



UPDATE No. 79

For members only

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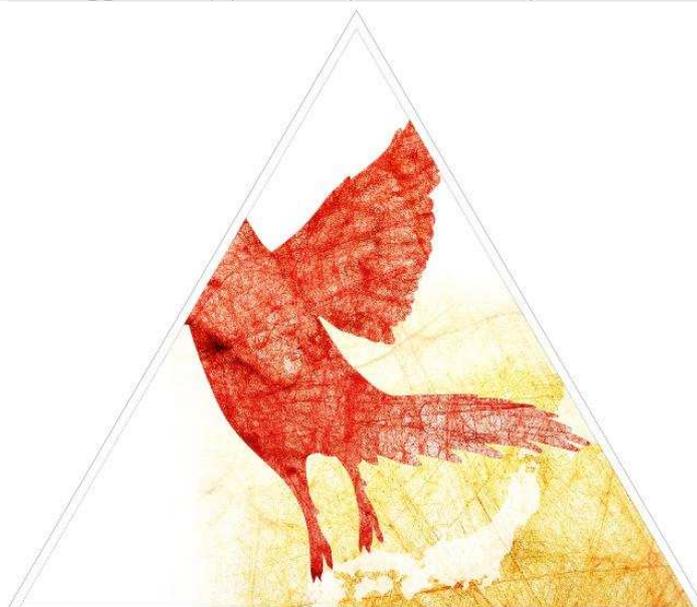
Dear Member,

The virtual world is informative and exciting – the real world even more. This is why we will bring the SPICE Art Ball to Skopje, Macedonia, May 8 - 10 for exhibiting this globe of innovation at the first international business incubation conference in this country (for more details: see page 8). At this conference we also will organize a SPICE Meeting discussing important topics: National Innovation Programs” and “Start-up

Financing”. For both topics experiences guests will attend the meeting and provide input for discussion.

This event is just one example for the numerous important conferences and workshops having been scheduled for the next months. It is not easy to keep track – the events website of SPICE Group tries to help in this matter: www.spice-group.net/events and the “news” section provides more information and background www.spice-group.net/actual

Next opportunity for seeing and touching the real SPICE Art Ball



The next opportunity to see the **SPICE Art Ball** will be offered at the “**International Conference for Entrepreneurship, Innovation and Regional Development**” to be held May 8 -10, 2008, in Skopje & Ohrid, Macedonia. At this event the **133rd SPICE Meeting** will be held focusing on National Innovation Policies and Start-up Financing.

The presentation of the SPICE Art Ball also is one more opportunity for those who did not yet prepare a triangle painting to place their country on this globe of innovation. Such paintings are not only displayed on the art ball itself, but also in the brochure that also offers the possibility to market the development of business incubators in the respective country.

In this SPICE Update we continue the series of presentations of triangles for the SPICE Art Ball with a piece of art from Asia. In case you want to see this at larger scale and learn about the story behind”, please visit the art ball website www.art.ball.net where also the other triangles are shown – or come to Macedonia in May and attend the first international business incubator and science park conference in this country and the 133rd SPICE Meeting..

SPICE Art Ball booklet & leaflet

Not only for showing the pieces of triangle art that have been created for the SPICE Art Ball a brochure has been prepared and distributed first time at the art ball presentation in Riga, Latvia. This brochure now also presents the situation of business incubators in the countries that delivered a “national triangle” to this project. This way we offer an unusual channel for marketing the activities of business incubators, a channel that

already has shown its potential. Exhibiting this ball lead to contacts with people who are not the usual “customers” of business incubation initiatives and also offers an opportunity for explaining the needs for innovation and entrepreneurship support as well as the aims and results of business incubators to an audience that needs to be informed – the “general public” or the “taxpayer” – as you like.

New in SPICA Directory Online

The Global Online Directory “SPICA Directory Online” of business incubators, technology parks and their associations is permanently updated. Just as examples for recent additions and developments:

- now **Tanzania** is included in the directory with a business incubator project in Zanzibar that scheduled to open soon

- information about business incubators in **Jordan** has been updated and now provides an actual impression of these initiatives in the country

All incubators and technology parks are invited to present their profile in SPICA Directory Online free of charge. For more information contact update@spica-directory.net

Youth

Children: Technology Entrepreneurs of the Future

The importance of the Youth for innovation and entrepreneurship is much discussed – in Dortmund, Germany a new initiative is now taking care about preparing the children of today for a career in technology and innovation.

The “TechnologyCenterDortmund” (TZD) that began as a business incubator in 1984 has developed to a highly successful regional cluster of innovative entrepreneurship – now with business incubation in twelve technology specific centers from automation, micro-structure technologies, and biotechnologies to production and software technologies. Now another component is focusing on children: the “KITZ.do” (Children and Youth



Technology Center) after a testing period since autumn 2007 has entered its operational phase. The new managing director, **Ulrike Martin**, sees the main task of KITZ.do in taking advantage of the natural curiosity of children of all ages – from Kindergarten, schools for helping them to better understand science and technology and preparing them for their future. “Children are the scientists of tomorrow”, Mrs. Martin says,” and we help



them preparing to meet the challenges of the future”.The main supporters of KITZ.do are the “Association Innovative School Dortmund”, the Economic Development Agency Dortmund, and the TZD.

