



# UPDATE No. 88

For members *first*

August 2009

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Dear Member and Reader,

Preparations are under way for important events that will bring together the business incubation community all around the globe. To mention just a few examples: The **BALTIC DYNAMICS** conference in Vilnius; Lithuania; The **3rd Global Forum of infoDev** in Florianopolis, Brazil, and the Annual International conference of **UK Business Incubation** in Harrogate, United Kingdom (more information in this Update).

But also “looking back” is interesting: unique conferences bring unusual experiences. Like the annual “Business Extreme” conference organized by the Russian National Business Incubation Association. A report in this newsletter possibly makes readers curious and interested not to miss this event in the coming year. And “as usual” this newsletter offers information about incubation activities around the globe. Enjoy reading!

## Thematic Highlights

Women Entrepreneurship support is a dynamic part of business incubation. The importance of this activity is, for example, illustrated by the largest **Women Business Incubator** of Europe – located in Berlin, Germany and offering many lessons to learn from (more on page 7). The women entrepreneurship

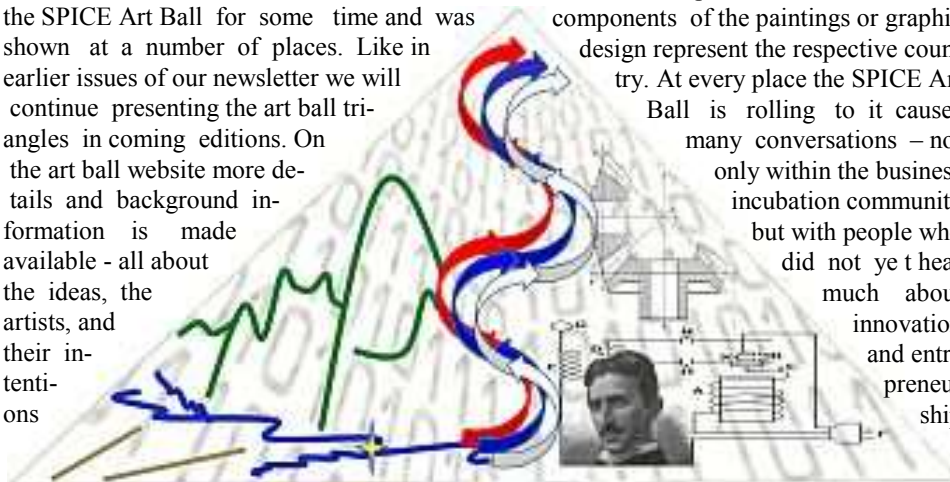
pages of this newsletter also provide information about **finance for High Growth Women Businesses** and Women Entrepreneurship support in **Mongolia, Pakistan, and Qatar**, as well as about a new research project on the question why not more **women start technology based businesses**.

## The Triangles of the SPICE Art Ball

[http://www.art-ball.net/spice\\_art\\_ball.php](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 design represent the respective country. At every place the SPICE Art Ball is rolling to it causes many conversations – not only within the business incubation community but with people who did not yet hear much about innovation and entrepreneurship.



Triangle Russia: [www.art-ball.net/spice\\_art\\_ball\\_serbia.php](http://www.art-ball.net/spice_art_ball_serbia.php)



The SPICE Art Ball on Tour:  
Fontanka, St. Petersburg, Russia

## Global Forum: Online registration is open now



infoDev now 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 16 and website: <http://www.ukbi.co.uk/index.asp?SID=232>



## **infoDev holds Global Forum on Innovation and Entrepreneurship**



infoDev's 3rd Global Forum on Innovation & Entrepreneurship, will be held in Florianopolis, Brazil, October 26 – 30, 2009. After two successful Global Forums hosted in India in 2004 and 2006, the agenda of the Third Global Forum will extend beyond business incubation to broader issues of how to foster innovation & entrepreneurship as tools for economic, social and environmental development, particularly at the SME level. infoDev also hopes to launch a number of new initiatives that will contribute to the continued growth and development of the infoDev global network, and to shared learning and knowledge on issues of entrepreneurship & innovation.

infoDev and its Brazilian partners, ANPROTEC and SEBRAE, have developed a meaningful program that is available on the Global Forum website (see below). The program is built around three core sections:

1. To provide capacity-building for incubator managers through an intensive training menu;
2. To explore best practices and hold strategic dialogue on key issues on the innovation & entrepreneurship agenda;
3. To get hands-on experience of Brazilian best practice in technology parks and business incubators.

Website for details and registration: [www.gf-bns.net](http://www.gf-bns.net)

Contacts: Ms. Felicia Haladner, [fhaladner@worldbank.org](mailto:fhaladner@worldbank.org).

## **Nomination period for the 2010 Millennium Technology Award began March 1, 2009**

The Technology Academy Foundation promotes scientific research and innovation to develop new technology which is based on human values and has a positive impact on quality of life. The Foundation supports the utilization of scientific research that includes new technology and influence societal change and discussion. Activities include awarding the biennial **Millennium Technology Prize** an international recognition of technological innovation that improves the quality of human life and promotes sustainable development, for example solutions to global challenges such as the need for clean water and sustainable energy sources. Awards associated with the Prize total over one million Euros. Finnish organizations, companies and the Finnish state established the Millennium Technology

in partnership to emphasize the role that technology plays in improving quality of life, and to highlight Finland's reputation for high technology. The Prize has been awarded three times, in 2004, 2006 and 2008. Nominations for the 2010 Prize will be accepted from **March 1 through October 1, 2009**.

The first Millennium Technology Prize was awarded to **Sir Tim Berners-Lee**, inventor of the World Wide Web, in June 2004. **Professor Shuji Nakamura** won the second Prize in 2006 for his innovative development of LED lights. The third Prize was awarded to Professor **Robert Langer** in June 2008 for his development of innovative biomaterials for controlled drug release and tissue regeneration.

Further information: [www.millenniumprize.fi](http://www.millenniumprize.fi)

## **173 million EURO for the Mediterranean Sea Region**

Cross-border cooperation in the "Mediterranean Sea Basin" is part of the new European Neighborhood Policy (ENP) for the 2007-2013 period. This program aims at strengthening cooperation between the European Union (EU) and partner countries around the Mediterranean Sea.

**117 regions belonging to 19 countries** are eligible to the Program. 15 countries have already adhered to the Program: Cyprus, Egypt, France, Greece, Israel, Italy, Jordan, Lebanon, Malta, Morocco, Palestinian Authority, Portugal, Spain, Syria and Tunisia.

The Operational Program establishes a strategic framework of **4 Priorities** jointly defined by the participating countries:

- promotion of socio-economic development and enhancement of territories
- promotion of environmental sustainability at basin level
- promotion of better conditions and modalities for ensuring the mobility of persons, goods and capitals
- promotion of cultural dialogue and local governance.

Public and private actors organized in Mediterranean cross-

border partnerships are invited to submit projects proposals until **September 16, 2009**. The call concerns the four Program Priorities and ten Measures and is allocated ca. € 32 million.

Main beneficiaries include regional and local public authorities, NGOs, associations, development agencies, universities and research institutes, as well as private actors operating in the fields of intervention of the Program

The Joint Monitoring Committee supervises and ensures the quality and effectiveness of Program implementation and approves projects for funding. The Joint Managing Authority is responsible for the operational and financial management of the Program. The ENPI CBC "Mediterranean Sea Basin" Program has a budget of € 173 million, coming from the European Regional Development Fund (ERDF) and the Heading 4 – "EU as global partner" - of the EU budget.

Projects can be funded up to a maximum of 90% while partners have to provide a minimum of 10% co-financing.

Website: <http://www.enpicbmed.eu/en/index.html>

Email: [enpi.med@regione.sardegna.it](mailto:enpi.med@regione.sardegna.it)

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

With a Special Workshop SPICE Group this year will be present at the Baltic Dynamics conference (September 30 to October 3, 2009). The SPICE workshop will be organized in a series of round-table discussions on the main topics "Sustainability of Business Incubators", "Creativity - its role in in-

tion and entrepreneurship", "The Role Model of Entrepreneurship", and "Business incubation for special Target Groups". Also a draft "White Paper on Business Incubation" will be discussed. More about the conference: see page 16. For the SPICE Workshop, please contact [spice@spice-group.de](mailto:spice@spice-group.de)



## The SPICE Art Ball in St. Petersburg

The 145<sup>th</sup> SPICE Meeting was a special event taking place on a boat riding the waves of river Neva in St. Petersburg –and, of course, the canals of this city. All this together with the SPICE Art Ball. Assembling this ball on the banks of river Neva with the view on the Winter Palace (Hermitage) was an experience in itself. And when the boat arrived it turned out

that at this place was no way to bring the ball on board. But carrying the call up to the street, through the traffic and down stairs to the river again solved this problem. Russian caviar and Russian champagne were the adequate delicacies for celebrating this SPICE Meeting that brought our networks Vice President **Barbara Harley** first time to St. Petersburg and



The SPICE Art Ball in St. Petersburg, Russia



Too large for this bridge... ..taking another way... ..to the boat.

