



SI SviluppoItalia
Liguria

Experiences and best practises from Italy

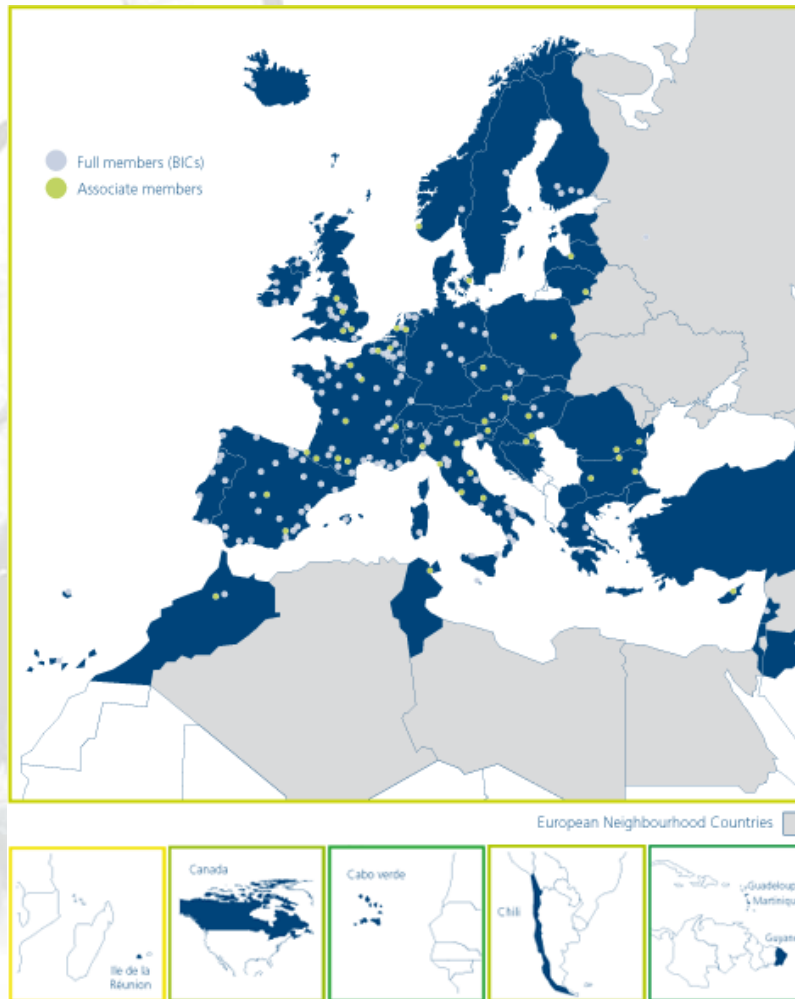
Pietro De Martino

Székesfehérvár, 26 November 2009

Incubators

- Incubator is a territorial development tool designed **to speed-up the creation and growth of new enterprises, to create new employment, to support the local economy** and to promote new specific productive sectors
 - Incubators are organisations serving both the public interest and private sector, which employ a **dynamic system of detection/selection/monitoring/management of entrepreneurs and projects**. They aim at creating and developing innovative businesses, by offering a wide range of business support services within a professional cost-effective structure.
 - The incubator reduces the level of complexity for the start up stage of new enterprises and it represents a real **laboratory for the promotion of an innovative entrepreneurship** .
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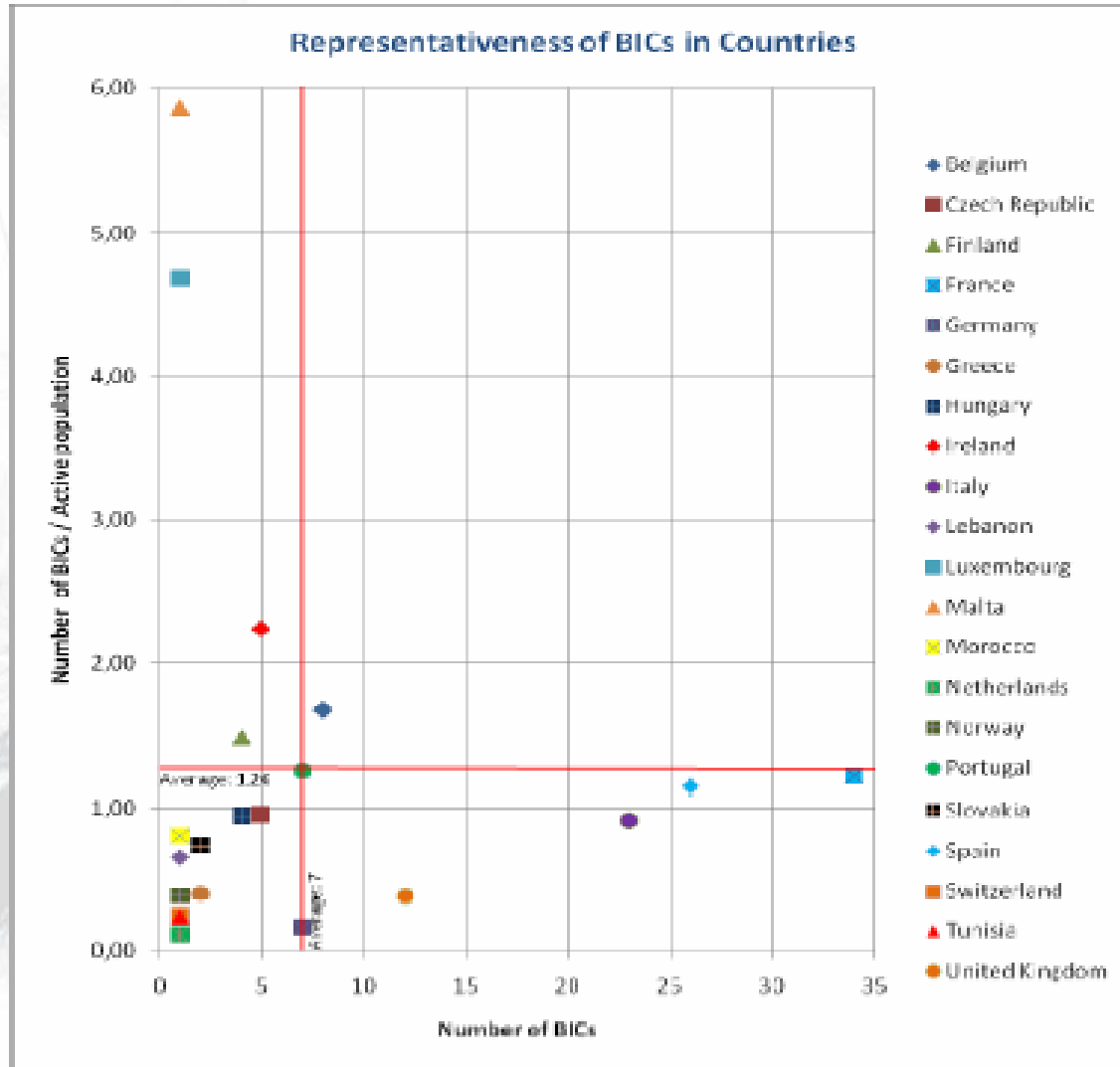
European Business & Innovation Centre Network



Some figures

- Over 3.000 operational business incubators, of which 30% in Europe
- EBN is now the leading non-governmental pan-European BIC network
- Over 240 members in EBN including 155 BICs full members and 75 associate members in the 27 E.U. Member states and in 11 other countries (Central and Eastern Europe, Turkey, Canada, USA, Egypt, China...).
- The EBN Quality System agreed as part of the trademark licencing contract with DG Enterprise and DG Region protects the integrity of the EC-BIC trademark

European Business & Innovation Centre Network



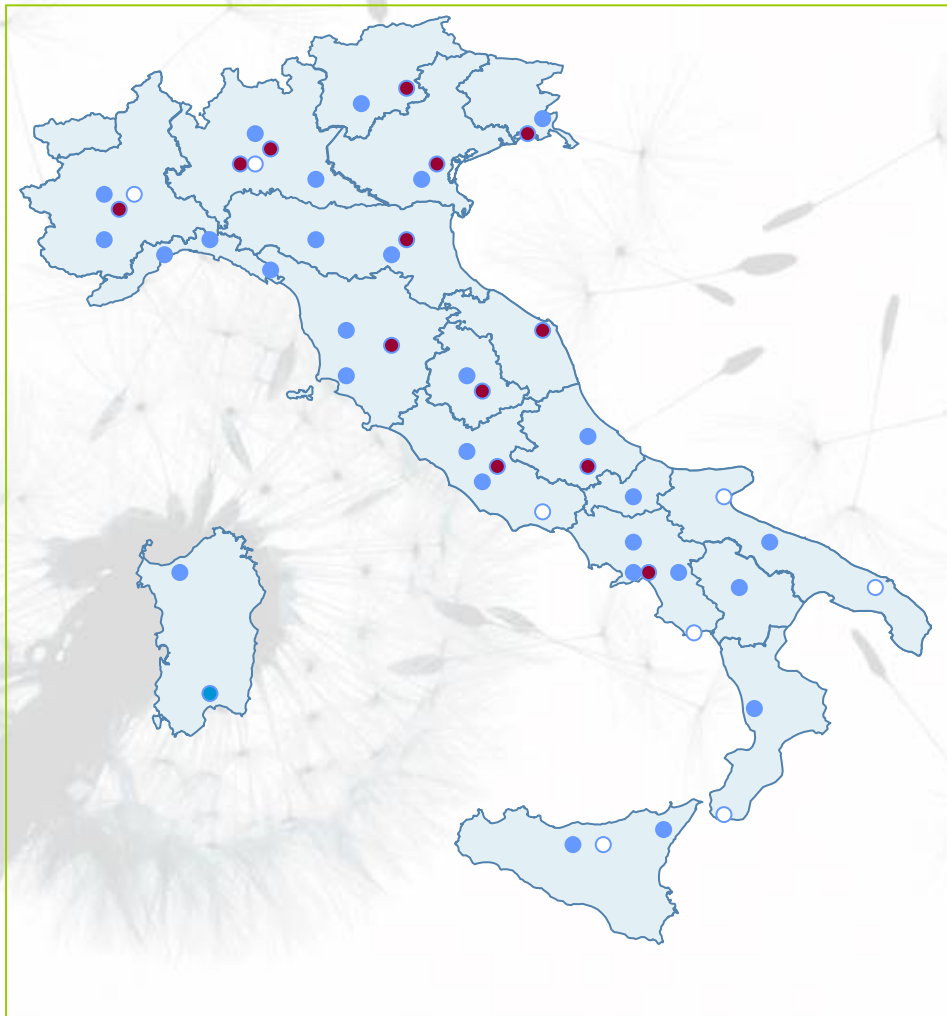
The average number of BICs per Country is 7

