



# UPDATE No. 96

For members *first*

March 2011

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Dear Member and Friend,

The year 2011 is a special year for the SPICE Group network: Since almost 20 years this network is active and effective. The Baltic Dynamics 2011 conference in Tallinn, Estonia will be the main opportunity and place for celebrating the 20th Anniversary with members and friends.

As one of the Golden SPICE rules says: 50 per cent work and 50 per cent fun. A workshop on Creative Industries will be the professional part of the celebrations – detail about the fun part will be disclosed later. Celebrate with us in Tallinn!

### TOP50 Competition is running

infoDev ([www.infodev.org](http://www.infodev.org)) is a Global Partnership Program, hosted by the World Bank Group, with a strategic goal to accelerate the growth of innovative small and medium enterprises (SMEs). With funding from the Government of Finland under the joint program on *Creating Sustainable Businesses in the Knowledge Economy*, infoDev is launching a competition to award 50 of the leading SMEs from its regional incubator

networks with opportunities to expand their international business linkages. Winning the infoDev Top 50 competition will provide these SMEs with a boost in their quest to gain access to finance, technology know-how and markets beyond their national borders. The prize winners will benefit from a **number of opportunities** (for more details on the TOP50 competition and the Global Forum, please see page 3)

### 20<sup>th</sup> Anniversary of the SPICE Group Network

At the annual conference of ADT in the year 1991 the first meeting of what later became the SPICE Group network was held in Berlin, Germany. Participants of that meeting mainly were representatives of “would-be” incubators in Central and Eastern Europe. But Heinz Fiedler, at that time Executive Board Member of ADT, the German Federal Association of Business Incubation and Technology Centers, also invited participants from other countries to a roundtable discussion on a Sunday following the conference.

This roundtable showed a high level of hope and expectations for the coming development in entrepreneurship and innovation support in Eastern and Central Europe – and the need for access to information as well as possibilities for exchanging experiences West-East and East-East. Not surprisingly participants agreed that further meetings were necessary and volunteered to cooperate for making this possible.

This was the birth of an informal network that first was called ICECE Work Group (Innovation Centers in Central and Eastern Europe). Interest in participation was growing with every

meeting so that after a few years a name change to SPICE Group was needed to reflect the meanwhile global activity of the network.

In the year 1996 the network celebrated its **5<sup>th</sup> anniversary** “Panem et Circenses” at the annual conference of ADT in Berlin. The **10<sup>th</sup> anniversary** “Bridges to Innovation” was celebrated at the NBIA conference 2001 in San Jose, California. Now, the year 2011 is the year to celebrate the **20<sup>th</sup> anniversary** of this network that still is informal and based on personal commitment of its members to innovation and entrepreneurship support. The SPICE Meetings of the year 2011 will focus discussion around lessons learnt during the recent two decades as well as how to meet the challenges ahead. The main celebration of the **20<sup>th</sup> Anniversary of SPICE Group** will take place at the **Baltic Dynamics conference 2011 in Tallinn, Estonia**, to be held September 2-4, 2011. An important part of this celebration will be a workshop on **Creative Industries**; their role for economic development, the supportive frameworks, and the functions of incubators.

### Places to celebrate the 20<sup>th</sup> SPICE Group Anniversary

are to be found around the Globe. Here is a first selection in chronological order – more could be added during coming weeks. For more details, please check the SPICE Group website (events page)

The 12<sup>th</sup> UK Business Incubation conference in Manchester, United Kingdom, March 23-24, 2011.  
<http://www.ukbi.co.uk/conference.aspx>

The 25<sup>th</sup> NBIA conference “Riding the Wave of Innovation” in Jan Jose, April 10 – 13, 2011  
<http://www.nbia.org/events/conf2011/index.php>

The “4th International Conference for Entrepreneurship, Innovations and Regional Development” in Ohrid, Macedonia, May 5 -7, 2011.  
<http://www.iceird.org/2011/>

The 16<sup>th</sup> BALTIC DYNAMICS in Tallinn, Estonia, September 2-4, 2011  
<http://www.tehnopol.ee/en/bd2011/Welcome-to-Baltic-Dynamics>

## Latvia Business Incubation Professionals visit Berlin

A Latvia delegation visited Berlin to exchange information, experiences and views not only on business incubation programs and entrepreneurship support, but also regarding the role and influence of innovation related policies.

Under the lead of SPICE Member **Janis Stabulnieks** three Latvia experts participated: Ints Viksa, Valdis Egle (all three from the Latvian Technological Center) and Maris Igavens



(LATC Latgale Machinery and Technology Center, Rezekne). The three days program set up by the SPICE team in Berlin (Larisa Brovarska and Heinz Fiedler) was full of meetings and discussions. For example, a visit to the PHOENIX Gründerzentrum (business incubator) where **Rolf Friedrichsdorf** Provided an overview on the actual situation of business incubators in Germany. He also informed about the changes his incubator has been undergoing from a government supported project to a privately financed incubator. Another important visit was at the IGZ Innovations- und Gründerzentrum Adlershof. This incubator is one of the few in Germany that meanwhile is fully financed from income achieved by servicing the client companies. Florian Seiff and Gerhard Raetz also informed about the general experience from Berlin incubators.

As the visit took place short before the Holiday Season, of course, exploration of two of the Christmas Markets in Berlin could not be skipped. So the Latvian Team also could enjoy “Glühwein” (hot red wine”), different



The group also visited the VDI/VDE Innovation + Technik GmbH where Innovation Policies and experiences with governmental support programs were the focus of presentations and discussions. The VDI/VDE Innovation + Technik GmbH has several decades of experience with such programs in Germany and worked on projects for developing government innovation policies in many countries.

As the visit took place short before the Holiday Season, of course, exploration of two of the Christmas Markets in Berlin could not be skipped. So the Latvian Team also could enjoy “Glühwein” (hot red wine”), different



kinds of fried sausages, or “Flammkuchen” (very thin bread baked with all kinds of delicious supplements on top). Of course the handicraft offered at the stands gave many ideas for souvenirs and Christmas presents.

Contact: Janis Stabulnieks, email [lc@latnet.lv](mailto:lc@latnet.lv)

SDO Profile LATC: [www.spica-directory.net/centers/?id=2276](http://www.spica-directory.net/centers/?id=2276)

SDO Profile LTC: [www.spica-directory.net/centers/?id=253](http://www.spica-directory.net/centers/?id=253)

## Kuala Lumpur: Global Innovation through Science and Technology

After a first “Leadership Circle Meeting” held in Alexandria, Egypt in December 2010 CRDF Global invited for a second meeting to be held in Kuala Lumpur, Malaysia, February 21-23, 2011. This event is part of the Global Innovation through Science and Technology (GIST) initiative. GIST is one of the primary science and technology initiatives arising from U.S. President Barack Obama’s June 2009 “New Beginnings” speech in Cairo, Egypt and is funded by the U.S. Department of State’s Bureau of Oceans and International Environmental and Scientific Affairs.

CRDF Global’s vision for GIST is to improve economic prosperity through sustainable technology-based innovation in the Middle East, North Africa (MENA) and Asia regions. Regional experts and leaders will gather to develop specific recommendations to catalyze innovation across sectors, including agriculture, energy, health and information and communication technology. These recommendations will guide the development of a funding competition for pilot project(s).

At the Alexandria meeting, participants from governments and non-governmental organizations, universities, corporations, and foundations explored ways to advance key innovation areas, especially innovation capacity, entrepreneurship and access to seed capital. The Leadership Circle Meeting in Malaysia will continue this conversation and will include an examination of various models for technology

commercialization across topic area sectors as well as requirements and recommendations for the strategic partnerships.

The objectives of the Leadership Circle Meeting are to:

- Refine recommendations from the Alexandria meeting
- Examine existing models for technology commercialization across sectors
- Define concrete mechanisms and partnerships to catalyze innovation with a focus on the private sector and entrepreneurship
- Outline requirements and recommendations for such partnerships
- Develop selection criteria for a Request for Applications (RFA) for innovation pilot project(s)

This RFA will be officially published by CRDF Global following the Leadership Circle Meeting. Concurrent consultations with GIST partners—composed of representatives of both the public and private sectors— will also be held to develop a GIST Development Fund concept to further promote innovation systems in the targeted regions.

