

BSU TECenter kicks off its seventh year of operation

From the BSU TECenter Director,
John Glerum

The TECenter exited its 2nd quarter of 2009 with **12 resident clients, 5 non-resident clients, 4 tenants and 3+ pre-incubation clients. Ten clients are in the growth stage generating increasing revenue along with 3 clients that have recently introduced products and services into the market place. Four client ventures are working in the development stage.**

Currently, **76 percent** of our space is being utilized and we have two light industrial bays open along with four individual office spaces.

Collectively, TECenter clients represent **132** full-time, part time and contracted self-employed people. TECenter client ventures are currently driving **10 million dollars** in annualized revenues and have almost **15 million dollars** of invested capital (debt and equity).

Five client companies are now closing in on **eclipsing a million dollars of annualized revenue** this year. This is a huge accomplishment as only 4 out of

100 U.S. businesses ever reach a million dollars in sales and is a significant milestone achievement. Stay tuned for celebrating.

Last quarter we **added four new resident businesses** and are excited to be able to work with them on their business development. They are featured here in our quarterly newsletter.

Several perspective clients are lined up to move into the TECenter this fall along with a number of non-resident possibilities that are currently undergoing business discussions, assessments and initial work plans.

Considerable effort has been spent this spring and summer applying for a U.S. Department of Commerce Economic Development Administration Public Works Grant of **\$825,000** to do the renovation of the remaining 10,000 square feet on the west end of the facility. We received good news earlier this month that our project is now approved by the EDA Seattle Regional office and we will be receiving a formal invitation to position our application for completion and funding in 2010. What this means is the project will commence between now and September of 2010.

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DEVELOPMENT HIGHLIGHTS

Welcome to the TECenter

We are excited to welcome four new companies to the TECenter: Apriori, Double "J" Technology, Ver d'Light and My State USA as the newest members of the TECenter.

Apriori is currently developing the first ever live and interactive internet gaming platform that uses real people, real targets and real paintball guns. Using the velocity of 300 ft/second tac markers (bullets) any user from any computer anywhere in the world can log on and shoot the person they most love to hate.

[Preview the site](#)

Double "J" Technologies provides a full suite of loyalty products under the Amplified Information Services™ or AIS™ brand. AIS™ is a full service, robust, and affordable customer loyalty program available to independent retailers, restaurateurs, and small or large business owners. Utilizing cutting-edge database and web-enabled technology can help promote repeat business, develop long-term customer relationships, enhance the customers' experience each and every time they visit, and improve a businesses' bottom line performance.

[Read more](#)

AlertSense from MyStateUSA is an interoperable alerting and communication system that provides a secure and immediate solution for emergency messaging and public outreach. Send multiple types of time-sensitive messages: voice, text and image to multiple types of devices - land line, cell phone, BlackBerry®, pager, and email with a single click.

[Read more](#)

Ver d'Light offers an effective light directing and shading system to reduce a building's energy consumption and increase comfort and productivity by optimizing the wonderful sunlight that shines on your building.

Contacts:

APRIORI

www.shootingjoe.com

Scott Harris

Double J
Loyalty built by Intelligence

www.megagift-ais.com

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AlertSense
Interoperable. Information. Instantly.

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Ver d'Light

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TECECENTER COMPANIES

Who's Who at the Boise State TECenter

Resident Companies:

- [2moto](#)
- [208 Wireless Business Integration](#)
- [Aero LEDs](#) NEW SITE !!!
- [Bi-Biomics](#)
- [Boise Technology Inc.](#)
- [Dental RAT](#)
- [Lift Truck Enterprise Solutions](#)
- [The Network Operations Co.](#)
- [Ready Financial](#)

Find out more about the TECenter companies. Learn about who they are and what they do. The person sitting in the office next to you may have the solution you have been looking for. Let us know if you would us to facilitate an introduction.

[More Details](#)

Non-Resident:

- [Auction Frogs](#)
- [Clearwater Country](#)
- [EtripTrader](#)
- [SMARTeam](#)
- [Valitics](#)

New Companies:

- [Apriori](#) BETA SITE
- [Double "J" Technologies](#)
- [My State USA](#)
- [Verd'Light](#) SITE COMING SOON

TECenter Companies in Action

208 Wireless Business Integration now offering Clear Meeting setup, training and ongoing service for just **\$20/month**. Contact Rodney Rohm at 208.562.3672.

[More on Clear Meeting](#)



Dental Rat 2.0 voted "Favorite New Product"

The Dental RAT 2.0 was recently voted "Favorite New Product" at the Registered Dental Hygienist national meeting.

The RAT 2.0 is now distributed throughout the US and Canada by the two largest dental distributors, Henry Schein and Patterson Dental,.

[More on the Dental RAT](#)

Send your "Development Highlights" to sarahpokorney@boisestate.edu

FACILITY CORNER

New Key / FOB Procedures

Please do not lend your keys or FOBs to anyone. This is for security reasons. Clients are not authorized to make copies of any building keys. The TECenter keeps a log on all keys and fobs issued.

As of August, 2009, there will be a \$15 fee to reissue any lost office keys or fobs. Mailbox replacement keys are \$10.

Parking limited to TECenter parking lot.

Temporary parking for loading or unloading is permitted near exits.

New door hours.

The TECenter front door will be unlocked from 8 am to 5 pm and the rest of the inside doors will be unlocked from 7 am to 7 pm.

Facility questions? [Contact Marissa Goff](#)

EVENTS

September

9/2 I am [Six Reasons Why B2B Marketers Need Online Video: A Practical Guide to Getting started with Online Video](#)

9/16 [MarketingProfs Virtual Conference: Digital Marketing World](#)

October

10/16 Quarterly Statements DUE!!!

10/19 –10/23 Quarterly Review Meetings.



#TECenter

We have started posting TECenter updates on twitter with hashtag: #TECenter. Feel free to join in the conversation by adding #TECenter to relevant tweets or searching #TECenter for recent tweets.

TECenter Blog

If you have ever found yourself digging through old emails in search of that one the TECenter sent out about the next cool upcoming event or the webinar you just can't miss, then search no more! Check out the [TECenter Blog](#) where we post all the announcements sent out about events and facility information.

Please share these resources with your employees so they can stay up on **TECenter News.**

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The Critical Few Review is a quarterly newsletter produced by the Boise State TECenter © 2009. To remove your name from our mailing list, please reply with "unsubscribe" in the subject line. Questions or comments? E-mail us at sarahpokorney@boisestate.edu or call 208.562.3602

[Newsletter Archives](#)



**Member
Discount**

TECenter Discount



NO ENROLLEMENT

\$21.00 / month Single
\$37.99 / month Couples
+ \$14.99 / + family members

Six current locations and COMING SOON to the Garrity Exit in Nampa! Available to all TECenter companies, employees and family members. For Enrollment Contact:

Andy Slagle 208.908.8554
andy@idahoathleticclub.com

JOIN TODAY !!! 208.908.8554