



Connecticut Business Incubator Network

Annual Survey Results

2009

Business Incubator Facilities & Programs				
	2007	2008	2009	Change 2008 vs 2009
Incubator Programs				
Total Number of Programs	6	7	6	-16.7%
Business Structure				
For Profit	1	1	1	0.0%
Not-For-Profit	5	6	5	-16.7%
Incubator Staffing				
Full-time	6	4	3	-25.0%
Part-Time	5	7	7	0.0%
Staff Per Building	1.22	1.10	1.11	1.0%
Incubator Buildings				
Total Number of Buildings	9	10	9	-10.0%
Total Size of Buildings (sqft)	295,500	295,500	311,985	5.6%
Space Dedicated to Incubation (sq ft)	105,048	109,333	105,428	-3.6%
Total Incubation Space Under Lease	84,793	92,047	93,387	1.5%
Percentage of incubator space leased	81%	84%	89%	5.2%
Average Rent per Square Foot	\$15.04	\$14.20	\$13.30	-6.3%
Rental Price Range (sqft)		\$6 - \$26	\$5.75-\$26	
Incubator Type				
Mixed Use	4	4	3	-25.0%
Technology	1	3	3	0.0%
Other	0	0	0	0.0%
Type of Incubator Space Available				
Office	9	10	8	-20.0%
Dry Lab	4	4	3	-25.0%
Wet Lab	3	3	3	0.0%
Warehouse	1	1	1	0.0%
Assembly	2	1	1	0.0%
Light manufacturing/Prototyping	3	3	2	-33.3%
Repetitive Manufacturing	1	1	1	0.0%
Other (Food)	1	1	1	0.0%
Incubator Clients				
			\$m	
* Annual Sales Revenue	\$1.8m	\$5.0m	8.6	
* Debt Capital Raised During The Year	0	0	1.0	
* Equity Capital Raised During the Year	\$3.6m	\$4.6m	5.2	
* Grant Funds Raised During the Year	\$1.8m	\$4.9m	11.0	
Total Annual Revenue	\$7.2m	\$14.5m	\$25.8m	78.0%
Clients In				
Number of Technology Clients Admitted	4	17	24	41.2%
Number of Non-Tech Clients Admitted	8	8	4	-50.0%
Total New Clients Admitted	12	25	28	12.0%
Clients Out				
Number of Successful Graduates	3	5	4	-20.0%
Number Dismissed from the Program	4	2	4	100.0%
Number Who Withdrew from Program	2	1	2	100.0%
Number Who Closed their Businesses	0	1	3	200.0%
Number who Left for Other Reasons	1	1	7	600.0%
Total Number of Clients Who Exited	10	10	20	100.0%



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Business Incubator Clients				
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Client Tally				
Total Number of Incubator Tenants @ Year End	41	56	64	14.3%
Employment				
Total Full-Time Employment of all clients	unknown	132	170	28.8%
Total Part-Time Employment of all clients	unknown	48	68	41.7%
Client Types				
Aerospace/Defense	unknown	unknown	6	9%
Biotech	unknown	unknown	1	2%
Consumer Products	unknown	unknown	2	3%
Ecommerce	unknown	unknown	2	3%
Education	unknown	unknown	3	5%
Financial Services	unknown	unknown	1	2%
Green Technology/Energy	unknown	unknown	9	14%
Health/Medical Device	unknown	unknown	6	9%
IT Hardware	unknown	unknown	3	5%
IT Software	unknown	unknown	8	13%
Manufacturing	unknown	unknown	4	6%
Materials	unknown	unknown	1	2%
Nanotechnology	unknown	unknown	0	0%
Telecom/Media	unknown	unknown	0	0%
Transportation	unknown	unknown	1	2%
Other	unknown	unknown	17	27%
			64	100%
Disadvantaged Businesses				
				%
Total Number of Minority Owned Business Tenants:		unknown	8	12.5%
Total Number of Woman Owned Business Tenants:		unknown	6	9.4%
Total Number of Veteran Owned Business Tenants:		unknown	1	1.6%
Total Tenants Otherwise Classified as Disadvantaged:		unknown	0	0.0%
			15	23.4%
CT State College & University Alumni				
Total Number of Businesses Owned by CT Alumni:		unknown	16	25.0%
* Not all programs reported data				