

2015 Performance Report

2015



Small Business Incubator



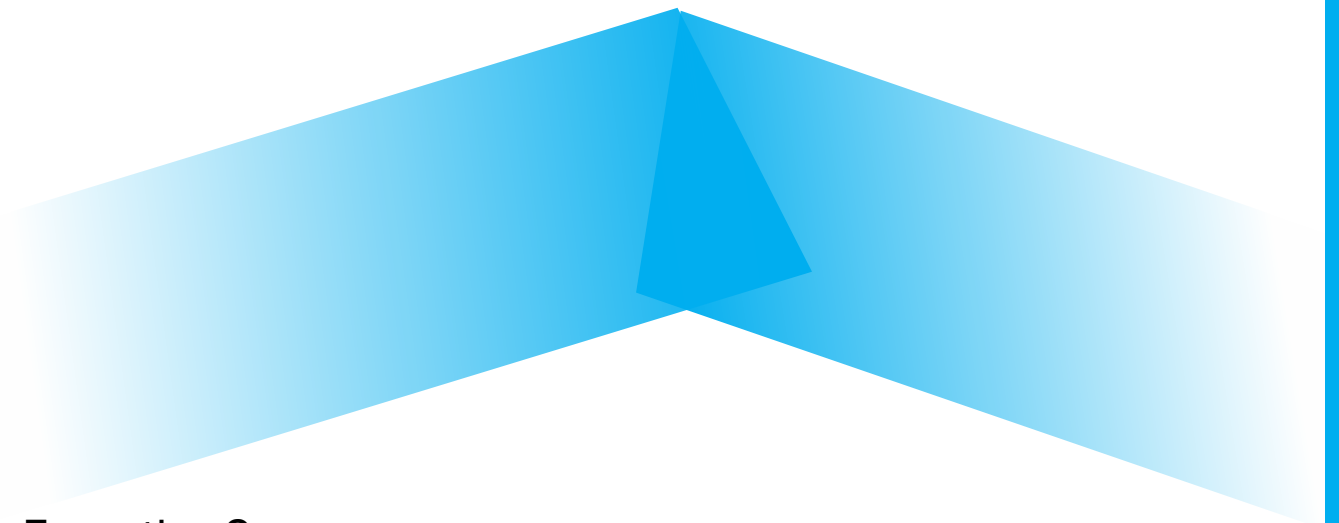
Missouri Department of Economic Development

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Executive Summary

STATUTORY AUTHORITY

620.495, RSMo, as amended

PURPOSE

The purpose of this program is to generate private funds to be used to establish a “protective business environment” (incubator) in which a number of small businesses can collectively operate, fostering growth and development during a business start-up period.

PROGRAM DESCRIPTION

An incubator is a building, which can be divided into smaller units of space to be leased by small businesses.

An incubator is also a program without infrastructure in which participants avail themselves of business development services to assist in the growth of their start-up businesses.

In addition to the space, incubators provide business development services for use by the tenants and participants. These services shall include, but are not limited to, financial consulting assistance, management and marketing assistance, business education, and physical services such as personal computers, copier, facsimile, conference rooms, labs, etc. Because of the shared services and efficient use of the available space, costs are usually much less than for a small business operating independently.

The incubator is not intended to be a permanent home for the new firm. After a period determined by the incubator’s policy, a tenant will move from the incubator, thereby making room available in the incubator for a new start-up firm.

The Missouri Department of Economic Development approves (certifies) or denies proposals for small business incubators based on the ability of the incubator to meet statutory requirements of the program; the economic impact of the incubator on the community, conformance with area-wide and local economic development plans; and location of the incubator, in order to encourage geographic distribution of incubators across the state. Certified incubators may receive contributions from taxpayers. The taxpayers in turn may receive tax credits in the amount of 50% of the contributions. The tax credits can be carried forward for five years and also be sold or transferred. The overall maximum amount of tax credits that can be authorized in any one calendar year is \$500,000.

