administrative start-up; yet two more journalists are expected to join shortly.

Project manager: Anna Filina Anna.filina@barentsnova.com
<http://polarstar.barentsnova.com/gallery>

United Kingdom

£10m expansion planned for NETPark

The North East Technology Park (NETPark) in Sedgfield, County Durham, has been awarded £10m to further enhance its facilities for the burgeoning science and technology sector in the North East. The investment is expected to create up to 600 jobs in the region.

The funding at NETPark will be used to build three new facilities, each capable of housing the global headquarters of technology businesses. The buildings will provide a total floor-space of up to 5,000 sqm and will house up to 200 jobs.

The jobs impact could potentially *continued on next page*

be as high as 1,500 as an independent study by the US technology experts Batelle calculated that for every job created on a science park a further 2.57 jobs are created in the local economy.

Work has started on the first of these buildings, which is due for completion in March 2010. The new buildings will provide outstanding facilities for companies that have outgrown their premises in NETPark's incubator, as well as for more established companies looking to re-locate to NETPark.

Durham County Council is investing £4m into the project with an additional £5m from the European Regional Development

Fund (ERDF) 2007-13 and a further £1m from One North East's Single Program.

The news comes hot on the heels of the announcement of a further £20m investment in the Printable Electronics Technology Centre at NETPark, the expansion of the NETPark Incubator, underlining the accelerating expansion of the regional technology park. Also backed by investment from the EU, PETEC is a national centre for UK activity on printable electronics as outlined in the UK Government low carbon strategy.

Contact: Mike Parker, Mike Parker Media, e-mail mike@mikeparkermmedia.co.uk

United Kingdom

@Wales – Social Networking

Facebook celebrated its fifth birthday in January 2009 – an anniversary that shows that social networking is now firmly established. The sheer number of sites can be mindboggling, from Facebook, Twitter and LinkedIn to delicious, Digg and Friendfeed. Add in the specialist industry networks and the array can seem quite daunting, especially for the uninitiated.

The one thing to remember in all the hype surrounding social networking is the key word networking.

@Wales now has its own Facebook page, @Wales Digital Media and a Twitter account, at wales. These accounts are

linked and the incubator management sees a great potential to share specialist knowledge with like minded individuals and to develop the network.

@Wales welcomes all opportunities to talk about the digital industries, support for digital companies, or about the business incubation activities.

Contact: Evan Jones, Gary Williams or Jane Egan; email evan.jones@wales-uk.com; gary.williams@wales-uk.com

You also find information in SPICA Directory Online under <http://www.spica-directory.net/centers/?id=2097>

United Kingdom

ISO27001 for @Wales

ISO27001 is a management system that identifies, manages and minimizes a range of threats to business information. It provides guidelines for implementing a constructive risk management process, setting up policies, and ensuring a secure infrastructure is in place. This standard shows that a business has taken preventative measures to protect clients' data, and demonstrates to customers and prospects that the business is

observing a duty of care. ISO27001 certification is awarded by a third-party body, BSI Management Systems and is reviewed annually to ensure the current high standard is maintained.

@Wales has again been awarded ISO27001 certification, a status achieved only by an organization that can demonstrate the highest competency in information security management.

Contact: Jane Egan; email jane.egan@wales-uk.com

Croatia

Be The Role Model

Annual invention fair "Be the Role Model" (BUDI UZOR) is an annual international fair of inventions, prototypes and technological business plans for participants in several categories:

- Competition in Inventions and Prototypes
- Best Technological Business Plan - students
- Best High School Graduation Paper in agriculture, food-processing and pharmacy
- Presentation of successful commercialization

BUDI UZOR gathers inventors and entrepreneurs to evaluate the market for their business ideas and start commercialization. The evaluation of inventiveness is conducted in line with the criteria of the oldest European invention fair IENA Nürnberg. The best inventions are awarded with medals and the chance to realize the project with support from TERA: A work station

at the TERA business incubator for six months, free use of a test vehicle for one month, TERA Business Counseling, Intellectual Property Protection, and coaching through government support programs for entrepreneurs.

The support continues if a start-up company results from the project. In this case TERA provides support with developing a business plan and doing market research as well as partner search and initial contracts. Successful projects also will get the opportunity for participating at the international invention Fair IENA in Nürnberg, Germany.