Information on the GIST Initiative: [www.gistinitiative.org](http://www.gistinitiative.org)

Information on the Leadership Circle Meeting, please contact:

Anne Peckham at [GIST@crdf.org](mailto:GIST@crdf.org)

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## 4<sup>th</sup> Global Forum on Innovation and Technology Entrepreneurship

The 4th infoDev Global Forum on Innovation & Technology Entrepreneurship will be held May 30 - June 3, 2011 in Helsinki, Finland. About 350 entrepreneurs, business incubator managers, policymakers and financiers are expected to attend to witness how technology-led innovation supports inclusive growth, competitiveness and creation of quality jobs.

The Global Forum is an opportunity to meet and learn from inspiring people building tomorrow's most innovative businesses in developing countries. The event is an important milestone in the *Creating Sustainable Businesses in the Knowledge Economy* program ([www.infodev.org/en/Topic.28.html](http://www.infodev.org/en/Topic.28.html)) supported by the Government of Finland and Nokia.

For the first time, a **SME Fair** will be held at the Global Forum. infoDev's Access to Markets & Finance initiative at addresses SME difficulties in finding partners and finance by opening opportunities to the ready and capable SMEs in its network. This **Top50 competition** ([www.infodev.org/en/Article.675.html](http://www.infodev.org/en/Article.675.html)) is open to companies in the iDisc.net global network of business incubators.

The 4th Global Forum program will include

- 2-day business incubator manager training
- SME Fair for infoDev's "Top50"
- Policymaker roundtable
- Business-to-business, business-to-investor and idea-to-idea sessions
- Regional and thematic hands-on workshops
- Site visits in Helsinki and beyond - learning from the Baltics plus a trip to St. Petersburg, Russia

The full draft program overview is available from the infoDev website at [www.idisc.net/en/Publication.409.html](http://www.idisc.net/en/Publication.409.html). For feedback, please contact [info@infodev.org](mailto:info@infodev.org) ..

A **Global Forum website** is open for registration and details on logistics at the end of February. The website will offer possibilities to meet fellow participants online and discuss key issues, as well as provide various interactive features to access information both before and after the Global Forum.

For information about previous Global Forums in India and Brazil: [www.infodev.org/en/TopicBackground.20.html](http://www.infodev.org/en/TopicBackground.20.html) .

## TOP50 Competition is running

... continued from page 1

- Global recognition as one of the leading companies among more than 20,000 companies in the 300+ infoDev global incubator network.
- Funding to participate in the 4<sup>th</sup> infoDev Global Forum on Business Incubation and Technology Entrepreneurship, in Helsinki, Finland, 30 May – 2 June 2011
- Free-of-charge participation in the SME Fair at the Global Forum and networking opportunities with peers, financiers and corporate partners.
- infoDev will provide an introduction to angels/mentors.
- infoDev will also provide a matching service to introduce the selected SMEs to established incubators in their potential export markets.
- Winning SMEs will be eligible for other prize and grant opportunities, including the services of incubators in their target markets and potential VC funding.

**Applicants** should be the founder or manager of an SME located in a developing country. Preference will be given to SMEs that are already affiliated with an incubator in infoDev's six regional incubator networks or that has graduated or applied to join. Another preference will be given to SMEs active in the three fields that are the focus of this year's Global Forum, namely Mobile & Internet Applications, Climate Technologies and Agribusiness. The SME can be at any stage

of enterprise development (idea, prototype, revenue, profitable, expansion) and will be evaluated according to market potential, level of innovation, management team, potential socio-economic impact and match of the needs with the types of resources infoDev can help the SME link into.

Please note that infoDev will only award up to five SMEs from any given country

To enter the competition, please fill out the form provided at <http://www.infodev.org/en/Article.675.html> and email it to [infodev-top50@worldbank.org](mailto:infodev-top50@worldbank.org) with the subject line "infoDev TOP50 Competition" no later than 11.59 pm ET, **March 14, 2011**.

Initial screening will be carried out by the management of the incubator participants are applying through. A shortlist will then be developed by infoDev. Finally, an expert panel comprised of mostly business executives and financiers appointed by infoDev, will then select the winners. The winners will be announced in April 2011. The selection is extremely competitive and infoDev will not accept phone calls / emails / faxes other than as specified in this application form.

If selected, SME representatives are expected to arrive at the Global Forum in Helsinki, Finland on May 29 and participate in all activities until June 4. infoDev and the Global Forum event management company (FinPro) will assist the winning SMEs with arrangements for travel, accommodation, visa etc.

## Supporting Social Entrepreneurship

The Synergos Institute, founded 1986, is an independent non-profit organization dedicated to creating effective, sustainable and locally based solutions to poverty.

Synergos addresses global poverty and social injustice by working collaboratively to change the systems that keep people in poverty by bringing together government, business, civil society and poor and marginalized communities.

Synergos' vision is to create a more just and equitable global societies in which all individuals, families and communities have a meaningful opportunity to improve the quality of their lives for themselves and future generations. Synergos believes that those who are poor should have access to basic health care, nutrition, education, housing and opportunities for eco-

nomics development. They should also be able to exercise fully their rights as citizens, influence public policies and have equitable access to the use of public resources.

Contact: Robert H. Dunn, President and CEO, New York, Email: [synergos@synergos.org](mailto:synergos@synergos.org) website [www.synergos.org/](http://www.synergos.org/)

In 2007 Synergos launched the Middle East/North Africa Social Innovators Program with funding from the US Agency for International Development and other donors. The three-year initiative seeks to identify and support twenty individuals from Egypt, Jordan, Lebanon, Morocco and Palestine who are implementing successful social projects and help them transform their projects into sustainable. More about this program see section MENAinc, page 9

## Inspiring Clusters

TCI is a network of non-profit organizations, government agencies, multilateral organizations, academic institutions, companies dedicated to fostering economic development and practitioners with experience in cluster and competitiveness projects. The European Regional Conference will take place March 30-31, 2011 in Tallinn, Estonia with the title: **Inspiring Clusters in the Beginning of the New Decade**,

The conference will focus on how to improve the Cluster policies both on European, national and regional level and how to achieve excellence in cluster management. The conference will also provide insight into cluster development in Eastern and Central Europe. In addition to the main

program, several parallel sessions will be organised based on Open Space Technology. And as an optional program visits to Estonian cluster initiatives (ICT, Forest and Wood, Wind Energy, Creative Industries and ECO Construction), will be organised for the interested participants.

Information [www.clusterconference.eu](http://www.clusterconference.eu)

Contact: Rene Tõnnisson, Baltic Innovation Agency

Email: [rene@bia.ee](mailto:rene@bia.ee)

The Global conference 2011, the 14th TCI Annual Global Conference will be held in Auckland, New Zealand November 28 – December; 2011: “Competitiveness at the Edge”.

Information: [www.tci2011.com/page/home.aspx](http://www.tci2011.com/page/home.aspx)

## EuropeAid began to operate

A new EU Directorate General (DG) for Development and Cooperation started activity – **EuropeAid**

As it comes to development and cooperation matters the European Commission now will speak with one voice. Since January 2011, the new Directorate-General, DG DEVCO formally began to work. This DG will be responsible for designing European development policy and delivering aid throughout the world. DG DEVCO brings together two for-

mer Directorates General: DG Development and DG EuropeAid Having one address for development policy and implementation will provide a single contact point for stakeholders both inside and outside the EU. DG DEVCO will also be the single interlocutor for the European External Action Service (EEAS), and for all sectoral DGs.

More information: [http://www.enpi-info.eu/main.php?id\\_type=1&id=23679&lang\\_id=450](http://www.enpi-info.eu/main.php?id_type=1&id=23679&lang_id=450)

## Crowdfunding: Helping to close the financing gap for start-ups?

Collecting finance for small businesses as a sum of smaller amounts from many individual investors through social networks is the basic concept of “Crowdfunding”. First initiatives using this tool started more than ten years ago. Since then this tool has been mainly used for financing charity as well as art and music projects. But meanwhile internet platforms also target finance for entrepreneurs at large. Entrepreneurs are beginning to take advantage of social networks for acquiring the needed capital. But it is not easy to find appropriate platforms. There is a wide range of very different offers including the charity and art component as well as seeking finance for specific investments like machinery for craftsmen or individual needs like a car. Other specializations are development aid projects, for example through Akvo ([www.akvo.org/](http://www.akvo.org/)).

