



UPDATE No. 54

July 2004 - For SPICE / ICECE Members only

The SPICE event of the year 2004: BALTIC DYNAMICS
in Riga, Latvia, September 9 – 12, 2004.

The **105th SPICE meeting** at this conference will be held
Saturday, September 11, 2004 14.30 – open end.

Main topics (more details see page 2 of this UPDATE)

- ◆ “Special SPICE Workshop”
- ◆ adaptation of the A & O document
- ◆ elections

See page 2 for important information

Dear Member,

Just a few weeks to go for *the* SPICE event of this year: The BALTIC DYNAMICS in Riga. The 105th SPICE Meeting is to be held at this conference with important decisions to be taken for the future of SPICE Group. For more details, please see page 2 of this UPDATE. Here (re)action of every SPICE Group member is needed. Best, of course, would be participation of all members – an aim impossible to reach. But maybe we can come close?

Besides the “official” part of the SPICE Meeting, we will try out a new scheme of a workshop – the “Special SPICE Workshop” on “hot issues”. Topics to be discussed were named by members and friends during recent weeks. We have sorted these topics listed and will hold this Workshop as a round-table discussion between experts / with experts.

What has happened since the last UPDATE arrived on your desk:



The 9th International Summit of Business Incubation Associations



was held April 25, 2004 in Atlanta, Georgia at NBIA’s 18th International Conference on Business Incubation “The Power of Supporting Entrepreneurs”. The conference – “as usual” – was *the* meeting place for business incubation professionals from all around the globe. The Summit with delegates from 18 associations – among other issues – reached consensus on the following internal agreements:

- To establish a taskforce to develop a list of key criteria that can be used to evaluate business incubator effectiveness, with a proposal due at the next meeting of the Summit. Initial members of the taskforce were named and include representatives from NBIA, CBIA, UKBI, AABI, ANPROTEC, EBN and JANBO.
- To investigate the value of permitting mid-level managers of the member associations to work for some period of time in other incubator associations.
- To hold a second 2004 Summit in New Delhi in conjunction with a conference sponsored by infoDev, an initiative of the World Bank and to develop a taskforce to devise the agenda of the upcoming New Delhi Summit.

Of course, there also was a meeting of the SPICE Group network held at the conference. For the records: this was the **104th SPICE Group event** (the 72nd SPICE Meeting).



103rd SPICE Meeting in Kiev, Ukraine

UBICA, Ukraine Business Incubation and Innovation Center Association, is working intensively and very successfully on an *infoDev* project related with the use of ICT in business incubation, training and information. At this years annual UBICA Conference **Nataliya Kozhevina**, UBICA President and **Nikolay Paal**, UBICA managing director hosted a SPICE Meeting chaired by vice president **Krzysztof Zasiadly** with 14 participants from Poland, Kazakhstan, Germany, Belarus, and Ukraine. Main issues of discussion were:

1. Kazakhstan and Ukraine reported on successful development of *infoDev* projects in both countries. Colleagues from Ukraine and Kazakhstan appreciated the help of Krzysztof and SPICE for preparing the proposal proposal. Today there are 43 BI in Kazakhstan and 56 in Ukraine - most of them are only called BI but do not offer rental space.
2. Belarusian Association of Business Incubators, Business and Innovation Centers reported on 9 Business Incubators operating in the country and 2 new developed within international support. UBICA and SodBi promised to deliver information to BSBI and the three countries agreed on closer collaboration and exchange of know how.

Continued on page 3

The SPICE event of the year: BALIC DYNAMICS 2004



The BALIC DYNAMICS 2004 in Riga, Latvia will be held September 9 – 12, 2004 and offer a wide range of presentations and workshops. An actual program is available from the conference organizers: <http://www.innovation.lv/baltdyn04/> This web site also provides the possibility to register online. SPICE Group activities at this conference: a Special SPICE Workshop and the 105th SPICE Meeting.

The Special SPICE Workshop: The Expert's Talk

September 11, 2004, 15.30 – 17.00 h, Reval Hotel Latvia, Hall Zeta

The Special SPICE Workshop will be organized as moderated expert discussion. The topics will be selected from proposals received from participants prior to the workshop. A short introduction to a topics will be provided by an invited expert followed by other experts reactions and discussion with the participants. Topics include

