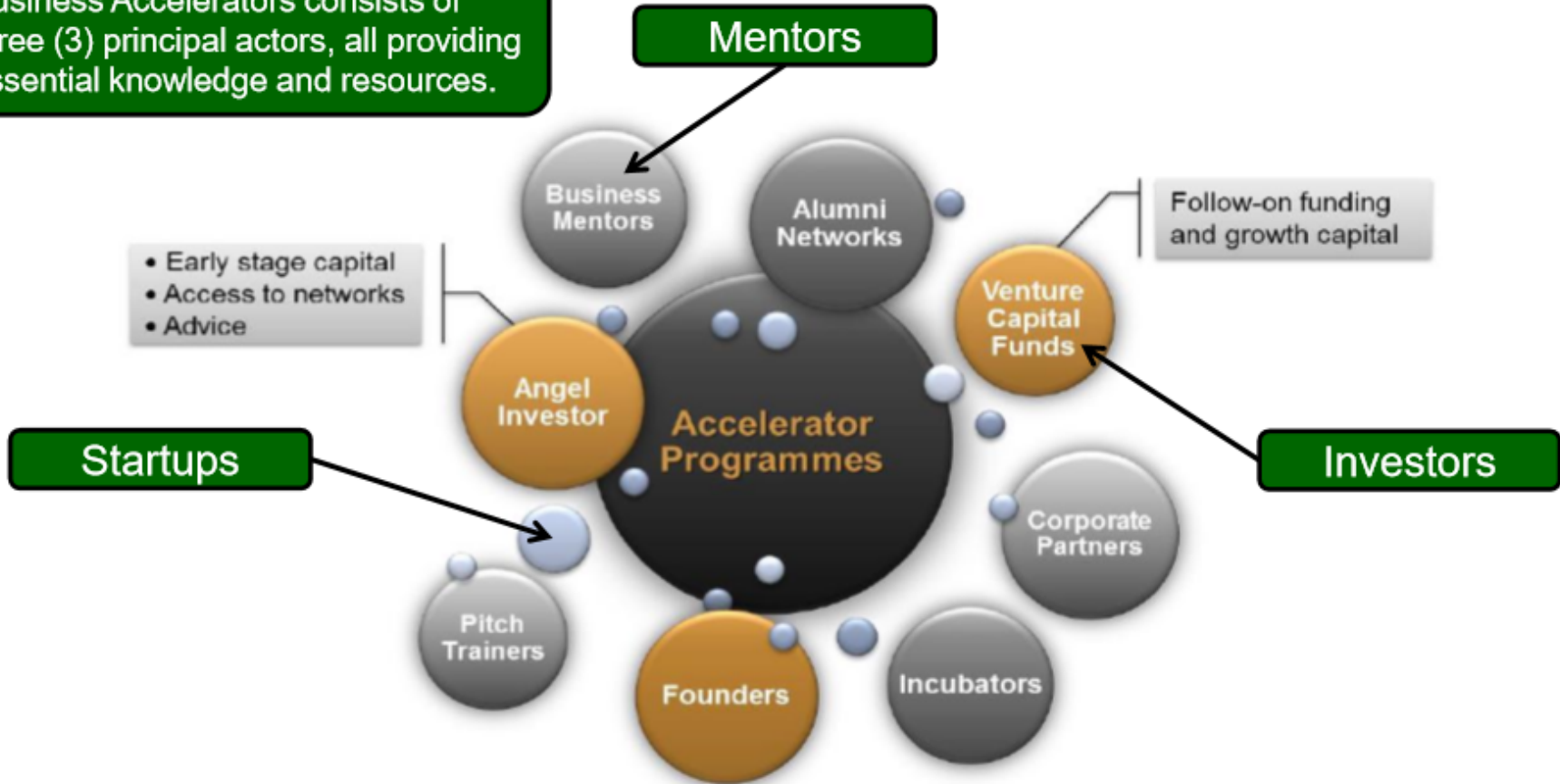


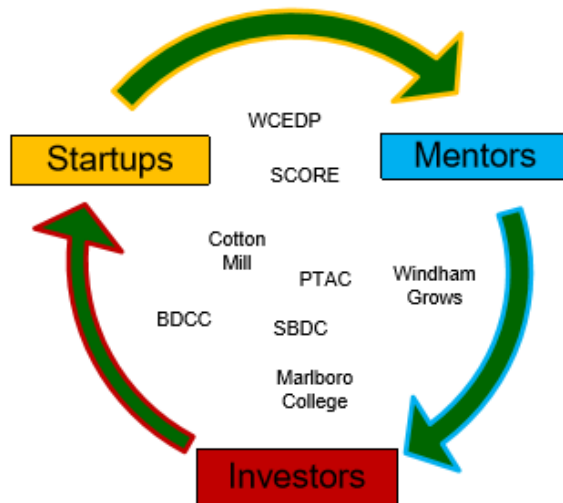
Business Accelerators consists of three (3) principal actors, all providing essential knowledge and resources.



