



..... November 10, 2010



Northeast Ohio Entrepreneurial Legacy

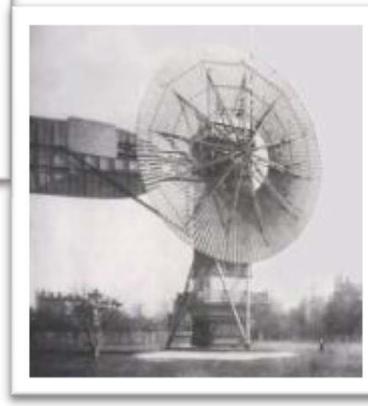
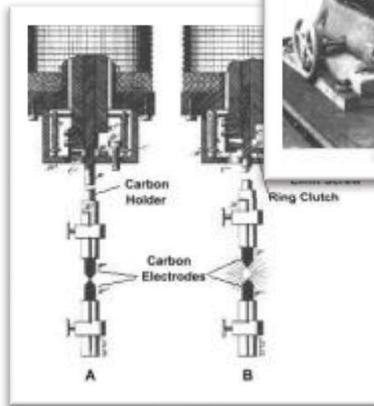
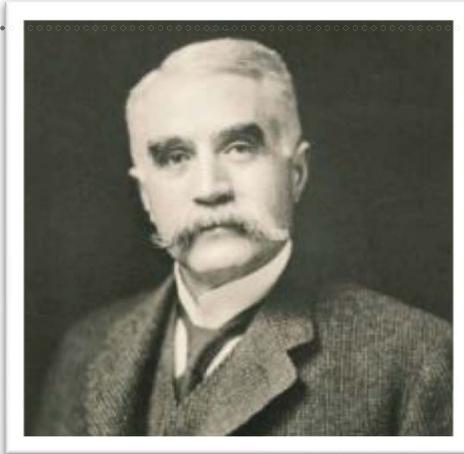


- Ecosystem at the turn of 19th century contributed to economic success
 - Grew organically
 - Iconic entrepreneurs created companies still employing Ohioans today
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Charles Brush

Lifelong Innovator & Investor



- 1877 – 1891: Creation and growth of Brush Electric
- 1891: Company became General Electric Co. through a merger
- Continued impact in community

1877:
Starts
fulltime
on
inventions

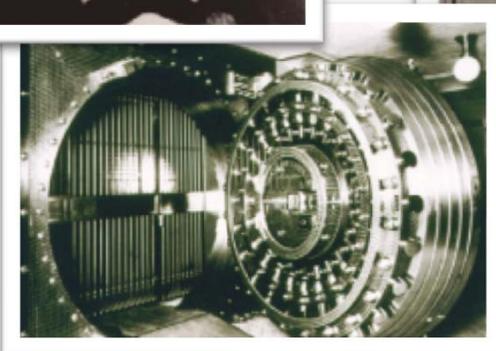
1878:
Receives
capital
invest-
ment

1879:
Lighting
System
unveiled
on Public
Square

1883:
400
Jobs at
Brush
Electric
\$2 million
in
revenue

1891:
Merges
with
Edison
General
Electric
Co. to
become
General
Electric
Co.

Charles Diebold | *Diebold, Inc.*



- 1849: Charles lands in Cincinnati with dreams of owning his own company
- 1875: 250 employees
- 1958: \$18 million in sales