Passing the Winter Palace and Peter & Paul Fortress



the opportunity to meet with **Slava Khodko** – as Barbara one of the founders of SPICE Group – in his home town.

Topics to discuss were easy to find. St. Petersburg is the most important hub for technology based innovation in Russia – one may say this is the case since Peter the Great founded the city in 1703, made it the country's Capital, and began changing Russia drastically by bringing new technologies to the

country. Today we would call this international technology transfer. Obviously this is not a new thing if the Russian Czar did it more than 300 years ago.

However, times have changed (many times since then) and technology transfer in our times needs different tools and follows different patterns. The **St. Petersburg Innovation Forum** held annually in September / October is one example of



today's instruments for initiating national and international cooperation for supporting innovation and entrepreneurship. Visiting program and dinners offered much opportunity for updating information about actual developments in business incubation, technology parks, and innovation support and also

for learning about history and culture of the country – important basis for understanding the “what and why” better. At the same time experiences with Russian cuisine (see photos below) could be made and refreshed.

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## The SPICE Art Ball at the “Business Extreme” conference in Petrozavodsk



**Business Extreme**  
Innovations. Personality. Growth

Not the first time the Russian National Business Incubation Association organized a conference on innovation and entrepreneurship different to the usual style.

First of all, the venue. Petrozavodsk is not the place one thinks

about first if talking about innovation and entrepreneurship. This is why we collected some facts about the city (see box). However, Petrozavodsk is the Capital of Karelia with a good infrastructure in education and science – not to forget the culture, for example the World Heritage Kizhi Island.

Not only the place for the “Business Extreme” conference is off the paths of the masses. Also the program offers unusual impressions - and experiences. To begin with: the start of the



conference is a ride on the rapids (see photo below). Of course, making this experience is not mandatory, but it can be considered a refreshing start of a conference that, by the way, also helps team building.

Setting the scene continues with accommodation that is “off road” - and back to the roots. Not one of the standard style and size hotels like anywhere in the world (but if

wanted, participants could have this as well). It is a village of vacations houses right at the shores of Lake Onega– the fourth largest lake of the world. The city and region have to offer impressions of the ancient history (Kizhi Island) as well as from more cent developments – like the Academy of Science that still has “USSR” in its name.

The conference offered plenary sessions on topics related with innovation and entrepreneurship **Barbara Harley**, Vice President of SPICE Group presented her experience from Silicon valley and views how entrepreneurship could help overcome the fi -



### Petrozavodsk founded in 1703 by Peter the Great is the Capital of Karelia and

- One of 12 cities of European Russia, hosting Research Centers of the Russian Academy of Science
- One of 50 university cities of Russia  
A city with a high level of education - 43 secondary schools, 26 institutions of vocational education, 15 institutions of higher education
- One of 19 Russian cities with conservatory and a full cycle of musical education
- A city with living national traditions of indigenous peoples – Karelians, Vepsians, Finns
- A city with one of the highest levels of IT development in Russia (41% of adult population use computers, 27% use Internet). A city with active role of SME's: 2703 small businesses and 11719 individual entrepreneurs are registered in Petrozavodsk. Share of SME's in the city economy– 25%
- A city with 800 NGO's, including 35 friendship societies with foreign countries and national and cultural associations



nancial crisis. **Heinz Fiedler**, President of SPICE Group and Co-Chairman of the conference gave a welcome speech and referred to the long lasting relations on the basis of the SPICE network.

Workshops of the conference were dealing with topics important for the Karelian region, for example, the forest and timber industry, “Active and Extreme Tourism as a Form of Business or “Youth. Innovations. Entrepreneurship”. Also more general topics were discussed in seminars and trainings, like “Practice in Small Innovative Business Development”, and “Microfinance and Regional Development”



Important for understanding the historical and cultural environment were the many opportunities ties for continuing the exchange of experience and impressions. For example at the cultural evening with outstanding dance and music performances with local (Karelian) origin or from the Russian background. Music and dances seem to be a “translation” of Karelian nature.

This, especially the lake Onega (second largest lake in Europe) could be experienced by a tour on the historical ship “Anastasia” that travelled the Northern Seas and now found its place in



Karelia. On invitation of **Maksim Masurovsky**, Chairman of the Government Committee for Youth Activities of the Republic of Karelia, and owner of the “Anastasia” conference participants enjoyed this travel that could not even be disturbed by rain and wind. The mood was too good already – and so were conversations, songs, Karelian delicacies, and drinks. Strong wind and rain – unusual in Karelia at this time of the year – convinced participants to spend more time in the ship and enjoy the conversations then outside in the “fresh air”. But besides this fun the “technology part” of the event did not have to suffer either. Technological investigations of the coffee maker and visits to the machine room as well as explanations given by the Captain with decades of experience from the Northern Seas provided insight into topics not frequently discussed by business incubation experts



We thank **Rafael Oganesyan** ([info@fotodelux.ru](mailto:info@fotodelux.ru) / website: [www.fotodelux.ru](http://www.fotodelux.ru)) for providing some of his photos to this publication. We are happy to provide readers with details. Unfortunately these photos cannot be shown here in original quality. We also thank **Barbara Harley** for providing some examples of her photo collection.

Another highlight of the event was the presentation of the **SPICE Art Ball**. With respect to weather conditions or more because of the physical conditions of the building (doors and windows not wide enough) this time the ball was not “rolled

out”, but presented at the conference in the Academy of Sciences. The ball found much attention and also served as background for souvenir photos taken by conference participants – in groups or individually.



Karelia has much to offer. Luckily time allowed organizing an excursion to the World Cultural Heritage site “**Kizhi Island**”, a place worth visiting. Not only a master piece of wooden church construction, the Transfiguration Church built in 1714 is to be seen on this island. There are other historical churches and wooden houses from various regions of Russia arranged to

create an impression of an ancient Russian village. With church bells ringing, people in the houses doing handicraft work the historical way, and a choir on monks singing chorals the visitor feels like being transferred back into history. But after these impressions the modern hydrofoils transporting the guest back to Petrozavodsk help to arrive in “real life” again.



Karelian hospitality is up to Russian standards. So it is not a surprise that the conference reception was celebrated in a unique environment: the Naval Historical and Cultural Centre “Polar Odyssey” built by initiative of **Victor Dmitriyev**, “the Admiral”, who spent his life on the seven seas - much of this time on sailing ships he built himself with friends. He built the museum around his experiences from travelling the seven and allowed conference participants to gain insight – not only into seafarers’ stories, but also into administrative hurdles of the time of the Soviet (and how to overcome such problems with a little help from a friend). Besides Russian food and drinks this reception offered dance lessons – another part of



the personality building experience of the “Business Extreme” conference.

The last conference day again focused on physical health with rock climbing, wilderness adventures, and bonfire pleasures. For the visitors from the “Western World”, however, unfortu-

(continued from page 5) nately this conference part had to be skipped for beginning return travel.

SPICE boy **Veniamin Kaganov** created the idea for the “Business Extreme” forum. He and his team, namely **Inna Gudovich** are the driving forces behind this initiative that already found much support from various institutions and individuals lia and its Capital Petrozavodsk. The combination of research, technology, business, entrepreneurship, innovation (by all means) culture, history, nature, and personality building is making this forum a unique experience – worth trying it out



next year for those who did not yet have the chance - or repeating the experience for those who attended one of the first two events for strengthening the personal links developed.

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## Youth Innovation and Entrepreneurship

### **Giperboreya: fight of ideas» - International Youth meets in Karelia, Russia August 7 – 15, 2009**

A youth camp with international participation held in Karelia in August 2009 made a difference: While similar events base the educational part on experts and lecturers' experience, at Giperboreya" lecturers and experts only set a general direction, a topic or an approach, and then small groups (20 people) work together for achieving the goals and reaching results by active personal participation. In "Giperboreya" the educational part is built in a clear structure: Values – Strategy – Action. Realizing the intended results is entirely left to the self-determination of the participants (and groups). This concept offers space for personal experience of each participant, for socialization in a group, in the society of the “game state”. In "Giperboreya" each participant "lives" his or her special social role during “7-day” role game.

