Working with High Tech Start-Ups

APA PA 2016 Conference
Communities, Corridors, Connections
Statewide Impact, Local Focus

Ben Franklin Technology Partners

Northeastern Pennsylvania
Support throughout the region for:

- Entrepreneurs;
- Established companies;
- Entrepreneurship economies of our region

State-funded annually, created in 1983
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Four centers statewide

Northeast region comprises 21 counties, ~2.5 million residents

~$2 million invested per year
Typically $50,000 to $150,000 per start-up per year, $450,000 maximum per company. Occasionally more.

Strategy Development (Tiger Sessions, Under the Lens, Direct Assistance)

Connection to Service Providers, Executives, and Mentors

Preparation for investment

Incubators
Facilities

- On-site facility management
- Flexible and inexpensive space and leases
- Shared office services & equipment
  - Reception support
  - Shared lab equipment, office equipment
  - High-tech conference rooms
  - High speed data access
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Program

- Resourceful, on-site program management – a sounding board
- Access to a network of resources and service providers
- Structured training & networking opportunities
Original Ben Franklin Business Incubator Center

- Operated 1983-2007
- Bethlehem Steel photo lab
- 10,000 rentable s.f.
- 13 companies at capacity
Relocation, Creation of TechVentures

- Opened June, 2007
- Paid $1, Invested $8 million
- ~35,000 rentable s.f.
- ~25 companies at capacity
Expansion of TechVentures

- Opened October, 2012
- ~$18 million addition, parking deck
- 48,000 rentable plus Innovation Institute
- LEED certified
- ~45 company capable
What Startups Need
What Startups Need
Overall Ben Franklin Success

- 482 companies since 1983
- 82% still in business 5 years after BF help
- 16,980 jobs created
- Added $9.3 billion to state GSP…3.6-1 payback