1849:
Purchases
interest in
safe-
building
company

1869:
Sells 67
safe
models

1872:
Receives
capital
from
Canton
communi-
ty; moves
company
there

1874:
Obtains
\$100K
contract
for
world's
largest
safe

1933:
\$1.6M in
assets

Outcomes from the late 19th and early 20th Century Entrepreneurial Ecosystem



SHERWIN-WILLIAMS

1866-1870



1895



1898



1899



1911



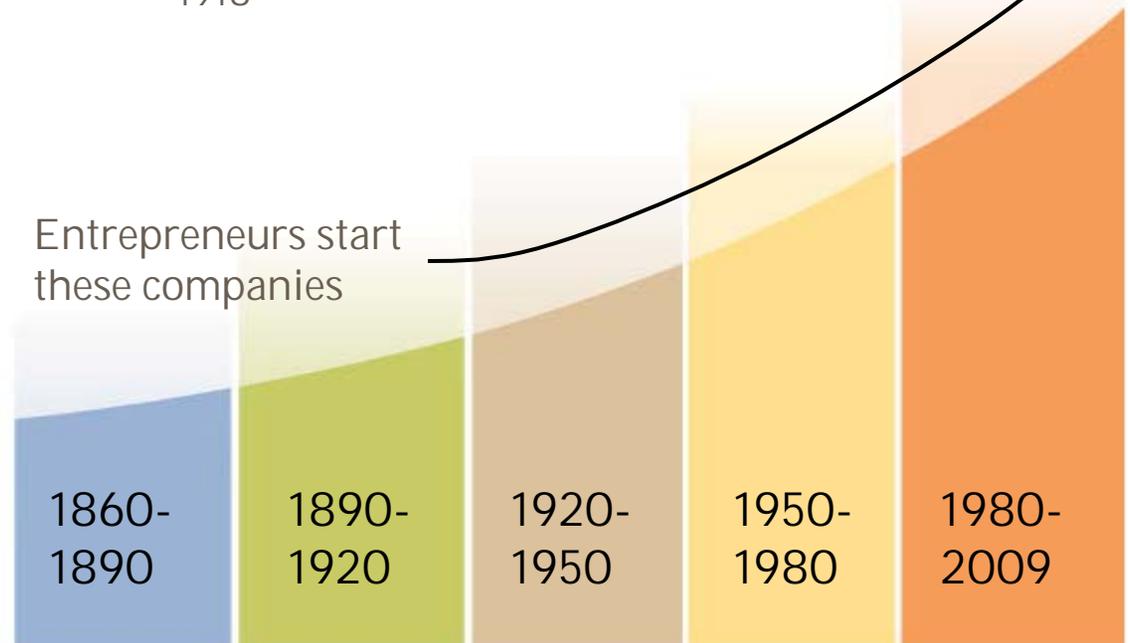
1918



1921

These companies today employ ~**61,500** people in Ohio

Entrepreneurs start these companies



What Happened in Ohio from 1950-2000



What Has Happened Since 2003



JumpStart's Vision



JumpStart's vision is to increase the economic impact and sustainability of Northeast Ohio's entrepreneurial ecosystem, while leveraging our experience and expertise to catalyze entrepreneurship nationally.



Two programs to support entrepreneurs directly



Guides innovative, early-stage Northeast Ohio companies towards creating wealth by providing seed capital, experienced advisors and a network of vital resources.



Provides targeted resources and investment capital to high-growth, early-stage minority, women, and inner-city based business through an integrated network of regional stakeholders.

Associated NEO Investment Funds:

North Coast Angel, Innovation Fund, North Coast Opportunities, Glengary LLC, Emerging Market, Euclid Ventures

Impact of First 5 Years



Community impact

- 35,000+ community members
- **87,750** hours of free assistance
- Approached by **8,307** entrepreneurs
- Received **2,317** business plans

Inclusion impact

- Assisted **48** client companies that hold 15 patents
- \$24MM in capital raised
- Launched JumpStart **Launch100** initiative



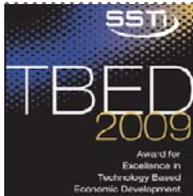
Client impact

- **50** portfolio companies
- **\$245MM** in capital raised
- Received **104** patents
- Regional and national recognition
- Created and supported **431** direct jobs

\$267MM in economic impact

- in the last four years
- Generated **\$12.1 MM** in taxes in 2009
 - Created **811** direct and indirect jobs

National Recognition & Media Coverage



2009 SSTI Excellence in Technology-Based Economic Development
"JumpStart's success demonstrates that well-executed capital initiatives can help catalyzes entrepreneurship."
 – SSTI President & CEO, Dan Berglund
 October 2009



2009 EDA Excellence in Urban or Suburban Economic Development
"JumpStart Inc. represents the best and brightest in 21st century economic development."
 – Commerce Secretary Gary Locke
 June 2009

THE CHRONICLE OF
PHILANTHROPY

The New York Times

PARADE



'Charities Work to Lure Start-Up Businesses to Cleveland'
 May 2009



'Venture Investing with a Mission Beyond Profit'
 July 2008



How Cleveland, Ohio, is becoming...
 A City For Entrepreneurs
 November 2009

Elements of the Network



JumpStart Entrepreneurial Network Results:



Approached by

7,640

entrepreneurs

Meaningfully engaged with

2,600

entrepreneurs

Meaningfully worked with

1,000

client companies

JEN client companies have

Raised

\$319 million

in follow on capital

Received

\$69 million

in federal and state grants

Reached annualized revenues of

\$100 million

Created and supported

850

direct jobs at an average salary of

\$67, 020

JumpStart Community Advisors



Newest program to catalyze entrepreneurship in other regions



Engages with regions across the U.S. who desire to develop, fund and execute regional entrepreneurial action plans that will lead to the creation of a high-performance entrepreneurial ecosystem.

Regions in:

Minnesota, Indiana, Michigan, New York, Ohio

Partnership with:

the EDA
the Knight
Foundation, and the
Surdna Foundation



Partners' Goals



- Regional Collaboration
 - Measurable Results
 - Inclusion (minorities and women)
 - Accountability
 - Operational Excellence
 - Catalyst (Entrepreneurial Ecosystem)
-

2002-2003 Ecosystem



Various
Incubators



Imagining

Incubating

Demonstrating

Market Entry

2006 Ecosystem



Imagining

Incubating

Demonstrating

Market Entry

2010 Ecosystem



Imagining

Incubating

Demonstrating

Market Entry

Process



Regional Entrepreneurship Action Plan (REAP)

- **Plan and Develop:** Form an advisory group of regional commercial and community leaders and build a Regional Entrepreneurship Action Plan (REAP)
 - **Fund:** Engage with local, regional, state and national organizations who desire to support the implementation of the REAP
 - **Implement:** Work with the regional partners and collaborators to put in place the capabilities identified in the REAP
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JCA – the Objective



Measurable success that the region can leverage to accelerate the development of a high-impact entrepreneurial ecosystem

Questions?



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