The ultimate goal of the project "Giperboreya" is the creation of the community of thinking young people conceiving in a state scale and acting according to the tendencies of the development of the world in a harmony with own values, responsibilities, and moral. The basic stages of a substantial part of the forum:

«NEW VALUES» are perspective sights and outlooks, which form vital priorities, set motivation and movement scenarios, which allow to answer many social and public questions.

#### **Living beyond the Northern Wind**

Far away in the North, where the land is lightened for half a year by the Sun, the stones are found side by side with water, and the water with forests. The eternal combination of these three elements makes the unique nature, where the blue lakes shimmer and the green forests and the blue rivers extend far away.

Gyperborea is a land, full of riddles and mysteries. This is a land, whose residents are named Gyperboreans - people, living beyond the northern wind. Gyperboreans can rejoice with their life, they are aimed at wisdom; they care about their health. They never face illnesses or weaknesses of old ages. They are full of vitality and have strong spirits, passed from generation to generation. They never face evil and constantly improve their sense of Justice. This is Gyperborea.

There are not enough things left to the descendants. Only old stones, covered with moss and strange images, and the ancient runic songs remind us the foretime. For a visual impression, please check [http://www.youtube.com/watch?v=I\\_MMtYkM0Sc](http://www.youtube.com/watch?v=I_MMtYkM0Sc)

into concrete achievements and successes. An action is a consequence of determination to embody the dreams. The expected results of the forum for each participant as described in the announcement of the event:

1. Understanding of base values of Russia, Scandinavia and the world with reference to personal values, aspirations, believes and reference points;
2. Estimation of a real and possible social status in a society;
3. Formulation of personal plans: short-term (1 year) and strategic (10-15 years) ;
4. Networking within the limits of the region, the country and the world;
5. Working out, completion and estimation of own social, political and economical projects in a group;
6. Ability to think in a state scale and to operate, proceeding from personal possibilities and qualities, understanding the prospects of the development of the world and the region.

For more information, please check the event website: <http://giper2009.ru/en> Email: [ustinova\\_iren@mail.ru](mailto:ustinova_iren@mail.ru)

### **Strategy agreed for infoDev's International Work Group Youth**

The meeting of the regional coordinators of infoDev's International Work Group “Youth and Incubation” organized in July 2009 in Baia Mare, Romania, was aimed at analyzing the stage of project implementation, the regional research carried-out, and to plan the participation at infoDev's 3rd Global Forum. The meeting was attended by regional representatives from Africa: Rajeev Aggarwal (Rwanda); Central Asia: Zamira Akbagysheva (Kyrgyz Republic); Central Europe: Radu Ticiu (Romania); Latin America & Caribbean: Sandra Ramirez (Colombia); MENA: Asmar Amjad (Palestine); and the regional facilitator Stefan Schandera (infoDev /Germany).

The meeting was opened by Nicolae Dascalescu, president in charge of CDIMM Maramures Foundation and focused on

challenges, opportunities, and problems of young entrepreneurs, and the support provided by business incubators. The WG visited the Technological Support Centre TechnoCAD Baia Mare. Nicolae Dascalescu hosted the visit and presented his team of 32 young experts in high-tech industrial designing services: mechanical design, GIS services, multimedia production, and training in industrial designing. After preparing the participation of the WG Youth at the 3rd Global Forum the meeting was closed with an open air dinner Satulung Castle also attended by 25 young graduates in business administration.

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## Women Entrepreneurship and Incubation

### Mongolia

### Women Entrepreneurship Support in Mongolia

The Business Talent Women's Incubator (BTWI) in Ulaanbaatar, Mongolia is operating for only 2 years and at this time has 15 tenants in a variety of businesses ranging from boot-making to felt clippers, sewing and ICT businesses. BTWI also virtually assists a large number of clients, who are not physically located in the incubator.

The goal of BTWI is to assist many women in Mongolia grow their business and make it a success. Since the business incubation sector in Mongolia is very new, BTWI is keen to learn from practitioners around the world. Mongolian business incubators showcased the talents of their tenant businesses in a Tenants Exhibition held in Ulaanbaatar in June, 2009.

BTWI runs a variety of training programs aimed at women in business, including Business Ideas Training, Business Start-up Training and Business Development Training, tailored to meet the needs of entrepreneurs at all stages of development. 50% rent assistance, is offered by the incubator as well as business planning and financial advice that will support the businesses in the crucial and difficult early stages of start up.

Run by Ms. **Enkhtuya Tsend**, BTWI continues to lead the way

in incubation in Mongolia.

Enkhtuya started her career in banking, and studied macro and micro economics and international collaboration.

In 1992, after the first democratic changes started in Mongolia, she established the first Women's NGO Liberal Women's Brain Pool, and then in 1996 established the first Women's Credit Union.

For improving the exchange of experience recently the Mongolian National Business Incubation Federation, was established with all Mongolian business being members.

This article is based on a report published by infoDev, see website <http://www.idisc.net/en/Article.38883.html> / about the incubator: <http://www.idisc.net/en/Incubator.303.html>

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### "Weiberwirtschaft" in Berlin – Europe's largest center for women business incubation



The first German Women Business Incubator opened in 1992 after several years of preparation by an association formed by women who aimed at promoting women entrepreneurship. Finally, in 1992 this association was strong enough for taking an adventurous step: The purchase of a building complex (a former cosmetic products factory of the GDR) that needed an EURO 18,5 million in-

vestment - including renovations and extension.

Today this incubator has ca. 5.500 sqm for rent with an occupancy rate of 90 percent. "We never have less than 85 per cent occupancy" said **Andrea Schirmacher**, member of the Board of the incubator, "there are continuously more clients interested than we have space available." At their visit in July 2009 **Larisa Brovarska**, **Rolf Friedrichsdorf**, and **Heinz Fiedler** also learned about the unique finance model of the incubator. More than 1,600 women from all over Germany as well as other countries are shareholders of the co-operative that owns and operates the "Weiberwirtschaft". A model worth being checked adaptability to other environments, for example in developing countries by the infoDev "International Work Group Women Business Incubation". A very important advantage is the independence this incubator has by being the owner of the building and therefore less vulnerable to possible changes in donors' interests that may affect the financial support. "Anyhow, we do not receive public money for the incubator operations", said Andrea Schirmacher, "Such funding only is used for adding services that otherwise could not be offered – especially for advising potential entrepreneurs that need basic information and referrals to specific consulting and supporting organizations." The incubator has more than 100 such contacts per month –

many of these clients just stepping into the shop-like advisory center. Also men want to use this service wondering why it is for females only. The needs of the clients are served by a central contact point operated by the "Weiberwirtschaft". This offer is co-financed by the European Union and also serves as a central network hub that links women entrepreneurs



space in "Weiberwirtschaft" clearly indicates that there is a need for women business incubation – a fact often questioned. Women start and develop businesses in a way different from men's approaches.

And women need services that are partly different from those men are using.

Contact: Andrea Schirmacher [andrea.schirmacher@weiberwirtschaft.de](mailto:andrea.schirmacher@weiberwirtschaft.de) Website: [www.gruenderinnenzentrale.de](http://www.gruenderinnenzentrale.de)

that are clients of the incubator as well as those outside. Experiences prove that networking is critical for business success (not only for women enterprises), but "women are lacking the networks men often have".

On-site at this time 65 women businesses are active in many different business areas including glass works, printing, consulting and fashion to name just a few. The demand for



### **Why do only few Women start knowledge and technology based Businesses?**

In Germany 30 per cent of start-up companies are established by women – but only 15 per cent of the technology / knowledge based start-ups. The study “Women in Engineering and Life Sciences WEEL“ will seek to find reasons for this situation. “Our aim is not to collect figures or data about women entrepreneurship in general” says Prof. Dr. Barbara Beham, leader of the study and junior professor at the Faculty of Economic Sciences at the Humboldt University Berlin (HUB) ([www.wiwi.hu-berlin.de/](http://www.wiwi.hu-berlin.de/)), “we want to find reasons that keep women away from starting technology businesses”.

The study is carried out jointly by the HUB and the Technology Coaching Center GMBH, Berlin (see box). Initiative for this study was taken by the Berlin Senate Administration for Economy, Technology, and Women. Main questions are: “What are the important social, political or private obstacles keeping

women from starting technology businesses?”, and “What are the most important hurdles to overcome?”