Contact: Ulrike.martin@stadt.do.de

Guido Baranowski, since the very beginning of TZD one of the managing directors of this initiative, welcomes the new center for Children and Youth as an important building block for the future of the City Dortmund and the Region: “Only qualified and motivated talents provide the foundation for meeting the challenges of coming years and generations facing a rapid change in technologies markets, economy, and society at large” .



And KITZ.do is not the only new initiative of TZD. March 7, 2008 was another milestone in the development of this regional innovation hub: the topping-out ceremony of “PHOENIX West” the center for production technologies as the latest addition to the set of business incubation and technology entrepreneurship support activities in Dortmund.

Contact: technobox@tzdo.de or www.tsdo.de

The efficiency of TZD’s activities is illustrated again by one of GmbH” a former client of the incubator recently won the first price of the “German Innovation Award”

Information: www.limo.de

From the Youth for the Youth

Sharek Youth Forum was launched as an initiative of the United Nations Development Program (UNDP) under the Program of Assistance to the Palestinian People (UNDP/PAPP) in 1996. It was supported by the Swiss Development Cooperation (SDC) as well as the Japanese Government and the UNDP. Since its inception as an independent non-governmental organization, Sharek aimed to establish itself as a Palestinian organization outside the framework of UNDP. In mid-2004 this process was completed although the UNDP still plays an advisory role for Sharek.

Sharek Youth Forum is a leading Palestinian organization run by youth and for youth, works to enhance Palestinian society through youth empowerment.

Sharek Youth Forum operates throughout Palestine with the primary goal of creating space for youth to engage themselves as active participants in all sectors of civil society and to participate in the development of local communities. In this way Sharek identifies and serves the key needs and priorities of Palestinian youth. To reach this goal Sharek has established three core programs. The first one, "A Step Forward", aims to empower youth through facilitating their entry into the labor market. "Bridges", Sharek's second program, focuses on establishing services in remote areas of the West Bank and Gaza Strip for child development. Lastly, there is "Partners", a

program devoted to the capacity building of youth organizations and to the support of youth initiatives.

Moreover, in response to the growing difficulties faced by Palestinian youth, Sharek has recently established an "Advocacy Unit" with the purpose of supporting and advocating the plight of Palestinian youth both within Palestinian Society and internationally. Under the umbrella of these programs, Sharek implements a wide range of activities from youth workshops and trainings to projects in the field working with children and other vulnerable groups in need of protection. Furthermore, events, international days and on-going campaigns and initiatives are carried out by Sharek staff and volunteers to advance and build the capacity of the youth sector in Palestine. Sharek is operating in over 20 centers in the West Bank and Gaza Strip and is cooperating in the field with municipalities, village councils, private sector companies, community-based organizations, and youth, women and child organizations for the implementation of its different youth development programs.

Sharek’s Mission is to contribute to the development of youth through designing and implementing creative youth initiatives, programs and projects and supporting youth by giving them the opportunity to determine their needs and have their voices heard.

More: <http://www.sharek.ps/about-us.html>

Women Entrepreneurship

After the first "Special" about women entrepreneurship in SPICE Update No 77 we continue this series here with report about recent developments in Turkey.

EU Project to support Women Entrepreneurship in Turkey

By Krzysztof Zasiadly

In 1991 the Istanbul Technical University started the first Technology Incubator, TEKMER, in Turkey. In total eighteen TEKMERs have been established thanks to the Collaboration Protocols signed between KOSBEB and relevant universities. The first Business Incubator was established by KOSGEB in Zonguldak under the Labour Adjustment Project in 1998. Another six incubators were established under the "Privatisation Social Support Project I - Labour Redeployment Component". Five more incubators are under development as part of the "Privatisation Social Support Project II". Currently 18 Technology Incubators and 12 Business Incubators are operating under the umbrella of KOSGEB. They are part of the overall KOSGEB objective to improve the conditions of SMEs and enhance their competitive capacity by providing financial support and technical and managerial assistance. Two additional private Technology Incubators are operating at Ankara Cyberpark and Sabancı Teknokent in İstanbul. The incubators - besides the general incubations services - channel government sponsored grants, funds and other services both to their tenant firms and to qualifying non-resident firms. Almost all technology incubators are public

organizations run by KOSGEB. Other Incubators are run by Local Service providers supported by the Privatization Social Support Project II funded by the World Bank.

The project "Technical Assistance for Development of Incubation Centers for Supporting Women Entrepreneurship" is the first to target women entrepreneurs through business incubators. Women have undoubtedly a lead role to play towards stimulating Turkey's efforts for economic growth, employment generation and local socio-economic development. Experience gathered by previous programs will be studied and used in the current four project incubators.

It is important to note that the present Technical Assistance Team (TAT) will take into account two significant studies conducted at Sabancı University in İstanbul. The first by Özgecan Koçak and Özge Can compares the present status of Technology Incubators TEKMERs against the Science and Technology Park (STP) in Turkey. The second one by Centindamar Dilek focuses on benchmarking of 11 Business Incubators. Both can be useful for the current project when completed and published.

