

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.

| Account | FY 2010 | FY 2011 | Biennial Total |
|---|-----------|-----------|----------------|
| FTE | 6.5 | 6.5 | 6.5 |
| 001 General Fund | | | |
| 001-1 State | \$431,000 | \$402,000 | \$833,000 |
| 148 Institutions of Higher Education - Dedicated Local Account | | | |
| 148-6 Non-Appropriated | \$300,000 | \$315,000 | \$615,000 |

Statewide Result Area: Improve the economic vitality of businesses and individuals

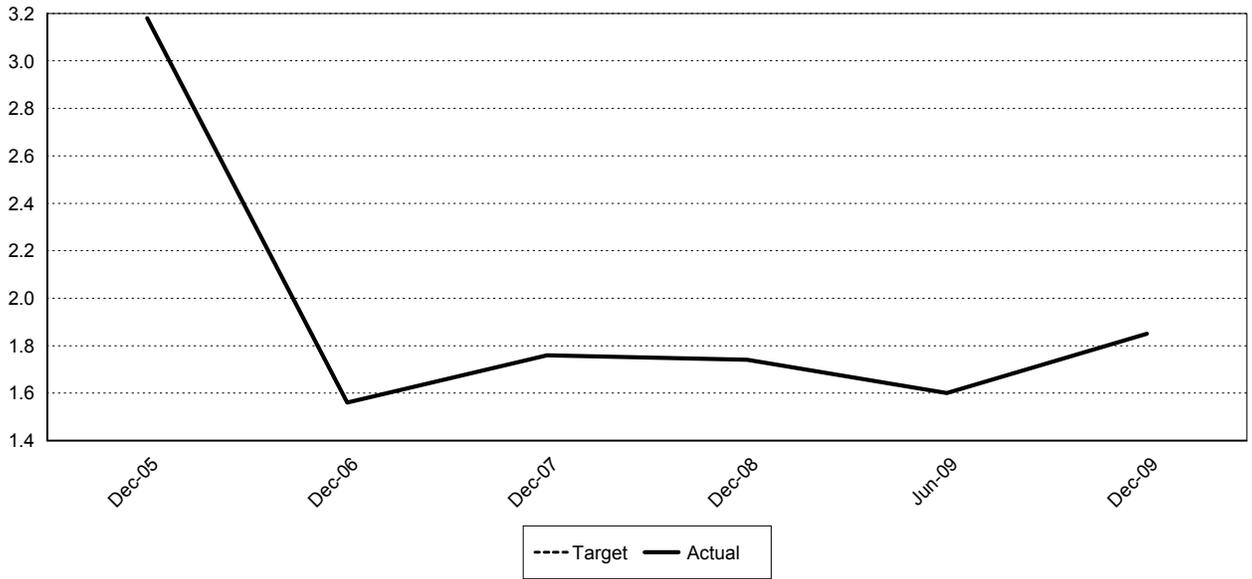
Statewide Strategy: Provide seed and growth capital and support entrepreneurs

Expected Results

| 000930 The current duration, in years, of current clients staying at a Sirti incubator facility. | | | |
|---|---------------|---------------|---------------|
| Biennium | Period | Actual | Target |
| 2009-11 | Q8 | | |
| | Q7 | | |
| | Q6 | | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | 1.85 | |
| | Q1 | | |
| 2007-09 | Q8 | 1.6 | |
| | Q7 | | |
| | Q6 | 1.74 | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | 1.76 | |
| | Q1 | | |
| 2005-07 | Q8 | | |
| | Q7 | | |
| | Q6 | 1.56 | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | 3.18 | |
| | Q1 | | |