Contact. TERA, Ivan Stefanic, email istefanic@tera.hr



United Kingdom

The "Top Ten"

On The website of UK Business Incubation interesting fact are listed as "Top Ten" featuring information from a survey UKBI did in 2008. Here is one example:

Business incubation environments, on the whole, operate as not for profit organizations (77%). They provide services to start-ups and early stage businesses – which traditionally include space, shared admin and business support services - offered on a diminishing basis. 18% of respondents however also include established businesses as part of their client base

(‘anchor tenants’). Pre-incubation activities are also a growing trend and are delivered by 33% of respondents. Only 8% of respondents, however, focus exclusively on pre-incubation. These typically operate on a physical/virtual basis and generally target underrepresented groups and/or areas where self-employment and raising awareness about entrepreneurship are important components of the program.

For more information, please visit UKBI's website: <http://www.ukbi.co.uk/index.asp?SID=313>

Business Incubation in ASIA

This page 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 that has been set up with support from the infoDev program. More information on website <http://www.incubationasia.com/index.php> or contact Suresh Kumar, psgstep@vsnl.com



Success of Nepal's Business Incubation Program

By Rabindra Kumar Neupane

In the year 2007, the Nepal Government, Ministry of Industry, Department of Cottage & Small Industries (DoCSI) started a Business Incubation Program (BIP) in Nepal. The business plan for this program was prepared by Information Technology Professional Forum (ITPF). The cost of preparing business plan was supported by InfoDev. The objectives of initiating the Business Incubation Program are to:

- Attain sustainable economic growth and optimal utilization of the available natural and capital resources.
- Accelerate the economy
- Reduce the unemployment rate of especially educated youths and stop the human resource capital to be headed towards abroad in search of employment.
- Increase industrialization and exports by supporting innovative and competitive business ideas

The Three Year Interim Plan has declared the following strategies, policies and programs for the upliftment of business incubation program throughout the country:

Strategies :

- Running capacity enhancement/development programs for micro, cottage, small and traditional industries
- Campaigning to raise awareness for entrepreneurship

Major Policies:

- Establish incubation centres and developing private sector initiatives and investment for entrepreneurial development.
- Establish a policy framework for micro, cottage and small industries simple, convenient and organized

Programs:

- Assistance to innovative and competent individuals and enterprises for developing new enterprises.
- Developing a Business Incubation System as a new mechanism for poverty alleviation.
- Collective facilities providing on the basis of One Village One Product concept.
- Emphasis on industries based on the locally available raw materials, traditional skills and geographical specialties.

In December 2007, the DoCSI hired a private management consultant NAREC Nepal to manage the BIP. Since then, the first incubation program in Nepal, is running within DoCSI premises located at Tripureshwor, Kathmandu, Nepal. The Government has formed a Business Incubation Board with members from industry, science & technology, professional and experts from different sectors to run and guide this program. For the day to day work of BIP, DoCSI hires a private sector management team. The work of management team is supervised by one of Director level personnel as Program Chief appointed by DoCSI. Currently, the DoCSI is funding this program from its regular annual program budget. Program Chief and Management team report to the BIP Board.

In the first phase, BIP has taken six incubates with different types of business ideas. The regular **incubation support services** of BIP available to its incubatees are:

- **Advice:** Developing idea, strategic planning, business plan preparation, proactive support and advice on financial, legal, marketing, sales and management
- **Services** to be offered include office space and equipment, secretarial, conference, bookkeeping, communication, resource center, library and laboratory etc.
- **Support** Mentoring, synergizing, peer learning, networking, authenticating, recommending, referencing
- **Anchoring** Utilizing graduate incubates and resources, experience sharing, feedback for improvement **Relationship** With wider audience and stakeholders (government, business & industry, civil societies or NGOs, professional societies, prospective incubates, INGOs, media etc.
- **Financial** advice, planning and solutions, linkages to financial institutions, angel investors and venture capital.

Recent progress of BIP

Three of the initial five incubatees of BIP have graduated in May 2009. Very soon, BIP is going to graduate the remaining two "first set" clients. For the second batch BIP has taken nine incubatees, innovators, and SMEs from different sectors.

After passing through a broad selection criteria, BIP Nepal provides a pre-incubation course for developing business plans of its incubatees. During the business planning process, the management team assesses the clients' needs and prepares a work plan for serving these needs. From specialized sectors different mentors are identified and assigned. BIP Nepal supports virtual and in-house clients.