The average ratio N. of BICs/1MIn active population is 1,26

Countries falling below this average provide an indication that the BIC model can be spread

Chart 1: Representativeness of BICs in EBN Network

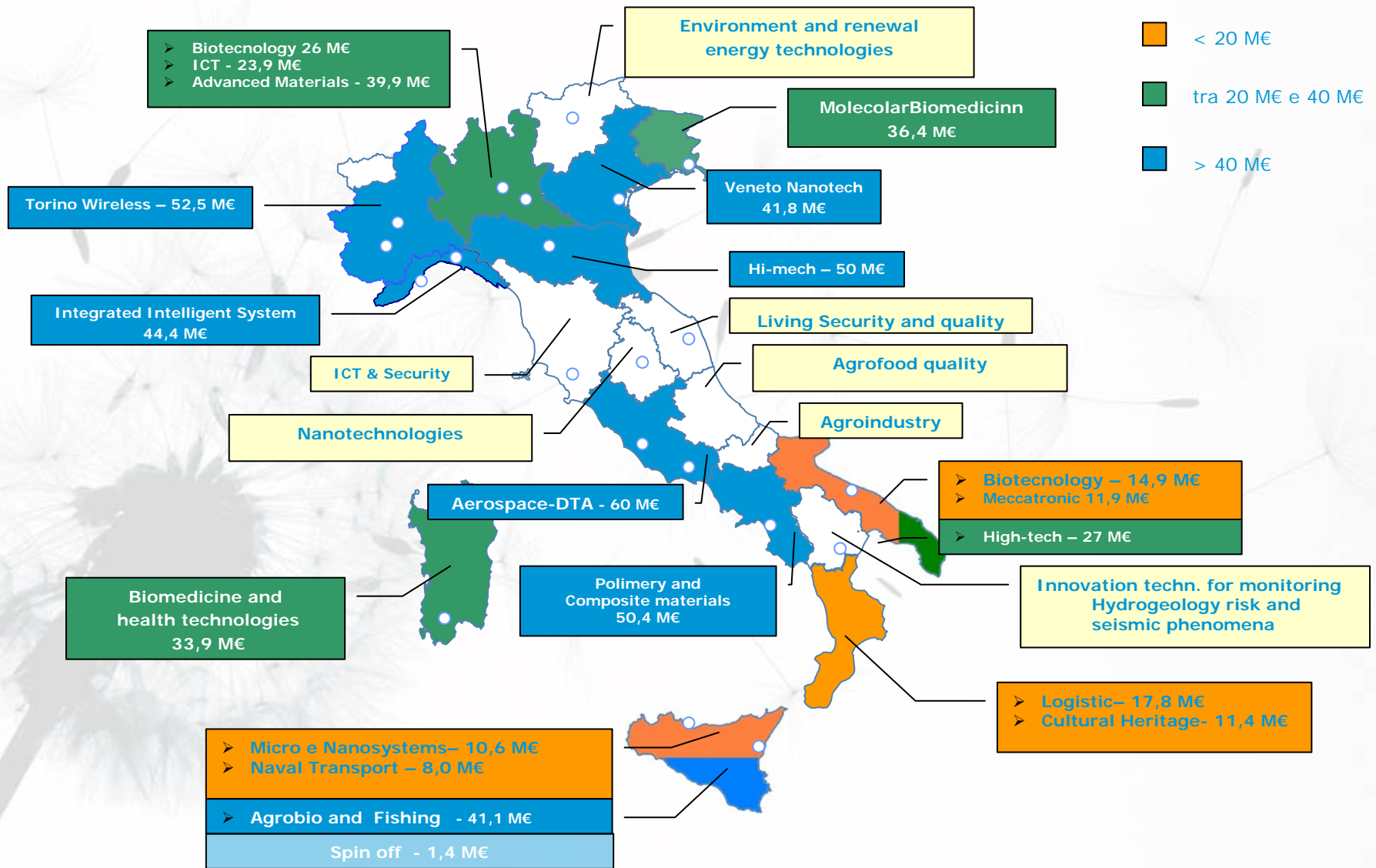
Italian Incubator network



Some figures

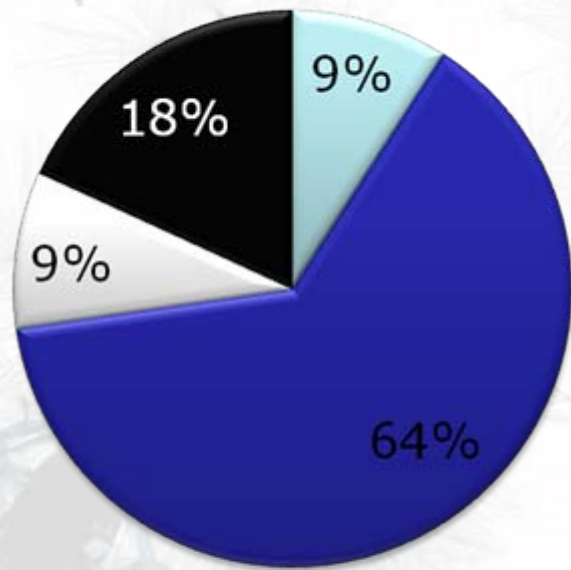
- Over 100 operational business incubators, of which 22 are EBN full member and 9 associate member
- **BIC Italia Net** is the leading association of Italian BIC
- 80' – Activated mainly in iron/steel industrial areas, Incubator offered basically housing and financial services
- 90' Incubator become Local development agencies offering specialized services for start ups
- 2000/2005 - Regional Branch of national Organization, improved links with other support org.,
- 2005/2009 – High value services for innovative start ups have been delivered. Specialization and new comers joined the network (ie University Incubators)