Number

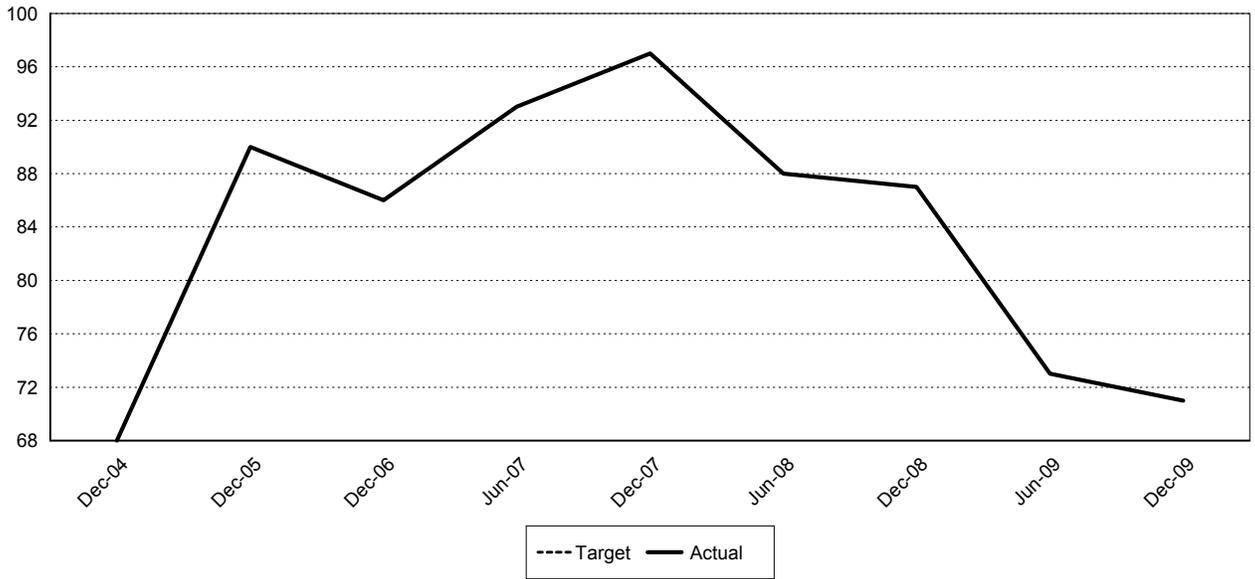
000930 - Average tenure for incubator clients



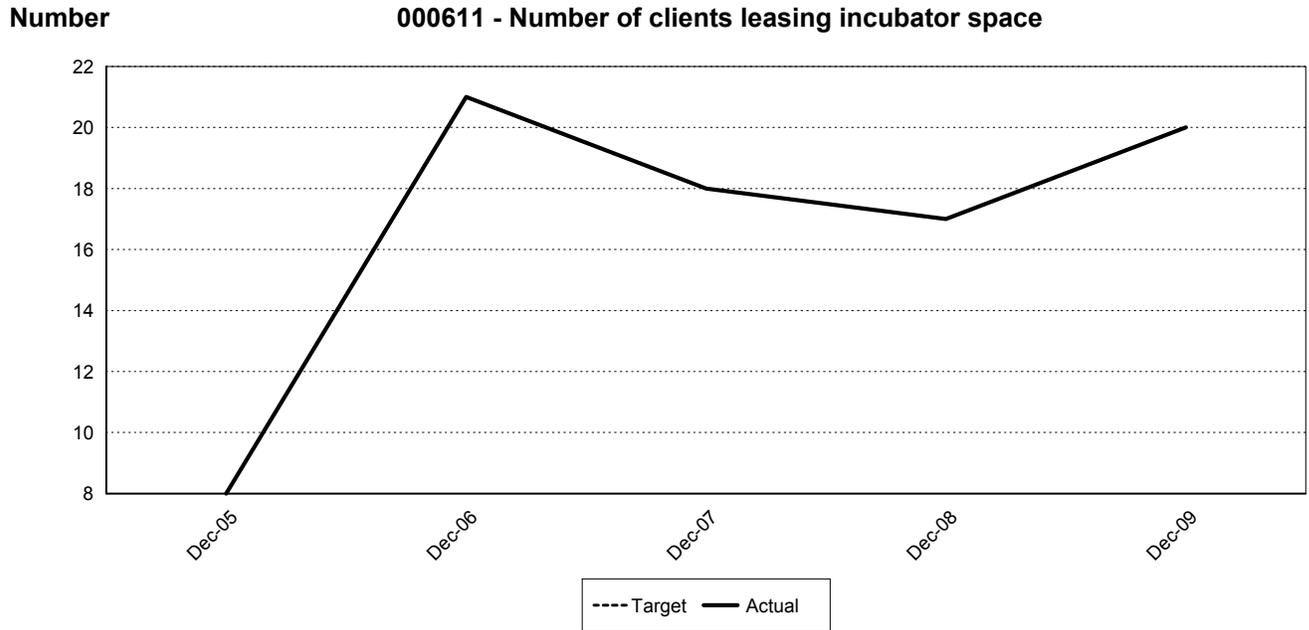
| 000608 The percentage of available incubator space leased at Sirti managed facilities. | | | |
|---|---------------|---------------|---------------|
| Biennium | Period | Actual | Target |
| 2009-11 | Q8 | | |
| | Q7 | | |
| | Q6 | | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | 71% | |
| | Q1 | | |
| 2007-09 | Q8 | 73% | |
| | Q7 | | |
| | Q6 | 87% | |
| | Q5 | | |
| | Q4 | 88% | |
| | Q3 | | |
| | Q2 | 97% | |
| | Q1 | | |
| 2005-07 | Q8 | 93% | |
| | Q7 | | |
| | Q6 | 86% | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | 90% | |
| | Q1 | | |

