



Flanders
State of the Art

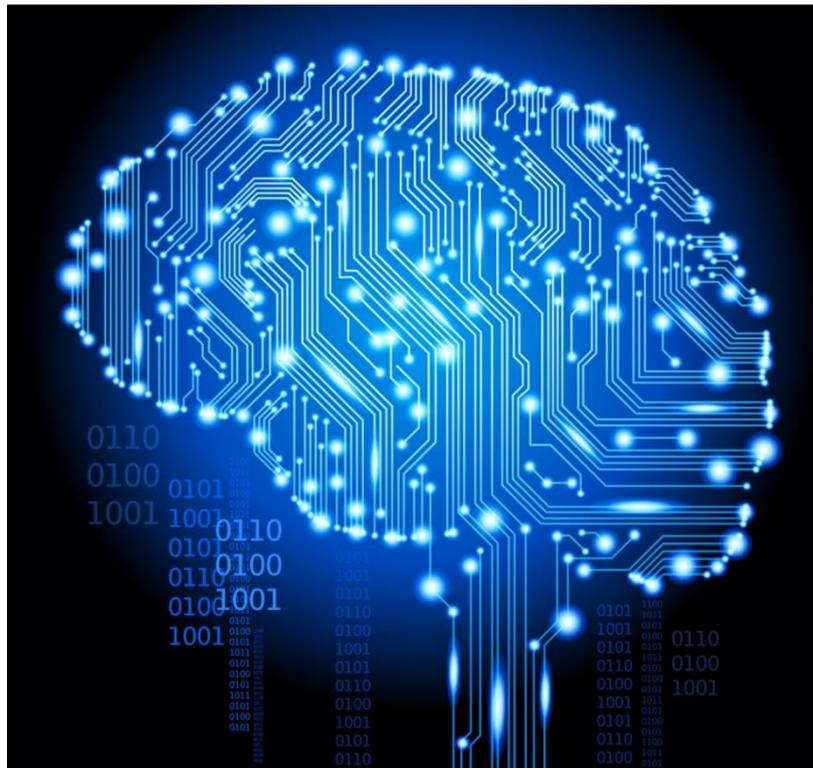
A photograph of a server room with rows of server racks and numerous blue and green network cables plugged into the front panels. The image is slightly blurred and has a blue color cast.

US TECH STARTUP OVERVIEW

IN THE UNITED STATES OF AMERICA

FLANDERS INVESTMENT & TRADE MARKET SURVEY

US TECH STARTUP OVERVIEW



Konrad Wisniewski – FIT New York

INTRODUCTION	2
FACTS /GRAPHS/ARTICLES	3
Impactful Incubation	5
TERMS TO KNOW	6
EVENTS/SEMINARS/SHOWS	8
LIST OF INCUBATORS, ACCELERATORS AND COWORKING SPACES	9
WORKS CITED	16

INTRODUCTION

As the growth of traditional industries in the US continues to stall, the tech industry has provided a bright light amongst in the gloom of other well established sectors across the US. After the dot-com bubble had burst in early 2000, members of the IT community realized that they needed to refine their approach in order to prevent future failure. New sustainable communities were created to help entrepreneurs and young companies grow their ideas into successful companies that can compete and thrive in the US market. After witnessing the great success that startups had achieved in California, New York and Massachussets, many international companies have determined that now is the perfect time to embark on their international adventure. In order to provide further guidance to those looking to navigate the intimidating and often confusing startup cities, Flanders Investment and Trade has created this overview to help alleviate the stress involved and answer some of the questions Flemish startups may have about starting their business abroad. This study provides a statistical overview of the tech startup industry in the US, along with a glossary of must know terms. It is followed by a list major IT events and Trade Shows in the Northeast and concludes with a detailed directory of incubators and accelerators.

In 2013, New York Mayor Michael Bloomberg launched an initiative called "[We Are Made in NY](#)". The goal of We Are Made in NY is to support the local tech scene by providing "resources and programs" that help startups grow, highlighting job openings at tech startups, and helping to introduce "novices" to the growing industry. The mayor's office has also launched print and digital ad campaign to feature employees of certified [Made in NY](#) tech companies — not to be confused with [New York Tech Meetup's Made in NY](#) list. So far, that list consists of over 900 tech and digital companies that base 75% or more of their development in New York City. As a result of the mayor's initiative along with the growing number of tech incubators/ accelerators, New York City has climbed to being the third most popular city for tech startup investments according to tech news site Mashable.

