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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, copiers, facsimiles, 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 percent 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 autho-
ECONOMIC IMPACT

Tax credits issued through the Small Business Incubator Program from the program’s inception through November 30, 2013, total approximately $3.1 million, which attracted contributions totaling approximately $6.2 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 this 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 12 active incubators reported. One did not report.

A Budget of Revenues and Expenditures application is submitted annually 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.
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<thead>
<tr>
<th>Data Description</th>
<th>Total for all Incubators</th>
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<tbody>
<tr>
<td># Incubators Created</td>
<td>21</td>
</tr>
<tr>
<td># Incubators Inactive/Closed</td>
<td>9</td>
</tr>
<tr>
<td># Incubators Active</td>
<td>12</td>
</tr>
<tr>
<td># Incubators Under Construction</td>
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<tr>
<td>Average occupancy rate 2013</td>
<td>77%</td>
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<tr>
<td>State origin current/previous tenants</td>
<td>MO, NY, VA/CA, PA/NJ/FL, IL</td>
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<tr>
<td># Tenants</td>
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<tr>
<td># Tenants/Incubator jobs</td>
<td>754 full-time/120 part-time</td>
</tr>
<tr>
<td>$ Tenants/Incubator payroll</td>
<td>$43,860,064</td>
</tr>
<tr>
<td>$ Tenants/Incubator spending</td>
<td>N/A</td>
</tr>
<tr>
<td>Tenants average length in years</td>
<td>2.6 yrs</td>
</tr>
<tr>
<td># Failed</td>
<td>78</td>
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<tr>
<td>Failed average length in years</td>
<td>87 yr</td>
</tr>
<tr>
<td># Missouri graduates</td>
<td>267</td>
</tr>
<tr>
<td># Missouri graduates jobs</td>
<td>1,556 reported</td>
</tr>
<tr>
<td># Missouri graduates still in business</td>
<td>25 reported</td>
</tr>
<tr>
<td>Missouri graduates average length in years</td>
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<tr>
<td>$ Missouri graduates payroll</td>
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<td>$ Missouri graduates spending</td>
<td>N/A</td>
</tr>
<tr>
<td># Other graduates</td>
<td>18</td>
</tr>
<tr>
<td>Other graduates average length in years</td>
<td>3.60 yrs</td>
</tr>
<tr>
<td>States moved to</td>
<td>CA, CO, NJ, IL, KY, SC, TX, WA, WI</td>
</tr>
</tbody>
</table>
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  
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) 615-6900  
Fax: (314) 615-6901  
E-mail: Heather.Beaven@emergingtech.org  
Website: www.emergingtech.org

3. **Independence Regional Innovation Center**  
Sponsor: Independence Council for Economic Development  
Certified in 2010  
Contact person: Xander Winkel  
201 N. Forest Ave #130  
Independence, MO  64050-3436  
Phone: (816) 463-3532  
E-mail: awinkel@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  
320 E. 4th St.  
Joplin, MO 64801  
Phone: (417) 624-4150  
Fax: (417) 624-4303  
E-mail: srussell@joplin.com  
Website: www.newmaninnovationcenter.com

5. **Kit Bond Science and Technology Incubator**  
Sponsor: Missouri Western State University  
Certified in 2010  
Contact person: Dr. Gary E. Clapp, Pd.D.  
4221 Mitchell Avenue  
St. Joseph, MO  64507-22  
Phone: (816) 749-4014  
Fax: (816) 271-5972  
E-mail: gclapp@iials.com  
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  
1601 S. Providence  
Columbia, MO  65211  
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) 257-2563  
Fax: (417) 256-8711  
E-mail: hlands@email.com  
Website: www.ozsbi.com

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

9. **Southeast Missouri Innovation Center (SMIC)**  
Sponsor: Missouri Research Corporation  
Certified in 2005  
Contact: Kathy Mangel  
One University Plaza, MS 3300  
Cape Girardeau, MO  63701  
Phone: (573) 651-2570  
Fax: (573) 651-5061  
E-mail: kmangel@semo.edu  
Website: www.semo.edu/cie/

10. **St. Louis Enterprise Center-Wellston (StLEC)**  
Sponsor: St. Louis County Economic Council  
Certified in 1990  
6439 Plymouth Ave.  
Wellston, MO 63133  
Phone: (314) 615-3958  
Fax: (314) 615-7666  
E-mail: bnoonan@stlpartnership.com  
Website: www.stlpartnership.com

11. **Direct Impact Business Education Center**  
Sponsor: Direct Impact Business Center  
Certified in 2012  
Contact Person: Tracey Jeffries  
10263 St. Charles Rock Road  
St. Ann, MO 63074  
Phone: (314) 690-1330  
E-mail: info@directimpactstl.org

12. **The eFactory**  
Sponsor: Missouri State University  
Certified in 2013  
Contact: Allen Kunkel  
405 N. Jefferson Ave  
Springfield, MO  65806-1110  
Phone: (417) 836-3020  
Fax: (417) 836-8810  
E-mail: AllenKunkel@missouristate.edu
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
*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 63552

Ozark Foothills Development Association (OZARK)
Sponsor: Ozark Foothills Regional Planning Commission
Certified in 1990
Contact person: Felicity Brady
3019 Fair Street
Poplar Bluff, MO 63901
Phone: (573) 785-6402
Fax: (573) 686-5457
E-mail: felicity.ofrpc@gmail.com
Website: www.ofrpc.com/incubator.html