GoN, DoCSI is also planning to support private sector organization, colleges and universities to open their own business incubation program. But till this date no any other incubator is working formally in Nepal other than DoCSI.

The desired outputs of DoCSI, BIP are: Companies on stable growth paths, increased economic activity, employment and investment, a stronger culture of entrepreneurship, a wider pool of business mentors and coaches, creation and implementation of business incubation "good practice" and competitive products and services for national and international markets.

Within this two year period, one incubator in Nepal operating from Government level has been established through the support of all many stakeholders i.e. BIP board members, consultants, incubation team, mentors, experts and successful business entrepreneurs. Some of the desired outputs have been achieved in this period. BIP will achieve all the desired outputs in near future.

This article is an abstract. The full report can be obtained from the SPICE Group Secretariat: spice@spice-group.de
Contact: Rabindra Neupane, ravi_neupane@hotmail.com

Business Incubation in MENA

This page provides information about incubation activities and programs from the MENA region (Middle East and North Africa). MENA^{inc} 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://idisc.infodev.org/en/Region.5.html> or contact Mr. Omer Oz at omeroz1@gmail.com



Bahrain

Bahrain Business Incubation Center Expands

With the support of the Bahrain Development Bank, Bahrain Business Incubator Center started to expand the facilities by 3,500 square meters for being able to admit new clients already on the waiting list. The expansion offers more spaces to increase the incubator's capacity to reach up to 100 clients. Also,

an enterprise center is being constructed to host the incubator graduates and other companies. This enterprise center provide a grow - on facility with variety sizes of units to support Small and Medium Enterprises.

Contact: Mohammed Allam, m3allam@gmail.com

Palestine

MobiS – as Start-Up business from PICTI makes its way

For **Hanna Kreitem**, General Manager of MoBIS this company was the first business he started. He did this because he “found that we need more competition and innovation in this sector in our local market”. The company was started as a follow up of a graduation project.

The start-up was mainly funded by the incubator; The entrepreneur contributed time and effort. Starting from the first month of the service launch, the company could cover basic expenses, and reached break even after one year of operation.

The major products and services of MobiS are SMS Gateway Services, Bulk SMS, 2-way Messaging, Custom SMS applications, End to end mobile and SMS solutions, SMS to media as well as WAP and mobile web and content delivery, development and hosting. The robustness and reliability in technology and services are seen as unique in the market as well as the dedicated support and customization based on an open and transparent relationship with partners. This positioning helps MobiS to compete successfully with the established companies in this market segment.

The first product, the *two way information services via SMS*, was piloted as part of PICTI's participation at Expotech, the major local ICT exhibition, and then launched to the market with a small media campaign.

Started in 2006 today MobiS clients include some of the major accounts in the local market, including financial service providers, private businesses, Non-Governmental Organizations, and local governance entities. MobiS serves a dozen main client, serving over half a million end user (in a market with a total of ~1.5 million local mobile users).

Being asked about the biggest challenges for the company, Hanna Kreitem says “Clients prefer to deal with established well known and reputable companies, especially in an economy based on trust. But we were able to overcome this by slowly establishing ourselves in the market, and partner with major accounts, opening the way for yet further accounts. The biggest challenge is to be able to compete with big companies and groups that are filling the market with their products.”

Business incubation played an important role for this company to start and develop. The most important services provide by the incubator were working with experts for developing the marketing and business plan as well as refining the business offering and market research. Also that the incubator provided MobiS with startup hardware, office space and facilities, and the initial finance for purchasing hardware are critical factors the incubator secured. Hanna Kreitem also mentions “Providing advice and help from a dedicated lawyer, as well as covering the costs and legal fees related to establishment and the networking, providing access to decision makers in the market, as well as local and regional participation in IT exhibitions” as important support by the incubator. All in all he “would encourage other start-up entrepreneurs to take advantage of the services provided by business incubators”.

Contact: Hanna Kreitem, MobiS Mobile Information Services, Palestine, email hannaq@gmail.com



Jordan

Building a Technology Transfer Network

EU is funding a project in Jordan to support innovation with two main activities.

1. The establishment of Technology Transfer Offices around the local universities and research centers which includes staff capacity building and offices design and development.
2. Improving the performance of local business and technology

incubators through leveraging the services offered to incubatees, development of a local network of incubators and development of best practices quality system for incubators. Other projects are under way related to Innovation Audit and Intellectual Property Rights for schools.