Contact: K. Zasiadly, krzyzasi@poczta.onet.pl

Turkey

Six Months for Women Incubation in Turkey



Krzysztof Zasiadly who also provided the photos for this report

Six months ago Krzysztof Zasiadly, Vice President of SPICE Group, became Team leader of the EU project "Technical Assistance for Development of Incubation Centres for Supporting Women Entrepreneurship", the first project in Turkey supporting women entrepreneurs through business incubators. The project is managed by a consortium led by EUROCONSULTANTS, Greece. Beneficiary of the EU funding is KOSGEB, Small and Medium Industry Organisation.

During the first six months of this project a women entrepreneurship awareness raising campaign has been conducted including Info Days and Idea Generation sessions. More than 300 women, potential incubator residents were recognized in four incubator sites: Hacibektas, Corum, Kutahya and Pendik/Istanbul. Women showed to be really interested in starting businesses, but are facing a number of problems. Obstacles for starting women businesses in many cases are similar to other countries: lack of starting capital, role of wife and

mother as the primary by the society, lack of childcare, etc. Other impediments are related to all start ups - male and female.

Turkish Government and local communities are more and more committed to women entrepreneurship. This tendency is supported by EU, World Bank and other programs.

Renovation of the Business Incubator facilities will be completed in March 2008 and the first residents are expected in April. Till the end of 2008 Krzysztof's

project expects to host 80 enterprises in self sustainable incubators. It needs additional financing from local and other sources.

Contact: K. Zasiadly, krzyzasi@poczta.onet.pl



Fevziçakmak Mh. Erzincan Cd. No:98 (Fevzi Çakmak Bölge Parkı Karşısı) , Pendik/ İstanbul



Coffee break discussion with Members of Turkish Parliament



InfoDays Pendik: Member of Parliament (R), Mayor of Pendik (M) and head of Finance & Contracts Unit



Group work during Idea Generation





The following is a very brief summary of a report compiled by Necla Haliloglu. Members interested can obtain the full report from the author (see contact) or the SPICE Secretariat.

There is a growing awareness in Turkey for the importance of small enterprises and therefore for business Incubators. In Turkey, although comparatively small in number, have emerged as a viable tool to assist new business development.

KOSGEB (The National Agency for Small Business Development) has undertaken a pioneering role in the establishment of incubators with public funds in Turkey. KOSGEB incubators have been established in co-operation with universities or as independent private entities (the report contains a list of all incubators). Technology incubators are financially supported by KOSGEB for their investment and operating costs as required by the technology development mission of KOSGEB.

The main **stakeholders** of incubators are local authorities and local business associations. Public funds are used for leveraging local potential and resources. Most of the incubator premises have been acquired at no cost as a contribution from the local community (from public or private agencies). The owners (incubator companies) must present their commitment and give evidence of long term viability of the incubator in their business plans.

For **financing the incubators** KOSGEB in addition to its own funds has used World Bank (WB) and EU funds to set up the business incubators. These two institutions have different approaches regarding the eligible costs and the way these costs are covered by their funds. Financing under the World Bank Project takes into account the operating income of the incubators, and the difference between expenditures and incomes forms the basis for financing (the project budget). This budget is transferred to the incubator in the form of monthly payments during the life of the project. Under the EU Project, the expenditures are covered by project funds after the selection of contractors by a central body (the National Finance and Contacting Unit).

Sustainability has mainly two dimensions: institutional and financial. The WB and EU Projects in the report are evaluated separately. To ensure institutional sustainability, the “WB incubators” are organized as local private entities owned by local

stakeholders, the legal status being an association or a company. The business plans of candidate owners are evaluated very carefully and they are assisted in preparing viable offers. Existence of committed stakeholders is always considered an important element in the selection of locations.

For both, WB and EU incubators the two main constraints regarding institutional sustainability are:

1. Attracting qualified managers at the given relatively low salaries offered by the incubators is difficult
2. There is no legislation in Turkey to facilitate the establishment and operation of not-for-profit companies.

An important element of financial sustainability is a realistic business plan and carefully balanced incomes and expenditures. Two of the WB incubators operate in rented premises which presents a difficulty before reaching this balance. Having acquired the buildings at no (or negligible) costs has clearly a positive effect on this balance. These incubators demonstrate good prospects for financial self sufficiency in the short run.

The arguments mentioned above regarding the legal status also apply for the “**EU incubators**”. The EU project doesn’t cover operational costs in the start-up and development phases, but personnel is paid by the project. This is an important contribution, however, it poses the potential future problem for the incubator that has to retain this personnel after the project finance is over. In contrast, in the WB Project the staff are employed by the incubator company and related costs are taken into account in the business plan.

There is no doubt that the International Technical Assistance Team provides valuable know-how and other inputs for the project and assist the incubators to prepare plans for future sustainability. Financial support in both the WB and EU projects will be finished at the end of 2008 and the prospects that sustainability can be reached are positive. . The outputs (achieved and envisaged) clearly demonstrate that incubators are a cost-effective solution for enterprise and job creation in Turkey.

