

How differs from Incubators

<u>ConduIT Corporation</u>	<u>Incubators</u>
<input type="checkbox"/> <i>For-profit</i> entity with shareholders who invest to maximize returns on investment and diversification in early-stage ventures.	<input type="checkbox"/> Almost entirely <i>not-for-profit</i> with a mission to encourage job growth on economic development in their communities.
<input type="checkbox"/> Pays overhead by owning and profitably managing key strategic businesses.	<input type="checkbox"/> Pay overhead through sponsorship fees from local CPAs, legal groups, ad agencies, etc.
<input type="checkbox"/> Invests limited amounts of cash in portfolio companies for which ConduIT has earned “sweat equity”.	<input type="checkbox"/> Do not invest cash; charge fees for rent and services, taking cash “out” of tenant companies. Direct tenants to VCs and other capital resources.
<input type="checkbox"/> Owns a significant enough share of portfolio business to encourage the interest and attention of our top management.	<input type="checkbox"/> Own very small percentages of firms housed in the incubator.
<input type="checkbox"/> Managed by involved, experienced senior executives who take on board and senior operating roles.	<input type="checkbox"/> Managed by a custodian or concierge who directs tenants to services in the incubator or community.
<input type="checkbox"/> Focuses on IT, early stage ventures, seeking synergies among portfolio companies.	<input type="checkbox"/> Lease to any start-up or development stage tenant.
<input type="checkbox"/> Ongoing, hands-on management commitment (coaching, mentoring, training) creates advancement opportunities (and repeated venture opportunities) for ConduIT entrepreneurs.	<input type="checkbox"/> Some incubators offer crash courses on “how to” be an entrepreneur.
<input type="checkbox"/> Cultivates and protects intellectual property through ownership and management involvement in every portfolio company.	<input type="checkbox"/> Refer tenants to intellectual property attorneys.