Contact: Jamil Khatib, email jamil_khatib2004@yahoo.de

Morocco

Women Entrepreneurship

Reinforcement of businesswomen in the Moroccan economy is the aim of a convention AFEM signed with the Council Chamber in July 2009 in Rabat. In July the Rabat Pioneers and the science faculty of Rabat and AFEM launched the first incubator for the promotion of the women entrepreneurship in the Rabat-Salé-Zemmour-Zair region. This project is part of the expansion

of incubators promoting women entrepreneurs throughout Morocco.

This new incubator plans to promote women's entrepreneurship in the Rabat region by offering technical support and training to entrepreneurial young women.

Contact: Amine El IDrissi, email ri@afem.ma

Saudi Arabia

BADIR-ICT Technology Incubator Overview

BADIR-ICT is the first ICT technology incubator to be established in Saudi Arabia. It is part of the national BADIR technology incubator initiative of Saudi Arabia's national research institute, King Abdulaziz City for Science and Technology (KACST) that was launched in January 2008.

It currently operates as a unit of KACST under a Supervisory Committee representing major stakeholders in the government and private sector. BADIR-ICT focuses on ICT and ICT related enterprises, supporting both technology and service companies, with flexible services suited to each segment.

CREEDA Projects Ltd, an Australian consulting company commenced a two-year contract in February 2008 to assist in the establishment and management of BADIR-ICT. SPICE member **Julian Webb**, CREEDA Managing Director, is the BADIR-ICT Project Team Leader and recently joined SPICE member **John Mercer** is the Resident Consultant Executive Director for the BADIR project. Other team consultants are incubation specialists Roslyn Hughes (Finance / Venture Capital) and Michael Johns (ICT technology business coach)

A local Saudi management team and staff were appointed in

late 2008 and are being trained and supported by a local Saudi Executive Director from the KACST Computer and Electronics Institute and the CREEDA consulting team

The BADIR-ICT facility in Riyadh comprises 30 suites with over 100 rooms for up to 30 incubator clients. There are additional offices for several anchor tenants including the national headquarters of Saudi Inventors Society and a representative office for Riyadh Chamber of Commerce. A women's incubator was established within the site in January 2009

All rooms are connected to high speed broadband and the facility includes training, meeting, video conferencing and lounge rooms as well as a prayer room and coffee shop. A mini conference centre used for training and technology entrepreneurship events has been created on the top floor. The facility has underground and street level parking.

BADIR-ICT accepted its first 12 tenants and affiliates (virtual tenants) in November 2008 into its incubator program. A series of workshops and events are run in its entrepreneurship and opportunity awareness and pre-incubation programs.

Contact: John Mercer, email john.mercer47@gmail.com

Business Incubation in ECA

This page provides information about incubation activities and programs from the ECA region (East Europe and Central Asia). ECABit 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 Todor Yalamov todor.yalamov@online.bg



Bulgaria - Belarus

At the recent ECABit conference "Advancing Innovation in ECA 2009" held in Gabrovo, Bulgaria with participants from Armenia, Romania, Uzbekistan, Ukraine, Russia, Kazakhstan and Georgia the Rural Innovation Group presented good news. Bulgaria and Belarus started common activities in eco and rural tourism after the ECA conference in Tambov, Russia. A new ECA member – Association of entrepreneurs in rural tourism Belarus - with support of the business incubator in Gotse Delchev Bulgaria (BIGD) won a grant for a feasibility study for a business incubator in rural areas and research for good EU and ECA practices, trainings for clients and a study visit to Bulgaria. Before the conference **Rositza Djambazova** (SPICE Group



Member) provided a short training in Minsk, Belarus about the experience gained from activities of the BIDG. In early October this training was followed by a visit to the BIDG. Five representatives from the association "Country Escape" and districts Gomel and Brest, Belarus participated in a workshop with Bulgarian partners. One result of the meeting is to the decision use the tourist potential for future cooperation and development: Belarusian partners will develop the virtual business services to support rural entrepreneurs using ECABit representatives dealing with eco and rural tourism for sharing experience and good practice.