- **New Technologies and Business: Technology and Cybercrime** – chances and risks of new business potentials, **Knowledge-based businesses** – how to create a supportive infrastructure
- **Management of Business Incubators and Technology Parks: Business development** – tools and instruments for measuring and monitoring incubator tenants performance
- **Business Cooperation: The do's and dont's in the B2B co-operation** between CEEC- and EU-enterprises and the role of the innovation centres in supporting B2B co-operation. **Inspired by the Hanseatic Legacy:** What to learn from history for a New Baltic Cooperation effective and useful cooperations between Baltic countries and former Hanseatic nations.
- **Money makes the world go round: Structural Funds** – infrastructure for co-operation R&D institutions with industry **Seed and early stage capital** and its availability for the champions of the centres. Experience of EU-, US- and CEEC-centres. **Investment evaluation** for VC-type incubators
- **Policies and Politics:** Legal framework for national innovation systems

The 105th SPICE Meeting

The global SPICE Network is growing

The SPICE Group network now is active in **38 countries** and members are representing **22 associations**. As already said in earlier UPDATES, the network needs to strengthen and refocus the regional presentation in the Board to reflect the membership around the globe. This is aimed at maintaining the same level of personal commitment and activity as it was and is "standard" in our network, the.

The election for the SPICE Board in Riga, September this year offers a good opportunity to take care about this matter. The Board as before will consist of seven members. However this time a regional representation will be proposed for Western Europe, Central & Eastern Europe, Central Asia, Asia Pacific, and North America. As there is growing interest in membership also from Latin America, at a later stage the SPICE Group representation in this region should be strengthened as well.

Elections for the SPICE Board of Directors and the President

The SPICE Board was elected in 2001 for a three years term. The last two issues of SPICE UPDATE provided information about elections for the Board of SPICE Group and planned adaptations of the "Aims and Organization" document. Members were asked for their comments, recommendations and nominations for the elections. The result is a list of

Nominations: The overview of nominations shown on this page lists the nominees for the Board positions in alphabetical order. The list is not yet closed, but further nominations only are accepted until **August 15, 2004**. The nominees are asked if they accept their candidature and the list of candidates will be available August 25, 2004

Elections will be held at the SPICE Meeting in Riga, Latvia, September 11, 2004. The following possibilities are foreseen to participate.

- Personal voting** at the SPICE Meeting in Riga
- Proxy** given in writing to a member attending the meeting
- Voting by mail** – for this purpose please ask for the needed documents (see answer form of this UPDATE)

SPICE Group Board of Directors Nominees for the 2004 election		
President	Heinz Fiedler	Germany
	Raivo Tamkivi	Estonia
Vice President	Barbara Harley	USA
	Slava Khodko	Russia
	Janis Stabulnieks	Latvia
	Raivo Tamkivi	Estonia
	Stefan Vrátny	Slovakia
Regional Director	Krzysztof Zasiadly	Poland
	Dinah Adkins	USA
	Peter Asmussen	Denmark
	Yerik Dukenbayev	Kazakhstan
	Slava Khodko	Russia
	Ioan Piturescu	Romania
	Ezzatollah Roustazadeh	Iran
Tom Shea	USA	
Stefan Vrátny	Slovakia	
Julian Webb	Australia	

Very important matters

1. If you did not yet send your nomination for the Board, please do but not later than August 15, 2004.
2. if you do not have the new version of the "Aims & Organization" document to be approved at the SPICE meeting, please send us an email. We will send you this document

Continued from page 1(103rd SPICE meeting)

3. Based on good experience in networking Kazakhstan Stefan Schandera and Kairat Sugurbekov proposed to develop the network of Training Centers including countries awarded by infoDev: Kazakhstan, Ukraine, Uzbekistan, Kyrgyzstan and Belarus. They stressed the importance of ICT technologies in training and consulting delivery. Tasks of the proposed project should be (1) to learn faster and more effectively how to serve target groups, (2) to improve consulting and training service quality, (3) to optimize cost, (4) to create good image of Training Centers in each country, and (5) to share experience and to develop distance training and consulting. The concept of local networking will use experience and opportunities available in global network including iDISC
4. Representatives of Belarus, Kazakhstan and Ukraine stated a need for research on legal regulations regarding SME and Business Incubators development in different countries to help CIS countries to adapt faster to market economy. It could be conducted as a new project sponsored by foreign aid funds for these countries. SPICE can play important role in both projects (item 3 and 4).

Global Country Development Gateway Workshop in Bonn, Germany, June 25–28, 2004 (105th SPICE Group event.)



This workshop brought together representatives from "Country Development Gateways" from 54 countries and representatives of Gateway Foundation and the Country Development Gateway team, Washington, D.C. More than 110 people working together for the promotion of innovation and economic development in their countries.

