



UPDATE No. 73

For members only

April 2007

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Dear Member,

Business incubation activities are rapidly developing all around the world. For example during recent weeks the 15th Global Summit gathered business incubation representatives from 16 countries at the NBIA conference in Seattle, and AABI held an exciting meeting in Auckland, New Zealand. More about this and many other interesting topics in this Update...

A New Triangle for the SPICE Art Ball

One more “national triangle” has been sent to the SPICE Group secretariat. This piece of art from Asia represents a large country that already hosted two Global Business Incubation Forums and has a very lively scene of business incubators. More about the Art Ball and the national triangles you can find on the art ball website www.art-ball.net

It is not too late. If your country is not yet represented on the globe of business incubation you still can send the result of your creative and artistic process



15th Global Summit of Business Incubation Associations, April 1, 2007 in Seattle, USA



Hosted by NBIA, National Business Incubation Association, USA, the 15th Global Summit of Business Incubation Associations met April 1, 2007 in Seattle, USA. At this Summit members of the GBIN, Global Business Incubation Network, (see www.spice-group.net/gbin) from 17 countries representing 16 associations adopted an agreement on

- changes to the GBIN Charter previously agreed by the 14th Global Summit in Hyderabad, India, Nov. 11, 2006. The actual GBIN Charter can be found under www.spice-group.net/summit
- intensifying cooperation within the GBIN network by finalizing and distributing Summit agreements and resolutions within 30 days of the Summit and
- reorganizing the GBIN Work Groups: Professional Development – Peter Harman; Research – Richard White; Information Dissemination – Dinah Adkins; Climate Change – Julian Webb; Incubator Commonalities – R.M.P. Jawahar.

The full agreement of the Summit will be available on the website after approval by all participants: www.spice-group.net/summit

NBIA 2007 Conference a Success

Thanks to the NBIA staff the 21st International Conference on Business Incubation again was a success. This event also benefited from the work of NBIA board members, session presenters and other volunteers and the local host, the Washington Association of Small Business Incubators, and the title sponsor, Alexandria Real Estate Equities Inc. Those who attended this NBIA conference may provide feedback by filling the online survey at www.surveymonkey.com/s.asp?u=465553514668.



At the Seattle conference NBIA announced the 2007 Award Winners in eight different categories. Details are available on the website www.nbia.org/awards_showcase/2007/index.php.

There were many surprises at the 21st International Conference of NBIA in Seattle Washington April 1-4, 2007. What was not a surprise was the excellent number of attendees -- 604 attendees, who originated from almost all of the American States, 10 Canadian Provinces, and 37 other countries. It was not a surprise that the attendees were lively, interesting and had many fascinating stories to tell.

A pleasant surprise was the physical location of exhibitors and their accessibility. Unlike some years, these exhibitors were grouped together in the pathways between sessions so that the attendees had many opportunities to understand their products and services (and even pick up some of their little gifts).

It was indeed an unpleasant surprise that some of the SPICE members were unable at the last minute to attend for various reasons included Heinz Fiedler, R.M.P Jawahar, Dinyar Lalkaka, Ioan Piturescu, and Julian Webb. They and other absent SPICE members were missed by the SPICE girls and boys who were at Seattle. We were all surprised that the Libyans, Mohamed Alaswad and Saleh El-Mashri, were also unable to attend at the last minute.

Three recent additions to the Conference program were useful to a broad range of attendees: The first was designation of various sessions and pre-conference workshops as part of the NBIA Incubator Management Certification Program NBIA states that it will identify 10 sessions at each International Conference on Business Incubation that will satisfy the certification requirements. Certificate candidates must attend at least five sessions in all (not necessarily all at the same conference) to receive the NBIA certification. It was obvious that, in Seattle, some attendees were choosing session so that they could qualify for certification. The second addition was a new pre-conference all-day event, "The International Trade Forum" which provided a bus tour of the Tacoma Port, one of the largest in the U.S. and the U.S. port which Asia freight reaches one day faster than any other. The event also included an interesting "tour" of the Intellectual Property issues when trading with China led by several local IP Attorneys. This pre-conference event may become a frequent part of the NBIA conferences.

The 15th Global Summit was held on April 1 and well represented by SPICE members, **Dinah Adkins, Bong Jin Cho, Rolf Friedrichsdorf, Inna Gagauz, Barbara Harley, Peter Harman, and Richard White**. There was a discussion of: the various documents from the Hyderabad 14th Global Forum; potential for a web-based information gathering tool; the Charter, and the climate change proposals. There was a strong request that minutes of the Summits be distributed within two weeks with action items and information documents. Dinah Adkins announced that NBIA has created a member listserv exclusively for the Summit and that the materials will be put up on that site for discussion and changes. She asked that this format for discussion be given a chance and be used frequently to improve communications

The next NBIA conference will be held in San Antonio, Texas, May 4-9, 2008.



SPICE Dinner in Seattle

The attending SPICE members at the NBIA conference and several guests were invited to a SPICE dinner at one of the interesting Seattle Bistros. A lively and flavorful time was had by all.