Part of the group visited tourist sites in Greece included in cross-border tourist routes developed by the Business Incubator. They had the opportunity to feel the local spirit and soul, taste the local specialties, and to meet and talk with the local people. The Belarusian partners were in a local Chitaliste (community educational and cultural center), participated in a funny tourist attraction with 4 generations in the village of Banichan, bought colorful traditional wool



from crafts-women, enjoyed wonderful rural stone houses and mountains (even in a heavy rain), relaxed in mineral swimming pools tasted delicious local dishes, vegetables and fruit, and, of course, home-made rakia, the famous Bulgarian spirit. They had the opportunity to talk with the clients of the BIDG to learn about their business and results. The interesting model of Bulgarian Chitaliste, an innovative hub in villages, could be used in a future project Belarus- Other members from ECA are invited to join.



Information & contact: Rositza Djambazova, email bi-gd@gocenet.net website <http://www.bi-gd.org/en.htm>

Belarus

New Incubator for Youth and Women

The Small Business Incubator CUE "Youth Social Service" was established in May 21 in 2009 by Commission for Support of Entrepreneurship at the Department of the Ministry of Economy of the Republic of Belarus.

Founded by the Minsk City Executive Committee the incubator is designed to provide effective support to newly established and young companies established by young people. Applicants qualify for the incubator CUE "Youth Social Service", provided

vided that one of the founders or the company manager are not older than 31 years and time since state registration of the company does not exceed one year. Special attention is paid to entrepreneurial initiatives of women. The incubator provides all typical services: rental space; office furniture and equipment; management advice and information; accounting; business planning support; seminars, trainings; office services
Contact: Rima Epur, email mss_kyp@mail.ru

Macedonia

Entrepreneurship Support Through Business Start-up Centers

The Youth Entrepreneurial Service (YES) Foundation since September 2007 has been successfully operating in three main areas: Business Incubator, Entrepreneurial trainings and Business plan competition. The business incubator has hosted over 25 start-up companies. Five of them have left the incubator and are working successfully on their own. At this time, the incubator hosts 16 tenant-companies and 5 virtual tenant-companies. These companies employ over 60 young people. Entrepreneurial trainings are held continuously, 2 per month on average. As part of this, YES has become the first local training centre for CISCO Entrepreneur Institute. So far, 60 young people have attended this course and in October YES organizes a business plan competition for the CISCO participants. Furthermore, YES shall be the host organization for the Global Entrepreneurship Week this year, 2009, for the second time in a row.

The YES Foundation seeks to strengthen the local innovation system in Macedonia by stimulating the practical entrepreneurship among youth by offering complementary activities that will ease the start-up of new ventures. YES is a good practice model for entrepreneurship and new firm creation in the region as an approach to developing promising new business ideas among well-educated youth in Macedonia, in order to:

- boost the development of the SME sector and
- bridge the gap between existing offers from educational institutions and the needs of the business community

The goal of YES is attracting young ICT people, training and coaching them in business skills, connecting them with the right business partners so that they can compete on the global market and thus make ICT a leading industry in Macedonia.

Examples for Implemented projects are:

Global Entrepreneurship Week (www.gew.com.mk)

Organizing more than 40 events in 10 towns in Macedonia for stimulating entrepreneurial spirit raising awareness for this mat-

ter through: Business plan competition Training, Presentations, round tables, Seminars, Workshops, and Forums

Youth in Action

Promoting entrepreneurship among youth in the EU and Southeast Europe through

discussing the situation in terms of youth entrepreneurship and innovative infrastructure and how to improve it. (www.youth.com.mk)

A computer laboratory for pre-incubation services and courses held in the incubator

Creating a state of the art computer laboratory in YES BI incubator, for doing business, soft skills and ICT trainings.

Young and business incubation, a chance for better future

Creating a database of innovative centers from SEE and Central Asia to stimulate entrepreneurship among the youth, creation of operative team that will collect the experiences in a database, dissemination of the results and feedback / suggestions for better entrepreneurship support.

"Starting a business" module for Roma population

Developing methodology and concept for business and soft skills training for obtaining primary business knowledge, on-site assistance for business plan preparation, and awarding the three best business plans for stimulating creation of start-up businesses among the young Roma population.

CISCO Entrepreneurship Institute (Trainings for young, unemployed people)

Introducing worldwide known training program developed by Cisco Entrepreneur Institute that aims for teaching local entrepreneurs the skills needed for running a small or medium-sized business successfully.

Info: info@yesincubator.org.mk / www.yesincubator.org.mk



Business Incubation in Africa

AIN is the regional network of business incubators and technology parks that has been set up with support from the infoDev program.