In October and November 2009 women who started technology businesses will be interviewed– as well as women who decided not to do this step. For comparison also male entrepreneurs will be included in the study that is expected to publish preliminary results by the end of this year.

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The **Technology Coaching Center GmbH (TCC)** since 1997 offers business advise and training for would-be entrepreneurs as well as existing businesses with innovative, technology based products or services. Since 2008 TCC supports the project „Creative Coaching Center (KCC)“ tailored especially for people stating a business in the creative sector. TCC is a daughter company of „Investitionsbank Berlin (IBB)“ and is supported by the EU (EFRE) and the State of Berlin.

More details see: [www.tcc-berlin.de](http://www.tcc-berlin.de)

### **UNIDO: Rural and Women Entrepreneurship Unit**

The Unit assists in improving the entrepreneurial and technical skills of rural and women entrepreneurs by strengthening relevant support institutions and service providers, and supports improvements in the administrative and regulatory environment to encourage development of entrepreneurship among women and in rural communities. Main functions of the Unit are

- Support national poverty reduction strategies through building up affordable and effective support services
- Strengthen the capacity of public and private-sector support institutions to identify and alleviate the constraints faced by women entrepreneurs.
- Develop tools and methodologies, and implement training

programs, to enable support institutions to conduct entrepreneurial and technical skill development programs

- Provide advice and training to civil society organizations at community level to play advocacy roles and to operate business support services on a self-sustaining basis.
- Provide information and training to increase the awareness of provincial and rural authorities of the need to reduce administrative and social barriers for SMEs.
- Design and implement pilot projects to demonstrate the operational modality and the impact of rural and women's entrepreneurship training programs.

Website: <http://www.unido.org/index.php?id=o28974>

### **Pakistan: Women Entrepreneurs – Profile, Problems and Policy Recommendation**

Women's productive / business activities empower them economically and enable them to contribute to overall development of their country. Assisting women entrepreneurs in achieving their full potential contributes to economic growth and to social and political development. However, in many societies such as Pakistan, women do not enjoy the same opportunities as men.

Although many of the problems are shared by small enterprises run by both male and female entrepreneurs, women entrepreneurs face additional obstacles. This is due to discriminatory socio-cultural values and traditions, characterized by low technology and low production levels - typically those which require skills that are extensions of household skills.

A research conducted by Muhammad Azam Roomi shows that in Pakistan, women's full economic potential is not being tapped. The main obstacles for women entrepreneurs are the lack of access to, capital, land, business premises, information and technology, as well as the lack of training, production inputs, networking and assistance from governmental agencies.

medium enterprises, since women often have less access to the support services which would allow their enterprises to grow. It is therefore of crucial importance to find ways to assist women's enterprises to increase their productivity and income. Concerted efforts are needed to provide them with access to credit, technologies, and entrepreneurial training to enable them to make better economic choices, generating income and employment through improved production.

If given the right support, women entrepreneurs can improve their success rate and their contribution to the economy. Therefore, better policy environment, revision of discriminatory legal rules and practices, increased access to finance and technology, improved access to business development services (BDS), and more facilitation of national, and international networking for women entrepreneurs is needed. The study was done by conducting a survey based on a sample of 216 women entrepreneurs in five major cities of Pakistan.

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### **Qatar Businesswomen Forum (QBWF) hosted leadership meeting' of the MENA Businesswomen's Network**

Established in 2000, the QBWF's goal is to enhance the role of businesswomen to contribute effectively to the Qatari economy. QBWF enhances the skills and knowledge of businesswomen in Qatar through meetings, seminars and training and emphasizes the role played by Qatari women in business.

The QBWF in Doha in mid-June hosted the 'semi-annual leadership meeting' of the MENA Businesswomen's Network (MENA BWN), a partnership of local businesswomen's organizations across the Middle East and North Africa, Vital Voices Global Partnership and the Middle East Partnership



(continued from page 8)

Initiative (MEPI). The goal is to build a regional network of businesswomen to expand the number of women in business, to increase the value of their businesses, and to promote a regional culture of women entrepreneurship. Aisha Alfardan, QBWF

vice chairperson, said "We were pleased to host the leadership meeting in Qatar. It was an excellent opportunity for the new members to learn more about the network, and meet in person with businesswomen from other countries"

Info: <http://www.menabwn.org/node/947>

### **ASTIA – Finance for Women High Growth Businesses**

ASTIA, founded in 1998 Silicon Valley, is a not-for-profit organization with a mission to foster the full participation of women in entrepreneurship and as accelerators of high-growth companies. The Astia programs are for high-growth start-ups that deliver results: Provide access to capital; Ensure sustainable high-growth; and Develop the executive leadership of the women on the founding team.

Designed for *entrepreneurs by entrepreneur*, Astia connects entrepreneurs to investors, industry leaders, advisors, and service providers encircling the entrepreneur with a comprehensive value-ad network. Astia's role is to facilitate access to the proven pathways to success and deliver results.

Astia is a community of over 450 experts committed to build-

ing women leaders and accelerating the funding and growth of the companies they lead. The Astia Advisor Network includes more than 125 investors and 100 current and former CEOs. Since 2003 ASTIA serves the Silicon Valley, New York, London, and India and reached greater than 60% fundraising success for the clients served; more than \$500M raised by presenting companies; and 12 exits to date, including 2 IPOs.

Astia Executive Services for Women-Led startups Astia offers customized executive services for women-led companies that accelerate access to capital, address core business challenges to ensure the companies achieve high growth, and increase the financial literacy and leadership of the founders.

Information: <http://www.astia.org/content/view/370/794>

### **Nicaragua 1st Women Business Meeting coordinated by Agora Partnerships**

The 1st meeting between Nicaragua Entrepreneurs of Agora Partnerships, was held in May this year at the Auditorium of the Corporacion Roberto Teran. The participants of this event were leading women business owners who previously APN has helped through consulting and / or investment. The theme "Challenges and opportunities faced by women entrepreneurs, was presented by Michelle Menjivar, Advisor Business Development team APN. A key goal of this activity was to obtain feedback and views on the launch in the coming months of the "Initiative for Women Entrepreneurs" that Agora Partnerships is planning to launch. To understand the interests, problems and the best ways to support personal and professional development of the growing role of women entrepreneurs, and thus overcome the challenges are the goals of this initiative. During the planning process, APN has access to the experience and support of Vital Voices Nicaragua.

Recognizing the importance of incentives for entrepreneurs in Nicaragua to grow their organizations and develop their personal and professional skills and stressing the fundamental role of women in business, in terms of employment, generation,

contribution to the national economy and Central America, and the positive impact that these businesses founded and led by women are doing in their communities Agora Partnerships hosted this 1st Women Entrepreneurs meeting.

Among the companies that participated in this meeting are: Paxeos Paxeos (transport shipping), Salminic Salminic (Agro-industry), Calzados Reyes (footwear manufacturing) Fabrica Pochi (manufacturing water and soft drinks), Aggu Aggu (baby food manufacturing, Oscaritos Oscarito (clothing manufacturing), and Diquimsan Diquimsan (chemical manufacturing).

Agora's Director General Ricardo Teran, exalts entrepreneurs to invite other colleagues, friends or entrepreneurs who are related to the next event.

Among the valuable lessons of this event is the creation of spaces for expressing interests and sharing experiences, and education specializing in a specific segment, in this case women entrepreneurs. Carry out the mission of APN, the initiative allows developing confidence and strength necessary to achieve learning goals, access to networks and specific consultancy.

More information: <http://www.agorapartnerships.org/>

### **New German Support Program with Focus on Caucasian Countries, Belarus, and Moldavia**

The German Government (German Federal Ministry Education and Research, BMBF) has announced a support program for international scientific and technological cooperation with Caucasian Countries (Armenia, Azerbaijan, Georgia, Kazakhstan, Kyrgyzstan, Tadjikistan, Turkmenistan and Uzbekistan) as well as Belarus and Moldavia. Background for this program is the EU strategy for Central Asia that had been initiated by Germany during its EU Presidency in 2007. Aim of the program is to support exploration and preparation of cooperation in applied research and development between partner in the named countries and Germany. These activities should create a basis for project applications related with the actual thematic priorities of the 7<sup>th</sup> EU Framework Program and the BMBF. Thematic focuses are "Environment and Sustainability

nologies", "Health & Bio-Technology" and "Chemical Technologies". Also other topics can be supported as long as they refer to thematic focuses of EU or BMBF Research Programs. Grants under this program can be used for international travel cost, project related scientific information exchange, expert meetings as well as project planning workshops.