Incubators, technological districts and innovative territorial system

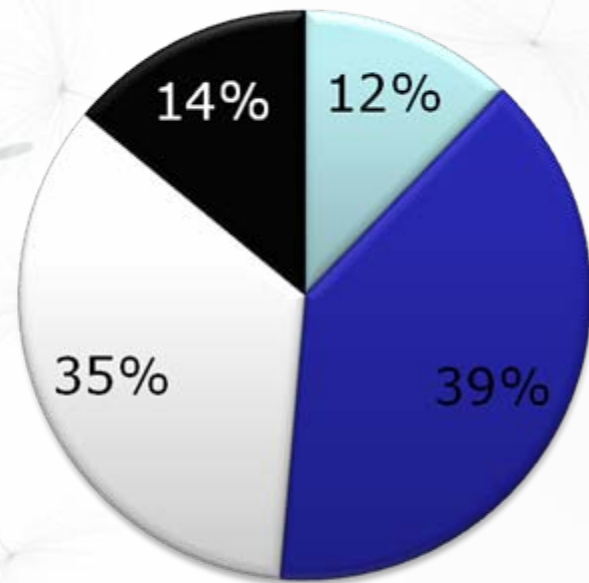


BIC'c Legal Status

Italy



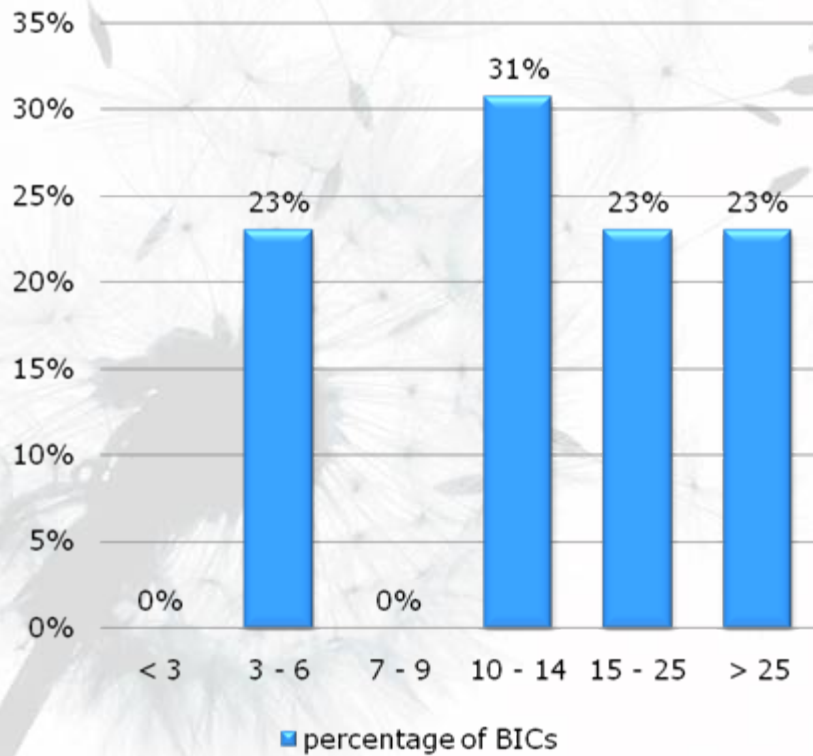
Network



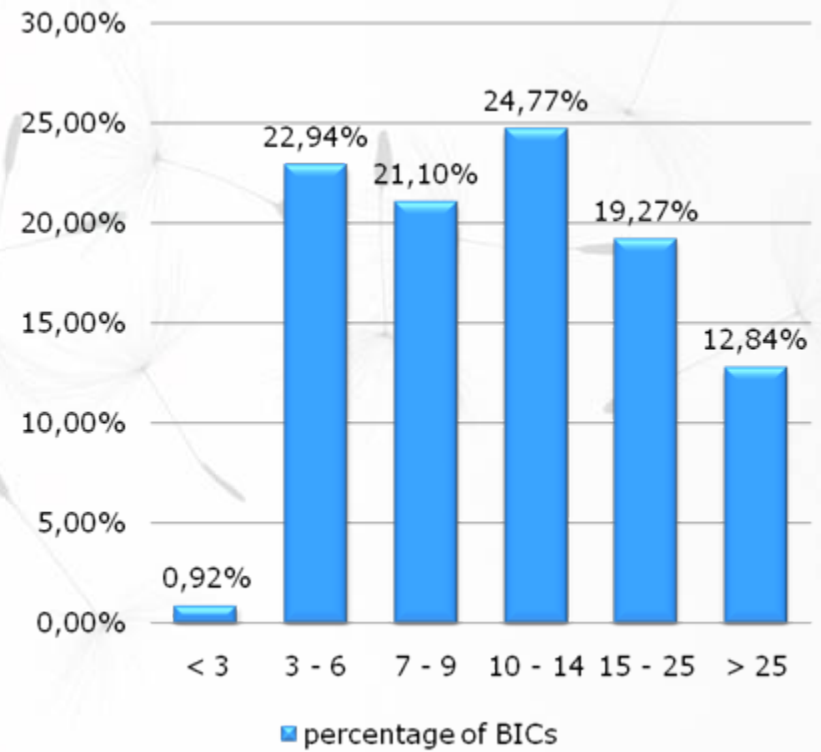
- Public body
- Public equivalent body
- Private body
- Mix public - Private

Size of BICs

Italy

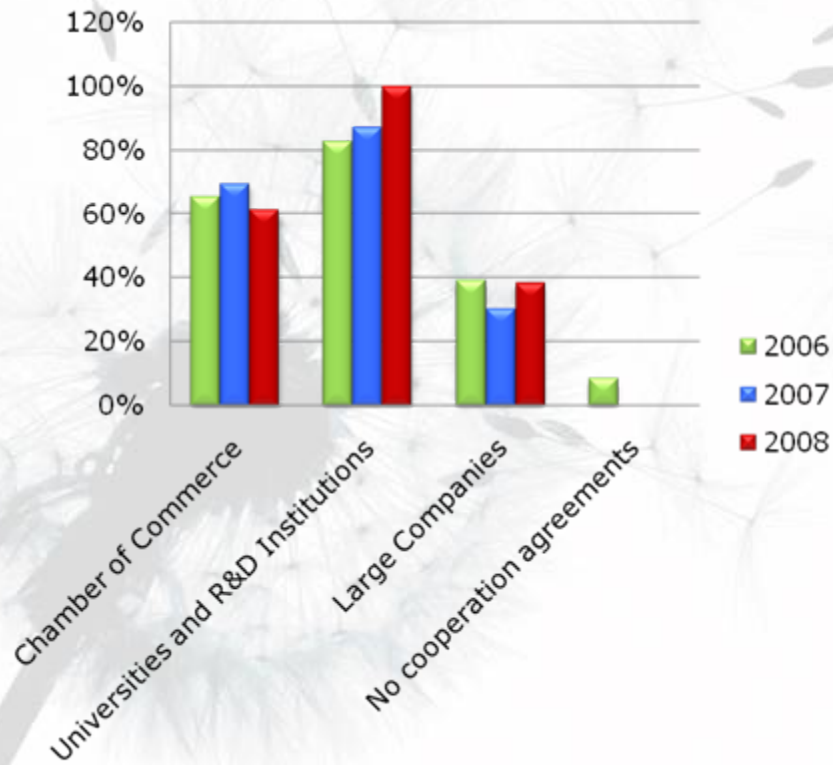


Network

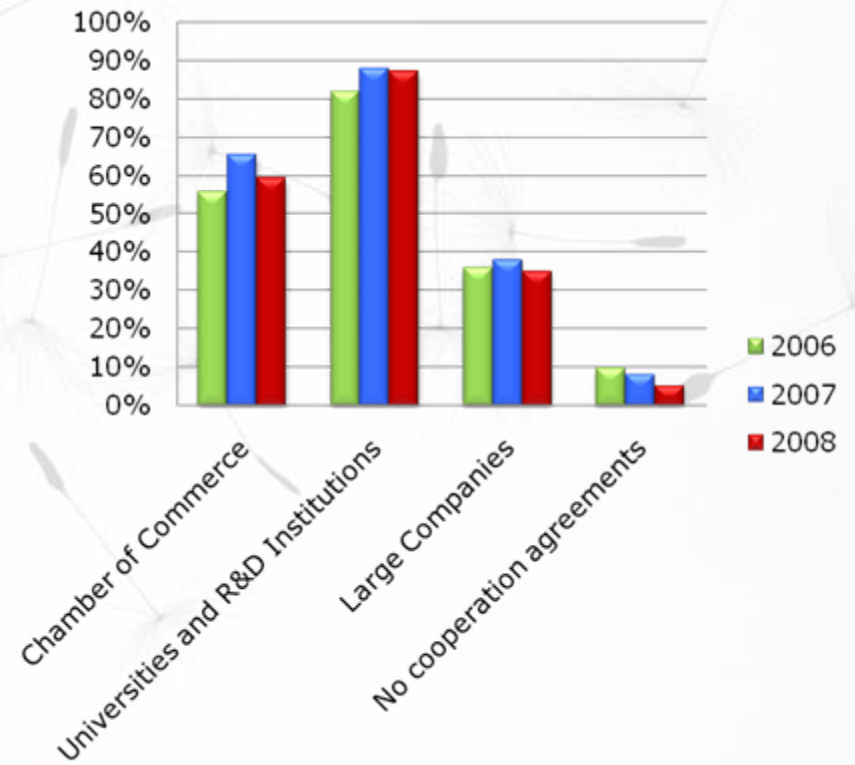


BIC's Strategic alliances

Italy



Network



Key Sectors

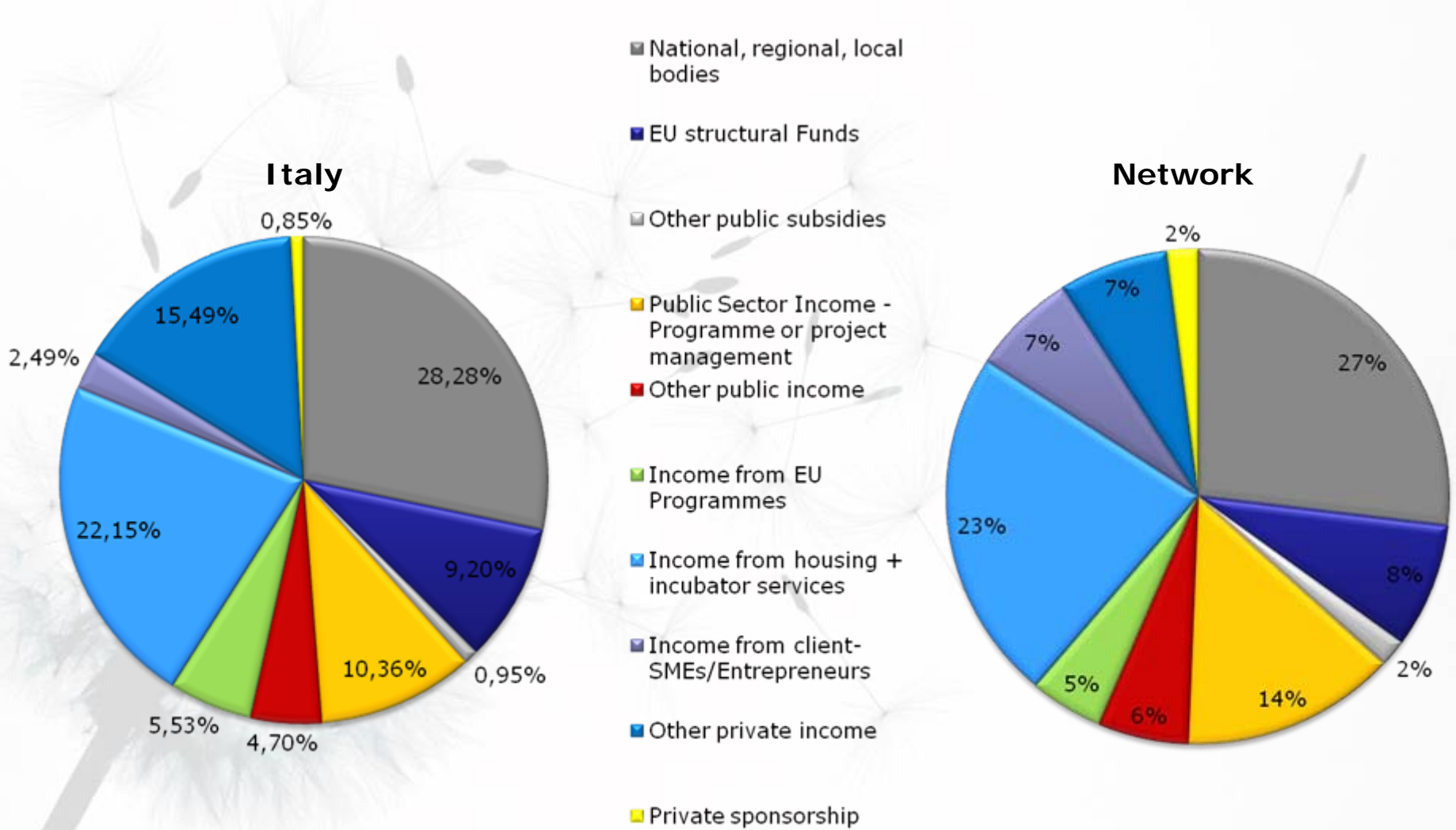
Italy

Key Sector	Variation 2007-2008
Advanced materials	26%
Aeronautics and aerospace	1%
Agriculture technologies	33%
Automotive	77%
Business Services	18%
Commercial Services	6%
Energy technologies	18%
Engineering	38%
Environmental technology	6%
Health, personal healthcare products	12%
Information and communication technology	14%
Mechatronics and automation	42%
Media	-21%