Auckland SPICE Meeting

By Julian Webb

Never ones to knock back the chance of a SPICE Meeting, the SPICE members in New Zealand for the 10th Asian Association of Business Incubators Assembly and related activities took the opportunity and met on Thursday 15th March. The opportunity was the black tie (very formal) World Class New Zealanders Awards Dinner, a very salubrious occasion in the Auckland Convention Centre.

Other SPICE members will be pleased to know that we ate and drank and had a great time without damaging the good name of the SPICE Group. As you know toasting is a great ritual at Asian events, something Australians and Kiwis excel at also. So, after much toasting, our tables were a bit noisy, just before the NZ Prime Minister was due to speak, and a couple of nearby tables complained. Of course we became very polite and did not tell anyone it was a SPICE meeting. The meeting was attended by active SPICE members and friends: **Bong Jin Cho** (Korea), **Mercedes Barcelon** (Philippines), **Hong Kim** (Korea), **Wang Rong** (China), **Julian Webb** (Australia), and **Richard White** (New Zealand).

Asian Association of Business Incubators (AABI) 10th Assembly

By Julian Webb



The 10th Assembly of AABI was held in Rotorua New Zealand on Monday 12th March. All the AABI members attended with delegations from: Australia, New Zealand, Chinese Taipei, China, Korea, Japan, Singapore, Malaysia and the Philippines.

Highlights of the meeting included:

- o Noting that the secretariat for AABI has moved from Japan to Shanghai.
- o A decision to establish the Asia Pacific Journal of Innovation and Entrepreneurship, under the joint editorship of Benjamin Yuan (Taiwan) and Bong Jin Cho (Korea).
- o Formation of a working party to recommend concrete ways in which the infoDev Asia network can work with AABI.
- o Deciding on the 2007 AABI Incubator of the year award, for November in Taiwan.
- o Consideration of AABI's first newsletter
- o Consideration of capitalizing on existing training events to address member training needs, e.g. the Shanghai forum on Economic Globalization and Business Incubation, September 23-26 2007,
- o Decision that the 11th Assembly will be held in Taiwan from 15 to 17 November 2007 in the Grand Hotel in Kaohsiung.

By the way, anyone who knows New Zealand will not be surprised that the hospitality and food were excellent. For many participants the highlight was either a traditional Maori evening, replete with Haka (war chant/dance) and Hangis (cooking in a pit on hot stones), or a sheep and shearing exhibition (as an Aussie I have seen many of these but this was the best ever, even down to simultaneous translation. Well done New Zealand.

More Networking

The following short reports on upcoming conferences and networking events only can provide a spotlight on the wide range of business incubation activities around the globe.

SPICE Group since many years is providing information about important events including links to more details and registration on its website (www.spice-group.net). But there are also other possibilities for accessing this information. The iDISC website of infoDev is not only providing tools and templates for business incubators, but also information about the regional networks of infoDev and the events planned. It is worth having a look at this website (<http://idisc.infodev.org/en/index.html>) – and at the same time think if additional information should be uploaded. In case you have a tool or template, a research report or incubator statistics, a “good practice” or case study you feel important to place on the iDISC website, please contact spice@spice-group.net

The 4th MENA^{inc} Workshop: Tunis, Tunisia, May 23-24, 2007

The Elgazala Technopark, Tunis will host the 4th MENA^{inc} Regional Business Incubation Workshop. Organised jointly by the Elgazala Technopark in Tunis and the Focal Point of the MENA^{inc} Network in Bahrain this workshop will bring together business incubators from the MENA region (Middle East and North Africa) to work on the Action Plan of this network. Supported by infoDev (<http://infodev.org/en/index.html>) this project will develop the basis for intensifying business incubation in the region for contributing to the development of innovation and entrepreneurship in the MENA countries. Main topics of this workshop will be

- Create and raise awareness for the importance of business incubation / Promotion of innovation and entrepreneurship
- Strengthen exchange of information and experience to widen the knowledge base on business incubation
- Training and technical assistance to incubators to enhance capabilities of business incubators and improve services for clients

All business incubators and technology parks of the MENA region are invited to participate, join the network, and take part in structuring the future work of MENA^{inc}. The number of participants is limited. The first step to attend is registering on the website http://www.elgazalacom.nat.tn/POLE_INTERNET/servlet/InternetServices?action=getnew_applet&id=82 After that further information will be provided if the applicant could be admitted.

The 5th MENA^{inc} Workshop: Manama, Bahrain, September 2007

For the first week of September the MENA^{inc} network is planning to hold an international conference and workshop in Bahrain. This event will have a focus on the MENA region, but it is open to all business incubators, technology parks and their stakeholders. Main topics of this event will be “Financing innovative and technology based start-up enterprises and their growth”, “Financing SME support and regional economic development systems” and “Innovation and entrepreneurship in regional economic development: incubator business models, performance monitoring and impact assessment”.