Recipients of ' grants can be German research institutions or small and medium enterprises (priority) in cooperation with partner organizations in the named countries. Applications can be filed at any time during the duration of the program (July 16.2009 – June 30, 2010). An electronic application system is available on at [http://www.ewa.internationales-buero.de/?project\\_cat=WTZ](http://www.ewa.internationales-buero.de/?project_cat=WTZ) . More information: International Bureau of the BMBF, website <http://www.internationales-buero.de>.

## Views & Facts

### USA

### New President & CEO of NBIA



On August 17, 2009 **David Monkman** – a business development professional with more than 20 years of experience as an entrepreneur, specialist in emerging businesses and financial analyst – will assume leadership of the National Business Incubation Association, NBIA.

The “CEO search committee and executive committee “of NBIA with this information could successfully conclude a nine-month search for a successor of **Dinah Adkins** who served NBIA as CEO \* President for twenty years.

“David is a strategic thinker who is very entrepreneurial and innovative,” says **David Lohr**, chairman of NBIA’s Board of Directors. “As an expert in small- and medium-sized enterprises (SMEs), he has a practical understanding of how to effectively

start and grow entrepreneurial ventures. David also has exceptional international experience and brings a global network of contacts.” Monkman, who holds a master’s degree in economics from the London School of Economics, has worked for the United States Agency for International Development (USAID), the Asian Development Bank, the European Commission and different trade associations in other markets. An accomplished business executive and strategist, he was founder and director of Pakistan’s SME Business Support Fund (BSF) to improve entrepreneurs’ using external business development. He was appointed to the role by the Asian Development Bank in 2006; under his leadership, the BSF grew to encompass four offices. As the key public figure for BSF, he was interviewed regularly by TV, radio and newspaper reporters and featured in several magazine articles.

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

### infoDev Low Carbon Initiative

infoDev and the UK Department for International Development’s (DFID) launched a new Low-Carbon Innovation Program. On this background infoDev is seeking 10 entrepreneurs to feature case-studies of their Low-Carbon technology related businesses. Eligible candidates should be current or past beneficiaries of business incubators. Low-Carbon Innovator’s stories will showcase innovative low-carbon businesses that are emerging in developing countries, as well as draw attention to the challenges that entrepreneurs are facing in growing their low-carbon businesses and how incubators are

helping them overcome these challenges. Successful applicants will have their stories highlighted in infoDev’s Low-Carbon Innovation Program’s marketing materials, website, international stakeholder workshops and international publications gaining the attention of key government agencies, investors, multinationals and other international development organizations in the energy, environment and sustainability sector.

To download the application form and learn more about infoDev’s Low-Carbon Innovation Program, [please click here](#)  
Deadline for applications is **Friday, September 18, 2009**

### New Initiative for Young Start-up Entrepreneurs in Berlin, Germany

Financially supported by the EU Social Fund and the German Federal Ministry for Work and Social Affairs a new initiative for supporting young people (17 – 27 years) that possibly want to start a business has opened. This project puts special focus on people that dropped of school or have other difficulties finding their way, for example because of language or other issues related with migration.

Free of charge participants have access to individual consulting, training in small groups, access to fully equipped office work spaces, and even “small start-up capital” from the “Experiment Fund” provided by the incubation initiative.

The “Creative Laboratory” of this new business incubation initiative helps to develop and try ideas for new businesses.

Located in a district of Berlin that is home for many people that migrated to the city from other countries, the “GIC GründerInnen Camp” is close to the target group. Offering support to would-be entrepreneurs in pre-incubation stages in an experimental way will open the option of starting a business to a new clientele that is not reached by “classic” business incubators.

Contact: Cevdet Günel, email [info@gic-berlin.net](mailto:info@gic-berlin.net)

Website: <http://www.gic-berlin.net/>

### Global Summit Agreed on Basic Document about Business Incubation

The Global Summit of Business Incubation Associations held in Kansas City this year agreed on a basic document “**Innovation and Entrepreneurship through Business Incubation**” to describe the fundamentals of the concept.

**Peter Harman**, UKBI, had developed the first draft of this document for the Riga Summit quite a while ago in September 2007 and since then over many months steered the process of integrating comments and views from other GBIN members. The paper had been discussed at a few summits and in Kansas City agreement could be reached for using the paper

The document contains information about the conditions for successful business incubation initiatives, the results that can be achieved, and the impact that can be measured. Attached to

the document are quotes regarding business incubation and a summary of skills and competencies business incubator managers and teams need.

For the full document, please visit website <http://www.spice-group.net/summit/> and download the paper from the menu point “last summit”.

#### The next Summit(s) of GBIN

the Global Business Incubation network

will be held in **Florianopolis, Brazil** and the Third Global Forum of infoDev (details see page 11) or/and

**Belfast, Northern Ireland** at the 11<sup>th</sup> International conference of UKBI (more see page 15)



## 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 technoparks, set up with support from the infoDev program. For more information, visit the website <http://www.incubationasia.com/index.php> or contact Suresh Kumar, [psgstep@vsnl.com](mailto:psgstep@vsnl.com)



## August 5-7, 2009 in Coimbatore, India: 14th AABI General Assembly

by Suresh Kumar

The Asia Pacific Incubation Network (APIN) with the support from infoDev, World Bank, Department of Science & Technology Government of India & Asian Association of Business Incubation (AABI) organized the 4th Asia Pacific Conference on Business Incubation on the theme “Global Recession : An Opportunity for Business Incubation?” during in early August 2009 at Coimbatore, India. The conference was organized by PSG-Science & Technology Entrepreneurial Park (PSG-STEP) – the APIN Secretariat.

The conference was opened by Shri Gopal Srinivasan, Chairman & Managing Director, TVS Capital Funds Ltd, Chennai. About 200 delegates representing 85 member organizations from 17 Asia Pacific countries participated in the conference. 31 speakers representing business incubation community & policymakers across the world shared their experiences.

The sessions in the conference included: Role of Business Incubators in Recession, Building Entrepreneurial Pipeline for Business Incubators, Attracting Angels, Rural Innovation &



Entrepreneurship, New Opportunities for Business Incubation in Food, Security & Clean Technologies. The event emerged as a wonderful platform for the delegates - business incubation managers, policymakers, investors and incubatees - to establish network and to share the good practices of business incubation.

The Asia Pacific Incubation Network (APIN) also hosted the 14th AABI General Assembly on August 7, 2009.

For more information visit : [www.incubationasia.com](http://www.incubationasia.com) or

## New website launched: APIN, Asia Pacific Incubation Network

infoDev's Asia Pacific Incubation Network (APIN) has launched its new website ([www.incubationasia.com](http://www.incubationasia.com)). This site provides information about APIN network membership and current members, capacity-building activities, and other resources for business incubation practitioners in the region.

Innovation and entrepreneurship are critical drivers of social and economic development. With increasing awareness around the world, especially in developing economies, about the need to promote Innovation and Entrepreneurship, policymakers and other stakeholders increasingly view business incubation as an important tool to unleash human ingenuity, enable competitive enterprises and create sustainable jobs. Business Incubation in the Asia Pacific region continues to prosper, with a growing global profile and recognition.

Being a large and diverse region with dynamic economies, Asia has a dynamic and exciting business incubation industry. Some countries in the region have established business incuba-

tion industry with a history of more than 20 years, whereas other countries are only now developing their business incubation industries. In the past 5 years, a growing number of innovative models have emerged, stimulated by infoDev and national governments, which are making incubation more relevant to rural communities, challenging environments and combating poverty. These models offer opportunities for replication and scaling up to support women's entrepreneurship, leveraging urban technology incubation to take business incubation to the village level, as well as incubating grass roots and agricultural technologies.

APIN, working closely with the Asian Association of Business Incubators (AABI), the Indian Government's Department of Science and Technology and infoDev, works to promote business incubation; develop incubation management and policy maker capacities and to support the growth of existing and new incubators in the region. For more information,

## Philippines

See AABI newsletter

The Technology Business Incubator (TBI) of the Visayas region (Philippines) will focus on agriculture and food. At this time the last round of evaluation by the Executive Committee of the Department of Science and Technology is under way. This is the second attempt for an agri and food businesses TBI in the Philippines and the initiators are hoping that the project will be approved soon. The pilot technology would be com-

mercial cassava processing and drying systems for industry. Cassava has a number of industrial uses in Philippines: feeds, alcohol and bioethanol, and food industry. The TBI will also have packaged support services, projected to cater to other technologies that are existing within the Visayas State University that has four major commodity research and training centers. Contact: Julie Roa; email: [nello\\_roa@yahoo.com](mailto:nello_roa@yahoo.com)

## Call for Papers for the Asia Pacific Journal of Innovation and Entrepreneurship

APJIE (Asia Pacific Journal of Innovation and Entrepreneurship) officially announced a Call for Papers for Volume 3, No.2 scheduled to be published in August, 2009. The deadline for sending manuscripts for this edition was July 15, 2009.