Contact: Necla Haliloglu nhaliloglu@gmail.com

World Bank Group And Turkey Launch New Strategy Of Partnership

World Bank Group initiated a new Country Partnership Strategy (CPS) with Turkey for 2008-2011. During this period the strategy anticipates World Bank financing for programs of the Turkish government, or guarantee by the government, up to US\$ 6.2 billion. In addition it provides for financing of private sector investments by the International Finance Corporation (IFC) and scope for guarantees against non-commercial risks from the Multilateral Investment Guarantee Agency (MIGA).

The Bank Group’s partnership strategy with Turkey is grounded in Turkey’s own development agenda, the 9th Development Plan. The goal of the strategy is to contribute to improving the lives and opportunities for all Turkish people so Turkey approaches, over time, the levels of income and development in other OECD countries and in the EU.

Turkey’s priorities will drive the program of Bank Group support. The partnership will build on Turkey’s sound macroeconomic framework and will focus in three areas:

- Improved competitiveness and employment opportunities including a favorable business environment and broader access to credit for small and medium enterprises; increased competitiveness of Turkish exporters;
- Measures to secure a reliable and efficient supply of energy and strengthen infrastructure; and
- More and better jobs, including for young people and for both men and women.

“Turkey has a growing role as an important regional economic power. IFC will provide financing for Turkish companies to invest in less developed countries in the region”, says Shahbaz Mavaddat, IFC Director for Southern Europe and Central Asia region. Focuses of the project activities will be:

- Equitable human and social development including the completion of social security and health insurance reform; the ongoing transformation of Turkey’s health system; the further expansion and improvement in the quality of educa-

Continued: World Bank Group And Turkey

tion and social inclusion and welfare policies to support the disadvantaged and vulnerable people in Turkey.

- Efficient provision of high quality public services including the continuing modernization of Turkey's management of public spending and financing; strengthening judicial services; investments in municipal infrastructure.

Turkey's projects that the World Bank Group supported under the country strategy for 2003-2007 have already yielded positive results. For example, Turkey has succeeded in improving basic education, including a substantial increase in girls school enrolment. Other results of Turkish projects and programs that the Bank Group helped finance include the structural retrofit-

ing of schools and hospitals to withstand major earthquakes; investments in and credit to private Turkish companies to support innovation, the adoption of technology, and expansion to export markets; targeted assistance to poor families with children to allow children to go to school; and the modernization of agricultural practices and policies.

The new Country Partnership Strategy has been prepared in close partnership with the Turkish authorities, and in consultations with the private sector, civil society and other stakeholders. The World Bank Group invites and welcomes ideas and suggestions from stakeholders throughout Turkey for the implementation of the new strategy.

For further information: <http://www.worldbank.org.tr>

EIF to launch a dedicated investment program in Turkey

The European Investment Fund (EIF), together with the Technology Foundation of Turkey (TTGV), the SME Development Organization of Turkey (KOSGEB) and the public Development Bank of Turkey (TKB) are jointly launching a target EUR 200m dedicated fund of funds and co-investment program in Turkey. Istanbul Venture Capital Initiative, or "iVCi" as the program is known, aims to serve as a catalyst for the development of the private equity industry in this country. iVCi further consolidates EIF's risk capital activities in Turkey.

This fund is seen as a crucial starting point for formation of a risk capital market and culture which will further serve as a means of technology development in Turkey. iVCi is expected to allow to deliver to SMEs in Turkey top quality finance to support them reaching global markets through what has been historically an under-developed asset class in this country. Currently, the majority of institutional investors in Turkish private equity funds are foreign based. iVCi shall provide access for its investors to the increasing number of Turkish private equity players. EIF is expected to invite a small select group of blue chip Turkish and international institutions to participate in this program. The first closing of iVCi took place in Luxembourg in November 2007 at EUR 150m. The official public launch is envisaged in the first quarter of 2008.

The institutions involved in brief:

TTGV founded in 1991 by a number of public institutions, private companies and umbrella organizations and based in Ankara, TTGV is a non-governmental organization whose mission is to support research, technology development and entrepreneurship, and innovation in Turkish industry in order to strengthen its ties with public and private research organizations and to improve its competitiveness on an international scale. TTGV is an investor in private venture funds and operates a fully funded early-stage investment company in Istanbul. Information <http://www.tgv.org.tr/>

KOSGEB, established in 1990, is the public agency tasked with supporting the development of Turkish SMEs through various programs and services. KOSGEB's operations include operation of public incubation centers and joint use technology service centers. Based in Ankara, KOSGEB operates an extensive network of regional offices and centers. Information: <http://www.kosgeb.gov.tr/>

TKB, the Development Bank of Turkey was established in 1975. TKB occupies an important role as a development and investment bank for its contribution to the financing of industry, tourism, education, health and energy sectors. information: <http://www.tkb.com.tr/>

Spain

First National Business Incubation Conference

ANCES and BIC Ciudad Real in collaboration with the Spanish Ministry of Industry, Tourism and Trade, and the Castilla-La Mancha Regional Government, in October 2007 hosted the First National BIC Technicians Conference at the Don Quijote Airport Visitors Centre.