Mark your calendar for this event. More information will be made available on the website <http://idisc.infodev.org/en/index.html>

Latin American and Caribbean Meeting of Business Incubators, July 25 – 26, 2007 in Santiago, Chile

This event - supported by infoDev – is organized in the framework of RedLAC (Latin-American and Caribbean Network of Business Incubators) promoted by Brazil's ANPROTEC, Argentina's AIPyPT, PERUINCUBA, and Uruguay's URUNOVA, besides CHILEINCUBA, the event organizer. It aims at fostering knowledge and experience exchange about enterprise creation and entrepreneurship within Latin-America. This event - supported by infoDev – is organized in the framework of RedLAC (Latin-American and Caribbean Network of Business Incubators) promoted by Brazil's ANPROTEC, Argentina's AIPyPT, PERUINCUBA, and Uruguay's URUNOVA, besides CHILEINCUBA, the event organizer. It aims at fostering the knowledge and experience exchange about enterprise creation and entrepreneurship within Latin-America, as regards to policy and public programs organization's management models and results, human capital development, related industries in the entrepreneurship

environment and services provided to entrepreneurs. Besides, the event will provide the opportunity to consolidate and project the RedLAC's work by means of the development of an strategic action plan for the network, to make it sustainable over time.

More information: Alvaro Bustos, Chileincuba, Email: abustos@innova.cl

BATLIC DYNAMICS 2007 in Riga, Latvia, September 13 – 26, 2006

The Baltic States (Estonia, Latvia, and Lithuania) did not only establish national associations of business incubators and technology parks. At the same time, more than a decade ago, they joined for BASTIC, the Baltic Association of Science and Technology Parks and Innovation centers and decided to hold their annual conferences together – rotation between the three Capitals Tallinn, Riga, and Vilnius.. In September this year BASTIC will hold its **12th Annual Conference in Riga, Latvia** with a rich program covering topics like innovation and technology transfer, university-industry cooperation; national innovation strategies; network cooperation; international cooperation of knowledge-based companies, strengthening competitiveness of technology-based companies, and best practice in business incubation. This conference has gained increasing importance as a meeting place for professional active in innovation and entrepreneurship support – not only for the countries around the Baltic Sea but with a European touch. More information <http://www.innovation.lv/ino2/eng/>

Shanghai Forum on Economic Globalization and Business Incubation, September 23-26, 2007

The Asian Association of Business Incubation (AABI) and Shanghai International Business Incubator (SHIBI) will hold the Forum on Economic Globalization and Business Incubation in Deepening International Cooperation in Shanghai.

Globalization has led to rapid economic growth in Asia particularly in China. Technology Entrepreneurs and SMEs have played an important role in technology innovation through creating new products and services, they will be crucial to future development. Shanghai has become the leading business city and a window in China and a focal point for incubators..

To become truly successful, enterprises must be able to compete globally both in the product markets and in the markets for talent and capital. While it is difficult for an incubator based in one country or region to provide the necessary experience and expertise to support the global development of an incubatee, so it is necessary to have an effective international network of incubators to provide the internationalized services. the Forum on Economic Globalization and Business Incubation °Deepening International Cooperation is held to promote the exchange of experience between incubators from different countries.

More information www.sibiforum.org

Forum on Entrepreneurship Research

In cooperation with the universities in Eindhoven (Netherlands), Leuven (Belgium), and Aachen (Germany) the “Foerderkreis Gruendungs-Forschung e.V.“ (Promotion Group for Start-up Research) is organizing the “11th Interdisciplinary Conference on Start-Up Research“ in Aachen, November 8-9, 2007. At this conference – this year first time with a track n English – thematic workshops will present and discuss research results and development of research on entrepreneurship. The spectrum of topics covers all entrepreneurship related issues, for example “pre start-up”, “technology based start-ups”, “academic spin-offs”, “family businesses”, “Corporate Entrepreneurship”, “Business Success Factors”, and “Social and Cultural Entrepreneurship”. The full spectrum of topics as well as more information about the conference is available on website www.g-forum.de A call for papers has been issued and proposals can be made through the website www.gforum2007.de until June 24, 2007. At the G-Forum also the “Award for Entrepreneurship Research” of the publishing company “Verlag für die Deutsche Wirtschaft“ and the “FGF Study Award“ will be presented.

New in SPICA Directory Online

During recent weeks SPICA Directory Online (www.spica-directory.net) experienced further development. New countries could be added and information about business incubators in countries already listed could be updated. For example, thanks to the support of **Sergej Miloshevski**, SPICE Boy since the early days of our network – the presentation of business incubators in Macedonia was completely actualized. A good example for other members! Remember: SPICA Directory Online has been started at the World Conference on Business Incubation in Rio de Janeiro as a **joint activity of (almost) all business incubation associations** that existed at that time. Collecting the data one time is a “certain effort” – keeping information up-to-date is a never ending task. We encourage all associations to care about updating information about business incubators in their country. Only actual information provides the information that is necessary for good public relations. **SPICA Directory Online now offers the possibility for registered users to update their own information directly through the website.**

For any question or comment please contact Email update@spica-directory.net



INSME 3rd Anniversary

INSME, which was set up as a non profit international Association on February 18, 2004, initially founded by organisations from Italy, Romania, Spain and Switzerland now already can celebrate its third anniversary. Since 2004, the Network has grown up to 82 Members and now represents a multi-stakeholder and multicultural community of economic players building relationships and partnerships to help Small and Medium-sized Enterprises (SMEs) compete and thrive globally through innovation and knowledge.

