

The **City of San Jose** and **San Jose State University Foundation** are committed to **supporting entrepreneurs** in diverse industry sectors and emerging technologies to **increase productivity and grow business** operations. The San Jose Incubator Program offers:

- ▶ World-class business development and support services to on-site clients and affiliate members
- ▶ Highly talented management teams that nurture local and international engineers, programmers, and scientists
- ▶ State-of-the-art R&D, office and lab space
- ▶ Best-in-class business and financial services
- ▶ Resources, contacts and networking opportunities
- ▶ Industry workshops and training programs
- ▶ Business reviews
- ▶ Investor connections
- ▶ Access to university faculty experts and student interns
- ▶ Access to industry experts and service providers in accounting, finance, banking, business development, insurance, legal, marketing and regulatory development

**Your business** can be a part of the **success story** in **San Jose: The Capital of Silicon Valley**

### More Information:

**Chuck Erickson, Director  
Software Business Cluster**  
2 N. First Street, 4th Floor  
San Jose, CA 95113  
408.535.2701  
[www.sjsbc.org](http://www.sjsbc.org)

**Jim Robbins, Director  
Environmental Business Cluster**  
2 N. First Street, 4th Floor  
San Jose, CA 95113  
408.938.3920  
[www.environmentalcluster.org](http://www.environmentalcluster.org)

**Bob Vander Woude, CEO  
The US Market Access Center**  
111 N. Market Street, 6th Floor  
San Jose, CA 95113  
408.351.3300  
[www.usmarketaccess.com](http://www.usmarketaccess.com)

**Melinda Richter, Director  
The San Jose BioCenter**  
5941 Optical Court  
San Jose, CA 95138  
408.960.3807  
[www.sjbiocenter.com](http://www.sjbiocenter.com)

#### **SAN JOSE REDEVELOPMENT AGENCY**

200 E. Santa Clara Street, 14th Floor  
San Jose, CA 95113  
Phone: 408.535.8500



#### **SAN JOSE STATE UNIVERSITY FOUNDATION**

210 N. Fourth Street, 4th Floor  
San Jose, CA 95112  
Phone: 408.924.1400



# San Jose Incubator Program



Turning Innovation  
↳ Into Industry

## San Jose Incubator Program Turning Innovation Into Industry

**No other city in America** can claim **more success** in creating the climate to grow new businesses than San Jose. A **\$19 million public investment** in the Incubator Program has **generated over 4,000 jobs** and more than **\$12 million in sales tax revenues** over the past 10 years. It has supported companies with experienced teams that commercialize technologies that generate financial and social returns.

The four incubators located in San Jose are:

- ▶ **Software Business Cluster:** the first software incubator in California
- ▶ **San Jose BioCenter:** the only bioscience incubator with wet labs in California
- ▶ **Environmental Business Cluster:** the first environmental incubator in the United States
- ▶ **US Market Access Center:** the first international business incubator in the world

The City of San Jose's Redevelopment Agency is the primary investor in these facilities which are operated by the San Jose State University Foundation.

### Software Business Cluster (SBC)

Founded in 1994, the SBC supports innovative early-stage software and internet entrepreneurs. It has graduated over 100 start-up companies of which 75% have expanded business operations in San Jose, including Agile Software, TelConTar and Callidus Software. The SBC presence in the community has catalyzed the establishment of software companies in Downtown San Jose. The SBC has assisted its clients in raising more than \$550 million in equity funding. The SBC was awarded the National Business Incubator Association's "Incubator of the Year" in 2000.

### Environmental Business Cluster (EBC)

Also founded in 1994, the EBC assists start-up companies that make environmental products or provide environmental services. It has graduated over 75 companies. 80% of the EBC's clients are clean and renewable energy companies. EBC companies' technologies solve serious environmental problems and reduce reliance on foreign oil. The EBC is one of 10 incubators participating in the National Alliance of Clean Energy Business Incubators and provides incubation and consulting services to California Energy Commission research grant recipients. The EBC also provides technology commercialization assistance to Federal and State grant-funded research scientists.

### US Market Access Center (US MAC)

Founded in 1995 as the International Business Incubator, US MAC attracts successful international firms to locate and expand in San Jose. The US MAC provides full service US headquarter office facilities to well-funded, foreign-based, IT, LifeScience, and solar/renewable energy companies that are market leaders in their home country. The US MAC also provides consulting services to these foreign-based companies to help them understand the US market, as well as provide qualified business introductions, marketing awareness campaigns, and outsourced sales. The US MAC has graduated 68 companies and facilitates international collaboration among foreign and local businesses, associations, governments and academic institutions.

### San Jose BioCenter (SJBC)

Founded in July 2004, the SJBC offers state-of-the-art wet lab, dry lab and office suites with access to common areas that give early stage BioConvergence companies that "big company advantage". A service alcove (with dishwasher, autoclave, ice machines, RO/DI water), cold room, tissue culture rooms, equipment rooms (with everything from microscopes ovens and balances to shaking incubators, ultra low freezers and centrifuges), reception/receiving, kitchen, library, conference rooms and fully equipped business center all provide world class advantages to high potential companies. 14 companies employing 70 scientists with 75% of the CEOs being experienced entrepreneurs attest to the value and merit of the SJBC to economic development and industry progress. The client companies cover a range of BioConvergence including nanotechnology, drug development, medical device, bioinformatics, biophotonics and diagnostics.

The San Jose Redevelopment Agency has invested over \$19 million in the incubator program since 1994.



#### Incubator Program Achievements:

- ▶ Generated \$12 million in tax revenues
- ▶ Raised \$550 million in equity funding
- ▶ Created over 4,000 jobs
- ▶ Graduated 240 companies



Start-ups and young companies are San Jose's major source of new jobs. 85% of San Jose's new job growth comes from companies less than 10 years old.