Network

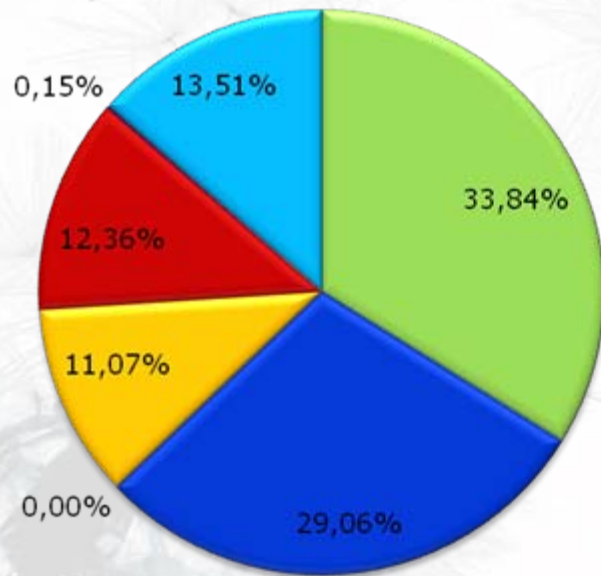
Key Sector	Variation 2007 - 2008
Advanced materials	8%
Aeronautics and aerospace	4%
Agriculture technologies	3%
Automotive	9%
Business services	13%
Commercial services	10%
Energy technologies	-2%
Engineering	4%
Environmental technologies	-4%
Health and personal care products	-4%
Information and communication technology	-16%

Income breakdown

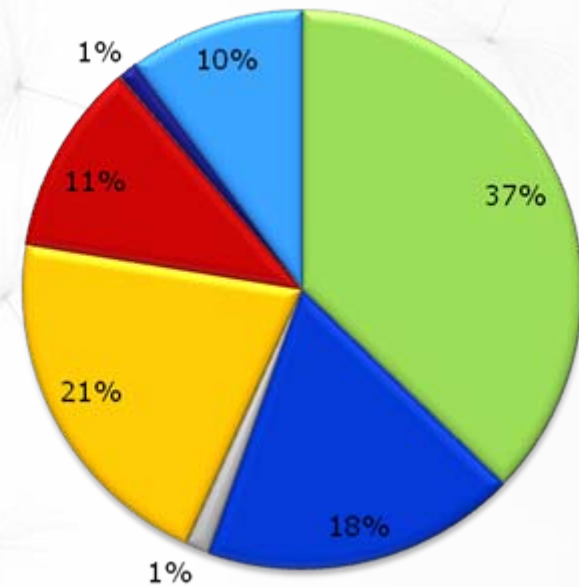


Breakdown Expenditures

Italy

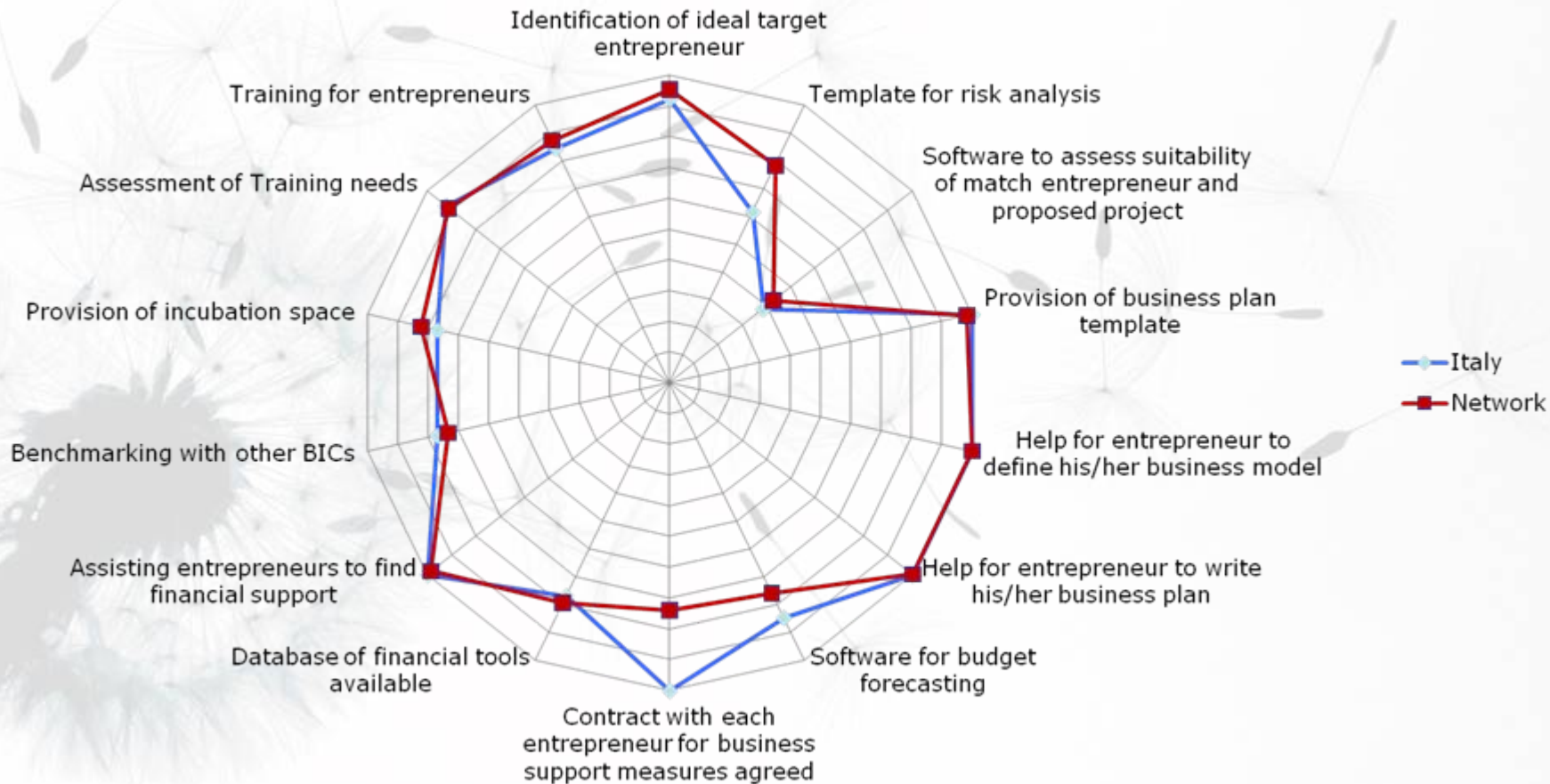


Network



- Payroll
- Consultants and external experts
- Subsidies to Entrepreneurs
- Overheads
- Cost of incubator building(s)
- Financial costs
- Other costs

Services to new entrepreneurs



Incubation Activities

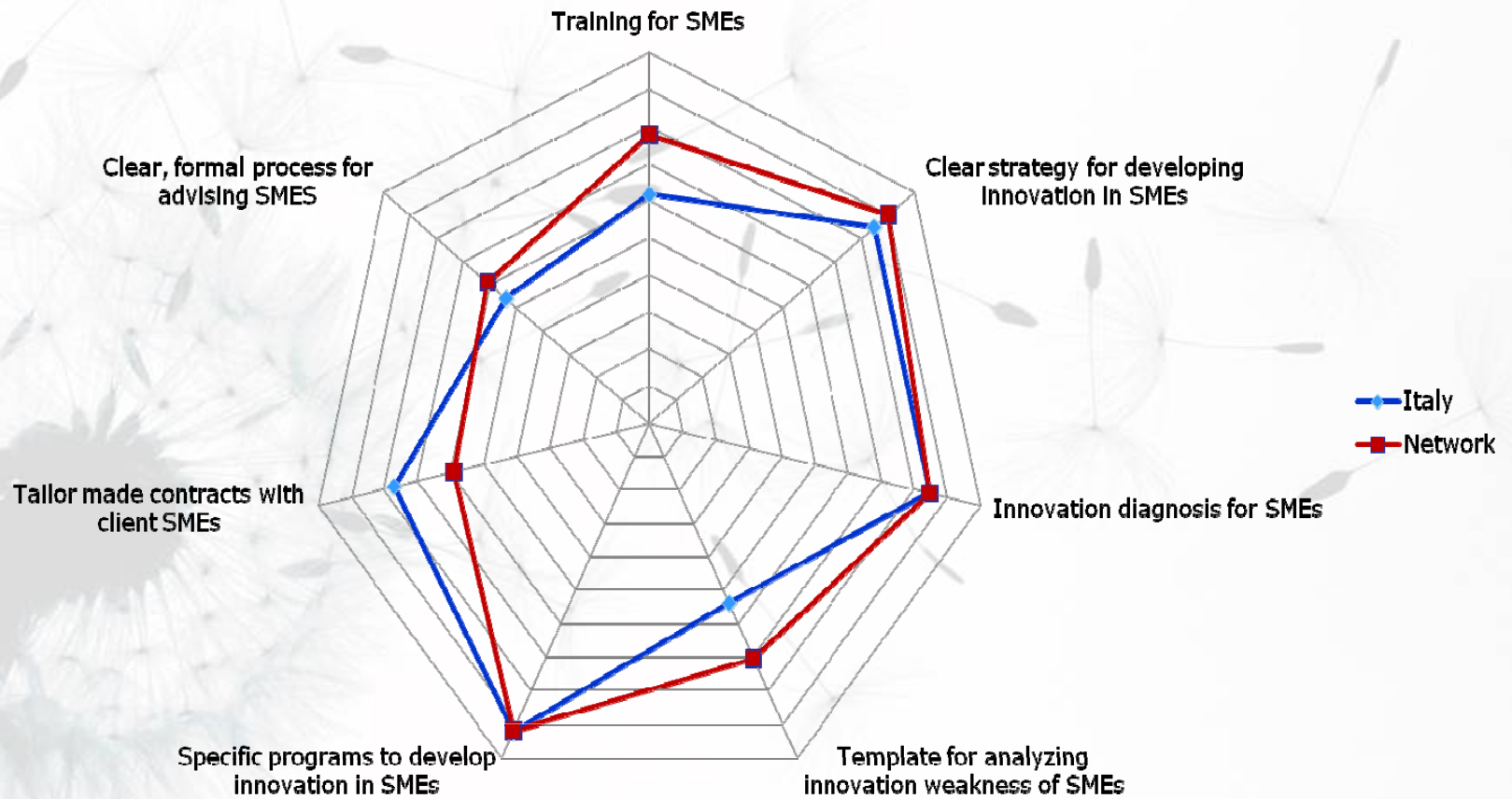
Italy

Incubation activities	2008	2007
Average square meters available for incubation activities	10391,92	8007,52
Average incubator space occupancy rate (%)	47,69	46,22
Average incubation time	1,69	2,04