Percent

000608 - Incubator Occupancy



| 000611 The quantity of start-up and emerging companies in Sirti managed incubator space. | | | |
|---|---------------|---------------|---------------|
| Biennium | Period | Actual | Target |
| 2009-11 | Q8 | | |
| | Q7 | | |
| | Q6 | | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | 20 | |
| | Q1 | | |
| 2007-09 | Q8 | | |
| | Q7 | | |
| | Q6 | 17 | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | 18 | |
| | Q1 | | |
| 2005-07 | Q8 | | |
| | Q7 | | |
| | Q6 | 21 | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | 8 | |
| | Q1 | | |



A002 Commercializing Technology

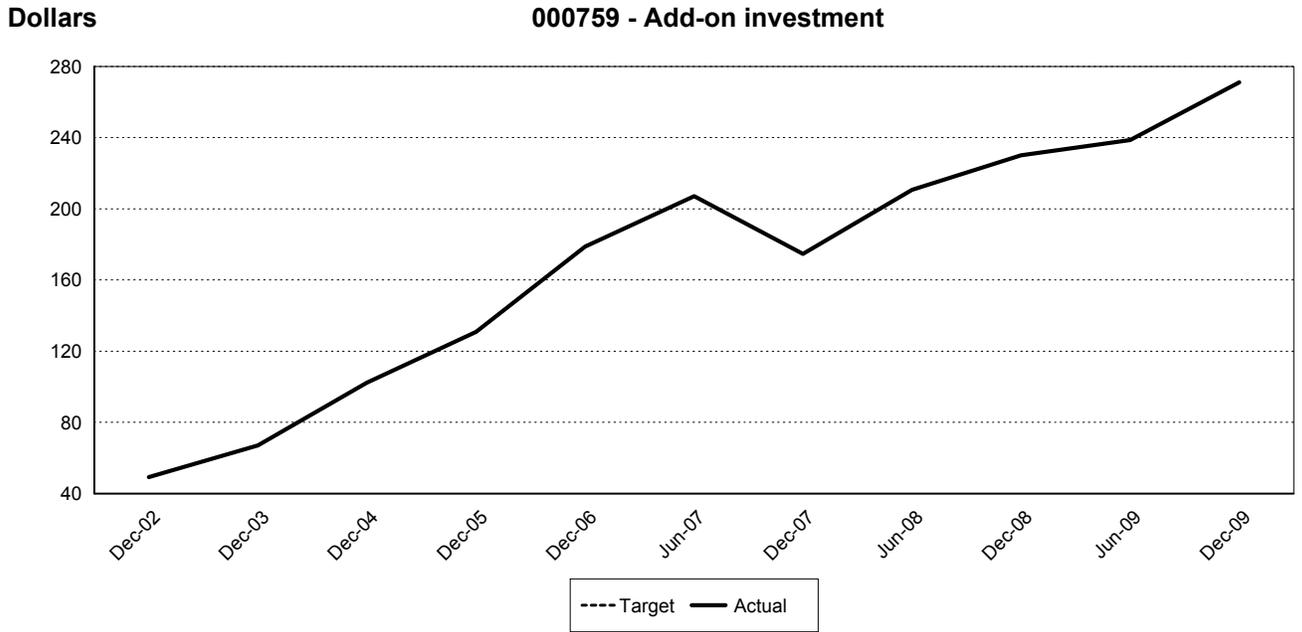
SIRTI's entrepreneurial staff, including college interns, assist start-up and high-growth technology companies to develop strategies to become or remain viable businesses. Typical clients are comfortable with their product/service offerings but are inexperienced in developing a business or financial 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.

| Account | FY 2010 | FY 2011 | Biennial Total |
|---|-------------|-------------|----------------|
| FTE | 14.7 | 12.7 | 13.7 |
| 001 General Fund | | | |
| 001-1 State | \$1,167,000 | \$1,088,000 | \$2,255,000 |
| 148 Institutions of Higher Education - Dedicated Local Account | | | |
| 148-6 Non-Appropriated | \$812,000 | \$851,000 | \$1,663,000 |