APJIE Volume 3, No.3 will be published in December, 2009. The deadline for manuscripts is **October 15, 2009**.

All manuscripts have to be sent to APJIE through electronic mailing system: [apjie@kobia.or.kr](mailto:apjie@kobia.or.kr)

## Business Incubation in MENA

This page provides information about incubation activities and programs from the MENA region (Middle East and North Africa). MENA<sup>inc</sup> is the regional networks of business incubators and technology parks that has been set up with support from the infoDev program. For more information, please visit the website <http://idisc.infodev.org/en/Region.5.html> or contact Mr. Omer Oz at [omeroz1@gmail.com](mailto:omeroz1@gmail.com)



## Arab Countries MENA 100 Business Plan Competition

Arab Innovative Entrepreneurs are called to take part in the MENA 100 Business Plan Competition. Entrepreneurs with innovative businesses will have the chance to meet the different players in the field of entrepreneurship (investors, entrepreneurs, professionals). The Queen Rania Center for Entrepreneurship as regional partner of this completion announced the launch of the MENA 100 Business Plan Competition which is organized by the MENA-OECD Enterprise Financing Network, in cooperation with the Islamic Development Bank and the MENA Center for Investment. The Competition addresses innovative entrepreneurs, from the 18 Arab countries participating in the MENA OECD Investment Program (Algeria, Bahrain, Djibouti, Egypt, Iraq, Jordan, Kuwait, Lebanon, Libya, Morocco, Palestine, Qatar, Saudi Arabia, Syria, Tunisia, the United Arab Emirates and Yemen). The primary objective of the MENA 100 business plan competition is to encourage existing and inspire potential entrepreneurs and connect the 100 best of them in the Middle East and North Africa region with potential sources of finance to generate business transactions. What participants can expect:

- \* Forming networks with counterparts in the region and worldwide to conceive new ideas, to enter new markets
- \* High-level exposure to winners through the awards ceremony and the promotion of your business idea through the media.
- \* Connection to a network of professionals providing technical support to help innovators develop their start-ups and ventures, and offer financial and in-kind support to candidates.

Applications will be accepted until **August 31, 2009**. For information and on-line application visit: <http://www.mena100.org/> or contact QRCE <http://www.qrce.org/>

## Egypt Project Incubation Center

The **Project Incubation Center of The Arab Academy for Science, Technology, and Maritime Transport** is the first among the education sector to develop a Project Incubation Center (PIC). The PIC idea emerged from the demand to accept new useful projects from all AASTMT family members, whether student, graduate or postgraduate. PIC takes all offered projects and filters them to choose the most beneficial ones. Any AASTMT member can start a small project under a corporate identity and with the partnership of other AASTMT family members. The chosen projects will be proposed by the PIC to AASTMT members, by which these projects will be partially funded through Initial Student Offering (ISO) program and the rest of funding will be covered by the AASTMT after the proposal is supervised and recommended by the PIC. Initial Student Offering "ISO" is similar to an Initial Public offering "IPO". The only difference is that it is not a public offering, it is only offered to AASTMT members that have the right to buy project's stock and own a percentage of it, with maximum investment of 30% of the project for any single individual. This partially secures the investors as the coverage of the Initial Students Offering is guaranteed by the AASTMT, unlike any Public Offering. After the incubation period, the project goes under the small projects umbrella, to prepare it for joining the Egyptian stock market. PIC develops AASTMT members, offering them market real life experience to apply everything they studied and hence complete their final educational phase and start the career they really want for themselves. As a main objective, PIC aims to offer the market projects that can grow and expand over the Middle East to support the whole Arab world. The AASTMT granted PIC the sum of 0.5 Million Egyptian Pounds to design, construct and manage the Incubation Center <http://www.aastmt.org:8282/en/portal/media-type/html/role/user/page/pic?p=159001>

## Jordan Made In Jordan Competition

The Made in Jordan Competition (MJC) is part of the Made in the Arab World Competition, organized by the Arab Science and Technology Foundation. The projects and inventions from Arab states will compete for the final selection of the winning invention in a ceremony to be held in Cairo in October under of the Secretary General of the Arab States.

The Competition boosts linkage between universities and industry as it requires university students participating to acquire consultative, technical, or financial support from a company or manufacturer. The Competition has also assisted in developing the participants' technical and entrepreneurial skills through specialized training.

The Made In Jordan Competition was introduced in June 2008 under the sponsorship of Al-Hadidi with the KAFD providing a generous support and the Queen Rania Center for Entrepre-

neurship (QRCE) offering organization services. The Competition aims to spread innovation and creativity in Jordan and the region through directing individuals and researchers' inventions and scientific research centers towards developing engineering and software prototypes that offer practical solutions to the region's technological and industrial problems that will result in producing modern technologies with high market value.

The MJC is organized by the QRCE, the entrepreneurial arm of the El Hassan Science City, whose mission is to support knowledge-based economy growth by making available an assortment of programs aiming at the development of entrepreneurship and marketing technology.





## Business Incubation in ECA

This page provides information about incubation activities and programs from the ECA region (Eastern Europe & 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](mailto:todor.yalamov@online.bg)



### Azerbaijan

#### **"Uluchay" - Regional Economic Development Promotion in Azerbaijan**

Uluchay" Social-Economic Innovation Center is non-governmental, non-political, non-profit, Sheki-based local organization that was registered in 29.05.1995 by Ministry of Justice of Azerbaijan. The organization is to assist regional socio-economic development in Azerbaijan's regions. Development assistance is being done through: Regional infrastructural development; Improvement of education, science and culture; Assistance in educational exchanges and study tours, and Development of tourism. Uluchay is an organization that works to foster positive change in Azerbaijani communities. The vision is to help create communities where all people are given equal opportunities to attain independence and dignity.

Organization's priority areas are: Civil Society, Youth development; Children; Gender issues/disadvantage groups; Education; as well as Community and Economic Development. Specifically, the goals in building Civil Society are to strengthen the advocacy and lobbying abilities of local NGOs, state and municipal bodies, private sectors and the media in terms of so-

lutions to political, legal, social and economic issues. Uluchay has specific gender approach in all implemented projects.

Gender mainstreaming concept is used within the organization itself and is part of projects.

For project implementations Uluchay is using project management, evaluation, monitoring and finance guidelines, according to the international standards. These and more guidelines were reached within the Civil Society Project funded by USAID and implemented by Counterpart International. Uluchay has experienced staff on advocacy, PR, youth development projects, gender issues, and finance and business education.

Projects of Uluchay include the Sheki Youth Information Center; the Sheki Youth Business Initiative Project, and the Women Empowerment in Agriculture Markets.

Contact: [ilyas@uluchay.org](mailto:ilyas@uluchay.org)

Website <http://www.uluchay.org/whoweare>



### Romania

#### **Center for Business Excellence: The First Prize in Romania**

The University "Politehnica" of Bucharest (UPB) is the largest and oldest technical university in Romania (it has celebrated 190 years of existence in 2008). The UPB Center for Business Excellence (CEA) was established in 1991, as a result of an international cooperation program initially co-funded by UPB and American universities, and co-financed by USAID. The CBE mission is to provide professional business services (as consulting and training), ethically and non-discriminatory –to stimulate entrepreneurship, small business development, and business culture in Romania. In 2006, CBE has celebrated 15 years of successful activity (see *SPICE Update* No. 67 / June 2006). Over recent years, CBE contributed to the reform of the higher education curricula, aiming at increasing professional competences of the graduates, promoting and implementing projects with long-term impact (Entrepreneurship course, EDUCAT Project, Business Plan Contest for students etc). CBE has benefited of know-how and technical assistance from Harvard Business School and University of Texas in Austin.

In June 2008, CBE has organized the 7<sup>th</sup> annual Business Plan Contest, open to students from UPB electrical engineering faculties: 52 students participated; 5 business plans were presented during the final phase, and 3 prizes were awarded. The interested students have to develop their own business plan – individually or in teams. The best business plans are selected to be presented in the final phase, when an evaluation panel assesses the projects and presentations. The panelists are well-known academics, business and finance people, acting as independent evaluation experts. The final ranking is established based on pre-determined sets of criteria and evaluation grids.