ECONOMIC IMPACT

Tax credits issued through the Small Business Incubator Program from the program's inception through November 30, 2015, total approximately \$3.3 million, which attracted contributions totaling approximately \$6.6 million.

PROGRAM STATISTICS

Most tenants are originally from Missouri. These tenants chose the Small Business Incubators due to their unique locations and affiliations with major research institutions, hospitals and universities located in the state. Most graduates decided to stay in Missouri because of the founders' and workforce's residency. However, the graduates that relocated to other states identified the reasons for such decision as inability to raise additional funding or acquisition by another company. The information regarding the number of jobs, payroll and investment of graduate companies is not complete because most incubators do not track such data and thus are unable to provide it. Eleven out of the thirteen active incubators reported.

Annually a Budget of Revenues and Expenditures application is submitted by each Small Business Incubator desiring to request Tax credits for the upcoming year. This report is due by the end of January, and the tax credits are then awarded based on the request of Capital Expenditures and Non- Operating Expenditures listed in this report. The following is a listing of the Incubators that were awarded tax credits, listed by year of approval.

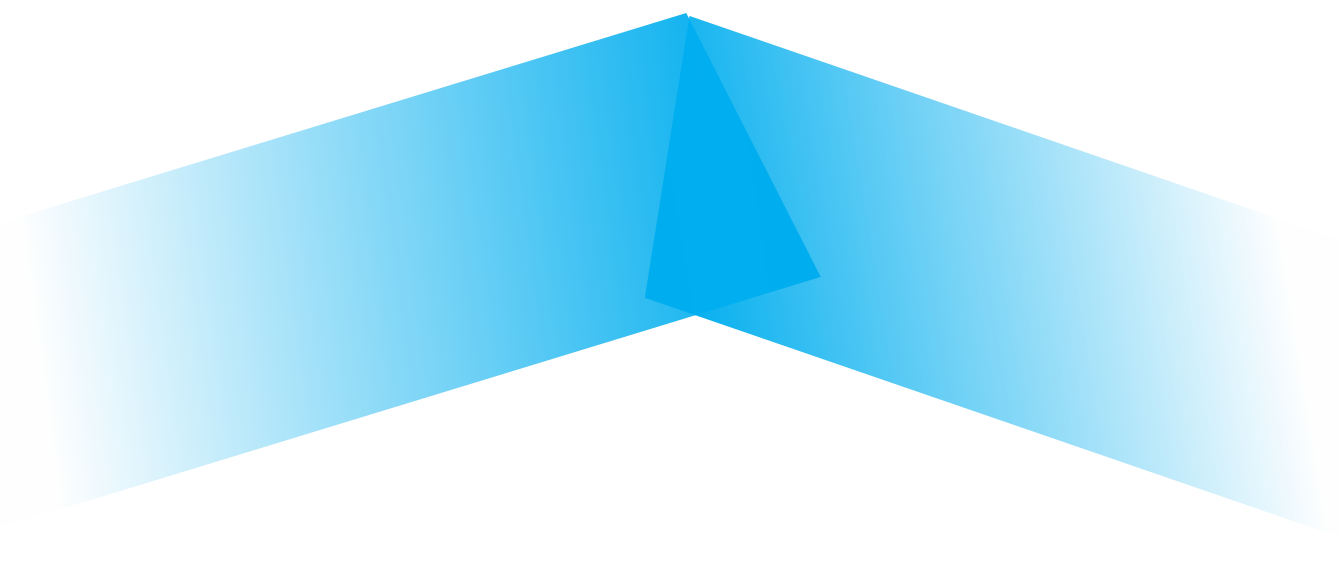
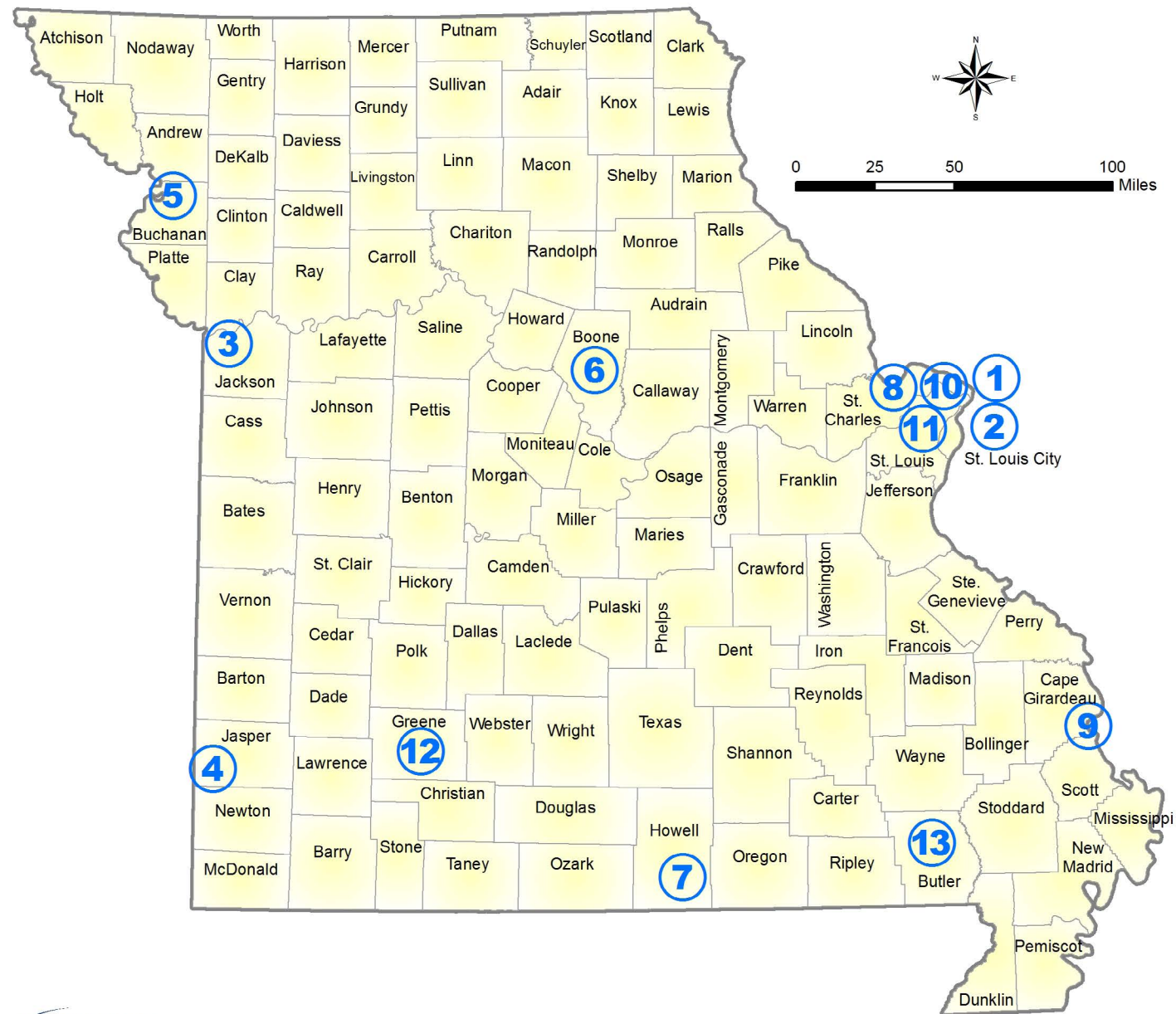


Table 1 Performance Statistics – through 6/30/2015
(See Exhibit 1 for detail by incubator)