For more information, visit the website www.idisc.net/en/Region.1.html



Contact Lalane van Rensburg, lalane@sbti.co.za

Africa

AIN – Africa Incubator Network start project to develop cooperation

Good news for AIN, the African Incubator Network: The info-Dev grant for network development has been signed! The South African agencies, SoftstartBTI and SEDA (Small Enterprise Development Agency), will manage the grant and the key areas for action include:

- upgrading of the network portal to encourage greater communication and knowledge sharing among members;

- an incubator manager training session and conference;
- a monthly newsletter;
- some surveys among members to get information on what they are doing and to benchmark the activities;
- development of promotional material for use by members.

For more details and for joining the network, please contact Lalane von Rensburg, email Lalane@sbti.co.za

Important upcoming Events

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

As the full list of events is taking too much space in the newsletter only a brief overview can be provided. We strongly recommend visiting the "Events" section on the SPICE Group website. This also page 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.

October 23-26 2009: Vancouver, Canada: AURP Annual Conference 2009



AURP, the Association of University Research Parks will hold its Annual Conference 2009 "Advancing Global Research Park Networks" in Vancouver, Canada. Topics are: Are your university, research park,

government, and industry partners linked to global networks in the right ways to maximize exposure and transfer of knowledge? Are you maximizing results? The main conference tracks

Contact: Victoria Palmer, vickiepalmer@aurp.net

October 26-30 2009: Florianopolis, Brazil: Third Global Forum on Business Incubation



(MCT), the Brazilian Micro and Small Business Support Service (SEBRAE), and the Brazilian Association of Science Parks & Business Incubators (ANPROTEC). The Forum will

infoDev will hold its Third Global Forum on Business Incubation in Brasilia in partnership with the Ministry of Science and Technology of Brazil

bring together incubation professionals, SMEs, entrepreneurs, policymakers, financiers, and development practitioners. It will be an opportunity for Brazil to share its rich track record of over twenty years of business incubation with the global community.

Contact: Ms. Felicia Haladner, at fhaladner@worldbank.org, website <http://www.gf-bns.net/ingles/>

October 29-30, 2009 in Leipzig, Germany: 13th Interdisciplinary Start-Up Forum

The "13th Annual Interdisciplinary Conference on Start-Up Research" (G-Forum) will be held October 29 – 30, 2009 in Leipzig, Germany.

As in earlier years also this G-Forum will be organized in thematic Workshops to present and discuss actual research results and projects from the fields of entrepreneurship and SME de-

velopment. A focus of this year's conference will be "Ethics and Entrepreneurship". The organizers have issued a **Call for Papers with a deadline of June 30, 2009** For more information about the topics, please visit <http://www.gforum2009.de>



November 15-17, 2009 in Munich, Germany: Annual ADT Conference



The German Federal Association of Technology and Business Incubation Centers, ADT, will hold its Annual Conference 2009 in Munich, hosted by the MTZ, Munich Technology Center.

Munich is one of the "Technology Hubs" of Germany and the MTZ is offering 200 sqm of space for technology based start-ups. Expansion to 10.000 sqm is planned

Contact: Christina Mann, mann@mtz.de

November 15-17, 2009 in Harrogate, United Kingdom: International Enterprise Promotion Convention

The event will showcase best practice and innovation in the creation and support of small businesses. Organisations in the small business support sector are expected to present case studies and examples of best practice. This Convention is organised on a low-cost not-for-profit basis so that as many SME specialists and support organisations as possible can attend. Facilities will be made available for each special interest group to have their own Plenary and Workshop Sessions.

Topics are Advancing entrepreneurship education and training, Business creation & development - stimulating start-ups, Community, ethnic, minority, rural and social enterprises, Developing enterprise in emerging and transition economies, Innovation, incubation, networks and knowledge transfer, Venture capital, business angels, finance and taxation Women's enterprise and family business development

Info: www.harrogateinternationalcentre.co.uk

November 19-20, 2009 in Stockholm, Sweden: 8th Best Science Based Incubator Conference and Award

Mark your calendar for the 8th Best Science Based Incubator Award and Conference "Incubators as Stimulators and Creators of Regional and International Clusters" and look out for the documents allowing you to apply for the awards.

The conference will be organized in cooperation with the Swedish organization Innovationsbron. First time the Most Entrepreneurial Scientist Award will be announced.

