

**DELAWARE VALLEY REGIONAL PLANNING COMMISSION**  
**REGIONAL COMMUNITY AND ECONOMIC DEVELOPMENT FORUM HIGHLIGHTS**  
**October 23, 2012**

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A meeting of DVRPC's Regional Community and Economic Development Forum (RCEDF) was held on October 23, 2012, beginning at 10:00 a.m. The meeting's topic was a *Comprehensive Economic Development Strategy: Investing in Entrepreneurship in the Region*. Michael Boyer, Manager of Office of Long Range Planning, welcomed the speakers and participants.

Mr. Boyer gave a brief introduction before introducing the meeting's first speaker, Mr. Andrew Reid, Representative and Point of Contact for the United States Department of Commerce, Economic Development Administration (EDA). Mr. Reid gave a brief history of the EDA, noting that the agency was founded in 1965 for the purpose of investing federal funds into economic development prospects, with the goal of creating jobs and leveraging private investment. He stated that one of the key tools for understanding the regional economy is the Comprehensive Economic Development Strategy (CEDS), which provides an opportunity to identify strengths and weaknesses, discuss regional trends, and identify differences between areas within the broader region. Mr. Reid noted that although EDA has an average annual appropriation of approximately \$250 million and periodically offers additional competitive grants and loans, the amount of funds requested vastly exceeds the amount of funding available. Following Mr. Reid's presentation, Mary Bell, DVRPC's Manager of Demographic and Economic Analysis, summarized the recently completed annual review and update of the *Greater Philadelphia Economic Development Framework*, Philadelphia's regional CEDS.

The meeting's next speaker was Saul Behar, Vice President and General Counsel of the University City Science Center. Founded in 1963, the Science center is a private, non-profit, technology-based economic development organization. The Center, housed on a campus of 15 buildings on 17 acres, provides innovative programs to support start-ups, develop communities, and spark connections, with the goal of increasing innovation, company formation and job creation. The Center is an independent non-profit owned by 31 shareholders, including many of the region's leading academic institutions. The Center's goal is to match technology with suitable investment-worthy entrepreneurs, lower the barriers to their involvement and success, and maximize the value of early-stage technology generated by research institutions. With over 8,000 people employed on its campus, 350 graduated companies, and over 15,000 direct jobs, the Science Center's annual estimated economic impact to the region is approximately \$9 billion.

Mr. Behar discussed several of the Science Center's success stories, including Avid, which moved in to their Port business incubator in 2005 with only one employee. By 2007, having hired 37 employees and outgrown their existing space, the company moved to a larger dedicated space before being acquired by Eli Lilly in 2010 for \$800 million. The Port Incubator includes 35,000 square feet of incubation space offered at flexible and affordable leases with significant tax advantages. Since 2006, Port residents have collectively raised over \$80 million in private capital and over \$12 million in government funding that directly supported product development. In addition to Avid, other successful alumni of the Port Incubator include Centocor, PolyMedix, Bentley Systems, and SEI Investments.

Another program offered by the University Science Center is Global Soft Landing, introduced in 2006 to help international companies establish a foothold in local life sciences and IT markets. Mr. Behar also described Quorum, a program designed to strengthen the region's culture of technology commercialization by creating a magnet for entrepreneurs and innovators to convene, interact, network and exchange ideas. Opened in early 2011, Quorum has hosted 200 events,

conferences and meetings attended by over 10,000 people. Another Science Center program, QED, provides funding for translational life science research to projects that have commercially relevant milestones. Project selection for the QED program, which helps researchers fill the gap between research funding and commercial seed investment, is market-driven. Another initiative, Phase I Ventures, provides a partnership approach to starting new companies by offering management expertise for inventors, leveraging SBIR/STTR funding and seed investment, and testing the feasibility of high-potential, early-stage technologies. Finally, Mr. Behar discussed the Science Centers initiative to combine science, technology, engineering, and math (STEM) with the arts, to turn STEM into STEAM.

The meeting's next speaker was Terrence H. Hicks, Vice-President of the Investment Group of Ben Franklin Technology Partners of Southeastern Pennsylvania (BFTP/SEP). Ben Franklin Technology Partners is a statewide network with four separate regional organizations, founded in 1982 with a goal of "investing in the transformation of the Pennsylvania economy through technology, innovation, & strategic partnerships that foster a favorable business environment for high-growth companies." BFTP/SEP funds seed-stage companies as well as the reinvention of mature companies. The Partnership provides capital (to seed and grow technology companies); knowledge (to assist firms with developing and commercializing new products and forging university and industry partnerships) and networks (to develop and implement strategies and partnerships that strengthen the "infrastructure for innovation" across Greater Philadelphia).

Since 2012, BFTP/SEP has committed over \$65 million to early stage companies. Their clients have in turn raised more than \$1.2 billion in follow-on investment and created or retained over 3,500 high-tech jobs, and university partnerships have leveraged over \$700 million. BFTP/SEP was also a lead partner in securing the \$129 million Department of Energy Innovation Cluster project. BFTP investments represented 61 percent of all companies founded in the region in 2011, and as of the 4<sup>th</sup> quarter of 2011, the Partnership was the 10<sup>th</sup> most active early stage investor in the nation.

The meeting's final speaker was Greg Heller, Executive Director of The Enterprise Center Community Development Corporation. Mr. Heller specifically discussed the Dorrance H. Hamilton Center for Culinary Excellence (CCE), a 13,000 square-foot project at 310 South 48th Street in Philadelphia that opened in the fall of 2012. A diverse portfolio of public and private investors (including EDA, Dorrance H. Hamilton, the City of Philadelphia, PIDC, and the William Penn Foundation) funded the CCE's \$5.5 million capital campaign. The facility includes four state-of-the-art commercial kitchens, the eKitchen Multimedia Learning Center, and retail spaces. Modeled after the City's car-sharing program, the Center allows rising culinary entrepreneurs to lease the facilities in short term increments (including hourly and daily rentals) provided they obtain the necessary licenses, food handling certifications, and insurance.

Philly Food Innovation is the CCE's food business development program, providing financial technical assistance, access to capital, access to commercial kitchens, non-financial technical assistance, and access to contracts (through CCE partnerships with large institutional food purchasers). Projected annual outcomes of the CCE include 45 direct staffing jobs (13 full-time and 32 part-time), ten new food businesses launched or accelerated, up to 62 jobs created by clients using the Center's kitchens, 50 individuals placed in workforce positions in the culinary industries, 100 high school students trained in restaurant and hospitality management, and 400 community residents served with health and nutrition programs.

After Mr. Heller's presentation, attendees were invited to provide two-minute updates on ongoing work or upcoming events. The meeting was adjourned at approximately 12:00 noon.