Examples for "Crowdfunding" websites are 40billion.com ([www.40billion.com](http://www.40billion.com)), CapAngel ([www.capangel.com](http://www.capangel.com)), Crowdfund ([www.crowdfunding.co.za](http://www.crowdfunding.co.za)), GlobeForum ([www.globeforum.com/](http://www.globeforum.com/)) IndieGoGo.com ([www.indiegogo.com](http://www.indiegogo.com)), Kickstarter.com ([www.kickstarter.com](http://www.kickstarter.com)), Peerbackers

([peerbackers.com](http://peerbackers.com)), Profounder.com ([www.profounder.com](http://www.profounder.com)). This is just an incidental collection of examples to check – no specific recommendation. Such sites allow entrepreneurs to create a profile including a description of their background, project, and monetary goals including an explanation of intended allocations of funds and an end-date for the campaign.

The return for investors often is based on revenue sharing in the invested company and investments can be pledged through the website. The system is not without dangers. For example, crowdfunding sites cannot be held responsible for investment “recommendations”. Such sites usually do not control allocation of the funds for the promised purpose. Success is not guaranteed.

More information is available, for example, through the NBIA website: <http://www.nbia.org/memberabilia/020211.php#3> or the Wall Street Journal : <http://online.wsj.com/article/SB10001424052748703493504576007463796977774>

According to a recent article in the *Wall Street Journal*, they already have.

## ACHIEVE MORE Final Event in Brussels on 16th March 2011

ACHIEVE MORE was established in 2008 for Accelerating Growth of Knowledge-Intensive Service SMEs in the ICT sector, and has since created a partnership of almost 70 business incubators, leading edge clusters, investors and stakeholders focused on the ICT sector, in 28 countries across Europe and beyond. In addition it has created the Entrepreneurship and Innovation Exchange (EIX) - an on-line community of nearly 600 professionals focused on business incubation and innovation in the services sector. The project's aim is the creation of a continuous virtuous circle through the identification and dissemination of best practice, passed on to others working to support start up and early stage business.

ACHIEVE MORE will be celebrating the achievements of the project in Brussels, March 16, 2011 and all interested practitioners are invited to join. The program will include and introductory film on the ACHIEVE MORE Project's Key Achievements and discussions with policy makers, a networking lunch, and presentations of success stories from the project, for example, from the St. John's Innovation Centre, Cambridge, UK. Also on the agenda are presentations on “The Challenges of Establishing of a Seed Fund in the Current Financial Climate”, and “New Concepts for Service Incubation”. For more details, see website [www.ukbi.co.uk/about-ukbi/events-listings.aspx?eventItemId=34](http://www.ukbi.co.uk/about-ukbi/events-listings.aspx?eventItemId=34)

## Services for Members



Have your own “@spice-group.net” email address (like [name.familyname@spice-group.net](mailto:name.familyname@spice-group.net)). If you are interested, please contact the SPICE Secretariat: [lari-sa@spice-group.net](mailto:lari-sa@spice-group.net)



Do you want others to know about a **publication** you consider important? Put it into the **SPICA Library**. Visit [/www.spica-directory.net/library/index.php5](http://www.spica-directory.net/library/index.php5) and select “add new book” form the menu

## Anniversaries

### Technology Center Chemnitz (TCC) 20<sup>th</sup> Anniversary



December 9, 2010 was the days to celebrate. The Technology Center Chemnitz started in the year 1990 and since then has supported 182 start-up entrepreneurs with developing successful businesses.

More than 11,000 sqm of space, 63 on-site client companies at this time with ca. 400 employees, and almost 1,500 new and qualified jobs are an excellent result of TCC's work.



Reception: 20th TCC Anniversary

Not only the Mayor of Chem- Chemnitz, Berthold Brehm, ,congratulated, but also the Managing Director of the Chamber of Industry and Commerce Hans-Joachim Wunderlich, and Bertram Dressel, President of the German

Federal Association of Technology and Business. Incubation Centers (ADT). But possibly for **Dieter Tischendorf**, Managing Director of TCC since its 1993, most important congratulants were the managing directors of on-site and graduated technology companies.

The regional impact of this incubator can be illustrated by many facts, for example

- Most of the 120 graduated companies continue to work in the City of Chemnitz and surrounding areas.
- 75 per cent of the TCC client companies invest into own research and development activities More than 50 per cent of the TCC companies export into the European Union and other countries
- 80 per cent of the client companies employ university graduates – and students from the nearby technical university.

But all this is not the result achieved by an institution –

much is to be credited to the person who inspired and managed the development of TCC: **Dieter Tischendorf**. Together with his Co- Managing Director **Manfred Goecke** and the TCC team he succeeded making this initiative a success. In the early years the TCC was developed in partnership with another well-known “West-German” technology business incubator: AGIT in Aachen. This kind of partnership was the basis for developing the business incubators in the “Neue Länder”, the States of the Federal Republic of Germany that has been re-established after unification of the country.

Important for the development of TCC however, also was “looking over the fence”. Dieter Tischendorf played an important role with establishing a work group for technology transfer in the region, welcomed visitors from many countries to his incubator, actively promoted co-operation with incubators in the neighboring Czech Republic, and since many years is active in the Federal association of incubator, ADT. There is heading the work group “Quality and Certification” – an activity he will continue after he retired from his post at TCC beginning of the year 2011. The regional, national, and international cooperation of TCC did not only contribute to improving information and knowledge regarding incubator management. It also helped building a network for supporting client businesses with their national and international sales.

The contribution of **Dieter Tischendorf** to the successful development of TCC and its regional impact has been acknowledged by the Chamber of Industry and Commerce, IHK. The IHK Member Assembly in early December 2010 voted to award Dieter Tischendorf with the Gold Medal of Honor.

Contact: [www.tcc-chemnitz.de](http://www.tcc-chemnitz.de) /

SDO Profile [www.spica-directory.net/centers/?id=589](http://www.spica-directory.net/centers/?id=589)

Photos: TCC Chemnitz



### UK establishes a nation-wide Network of Elite Technology and Innovation Centres

The Technology Strategy Board (TSB), United Kingdom, published a paper entitled “Technology and Innovation Centers: a prospectus. Maximising the Commercial Impact of UK R&D”. This paper set out the process for establishing a UK-wide network of elite technology and innovation centres and as the UK's National Innovation Agency the TSB will invest over £200m over the next four years in these centres. UKBI is pleased to announce that Allyson Reed the TSB's Director of Enterprise and Communications will be speaking during BI 12's opening

session informing how this new process will affect the business incubation industry Allyson will be taking her place in a program covering best practice and innovation.

To know more about this project the **UKBI Annual Conference in Manchester** (March 22-24, 2011) offers the best possible opportunity. **Allyson Reed**, Director of Enterprise and Communications at the Technology Strategy Board, will speak at this conference.

More information, contact F. Busby at [f.busby@ukbi.co.uk](mailto:f.busby@ukbi.co.uk) or <http://www.ukbi.co.uk/conference/bi-12-programme.aspx>

### Before Surfing the Waves – see future Award Winners

Each year, one of the key events at NBIA's International Annual Conference is the announcement of those incubation programs and companies that have been selected as NBIA Incubation Award winners. But not only winning counts - nomination for the awards is an honor in itself.

Already now information about potential awardees is available: To see who might win and award, just visit the

website featuring potential winner in the different categories [www.nbia.org/success\\_stories/awards/2011/index.php](http://www.nbia.org/success_stories/awards/2011/index.php)

But to see who really has won this year's awards, plan to attend the NBIA Incubation Awards Luncheon on Tuesday, April 12, in San Jose, California.

For more information about this conference and registration, visit [www.nbiaconference.org](http://www.nbiaconference.org)

## How to Make a Million Dollars

One Million by One Million is a global initiative that aims to help a million entrepreneurs reach a million dollars in annual revenue by 2020, thereby creating a trillion dollars in global GDP and ten million jobs: Sramana Mitra, entrepreneur from Silicon Valley founded 1M/1M to create a framework for “Capitalism 2.0”, which she envisions as distributed, democratic capitalism.

As part of 1M/1M, a series of interviews on the Role Of Incubators in the Global Economy Recovery is under way. These are exploring questions such as incubator

business models, curriculum in use, if any, scalability of the incubator model, size of deal flow, what happens to the companies the incubator accepts, as well as what is the fate of those that are not accepted. The goal is to use this interview series to highlight best practices and brainstorm about constructive ways that the incubator industry can contribute to the Global Economy Recovery. Examples can be found on: [www.sramanamitra.com/topics/seed-capital-funding-for-a-business/](http://www.sramanamitra.com/topics/seed-capital-funding-for-a-business/).

Contact: Irina Patterson, [thetrader@comcast.net](mailto:thetrader@comcast.net)

## SPICA World Map – Quality Standard

SPICA Directory has introduced a certain “quality standard”: This does not evaluate the quality of an incubator / technopark operations, but the quality of information provided.