Through the INSME newsletter and networking activities the network has contributed to stimulating the creation of linkages among “the right people at the right time on the right topic”, fostering identification of common priorities and common tools to solve common problems; setting up joint project proposals raising funding together; and building a bridge between the public and public sector promoting a shared vision and a shared approach on the governance of innovation challenges

Contact: Ms. Simona Marzetti, SME Association Secretary General, Email marzetti@ipi.it

Views & Facts

Korea

By Yongsam Lee

FOR SPICE UPDATE FROM KOBIA, REPUBLIC OF KOREA

The Entrepreneur Korea Festival 2006 was held from November 22nd to 24th for three consecutive days at KINTEX, Seoul nearby convention centre. Over 190 incubating companies as well as incubation supporters participated in the convention, after a series of competitions in each area such as incubating companies, supporting institutions, and college start-up clubs. Among these groups, 33 incubating companies and 14 supporters were finally selected to be awarded. Chirogenix, a bio company, has won the presidential award of Korea. The convention was also accompanied by a special speech on incubation, CEO networking program, business incubation forum, and investor's relation. The gallery estimate totaled over 18,000 and as a special session, robot football



tion was held. The Festival is held each year and this year will be on November 15th to 17th, at COEX, Seoul. KOBIA, Korean Business Incubation Association, is currently finalizing the detailed plans for 2007. This year will be another challenge for KOBIA herself, and will be focusing on strengthening technology startup promotion/growth support, enhancing incubation supporters' ability, and expanding home and abroad cooperation network such as Kauffman Foundation in the USA. This year's

supporting incubation businesses successfully build up their marketing infrastructure; branding, developing online/offline markets, and promotion. Encouraging news came from New Zealand, where the 10th General Assembly of the Asian Association of Business Incubation (AABI) was held in March 2007. The Korean Advanced Institute of Science and Technology (KAIST) received the AABI Incubator of the Year 2007. The 13th General Assembly for the year 2008 is expected to be held in Korea, possibly with The Entrepreneur Korea Festival 2007. Contact: Kyung Lee, Director, KOBIA, klee@kobias.or.kr

China

Expand Your Business First Training Course held in TWBI

By Li Guihuan

The Tianjin Women's Business Incubator held first time the "Expand Your Business" (EYB) training. This is a classical course for developing small and medium-sized enterprises that will achieve strategic direction from this training. EYB is the highest Stage of SIYB enterprise management founded by ILO (International Labor Organization) under the United Nations.

Since it founded in Oct. 2000, Tianjin Women's Business Incubator (TWBI) has successfully incubated 71 enterprises, which are micro- enterprises in original, and now has entered a new era of development. In this stage, many enterprises confront with the discrepancy between the rapid development and limitation of the managers' abilities. In order to meet the enterprises' needs, TWBI presented EYB training courses to SMEs in November, 2006. Ms. Wang Zhiqiu, the chairman of Tianjin Women's Federation, attended the training ceremony and gave an address. Mr. Li Hongyi, the manager of consulting & training department in Tianjin Entrepreneurs' Association, Ms. Sun Mei, the assistant director of Hongqiao Technology Trade Development Industrial Park, and Ms. Li Guihuan, the director of TWBI, were three training teachers.

The purpose of this EYB training is to help the enterprises getting into sustainable development by training female entrepreneurs. TWBI selected 15 trainees from more than 20 enterprisers to attend the classes. EYB is not only training, but is also contains half-year tracking consultant. During these five-day courses, specialists gave lessons by integrating theory with practice. With TWBI support, the trainees had an opportunity to communicate with the managers from financial institutions and SMEs Guarantee Centre. By the end of this training, every trainee could set up strategic chart to make a project design according to the truth of her own business. All the courses came to a successful conclusion in a good atmosphere.

This report is based on a website information of TWBI: <http://www.tjwbi.com/system/2006/12/08/000154706.shtml>

Germany

Dortmund Technology Park builds new Competence Center

The Technology Park Dortmund (TPD) is one of the most successful business incubation projects in Germany. Started in the year 2004 by "SPICE Boy" Guido Baranowski with a business incubator the TPD at this time hosts XX companies on YY ha of land. Additionally ZZ companies have graduated during operation on the incubator. The site available for further expansion became too small. Therefore TPD already a while ago identified another plot: the site "PHOENIX West", an abandoned mining and steel industry complex, and began preparing the site for new technology based initiative. In June this year construction for the "Center for Production Technologies" (CPT, 5,000 m² of usable space) will begin This center will combine know how from production technology with machine building, electric engineering, and information & communication technologies. Enterprises working in the center will work together on interdisciplinary projects. They also will make use of the experiences gained from the work of the "Center for Robotic and Automation" that works in the Technology Park Dortmund since 2003. The new center will not only provide latest facilities needed for successful work of businesses in the focus technologies – there also is room for expansion: 60.000 m² of land are available for companies growing out off the CPT. But this land is not going to be empty for long. Already now the "iQ Power GmbH" is building a model factory next to the CPT. Dirk Stürmer, project manager for the new Competence Center has reason for being optimistic regarding the success of this 14 million EURO investment. He can choose from a list of applicants that want to move into the CPT – the earlier the better..