After the recent recession, entrepreneurs have improved their business plans and developed new communities to support innovation. In cities like San Francisco, Boston or New York City, high-tech entrepreneurship is alive and well. Hungry entrepreneurs are also now having an easier time finding mentors from previous generations of innovators to help with their projects. The growing popularity of meetups, conferences and tech communities are providing young companies with additional experience and talent which has allowed the startup sector to thrive in the US.

Mashable Article

<http://mashable.com/2013/02/21/top-cities-startups>

NY Tech Meetup is a non-profit organization with over 33,000 members supporting the New York technology community.

<http://nytm.org>

They have created a list of all of the tech companies located in New York City

<http://nytm.org/made-in-nyc>

FACTS /GRAPHS/ARTICLES

Due to the large scale of the US, it is important to get a statistical overview of the various cities in order to narrow down potential locations for a future office. In the following articles/graphs cities were evaluated on key factors including: access to financial assistance, availability of talent and current levels of performance. These are key elements in determining a suitable location for a successful business.

The Global Startup Ecosystem Index

Ecosystem	Ranking	Startup Output Index	Funding Index	Performance Index	Talent Index	Support Index	Mindset Index	Trendsetter Index	Differentiation from SV Index
Silicon Valley	1	1	1	1	1	1	1	1	1
Tel Aviv	2	2	1	12	5	5	9	17	18
Los Angeles	3	4	6	2	3	13	11	4	11
Seattle	4	19	7	6	2	4	6	11	14
New York City	5	3	4	8	12	9	8	7	8
Boston	6	10	1	7	7	8	7	5	20
London	7	7	5	10	9	2	3	14	17
Toronto	8	6	9	3	10	3	15	12	5
Vancouver	9	13	12	9	4	14	2	9	19
Chicago	10	8	15	5	14	7	13	18	9
Paris	11	14	13	4	17	6	12	15	6
Sydney	12	5	14	16	6	12	16	1	3
Sao Paulo	13	9	10	15	19	11	5	16	4
Moscow	14	16	19	18	11	10	14	8	2
Berlin	15	15	11	13	13	20	18	5	16
Waterloo	16	11	16	14	16	17	17	10	13
Singapore	17	18	8	19	8	16	20	19	12
Melbourne	18	12	17	20	15	18	19	3	15
Bangalore	19	17	18	17	18	15	10	20	10
Santiago	20	20	20	11	20	19	4	13	7

Startup Genome Report, September 2012

Top 15 Cities for Tech Startup Investments

1. San Francisco
2. San Jose, Calif.
3. New York City
4. Boston
5. Los Angeles
6. Washington D.C.
7. Seattle
8. Austin
9. Philadelphia
10. Chicago
11. Oakland, Calif.
12. Atlanta
13. Pittsburgh
14. Denver, Colo.
15. Boulder, Colo.

Rich Hein, CIO.com, February 13, 2013

A Startup World

THE TOP 20 ENTREPRENEURIAL HOT SPOTS AROUND THE GLOBE

Silicon Valley is still the king of the startup world, but it may not hold the crown for long. Over the last decade, cities worldwide have become successful startup incubators, creating new business ecosystems and exciting investment opportunities. From entrepreneurial activity to entrepreneurial spirit, the following 20 cities are the most active startup hubs in the world.