Network

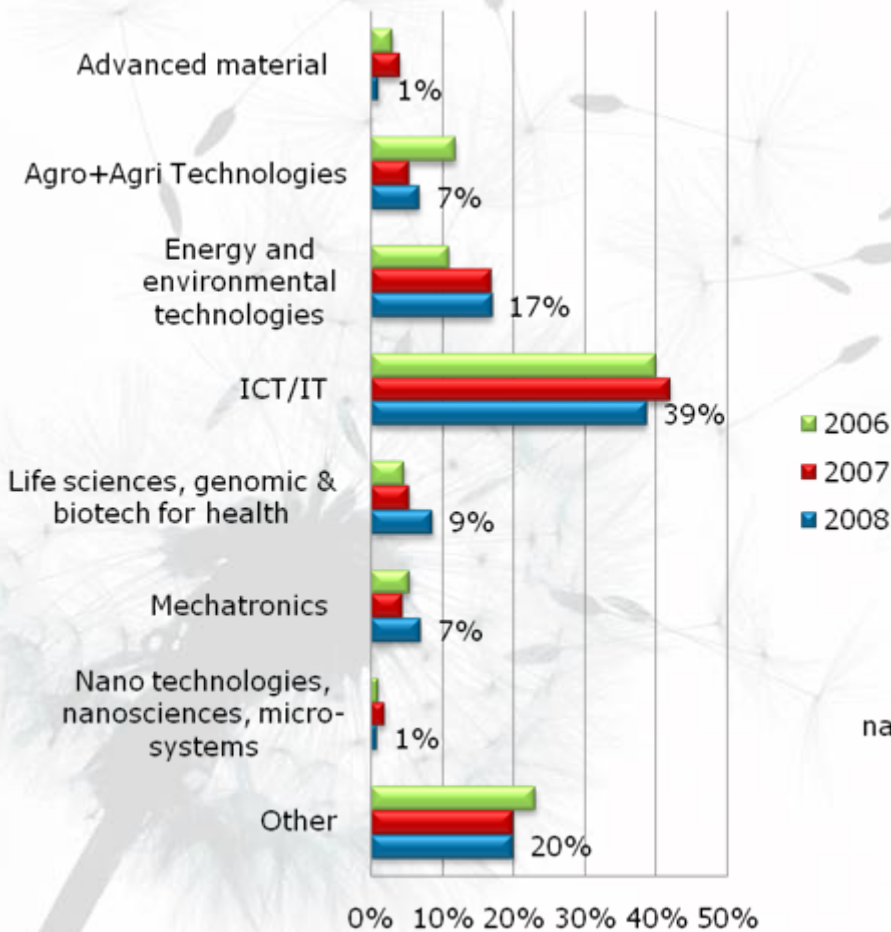
Incubation activities	2008	2007
Average square meters available for incubation activities	3159,02	2.945,00
Average incubator space occupancy rate	77,67	83,00
Average incubation time	3,06	2,99