Data Description	Total for all Incubators
# Incubators Created	21
#Incubators Inactive/Closed	8
#Incubators Active	13
#Incubators Under construction	0
Average occupancy rate 2015	84%
Focus	Bio-Med., R&D, Mfg, IT Plant & Life Science, Business Development Services, Product Development Mixed
State origin current/previous tenants	MO, NY, VA/CA, PA/NJ/FL, IL
# Tenants	164
# Tenants/Incubator jobs	1,050full time/83 part time
\$ Tenants/Incubator payroll	\$25,056,672
\$ Tenants/incubator spending	N/A
Tenants average length in years	3.77 years
# Failed	65
Failed average length in years	1.30years
# Missouri graduates	241
# Missouri graduates jobs	1,537
# Missouri graduates still in business	6
Missouri graduates average length in years	2.88 years
\$ Missouri graduates payroll	\$1,650,000
\$ Missouri graduates spending	N/A
# Other graduates	14
Other graduates average length in years	3.10 years
States moved to	CA, CO, NJ, IL, KY, SC, TX, WA, WI, NY, NC, FL

Missouri Certified Active Incubators



Missouri Certified Incubators Contact Information Active Incubators List

1. BEGIN New Venture Center

Sponsor: St. Patrick's Center
 Certified in 2010
 Contact person: Jan DeYoung
 800 N. Tucker Blvd
 St. Louis, MO 63101
 Phone: (314) 802-0995 Fax: (314)
 E-mail: jdeyoung@stpatrickcenter.org
 Website: www.stpatrickcenter.org/programs/employment-training/bnvc/

2. Center for Emerging Technologies (CET)

Sponsor: Center for Emerging Technologies
 Certified in 1983
 Contact person: Heather Beaven
 4041 Forest Park Avenue
 St. Louis, MO 63108-3213
 Phone: (314) 615-6915 Fax: (314) 615-6901
 E-mail: hbeaven@emergingtech.org
 Website: www.emergingtech.org

3. Independence Regional Ennovation Center

Sponsor: Independence Council for Economic Development
 Certified in 2010
 Contact person: Lee Langerock
 201 N. Forest Ave #130
 Independence, MO 64050-3436
 Phone: (816) 463-3515
 E-mail: Lee@inedc.biz
 Website: http://www.ennovationcenter.com/

4. Joseph Newman Business and Technology Innovation Center (JNBTC)

Sponsor: Joplin Area Chamber of Commerce Foundation
 Certified in 2004
 Contact person: Steve Russell, Cindy Weiss
 320 E. 4th
 St. Joplin, MO 64801
 Phone: (417) 624-4150 Fax: (417) 624-4303
 E-mail: steve@joplincc.com Website: www.newmaninnovationcenter.com

5. Kit Bond Science and Technology Incubator

Sponsor: Missouri Western State University
 Certified in 2010
 Contact person: Sara Hagan, Manager
 4221 Mitchell Avenue
 St. Joseph, MO 64507-2266
 Phone: (816) 749-4012 Fax: (816) 749-4011
 E-mail: Sara.hagen@iials.com
 Website: www.missouriwestern.edu/lifesciences

6. Life Sciences Business Incubation Center (LSBIC)

Sponsor: Missouri Innovation Center
 Certified in 2004
 Contact person: Quinten Messbarger ; Bill Turpin
 1601 S. Providence Rd
 Columbia, MO 65211-3460
 Phone: (573)884-0492 Fax:(573)884-3600
 E-mail: messbargerq@missouri.edu
 Website: www.muincubator.com

7. Ozarks Small Business Incubator

Sponsor: Downtown West Plains, Inc.
 Certified in 2010
 Contact person: Heather Fisher
 408 Washington Ave.
 P.O. Box 1194
 West Plains, MO 65775
 Phone: (417) 256-9724 Fax: (417)255-8799
 E-mail: heatherfisher@ozsbi.com
 Website: www.ozsbi.com

