Camden Waterfront

“Push the River”
Primary Goals:

1. Attract start-up companies that have developed innovative technologies for military and commercial applications including those started with Drexel Technology.

2. Provide connectivity and access to various government agencies and departments to help start-up companies secure government contracts for their technology products.

3. Incubate & Commercialize technology developed by Drexel Research & Development (R&D) projects.
Participating Technology Companies

**Incubator Growth**

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of Companies</th>
</tr>
</thead>
<tbody>
<tr>
<td>1998</td>
<td>0</td>
</tr>
<tr>
<td>2000</td>
<td>5</td>
</tr>
<tr>
<td>2002</td>
<td>15</td>
</tr>
<tr>
<td>2004</td>
<td>40</td>
</tr>
<tr>
<td>2006</td>
<td>50</td>
</tr>
</tbody>
</table>

- 12-31-02  9 Companies 38 Seats
- 6-30-04   34 Companies 87 Seats
- 6-30-02   10 Companies 43 Seats
- 12-31-04  43 Companies 95 Seats
- 12-31-03  12 Companies 54 Seats
Value Added

Strategic Steps

1. Introduce mentoring companies into the Technology Center Environment to create subcontracting opportunities

2. Provide consulting services and business advice to identify avenues to diversify the application of developed technologies

3. Create partnering opportunities to apply for additional contracts and grants
Drexel University’s
Co-Operative (Co-Op) Education Program

1. Increase Drexel’s Co-Op opportunities with companies locating in the center as well as defense contractors and military laboratories
   • 2004 calendar year - three of the six mentoring companies employed 50 Co-Op Students

2. Increase the visibility of Drexel’s technologies to major prime contractors
   • Partnership with Lockheed Martin - $15 million Department of Defense Contract
Migration of Drexel Intellectual Property

A Success Story

Start-up Company Licensing New Communications Technology
Incubator Success Stories

1. Gestalt, LLC
   - 2002
   - Interoperability, Modeling & Simulations
   - Start-up to 100 employees
   - $35M sales projected 2005
   - $10M Venture Capital

2. Channel Logistics, Inc.
   - 2001
   - Database Analysis Shipping Industry
   - $2M Revenue

3. Alpha Grid Smarter Agent, Inc
   - 2001
   - Location Aware/GPS Software
   - Contracts with Banks and Real Estate Companies
   - Working on $7.5M investment
Current Challenges

1. Rapid growth of the Camden Incubator Center since 2002 has created a positive challenge, a great need for additional space

2. Continued competition to attract new companies

3. To achieve Self-Sustainability by the close of 2006
$45 Million In Government Contracts!

Pushing the River!!!
Solution to Facility Challenge