



2009 Workforce & Economic Development Conference

Spokane

October 28, 2009

Presented by:

Kim Zentz

Executive Director



What is Sirti?

... an agency of the State of Washington focused on **accelerating the development and growth** of **technology** companies in the Inland Northwest, especially in Eastern Washington.

Target clients:

innovative technology companies with:

- defensible intellectual property
- large market potential, and
- a strong desire to grow their business.





What does Sirti do?

Business acceleration services for start-up and high growth technology businesses

Two state-of-the-art incubation facilities

Access to capital & Technology Growth Fund

Sirti IP/BizNet legal services program



2008 Metrics

Sirti Clients Filed

77

Invention Disclosures
and Patent Applications

Technology Growth Fund Loan
Funds (To date)

Dollars Awarded Loans Awarded

\$2.2M 8

Total Number
On-Campus Jobs

Dec. 2008

98

Total Number
Active Clients

On-Campus Off-Campus

17 35

Total Number
On-Campus Graduates

Dec. 2008

6

Occupancy Rate

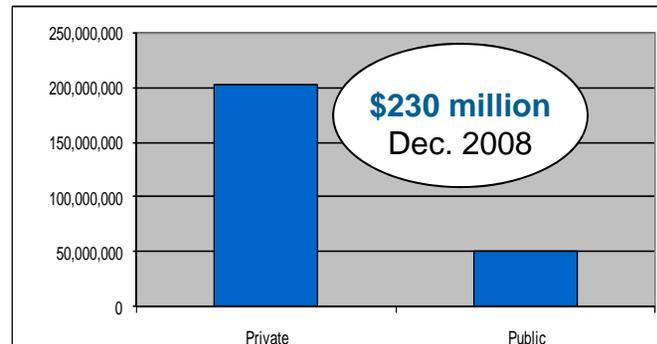
Dec. 2008

87%

Sirti-assisted companies
have created

1,025+
Jobs

Client Add-On Financing



Sirti Client
Survivability Rate

68%
For 10 Years

Sirti Technology Growth Fund

\$3 million revolving loan fund

Funded: **\$1.5 million** grant from EDA; matched by **\$1.5 million** from BDC

10 Counties in Eastern WA and **5** Counties in North ID Served

\$3.11 million loaned to 9 clients



Business
Development
Corporation
of Eastern Washington



Sirti IP/BizNet Results



K&L GATES

lee & hayes

PAINE HAMBLEN

RANDALL DANSKIN

ATTORNEYS

SB
MC
Sadler
Breen
Morasch
Colby

Legal services performed by Gonzaga Law students with supervision and final review by expert practicing attorneys for low or no cost.

6 law firms; **53** Sirti clients; **14** interns (**6** hired locally)

Client work summary:

Patent Applications	15
Business Law	53
IP Law	26
Trademarks	21
Incorporations	12



Economic Impact

Sirti client since: Feb. 2007

Inc. in WA, Offices in Moscow, ID &
Sirti Technology Center

Sirti Tech. Growth Fund	\$370,000
Angel Investment	\$425,000

*Led by: **Ponderosa Capital***

- WIN Partners
- Frontier
- Blumenthal

2 Patent Issued, **7** Patents Pending



David Alexander, PhD
CEO, Ivus Energy Innovations



Economic Impact

Sirti client since: Jan, 2007

Patents Pending: **8**

Multi-million \$ orders w/ 2 consumer electronics market leaders

Technology Growth Fund Loan
\$385,000

Angel Investment **\$800,000**

*Led by: **WIN Partners***

- Boise Angels
- Frontier Angels



Economic Impact

Sirti client since: Oct. 2006

Headquartered in Sirti Technology Center from Oct. 2006 to Jun. 2008

Staff Increased from **33** to **68**

Revenues:

2005	\$ 4.5 million
2006	\$ 9.0 million
2007	\$13.5 million
2008	\$18.3 million

Patent Applications **5**

'08 Ranked **#114** - Fastest Growing Private Companies in America by Inc. Magazine. '09 Ranked **#1012**



Emerging Company

Sirti Client Since: Sept. 2007

Provided Business Plan & Strategy coaching

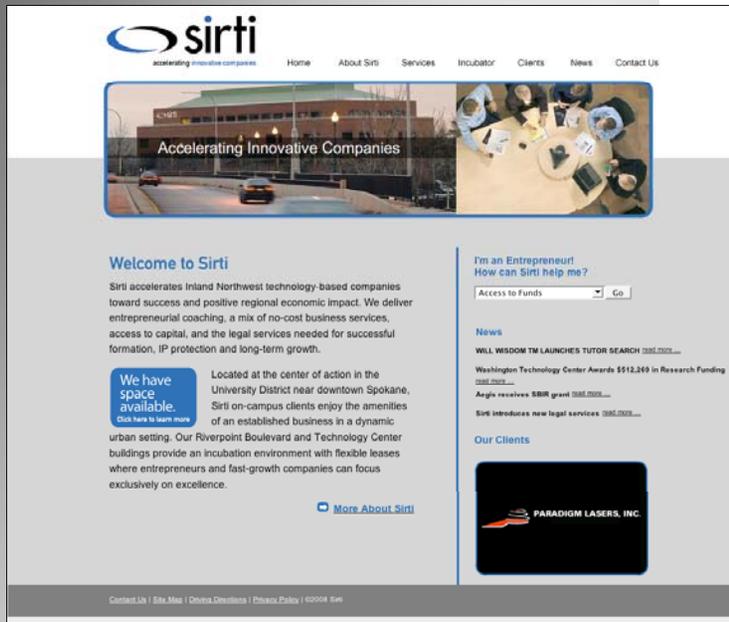
Mentored Investor Pitch preparation

Addressing **\$1.2 billion** growing global market

Patents: **5** pending, **1** awarded

Signed **2** worldwide sales & distribution agreements in September, 2009





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www.sirti.org

