



WE ARE A COMMUNITY OF SUBSTANCE FOR PEOPLE OF SUBSTANCE.
The NIIC is a non-profit, community-based entrepreneurial resource center that assists in the growth and development of innovative companies.

DREAM BIG. GET REAL.

▶ OUR MISSION

To help business builders and entrepreneurs launch and grow successful businesses and ventures

▶ OUR VISION

To be known as a top entrepreneurial community of choice

▶ HOW WE SERVE



START

- Side-by-Side Affiliate Coaching
- Business Model Canvas
- Business Value of Innovation



GROW

- Side-by-Side Affiliate Coaching
- Business Incubation
- NIIC Navigator™
- Business Model Search & Execution
- IP Protection & Business Entity Strategies
- Seed Funding and Bootstrapping



SCALE

- Side-by-Side Affiliate Coaching
- Business Incubation
- Seed Acceleration
- Marketing and Sales Planning
- Voice of the Customer
- Human Capital Development
- Seed Funding and Bootstrapping

▶ AN INNOVATIVE CLIENT-CENTERED COACHING MODEL: **ASSESS. DISCOVER. DO.™**

STEP 1

Assessment with Business Coach
 For individuals and businesses

- Predictive Index [PI]
- Gallup Business Builder Profile 10 [BP 10]

Mentorship
 Commercialization Risk Framework

STEP 2

Lean Canvas
 WKI, So what? Who cares? Why you?™

THROUGHOUT THE PROCESS:



STEP 3

Access to Capital
 Bootstrapping
 Field Work
 Find Customers

▶ THE NIIC BY THE NUMBERS

PAYROLL & EMPLOYMENT

TOTAL CLIENT/PARK PAYROLL

\$105.2
MILLION

SINCE 2006

\$5.6 **\$10.9**
MILLION **MILLION**

TAXES SINCE 2006

FISCAL YEAR 2016 PAYROLL

2,100

FULL-TIME EQUIVALENT EMPLOYEES
FROM 2006-2016

816 **2.5**

DIRECT JOBS
SINCE INCEPTION

JOBS MULTIPLIER
BATTELLE STUDY

\$52,845

AVERAGE WAGE RATE
[30%+ HIGHER THAN REGION]

2016 PERIOD

7/1/2016-6/30/2017

WEOC PERIOD

9/30/16-9/29/17

*BUSINESS RETENTION

Stays in Northeast Indiana service area

**SURVIVABILITY

Still in business 5 years after inception

SUCCESS OUTCOMES

CAPITAL INVESTMENT

\$42.3 **\$41.8**
MILLION **MILLION**

IN RESEARCH GRANTS
INCLUDES LEVERAGE FUNDING

IN CLIENT CAPITAL
INVESTMENT (SINCE 2006)

TOTAL GRANTS AND CAPITAL

\$84.1
MILLION

98.1% **91.9%**

*BUSINESS RETENTION
NATIONAL AVERAGE 89%

**SURVIVABILITY RATE
NATIONAL AVERAGE 87%

INNOVATION METRICS

162 **424**

U.S. PATENTS
APPLIED OR ISSUED

NEW PRODUCTS
LAUNCHED

SYNERGY

5,000+

VIP GUESTS & VISITORS
IN 2017

\$629.5k **1,400**

CAPITAL ACCESSED
CUMULATIVE 2016 & 2017

WEOC CLIENTS SERVED
TRAINED & COUNSELED

70+ **40+**

SVL PROGRAM CLIENTS
SINCE 2006

RESIDENTIAL CLIENTS
IN 2017

**CONTACT US TODAY
TO GET STARTED!**

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