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

Expected Results

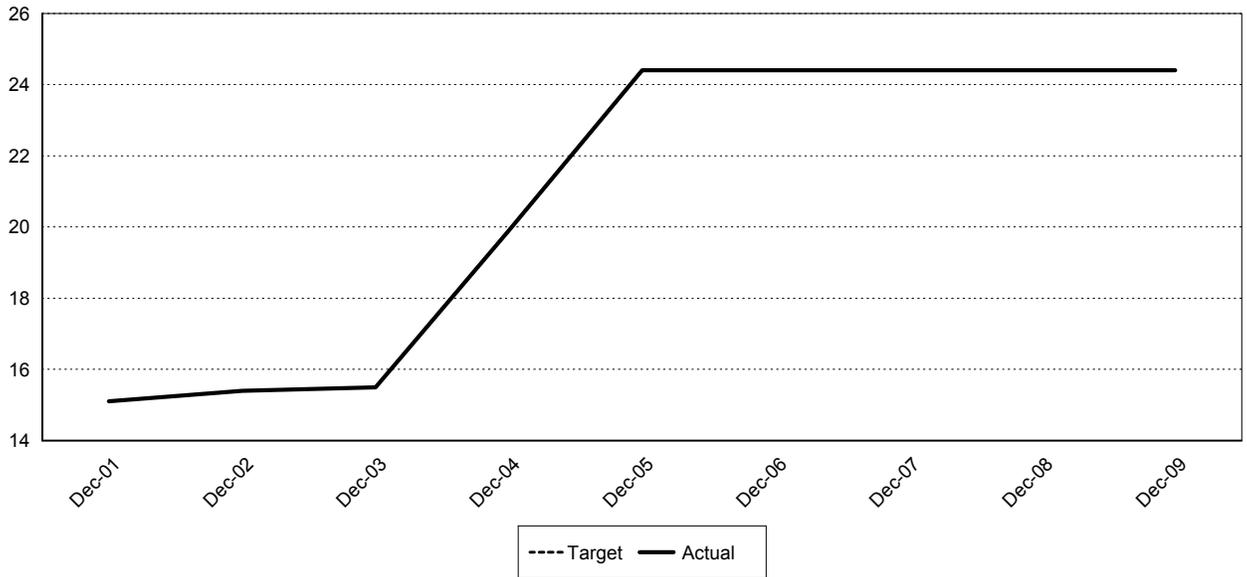
| 000759 The amount of external funding and financing won by current Sirti commercialization clients, current incubator tenants and Sirti alumni over the last 10 years. | | | |
|---|---------------|---------------|---------------|
| Biennium | Period | Actual | Target |
| 2009-11 | Q8 | | |
| | Q7 | | |
| | Q6 | | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | \$271 | |
| | Q1 | | |
| 2007-09 | Q8 | \$238.7 | |
| | Q7 | | |
| | Q6 | \$230 | |
| | Q5 | | |
| | Q4 | \$210.7 | |
| | Q3 | | |
| | Q2 | \$174.7 | |
| | Q1 | | |
| 2005-07 | Q8 | \$207.1 | |
| | Q7 | | |
| | Q6 | \$178.7 | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | \$130.8 | |
| | Q1 | | |



| 000933 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 | Actual | Target |
| 2009-11 | Q8 | | |
| | Q7 | | |
| | Q6 | | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | \$24.4 | |
| | Q1 | | |
| 2007-09 | Q8 | | |
| | Q7 | | |
| | Q6 | \$24.4 | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | \$24.4 | |
| | Q1 | | |
| 2005-07 | Q8 | | |
| | Q7 | | |
| | Q6 | \$24.4 | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | \$24.4 | |
| | Q1 | | |