Only organizations that have provided a full set of statistical data within the recent two years are shown on SPICA World Map. Profiles inserted or updated more than 24 months ago are not shown on the map – and therefore are not accessible for users of the directory.

**SPICA World Map** (<http://www.spica-directory.net/map/>) now is the main entry point for general users of the directory. From that map direct access to the individual incubator

The SPICA World Map



click to access

technopark / association profiles in SPICA Directory is possible. In the right column of this article we feature some institutions that recently have been added to the SPICA World Map

### Add you incubator or technopark to the SPICA World Map – it is simple.

If your organization is not yet listed in SPICA Directory, please, select “Insert new Profile” in the main menu of the SPICA Directory homepage [www.spica-directory.net](http://www.spica-directory.net) and follow the instructions.

However, before doing this you need to register for the use of SPICA Directory. Please use the tab “register” for this purpose

If your organization is listed in SPICA Directory and you did Not yet receive user name and password, please contact the SPICA Directory Team at [update@soica-directory.net](mailto:update@soica-directory.net) To see all institutions that recently have been added or updated recently in SPICA Directory Online, please visit <http://www.spica-directory.net/recent.php>

**Senegal:** Active since the year 2008 the **Senegal Women and Youth Business Incubator** now is listed in SPICA World Map. The incubator at this time is offering services to seven residential firms and has some 50 off-site clients.

SDO-Profile: [www.spica-directory.net/centers/?id=2279](http://www.spica-directory.net/centers/?id=2279)

**Latvia:** Established in the year 2007 the Latgale Machinery and Technology Center in Rezekne, Latvia at this time has 16 client

companies Further 14 start-up firms have graduated from the incubator already employing 25 people at this time.

SDO Profile: [www.spica-directory.net/centers/?id=2276](http://www.spica-directory.net/centers/?id=2276)

**Serbia:** The **Business & Technology Incubator of the Technical Faculties of the University of Belgrade** at this time has 10 clients firms with 45 employ-

ees. Since its establishment in the year 2007 the incubator has served 12 clients. 5 meanwhile graduated.

SDO Profile: [www.spica-directory.net/centers/?id=2206](http://www.spica-directory.net/centers/?id=2206)

**UBIT, The Software incubator in Timisoara, Romania,** started in the year 2004 and now has 55 client companies (30 off-site) Additionally 13 companies have graduated

SDO Profile: [www.spica-directory.net/centers/?id=186](http://www.spica-directory.net/centers/?id=186)

**The MTZ Munich Technology Center** in the year 2008 opened a completely new facility with 11.000 m<sup>2</sup> for client firm -.a t this time 90 companies with 720 employees.

SDO Profile: [www.spica-directory.net/centers/?id=780](http://www.spica-directory.net/centers/?id=780)



## Yalla Startup Weekend at Berytech, Beirut with more than 300 participants

In November 2010 Beirut experienced in an unprecedented event with over 300 hundred participants from Lebanon, Syria, Jordan and Palestine gathering in Berytech, for the Yalla Startup Weekend.

Following the traditional format of the Startup Weekends, everyone got to pitch their idea to the crowd in an attempt to recruit 4 to 5 team members. Soon over 30 teams were formed often from mixed nationalities, and everyone took their quarters in different corners of the Berytech incubator. Motivation and energy levels ran high, as teams worked through most of the night. Different sponsors brought in

meals at different hours. The organizers provided an ongoing supply of refreshments and snacks to keep the groups going.

Inspirational speakers appeared at different moments of the week-end sharing, motivating and connecting with the audience. Microsoft and Google ensured a quasi permanent presence throughout, providing precious technical advice when needed. Most of the participants exchanged an endless stream of messages, tweets, impressions, and questions.

By day 3, everyone was ready

*continued on next page*

continued from previous page to pitch as teams prepared for the 5 o'clock demo night which started at 6 and did not end till 11. The jury, composed of innovators, VCs and techies took notes and asked questions, facing the challenge of ranking 30+ outstanding projects. Mimix, the startup which eventually won the race received a standing ovation from the audience.

Tweeting on YallaStartup, Habib Haddad, founder of Yamli.com and lead organizer in the event declared: "34 mind blowing Startups in 3 days! And you still ask where the entrepreneurs are? They are everywhere!"

This is a article taken from the Berytech website (shortened). For the details, please check <http://www.berytech.org/content/view/734/34/lang.en/>

### **XXII ISPIM Conference – Sustainability in Innovation: Innovation Management Challenges**

**The XXII ISPIM Conference – Sustainability in Innovation: Innovation Management Challenges** - will be held in Hamburg, Germany on 12-15 June 2011. Organized by ISPIM and hosted by The Technical University of Hamburg, this conference will bring together innovation management professionals from research, industry and intermediary organizations. The conference format will include facilitated themed sessions for academic and practitioner presentations together with discussion panels and workshops. Additionally, the conference will provide

excellent networking opportunities together with a taste of local culture.

'Sustainability' is a major and growing driver of business change and the implications for innovation management are manifold. In a world of 7, 8 or 9 billion people with rising expectations, providing energy, food and resource security, dealing with climate change, tackling pollution and a host of other issues will require massive change in products, services, and processes as well as the underlying business models. website: [www.conference.ispim.org](http://www.conference.ispim.org)

### **New on the Bookshelf: Development Guidelines for Technology Business Incubators**

A new publication provides practical information about how to start and run a technology incubator. The "Development Guidelines for Technology Business Incubators" are drawn from the information used in supporting the successful development of Technology Business Incubators (TBIs) within the In-Went program "Business Incubation in Southeast Asia" [bizi]. It has been promoted by the German Federal Ministry for Economic Cooperation and Development (BMZ).

The guidelines follow a structural approach presenting each planning phase in a separate chapter in a logical order of activities. The methodology used aims at presenting key planning issues in short and easy format working with **keyword lists, boxes, checklists and case-studies**. The most relevant materials are directly integrated into the text. Additional resources are attached to the annex. In addition there are more than 50 complementary files uploaded to InWent e-learning platform Global Campus 21 ([www.gc21.org](http://www.gc21.org)), which contain presentations, reports and planning tools from all phases of the InWent [bizi] course layout.

These publication is written by **Franz Dietrich** and **Barbara Harley**, both long-term business incubation consultants, who implemented the Business Incubators SE Asia project during the period 2003 - 2010 on behalf of InWent, Capacity Building International, Germany. Editor of the guidelines is **Joachim Langbein**, senior project officer of InWent Capacity Building International and in charge for the [bizi] project is the editor.

InWent – Capacity Building International, Germany, is a non-profit organisation with worldwide operations dedicated to human resource development, advanced training and dialogue. InWent works together with people in key positions, assisting them in shaping change processes in their own countries. The capacity building programmes are directed at experts and executives from politics, administration, the business community, and civil society.

The publication draws much relevance for practical adaptation also from **seven case-studies** that were contributed by TBI project-leaders and or directors, whose names are mentioned in the beginning of the respective case-study.

InWent qualifies people who pass on their knowledge, thereby working towards long-term, structural change.

The Guidelines are intended to be a general handbook and roadmap for both the initiators of a TBI and the team which is carrying out all of the necessary tasks. However, these guidelines cannot replace target-oriented capacity building one-on-one and group workshop measures as executed successfully in Indonesia, Philippines, Thailand, and Vietnam within the InWent [bizi] project.

Contact:

Franz Dietrich. Email [franz-dietrich@web.de](mailto:franz-dietrich@web.de)

Barbara Harley. Email: [Blharley@aol.com](mailto:Blharley@aol.com)

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For getting the publication, please contact one of the above people or visit website [www.inwent.org/portal](http://www.inwent.org/portal)

### **Services for Members of the SPICE Group Network**

**SPICE Group members** can use a number of services provided through the SPICE Group website ([www.spice-group.net](http://www.spice-group.net)). Here some examples:

...and SPICE Group offers services to **non-members**. Of course, these features also network members can use through the website



**To send a message to all members** use the simple tool the SPICE Group website offers in the PUM-BAA section. Log in with your user name and password and select "mailing"



**Publish information** about your conferences, exhibitions, seminars, etc. Just visit <http://www.spice-group.de/events> and click on "Add new information" right under the "Events" page headline



**Publish a short article** about your activities in business incubation as well as innovation and entrepreneurship support. Just click "Add news" right on top of page <http://www.spice-group.de/actual/> and insert your article.



