

Don't Miss the Business Spotlight at the Tech Park Incubator

REMINDER: ALL member companies are encouraged to participate in the Business Spotlight to be held throughout the Tech Center **Thursday, April 29.**

Zetachron companies are invited to set up a display table at no charge during this event by contacting Connie Corl ccorl@cbicc.org. Already more than 60 county businesses have pre-registered to have displays. Many more are expected. This will be an *excellent opportunity to put your name in front of others* and to learn what others are doing in return.

Centre Region Entrepreneur Network

The Centre Region Entrepreneur Network (CREN) is a new organization dedicated to fostering relationships among local entrepreneurs. We recognize the value of a strong business community to our individual endeavors and are committed to sharing our experiences for the benefit of our peers. By actively communicating with fellow entrepreneurs we strengthen our network, challenge our own ways of thinking, and learn from one another. While we think and act locally, our enterprises address the needs of a larger, global economy. CREN provides an information and experience sharing network to local leaders. CREN would welcome member companies in the incubator to attend upcoming events.

Our next meeting is being held at **Videon Central** in their link facility starting at **7pm on April 8th**. We will have a guest speaker that evening— **Stephen Greer**, author of "**Starting from Scrap**" and currently a Senior Advisor to Oaktree Capital's Asia Opportunities Fund. To learn more about Stephen check out the following link: <http://blogbusinessworld.blogspot.com/2010/02/stephen-greer-starting-from-scrap.html>. After some socialization time, Stephen will talk for about 20 minutes and then he will be available for questions. We will conclude the evening with group networking.

If you are interested, please **RSVP by March 31st** to Videon Central's HR Director, Joan Potter, via e-mail: joan@videon-central.com or phone: 814.235.1111, ext 302. If you cannot attend this event but are interested in future events, please indicate to Joan that you would like to be included in the e-mail distribution.



Chamber U Schedule

In addition to networking opportunities, member companies are encouraged to take advantage of educational opportunities offered through the CBICC Chamber U program. These are typically half-day courses on topics of interest to new and growing businesses. Look through the opportunities at:

<http://www.cbicc.org/EventsPrograms/EventsCalendar/tabid/141/Default.aspx>

Memo to Self: Update Our Internal Business Plan

A business plan is most often developed to attract investors. However, before you even reach that stage, you should construct a critical self-assessment of where you are, what you face, and how you intend to succeed. Consider an objective response to each of the following questions:

1. What will your business accomplish for your customers and for your future investors?
2. What do you need to get started?
3. How will you distinguish yourself? What is different about your approach, product, or service?
4. Who will want what you are offering? Why?
5. How will you reach potential customers?
6. How will you organize your work force?
7. Where will you find financing? How long can you operate with known resources?
8. What do you expect to accomplish after one year, two years, three years and five years?

After you have developed a realistic internal plan, you should continually **ask yourself:** *Am I progressing as expected? Do I need to adjust my assumptions or direction? Does this plan still make sense?*

Business plans for investors are intended to convince others. Your internal business plan is your personal evaluation tool to guide growth and avoid misplaced efforts.

In case you haven't met all your neighbors, OVER for a list of all member companies.

INCUBATOR MEMBERS

Technology Center

Blue Heron Research Partners – A research company for the financial services industry.

www.blueheronrp.com

BluOx Laundry – Research, development, manufacturing and sales of ozone injection upgrade systems for commercial washing machines and information technology for tracking and reporting.

www.bluoxlaundry.com

Bridge SemiConductor – Manufactures electronic hardware for thermal imaging camera sensors. **AT**

www.bridgesemi.com

ET Technology - A research and development company concentrating on basic and applied research of bio & fossil fuels, biomass and alternative fuel and energy. **BT**

www.et-technology.com

Expansyn Technologies - Developing technology to improve conversion of biomass into fuel ethanol. **AT**

GDA Corp. - Providing geospatial data analysis. **IT** www.gdacorp.com

General Opto – Applying innovative optical technologies to solar, defense, & security. **AT**

www.gos-us.com

LCM Technologies, Inc. – Conducting research and development in DNA sequencing using free-solution electrophoresis. **BT**

www.lcmtech.com

Lunch Time Software – Cafeteria data management software solutions for K-12 school districts. **IT**

www.lunchtimesoftware.com

MicroMechatronics, Inc. – Development and commercialization of piezoelectric actuators and transducers. **AT** www.mmech.com

Mission Critical Partners – Software for first responders. **IT**

www.mcp911.com

Project PREPARE - Developing innovative ways to improve Pennsylvania's preparedness and response to hazardous events affecting dependent care facilities.

QuantumBio Inc. – Software designer and developer of genetic analysis software. **BT**

www.quantumbioinc.com

Shaw Facilities – A company providing innovative solutions for environmental and infrastructure.

www.shawgroup.com

Solarity – Developer of revised solar cell configurations to increase the amount of energy collected. **AT**

Strategic Polymer Science – Developer of new materials and device technologies for energy storage, energy generation and medical therapeutics. **AT**

www.strategicpolymers.com

Zetachron Center

AGS&M – Service provider for marketing, management consulting and business development services.

APD Life Sciences – A company that bridges the gap between basic science/engineering and early-phase product development by designing and implementing superior prototypes and/or protocols that quickly demonstrate product concept and market benefit. **BT** www.apdls.com

The Mitchell Group – Service provider to technology commercialization.

Chromatography Associates – Research and development company manufacturing capillary columns. **AT** www.chrom-assoc.com

Indigo Biosciences LLC – Contract research organization specializing in pharmaceutical, nutraceutical and toxicology screening services, custom assay development, and the creation of innovative products for high-throughput screening applications. **BT** www.indigobiosciences.com

Keystone Nano – Produces nanojacket technology to industry and to life and bio sciences including nano delivery of cancer therapeutics. **BT/AT** www.keystonenano.com

RWH Products – Provides a complete line of branded multi-media furniture with flexible design options.

www.rwhproducts.com

Sage Life Technologies – Tele-health technology company. **IT**

www.sageminder.com

Affiliate Members

Aesthetic 11 LLC - provides brand consultation, graphic design and programming services.

www.aesthetic11.com

Maximus V LLC - a product development and marketing company that research, develop, distribute and acquire creative products and technologies with strength, conditioning, sport and fitness applications. www.maximusv.com

Prescient Weather Ltd - providing information and forecast services that mitigate weather and climate risk in business and other activities thereby enhancing both success and profit.

Syncon - Research to develop novel methods and reactions to synthesizing chemicals. **AT**