Dollars

000933 - Amount of non-state dollars won or attracted

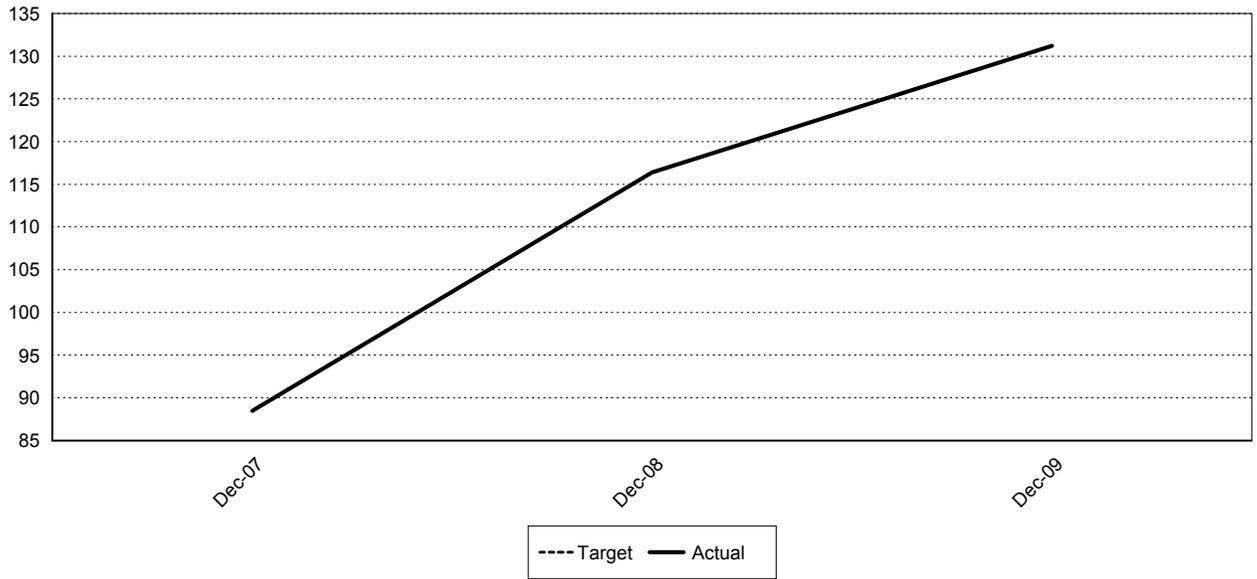


000527 The sales revenue for the most recent calendar year for Sirti clients from the last 10 years, in millions of \$.

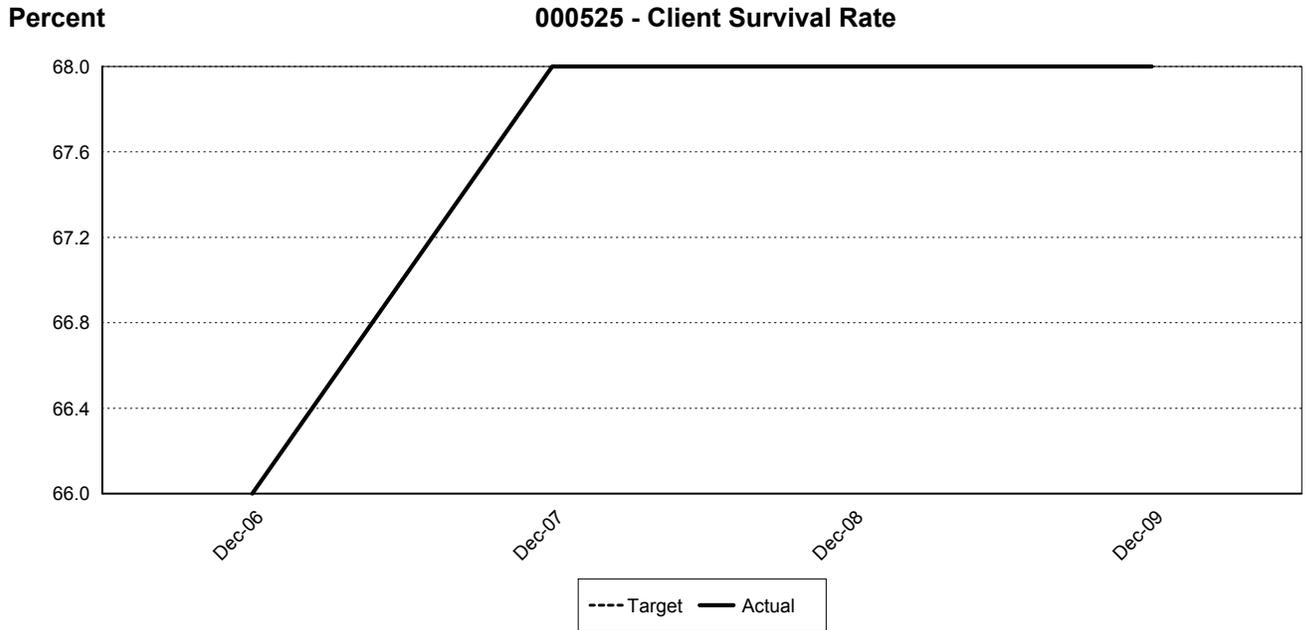
| Biennium | Period | Actual | Target |
|----------|--------|---------|--------|
| 2009-11 | Q8 | | |
| | Q7 | | |
| | Q6 | | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | \$131.2 | |
| | Q1 | | |
| 2007-09 | Q8 | | |
| | Q7 | | |
| | Q6 | \$116.4 | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | \$88.5 | |
| | Q1 | | |