**Read books and reports** provided by other users of the website – or add your publication to the bookshelves. Just visit the Library on the webpage <http://www.spica-directory.net/library/index.php5> (Please register before as user of SPICA Directory)

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## ***Views & Facts***

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### ***More Market Driven***

**Mervi Käiki**, member of SPICE Group, and Julia Roelofsen (InnoPraxis) have evaluated experiences made during the year 2010 and share these views in an article

In terms of developing innovation infrastructure science and technology parks (STPs) the year of 2010 can be called “the year of re-thinking infrastructure”. More focus has been placed on developing systematic approach, commercialization processes, defining future role of STPs and putting realistic expectations.

A turn from technology driven to market driven innovations, from research and technology parks to business and innovation parks, from technological innovations to service innovations can be found in many places. This indicates that in the coming year a greater move to more complex innovation solutions will be needed, that will include new service concepts, modern marketing techniques and creative management solutions.

InnoPraxis expects that innovation infrastructure should be as focused on promoting cooperation as never before, it

should help strategic networking not only between specific university and industry, but among large number of organizations. This would require creation of physical innovation infrastructure which is multi-use and multi-disciplinary, open and secure, and offers alongside with premises matching services and expertise.

Competition between innovation hubs all over the world will continue to grow, as well as the pressure for finding sustainable solutions. The recent economic crisis has shown that fully publicly driven STPs may have difficulties with sustainability and therefore the managers would need to find more business-like concepts.

Therefore in the future science and technology parks will need to be not only associated anymore with infrastructure, but rather a concept of coordinated knowledge-based environment.

For more information and the full article, please visit [www.innopraxis.fi/en/news?id=2953](http://www.innopraxis.fi/en/news?id=2953)

Contact: Mevi Käiki, email [mail@innopraxis.fi](mailto:mail@innopraxis.fi)

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### ***Staring Business where other People enjoy their Vacation***

Büsum at the German Shores of the North Sea is well known for its value as a vacation destination. Less known, but of greatest importance is the technology based entrepreneurship potential of this town. **MariCube, the Start-Up and Technology Center Büsum** specializes in modernizing the production, research & development and innovation in maritime biotechnology.

Clients of the incubator can take advantage of neighboring research, education, and business infrastructure. Well known companies like BlueBioTech or SeeLab R&D or the University Research and Technology Center Westküste (FTZ) are examples for this infrastructure.

Contact: M. Hummel-Manzau, email: [info@maricube.de](mailto:info@maricube.de)

SDO Profile: [www.spica-directory.net/centers/?id=2288](http://www.spica-directory.net/centers/?id=2288)

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### ***Finnish Medicines Agency to move into Technopolis Kuopio***

Fimea, the Finnish Medicines Agency and Senate Properties agreed that Fimea will rent permanent facilities from Technopolis Kuopio. The premises cover a total area of 3,205 m<sup>2</sup>, which Fimea will occupy gradually over a transition period ending August 31, 2014. Fimea currently operates out of temporary facilities at Technopolis Kuopio's Microkatu facility. Starting May 16, 2011, Fimea will occupy additional facilities.

Fimea made its decision in collaboration with Senate Properties. Offers were evaluated based on overall cost-effectiveness, functionality, energy consumption and environmental performance, among other factors. Considering price and quality, Technopolis presented the most cost-efficient solution.

Contact: Keith Silverang, [keith.silverang@technopolis.fi](mailto:keith.silverang@technopolis.fi)

Hannu Eronen, Director, Kuopio operations

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### ***TCF Ormoc Community Sewing Project gains Momentum***

TCF Ormoc was started in 2007 by the Textile, Clothing and Footwear Resource Centre of WA (TCFWA) with support from Business and Professional Women's Clubs of Belmont & Western Australia (BPW) and the Matilda Bay Rotary Club. The project was established in a partnership with local Ormoc community organizations led by Pagtinabangay Foundation.

TCF Global community sewing project aimed to assist women to start a small sewing business in Ormoc and the project provided the necessary sewing machines and raw materials to the locals to assist develop their creativity and produce evening wear, children's wear, uniforms, and home wares.

The Textile, Clothing and Footwear Resource Centre of WA (TCF WA) has previously sent two container loads of pre-loved sewing machines totaling 280 machines, textiles and hundreds of cartons of sewing haberdashery to Ormoc

and its surrounding villages. Carol Hanlon, Manager TCFWA & Belmont BEC recently volunteered for a week in Ormoc, providing business skill workshops, visiting sewing centers and assisted with the staging of 2<sup>nd</sup> annual Ormoc Fashion Festival.

The project has recently grown from 21 community sewing centers to 25, and 8 more are expected to commence shortly. It is expected that more than 250 Ormoc men and women will now be a part of this project also. The Ormoc project is now has plans to establish a retail TCF Ormoc showcase at the market centre. The community organization is also planning to start a Business Enterprise Centre (BEC) type support centre to assist the micro small business operators.

For more history and information on the project please view [www.tcformoc.com](http://www.tcformoc.com)

Contact: C. Hanlon, Email: [carol.hanlon@tcfwa.com](mailto:carol.hanlon@tcfwa.com)

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## Business Incubation in ECA

This section provides information about incubation activities and programs from the ECA region (Eastern Europe and Central Asia). ECA<sup>bit</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://www.ecabit.org/> or contact Todor Yalamov [todor.yalamov@online.bg](mailto:todor.yalamov@online.bg)



### Moldova

#### **Soroca Business Incubator celebrates first Anniversary**

In December 2011 the Soroca Business Incubator, Moldova could celebrate its first anniversary. This gave the opportunity for thinking about the future development based on great achievements during the first twelve months of operation. The incubator already is serving 17 client companies and has organized events with many international organizations like GTZ, Germany, UNDP, or Moldovan universities. The kick-off of this incubator was made possible by the support from Norway. In 2009 the Selection Committee of the project Entranse 2 Your Business selected 17 start-up and small companies with viable business ideas. They were offered high standard conditions for their activity for the price of 10% both for rent and utilities and other services. In addition to training and consultancy, the beneficiaries got a grant to cover 50% of the equipment necessary for their activity. One year later all businesses are profitable, 80 new jobs were created, and most active companies required additional space to expand their businesses.

During the first year client companies experienced also the important of synergy between the client companies – they formed the "incubator family". The companies help each other with attracting customers and cooperated on a continual basis to serve customers needs they could not cater for alone.

Soroca Business Incubator has a three year time period with financial support to its client companies. After this period, the companies graduate and leave the incubator to continue their business in market conditions. New entrepreneurs with good business ideas will occupy the spaces.

Contact: Lucia Usurelu, email [lucia.usurelu@entrance.md](mailto:lucia.usurelu@entrance.md)  
SDO Profile: [www.spica-directory.net/centers/?id=2290](http://www.spica-directory.net/centers/?id=2290)



### Lithuania-Poland-Russia

#### **Cross-border Cooperation Program Lithuania-Poland-Russia**

The ENPI-funded Cross-border Cooperation Program Lithuania-Poland-Russia (2007-2013) is organizing its Annual Conference focusing on opportunities and perspectives for the development of the cross-border area. The conference will be held in Sopot, Poland, October 12, 2011.

The main aim of the conference is to inform potential beneficiaries and general public about the current stage of the Program implementation: the first call for proposals and planned activities.

It will also hear the regional point of view with presentations from representatives of Lithuanian regional and local authorities, Kaliningrad region, Pomorskie region, and a member of Association of Polish Communes "Euroregion Baltic".

The participants will have an opportunity to watch a promotional movie concept about 20 years of cross-border cooperation and visit Pomeranian Science and Technology Park, as part of the CBC best practice examples.

The Lithuania-Poland-Russia ENPI CBC Program aims to develop a zone of shared stability, security and prosperity, involving a significant degree of economic, social and political co-operation between regions of **Lithuania** (Marjampolis, Taurages and Klaipėdos Apskritis); **Poland** (Gdansk-Gdynia-Sopot, Gdanski, Elblaski, Olsztynski, Elcki, Białostocko-Suwalski); and **Kaliningrad Oblast in Russia**.