Almost a hundred representatives of the 23 Spanish BICs attended and exchanged knowledge, tools, methodologies and work techniques. The President of ANCES, Mr. **Jesús Casanova** emphasized the importance of such meetings for strengthening the cohesion of different centres teams, and "to generate very important future synergies" and the need to develop "the cooperation among national companies to reach international markets". He underlined the role of BICs in supporting the

News from Spain in English

The Spanish Business and Innovation Centres National Association (ANCES) is publishing its newsletter now in English as well. This makes it easier for the international business incubation community to access information from Spain and also helps to internationalize the business activities

development and diversification of regional economies, and the challenge to successful businesses.

The President of the European Business Innovation Centres Network, EBN, Mr. Luigi Campitelli, emphasized the role of the 170 European BICs and their qualification to access the different national markets: "It has to be considered that the market is neither local, nor regional or national, because it has to be thought globally and to act locally". Lucio Moreno, Ciudad Real Chamber of Commerce Vice-president, put the welcomed the participants and guided the dignities to visit the 23 BICs stands at the exhibition.

Contact: ANCES Jesus Casanova, jesus.casanova@ceei.net



of client firms in Spanish incubators. With following brief abstracts of articles from the newsletter we provide a look into the second edition of ANCES's newsletter that is available from ANCES, Parque Tecnológico, Paterna - Valencia. Spain, Email ances@ances.com, website: www.ances.com

Technology Based Companies Awards

ANCES, The Spanish BICs National Association, celebrated the presentation Awards for Technology-Based Innovative Companies (EIBT) in two categories, the Best EIBT Creation Project and the Best EIBT Business Path Project. Both categories were endowed with a 3.000 euros first prize, and with two second prizes with 1.000 euros each one.

The Best Creation Project Award after a difficult evaluation of the five finalists was given to DROPSENS. DROPSENS, a company that designs, manufactures and commercialises silk screen printed electrochemical devices (electrodes). Also NANOBIO MATTERS that develops, manufactures and

commercialises nanoadditives and nanobioadditives, and NTEC, which develops high value added mobile communications innovating solutions were awarded.

The Best Business Path Award was given to SILIKEN, that develops solutions applicable to renewable energies sector for the activity evolution, changes and improvements in their products or processes. Two second prizes went to IDIFARMA, the first company in Spain specialized in outsourcing for galenic and analytic R+D for pharmaceutical industry and to CERTEST BIOTEC, specialized on immunochromatographic tests development, manufacturing and commercialisation.

Business Cooperation Networks

Barcelona Activa end of 2004 started a program to promote and support enterprise cooperation, the "Xarxactiva d'Empreses", which in just three years attracted 600 company members. Today, enterprise cooperation is key for innovation, competitiveness and growth.

Accelerated globalisation is one of the key reasons for increasing complexity of requirements for successful business development. Cooperation plays an important role for meeting the related challenges. and helping companies to innovate and secure their competitiveness. Actively participating in networks is an important element for business success. Access to such network, collaborative agreements and business cooperation, became one of the most important company assets.

For this reason, Barcelona Activa boosted in November 2004

the "Xarxactiva d'Empreses" (Enterprises Active Network), as a tool for providing enterprises support to innovation, growth and consolidation; a space where cooperation relationships are promoted, experiences and knowledge are transferred, and business opportunities are generated. Mainly composed by relatively young but highly innovative micro and small sized enterprises, and with much growth potential. Barcelona Activa developed an activities program where under different formats and subject matters of interest, company meetings are promoted to motivate first contacts. The program uses different formats like breakfasts, sectorial meetings, visits to reference companies, practical workshops, coffee to coffee, international commercial research we include some elements which allow to create the networking basis.

Incubators in Environmental Technologies and Clean Energy

TP Warnemünde leads International Business Cooperation in Environment Technologies

Since the year 2003 the Technology Center Warnemünde (TZW) is actively and systematically supporting international business cooperation. For the fourth time since 2003 TZW is organizing information and brokerage events for innovative companies from different countries. Environment Technologies are the thematic focus of the events that started in autumn 2007

and will continue until this summer. Each of the four events organized with support from the European Union program PAVE (PARTNER eVENTS in EUROPE) will focus on a specific aspect of environment technologies.

More information is available through the website http://www.tzw-international.de/index.php?article_id=130&clang=0

The Global Network: The GABICEET ball starts rolling

In late 2007 Julian Webb of CREEDA Projects and Business Innovation and Incubation Australia, on behalf of the Global Business Incubation Associations Network and the SPICE Group, sent out an Expression of Interest document incubators via GBIN member organisations and infoDev networks, proposing the formation of a **Global Alliance of Business Incubators in Clean Energy and Environmental Technologies (GABICEET)**.

The aim of this emerging network is to build a global alliance of business incubators to support the development of new technologies to address climate change and environmental

lems. The network aims to share expertise and information between members, promote cooperation between science and business, support development of new products and services and seek funding to carry out collaborative projects. To date, there has been a great deal of interest in this idea, with **27 organizations** in a variety of countries indicating their willingness to be part of the initiative. Shortly the group will form a steering committee to decide on group structure, priorities and funding options. New members are always welcomed.