Dollars

000527 - Annual Client Revenue



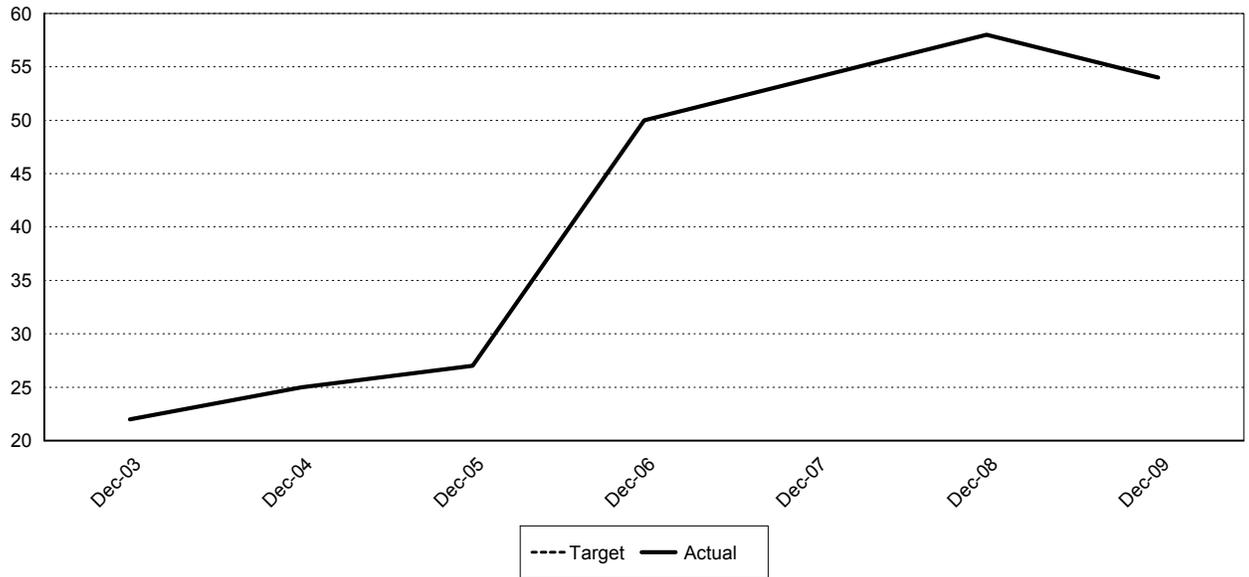
| 000525 The percent of Sirti Business Clients who have received services from Sirti in the last 10 years who are still actively in business. | | | |
|---|--------|--------|--------|
| Biennium | Period | Actual | Target |
| 2009-11 | Q8 | | |
| | Q7 | | |
| | Q6 | | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | 68% | |
| | Q1 | | |
| 2007-09 | Q8 | | |
| | Q7 | | |
| | Q6 | 68% | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | 68% | |
| | Q1 | | |
| 2005-07 | Q8 | | |
| | Q7 | | |
| | Q6 | 66% | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | | |
| | Q1 | | |



| 000520 The number of clients served each year by Sirti. | | | |
|--|---------------|---------------|---------------|
| Biennium | Period | Actual | Target |
| 2009-11 | Q8 | | |
| | Q7 | | |
| | Q6 | | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | 54 | |
| | Q1 | | |
| 2007-09 | Q8 | | |
| | Q7 | | |
| | Q6 | 58 | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | 54 | |
| | Q1 | | |
| 2005-07 | Q8 | | |
| | Q7 | | |
| | Q6 | 50 | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | 27 | |
| | Q1 | | |

Number

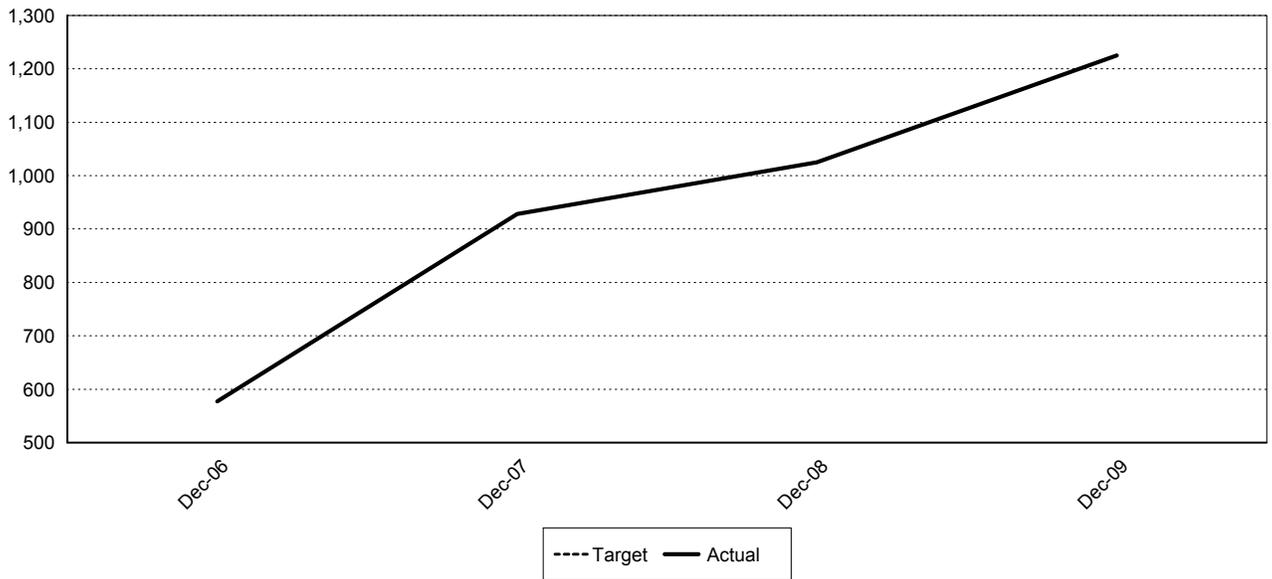
000520 - Clients served by commercialization services