For more details visit [http://www.enpi-info.eu/maineast.php?id\\_type=1&id=22683&lang\\_id=450](http://www.enpi-info.eu/maineast.php?id_type=1&id=22683&lang_id=450)

### Croatia

#### **BIOS and its Tenants at the Osijek Spring Fair**

BIOS tenants: Alatinica Ltd., Galena, Hidros, Plastos Ltd. and the Center for Entrepreneurship Osijek presented their products and services at the 17th Osijek Spring Fair at Pampas in May 2010. At this fair specialized on food and agriculture 140 exhibitors from Croatia and other countries presented their products. The Osijek Spring offers a very important

opportunity to start-up companies for making direct contacts with their potential customers and to present their products. BIOS regularly co-finances the fair participates for its client firms and organizes a joint exhibition stand.

Contact: Tomislav Šerić. Email: [tseric@gmail.com](mailto:tseric@gmail.com)  
SDO Profile: [www.spica-directory.net/centers/?id=803](http://www.spica-directory.net/centers/?id=803)

### Russia - Finland

#### **Karelia ENPI CBC Program: Second call for proposals to open in March**

The second call for proposals under the **Karelia ENPI CBC Program** opened on 1 March 2011. The theme of the second call will be tourism cooperation.

The overall objective for the call is to strengthen cross-border cooperation in tourism and to make the program region more attractive for tourism. The specific objectives are to develop tourism related know-how, improve the conspicuousness of the program region on other regions and countries, and create and strengthen joint marketing.

The first phase of the call will close on 3 May and while the second will close in September. According to the initial

timetable, project selection will be made in December 2011. The overall indicative amount made available under this call is €6,620,000. The €23 million **Karelia ENPI CBC Program (2007-2013)** is a cross-border cooperation program implemented in the regions of Kainuu, North Karelia and Oulu in Finland and in the republic of Karelia in Russia. It provides a framework for continuing cross-border cooperation, which was formerly pursued through the Interreg II and III A Karelia Programs and the Euregio Karelia Neighborhood Program.

Program website: <http://www.kareliaenpi.eu/>

## **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 network of business incubators and technology parks that has been set up with support from the infoDev program. For more information, visit <http://idisc.infodev.org/en/Region.5.html> or contact Mr. Omer Oz at [omeroz1@gmail.com](mailto:omeroz1@gmail.com)



## **Supporting Social Entrepreneurship in Middle East**

The Arab World Innovators Program invests in Social Innovators through professional development and financial support to better enable participants to transform their small-scale projects into sustainable programs and organizations.

Recruitment for the second class of Arab World Social Innovators from Egypt, Jordan, Lebanon, Palestine, and UAE has closed in January, 2011.

In the pilot phase of the program, which ended in October 2010, Synergos worked with a class of 22 exceptional individuals whose programs address serious gaps in education, employment, community development, technology and the environment. Innovators received an integrated set of offerings including financial awards, training and capacity building, as well as access to strategic connections.

Through investing in the Social Innovators by equipping them with new skills and financial assistance, the Innovators are ready to pioneer a new approach to wider social change and action in their communities and beyond. The Program's anticipated long-term impact is the overall strengthening of civil society and entrepreneurship in the region, as well as the development of innovative approaches to bridge economic and social divides.

Each Innovator chosen receives an integrated set of offerings over a period of two years. Innovators will be entitled to a total financial award of US\$25,000 over the program period; they will participate in workshops and trainings, and have access to Synergos' global network of business, philanthropic, government and civil society leaders. Innovators will benefit from being part of a regional peer network that includes members of the inaugural class and that will stimulate exchanges and collaborations.

A closing evaluation of the first class of the program indicates that it achieved Synergos' goals of enabling the Social Innovators to increase the scale of their initiatives (such as number of beneficiaries and/or geographic reach), strengthen their organizational capacity and sustainability, and spread the ideas and innovations each has developed.

In order to be considered for selection, a candidate must be implementing an idea that has demonstrated positive social change and impact at a local level with the potential for replication in other communities and expansion to a national level. More about Synergos (see article on page 3)

Contact: George Khalaf, [gkhalaf@synergos.org](mailto:gkhalaf@synergos.org)

website: <http://www.synergos.org/socialinnovators/>

## **infoDev Incubator Manager Training to be held in MENA and ECA**

MENAinc, the infoDev network for business incubators and technology parks in the MENA region (Middle East and North Africa) is preparing to organize training for incubator managers.

This training will be organized together with the ECAbit network and consist of training the trainers and a second apt for any interested participant. Applicants for the "Train the trainers" program need to fulfill a number of qualifications, including several years of practical "hand-on" business incu-

rience with doing training as well as communication skills. Successful participants of this training will be "certified trainers" that themselves can do such training programs based on the extensive infoDev materials. Organization of such training offers will be done through the regional networks of infoDev. The training is planned to be offered in early 2011. For more information contact the regional networks.

MENA: Mohammed Allam, email: [m3allam@gmail.com](mailto:m3allam@gmail.com)

ECA: Todor Yamlamov, email [todor.yalamov@online.bg](mailto:todor.yalamov@online.bg)

## **9th FEMIP Conference - "Mediterranean SMEs: Ready to break new ground"**

Since 2002, the Facility for Euro-Mediterranean Investment and Partnership (FEMIP) has been involving the partner countries in its lending policy guidelines through discussions on economic, financial and sectoral matters. Private sector development and more specifically the development of small and medium-sized enterprises in the Mediterranean region is one of the European Investment Bank's main concerns.

The EIB in collaboration with the Republic of Tunisia and PROMOS (Special Agency of the Milan Chamber of Commerce for the development of international activities), will be hosting the 9th FEMIP Conference on "Mediterranean SMEs: Ready to break new ground" on Thursday 3 March 2011 in Tunis.

Expected to attend are banks and leasing companies, fund

managers, SME entrepreneurs and managers, academics in management/entrepreneurial education, researchers, SME associations and public officials.

The focus of the Conference will be on supporting private sector development and the EIB's vocation as a long-term investor. We have chosen to discuss three themes we believe need to be urgently addressed, namely:

- Access to diverse and competitive sources of financing;
- Promoting entrepreneurship and Management education as a condition to ensure growth;
- Reinforcing the international competitiveness of Mediterranean Enterprises.

Info: [www.eib.org/projects/events/9th-femip-conference-tunis.htm?lang=en](http://www.eib.org/projects/events/9th-femip-conference-tunis.htm?lang=en)

## Business Incubation in Africa

This page provides information about incubation activities and programs from the AFRICA region. AIN is the regional network of

bators and technology parks that has been set up with support from the infoDev program. For more information, please visit the website <http://www.infodev.org/en/Project.22.html> or contact Lalane van Rensburg, [lalane@sbti.co.za](mailto:lalane@sbti.co.za)



## South Africa infoDev Incubator Manager Training Program to be held in Cape Town

The infoDev Incubator Training Program is the result of a global cooperation to bring together the “best of all”. Business incubation and entrepreneurship support experience from all over the globe has been brought together for designing this 11-module training program.

March 15 – 17, 2011 the training program with selected modules will be held for the African Incubator Network in Cape Town, South Africa. Trainer will be **Steve Giddings**,

**Julian Webb**, and **Heinz Fiedler** – all regional facilitators for infoDev in different regions. The target group are not only incubator managers, but also experienced incubation professionals that wish to become a trainer certified by infoDev for offering this training.

For more information, please contact. Jill Sawyers, at infoDev, email [jsawyers@worldbank.org](mailto:jsawyers@worldbank.org) or Rajeev Aggarwal, email [tbif@kist.ac.rw](mailto:tbif@kist.ac.rw)

## AIN New AIN website is active

The new AIN website has been launched to accommodate the registration of interest to attend the AIN Incubator Manager Training Workshops to be hosted in Cape Town from 15-17 March 2010. To register for this training, please visit [www.africanincubatornetwork.org](http://www.africanincubatornetwork.org)

Contact: Chris Vermeulen, [chris@bwb.org.za](mailto:chris@bwb.org.za)



## South Africa SACCA Releases Largest List of Missing Middle Funds

In support of the Missing Middle Initiative, launched at the World Economic Forum in Davos in 2010, the South African Chamber of Commerce in America (SACCA) has aggregated a list of Missing Middle funds in emerging markets investing between \$20,000 and \$3 million. The initial release of the list includes 200 funds and can be sorted by key characteristics, such as: core mission, investment size, capital type, target stage, and industry focus. In 2011, SACCA hopes to expand the fund list and also release a list

of intermediaries/institutions as well as a list of funds-of-funds working in the missing middle space. Filling the SME Finance Gap (the “Missing Middle”) is critical to economic development, but none of this can be done without the support of intermediaries connecting investors and SMEs, and funds-of-funds providing the capital needed for these funds to exist.