Services to existing SME

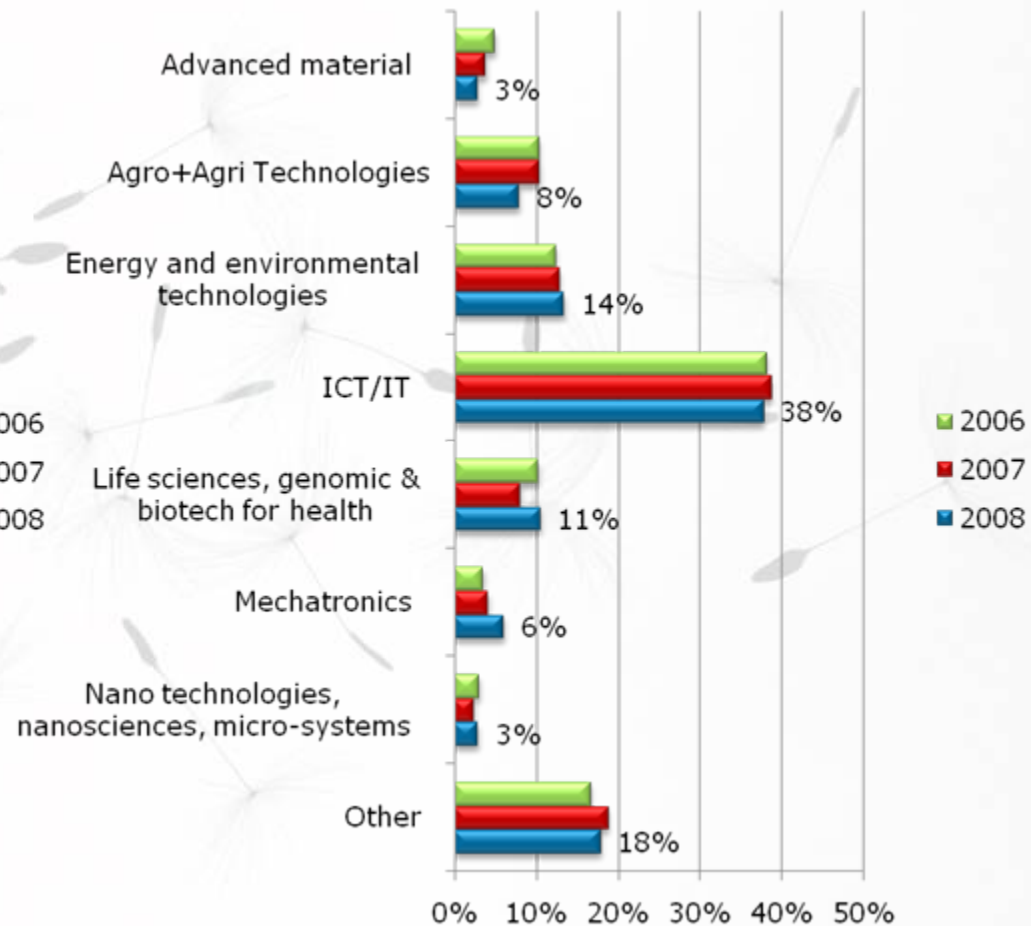


Focus Technological Innovation - Oriented projects

Italy

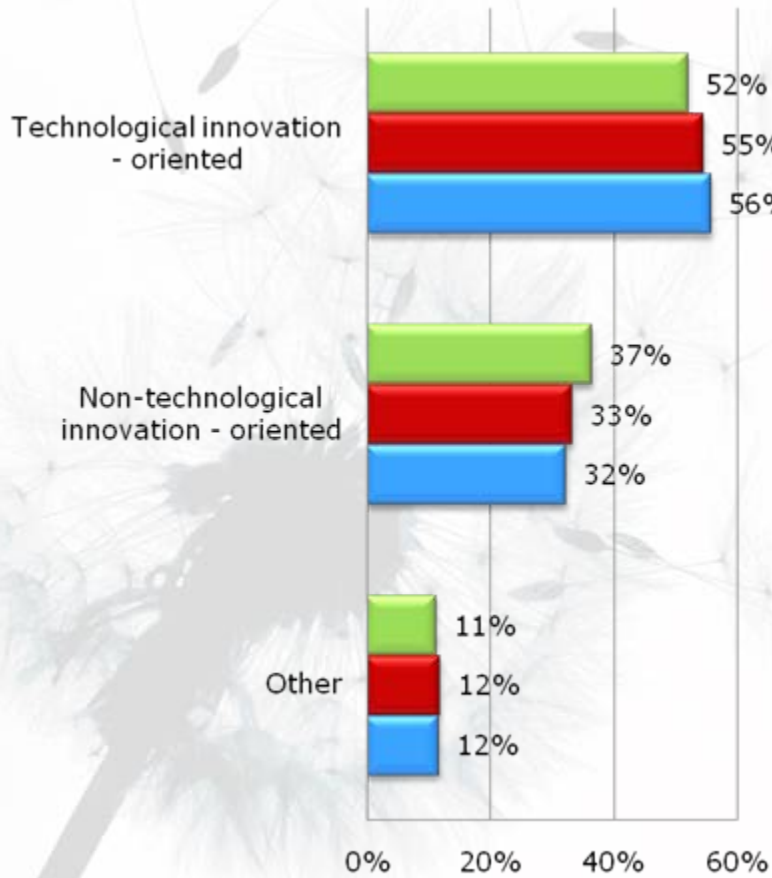


Network

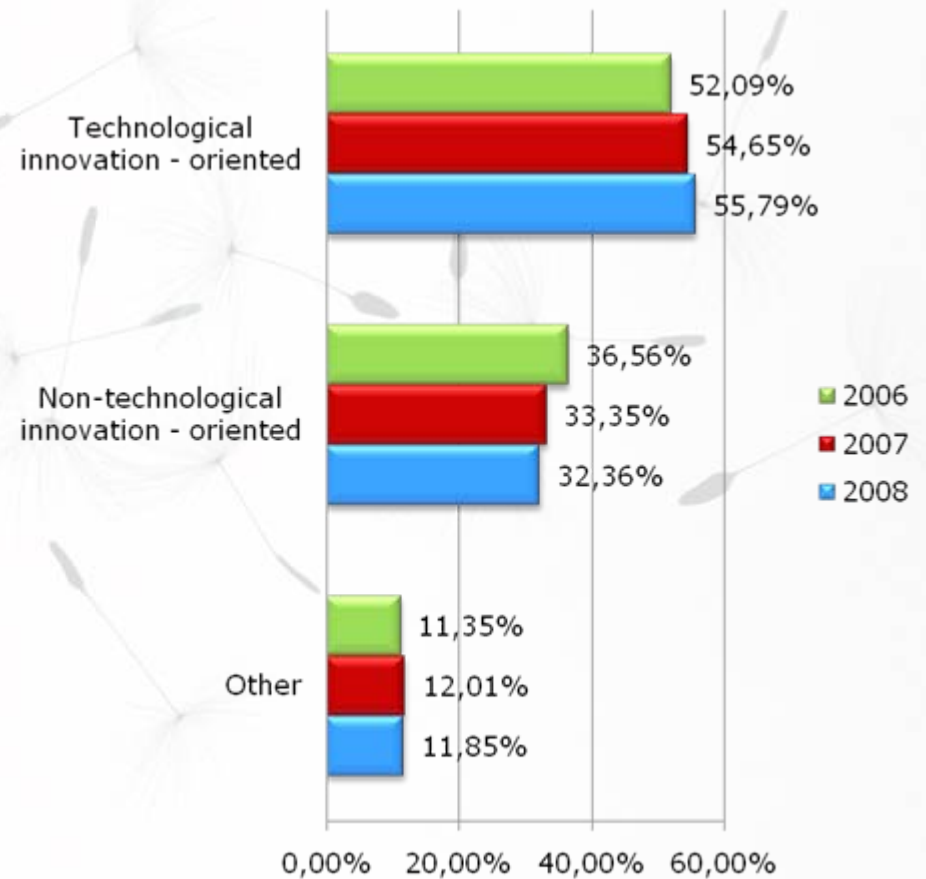


Innovative Projects

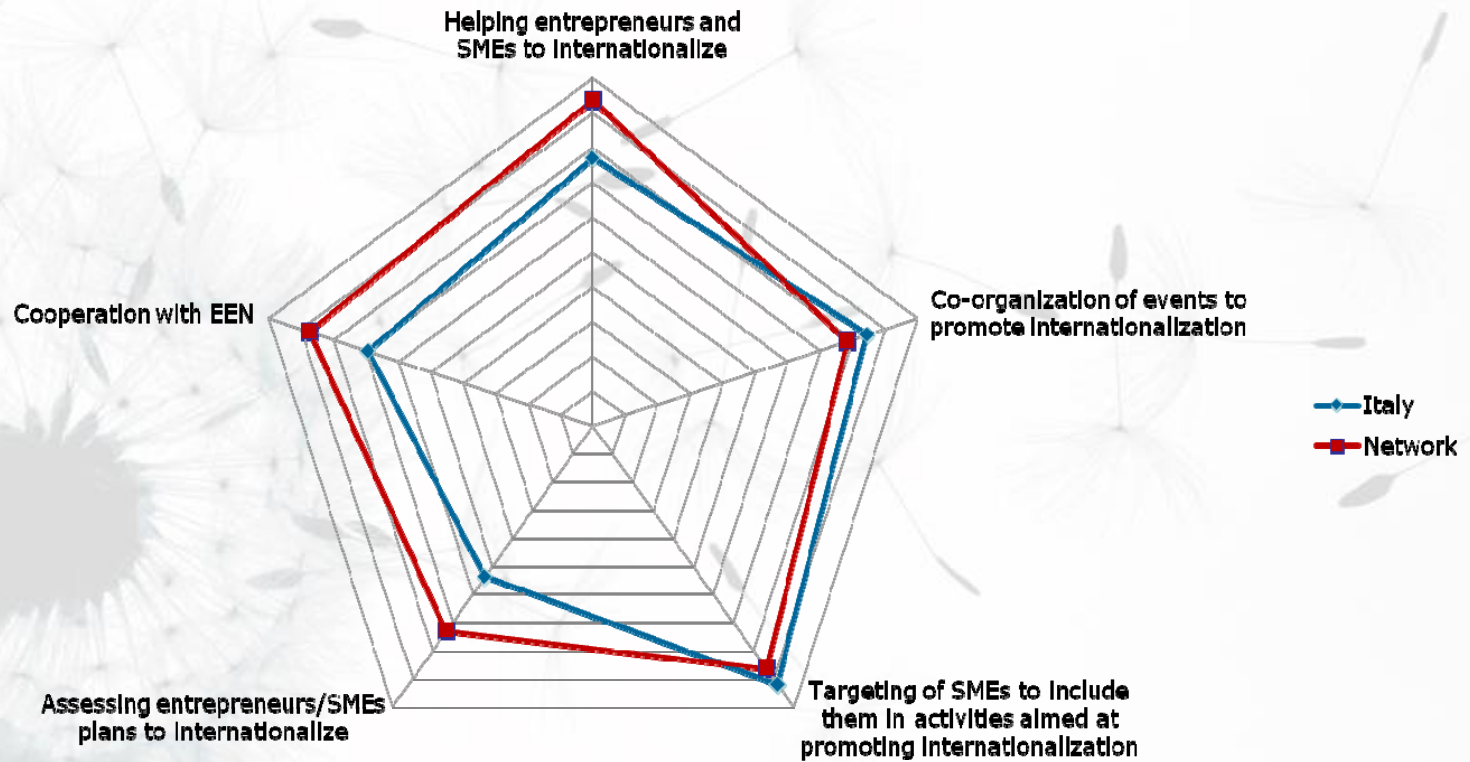
Italy



Network



Internationalization



Value for money

	Italy		Network	
Value for Money	2007	2008	2007	2008
Cost per job created with support of a BIC	46.825,59	34.043,95	8.789,00	10.839,59
Public financial contribution per job created	19.553,32	17.545,45	5.410,00	6.150,08
Average number of start-ups per 100K€ of BIC income	2,51	1,89	2,15	1,93
Average number of jobs created per 100K€ of BIC income	6,36	6,46	11,10	9,19
Average number of business plans created per 100K€ of BIC income	9,90	7,25	5,80	3,53
Average number of companies assisted per 100K€ of BIC income	6,04	6,65	8,00	9,81
Average number of start-ups per FTE* member of BIC staff	1,77	1,37	2,12	1,71
Average number of jobs created per FTE member of BIC staff	4,26	4,44	11,00	8,16
Average number of business plans created per FTE member of BIC staff	13,88	9,19	5,75	3,14
Average number of companies assisted per FTE member of BIC staff	5,31	6,56	8,00	8,72

*full time equivalent

Performance Indicators

2008	Italy		Network	
	Average	Median	Average	Median
Number of tenants in incubators	30	28	30	23
Total employment by tenants	147	82	155	92
Number of business plans produced during the year	141	54	53	20
Number of start-ups created during the year	156	35	29	11
Number of jobs created in SMEs (client companies of BICs)	29	12	50	20
Enterprise Survival Rate	95%	91%	88%	90%
Number of enterprise creation projects during the year	85	23	52	18
Existing SMEs supported during the year	18	12	95	49

Best practices: BIC Liguria

BIC Liguria belongs to Liguria Regione, as the leading agency on entrepreneurship and innovation. The structure works to promote Regional economical and business development policies and processes, supporting the creation, innovation and growth of small to medium size businesses, development of innovation and local business systems.

Incubator Network		
Genova	La Spezia	Savona
14.000 mq *	1.200 mq	5.000 mq
57 tenants	11 tenants	22 tenants
398 employed	37 employed	90 employed

* **Technology Incubator** financed by L.266/97
700 mq.



BIC Liguria's support to self employment

By law (Ex: Dlg 185/2000) BIC Liguria manages at regional level national incentives for entrepreneurship and self employment. It consists of three different measures:

- ✓ **LAVORO AUTONOMO.** It's a measure worked out for those who want to create their own enterprise, as one-man business. BIC Liguria finances Independent work with a maximum of € 25.823
- ✓ **MICROIMPRESA.** It's a measure worked out for those who want to start a small enterprise up to 10 employees, in production of goods or supply of services. BIC Liguria finances Micro-company incentives to a maximum amount of € 129.114
- ✓ **FRANCHISING.** It's a measure supporting new franchising enterprises.

BIC Provide grants/loans up to 150.000 €, training and technical assistance free services

Some Figures (2004/2009):



2.300 applications

1.350 new enterprise financed

140 Milioni/€ spent

BIC Liguria/University project - UNITI

UNI.T.I project has been promoted by the University of Genoa in partnership with BIC Liguria.

It has been financed by the Ministry of the Economic Development and it is managed by the UNI.T.I. Consortium. The value of the project: 4 mil. € for a duration of five years.

The aim of the project is:

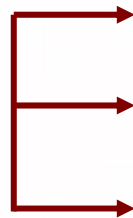
Volorisation of the research results

To Create academic spin-off

Support enterprise development

Knowledge sharing

Some figures:

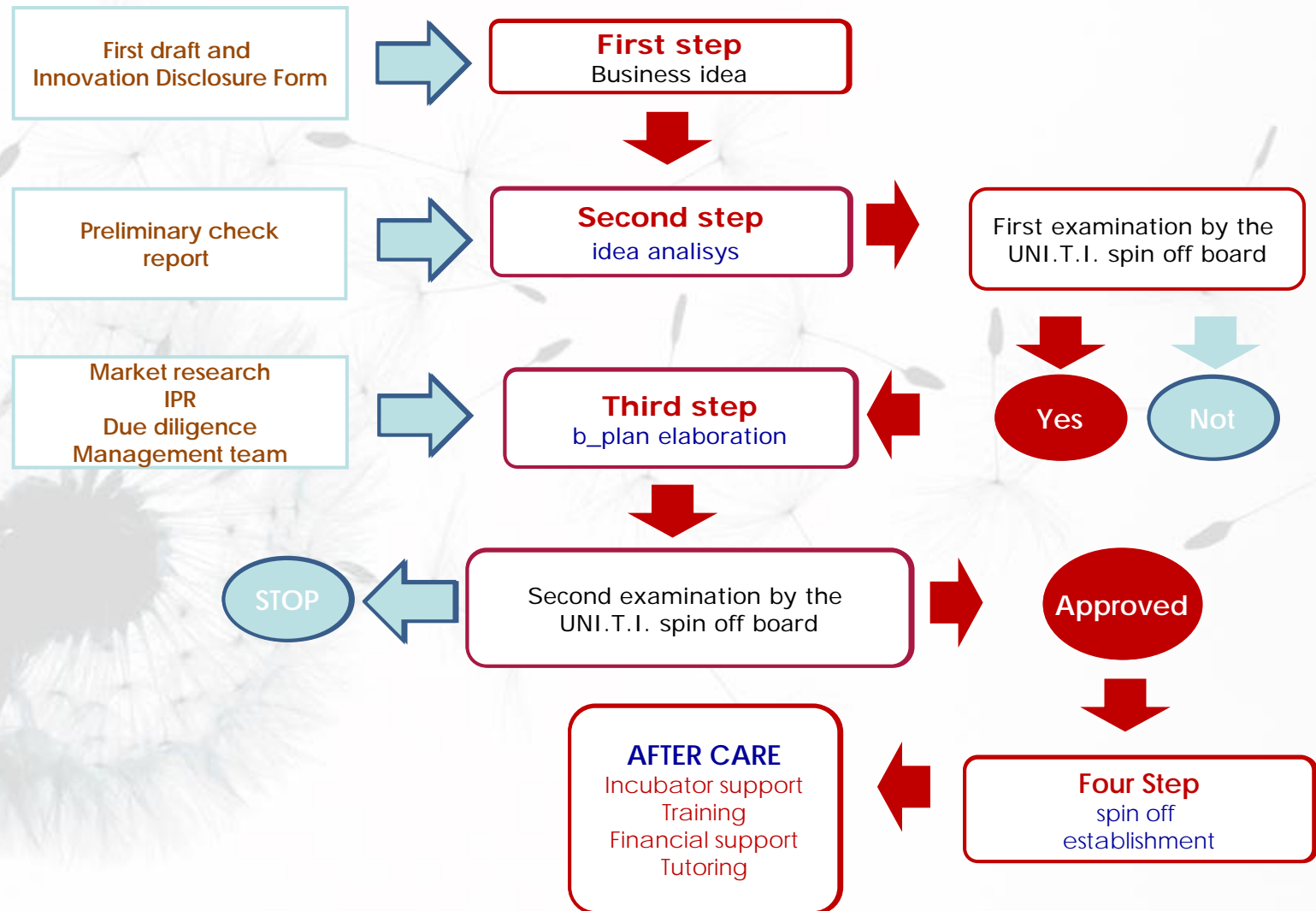


31 business idea checked by the UNI.T.I. board

19 business idea selected and 11 Bplan approved

790.000 € Start up FUND

BIC Liguria/University project – UNITI process



Best practice 2: Città della Scienza - Napoli

Città della Scienza is a Public limited company whose share capital is totally held by Regione Campania. Is **an house company** at the service of its sole partner, Regione Campania, in the area of strategic programmes and activities



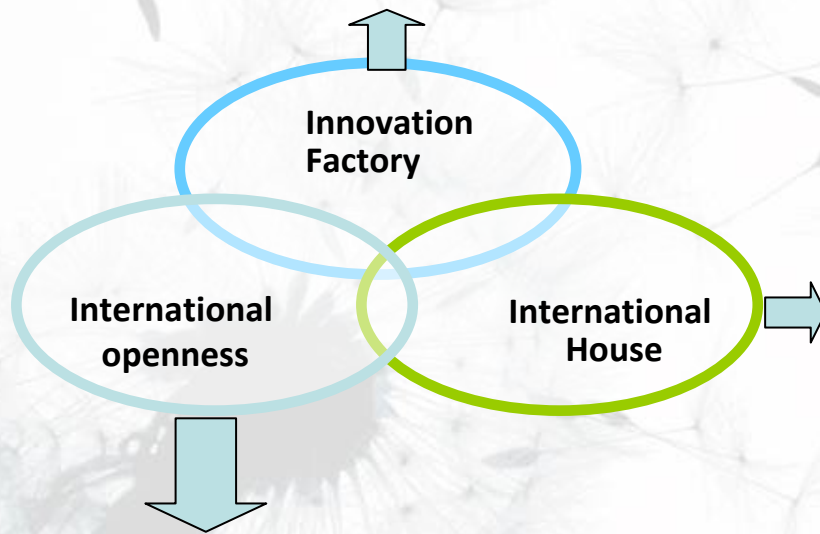
It's mission ...

- Diffusion of innovation
- Promotion of technology transfer
- Creation and development of innovation enterprises
- Spinn off from Univeristy
- Cooperation
- Internazionalization

Citta della Scienza a Regional focal point

A “factory” that produces demonstrated tools and innovative solutions for growth and competitiveness of SME’s:

- Spin off nursery
- Compete LAB
- Technological Incubator of Innovative Companies



- development and strengthening of the Institutional networks;
- creation and implementation of international partnerships (extra-UE countries);
- support for the internationalization of local economy and promotion of cultural and natural resources of Campania

- planning and managing strategies for international openness, as technological structure of Regione Campania
 - Working to implement programs and system events
 - Support the activities between the Ministry of Foreign Affairs and the Regione Campania
 - Develop network with comunitarian and international institutions
-

Città della scienza: 2008 figures.....

- Incubated enterprises ▶ 34 over a 4.000 sqm available
- Employees ▶ 190
- Turnover ▶ 15 mln/€
- Sectors: ICT and Multimedia, Aerospace, Energy and Environmental Technologies
- 3 consortiums in CDS, for a total of about 60 enterprises; more than 1.600 employees and about 160 million €



OVERALL WINNER", PARIS 2008

(CDS's Incubator as the Best practice)

Best practice University Incubator: I3P

I3P, the Innovative Enterprise Incubator of the Politecnico di Torino, is a non-profit joint-stock consortium (S.c.p.a.) constituted in 2002 by the Politecnico di Torino, the Torino Province, the Torino Chambre of Commerce, Finpiemonte, Torino Wireless Foundation, and the City of Torino.

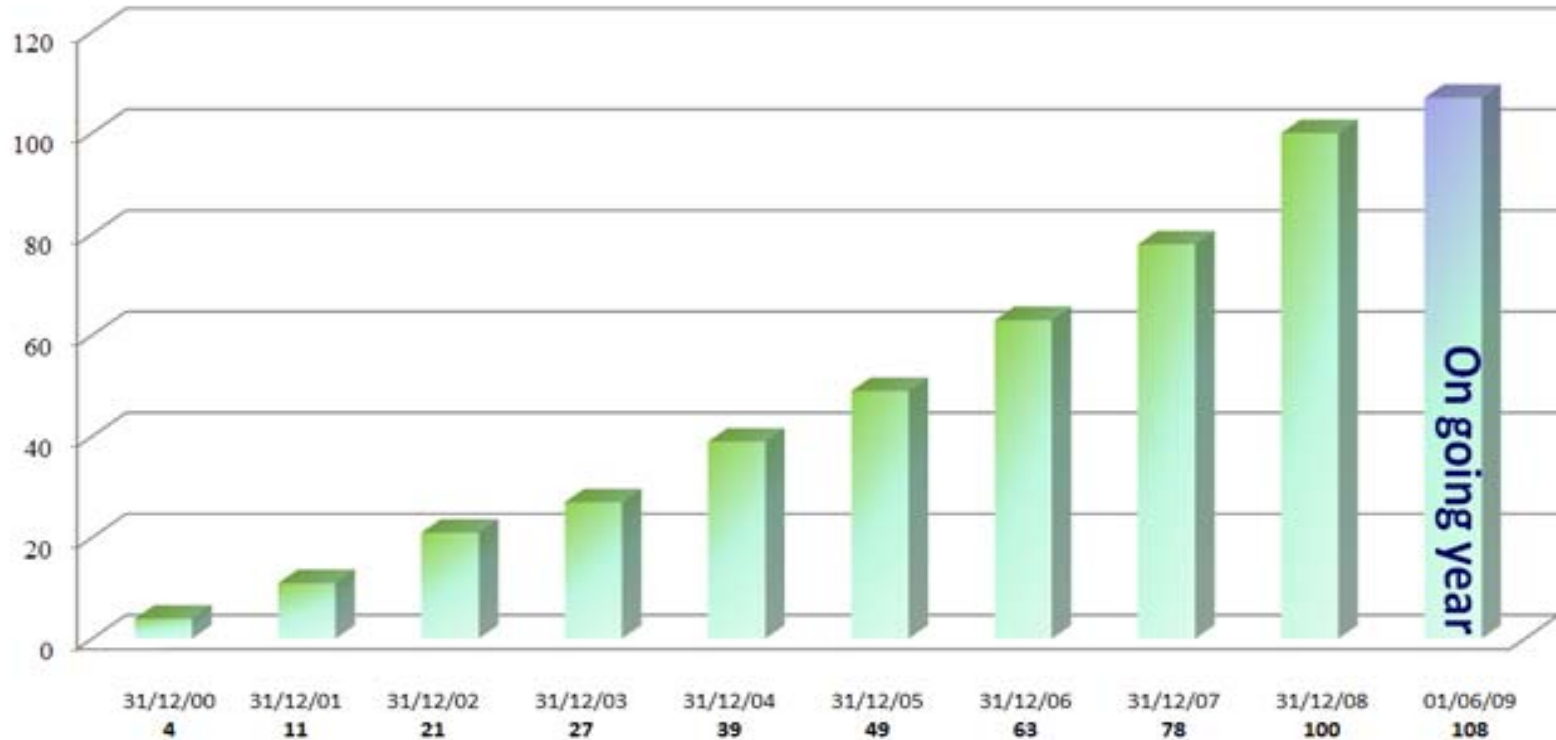
I3P today is Italy's leading university-based enterprise incubator, and one of the biggest in Europe. **The goal of I3P is to promote the creation and growth of knowledge-based enterprises** that can benefit from the Incubator's close ties to the Politecnico di Torino.

