

377 - Spokane Intercollege R&T Institute

A001 Incubator Activity

SIRTI has two state-of-the-art business accelerator facilities in Spokane totalling 40,000 square feet of office, laboratory and flexible/high-bay manufacturing space. Seasoned entrepreneurs offer a full service array of start-up business mentoring to technology companies. The objective of this activity is to move clients out of the incubator as growing sustainable businesses within a three-year timeframe.

	FY 2008	FY 2009	Biennial Total
FTE's	5.6	5.6	5.6
GFS	\$342,000	\$331,000	\$673,000
Other	\$165,000	\$165,000	\$330,000
Total	\$507,000	\$496,000	\$1,003,000

Statewide Result Area: Improve the economic vitality of businesses and individuals
Statewide Strategy: Provide seed and growth capital and support entrepreneurs

Expected Results

The current duration, in years, of current clients staying at a Sirti incubator facility.				
Biennium	Period	Target	Actual	Variance
2007-09	6th Qtr	2.5		
	2nd Qtr	2.5		
2005-07	6th Qtr	1.78	1.56	(0.22)
	2nd Qtr	0	3.18	3.18
<i>Goals is < 3 years to insure old clients are graduating and new clients are being brought in.</i>				

Appropriation Period: 2007-09 Activity Version: 2C - 08 Supplemental Enacted Recast

The percentage of available incubator space leased at the Spokane Intercollege Research and Technology Institute.				
Biennium	Period	Target	Actual	Variance
2007-09	8th Qtr	75%		
	6th Qtr	75%		
	4th Qtr	75%		
	2nd Qtr	80%		
2005-07	8th Qtr	0%	93%	93%
	6th Qtr	66%	86%	20%
	2nd Qtr	88%	90%	2%
2003-05	6th Qtr	0%	68%	68%
<p><i>Sirti, through its foundation, added a new incubator building in 2006. This will temporarily lower the occupancy metric until leases ramp up in 2007.</i></p>				

A002 Commercializing Technology

SIRTI's entrepreneurial staff, including college interns, assist start-up and high-growth technology companies to develop strategies to become or remain viable businesses. Typical clients are comfortable with their product/service offerings but are inexperienced in developing a business or financial and marketing plans essential for success. SIRTI also assists viable, high-growth companies that have moved off their business growth targets. In 2006, Sirti announced the federally-funded Technology Growth fund targeted at not-yet-bankable technology companies in a ten-county area of eastern Washington.

	FY 2008	FY 2009	Biennial Total
FTE's	18.3	18.3	18.3
GFS	\$1,376,000	\$1,414,000	\$2,790,000
Other	\$539,000	\$540,000	\$1,079,000
Total	\$1,915,000	\$1,954,000	\$3,869,000

Statewide Result Area: Improve the economic vitality of businesses and individuals
Statewide Strategy: Provide seed and growth capital and support entrepreneurs

Expected Results

Appropriation Period: 2007-09 Activity Version: 2C - 08 Supplemental Enacted Recast

The amount of external funding and financing won by current SIRTI commercialization clients, current incubator tenants and SIRTI alumni.				
Biennium	Period	Target	Actual	Variance
2007-09	8th Qtr	\$225		
	6th Qtr	\$220		
	4th Qtr	\$215		
	2nd Qtr	\$210		
2005-07	8th Qtr	\$0	\$207.1	\$207.1
	6th Qtr	\$160.5	\$178.7	\$18.2
	2nd Qtr	\$0	\$130.8	\$130.8
2003-05	6th Qtr	\$0	\$102.3	\$102.3
	2nd Qtr	\$0	\$67.1	\$67.1
<i>Numbers are in millions</i>				

The cumulative amount of federal, local and private funding obtained by Sirti or the Sirti foundation to enable the expansion of economic development programs.				
Biennium	Period	Target	Actual	Variance
2007-09	6th Qtr	\$25.4		
	2nd Qtr	\$24.4		
2005-07	6th Qtr	\$24.4	\$24.4	\$0
	2nd Qtr	\$0	\$24.4	\$24.4
2003-05	6th Qtr	\$0	\$19.9	\$19.9
	2nd Qtr	\$0	\$15.5	\$15.5
<i>Numbers are millions of dollars</i>				

The number of commercialization projects initiated each year by the Spokane Intercollege Research and Technology Institute.				
Biennium	Period	Target	Actual	Variance
2007-09	6th Qtr	45		
	2nd Qtr	45		
2005-07	6th Qtr	44	50	6
	2nd Qtr	0	27	27
2003-05	6th Qtr	0	25	25
	2nd Qtr	0	22	22
<i>This metric covers Sirti clients who have received >20 hours of Sirti provided services within a calendar year.</i>				

Grand Total

	FY 2008	FY 2009	Biennial Total
FTE's	23.9	23.9	23.9
GFS	\$1,718,000	\$1,745,000	\$3,463,000
Other	\$704,000	\$705,000	\$1,409,000
Total	\$2,422,000	\$2,450,000	\$4,872,000