Three prizes and are awarded to the best competitors.

The major results of the last two editions of the Business Plan Contest (2006-2008): 92 students enrolled, 17 business plans presented in final phases, and 7 awards. Other results:

- One participant has started his own business – after the Business Plan Contest
- One participant has opted for an academic career in management – entrepreneurship area (as teaching assistant within Management Department from UPB).
- Numerous feedback information from graduating students – former participants at the Business Plan Contest – underline the importance of participation at the Contest, practical experience acquired, and CV enrichment for successful job application and their career path.

Among other future actions: incubation of the winning business plans; identification of funding sources.

The Business Plan Contest has a growing echo among students as well as teaching staff. The initiator and coordinator of the Business Plan Contest ("Investing in Entrepreneurial Education" Project) is Professor Dr. Cezar Scarlat, CBE Director. The Project was awarded *The First Prize in Romania* (2008 by the Romanian Ministry for SMEs) and nominated for the *European Enterprise Awards* 2008-2009 (Prague, May 2009).

Contact: Cezar Scarlat, email [cezarscarlat@yahoo.com](mailto:cezarscarlat@yahoo.com)



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## Belarus

The *joint stock company* "MAP JSC" was established in 1989 as a center of youth scientific and technical activity. From the very beginning the company was applying innovative instruments to support entrepreneurial ideas even at absence of a legislative framework for business incubation system in Belarus. Since the respective law "The Regulations on Business Incubators" (1998) was approved the "MAP JSC" has been functioning as a business incubator of innovation type aiming to support business initiatives of young scientists and entrepreneurs. The "MAP JSC" is situated in the suburbs of Minsk (2

Kolodischi . In total 3,400 sqm are rented to incubator client firms.

«MAP JSC» supports entrepreneurs by providing space for lease, conducting seminars and providing advice on current business activities. Currently, "MAP JSC" provides services to more than 60 small and medium sized businesses, which together employ 1,200 people. The company is a past winner of the Best Entrepreneur award and in 2007 it became a member of the UN Global Compact Initiative.

Contact: Email: [www.mapzao.by](http://www.mapzao.by) website [mapzao@mail.ru](mailto:mapzao@mail.ru)

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## Macedonia

### Entrepreneurship Support Through Business Start-up Centers/ Technology Incubators

Several business incubators were established 6 to 10 years ago under a program financed by the World Bank that targeted recently privatized businesses with surplus premises. Since that time, no new incubators had been established or funds allocated for this purpose until the recent establishment of the YES incubator (on a project basis, with donor support).

Macedonia does not have a strategy for business incubators and no funds have been allocated for them. The new program for 2007–2010 does not foresee support for existing or new incubators (OECD and EC 2007).

In Macedonia seven business incubators (plus one in preparation), five Regional Enterprise Support Centers (RESCs), three Enterprise Support Agencies (ESAs), and the Prilep Region Enterprise Development Agency (PREDA) are active.

The RESCs were founded in 1999 by the EU PHARE Program, with funding until end 2002. Later, these centers were financed by revenue from providing services to enterprises on a fee basis. In 2004, APERM (Agency for Promotion of Entrepreneurship of Macedonia) provided budget support to these centers by financing specific project work.

The goal of the ESAs is to support and promote entrepreneurship. These agencies were founded by DFID (UK Government) in 1999. Like the RESCs, they became self-sustaining in 2002,

earning income from the services provided to enterprises.

The Prilep Region Enterprise Development Agency (PREDA) is a regional entrepreneurship support agency and was founded by the Swiss government. Unlike the other centers, PREDA is still financially supported by the Swiss International Development Agency (Ministry of Economy 2005).

There are seven business incubators, established by the World Bank in 1997, active at present: Delëvo, 'Turtel' Štip, 'Biljana' Prilep, Saša, the Deni Incubator Veleš, the Giëa Incubator Ohrid, and the Inkubator Strumica. Another incubator, Business Start-up Centre Bitola, was formed with financial and expert assistance from SPARK Amsterdam, Netherlands, and another business incubator is in a phase of being created – the Youth Entrepreneurial Service – Business Incubator, which is being launched with the help of the Soros Foundation.

The **Business Start-Up Centre Bitola** supports students, young graduates and entrepreneurs in starting their own enterprises in Macedonia. The project is financed by the Ministry of Foreign Affairs of the Netherlands, and co-owned by local stakeholders. The centre is supported by SPARK through a grant of the Dutch Government.

Contact: Rozita Talevska, email: [r.hristovska@bscbitola.org](mailto:r.hristovska@bscbitola.org)  
Website: <http://www.bscbitola.org>

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## 5 Years UBIT Incubator in Timisoara

In May 2009 the University Business Incubator in Timisoara, Romania (UBIT), supported by GTZ, the German Development Aid organization, celebrated its fifth anniversary with an international conference (some 40 experts from the broader region Romania, Bulgaria, Serbia, Montenegro and Algeria) to discuss lessons from the UBIT exercise, to learn from other experiences (from Germany and the World Bank's InfoDev initiative) and to discuss options for transferring good practices into own policy making and economic development actions.

Although the economic development and transition of Timisoara had reached some merits, in the early 2000s bottlenecks became obvious as well: The real estate market saw sharp price increases and the labor market tightened; specialized labor already became an inhibitor for a more dynamic development. New business creation, particularly from university graduates, was too low to foster a more endogenously driven growth.

Against this background a group of people from the City, the County Council, and the "Politehnica" University began to work on the creation of an incubator offering affordable space

and services to (mainly) graduates who intended to start their own IT-business. A building of "Politehnica" University partly could be used for the incubator. The project's kick-off approximately 18 months before the official inauguration was backed with enthusiasm from the three local partners. But the whole process became difficult because of different interests of the major players. In this situation the moderation provided by GTZ experts turned out to be a critical success factor.

The conference offered two further cases of good practice: the example of the Incubation and Technology Centre in Solingen, Germany and success factors for business incubators in Eastern European and Central Asian transition Economies from the infoDev initiative. Based on these three inputs (UBIT, Solingen *infoDev*) participants discussed two main subjects: The role of incubators for local economic development, and the incubation process as such. The results have been summarized in a report that can be obtained from UBIT Director Mr. Radu Ticiu, [radu.ticiu@it-incubator.ro](mailto:radu.ticiu@it-incubator.ro) or is to be found on the website <http://www.ecabit.org/?p=274>

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## 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.

### **September 2, 2009 in Wellington, New Zealand: 22<sup>nd</sup> Annual Conference of the Small Enterprise Association**

The Small Enterprise Association of Australia and New Zealand (SEAANZ) will hold its 22<sup>nd</sup> Annual Conference in Wellington, New Zealand on September 2nd, 2009. Opening festivities begin on the evening of September 1. Attendees represent a broad range of sectors, including educational institutions and government agencies but will also include individuals from

research organizations, economic development agencies, and corporations with an interest in the small business sector.

Website for details:

<http://seanzconference.massey.ac.nz/>



### **September 9-10, 2009 in Rouse, Bulgaria: 9th European Congress of CEEC RDAs**

The 9th European Congress of CEEC RDAs "RDAs Fostering Regional Creativity and Innovation" and the 1<sup>st</sup> Balkan Forum on Regional Development will be held in Rouse, Bulgaria. The Balkan Forum is supported by GTZ, the German Development Aid Organization "Gesellschaft für Technische Zusammenarbeit". Main topics of the event will be

- Regional Innovation Policies in times of Financial Crisis

- Research Intensive Clusters – Opportunity for Economic Revival
- Financial Instruments for SMEs – RDAs as a Partner
- "Neglected Innovators" – Innovation Techniques and Support Measures;
- Best Practice Examples and Lessons learned

Contact: Alexander Yovchev, [bsc@elits.ruse.bg](mailto:bsc@elits.ruse.bg)

### **September 17, 2009 in Manchester, United Kingdom: 25<sup>th</sup> Annual Conference of UKSPA**

The 25th Anniversary Conference of UKSPA, United Kingdom Science Park Association will be held with a focus on management, development and growth of Science Parks and Technology Incubators. This three-day Meeting and Conference will coincide with the celebration of Manchester Science Park's 25th Anniversary Year. Participants also may extend their day and join for a pleasant networking evening and awards dinner at the Museum of Science & Industry

The conference also will offer a

number of group meetings and round-tables, for example The European Industrial Research Management Association (EIR-MA) Round Table Meeting

Contact: Jim Duvall: [Jim.Duvall@ukspa.org.uk](mailto:Jim.Duvall@ukspa.org.uk)

Website: [www.ukspaevents.org.uk](http://www.ukspaevents.org.uk); Laura Wolfe (for exhibition opportunities): [laura@outherevents.com](mailto:laura@outherevents.com)



### **September 24 - 25, 2009 in Wageningen, Netherlands: 6th Annual Conference of The Technopolicy Network**

The 6<sup>th</sup> Annual Conference of The Technopolicy Network 'Shaping Science Based Clusters' will be held in Wageningen, Netherlands. During this conference internationally acclaimed experts will be giving their views on the role of innovative clusters in our societies. Speakers representing industrial, life science, IT and agricultural clusters from all over the world share their best practices and join discussions.