The list is available at: [www.sacca.biz/?m=9&s=3](http://www.sacca.biz/?m=9&s=3)

SACCA also has published a series of articles about this topic: <http://www.sacca.biz/?m=9&s=2>

## Business Incubation in Latin America

This page provides information about incubation activities and programs from the Latin America and Caribbean region. Relapi is the regional network of business incubators and technology parks that has been set up with support from the infoDev program. For more information, please visit the website

[http://www.relapi.org/site\\_novo/index.php](http://www.relapi.org/site_novo/index.php)



## Nicaragua Business Accelerator starts in Nicaragua

Agora Partnerships, a seed capital fund in Managua, Nicaragua is setting up a Business Acceleration Program. The purpose is to drive investment, strategic support, and network access to the most promising small and growing businesses with the highest potential to create positive economic, social, and environmental impact in Central America.

Companies in the Accelerator portfolio will form part of a community of early stage “impact” entrepreneurs in Central America. Impact entrepreneurs successfully integrate a multi-stakeholder approach to their business, creating value for shareholders, employees, customers, and the environment.

The Accelerator will provide strategic services to help entrepreneurs access human and financial capital, and accelerate the growth of their businesses as a result. These services include: mentoring, strategic and financial consulting, media exposure, and seminars. The core Accelerator program lasts approximately 6 months, after which entrepreneurs are invited to participate in a global network of impact entrepreneurs and investors.

Eligible are small and growing businesses based in Central America, with revenue of US\$50,000 to US\$1 million, seeking growth capital of US\$50,000 to US\$1 million, and with an annual growth potential of at least 20%. The selection will be highly competitive including criteria like the Management Team, the Business Case (in the light of a venture capital approach), and Social Impact (including creating and sustaining productive jobs, community involvement, social benefit of products or services, developing local value chains and environmental sustainability.

The cost of the program to participating companies will be approximately US\$1,000 (includes GIIRS/CSR rating). Agora offers this substantially discounted rate to make the program accessible to small businesses. In addition, as a contribution to the Accelerator and so other entrepreneurs may benefit, Agora will charge a success fee to companies able to attract capital through the program.

Contact. Agora Accelerator, Managua, Nicaragua. Website [www.agorapartnerships.org](http://www.agorapartnerships.org)

## Important upcoming Events

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

If the conference hosts / organizers are represented in **SPICE Group** the respective logo is shown at the event. As the full list of events is taking too much space in the newsletter only a brief overview can be provided. We recommend visiting the "Events" section on the SPICE Group website. This page also 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.

For an actual event overview, please visit the SPICE Group website <http://www.spice-group.de/events/>

### March 16, 2011 in Brussels, Belgium: **ACHIEVE MORE Final Event**

ACHIEVE MORE - Accelerating Growth of Knowledge-Intensive Service SMEs in the ICT sector was established in early 2008, and has since created a partnership of almost 70 business incubators, leading edge clusters, investors and stakeholders focused on the ICT sector, in 28 countries across Europe and beyond. In addition it has created the Entrepreneurship and Innovation Exchange (EIX) - an on-line

community of nearly 600 professionals. The project's aim is the creation of a continuous virtuous circle through the identification and dissemination of best practice at leading organizations, passed on to others working to support start up and early stage business. The achievements of the Achieve More Project will be celebrated in Brussels on 16th March 2011. Info: <http://www.ukbi.co.uk>

### March 23-24, 2011 in Manchester, United Kingdom: **12<sup>th</sup> Annual UK Business Incubation conference**

 Manchester is home of successful science/technology park and business incubation activities. An excellent location for UKBI's 12<sup>th</sup> Annual International Conference. Those knowing the usual weather the United Kingdom has to offer in November will also appreciate the decision of UKBI to move the event to March.

The conference will offer a wide range of topics and activities – from visiting incubator through attracting finance for client companies and commercializing intellectual property to discussing the importance of National Policies for the benefit of entrepreneurship and innovation.

More about the program: [www.ukbi.co.uk/bi-12.aspx](http://www.ukbi.co.uk/bi-12.aspx)

Contact Faye Busby, email [f.busby@ukbi.co.uk](mailto:f.busby@ukbi.co.uk)

### March 25, 2011 in Manchester, United Kingdom: **Global Summit of Business Incubation Associations**

Manchester, also will be the place for the 21<sup>st</sup> GBIN Summit Hosted by UKBI this summit will bring together leading representatives of business incubation associations from

Around the world for exchanging experiences and information and explore cooperation possibilities. Participation is by invitation only. Please contact: [gebin@gbin.net](mailto:gebin@gbin.net)

### April 10 -13, 2011 in San Jose, California, USA: **25<sup>th</sup> International NBIA conference**

 San Jose, in heart of the Silicon Valley with numerous business incubators of different kind around and not far from San Francisco is

the place for "Surf's up" at NBIA "Riding the Wave of Innovation" NBIA's 25th International Conference.

NBIA's conference is one of the most important events in the incubation industry. With more than 60 sessions, incubator tours, keynote addresses and networking opportunities, the conference offers something for everyone; for every level of

experience – from newcomer to experienced professional.

The Preconference Institute features six full-day workshops. Two of these workshops fulfill requirements for the NBIA Incubator Management Certificate.

The Tech Museum Reception on Monday will allow exploring the exhibits – and chatting with colleagues.

On Wednesday participants will tour two award-winning incubation facilities, the Environmental Business Cluster and the San Jose BioCenter.

Info: [www.nbiaconference.org](http://www.nbiaconference.org) ; email [education@nbia.org](mailto:education@nbia.org)

### April XXX, 2011 in San Jose, Global Summit of Business Incubation Associations

San Jose also will be the place for the 22<sup>nd</sup> GBIN Summit. Hosted by NBIA this summit will bring together leading representatives of business incubation Associations from

around the world for exchanging experiences and information and explore cooperation possibilities. Participation is by invitation only. Please contact: [gebin@gbin.net](mailto:gebin@gbin.net)

### May 5 – 7, 2011 in Ohrid, Macedonia: **4th ICEIRD conference**

The 4<sup>th</sup> *International Conference for Entrepreneurship, Innovations and Regional Development*, will be held in Ohrid, Macedonia – returning to the place where the first ICEIRD conference was held ( Skopje and Ohrid in 2008)-

ICEIRD 2011 is organized under the auspice of the **President of the Republic of Macedonia H.E. Dr. Gjorge Ivanov** and

under the patronage of the European Academy of Sciences and Arts and Macedonian Academy of Sciences and Arts –

The Conference title is "*Through Entrepreneurial Learning to Innovations and Regional Development*". Please find the

first conference call [www.iceird.org/2011/files/iceird2011.pdf](http://www.iceird.org/2011/files/iceird2011.pdf)

More information you can find on [www.iceird.org](http://www.iceird.org).

### May 8 – 10, 2011 in Köln, Germany: **ADT Spring Conference**



ADT, the German Federal Association of Technology and Business Incubation Centers this year will hold its annual Spring conference in Cologne.

More information is available from ADT directly.

Information: [www.adt-online.de](http://www.adt-online.de)

Contact: Andrea Glaser, email [glaser@adt-online.de](mailto:glaser@adt-online.de)

SDO-Profile: [www.spica-directory.net/centers/?id=765](http://www.spica-directory.net/centers/?id=765)

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### May 19 – 21, 2011 in Gliwice, Poland: XXII Annual PBICA Conference



The XXII Annual PBICA Conference on "Internationalization of the knowledge based entrepreneurship. The Role of Business Innovation Centers" will be held in City of Gliwice, Silesia province.

under auspices of Prof. Jerzy Buzek, Chair of European Parliament.

Contact: Krzysztof Zasiadly; email : [zasiadly@hotmail.com](mailto:zasiadly@hotmail.com)

WWW: [www.sooipp.org.pl/index.php/](http://www.sooipp.org.pl/index.php/)

Venue: [www.gliwice.eu/](http://www.gliwice.eu/)

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### May 23 –26, 2011 in Helsinki, Finland: INSME 7<sup>th</sup> Association Annual Meeting

Under the title "Competitiveness, Culture, and Cross-Border Cooperation: Assisting SMEs to Grow, Innovate, and Reach International Markets" INSME will hold its seventh annual event in the Old Stock exchange, Helsinki

Besides an international conference with experienced speakers the event also will offer training programs.

Info: [www.annualmeeting2011.insme.org/](http://www.annualmeeting2011.insme.org/)



INSME

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### May 25 –26, 2011 in Lappeenranta, Finland: Second EU - Russia Innovation Forum

The 2nd EU-Russia Innovation Forum will be held at the Lappeenranta City Hall in Finland on May 25-26, 2011.