THE TOP 20 STARTUP ECOSYSTEMS

While the United States is home to 6 of the 10 top startup ecosystems, other areas of the world are also growing exponentially. As detailed in the Startup Ecosystem Report 2012, published by the Startup Genome in partnership with Telefónica Digital and researchers at Stanford University and the University of California, Berkeley, the following city rankings* were calculated based on success in 8 key areas:



1 SILICON VALLEY	5 NEW YORK CITY	9 VANCOUVER	13 SAO PAULO	17 SINGAPORE
2 TEL AVIV	6 BOSTON	10 CHICAGO	14 MOSCOW	18 MELBOURNE
3 LOS ANGELES	7 LONDON	11 PARIS	15 BERLIN	19 BANGALORE
4 SEATTLE	8 TORONTO	12 SYDNEY	16 WATERLOO (CANADA)	20 SANTIAGO



TOP 20 STARTUP ECOSYSTEMS AROUND THE GLOBE

THE SILICON VALLEY EFFECT

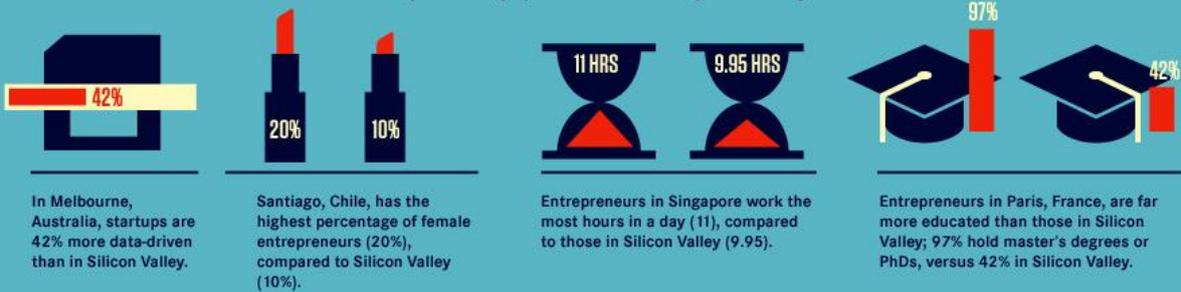
Silicon Valley ranks highest for all categories, and its influence spreads in many ways, particularly through the migration of its workers.



Graphic continues on the following page.

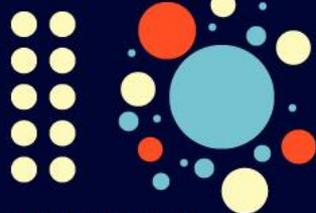
STARTUP STANDOUTS

Silicon Valley is still consistently the top-ranked city, but the remaining 19 locales excel in many areas of startup success. Certain countries have made notable strides or have unique advantages, oftentimes outshining Silicon Valley.



THE KEYS TO STARTUP SUCCESS

Each startup ecosystem is unique, undergoing its own challenges and evolutions. Researchers suggest that developing an entrepreneurial hotspot may depend on traditional factors like funding and technology adoption, as well as other, more unusual traits.



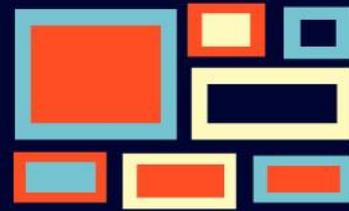
DIFFERENTIATION

Ecosystems poised to compete with Silicon Valley must differentiate and diversify. Sydney, Sao Paulo, and Moscow have done excellent jobs of varying the types of startups in development.



GOVERNMENT SUPPORT

Countries such as Canada, Singapore, and Russia are actively investing in nonprofits and educational programs to support and foster entrepreneurial communities.



ART = ENTREPRENEURIALISM

According to the Startup Genome report, authors suggest a correlation between large art and music scenes and successful entrepreneurial ecosystems, citing the startup success in cities such as New York, San Francisco, and Berlin.

EXCITING GROWTH IN THE STARTUP SECTOR AWAITS US IN THE NEXT DECADE TO COME. MANY CITIES THAT HAVE SOUGHT TO REPLICATE SILICON VALLEY'S SUCCESS MAY ONE DAY SURPASS IT.

Sources: Startup Genome/Telefonica, Inc.com

intuit.

Impactful Incubation

NYC's innovation economy is growing at exponential speeds. A recent study by the Polytechnic Institute of New York University found that the economic impact of its three incubator programs is expected to triple during the next two years. Since 2009, **102 companies have graduated from the incubators, generating \$251 million** through direct and indirect job creation, taxes and spending. The economic impact will grow to \$719 million by 2015. The number of jobs created by companies coming out of the incubators is expected to expand from 900 jobs to date to almost 2,600 jobs during the next two years. Jill Kickul, director of the NYU Stern School of Business Program in Social Entrepreneurship, conducted the survey and reported that 84% of respondents rated the experience as important or very important for their success. "This study demonstrates the unique contribution and economic impact that NYU-Poly incubators have had in providing the resources and environment to support the next generation of successful entrepreneurs," she concluded.