Contact: Tanja Pijpaert, email: t.pijpaert@technopolicy.net

December 1-3, 2009 in Belfast: 11th International UKBI conference



UKBI announced the 11th International conference to take place in Belfast. Building on the success of BI:10 in Bristol the conference will offer something for everyone regardless of your level of experience. With interactive work-

shops, incubator tours, plenary sessions roundtable discussions and a prestigious international gala dinner there are lots of opportunities to learn and to exchange experience and with friends

Information: <http://www.ukbi.co.uk/index.asp?SID=208>

December 8, 2009: The 2nd Global Business Incubation Day

UKBI announced the 2nd Global Business Incubation Day, the day for celebrating the successes of innovation and entrepreneurship through business incubation: December 8, 2009.

Last year, events took place in over 60 countries, with more opening their doors to



future clients, supporters and the general public to learn more about the impact that business incubation has on growing and developing businesses. Workshops, events, and videos also were used for celebrating the day

To join in the celebrations for 2009 all you need is send your logo to Toni Wanklin at t.wanklin@ukbi.co.uk, along with

your website address and any information, videos or photos that you would like to share. Join colleagues around the world and celebrate your success in supporting the next generations of innovative and entrepreneurial businesses, people and ideas.

Website: <http://www.ukbi.co.uk/index.asp?PID=564>

2010

2010

2010

January 31-February 2, 2010 in Savannah, USA: NBIA Summit for Advanced Incubation Professionals



NBIA's Fourth Summit for Advanced Incubation Professionals, is for individuals who have been members of NBIA for five years or more. It provides an opportunity for an intimate gathering of knowledgeable practitioners and features plenty of time to learn from peers and to

share strategies for success. The summit has proven to be a valuable experience for those who have attended. It begins with an evening reception on Sunday, Jan. 31. The next one and a half days are for exchanging information and views

personal experiences between the practitioners

Contact: education@nbia.org

February 8- 10, 2010 in New Delhi, India: ISBA 2010 - Annual Conference



The annual conference of Indian STEPs and Business Incubators Association (ISBA) is planned for February 2010 in New Delhi. The event shall be witnessed by Incubation and Management GURUs cash rich VCs, national and international technology providers with the tech baskets, policy makers etc Industries will be there to pip into young minds for potential

technologies, acquisitions, equity participation. Foreign incubates will be there to look for cross fertilization of ideas and possible cross boundary incubation tie-ups, Universities and R&D institutions to understand how to set up an incubator and what is required to support Incubation spirit on their campuses. http://www.incubationasia.com/newsevent_details.php?type=news&id=15

April 25- 27, 2010 in Joensuu, Finland: FINPIN 2010 Innovation and Entrepreneurship in Universities

The third international FINPIN conference "Innovation and Entrepreneurship in Universities: Presenting Best Practice, Case Studies, and Research Results" is aimed to be an inspirational event. Interested experts are invited to present their experiences concerning entrepreneurship and innovation activities in higher education. The Conference is organized by FINPIN and North Karelia University of Applied Sciences. Conference themes will be "Innovation and Innovativeness", "Paths to Entrepreneur-

ship" (models of business incubation), "Entrepreneurship Education and Models", "Measuring impacts and effects", and "Research into entrepreneurship intentions, motivation, attitudes, identity".

Call for Proposals. Papers are to be sent to FINPIN at email finpin2010@lamk.fi Website: <http://www.finpin.com/English/Home/tabid/706/language/fi-FI/Default.aspx>



May 16 - 19, 2010 in Orlando, USA: 25th NBIA anniversary conference



Plans are under way for NBIA's 2010 International Conference on Business Incubation, which will take place May 16-19 in Orlando, Fla. NBIA is working to put together a top-notch educational program that will address the needs of a diverse audience through preconference workshops, topical sessions and discussions.

Submit a **workshop or session proposal**. The Preconference Institute will feature full- and half-day workshops, while the conference will include sessions, roundtable discussions and

forums. Workshop proposals are due by Friday, Sept. 18, 2009 and session proposals are due by, Sept. 30, 2009

You also may give your opinion on the topics you would like to see covered and the activities. Visit the survey at

<http://fluidsurveys.com/surveys/tj/2010-conference-survey/>

By completing this survey, you can be entered in a drawing to **win a free conference registration**. The survey will be open , until Wednesday, Sept. 30, 2009

Contact: mail education@nbia.org

Website: <http://www.nbia.org>

IASP World Conference goes to Korea

The next IASP World Conference on Science and Technology Parks "Global Green Growth (G3): Challenges and Opportunities for Science and Technology Parks" will take place in Korea (May 23-26 2010) .The event will be organized by