Contact: Dirk Stürmer, Email: stuermer@tzdo.de

This year the total prizes in cash and services of the Egypt Business Plan Competition are valued at LE 2 million. This includes a cash prize from Egypt's IT community, a monthly salary for up to one year, incubation facilities at Smart Village, and a one-year program of business management mentorship. Submissions are to focus on innovative communication, information technology and electronic products and services.

New added components to this year's competition: 2007's BPC will have a different stronger impact on the region. The new creative ideas that are to be concluded from our participants will help generate a new additional fast growing developmental wave to Egypt IT community.

- The first winner will have a monetary prize of 250,000 L.E with 150,000 for the second winner and 75,000 L.E for the third.
- The first three winners are secured with three incubators in the smart village.
- The three winners will receive a monthly salary of maximum 25,000 L.E for one year, offered by UNDP
- Two of the three winners will have a one-year program offered from ITWORX on How to Manage a Business.
- The training workshops for BP writing and Presentation skills workshops are at AUC
- This year the participants in these workshops will have a Completion Certificate from the AUC, which is an official guarantee that they have taken these course and succeed in their completion
- The monetary prizes are doubled to ensure winners the best financial support to make their projects come to reality.
- The media campaign is very heavy in order to raise more awareness about the competition and its effect and contribution.

Contact: Ahmad Gomaa, Ideaveloper, Pyramids Smart Village, Egypt, Email: ahmad@ideavelopers.com

The Egypt Ministry of Information Technology and Communication has an Incubation Center with 8 teams which have been selected from winners of the latest Business Plan Competition that is held by the Technology Development Fund. Of the eight teams three have currently converted to companies and have secured financing. The remaining group includes a couple of companies and three other team yet to establish companies. They are expected to move out of the center during 2007 as independent companies and other teams to fill in their spaces at the incubation center

The Technology Development Fund invests in early stage and start up with a LE 50 million fund that now is fully invested in 10 companies. The Fund operates very similar to the incubator "without walls" and provides for the Fund's portfolio companies, funding , legal services public relations services including web design, and if required accounting and audit services, business consulting or trade show organization. The ten companies currently in the Fund are active in ITC technologies:

Advanced Smart Cards (ASC manufactures a wide variety of plastic cards, with over 25 million smart cards, 15 million scratch cards and numerous other printing and magnetic cards in the Egyptian market. Founded in 2004, the company's client list includes large customers such as Telecom Egypt, and is the main supplier for the e-government food subsidy cards automation program.

Allied Soft Egypt offers business process outsourcing services internationally in medical transcription, data collection, archiving, and processing. The company seeks to expand further internationally as an offshore supplier to the United States and Europe.

Coltec is a leading provider of Arabic language processing tools. The sole provider of such tools to Microsoft, Coltec's bi-directional dictionaries and grammar checker are integrated within the Office suite. Its products are used by large IT vendors to support existing offerings and by intelligence agencies for optimal searching of Arabic text.

EngNet, formed in 2004, already has an eye the engineering community globally. EngNet enables communication among researchers, publishers, e-learning companies and industry, focusing on device modeling for microwave and optical domains.

OpenCraft provides technical consulting and open source development and became an authority in the regional open source market. It develops business applications such as customer relationship management or content and document management.

OstazOnline is a virtual, interactive classroom for students from K4 to K12 studying the Egyptian curriculum. All subjects have been developed professionally in both Arabic and English. Founded in 2004, the company is pursuing regional partnerships.

Research & Development International produces multimedia and voice technologies in Arabic. The company, founded in 1993, has grown extensively, with offices in Saudi Arabia and the UAE and is expanding internationally in Europe and the US.

Smart Cards Application specializes in turn-key e-government solutions, from business analysis and smart chip development to training, point-of-sale setup, risk management, and ongoing operations and reporting.

Smart Wireless Systems, founded on 2003, offers integrated circuit design services, turn-key chip design and manufacturing. It is also building a databank of analog mixed-signal and design solutions for application-specific integrated circuits.

Flat World, founded in 2006, provides business process outsourcing for engineering purposes, in areas as computer-aided design (CAD), architectural designs, and drafting. The company was established in the US with the service delivery platform in Egypt.