The conference will be held in the region of Wageningen that is famous for its life science and agricultural industries. It is the

heart of Food-valley, a cluster that strives to become the Dutch centre for food research, innovation and production. Prior to the conference a **one-day course on IT clustering** will be given in Amsterdam on September 23.

For more information on the conference, the program and registration please refer to the website- Registration is open with an Early Bird Rate until July 15<sup>th</sup>.

Contacts: Judith Disberg, [info@technopolicy.net](mailto:info@technopolicy.net), website [www.science-alliance.nl](http://www.science-alliance.nl) [www.technopolicy.net](http://www.technopolicy.net)

### **September 28 - 30, 2009 in Dubai, UAE: Arab Women in Science and Technology**

ASTF, the Arab Science and Technology Foundation, is organizing the first conference on Arab Women in Science and Technology: Empowerment for the Development of the Arab World. After the completion of the first stage of its initiative on "Empowerment for the Development of the Arab World" ASTF seeks to engage Arab women in the greater socio-economic

development of the Arab World under the

Arab Women Association for Research, Development and Innovation –AWARD).

Information: <http://www.astf.net/womenrdi/index.html>

Contact: Wissam Rabadi: [wradadi@astf.net](mailto:wradadi@astf.net)



Arab Women  
in Science and Technology  
Empowerment for the Development of the Arab World

### **September 30 – Oct. 3 2009: BALTIC DYNAMICS 2009 "The Dynamics of Innovation Spaces"**

The annual Baltic Dynamics Conference is organized since 1995 in turn by Estonia, Latvia and Lithuania and this year will be held in the Capital of Lithuania, Vilnius. "The Dynamics of Innovation Spaces: Bringing Innovation to Society" will bring together experts and policy makers in innovation and SME development from around the world. **Conference Topics** are Triple Helix – Implications for Policy and Practice; Regional Innovation Environments; International Co-operation in



Knowledge Transfer; Innovation Processes and Management. Contact: Pranas Milius, [info@balticdynamics.com](mailto:info@balticdynamics.com)

Conference homepage: [www.balticdynamics.com](http://www.balticdynamics.com)

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

 infoDev will hold its Third Global Forum on Business Incubation in Brasilia in partnership with the Ministry of Science and Technology of Brazil (MCT), the Brazilian Micro and Small Business Support Service (SEBRAE), and the Brazilian Association of Science Parks & Business Incubators (ANPROTEC). The Forum will

bring together incubation professionals, 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](mailto:fhaladner@worldbank.org), website <http://www.gf-bns.net/ingles/>

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



Creating Communities of Innovation

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 know-

ledge? Are you maximizing results?

Proposals for suggested concurrent sessions are invited and should address one or more of the conference tracks, which are: 1) sustainability 2) government funding, and 3) industry. The proposals should provide details of the session and are due no later than Tuesday, **June 30, 2009** to Victoria Palmer, [vickiepalmer@aurp.net](mailto:vickiepalmer@aurp.net)

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**October 29-30, 2009 in Leipzig, Germany: 13<sup>th</sup> 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 entrepreneur-

ship and SME development.

A focus of this year's conference will be "Ethics and entrepreneurship". The **Call for Papers** ends June 30, 2009

More information at website <http://www.gforum2009.de>



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**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](mailto:mann@mtz.de)

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**November 19-20, 2009 in Stockholm, Sweden: 8<sup>th</sup> 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: Paul Vulto, email: [p.vulto@technopolis.net](mailto:p.vulto@technopolis.net)

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



UKBI announced the 11th International conference to take place in Belfast, Northern Ireland. The conference will offer something for everyone. Building on the success of BI:10 in Bristol

BI:11 offers lots of to learn and to exchange experiences: Interactive workshops, incubator tours, plenary sessions, roundtable discussions and an international gala dinner.

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

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**December 8, 2009: The 2<sup>nd</sup> 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 than 2000 business incubation environments 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 - it's never too late!

All you need is send your

Toni Wanklin at [t.wanklin@ukbi.co.uk](mailto: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>



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**2010**

**2010**

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**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. The next days are for exchanging information and views personally between the practitioners. Contact: [education@nbia.org](mailto:education@nbia.org)



## About members



### Karl-Heinz Klinger

is continuing his project activities in the Russian Federation. Since March this year, for example, he stayed in Ufa for a project of the German Federal Ministry for Science and the Bashkirian partner ministry: "Modernization of the Industry Policy in the Republic of Bashkortostan

Main project activity is the development of regional clusters.

Earlier this year he cared about a delegation from Western Siberia, Khantiy Mansisk. This place became recently known because of the Biathlon World Championship. But this region also invests into technology development and received financial support from The German Government for this purpose.

In September he will be with an own contribution at the International Youth Innovation Forum "INTERRA 2009" in Novosibirsk. And he also continues to work on projects inside the European Union, for example "TWIST - transport with social targets" guided by the Italian region Abruzzo recently has been finished by him successfully.

Bulgarian partners studied with the help of Karl-Heinz several German technoparks and regions with a health focus.

Most of his time Karl-Heinz is spending in organizing international co-operation of innovative SME's coming from science parks and innovation centers as well in commercialization of their research results.

Contact: [klinger@technostart.de](mailto:klinger@technostart.de)

## New members – Welcome to the network



### John Mercer

at this time working in Saudi Arabia as independent Associate Consultant for CREEDA Projects Ltd, Canberra, Australia providing small business development, business incubation, business advisory service, small business training consultancy and project management

es. In Riyadh, Saudi Arabia, he is now working on building up the first business incubator of the country.

John has a wide range of business experience, for example, from working with community-based organization in Australia providing industry, business, economic and community development and support services. He also worked five years for an

Australian consultancy organization providing leadership-based, organizational development products and services. For ten years he worked with a German company with a range of subsidiaries, joint ventures and offices in Africa and Asia for diversifying export trading and engineering. Other professional experiences include a British manufacturer of education and office furniture and equipment, a Government corporation in

North Wales for electricity distribution and product sales, and an insurance company in England. Following an education in administration, sales, and retail management training courses at the Electricity Council of the United Kingdom (1966-1970) John studied at the Liverpool College of Commerce, England (Higher National Certificate in Business Studies Subjects: Applied Economics, Economic History,

Business Organization, Marketing, Contract Law and Accounting) During his professional life John continued specialized education and training programs, for example in behavioral science theory and the presentation of the theory, supporting technology related to leadership, organization culture and organization change concepts.

John delivered various papers at conferences in relation to small business support services and received a diploma in Advanced Business Facilitation (AQF Level 6) and a Certificate IV in Business Facilitation (Business in the Community Limited) and the APEC Business Counsellor Certification (Small Business Training Centre TAFE SA)

Contact: [john.mercer47@gmail.com](mailto:john.mercer47@gmail.com)



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 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/](http://www.spice-group.net/hot_news/)



### And finally...

Summer break? Well, if there has been a summer break in the Northern Hemisphere it is reaching the end. September is one of the "classic" event months to be followed by two more months of conferences and other events around the globe – at least as far as Ramadan is not celebrated that now for the Muslim World is giving a break. Whatever your personal schedule is for coming months we hope being able to meet with you at one of the upcoming important events. In any case we hope to hear from you with information about actual achievements and activities for more interesting articles in the next issues of our newsletter

*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.

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**Photos:** Most pictures published come from the camera of the "SPICE photographer" However, some of the photos from SPICE events in Russia have been shot by **Rafael Oganessian**, fotodelux, Russia, [www.fotodelux.ru](http://www.fotodelux.ru) and **Barbara Harley**, USA, [Blharley@aol.com](mailto:Blharley@aol.com). We especially thank these photographers.

