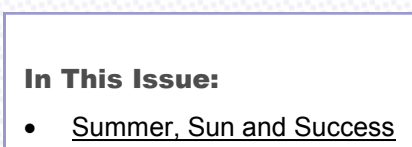


Summer, Sun and Success



From the BSU TECenter Director, John Glerum

The TECenter completed the 1st quarter of 2009 with 11 resident clients, 6 non-resident clients, 3 tenants and 5+ pre-incubation clients. Seven clients are in the growth stage generating increasing revenue along with 7 clients that have recently introduced products and services into the market place. Currently, 84 percent of our industrial space and 77 percent of our client office space is filled. We have one industrial bay open and eight individual office spaces.

Collectively, TECenter clients represent 123 full-time, part time and contracted self-employed people, which is an increase of 22 from Q408. TECenter client ventures are currently driving over four million dollars in annualized revenues and have over 15 million dollars of invested capital (debt and equity). Formal business valuations have been quantified for six client ventures that represent a total of \$28 million collectively. Five ventures are actively seeking significant capital investments.

This month we were proud to have Banshee Bungee and Valitics graduate and move to private spaces in the valley. Valitics will continue to pursue business development as a non-resident client at their new Boise address. We wish them well. In addition, we are pleased that BizReach.com this month has become a non-resident client.

Three perspective clients are lined up to move into the TECenter early this summer along with a number of non-resident possibilities that are currently undergoing business assessments and work plans.

This Spring 2009 Semester, we had eight Boise State student-client project teams work with clients and perspective clients. These 16 students were in my "Managing an Emerging Business" class that is comprised of senior entrepreneurial emphasis – management majors. They did great work in providing value adding deliverables and received good grades from their clients and instructor.

Considerable effort has been spent this spring applying for a U.S. Department of Commerce Economic Development Administration Public Works Grant. These grants are designed to empower distressed communities to revitalize, expand, and upgrade their physical infrastructure to attract new industry, encourage business expansion, diversify local economies, and generate or retain long-term, private sector jobs and investment. We hope to have good news by the end of the summer.

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- [New TECenter Blog !!!](#)
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Spring 2009 Student Teams Raise the Bar

In early May 16 students from John Glerums Entrepreneurial Management class presented their research findings and recommendations to three TECenter Companies and several other local businesses.

Prior to the spring semester the over 200 businesses had expressed interest in participating in the Boise State Spring 2009 Economic Turnaround Initiative and a select few were paired with John's unique class of entrepreneurial students.

The TECenter companies that participated were Garden Logic, the Dental Rat and Valitics, The local companies were Advantage Sales & Marketing and Western Cowgirl.com.

The companies were pleasantly surprised by the students' teamwork, collaboration, depth of analysis and innovativeness.

Dental RAT founder Becky Logue said, "Out of all of the teams we have worked with this one has been best!"

Becky explained how her team was proactive, engaged and showed a genuine interest in making an impact on the future of her business.

The students also did live case presentations for three other local businesses: Life's Kitchen, Cot Spa Covers and The Pulse Running & Fitness shop.

CONSUMER INSIGHT REPORT

Ronald Hughes
Brandon Minert
Alex Livingston

Beckmer Products – Rat 3.0 Growth Strategy

Chris Bailey
Josiah DeMill
Stephen Dickens

Kyle Gingg
Doug Huber
Roalee Hall

Presented By:
Drew, Diana, Oscar and Sean

Presented by Blake Jensen, Matt Jost, and Mark Jauregui

Chemistry Student Presents Research in D.C.

From the May 12, 2009 Edition of the Boise State Update

Boise State chemistry/biochemistry student Bryan Martin presented his research in Washington, D.C., during the Council on Undergraduate Research's annual "Posters on the Hill" event May 5. Martin's research focuses on decontamination of chemical warfare agents using nuclear magnetic resonance (NMR) spectroscopy.

Sixty students from across the country were selected to present their research to Congress and participate in field trips, advocacy training and visits to Congressional offices. The students displayed their work at a reception where they interacted with prominent members of the national science community as well as senators, representatives and their aides.

Martin's adviser, associate professor Owen McDougal, said he and Martin spoke with the director of the National Science Foundation's chemistry division, the current president and past presidents of the American Chemical Society, the president and executive director of the Council on Undergraduate Research and other heavy hitters in the national science community. He said the exposure for Martin and for Boise State is "huge."

"Institutions from every state were represented," McDougal said. "For Idaho, Boise State was it."



chemistry/biochemistry student Bryan Martin (second from left), faculty adviser Owen McDougal (second from right) and research partner Michael Hill of Boise Technology Inc. (far right) with U.S. Rep. Walt Minnick.

TECenter companies in action: [2moto](#) Snow Bikes featured in the Motorcyclist Magazine. [Read More](#)

[AeroLEDs](#) expands product line and launches new site. [See New Products](#)

[Auction Frogs](#) nominated for the Boise Metro Chamber of Commerce "2009 Small Business of the Year" [Learn More](#)

[The Network Operations Co.](#) to compete in [TechLaunch 6.0](#)

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

It's May, Time for Graduation

Posted: 18 May 2009 08:21 AM PDT
by Krissa Wrigley at [TechBoise](#)

Congratulations to Banshee Bungee and Valitics!
TechBoise learned late Friday that these 2 companies have graduated from the BSU TECenter.