Contact: Ahmad Gomaa, Ideaveloper, Pyramids Smart Village, Egypt, Email: ahmad@ideavelopers.com

The Kharkov Technology Center participated in the Information Day devoted to the 1st Call of the European Union Framework Program FP7 held in Brussels in February this year. Kharkov Technologies representatives were invited to participate in this event as partners of the BOOST-IT project that is being implemented by the consortium of six European countries: Portugal, Israel, Slovenia, Poland, Croatia, and Ukraine. The Project is aimed at creating awareness among the local SMEs towards the opportunities of FP7, and to train and assist them to fully benefit from those opportunities.

Also in February Kharkov Technology Center jointly with the intergovernmental organization Science and Technology Center of Ukraine launched the scaled training project "Technology Management: Commercialization of Scientific Activities in Research and Development Institutions". Within the framework of this Project it is planned to train 35 specialists of the National Academy of Sciences of Ukraine who are intended to take positions of innovation managers in their organizations after passing the training course.

Already in December 2006 the Ceremony of Awarding the Winners of the 3rd Ukrainian Popular Science Article Competition and Scientific Photograph Competition for the year 2006 took place in Kiev in the Big Conference Hall of the National Academy of Sciences. The Competition was organized by the Kharkov Technologies Center and the National Academy of Sciences of Ukraine and was aimed at popularization of achievements of the domestic science, attraction of public attention to its problems and prospects of further development.

Contact: Inna Gagauz, Email: gagauz@isc.kharkov.com

Ukraine *Technology transfer for start-up generation*

A Partnership between Center of Small Business Development Kharkov Technologies, Ukraine and INOVAMAIS S.A, Portugal has been established to promote cooperation aimed at improving the supplying technological innovation services, technology transfer between research and market, promoting the creation of start-up companies, as well as promoting technological research in the scope of national and European programs. The objectives of this partnership are: to identify ideas that can generate start-up companies as well proposals to the EC FP7 program. Intensify the activity of technology and knowledge transfer from Ukraine to the European Union in the scope of research projects to be submitted to community and/or national programs or through the establishment of business agreements on technology transfer

Contact: Inna Gagauz, Email: gagauz@isc.kharkov.com

Ukraine *Cooperation in Business Education*

In June 2007 the Center "Kharkov Technologies" will hold an International Workshop "Business Education and Training Programs in the ECA-region Countries: TC Net" as part of the infoDev initiative for the creation of a network of business and innovation support organizations, in particular a network of training centers (TC NET), in the countries of Eastern Europe and Central Asia. The main goals of the Workshop are:

- initiating business education activities,
- assisting the development of contacts between network participants,
- creating conditions for long-term and sustainable cooperation and knowledge exchange (methods, training programs, etc.),
- introduction of ICT into TC NET activities.

Contact: Nadia Yefimova, email: nadia@isc.kharkov.com

Macedonia *Business Incubators in the country – SDO updated*

By Sergej Milosevski

In Macedonia at this time four business incubators are active: The Incubator Delcevo (metoinku@mt.net.mk), the Incubator "Turtel" Shtip (tink@mt.net.mk), the Incubator "Biljana" Prilep, the Incubator Sasa (tveselenovska@yahoo.com), the Deni Incubator Veles (inkubatorveles@mt.net.mk), the Gica Incubator Ohrid (gica@mt.net.mk), and the Inkubator Strumica (inkubatorsr@mt.net.mk). The data about these incubators in SPICA Directory Online have been recently updated and are available for registered users on the website www.spica-directory.net.

Two more business incubators are in a phase of being established: Business Start-up Center Bitola which was formed with financial and experts assistance from the Academic Training Association (ATA) – Amsterdam, Holland and the Youth Entrepreneurial Service – Business Incubator which is being attained with SOROS Foundation - Open Society Macedonia donation.

Contact: Sergej Milosevski

Macedonia *Ss. Cyril and Methodius Business Start-Up Centre*

Ss. Cyril and Methodius Business Start-Up Centre was established in April 2006 with support of Austrian Development Agency. It has three full-time employees. Main aims of UKIM-BSC are:

- To become a business start-up centre at the University Ss. Cyril and Methodius, that will serve as a creative incubator of innovative technology based and service oriented solutions;
- To improve the entrepreneurial spirit among students, recent graduates and UKIM-staff through entrepreneurial training, and to increase the practical business skills of the students and graduates in order to run their own businesses;
- To improve and strengthen the entrepreneurial knowledge and experimental methods in most of the curricula at UKIM (cross-curricular approaches).
- To foster economic development through networking activities among new established companies, focusing on SEE regional Private Sector Development cooperation and EU economic integration.

UKIM-BSC currently is providing young people with entrepreneurial training, organising wide business plan competitions, and in the mid-May first companies will be established. Before the end of 2007 more then 10 companies will work in the Centre.

Recently UKIM-BSC won tender for prequalification of the officers from Macedonian Ministry of defence and entrepreneurial and management training is on-going. At this stage UKIM-BSC type of organization is just Business Start-Up Centre. Next phase is to build space for at least 20 tenants and to become an incubator Centre, and then to grow/joint to technology park after 2009 with few other Centers of excellence in Skopje area.