For more information the conference organizer publishes newsletters (see website)

The 1st EU-Russia Innovation Forum's Key Initiatives have been further developed into 10 Concrete Actions that have

been processed by innovation experts at the St. Petersburg Innovation Forum and 2nd European Innovation Summit in Brussels.

For more information the conference

organizer publishes newsletters (see website). Registration is opened on website [www.eurussiainnforum.com/](http://www.eurussiainnforum.com/)



### May 28 –June 03, 2011 in Helsinki, Finland: Fourth Global Forum on Innovation and Entrepreneurship

The 4<sup>th</sup> infoDev Global Forum on Innovation & Entrepreneurship will be held in Helsinki, Finland May 30 – June 3, 2011 in cooperation with the Government of Finland. Building on the Global Forums held in India in 2004 and 2006, and in 2009, infoDev confirmed the dates for the fourth Forum well in time. With its strong national innovation policy and strategic international networks Finland presents a stimulating platform for infoDev's global community of innovation & entre-

ship practitioners, thought leaders, stakeholders and donors. infoDev and the government of Finland

working to design a program that is on the cutting edge of the innovation & entrepreneurship agenda. Continuously updated information is available on infoDev's website:

<http://www.idisc.net/en/Article.38991.html>



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### June 25 -26, 2011 in Washington; USA Bio GreenTech Parks 2011



ASSOCIATION OF  
UNIVERSITY  
RESEARCH  
PARKS

Creating Communities of Innovation

Held at the American Institute of Architects and hosted by the University of Maryland, Baltimore, this international gathering will

Drill down on best practices in greentech, sustainability and biotechnology while addressing the challenges that face all university research parks

Contact: [info@aurp.net](mailto:info@aurp.net) website [www.AURP.net](http://www.AURP.net)

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### June 12 -15, 2011 in Hamburg, Germany: The XXII ISPIM Conference

The XXII ISPIM Conference – *Sustainability in Innovation: Innovation Management Challenges* - will be organized by ISPIM and hosted by The Technical University of Hamburg. It will bring together innovation management professionals from research, industry and intermediary organizations. The conference format will include facilitated themed sessions

together with discussion panels and workshops. Additionally, the conference will provide excellent networking opportunities together with a taste of local culture.

website: [www.conference.ispim.org](http://www.conference.ispim.org); The Call for Papers can be downloaded from: [www.conference.ispim.org/files/XXII\\_ISPIM\\_Call\\_for\\_Papers.pdf](http://www.conference.ispim.org/files/XXII_ISPIM_Call_for_Papers.pdf)

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### June 8 - 10, 2011 in Bol, Island Brac, Croatia: MOTSP 2011

The International Conference "MOTSP 2011, Management of Technology - Step to Sustainable Production" will be organized as jointly by the Faculty of Mechanical Engineering and Naval Architecture, University of Zagreb, Faculty of Graphical Arts, Croatia, Faculty of Management, University of Primorska, Koper and University of Maribor.

The conference is an occasion for researchers, scientists, engineers, and technologist from a wide variety of fields to come together to share in their synergy of management of technology and sustainable production.

Contact: Predrag Cosic, email: [predrag.cosic@fsb.hr](mailto:predrag.cosic@fsb.hr)

Website: <http://motsp2011.info/>

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### September 2 -4, 2011 in Tallinn, Estonia: The BALTIC DYNAMICS 2011



The BALTIC DYNAMICS conference have become a fix star on the business incubation, innovation, and entrepreneurship firm-

In the year 2011 it is Tallinn's privilege to host this conference, of course supported by the other two countries in the BASTC association.

And this conference will host a very special event: **SPICE Group will organize the main event of its 20<sup>th</sup> Anniversary celebrations** at the BALTIC DYNAMICS conference

Contact: Raivo Tamkivi, email: [raivo.tamkivi@tehnopol.ee](mailto:raivo.tamkivi@tehnopol.ee)

SPICE Group : [spice@spice.group.de](http://spice@spice.group.de)

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These conferences held annually in turn in the three Baltic States always have been drawing attendees not only from Estonia, Latvia, and Lithuania, but also from countries from "around the Baltic Sea" as well as the area of CIS.

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**November, 2011 in New Zealand: The tenth Best Science Based Incubator Award and Conference**

**The next Science Based Incubator Award** and conference is planned to be held in November 2011 in New Zealand. This was announced at the end of the Liverpool Best Science Based Incubator Award & Conference by **Frank**

**Zwetsloot**, Science Alliance / Technopolicy Network and **Richard White**, New Zealand Trade and Enterprise, who is overseeing one of the most successful governmental business incubation programs globally.

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**Nov. 30 – Dec. 2, 2011 in New Orleans, USA: AURP 2011 International Conference**



Creating Communities of Innovation

At the **\*\*AURP 2011 International Conference\*\*** international research park professionals will celebrate the 25th anniversary of AURP. Hosted by

the BioDistrict New Orleans, the 2011 International Conference will give participants all the resources to prepare for the challenges ahead.

Contact: [info@aurp.net](mailto:info@aurp.net) website [www.AURP.net](http://www.AURP.net)

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## 2012

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**February 13 -14, 2012 in Perth, Western Australia: 2012 Diana International Research Conference**

Since 2003 the Diana conferences deal with topics related with **Female Entrepreneurship**. After conference in Europe and the USA the event first time will be held in Australia in 2012.

Topics of this conference will be gender issues in: fast growth businesses, family business, small-med businesses, social genous enterprises, high-tech businesses and public policy.

It all started in 1999, when a group of researchers wanted to find answers to the question why women account for less than 2 % of Venture Capital funding. They wanted to raise the

level of understanding by supporting rigorous research that could provide information and knowledge with a powerful impact on changing attitudes, opinions and practices.

The Diana Project has expanded to embrace research in other important areas such as:

social entrepreneurship, creative industries, technology transfer, corporate entrepreneurship and indigenous/ethnic entrepreneurship.

Contact: Alicia Castillo email: [aliciacastillo@wealthing.com](mailto:aliciacastillo@wealthing.com)



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**SPICA Directory Online (SDO) – More actualized information**

SPICA Directory Online is being continuously developed and its functionality expanded. **The SPICA World Map** now has become the main entry point for finding a specific incubator, technopark, or associations. However, only organizations that provided a complete and up-to-date profile (including basic statistical data) are shown on the map. If you do not find your

organization on SPICA World Map, just visit SPICA Directory ([www.spica-directory.net](http://www.spica-directory.net)) and complete or update the information about your center. Profiles of incubators, technology parks and associations in SPICA Directory Online continuously are being added or updated.

Therefore at any time it is worth having a look, and see what new in the directory. The new format of the profiles in

SPICA Directory now allows providing visual information (logo and pictures). And “behind the scenes” SPICA Directory began with providing comparative statistical data – only available to individual incubators and parks that provide up-to-date and complete information.

**All readers are invited to insert a new profile.**

Simply visit [www.spica-directory.net](http://www.spica-directory.net) and in the main menu click on “Insert new profile”. The system then provides instruction Users implementing a new profile receive a user name and password for **free access** to the SDO. Of course, also **existing profiles** should be updated. If you

Do not have the user name and password needed for this update, please contact [update@spice-group.de](mailto:update@spice-group.de)



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**And finally...**

We invite you to send information about your events, activities, and achievements to us for publication in one of the next issues of this newsletter. Your experience is very valuable for other members of our network – as you hopefully find the information about other helpful for yourself.

Again we want to draw your attention on the upcoming events in Manchester (UK), San Jose (USA), Ohrid (Macedonia), and Tallinn (Estonia). More about these events you find in this newsletter. Also we ask you for your creative suggestions regarding the right way to celebrate the SPICE Group anniversary.

Looking forward to hearing from you soon and meeting with you at one of the upcoming (SPICE Group anniversary) events

*Heinz Fiedler & Larisa Brovarska*

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SPICE Update is the newsletter of SPICE Group. In general this newsletter is published 4 -6 times per year and regularly delivered for free of charge to members of the network as well as selected partners. Articles for publication are invited and will be published under the name of the author. Although we do our best for making sure that published information is correct we cannot accept responsibility for errors that may occur nor for the content of website links provided. Editor: Heinz Fiedler, SPICE Group, Niedstr. 40, 12159 Berlin, Germany, Email [update@spice-group.net](mailto:update@spice-group.net)

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