—Laura Lorenzetti, Crain's New York August 2013

TERMS TO KNOW

In the past few years, ICT has become one of the fastest growing sectors in the US. In order to better understand this industry, it is important to first learn the terms used in starting up this kind of business in the US.

Lean Startup Methodology: This is the concept of rapid prototyping applied to business, where connections with customers are made much earlier in the process than with traditional business launches. Feedback from real customers are then applied to the initial product or service, called a minimum viable product, and modified further based on that input.

Minimal Viable Product (MVP): The MVP is a version of your product that allows you to test out your idea and get customer feedback with minimal commitment and risk. It also helps you learn quickly what works and what doesn't and perform a pivot if needed.

Pivot: A pivot is a change in the structure of your business or product to test out new strategies and methods of growth. A pivot does not mean completely scrapping your idea, it just allows you to make adjustments and improve customer development.

Co-working Space, Business Assistance, Incubator, Accelerator: These three terms have been used interchangeably in the past but now have their own distinct meaning. Please see chart on the following page to learn more about the distinctions or characteristics of each term.

	Business Assistance	Incubator	Accelerator	Co-Working Space
Admission	All Who Apply	Highly Selective	Highly Selective	All Who Apply
Duration of Program	Length of Course	Averages 33 Months	3-6 Month Intensive Semester	Indefinite (As Long As Rent Is Paid)
Cost	Free	Rent and Client Fees	Provide Capital In Exchange for Single-Digit Equity	Varied Based on Requirements Needed (Size of Space, Need for Conference Rooms etc.)
Industries Served	All Who Apply	Numerous - 39% Technology Based	Virtually All Technology Based In High-Growth Markets	All Who Apply
Program Content/Services	Business Course Basics: Accounting, Marketing, etc.	Business Support; Sharing of Space; Mentorship; R&D Support	Intensive Product Development Cycle, Marketing, Pitch Development, Connections To Mentors, Investors, Funders.	Social and Business Events
Participants	Per individual basis, enrolled in classes	Groups of Individuals Working on Site With Other Mentors As Well As Peer Companies	Peer-Based Cohort	Peers
Company Lifecycle Point of Entry	Start-up through to expansion via small business loan	Start-Up	Start-Up or Early Stage	Startups and Small to Medium Size Companies
Name Brand Example	Business Solutions Center NYC; Accion	BenFranklin Tech Ventures, NYU-Poly Incubator	Y Combinator; TechStars; Launchpad	WeWork Labs, Cowrks

EVENTS/SEMINARS/SHOWS

The following industry shows take place at various times throughout the year. Depending on the area of interest within the IT sector, it is important to see which of these events would suit your needs.

Internet Week New York

<https://www.internetweekny.com/>

Internet Week New York launched in 2008 in cooperation with the New York City Mayor's Office of Media and Entertainment, will host its next festival from May 19-26, 2014. IWNKY is a week-long festival celebrating internet business and culture and will attract more than 45,000 Internet professionals, working across all sectors, attending 250+ events produced by IWNKY and 150+ citywide event partners. The central hub of the festival is the IWNKY HQ at the Metropolitan Pavilion (125 W 18th Street - [map](#)). The HQ will bring together 10,000 attendees for four days of celebrity keynotes and lively panel discussions on two live-streamed stages, workshops and tutorials in the official IWNKY classroom, dozens of interactive displays, a media center, a café and a lounge.

TechCrunch Disrupt

<http://techcrunch.com/events/>

TechCrunch is a news website focused on information technology companies, ranging in size from startups to established NASDAQ-100 firms. TechCrunch Disrupt is an annual conference hosted by TechCrunch in San Francisco, New York City and Beijing, which began in 2011 and is where some technology startups launch their products and services competing on stage in front of venture capital potential investors, media and other interested parties

Interop New York

<http://www.interop.com/newyork/>

September 29th – October 3rd, 2014

New York's largest IT event and discover the most important innovations and strategies to drive your organization's success, including: BYOD security, the latest cloud and virtualization technologies, SDN, the Internet of Things, Apple in the enterprise & more.