The Country Development Gateways are not business incubators. They have a wider range of tasks related with economic development promotion and information. Nevertheless, this work-



▲ Bonn City Hall – Workshop Group
◀ Isabela Stelmaszewska, Larisa Brovarska, Vivek Chaudhry and Roberto Valantin



shop, organized by SPICE Group, showed much potential for cooperation between Country Gateways and Business Incubators all over the world. The fact that World Bank is supporting both initiatives (through infoDev for the business incubators and Gateway Foundation) may increase the potential for developing such cooperation. At the Bonn Country Development Gateway Workshop these initiatives signed an agreement for establishing a global network of cooperation. More information: http://wbln0018.worldbank.org/ict/projects.nsf/CITID_ActiveProjects?OpenView



KOBIA - Korea looks at Europe

KOBIA, Korean Business Incubation Association took the initiative. Every year this association offers an international training program for business incubator managers and professionals in entrepreneurship promotion.



Thomas von Waldkirch, Bong Jin Cho, Heinz Fiedler and the Koran Group in the Technopark Zurich

The 2004 program was organized by SPICE Group in cooperation with ADT, German Association of Business Incubators and Technology Centers and swissparks.com, the Swiss Club of technology parks. The program offered intensive workshops on actual matters of business incubation management as well as visits to business incubators and technology parks in Germany, France and Switzerland. This resulted in an intensive look into the different approaches of entrepreneurship promotion and business incubation in three European countries, provided information about latest developments in quality improvement, benchmarking, and ADT certification, and established many new contacts for international cooperation.

Business-to-Business in Russia

SPICE members are actively promoting international business-to-business cooperation.

More than 40 German and 90 Russian enterprises were represented at a business-to-business meeting in Kaliningrad, Russia, organized by SPICE member **Karl-Heinz Klinger**. Mainly firms offering technical services attended this event that also brought scientists and financiers in contact with the businesses. This already was the second B-2-B meeting in Kaliningrad and, because of the strong interest in the business sector, the next meeting is planned for the year 2005. This also will provide an opportunity to enjoy the celebrations for the 750th anniversary of the city of Kaliningrad. Contact: klinger@technostart.de

Coming Events

Business-to-Business in Bulgaria

SPICE member **Uwe Hoppe**, BIC Frankfurt/ Oder, is organizing a business-to-business meeting in cooperation with the German ADT for September 11 – 15, 2004. This information and contact travel will bring German small and medium enterprises to Varna und Veliko Tarnovo in Bulgaria. This B-2-B meeting is focussed on ICT and automation technologies, but also firms from other branches are invited. More details www.adt-online.de/xtra/International/var_prog.html

“Regional Attractiveness in the Knowledge Economy”

At the **XXI IASP World Conference on Science and Technology Parks** in Bergamo - 21 - 23 September 2004, with experts from 22 countries offer eight plenary sessions, meetings and parallel debates. About 400 delegates from 50 countries are expected to attend this conference to be held in the hall of the New Conference Centre of Bergamo. The conference, organised by Servitec (managing the Polo for Technological Innovation, Dalmine - Bergamo) will offer an important opportunity to all who, within scientific parks, universities, national, regional and local governments, and companies both large and small, realise and use the chain of scientific and technological knowledge. The common aim, explains **Luis Sanz**, IASP Director General, is to understand what elements determine the attractiveness of a region, and how to transform the existing potential of a region into growth opportunity by choosing the transfer of new technologies to the productive systems.

There are other important events taking place at this conference: **International Workshop for Managers of Science Parks**, September 19-20. (initiative taken by the IASP, UNESCO and **BIOFORUM - Where Science and Business Meet**: exhibition-conference on biotechnology September 22-24, at Milano Bicocca University,

For more information: www.iaspbergamo2004.com, e-mail: info@iaspbergamo2004.com

First time abroad:

The **Annual Meeting of UKSPA** (United Kingdom Science Parks Association) will be held first time outside the UK, September 20, 2004 in Bergamo, Italy. The IASP World Conference offers an excellent environment for the UKSPA event by combining the national meeting with global contacts and information. With this step UKSPA puts into practise what many are talking about: cooperation between European business incubation and technopark associations – including links with the “rest of the World”.

Information, Facts & Views

Kyrgyzstan

Cooperation with China

by Zamira Akbagysheva

The business incubator of the Congress of Women in Shopokov enjoys good cooperation links with China. Ambassador of Chinese People's Republic of China in KR Mr. Zhang Yannian led the delegation handing over machinery to the Business - incubator to support the activity of the incubator companies. Just three months earlier computers were presented for the same purpose. The Chinese partners are especially impressed by the successes of business women, working in the incubator: the children's center, the sewing center, a hairdressing saloon, car-care center and veterinary clinic.