Daeok Innopolis. A Call for Papers has been announced. The deadline for submission is **October 23, 2009**. Paper proposals should be sent to iasp2010papers@iasp.ws information about the conference, on website at www.iasp2010ddi.com,

September 16- 18, 2010 in Riga, Latvia: Baltic Dynamics 2010

The Baltic Dynamics 2010 conference will be held in Riga, Latvia and preparations began with the end of this year's Baltic Dynamics. Janis Stabulnieks announced the conference for

coming year and invited proposals for conference sessions and presentations.

Contact: Janis Stabulnieks, email: lte@latnet.lv

APJIE: 2009 Call for Papers (Volume 3, No. 2 and No.3)



Continued from page 1) APJIE aims to establish channels of communication and to disseminate knowledge among policy makers, experts and professionals working in universities, government departments, research institutions, as well as industry and related business. The Journal publishes original papers; theory-based empirical papers, review papers, case studies, conference reports, relevant reports and news, book reviews and briefs.

Commentaries on papers and reports published in the Journal are encouraged. Authors will have the opportunity to respond to the commentary on their work is published.

APJIE announced a Call for Papers for **Volume 3, No.3** to be published in December, 2009: apjie@kobia.or.kr

SPICA Directory Online (SDO)

In recent weeks a number of profiles in SPICA Directory Online have been updated. It is worth to have look at the directory, for example for the profile of **JBIA, the Japan Business Incubation Association**. Also an update of all business incubators and technology parks in **Lithuania** is under way and the first Lithuanian technoparks and incubators already present themselves with actual data. Also the update of profiles of technoparks and incubators in **Poland** is continuing.

In general terms the directory is undergoing an overhaul that will feature new functions, easier access, and more variety regarding statistical data that will be made available to registered users of the Directory. One of the functions is already available for a while, but possibly not yet well known. Technoparks, incubators and associations can request a special user ID and password that allows them to update their own profile at any time directly and online. If you wish to make use of this option, please contact update@spica-directory.net

Together with developing and implementing new functions the directory will be “cleaned”. Business Incubators and technology parks will receive a “warning” informing them that their profile will be taken off

the directory unless it is updated. After this process has been finished once automatically reminders will be sent beginning one year after the last update of a profile and after two years without any change of data the profile will be de-activated and not accessible anymore for users.

For checking the progress and outcome of this activity, please visit SPICA Directory on website www.spica-directory.net All readers are invited to update the profile of their incubator, technopark or association. For more information how to do this update, please contact update@spice-group.net



New Services for Members

SPICE Group members can take advantage of new services provided through the SPICE Group website (www.spice-group.net).

Send a message to all members. Use the simple tool the SPICE Group website offers in the PUMBAA section Your own SPICE Group email address is available worldwide (like name.familyname@spice-group.net).



Publish your personal profile: You can decide if your personal profile should be accessible by members only or by all website users. The option is easily accessible in the PUMBA section.

There is more to come. Meanwhile, please let us know if you find the additional features useful and easy to use.

Contact: Larisa Brovarska, larisa@spice-group.net



The SPICE Group website provides information about many topics interesting and important for business incubation practitioners. For example, the “Events” page is the point of reference for conferences, workshops or seminars all around the globe

and the “News” section offers access to information about development and activities of business incubators or technoparks. The “Hot news” page alarms you on important deadlines that should not be missed: http://www.spice-group.net/hot_news/



And finally...

The summer break is long forgotten, in Berlin the trees changed their color already, and the nights became cold (the days are not much warmer). The conference season is in full swing and incubation as well as project work needs all attention. September and October again showed their importance as the months to bring people together – but there is no break after. Before October is over infoDev and ANPROTEC will gather the incubation professionals from the developing world at the Third Global Forum in Florianopolis, Brazil, in November the Eighth Best Science Based Incubator Award will be celebrated in Stockholm and in early December UKBI will host the 21st Global Summit of Business Incubation Associations at the Annual UKBI conference in Belfast. Still much on the agenda. But from members and friends we know that there is hardly enough time for using these opportunities for meeting personally. Let's work...

Heinz Fiedler &

Larisa Brovarska

SPICE Update is the newsletter of SPICE Group. In general this newsletter is published 6 - 8 times per year and regularly delivered 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