8. Small Business Synergy Center (SBSC)

Certified in 1992
 Sponsor: Small Business Synergy Center
 Contact person: Craig Frahm
 5988 Mid Rivers Mall Drive
 St. Charles, MO 63304
 Phone: (636) 441-6880
 E-mail: cfracm@edcsc.com
 Website: www.stcc-edc.com

9. Southeast Missouri Innovation Center (SMIC)

Sponsor: Missouri Research Corporation
 Certified in 2005
 Contact: Brian Tapp 920 Broadway
 Cape Girardeau, MO 63701
 Phone: (573) 651-2304 Fax: (573) 986-6885
 E-mail: btapp@semo.edu
 Website: www.semo.edu/cie/

10. St. Louis Enterprise Center-Wellston

Sponsor: St. Louis County Economic Council
 Certified in 1990
 6439 Plymouth Ave.
 Wellston, MO 63133
 Phone: (314) 615-0118 Fax: (314) 615-7666
 Contact: Tracy Jackson
 E-mail: tjackson@stlpartnership.com
 Website: www.slcec.com

11. Direct Impact Business Education Center

Sponsor: Direct Impact Business Center
 Certified in 2012
 Contact Person: Tracey Jeffries
 3221 McKelvey Rd.
 Bridgeton, MO 63074
 Phone: (314) 718-4074
 tjeffries@directimpact
 jeffries42000@yahoo.com
 E-mail: info@directimpactstl.org

12. The eFactory

Sponsor: Missouri State University
 Certified in 2013
 405 N. Jefferson Ave
 Springfield, MO 65806-1110
 Phone: (417) 836-3020 Fax: (417) 837-2614
 Contact: Allen Kunkel E-mail: AllenKunkel@missouristate.edu

13. Ozark Foothills Development Association (OZARK)

Sponsor: Ozark Foothills Regional Planning Commission
 Certified in 1990
 Contact person: Felicity Ray
 3019 Fair Street
 Poplar Bluff, MO 63901
 Phone: (573) 785-6402 Fax: (573) 686-5467
 E-mail: felicity@ofrpc.org
 Website: www.ofrpc.com/incubator.html

**Missouri Certified Incubators Contact Information
Inactive with the Incubator Program**

Missouri Innovation Center (MIC)

Sponsor: Missouri Innovation Center
Certified in 1995
Contact: Kim March
410 S. 6th St., 214 Engineering Bldg. North
Columbia, MO 65201
Phone: (573) 884-0496
Fax: (573) 884-3600
E-mail: marchk@missouri.edu
Website:

*Incubator is now Life Sciences Business Incubation Center
* MIC is still active as an Innovation center.

Missouri IncuTech Foundation (MITF)

(DBA Missouri Enterprise Business Assistance Center)
Sponsor: Missouri Enterprise
Certified in 1991
Contact Person: Rick Prugh
800 University Drive
Rolla, MO 65401-2157
Phone: (573) 341-0117
Fax: (573) 341-0135
E-mail: rprugh@missourienterprise.org
Website: www.missourienterprise.org
Incubator decertified August 2007
Incubator is still active

Nidus Center for Scientific Enterprise (NIDUS)

Sponsor: Monsanto Corporation
Certified in 2003
Contact person: Susan Pais
893 North Warson Road
St. Louis, MO 63141
Phone: (314) 812-8001
Fax: (314) 812-8080
E-mail: susan.e.pais@niduscenter.com
Website: www.niduscenter.com

Black Economic Union/Economic Growth Group (BEU)

Sponsor: Black Economic Union/Economic Growth Group
Certified in 1997
Contact person: Chester Thompson
1601 E. 18th
Kansas City, MO 64108
Phone: (816) 474-1080
Fax: (816) 474-5805
E-mail: chestert@beukc.org
Website: www.beukc.org
Incubator no longer active

Technology Entrepreneur Center (TEC)

Sponsor: Technology Entrepreneur Center
Certified in 2003
Contact person: Willem Bakker
210 N. Tucker, Suite 600
St. Louis, MO 63101
Phone: (314) 436-3500
Fax: (314) 333-0409
E-mail: fchmelir@tecstl.org
Website: www.tecstl.org