The Valitics crew can now be found in the Eagles Building, 223 N 6th, Suite 240 in Boise (above Java). Stop by and check out their new digs. I'm sure they'd love to chat.

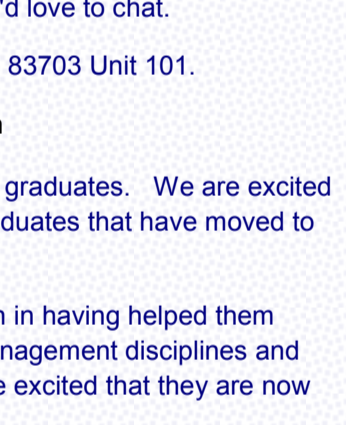
Banshee Bungee is now located at 3910 Hill rd. , Boise ID 83703 Unit 101.

A Note From the BSU TECenter Director, John Glerum
Thank you TechBoise for highlighting our two most recent graduates. We are excited to see both Banshee and Valitics join our other eleven graduates that have moved to their own locations here in the Treasure Valley.

Although we hate to see them go, we take real satisfaction in having helped them shape their initial venture vision, business models and management disciplines and habits during their time here at the BSU TECenter. We are excited that they are now moving on to higher and higher plateaus.

And yes, we do have openings now for additional clients. For any tech-based venture here in the valley, please stop by and see us, so we can visit and learn more about your dreams.

We are proud to be part of the TechBoise eco system.
Entrepreneurally Yours,
John Glerum



TECECENTER COMPANIES

TECenter Companies: Who's Who

Resident Company Websites:

- [2moto](#)
- [208 Wireless Business Integration](#)
- [Aero LEDs](#) NEW SITE !!!
- [Banshee Bungee](#)
- [Bi-Bionics](#)
- [Boise Technology Inc.](#)
- [Check A Biz](#)
- [Dental RAT](#)
- [Lift Truck Enterprise Solutions](#)
- [The Network Operations Co.](#) ***NEW CLIENT***
- [Ready Financial](#)
- [Valitics](#)

Find out more about the TECenter companies. Learn about who they are and what they do.

Who knows maybe the person sitting in the office next to you may have the solution you have been looking for. [More Details](#)

Non-Resident Company Websites:

- [Auction Frogs](#)
- [BizReach](#) ***NEW CLIENT ***
- [Clearwater Country](#)
- [EtripTrader](#)
- [Garden Logic](#) **Site Coming Soon
- [NutriStyle](#)

IN THE NEWS

We're No. 9! Forbes says so.

- STATESMAN STAFF Published: 03/27/09
As bad as things seem for businesses in Boise now, they must be worse in plenty of other places. Forbes.com ranks the city in the top 10 of the best places among 200 largest metro areas in the country for business and careers. Boise lands between No. 8 Austin, Texas, and No. 10 Colorado Springs, Colo.

Ratings were based on 11 criteria, such as job growth over time, labor supply, crime and colleges. Forbes also included two new statistics: job projections and the ratio of subprime mortgages to loan originations for the last three years.

Boise had the 17th lowest cost of doing business and 47th best projected job growth at 0.5 percent. On the downside, Forbes found nearly 17 percent of mortgages written between 2005 and 2007 fell into the subprime category.

[See the report](#)

Google: Let Your Voice be Heard

Google's Small Business Network was created to give small business owners the information and tools to promote business-friendly policies in Washington, D.C. and state capitols. The Internet provides an unparalleled opportunity for small businesses to start up, grow, and reach a worldwide customer base. But realizing its potential requires your participation.

Google wants to know about the issues that are important to you so that we can better invest in your goals and objectives and ultimately, your success. New laws, regulations and other public policy initiatives at the federal and state levels should be designed with your best interests in mind.

We want to help you stay on top of many issues, the first two of which are increasing high-speed Internet or broadband access and preserving an open yesterday's customers. The Internet has given you the power to compete in new markets and stay in touch with partners across the U.S. or overseas. Infrastructure that enables high-speed Internet and standards that keep it open have the potential to help create jobs in your hometown and around the world. [Learn more](#) and [sign](#) our open letter to Congress

ANNOUNCEMENTS

Facility Corner

Facility questions? [Contact Marissa Goff](#)

Stay in the Know: TECenter Blog!!!

If you have ever found yourself digging through old emails in search of that one TE-Center 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.

Add it to your favorites | Share it with your employees | Great for bedtime stories

TECenter Discount

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 - 3 MONTHS FREE !!!

EVENTS

Business Development Events 2009

May
5/27 & 5/28 TechLaunch business plan competition by Idaho [TechConnect](#) and Idavation by [Kickstand](#) at the Doubletree

June
7/19 Think Shop: Ignite Boise1.0 Recap

July
7/3 Think Shop TBD
7/16 [Ignite Boise](#)
7/17 Q209 Statements Due
7/20-7/24 Quarterly Review Meetings

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