For more information about GABICEET, please contact kate.gorman@creedaprojects.com.au

infoDev Request for Proposals published

Business Incubators in developing countries, Work Groups on Women Incubation, Youth, and High Growth Companies and Network Building for Incubators are the categories of a recently published infoDev Request for Proposals. More details are available at <http://www.infodev.org/en/Article.197.html> Regarding the RFP for the three international work groups it is important to consider that these should be global initiatives aimed at analysing the specific challenges of incubation in the respective area and derive lessons learned, good practices and

business models for supporting high growth enterprises. For supporting the development of proposals and linking the incubators that are potentially interested in getting involved infoDev has named "focal points":

- **Youth:** Stefan Schandera: s.schandera@schandera.de
- **High Growth:** Cesar Yammal cuyammal@gmail.com
- **Women Incubation** Heinz Fiedler Heinz@spice-group.de

Please do not forget: the deadline for submission of proposals is **April 15, 2008**.

Views & Facts

Tanzania *Out of School – Start a Business*

The Ministry of Education and Vocational Training, Zanzibar has received a credit from African Development Bank for Alternative Learning and Skills Development Project aimed at assisting the out of school youth to get skills to enable them to get employed or employ themselves. One of the components to develop is a business incubator to provide entrepreneurship and micro credit facilities to the graduates. The business incubation center is planned to be operational sometime in summer 2008.

Mr. Abdulla M. Abdulla, Commissioner in the Ministry of Policy, Planning, Budget and Research, is the project manager for this center and is pleased to be associated in the MENAinc network. He specifically is interested in working with other Youth incubators. Contact: Abdulla M. Abdulla, Ministry of Education and Vocational Training, Alternative Learning and Skills Development Project, Zanzibar email edu.alsd@zanzinet.com

Palestine *Client companies of PICTI develop successfully*



Mr. Khaled N. Safi, General Manager of **Eyeshash LLC** is a talented web design expert, built and developed many great websites for individuals and institutes, works in a local FM radio as moderator, and is a team leader in youth activities. His persistent goal is to raise the thought of youths and adopt what they have of disregarded creativities and hidden energies. Eyeshash is a perfect example for such activities: A group of young people from different places of the world, bound by one idea, and combined by a common ambition, seeking to create a public opinion that is aware of what youth are offering. Eyeshash



Mr. Qureitem has a B.Sc degree in Computer Science from Birzeit University with a minor in Business Administration and certified Web Developer. As a GM of MobIS, Mr. Qureitem is responsible for managerial and financial issues, investor relations, and technical issues. He represented Palestine at the 1st Arabic meeting on Free and Open Source Software by the Arab League Educational, Cultural, and Scientific Organization (ALECSO) and he presented Palestinian students at Abu Dhabi's e-learning conference, Education without Borders. Mobile Information Service, **MobIS**, was originally a prototype developed for a graduation project by Palestinian entrepreneurs at Birzeit University. The project was incubated by the Palestine Information and Communications Technology Incubator, PICTI.

Today, MobIS is a registered company that markets its infotainment and entertainment services under the flagship of Ringo's in the Palestinian market. The company has a high-interest in penetrating regional and global markets with its

mainly aims to take care of youth, be closely cognizant of their creative and offer inventive energies, and offer opportunities for making effectively use of this potential. Eyeshash seeks to provide every house with knowledge via tele-learning - in general works to establish a technological community on an international scale.

PICTI helped to promote the goals of Eyeshash and to reach effectiveness by investing in the talent development by establishing a new start-up company and providing the necessary incubation infrastructure, resources and financing opportunities. Contact Hasan Omar at Hasan.Omar@picti.ps

mobile related services. MobIS targets businesses that are interested in deploying mobile business applications as well as mobile handset users seeking content. MobIS' services in-developing, customizing, and delivering mobile content, with emphasis on Arabic infotainment text-based services. MobIS' business services are very flexible and reliable. MobIS' system intelligence tracks user habits by a specially designed self-learning engine to produce usage patterns, and match user's taste with personalized content. The services of MobIS were showcased at major local and regional ICT exhibitions, for example under the umbrella of PICTI, at Expotech 2005, the Palestinian ICT Exhibition, and GITEX 2005 in Dubai.

MobIS is capable to integrate its services to meet the needs of the future. The technologies of WAP/GPRS, MMS, SMS to Speech, and 3G are on MobIS' plan pending their market need. Through MobIS' proposed integrated system, MobIS anticipates the convergence of web and mobile channels and plans to develop its second-generation of systems to offer users a unique experience that engages both technologies.