Contact: Radmil Polenakovik, email radepole@mf.edu.mk

Bosnia Herzegovina**Network of SME Consultants and Trainers**

As part of an EU project in Bosnia-Herzegovina a nation-wide network of consultants and trainers in small and medium sized enterprise development has been formed. This network is open to interested parties from other countries that already are included. SPICE Boy Karl-Heinz Jach is working in this project and also maintains intensive links with German institutions active in the field of business incubation and SME development. The network since end of 2006 is organized as the EU TAC Association (www.eu-tac.eu) that brings together already 60 EU certified consultants and trainers. A conference on „Industrial Zones in Sarajevo Region“ held earlier this year in Sarajevo helped much raising awareness for the needs and impact of small business development in the country

The next activity focus of the EU project is developing and strengthening the infrastructure for small businesses in Bosnia-Herzegovina. A few business incubators are in early stages of development – for example the Business Innovation and Technology Center in Tuzla (www.bit.ba) and at least 3 technology centers are in preparation. During this year the future managers of these initiatives will be trained. Contact: Karl - Heinz Jach, Email khjach@lol.ba

MENA**Dubai conference - Enterprise Financing Network (EFN)**

The MENA-OECD Enterprise Financing Network (EFN) is a private sector activity of the MENA-OECD Investment Program dedicated to enhancing growth and job creation in the MENA region. The EFN aims to improve the conditions for innovative entrepreneurship by creating a platform to connect entrepreneurs, financiers, research bodies and policymakers. During a meeting hosted by the Dubai International Financial Center (DIFC) in March 2007 the challenges facing entrepreneurs in MENA countries were discussed: the diversification challenge, the innovation challenge and the financing challenge/gap. Participants in the MENA-OECD EFN welcomed the creation of the network thanking Her Excellency Sheikha Lubna al Qasimi for her patronage of the conference and the DIFC for hosting the conference. Addressing some of the key challenges the conference adopted a Declaration:

Taking into account national conditions and drawing upon existing instruments and good practices developed by countries within and outside the MENA region the conference participants expressed support for taking the following steps

- **Address** the shared responsibility for public and private sectors and facilitate information exchange between government action and private sector initiatives on innovative entrepreneurship and enhancement of financing conditions;
- **Improve** the collection and dissemination of data related to enterprise financing through various instruments (bank credit, fixed income instruments, capital markets, venture capital, private equity, etc.);
- **Establish** linkages between financiers, namely venture capital and private equity, business angels and science and technology associations, entrepreneurs, and other actors in the entrepreneurship value chain in order to bridge the financing gap;

Governments are invited to **provide** support to governments wishing to develop instruments to bridge specific gaps to innovative enterprises; **encourage** the development of capital markets; **consider** supporting SMEs with fiscal and non-fiscal incentive schemes; **evaluate** their insolvency frameworks in order to facilitate corporate borrowing as well as issuance for financing; **review** the legal framework with respect to innovation and financing conditions.

Private sector/incubators are invited to **participate** and support the EFN as a key initiative to reduce the financing gap; **make efforts** to increase the entrepreneurs' awareness of financing tools; **provide** training to entrepreneurs; **consider** the specific difficulties in obtaining financing for women entrepreneurs; **support** the establishment and use of business incubators; **foster** links between universities, R&D centers, science & technology parks, business incubators and entrepreneurs.

Enterprise Financing Network will **support** the analysis to be undertaken by the MENA-OECD EFN on how to address the financing gap/innovation challenges; **survey** framework conditions relating to the operation of private equity and venture capital; **develop** a blueprint for successful enterprise funds drawing on best practice from MENA and OECD countries; **encourage** the establishment of a regional institute for entrepreneurial finance.

For the full declaration, please contact: Ahmed Gomaa, Email ahmad@idevelopers.com

Libya**ELITE on the move**

By Uwe Seidel

To stimulate innovation and to improve the competitiveness of the national industry, the Libyan General People's Committee for Manpower, Vocational Training and Education and the National Bureau for Research & Development decided to start the national initiative called ELITE. The ELITE project aims to establish a set of incubators focused on key industrial sectors. The project was launched in Mid 2006. Mechanical Processing, Biotechnology, ICT, Oil & Gas, Solar Energy, Optic Industry, Building Construction, Food Industry, Agriculture & Fishing, Transportation and Electronics have been chosen as target industries with strategic importance for the industrial and scientific development in Libya. So far, it has been decided to establish four incubators located in Tripoli, Benghazi and Sabha, with the first one to be opened in the second quarter of 2007.