Between the Congress of Women of Kyrgyzstan and the Chinese Embassy business cooperation is established already long time. Delegations visited each other several times and attended conferences in either country. China has assisted maintaining he informational - technological center of the business incubator. The Ambassador have given a cordial welcome and hospitably bread and salt, and stated regarding the incubators: “It is better to see it once than hearing about it a hundred times”.

New Zealand

Incubator Scene

by Andrew Hamilton

Incubators NZ represents the incubation industry in New Zealand. Since the industry began in 2001, it has grown to encompass 15 incubators housing over 110 residents. By 2006, the industry will be incubating over 300 residents and graduating 20 high growth1 companies per year. During the past two years most incubators have been in establishment phase, securing sponsors, property, resident companies and learning the fundamental principles of incubation. If there is to be world class incubation in this country, this early success needs to be capitalised on by lifting the capacity and capability of current incubators. The majority of incubators in New Zealand are not-for-profit incubators focused on developing high growth companies and are aligned to Universities or research institutes. High Growth companies are defined as having: (1) Doubled staff (FTEs) during incubation, (2) Revenue of at least \$0.5m within 2 years of entry, (3) External capital raising of at least \$0.5m during incubation, and (4) Revenue of at least \$5m within 3 years of exit. New Zealand Incubators have very ambitious goals!

Macedonia

Centers for Technology Transfer

by Sergej Milosevski

In the frame of technical cooperation between the governments of Macedonia and Germany, one of the activities of the GTZ Project (GTZ = Deutsche Gesellschaft fur Technische Zusammenarbeit), in the last three is support of projects for technology transfer in small and mid enterprises. More than 30 projects have been realized already with a total budget of 800.000 €. Centers of technology transfer have been formed as part of the project:

- Center for Research, Development and Continuous Education at Mechanical Engineering Skopje;
- Center for Applied Research and Permanent Education in Agriculture at Faculty of Agriculture – Skopje;
- Euro-regional Technology Center –Bitola- established by the local Municipality and the Technical Faculty of Bitola.

In these centers many projects have been realized, for example: the enterprise “Technoprodukt” Gevgelija developed an Eco-

filters for trucks and heavy vehicles; the enterprise “Bato& Divajn” – Skopje developed a special procedure for treatment of cutting tools for cardboard, and the enterprise “Agro & Feromak”- Kocani, improved the technology for production of brake friction linings and introduced quality measures. Furthermore a number of innovative projects in the agriculture and food industry have been developed and implemented. These activities also led to growing interest in starting new businesses.

About members

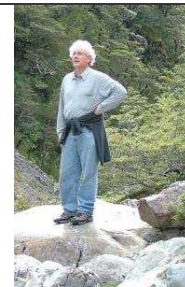
Piero Formica

In his capacity of visiting professor of entrepreneurship and innovation, Piero has been appointed head of the UAE Entrepreneurship Center, an initiative in partnership with the MIT Entrepreneurship Center in Boston. He also holds a visiting professorship at the Master of Entrepreneurship and Technology Management, Faculty of Economics and Business Administration, University of Tartu. In 2003 Piero has published *Industry and Knowledge Clusters: Principles, Practices, Policy*, Tartu University Press. The first edition has been sold out. At this time he prepares a publication in collaboration with Debra Amidon and Eunika Mercier-Laurent, the first volume of *Knowledge Economics: Emerging Principles, Practices and Policies*.



Julian Webb

Already was introduced to the SPICE network in the last UPDATE. But we could not tell the full story. We still cannot do this (it's too much) but here is a little more. Julian has been involved in business incubation since the 1970s. He says: “I think it's in my blood. “ Most SPICE members will know what he means. Julian worked in numerous varied projects over the years. Some of the current incubator projects: an incubator feasibility study for an advanced manufacturing incubator on Australia's Gold Coast; another incubator study in Wollongong for a mixed use incubator; development of a business incubator for indigenous people in Moree NSW, a place with a history of race relations problems and more a community arts and craft enterprise than a business incubator; development of incubation in Nepal. Julia is expecting to start on benchmarking, manager training and mentoring project for Australia's 100 odd incubators in the next couple of months and is about to publish a book on success stories of Australian incubators their tenants and graduates. He also has a strong involvement in various networks including APEC incubation forums and working with colleagues in Asia. Other non-incubator projects include: a large research project looking at how to improve occupational health and safety compliance with small businesses -sounds very dry but is interesting as it gets into behaviour change and the reality of small business operations; developing case studies on the non-farm business and community impact of drought (people now talk of a 40 year drought in Australia) and use of our *Springboard Business Development Program* to help growth oriented home based and small businesses throughout Australia. Highlights of the past 12 months were a project in Palestine, talking about incubation in Iran (and the wonderful carpets) and continued work in China, for which Julian has a soft spot.