| 000526 The amount, in FTE, of current jobs associated with clients Sirti has served over the last 10 years. | | | |
|--|---------------|---------------|---------------|
| Biennium | Period | Actual | Target |
| 2009-11 | Q8 | | |
| | Q7 | | |
| | Q6 | | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | 1,225 | |
| | Q1 | | |
| 2007-09 | Q8 | | |
| | Q7 | | |
| | Q6 | 1,025 | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | 928 | |
| | Q1 | | |
| 2005-07 | Q8 | | |
| | Q7 | | |
| | Q6 | 577 | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | | |
| | Q1 | | |

Number

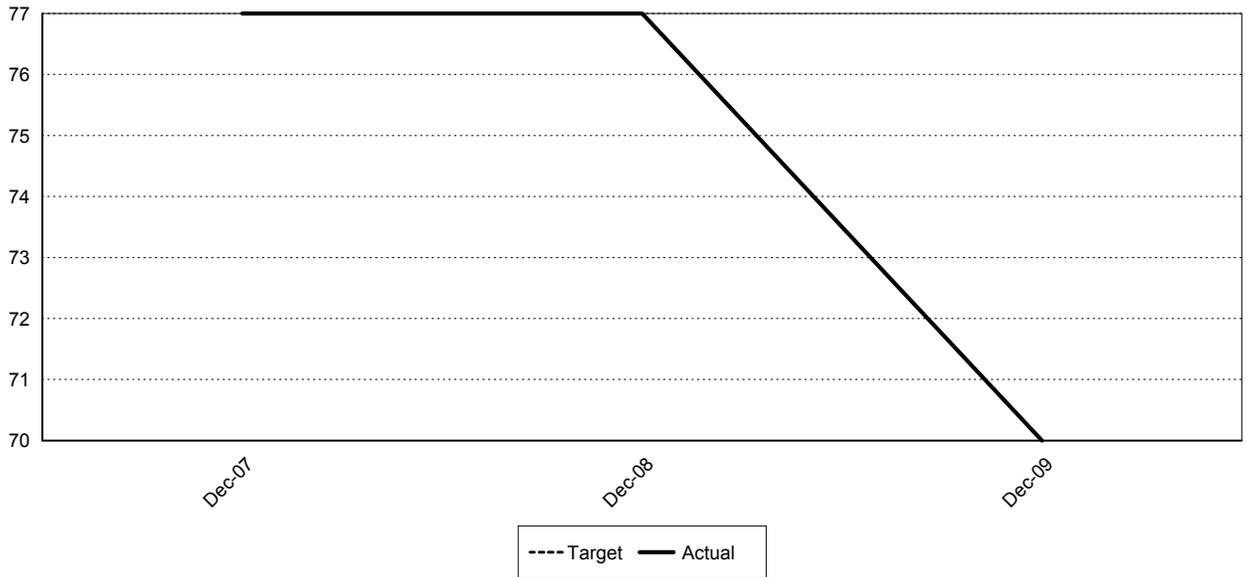
000526 - Direct jobs created by clients



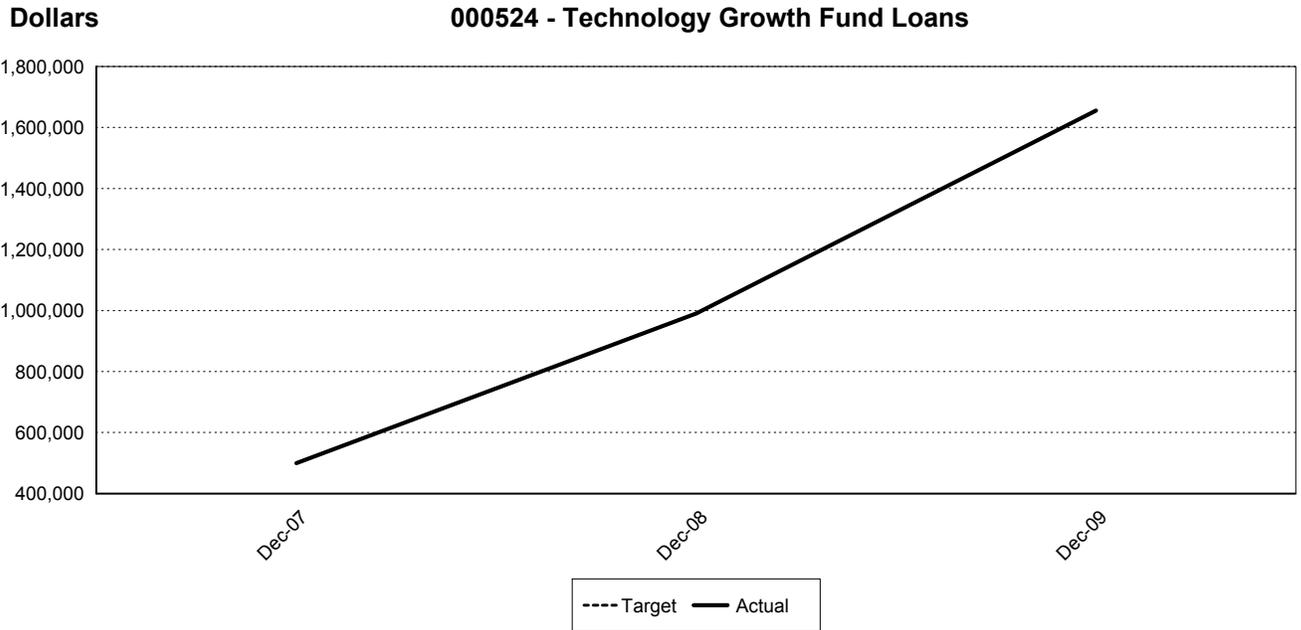
| 000528 The number of invention disclosures and patents applied for in the last year by Sirti clients and alumni | | | |
|---|--------|--------|--------|
| Biennium | Period | Actual | Target |
| 2009-11 | Q8 | | |
| | Q7 | | |
| | Q6 | | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | 70 | |
| | Q1 | | |
| 2007-09 | Q8 | | |
| | Q7 | | |
| | Q6 | 77 | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | 77 | |
| | Q1 | | |

Number

000528 - Intellectual Property Secured



| 000524 The annual value of Sirti Technology Growth Fund Loans made. | | | |
|---|--------|-------------|--------|
| Biennium | Period | Actual | Target |
