



Washington County's Business Incubator at HCC



Business Incubation

Development Resources For Smart Companies



Mission

The mission of the Technical Innovation Center is to facilitate the growth and development of early stage technology oriented firms to diversify the local area economy and help create higher wage employment opportunities.



Process

- Potential clients undergo a fundamental review of existing business plan for initial viability.
- Rejected applicants are referred to the SBDC for additional preparatory assistance or, TIC personnel work with applicant to improve the firm's initial business plan.
- Accepted clients and TIC establish progress metrics.
- Incubator staff conduct periodic financial and goal reviews to update milestones.



Client Assistance

Client assistance is based on the milestones or goals that are mutually established.

Example:

Initial company goal may be to finalize organizational structure based upon planned exit strategy. The TIC will engage legal counsel and CPA assistance to ensure organizational structure and accounting systems are consistent with best practices and meet state requirements for licensing, tax filings, etc.



Client Assistance

Client assistance is based on the milestones or goals that are mutually established.

Example:

Intermediate goals usually focus on sales development. The TIC assists the firm with:

1. Preparing documentation for accessing capital; both debt and equity.
2. Identifying potential partners or collaborators and establishing distribution channels.
3. Marketing plan development and execution.
4. Sales Strategies
5. Human resources planning.



Client Assistance

Client assistance is based on the milestones or goals that are mutually established.

Example:

Later stage goals usually focus on transitioning to regular commercial space. The TIC assists the firm with:

1. Identifying and evaluating potential locations.
2. Lease negotiations.
3. Providing flexible terms to prevent disruptions to the business.
4. Post graduation public relations.



Client Assistance

Specific types of individual client assistance provided to actual clients.

1. Legal Counsel, General business and IP protection.
2. CPA Guidance, Organizational setup and strategic planning.
3. Facilitation of collaboration agreements between incubating firms and larger organizations.
4. Human resources recruiting and screening.
5. Organizational development training.
6. SBIR grant development assistance.
7. Government contracting and procurement



Group events

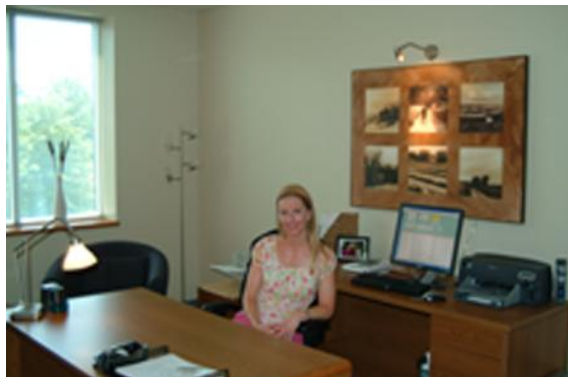
- Networking lunches
- Business roundtables
- Topical webcasts – usually open to the public
- Entrepreneurial training modules
 - Finance
 - Marketing
 - Sales Development
 - Operations Management
 - Intellectual Property



Facilities



Open manufacturing areas with CNC capabilities



Spacious office suites with flexible lease terms. Broadband and utilities are included.



Large, well equipped conference room. Complete business library with AV equipment and online databases. (not shown)



New BSL2 lab facilities with well equipped common lab.



Coming Soon
Rapid Prototyping
3D Printing



Facilities

The Technical Innovation Center is uniquely able to facilitate the development of complementary industries in one location.

Currently, our clients are engaged in:

1. Information technologies
2. Sensors – bio and mechanical
3. Biotechnology/Life Sciences
4. Precision Manufacturing – aerospace and biomedical devices
5. Electronic fabrication and assembly