Avvio Center
Certified in 2008
1600 Swift
North Kansas City, MO 64116
Contact Person: Joe Mullins
Phone: (816)210-5305
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
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<th>Incubators</th>
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<th>Direct Impact Business Education Center</th>
<th>Independence Regional Innovation Center</th>
<th>Joseph Newman Business and Technology Innovation Center (JNBTC)</th>
<th>Kit Bond Incubator</th>
<th>Life Sciences Business Incubator Center (LSBIC)</th>
<th>Ozarks Small Business Incubator</th>
<th>Small Business Synergy Center (SBSC)</th>
<th>Southeast Missouri Innovation Center (SMIC)</th>
<th>St. Louis Enterprise Center (SLEC)</th>
<th>The eFactory</th>
<th>Averages</th>
<th>TOTAL</th>
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<tr>
<td></td>
<td>Occupancy Rate</td>
<td>75%</td>
<td>86%</td>
<td>N/A</td>
<td>90%</td>
<td>90%</td>
<td>96%</td>
<td>70%</td>
<td>40%</td>
<td>90%</td>
<td>100%</td>
<td>91%</td>
<td>20%</td>
<td>77%</td>
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<tr>
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<td>Number of Units</td>
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<td>55</td>
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<td>23</td>
<td>12</td>
<td>6</td>
<td>39</td>
<td>12</td>
<td>74</td>
<td>8</td>
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<td>22</td>
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<td>10</td>
<td>6</td>
<td>22</td>
<td>5</td>
<td>30</td>
<td>8</td>
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<td># Tenants/Incubator Jobs FT</td>
<td>90</td>
<td>127</td>
<td>N/A</td>
<td>N/A</td>
<td>52</td>
<td>46</td>
<td>43</td>
<td>15</td>
<td>338</td>
<td>15</td>
<td>5</td>
<td>33</td>
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<td># Tenants/Incubator Jobs PT</td>
<td>34</td>
<td>49</td>
<td>N/A</td>
<td>N/A</td>
<td>0</td>
<td>4</td>
<td>1</td>
<td>13</td>
<td>0</td>
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<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
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<td>2</td>
<td>4.5</td>
<td>N/A</td>
<td>2</td>
<td>4.3</td>
<td>4</td>
<td>3</td>
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<td>1</td>
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<td>2</td>
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<td>5</td>
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<td>13</td>
<td>1</td>
<td>1</td>
<td>2</td>
<td>$</td>
<td>-</td>
<td>N/A</td>
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<td></td>
<td># MO Grads</td>
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<td>12</td>
<td>N/A</td>
<td>4</td>
<td>32</td>
<td>0</td>
<td>N/A</td>
<td>0</td>
<td>209</td>
<td>N/A</td>
<td>2</td>
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<tr>
<td></td>
<td># MO Grad Jobs</td>
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<td>116</td>
<td>25</td>
<td>N/A</td>
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<td>1130</td>
<td>N/A</td>
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<td># MO Grad still in Business</td>
<td>8</td>
<td>10</td>
<td>N/A</td>
<td>4</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>0</td>
<td>N/A</td>
<td>N/A</td>
<td>3</td>
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<td>6.4</td>
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<td>N/A</td>
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<td>0</td>
<td>2.3</td>
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<td></td>
<td>$ MO Grad Payroll</td>
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<td>N/A</td>
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<td>N/A</td>
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<td>-</td>
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<td></td>
<td>$ MO Grad Spending</td>
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<td>-</td>
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<td>-</td>
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<td>N/A</td>
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<td>0</td>
<td>$</td>
<td>-</td>
<td>8</td>
<td>N/A</td>
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<td>N/A</td>
<td>$</td>
<td>-</td>
<td>2.5</td>
<td>N/A</td>
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</table>

N/A = data not available
## Exhibit 2: Annual Tax Credits Authorized per Incubator in Calendar Years

### Active Incubators

<table>
<thead>
<tr>
<th></th>
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<td>Center for Emerging Technologies (CET)</td>
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<td>360,000.00</td>
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<td>391,329.00</td>
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### Inactive Incubators

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## Exhibit 3: Annual Tax Credits Authorized per Incubator in Calendar Years

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### Exhibit 4: "Annual Tax Credits Issued per Incubator in Calendar Years"

#### Active Incubators

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<th>Year Certified</th>
<th>Center for Emerging Technologies (CET)</th>
<th>Direct Impact Business Education Center</th>
<th>Independence Regional Innovation Center</th>
<th>Joseph Newman Business and Technology Innovation Center</th>
<th>Kit Bond</th>
<th>Life Sciences Business Incubator Center (LSBIC)</th>
<th>Ozarks Small Business Incubator</th>
<th>Small Business Synergy Center (SBSC)</th>
<th>Southeast Missouri Innovation Center (SMIC)</th>
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#### Exhibit 5: "Annual Tax Credits Issued per Incubator in Calendar Years"

#### Inactive Incubators

| Year Certified | Arts Incubator | Avio Center | Black Economic Union (BEU) | Missouri Innovation Center (MIC) | Eastern Jackson County Business Incubator (EJCBI) | Missour i IncuTech Foundation (MITF) | Nidus Center for Scientific Enterprise (NIDUS) | Ozarks FootHills Development Association (OZARK) | Technology Entrepreneur Center (TEC) | Thomas Hill Enterprise Center (THEC) | TOTAL |
|---------------|----------------|-------------|-----------------------------|----------------------------------|-------------------------------------|---------------------------------|---------------------------------|--------------------------------|---------------------------------|--------------------------------|-------------|--------|
| 2010          | 106,000.00     | 1,031,687.54 |                             |                                  |                                     |                                  |                                  |                                  |                                  |                                  | 2,286,065.09 |

2013 Performance Report