LIST OF INCUBATORS, ACCELERATORS AND COWORKING SPACES

The final section of this review provides a two section list of the major incubators and accelerators in New York and the rest of the Northeastern United States. The list contains brief overviews of each organization along with their detailed contact information.

NEW YORK

- **Cowkrks**

115 E 23rd Street

New York NY 10010

Telephone: 212-738-9581

Website: <http://cowork.rs/>

Shlomo Silber, Co-Founder

E-mail: ssilber@cowork.rs

Eric Steiner, CEO

E-mail: esteiner@cowork.rs

The space is comfortable with a very similar setup to Weworks. The business environment seems very flexible and customer oriented. The layout encourages random conversation between members to spark ideas, solve problems and collaborate. Many of the companies within Cowkrks use eachothers talents to reach mutually beneficial goals(ex: programmers from different companies helping others to solve problems). Our staff works directly with members to support your business needs and make important connections. The venue is currently 3 floors not including the basement which will partially be completed in the next few months. Cowkrks is also planning to open a Brooklyn location in the near future.

- **Entrepreneurs Roundtable Accelerator**

214 West 29th Street, 5th Floor

New York, New York 10001

Website: <http://erany.com/>

Karen J. Novak, Director of Communications

E-mail: karen@erany.com

Murat Aktihanoglu, Managing Director

E-mail: muratak@gmail.com

ERA's offers four-month program that provides successful applicants hands-on help, seed capital, a great co-working location, and an expert leadership team to quickly get your company to the next level. In 2013 10 applicants were chose from a pool of over 1,200. As part of the accelerator program, the startups will receive a \$40,000 investment from ERA for which they will take 8% equity within the startup. One of the biggest assets that allows ERA to succeed is their managing director Murat Aktihanoglu. Murat has the skills, knowledge and network to assist companies enrolled in the accelerator.

Grind (1 of 3 locations in New York)
1412 Broadway, 22nd floor
New York, NY 10018
Telephone: 646-558-6026
Website: <http://grindspaces.com/>
E-mail: broadway@grindspaces.com

- **Hatchery**

1601 Broadway
New York, NY 10019
Website: <http://www.hatchery.vc/>
Jason Saltzman, Chief Operating Officer
E-mail: Jason@hatchery.vc
Yao Huang, Managing Partner
E-mail: yao@hatchery.vc

The Hatchery was founded in 2007 on the fundamental principle that all technology companies have the right to access business experts and leading-edge information. Their organization analyzes startups in order to fill in necessary gaps within their structure (such as marketing, funding etc.) to promote rapid growth. Their process starts with defining a clear path to revenue after which an equity stake is negotiated. If the main goal of your company is to turn over operations of your company in order to create a quick profit then the hatchery may be right for you. It is also important to note that the hatchery has previous experience working with IMINDS.

- **Hive at 55**

55 Broad Street, 13th Floor
New York, NY 10004
Telephone: 646-556-6805
Fax: 646-556-6809
Website: <http://hiveat55.com/>
Mikhail Pozin, Director of Operations
E-mail: mpozin@DowntownNY.com

The Hive at 55 might be right for you: a very small co-working space that offers affordable workspace, a variety of office amenities, and a community of like-minded professionals eager to collaborate and share resources. Hive is a small non-profit supported community incubator that provides various levels of membership to small startups ranging from \$30/day drop-ins (will likely decrease in the near future) to two person private office for \$1400 month and access from 9am to 6pm Monday through Friday.