More specifically, I3P:

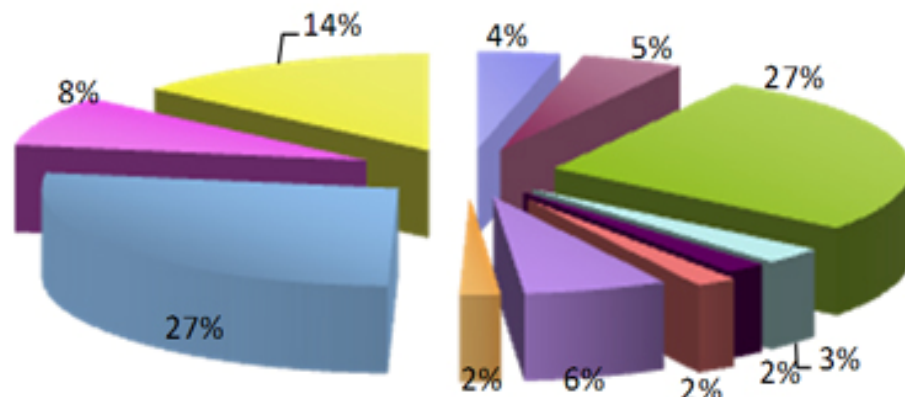
- Selects business ideas with a high potential for growth, offers assistance free of charge to aspiring entrepreneurs with a knowledge-based business ideas, and supports start-up enterprises in their first delicate years of life.
 - Offers investors on the lookout for innovative businesses, assisting them in their investment decisions while guaranteeing the confidentiality of negotiations.
 - Offers managers and professionals the opportunity to build contacts and work with businesses with attractive prospects for growth.
-

I3P's results.....

- 108 hosted enterprises
- 65 successful enterprises that have completed their incubation period
- 11 enterprises in preincubation
- 575 employees have worked, to date, for I3P's hosted enterprises
- 1057 business ideas evaluated, of which 358 coached to the business plans



by sector.....



- AEROSPACE
- ENVIRONMENT & TERRITORY
- AUTOMATION & ELECTRONICS
- BIOTECH
- CHEMICAL & MATERIAL
- BUILDING & ARCHITECTURE
- ENERGY
- PHISIC
- IT
- MECHANIC
- TELECOMMUNICATION

networks



PNI Cube is the association that groups together the academic incubators and the Italian academic business plan competitions (named Start Cups). Today it numbers 34 associates between universities and incubators. It was founded with the purpose of stimulating the creation of new enterprises with a high content of knowledge deriving from the university, subsequently introducing them to the market.

PNICube is the promoter of two important initiatives: the National Award for Innovation, which is a competition where the best innovative enterprise ideas are selected, and the event Start Up of the Year, which rewards the young high tech enterprise achieving the best market success.

The Cultural Incubator of Matera



Site: in the heart of Matera within the Sassi quarter (UNESCO Treasure) in the old town called "Civita".

Goal: start-up of new enterprises in the cultural sector. This sector is strategic for the development of the area.

The Actors:

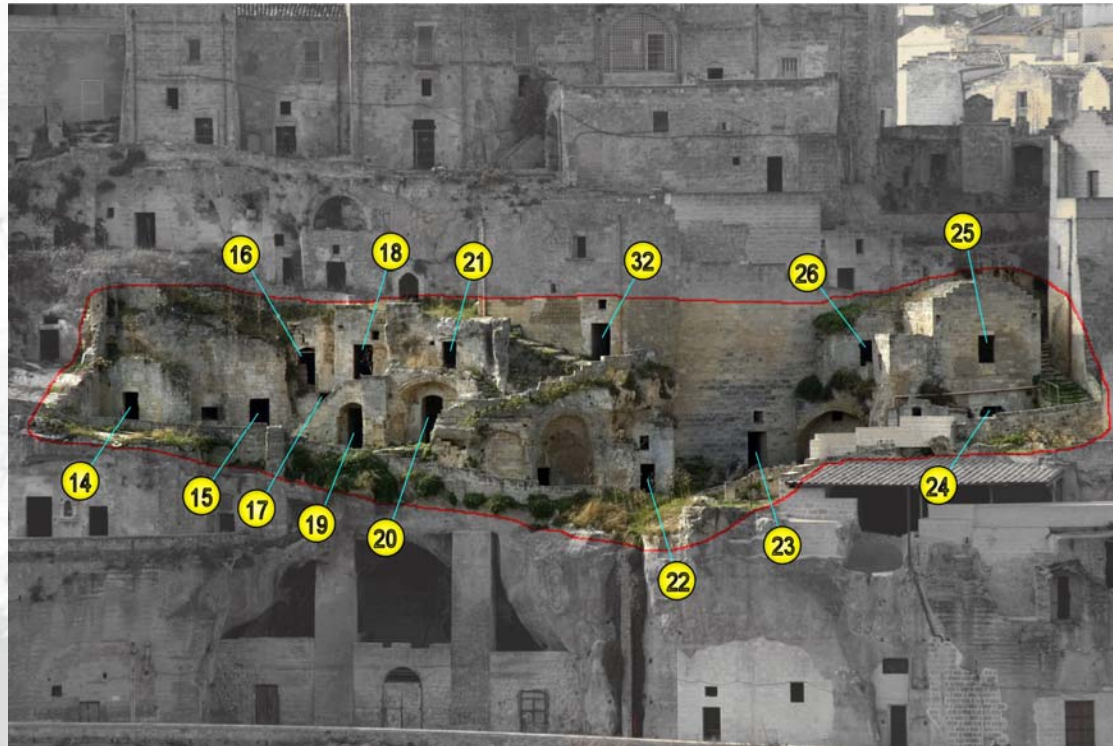
The Municipality of Matera, owner of the buildings to recover (free landing for a 30 years period) Sviluppo Italia Basilicata, with the task to recover, activate and manage the Incubator.

The Stakeholders:

The Regional Agency of the Italian Ministry of Culture, with the task to supervise the realisation of the Incubator.

The Zetema Foundation, who recovered the Ortega House (a famous 70' Spanish artist lived in Matera), Museum of Contemporary Sculpture Matera (MUSMA) and hosting international artists exhibitions.

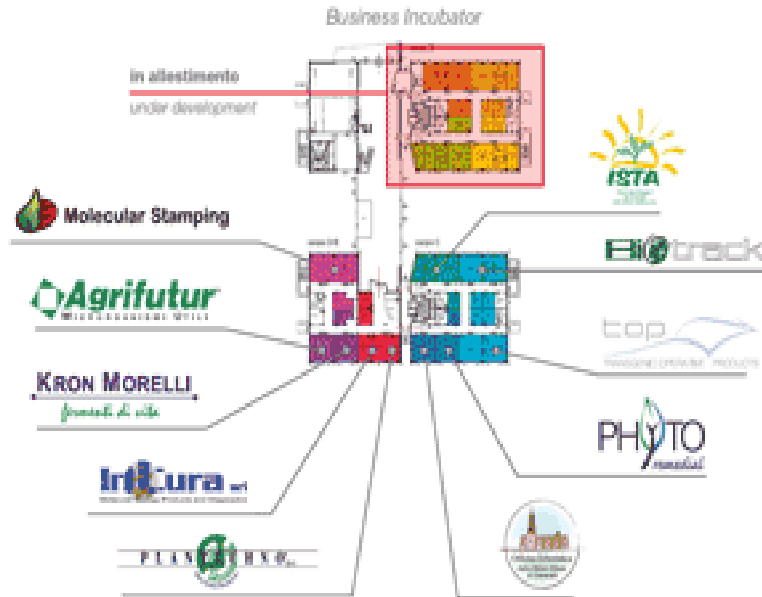
The Cultural Incubator of Matera



The Incubator e consists of 14 business units, which preserve the ancient *charme* of Sassi habitat entirely, but with all the most modern technologies and utilities. The most of the buildings will host to laboratories for the production of prototypes, goods and services linked to art and culture. In addition the companies host will be able to benefit of a range of common spaces and services provided directly by Sviluppo Italia Basilicata (particularly financial services and support e.g.: microcredit, venture capital, guarantee fund)

ALIMENTA Agrofood Incubator

Alimenta Incubatore d'impresa



Parco Tecnologico Padano operates as a non profit Foundation and was created in 2001. Its mission is to build up an innovation system that is focused on industry in the ag-biotech sector by:

- Being an international leader in research
- Addressing to specific regional needs
- Performing highly efficient research to support regional development
- Facilitating technology transfer supporting start-ups and spin-offs by offering services and a business incubator
- Developing a Science Park that is able to attract innovative companies

ALIMENTA Incubator strenght

Link to educational institutions

The Incubator is part of a prominent R&D cluster in the agrofood sector in Italy. PTP hosts Universities, Public Research bodies but also private labs and companies. Research is always performed in collaboration with some of these universities and research centres and with a strong link with international R&D cluster as University of California Davis, Agropolis Montpellier, etc.

Financing tools

Lombardy Region and local governments and institutions, together with the support of the Cariplo Foundation supported the development of the Cluster in the early stage. The fund for R&D activities and for spin-offs and start-ups are raised on institutional, financial and private markets.

Incubator/Park's competitive advantages

International Network

Parco Tecnologico Padano is involved in several EU-funded projects, as partner or as coordinator. Today PTP is active in more than 20 EU projects. The PTP network extends to more than 200 international contacts in 50 countries.

One of the most important international network projects coordinated by PTP was the Europe-Innova (EU-DG enterprise and industry www.europe-innova.org) funded project ABC network. The ABC Network aims was to build a network of Agro-Biotech Clusters across Europe, to enhance cooperation among clusters.

..... final considerations

Incubators are Centres for local development and enterprise creation. They act to facilitate innovation, by supporting collaboration between Enterprises, Government Institutions and University/research centres.

The type and size of the incubators depend on the context where they operate, in any case management costs must be financed by high quality services provided to three different target clients: new Entrepreneurs, existing SME, Local Authorities

The future will more and more focus on the incubation process than the physical incubator:

- Focus on pre-incubation phase to detect new innovative projects aimed to offer tailor made services along with other business support organization
- Deliver high level and specialized start up services to support innovative start ups
- Promote trans-regional and trans-national networks to improve the positioning on the global markets of new SME

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