The ELITE project is clearly intended to contribute to the development of the private SME sector in Libya. The incubators will focus on supporting existing SME as well as on stimulating the creation of new companies and Entrepreneurship in general. Business support services and training workshops in defined areas will be offered to participating companies and entrepreneurs. Several learning modules in the project are targeted especially towards the incubator staff and the prospected trainers to provide them with the necessary soft skills and methods to support SME in the best possible way. According to ELITE Program Director, Eng. Mohamed Alaswad, this initiative is the golden opportunity to change the philosophy of Entrepreneurship in Libya. It seeks to motivate especially the skilled and educated young generation of Libya to become entrepreneurs and to start their own business. More information is available at <http://www.eliteproject.net>. Contact: Uwe Seidel, Email: seidel@eliteproject.net

New members – Welcome to the network



Ingrid Rosten currently is Executive Director of CleanStart (clean energy) and the McClellan Technology Incubator (MTI) (technology). CleanStart, a California clean energy initiative, developed the PowerUP! Business Plan Competition and stimulates early stage companies to provide next generation clean, renewable and efficient energy technology. Over 60 clean energy firms have been located. MTI provides incubation space and The Great Start Mentorship Program providing acceleration services to local and relocating firms to the Capital Corridor Region of California.

Ingrid was co-founder and Managing Director of the International Business Incubator - Silicon Valley, located in San José, California from 1995 - 2005. She pioneered the first international business incubator and receives global recognition. In the latter years she spent time supporting the development of foreign government incubators/centers affiliated with the IBI. She oversaw the Center for International Visitors, a State Department sponsored program. During her time with IBI the economic impact was substantial: 603 international businesses established; 2,546 jobs created 25,451 visiting international delegates received; 246 student internships managed; \$2.5M+ in investment received; \$ 89,649,672. in estimated spending by inbound companies. Ingrid assisted in founding several foreign-government funded centers and has managed approximately 300 training and delegation programs from proposal to departure.

Prior to the creation of the IBI, Ingrid was a key member of the team that created nationwide business and engineering exchange programs for Hewlett Packard.



Steven Giddings has over 20 years of business experience and has worked in various large firms before establishing a start-up company in the coffee industry five years ago. In allocating part of his time to consulting, he is currently the Regional Facilitator for Africa in the Incubator Initiative of infoDev (World Bank). Prior to this, he was interim CEO of a European Union funded incubator supporting the incubation of innovation focused entrepreneurs and more recently he has consulted on the development of a “Women in Construction” incubator for the World Bank and a construction incubator being established by the largest construction company in Africa. He was also a member of a team that assessed the impact of incubation in developing countries across the globe (Africa, Asia, Eastern Europe, South America and the Middle East).

He served two terms as an elected executive committee member of the South African Business and Industry Incubator Association, presented incubator management and marketing courses in Iran and South Africa, and has recently contributed a chapter on “Marketing dynamics in Incubators” in a book published by SEBRAE (the Brazilian Small Enterprise Agency).

Other consulting roles have included being the strategy consultant to the Advanced Manufacturing Technology Strategy, a South African government mandated strategy to facilitate the development of the technological base of the manufacturing sector in South Africa; and project manager of a confidential South African Cabinet directed study into transport fuels technology and options for South Africa to reduce its dependency on imported oil; undertaking a review of economic development opportunities within the Nacala Spatial Development Initiative in Malawi for the South African/Malawian governments.

He has an M.Sc from the University of Pretoria and an MBA (Strategic Marketing) from the University of Hull, United Kingdom



Radmil Polenakovik is Director of the Ss. Cyril and Methodius University Business Start-up Centre in Skopje, Macedonia. He holds PhD in management from Ss. Cyril and Methodius University in Skopje, Macedonia and is professor at Faculty of Mechanical Engineering where is teaching Human Resource Management, Ergonomics, Entrepreneurship and Small Business Management, Business Logistics on graduate and post-graduate studies. He published more than 100 papers, reports, articles in Macedonian and international Journals, conferences, symposiums, etc. Polenakovik is a member of Institute of Industrial Engineers, USA, Macedonian organization for improving quality, EPCEM, Nederland; Association of Production and Industrial Engineers, Macedonia; Editorial board of Entrepreneurial Monthly Magazine “ESNAF”, Skopje, Macedonia; SEEPT (South East European Network for Promotion of Entrepreneurial Thinking in Higher Education); SEERC-L (BLO) South East European Research Centre – Logistics

Besides in Macedonia he was educated at North-western University – Evanston, USA; Arizona State University, Tempe, USA; University of Stuttgart, Germany; Denmark Technical University, Lyngby, Denmark; City College – Sheffield University, Thessaloniki, Greece, etc. Polenakovik established and now is leading University Business Start-Up Centre. His plans are to transform the Business Start-Up Centre into Incubator Centre, and later into HI-Tech Technology Park

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And finally...

Networking for supporting innovation and entrepreneurship is intensifying on and across all continents with a growing number of active participants. “Globalization” is one of the driving forces for the increasing understanding that international cooperation is key to competitiveness and successful economic development – from the perspective of an individual enterprise as well as looking at national economies – in industrialized as well as in developing countries. The members of SPICE Group are taking an active role in promoting this cooperation by fostering the exchange of information and experience, building new and strengthening existing links, and exploring new ways and patterns of cooperation. Initiatives and proposals from members & friends always are welcome

Looking forward to hearing from you

Heinz Fiedler & Larisa Brovarska