- **Tech Stars NYC** (Locations across the country)

36 Cooper Square, 6th floor

New York, NY 10003

Website: <http://www.techstars.com/program/locations/nyc/>

Nicole Glaros, Managing Director

E-mail: <http://www.techstars.com/contact/>

Tech Stars Offer seven Techstars programs in top startup locations (Boston, Boulder, Chicago, New York City, Seattle, London, and Austin), on a regular schedule. They invest \$118K in each company they fund through \$18K in seed funding and an optional \$100K convertible debt note. Techstars itself is backed by over 75 different venture capital firms and angel investors who are vested in their success. They also provide three months of intensive mentorship, incredible perks, and the chance to pitch to angel investors and venture capitalists at the end of the program. Their company's average over \$1.4M in outside venture capital raised after leaving Techstars.

- **Varick Street Incubator**

137 Varick Street, 2nd Floor

New York, NY 10013

Telephone: 212-292-3122

Website: <http://www.poly.edu/business/incubators/varick>

E-mail: incubator@poly.edu

- **The NYU-Poly DUMBO Incubator**

20 Jay St - Suite 312

Brooklyn NY 11201

Telephone: 718-407-6561

E-mail: incubator@poly.edu

In terms of highlights, the story of Pixable comes to mind. The Varick Street Incubator's first graduate company, Pixable, is a great group of immigrant entrepreneurs and MIT grads who create tools to share and categorize photography within social media. An extraordinary team, they recently closed \$3.6 million in Series B funding led by Menlo Ventures, bringing their total funding to \$6.6 million. This is one key metric for success that Varick Street and NYC ACRE stakeholders look to: capital raised. Collectively, portfolio companies have raised \$26 million in early stage capital. In 2012 Singaporean telecommunications giant SingTel has acquired **Pixable** for \$26.5 million.

- **WeWork Labs** (Locations in DC, LA and SF)
175 Varick St. (One of several NYC locations)
New York, NY 10014
Telephone: 212-961-1300
Website: <http://weworklabs.com/>
E-mail: joinus@wework.com
Ariel Disner, Community Manager
E-mail: adisner@wework.com

WeWork is one of the largest incubator spaces in the city of New York and arguably the largest in the country. Their Varick street location has 8 floors each dedicated to different business sectors including design, fashion and media. They are able to accommodate individuals as well as medium sized companies. With weekly events and 24 hour office access we works is a great place for growing companies burning the midnight oil. With new locations opening up across the country and in Europe, Weworks business model success has led to a slightly corporate feeling but are also able to provide great amenities in their facilities.

- **Workhouse NYC**
21 West 46th Street
New York, NY 10036
Telephone: 212-257- 4477
Website: <http://www.workhousenyc.com/>
Olivia Robinson
E-mail: Olivia@workhousenyc.com

Workhouse is a newly opened 10 floor co-working space that seems to have the right formula for expanding companies. Their space can suit individuals up to Private Office Suites for 20+ and everything in between. WorkHouse is located in the heart of Midtown features amenities such as; landscaped Rooftop and Terraces, a sky lobby Coffee Bar and WiFi inside and out. Each floor includes fully-equipped Pantries, multiple Conference Rooms and Lounge Areas. Their offices have great natural light which is often hard to come by in New York incubators/co-working spaces. Workhouse sees themselves as a step up from their sister facility Grind. Ideally they would like to house companies that have already made some progress and are looking for further growth.

- **Cambridge Innovation Center**

1 Broadway

Cambridge, MA 02142

Telephone: 617-758-4200

Website: <http://cic.us/>

Dougan Sherwood, Director

E-mail: Dougan_S@cic.us

Geoff Mamlet, Managing Director

E-mail: Geoff_M@cic.us

Tim Rowe , Founder and CEO

E-mail: Tim_R@cic.us

CIC started in 1999 with a vision and a simple idea: “Startups make the world much better. We can help them by setting up and managing their office for them so they can focus on their business.” They believed they could do better than anyone else and set out to prove it. Since then, more than 1400 companies have chosen CIC as their home and many have gone on to prove their value to the world as startups. More than \$1.8B of venture capital has been invested in companies that were headquartered at CIC. They now house over 600 companies, most of them startups.

- **Dogpatch Labs**

101 Main St. Kendall Sq.

Cambridge, Massachusetts

Telephone: 855-787-3500

Website: <http://dogpatchlabs.com/>

In its short history Dogpatch Labs companies have raised almost \$250mn in angel and venture financing from everyone including Ron Conway to Ray Ozzie, Chris Sacca, Mike Maples, Biz Stone, Adam D’Angelo and from funds including ourselves, Polaris Partners to Sequoia Capital, Benchmark Captial, Andreessen Horowitz, RRE, Greycroft, Lerer Ventures, USV and many more.

