

Ben Franklin
Technology PARTners

Northeastern Pennsylvania

Working with High Tech Start-Ups

APA PA 2016 Conference

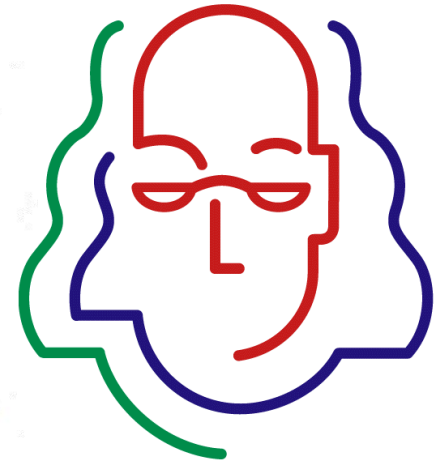
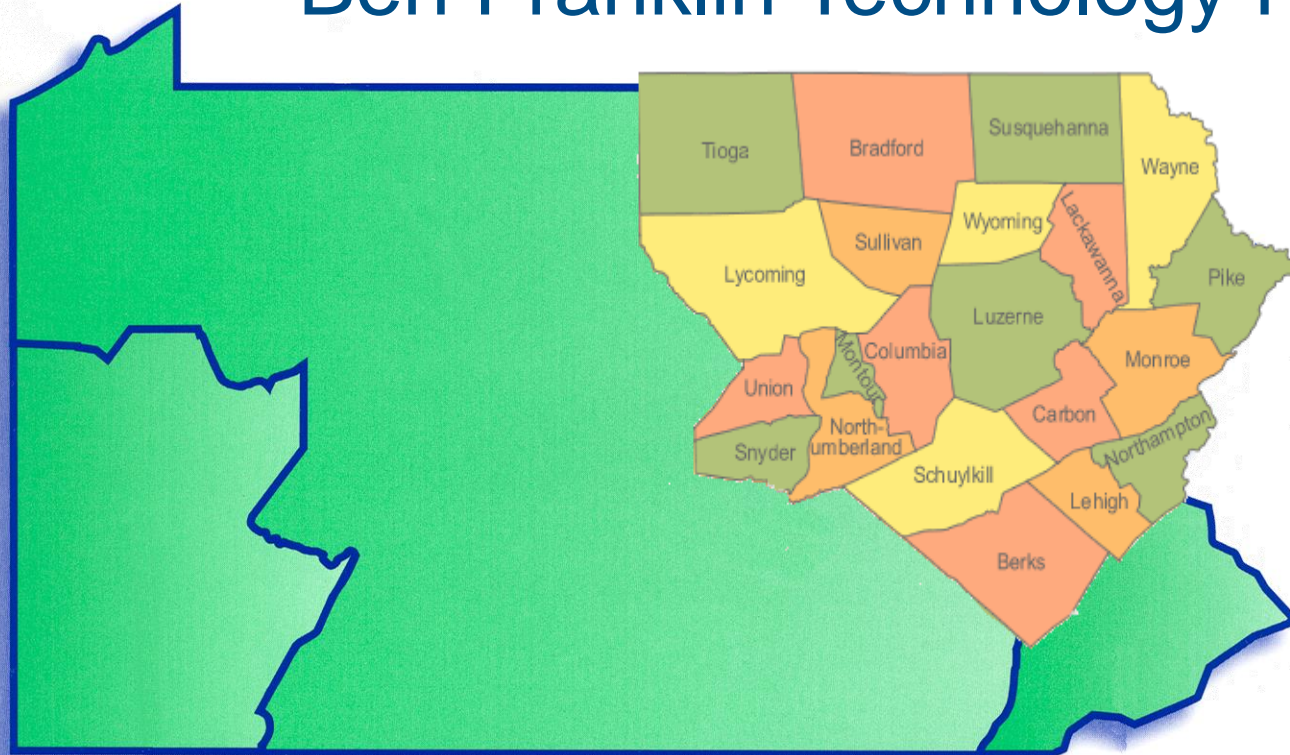
Communities, Corridors, Connections



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Statewide Impact, Local Focus

Ben Franklin Technology Partners



Mission and Strategy

- 💡 **Support throughout the region for:**
 - 💡 **Entrepreneurs;**
 - 💡 **Established companies;**
 - 💡 **Entrepreneurship economies of our region**
- 💡 **State-funded annually, created in 1983**



Mission and Strategy

- 💡 Support throughout the region for:
 - 💡 Entrepreneurs;
 - 💡 Established companies;
 - 💡 Entrepreneurship economies of our region
- 💡 State-funded annually, created in 1983
- 💡 **Four centers statewide**
- 💡 **Northeast region comprises 21 counties, ~2.5 million residents**
- 💡 **~\$2 million invested per year**



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Investment and More

- 💡 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



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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 Tech Ventures

- 💡 **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**



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What Startups Need





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What Startups Need



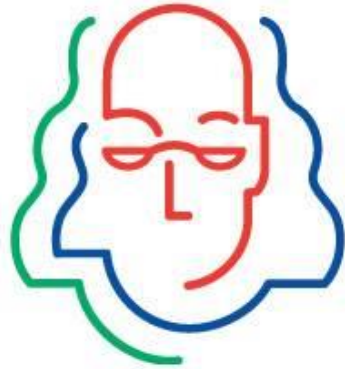


Overall Ben Franklin Success



- 💡 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





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