New members



Wolfgang Rupp

by education is a Dipl. Ing. in physical engineering is active in a number of professional organisations, e.g. Federal Chamber of Business Consultants, EU-MINT/BUNT Consultant, MINT= Managing the Introduction of New Technologies, BUNT = Business-Analysis Using New Technologies. He is Managing Director of Business and Innovation Centre BIC Burgenland GmbH in Eisenstadt, Austria and President of VTÖ, the Austrian Association of Business Incubators. Wolfgang Rupp is experienced in Austrian, German, Dutch, and Slovakian economic structures because he worked for different companies and organizations in these countries. He also was active in Venture Capital with an emphasis on ICT and eBusiness. This experience includes high tech business incubation processes and financing of high tech start up's with Private Equity (VC and Business Angels). In building up and in organisation of technology parks and innovation centers he has special know (feasibility studies, utility networks, branch mix, etc.)



Jan Larsson

extends his welcome to all SPICE Group members – with the wine he produced himself. The grapes are growing right next to the high-tech-center. Jan Larsson until recent was president of the Swiss club of technology parks and managing director of the technology center Tägerwil, Switzerland (HTC). Members may remember the report about the “Three Countries meeting” held in this technology center earlier this year). Jan Larsson is a strong believer of networking and the HTC shows that he is on the right way, He built the HTC in 1989/90 with (his own) private capital and developed it successfully. Meanwhile the HTC was expanded and building phase 3 is on the drawing board. The advantages of HTC for a tenant firm are not only an excellent location and tax advantages offered by the Swiss state, more importantly they can draw on the extensive experience and networking capacities of Jan Larsson who also is active in Venture Capital.

Contact: infor@high-tech-center.ch web site: <http://www.high-tech-center.ch/>

And finally...

It always is the same: Again we do not have enough space on the pages of the UPDATE to inform about all activities and projects in the SPICE Group network, initiated by different (groups of) members. Therefore we only can invite you to attend one (ore more) of the coming SPICE events to get first hand information .

Looking forward receiving your responses, proposals and information about your activities. Most importantly we are hoping to meeting you soon personally – in Riga?!

Heinz Fiedler & Larisa Brovarska

Answer Form for SPICE UPDATE No 54

Please send your answer to email spice@spice-group.de
 For information about coming events check the web site:
www.spice-group.net/events



Events of SPICE History

	Warnemünde, Germany May 10, 2003	95	Vilnius, Lithuania May 15-17, 2003	96	Virginia, USA May 18-21, 2003	97	Lisbon, Portugal, June 1-4, 2003
98	Berlin, Germany, September 28-30, 2003	99	Kalisz, Poland, October 12-14, 2003	100	Kitakyushu, Japan, November 12-14, 2003	101	Christchurch, New Zealand, March 12-14, 2004
102	Tägerwilen, Switzerland April 2-4, 2004	103	Kiev, Ukraine April 23 - 25, 2004	104	Atlanta, USA April 25 - 28, 2004	105	Bonn, Germany June 23 - 28, 2004

Coming Activities

elections

There still is time for your nomination. But not much time. August 15 is the very last date. To nominate **Your** candidate just fill out this form and send it back to spice@spice-group.de

President:

Vice President: Regional Director:.....

Vice President: Regional Director:.....

Now is the right moment to register for the BALTIC DYNAMIOCS 2004 in Riga – and for the SPICE meeting at this conference. In case you are not able to attend this event personally, please do not forget to make sure your voice is counted

- when decision will be taken on the adaptation of the document “Aims & organization
- when the new Board of Directors is elected

Yes, I will attend the SPICE Meeting at the BALTIC DYNAMICS personally. Please do not forget to register with the conference organizers: <http://www.innovation.lv/baltdyn04/>

No, I cannot attend the SPICE Meeting at the BALTIC DYNAMICS personally. Therefore

I give **proxy** to

(please write the name of a member attending the SPICE meeting in Riga)

Please send the documents for **voting by (e)-mail**

"A & O"

I do not have the actual version of the adapted document “Aims & organization”.

Please send a copy

SPICE Homepage

This is a **never ending request:** Please check www.spice-group.net/members and inform us if you want your email and homepage links activated.

Yes, I want my email and homepage links on the SPICE Group Homepage to be active. These links should lead to

(a) for email:

(b) for homepage:

Place, Date

Signature
Name :