Today, dogpatchlabs communities exist in North America in Cambridge, Massachusetts and in Europe in Dublin, Ireland.

- **Dreamit Ventures** (New York, Philadelphia, Israel)

PMB 263

24 North Bryn Mawr Avenue

Bryn Mawr, PA 19010 (Mailing Address)

Website: <https://www.dreamitventures.com/>

The DreamIt founders designed DreamIt to be the startup accelerator program they wish existed when they started and sold their first companies. New startups today need only a little funding, but they need more help and support than ever before. They need a community of fellow entrepreneurs to share ideas and inspiration, technologists to join their team, Mentors and coaches who have struggled on their way to a big success, legal and

accounting services that don't cost precious cash, and opportunities to meet and pitch angel investors and venture capitalists. Each company also receives up to \$25,000 in seed funding and introductions to VCs and angel investors who they can pitch to on Demo Day.

- **Intelligent.ly**

500 Harrison Avenue 3R,

Boston, MA 02118

Website: <http://www.intelligent.ly/>

Sarah Hodges, Co-founder, Managing Director

E-mail: sarah@intelligent.ly

Intelligent.ly connects Boston's top experts with entrepreneurs and professionals who want to hone their skills. Learn what you need to win, through interactive class sessions around Marketing, Business Strategy, Product Management and more.

- **LaunchBox Digital** (early stage investment firm/ accelerator)

1740 N Street

N.W.Washington, DC 20036

Website: <http://www.launchboxdigital.com/>

LaunchBox Digital is a seed-stage investment firm helping entrepreneurs maximize their chance of success. It is a place for cutting-edge ideas and cutting-edge talent. New entrepreneurs face lots of obstacles in making their vision a reality, and many great ideas and great talent never get out of the starting gate. LaunchBox Digital brings entrepreneurs the seed capital, advice, practical guidance, and connections to help new technology and digital media businesses succeed. Previously, LaunchBox Digital operated an annual business accelerator program. Presently, the principals of LaunchBox Digital are making select seed investments in promising early-stage companies in North Carolina.

- **MassChallenge**

1 Marina Park Drive

Boston, MA 02210

Website: <http://masschallenge.org/>

E-mail: contact@masschallenge.org

MassChallenge connects entrepreneurs with the resources they need to launch and succeed immediately. It is the largest-ever startup accelerator, and the first to support high-impact, early-stage entrepreneurs with no strings attached. The 2013 MassChallenge Accelerator takes part from June - October. Applications for MassChallenge 2014 open in February 2014.

- **Project Liberty Digital Incubator**

Building 100 Innovation Center

4801 S. Broad Street, Suite 200

The Navy Yard

Philadelphia, PA 19112

Telephone: 215-972-6700

Fax: 215-972-5588

Website: <http://www.sep.benfranklin.org/project-liberty/>

The Project Liberty Incubator helps stimulate the growth of digital media startup and established companies in the Philadelphia region. Every six months, three start-ups are selected from the applicant pool and are provided with an opportunity to work from within one of the nation's largest media companies, Interstate General Media (IGM) (parent company of The Philadelphia Inquirer, Philadelphia Daily News, Philadelphia SportsWeek, & Philly.com).

Project Liberty is funded by a grant from the John S. & James L. Knight Foundation, operated by Ben Franklin Technology Partners of Southeastern PA, and hosted at Interstate General Media's headquarters in downtown Philadelphia.

- **Seed Philly**

1650 arch street, Suite 1906

Philadelphia, PA 19103

Telephone: 215-390-1106

Website: <http://seedphilly.org/>

E-mail: info@seedphilly.org

Seed Philly is the hub of the Philadelphia tech startup community. Located in the heart of Center City, they provide the ecosystem with all the resources necessary to build sustainable businesses. The recipe for startup success at Seed Philly starts with collaboration. They encourage our members to work together to solve each other's problems. Weekly classes, webcasts and seminars with the region's best mentors and subject matter experts teach entrepreneurs what it takes to develop successful companies.