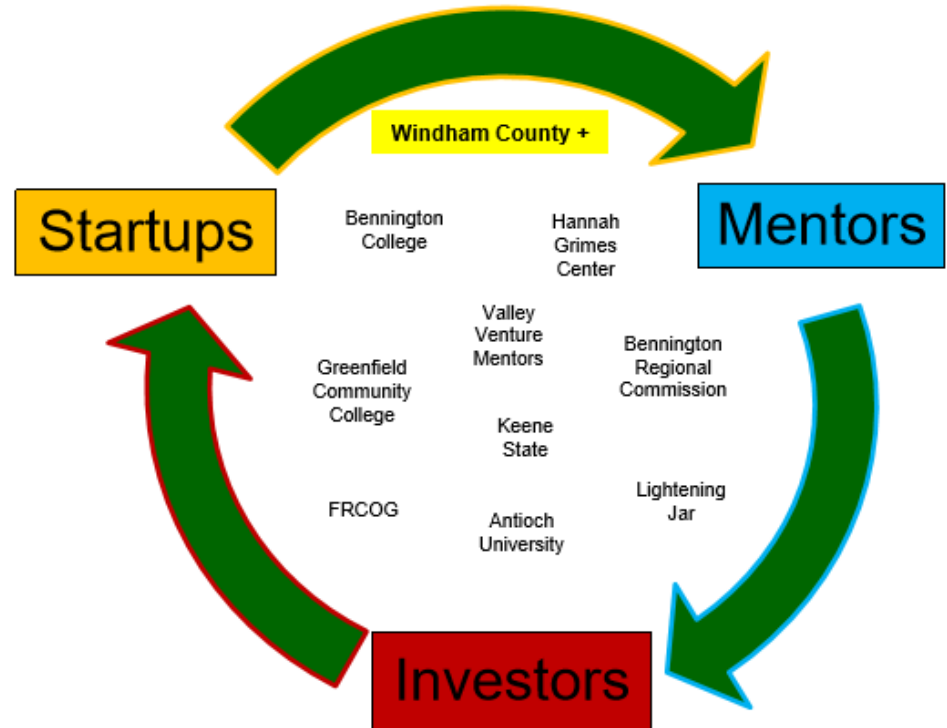


Windham County

Regional Network

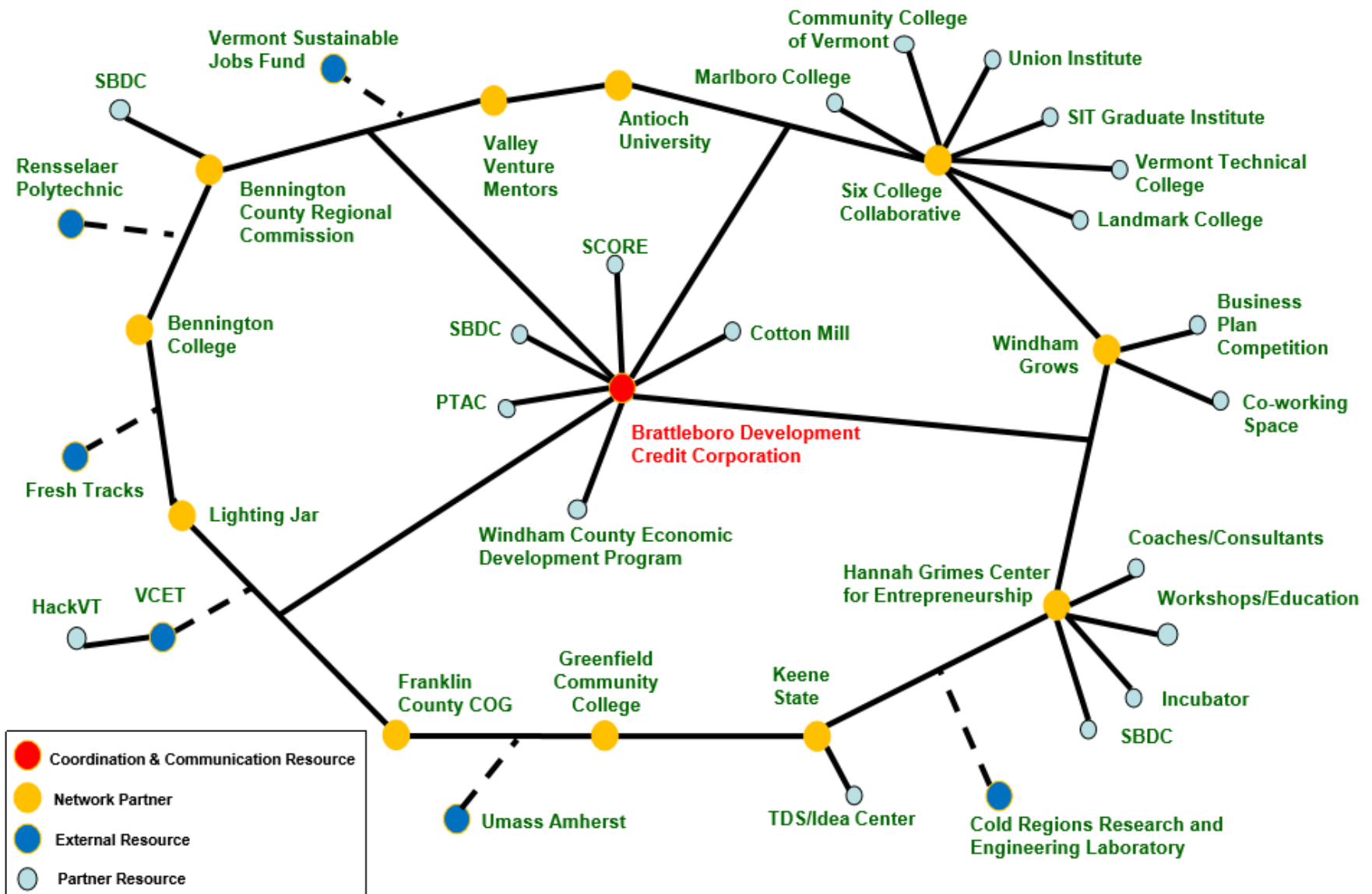


27 Towns
44,216 population
5 Higher Ed Institutions
9,598, 25-44 year olds
1,726 Establishments
33,268 Employment



1 City, 88 Towns
229,391 population
9 Higher Ed Institutions

50,656, 25-44 year olds
6,618 Establishments
144,339 Employment



Idea Igniters = Deal Flow

Deal Flow Dynamics

100 contacts = 50 qualified prospects = 9 valid clients = 4/5 businesses

Events

- ✓ Startup Weekends
- ✓ Business Plan Competitions
- ✓ Entrepreneur Bootcamps
- ✓ Meetups
- ✓ Innovation Workshops
- ✓ Innovation Speaker Series
- ✓ Entrepreneur of the Year
- ✓ Entrepreneur Week
- ✓ Causal Network Events

Higher Education

- ✓ Entrepreneurship curriculum and courses
- ✓ Technology Transfer
- ✓ Research and Development
- ✓ Conferences
- ✓ Alumni events and networks
- ✓ Entrepreneur in Residence
- ✓ Awards

Business

- ✓ In-house research and development
- ✓ Innovation adaptation
- ✓ Business Retention and Expansion Programs

The region needs more idea igniters to realize sufficient deal flow to attract capital, sustain a healthy ecosystem and have a positive impact on the economy.

Performance Metrics over the Development Path

Ignition

- Number of committed partners in the Ecosystem network
- Participants at informal social events
- Attendees at idea generation, collaboration and educational events
- Intake volume to SBDC, SCORE and other traditional services

Creation

- Number of new ideas, output from idea generation events
- Number of qualified prospect identified by triage system
- Number of new business starts or product lines

Acceleration

- Number of businesses in focused acceleration programs
- Jobs created from startups and expansions
- New Business Revenues
- Business startup survivorship by year 5, > 80% if actively involved in Ecosystem programs
- Investment match ratio, minimum of 1:1, target 1:1.25
- Attraction of new business finance capital to the region

Ecosystem Yearly Performance Metrics Model

Contacts → # Qualified Prospects → # Companies → # Exit & Growth