Thomas Hill Enterprise Center (THEC)

Certified in 1997
Sponsor: Thomas Hill Enterprise Center
Macon, MO

Avvio Center

Certified in 2008
1600 Swift
North Kansas City, MO 64116
Contact Person: Joe Mullins
Phone: (816)210-5305
Fax:
E-mail: Joe@startpath.org
Website: under construction

Arts Incubator – Kansas City

Sponsor: Arts Incubator – Kansas City
Certified in 2010
Contact person: Jeff Becker
115 W. 18th Street
Kansas City, MO 64108-1220
Phone: (816) 421-2292
Fax: (816) 421-2293
E-mail: jbeckers@artsincubatorkc.org
Website: www.artsincubatorkc.org

Small Business Incubator

Exhibit 1 Performance Statistics - FY 2015

Incubators	Data Description		Year Certified	Center for Emerging Technologies (CET)	Direct Impact Business Education Center	Independence Regional Innovation Center	Joseph Newman Business and Technology Innovation Center (JINBTC)	Kit Bond Incubator	Life Sciences Business Incubator Center (LSBIC)	Ozark Foothills Development Association	Ozarks Small Business Incubator	Small Business Synergy Center (SBSC)	Southeast Missouri Innovation Center (SMIC)	St. Louis Enterprise Center (SILEC) (Wellston)	The eFactory	Averages	TOTAL
	Year Certified	Occupancy Rate															
	2010	82%	1983	87%	43%	N/A	90%	84%	75%	100%	73%	95%	90%	1990	2013		
	Mixed-use/ Kitchen		Bio-Med: IT		Business Develop	N/A	IT, Bio-Tech, Mixed use	Animal Health/ Life Sciences	R & D	MC Assembly, Distribution/ Warehouse	Bus.Dev Sys.	Mixed	Mfg, R&D, Tech	N/A	100%	84%	
	12 Offices/1 Kitchen		85	16	13	11	13	6	39	6	15	74	8	N/A	32		
	9		32	7	15	15	3	3	24	6	11	32	6	N/A	19		164
	N/A		250	32	117	117	47	47	62	N/A	79	321	40	N/A	102		1050
	N/A		49	N/A	0	0	N/A	N/A	N/A	N/A	34	0	N/A	N/A	0		83
	N/A		\$ 12,116,108	\$ 677,600	N/A	N/A	\$ 3,000,000	N/A	\$ 3,155,000	N/A	\$ 2,537,964	N/A	N/A	N/A	\$ 3,570,000		\$25,056,672.00
	N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		0
	N/A		4.5	1	5	5	6	3	5	5	1.5	6	N/A	N/A	\$ 2	3.77	
	N/A		3	1	N/A	N/A	N/A	N/A	7	7	1	42	6	N/A	0		65
	N/A		2	N/A	N/A	N/A	N/A	N/A	1.5	1	1	1	N/A	N/A	\$	1.30	
	10		4	0	35	35	2	6	N/A	N/A	6	175	\$ 3	N/A	0		241
	N/A		N/A	N/A	N/A	N/A	130	4	26	N/A	9	1363	\$ 5	N/A	0		1537
	N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	6	N/A	N/A	N/A	0		6
	N/A		N/A	N/A	N/A	N/A	N/A	N/A	2.5	N/A	1	24	\$	N/A	\$	2.88	\$1,650,000.00
	N/A		N/A	N/A	N/A	N/A	N/A	N/A	\$ 1,650,000	N/A	N/A	N/A	N/A	N/A	\$		0
	N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$		0
	N/A		10	N/A	N/A	N/A	N/A	N/A	4	N/A	N/A	N/A	N/A	N/A	\$		14
	N/A		4.7	N/A	N/A	N/A	N/A	N/A	1.5	N/A	N/A	N/A	N/A	N/A	\$	3.10	