| 2009-11 | Q8 | | |
| | Q7 | | |
| | Q6 | | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | \$1,655,000 | |
| | Q1 | | |
| 2007-09 | Q8 | | |
| | Q7 | | |
| | Q6 | \$990,000 | |
| | Q5 | | |
| | Q4 | | |
| | Q3 | | |
| | Q2 | \$500,000 | |
| | Q1 | | |



Grand Total

| | FY 2010 | FY 2011 | Biennial Total |
|--------------|----------------|----------------|-----------------------|
| FTE's | 21.2 | 19.2 | 20.2 |
| GFS | \$1,598,000 | \$1,490,000 | \$3,088,000 |
| Other | \$1,112,000 | \$1,166,000 | \$2,278,000 |
| Total | \$2,710,000 | \$2,656,000 | \$5,366,000 |

| <u>Parameter</u> | <u>Entered As</u> |
|-------------------------------|---------------------------------|
| Budget Period | 2009-11 |
| Agency | 377 |
| Version | 2D |
| Result Area | All Result Areas |
| Activity | All Activities |
| Program | All Programs |
| Sub Program | All Sub Programs |
| Account | All Accounts |
| Expenditure Authority Type | All Expenditure Authority Types |
| Theme | All |
| Sort By | Activity |
| Display All Account Types | Yes |
| Include Policy Level | Yes |
| Include Activity Description | Yes |
| Include Statewide Result Area | Yes |
| Include Statewide Strategy | Yes |
| Include Expected Results Text | Yes |
| Include Charts | Yes |
| Chart Type | Line |
| Include Parameter Selections | Yes |
| Version Source | OFM |