- **Tech Stars Boston**

1 Cambridge Center

6th floor

Cambridge, MA

Website: <http://www.techstars.com/>

Katie Rae, Managing Director

Only 1% of applicants get into TechStars so if you do then you are among the best. The companies get seed funding from over 75 different venture capital firms and angel investors who are vested in their success, along with three months of intensive top-notch mentorship, incredible perks, and the chance to pitch to angel investors and venture capitalists at the end of the program. The companies average over \$1M in outside venture capital raised after leaving TechStars. The program also provides \$100,000 in funding and over \$268,500 in other resources and perks through partnerships.

- **Venturef0rth**

417 North 8th Street
Philadelphia PA 19123 USA
Telephone 215-995-6889
Website: <http://www.venturef0rth.com/>
E-mail: info@venturef0rth.com

Venturef0rth provides tech startups and early-stage companies a physical home in Philadelphia designed for coworking and collaboration, a community of peers, and guidance from entrepreneurs-in-residence including strategic and operational support. We also provide a range of educational events spanning the subjects of entrepreneurship, technology and design that are open to the public while also serving as a venue for larger-scale events such as Meetups, Startup Weekend and Lean Startup Machine.

WORKS CITED

- "A Collection of Internet Companies Made with ♥ in NYC." *New York Tech Meetup*. 1 June 2014. Website: <http://nytm.org/made-in-nyc>.
- Davis, Kathleen. "The World's 20 Hottest Startup Scenes (Infographic)." *Entrepreneur*. 14 Aug. 2013. Website: <http://www.entrepreneur.com/article/227832>.
- Empson, Rip. "Startup Genome Ranks The World's Top Startup Ecosystems: Silicon Valley, Tel Aviv & L.A. Lead The Way | TechCrunch." *TechCrunch*. 20 Nov. 2012. Website: <http://techcrunch.com/2012/11/20/startup-genome-ranks-the-worlds-top-startup-ecosystems-silicon-valley-tel-aviv-l-a-lead-the-way>.
- Harrison, J.D. "Divide between Incubators, Accelerators Blurs as Governments Look to Assist Entrepreneurs." *Washington Post*. The Washington Post, 02 Mar. 2014. Website: http://www.washingtonpost.com/business/on-small-business/divide-between-incubators-acclerators-blurs-as-governments-look-to-assist-entrepreneurs/2014/02/28/a54764d2-9fca-11e3-b8d8-94577ff66b28_story.html.
- Kelly, Samantha M. "Top 15 Cities for Tech Startup Investments." *Mashable*. 21 Feb. 2013. Web. <http://mashable.com/2013/02/21/top-cities-startups/>.
- Lorenzetti, Laura. "Impactful Incubation." *Crain's*. 01 Aug. 2013. Web. <https://www.facebook.com/Flauralorenzetti>.
- Martin, Kristina. "Lean Startup 101: The Basics All Startup Founders Should Know - ÆberStories." *Lean Startup*. 24 July 2013. Website: <http://uberstories.com/lean-startup-101/>.
- Weber, Harrison. "NYC Mayor Bloomberg Launches "We Are Made in NY"" *The Next Web*. 19 Feb. 2013. Website: <http://thenextweb.com/us/2013/02/19/nyc-mayor-michael-bloomberg-launches-we-are-made-in-ny-initiative-to/>.

The information in this publication is provided for background information that should enable you to get a picture of the subject treated in this document. It is collected with the greatest care based on all data and documentation available at the moment of publication. Thus this publication was never intended to be the perfect and correct answer to your specific situation. Consequently it can never be considered a legal, financial or other specialized advice. Flanders Investment & Trade (FIT) accepts no liability for any errors, omissions or incompleteness, and no warranty is given or responsibility accepted as to the standing of any individual, firm, company or other organization mentioned.

Date of publication: April 2015



620 Eighth Ave. 44th FL • NEW YORK, NY 10018 • T : 212 664 0930 • F: 212 664 0944
E-Mail: newyork@fitagency.com • Website: www.flanderstrade.com