USA *iReview*

NBIA the National Business Incubation Association, USA now offers an online news portal: the **iReview**. This section of NBIA's website includes articles from the *NBIA Review*, plus a wealth of news and information about business incubation. Every month iReview offers latest news:

- Member News: News briefs from NBIA member programs
- New Resources: Links to interesting websites & publications
- Funding Notes: Funding awards to NBIA member programs
- New program openings, facility expansions, and program anniversaries
- In the Media: Current newspaper and magazine articles relative to business incubation
- Calendar of Events: Conferences, seminars and other industry happenings

In addition, the iReview features several standing sections:

- Suggested Resources: Publications, research and online tools, plus client resources
- Blogs and Podcasts: Links to new media of interest to the incubation community
- Sources of Funding: Where to find funding from government and private sources

iReview not only makes it easier to find information – it also has been set up for making it easier to share news. Almost every page in the iReview includes a link to e-mail bulletins or suggestions of resources users think to be helpful.

To provide comments or suggestions, please contact email news@nbia.org and to access iReview visit the website http://www.nbia.org/resource_center/review/08Mar/index.php

Germany - Russia | **Business-to-Business**

The Technology Park Warnemünde TPW and the German Federal Association of Business Incubation and Technology Centers (ADT) June 21 – 26, 2008 will organize a business-to-business meeting in St. Petersburg, Russia. This program is supported by the German Federal Ministry for Economy with the aim to support German and Russian SMEs to build business partnerships.

Special focus of this event are service industries in maritime, environment, and construction as well as architecture.

The Technology Park Warnemünde can draw on long experience with organizing business-to-business meetings in Germany and abroad. For more information and registration visit http://www.tzw-international.de/index.php?article_id=139&clang=0 or contact Mr. Dührkop or Mr. Ehlke at the Technology Park

Important upcoming Events

April 13 – 14, 2008 ADT Spring Conference: Education Institutions – Sources of new Enterprises

This conference of the “German Federal Association of Business Incubation and Technology Centers” will be hosted by the “Technologiefabrik Karlsruhe”, one of the oldest and most successful incubators in Germany. One of the main topics of the event will be the question how to secure the “deal flow” for incubators, to identify and attract a continuous

flow of new start up companies replacing the graduating enterprises. Also the role of cooperation between incubators and research / education institutions will be examined as well as the German financial support programs for innovation / technology based businesses.

More information: www.adt-online.de

May 4 – 8, 2008 in San Antonio, USA: Innovation for a Strong Economy and Healthy Planet

The website of NBIA’s 22nd International Conference on Business Incubation to be held May 4-7, 2008 in San Antonio, Texas now provides descriptions of the **more than 60 conference sessions**. Also on the website you can find detailed information about the **pre-conference training institutes** “Facilities Management” and “The Fundamentals of Incubator Management”.

Details and registration: www.nbia.org/nbia_events/conf2008/

At this conference NBIA will host the

18th Global Summit of Business Incubation Associations

to be held on Sunday, May 4, 2008. The Summit is the meeting place for leading representatives of business incubation associations and part of GBIN, the Global Network for Business Incubation. Invitations for the Summit already have been mailed to all associations and proposals for the Summit agenda are welcome. Contact: summit@gbin.net

May 8 – 10, 2008 Macedonia: Conference for Entrepreneurship, Innovation and Regional Development

The Ss. Cyril and Methodius University Business Start-Up Centre (UKIM-BSC) in Skopje, Macedonia is organizing the **first international conference** on entrepreneurship and innovation in Macedonia will be held **May 8 – 10, 2008** in Skopje and Ohrid. The main topics of this event will be “Governmental and regional policies on entrepreneurship, innovation and R&D”, “Clustering and networking”, “Entrepreneurship education”, “Family businesses and entrepreneurship”, “University – industry collaboration”, “ICT and Regional competitiveness”, “Regional innovation

practices in the region / Macedonia”, and “Financing innovation, R&D, SMEs”. This conference is supported by a wide range of national and international partners and will also offer a “European Union Day”.

The 133rd SPICE Meeting will be held May 11, 2008 in Ohrid, Macedonia. There are two interesting and important topics on the agenda: “National Innovation Policies and Programs” and “Financing Business Start-Up and Development”.

For more details, contact Radmil Polenakovik, Email radepole@mf.edu.mk or website www.iceird.org

July 12 – 14, 2008 Open Air Conference in Russia

“Development as a Key Aspect of Russia’s Economic Upturn” is the title of a conference to be held in July this year in Karelia (not too far from St. Petersburg), Russia. Summer in this area is the time with very short nights because the sun only briefly disappears under the horizon. Therefore days are long enough for exploring nature and the city besides attending the conference with sessions under the open sky.

Representatives of the Authorities of the Republic of Karelia, Russian Federal Ministries, entrepreneurial and business associations as well as organizations from the regions of Rus-

sia and abroad will present at the plenary sessions. The parallel work sessions will focus on: Creation of SMEs, New Technologies, Business Incubation, Innovative Project Realization. International and Regional Practice, Subcontracting – Business Partnership Technology, Microfinance as an instrument of regional development, Venture Finance. Cooperation of Investors, Businessmen, Researchers, Modern Humanist Technologies of Personality Development and Health Preservation, and Innovative Technologies of Business Personnel Training.

Info and registration: info@robinzonada.com, innagd@mail.ru

September 14-17, 2008 in South Africa: World Conference of Science Parks in Johannesburg

The next World Conference on Science and Technology Parks will take place in Johannesburg, South Africa, and is organised by The Innovation Hub. More information is available at <http://www.iaspsa2008.com>

Key topics of the conference are: Entrepreneurship as a key tool in knowledge economies - role of STPs; Fast-tracking developing economies into the global economy - STPs as vehicles; Innovation and business country culture in relation

to the development and success of STPs; Cities and their Science Parks - growing local economies; Impact Measures for Science and Technology Parks; Partnerships and Collaboration to accelerate integration in the value chain; Policies that drive innovation; Exploring the new horizon of STPs; Designing an STP - making the 'big choices'.

For more information, please contact Ebba Lund iasp@iasp.ws or check the website: <http://www.iaspsa2008.com>

June 26-28, 2008 in Jordan: Development of Science Parks in West-Asia, Africa, and Middle East

The situation and development of science and technology parks in Middle East and Western Asia is the main topic of the conference "Development of STPs in West-Asia" (work title). Further themes are issues like business planning for STPs, physical planning, management of business incubators And science / technology parks, government support, or regional impact of STPs.

The conference is tentatively planned to be held June 26-28, 2008 in Jordan and will include special workshops, for example STP management raining workshop and the issues related with business incubator management. Proposals for papers and topics to be discussed are invited.

Contact : Reham Gharbiyeh, Jordan Innovation Centre at Al Hassan Industrial Estate, Email reham.gharbiyeh@jic.jo

September 3-5, 2008 in Estonia: Innovation – Key from Slowdown to Growth

The BALTIC DYNAMICS conferences are one of the most important annual meeting places for the international business incubation industry. Being hosted by the national business incubation associations of the Baltic States by turns this year Estonia will welcome the participants in Tartu - home of one of the oldest universities in Europe (founded 1632) and of the first Estonian Technology Park.

"Innovation – Key from Slowdown to Growth" is the theme of the BALTIC DYNAMIC 2008 with following main conference topics

- Open Innovation - focusing on relevant case studies and empirical experiences on how the competitiveness of companies can be enhanced through open innovation approaches

- Foresight - different approaches and examples of foresight exercises for better adjusted policy making

- Science and Technology Parks – novel and innovative approaches and presenting relevant models and case studies about the changing role of science and technology parks

- E-Services – development of new and innovative E-services in both private and public sector

- Environment and Energy as catalyst for Innovation – relevant approaches and case studies on how the developments in environment and energy can stimulate innovation in companies

- Global Context for Innovation - case studies from other countries and how this will influence innovation and competitiveness

Contact: Henri Hanson, Email: henri.hanson@sciencepark.ee

October 2008: APEC Forum in Xi'an, China - Call for Papers Issued

Asia-Pacific Economic Cooperation is asking for papers for the APEC Forum, "Business Incubators Promote Regional Innovation," to be held in Xi'an, China, in October 2008. Topics of discussion will be business incubators and regional innovation; and new development trends in business incubation.

A call for Papers has been issued already. Accepted papers will be published in the forum proceedings. Those submitting papers on significant innovations will be invited to speak at the forum, with travel and accommodation to be covered by APEC.

The forum will be hosted by the Xi'an International Business Incubator, the largest business incubator in China -- with 535 clients in 3.7 million square feet of space. In its 14-year history, XIBI has graduated 255 companies.

In addition to the proceedings, the event offers a great cultural opportunity: Xi'an, one of the four great ancient capitals of China, is home of the famed terracotta warriors and is surrounded by the largest intact city wall in the world.

For more information on the APEC Forum, contact Mr. Jia Shan at jiashan@xibi.com, or Ms. Yang Shan at ys@xibi.com.

New members – Welcome to the network



Mohammed Allam AL-Qaed has joined BBIC, Bahrain Business Incubator Center in September 2007. He has a Bsc degree in civil engineering, from the University of Bahrain. Mohammed is working with Omer Oz as coordinator assistant for MENA^{inc}, the infoDev supported network of business incubators in Middle East and

North Africa. Right after Mohammed joined BBIC he helped meeting the challenge of organizing the 5th MENA^{inc} workshop held in Bahrain October 21–24, 2007 – a truly intensive start into his new professional activity and an excellent opportunity for personally meeting the members of MENA^{inc}.

Mohammed is responsible for MENA^{inc} secretarial activities together with the new BBIC staff Ms. Maryam Kadim, who recently joined the BBIC team.

Contact: mallam@menainc.net



December 08, 2008:

1st Global Business Incubation Day

More information: www.globalbusinessincubationday.org

Contact: Toni Wanklin: t.wanklin@ukbi.co.uk

And finally...

As always we invite all reader to provide information about their activities and plans for publication in SPICE Update. Of course, we also welcome comments on the content of this newsletter and what is missing, what could be done better.

Most importantly we hope that we will be able meeting with all members at one of the upcoming conferences and workshops, for example at the next SPICE Meeting, scheduled to be held in Ohrid, Macedonia, May 11, 2008. This meeting will not only provide the opportunity for talking with practitioners about important topics, but also to explore the history and nature of Macedonia

Heinz Fiedler & Larisa Brovarska