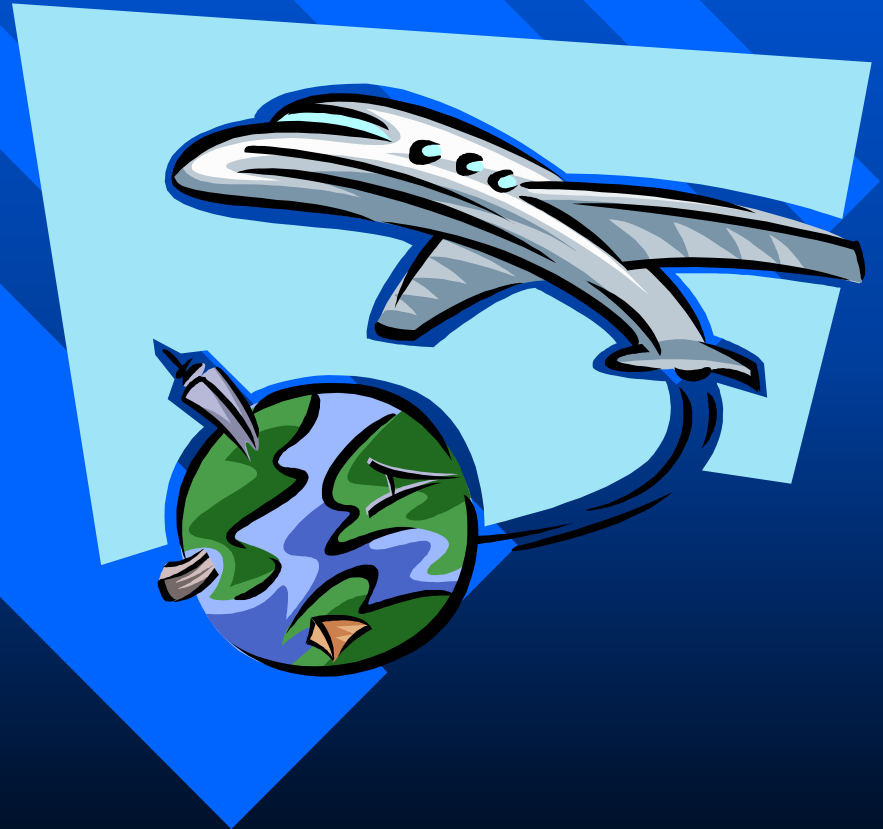


# Urban Community Incubators

- London
- New York
- San Francisco



# Common Features

- Job Creation
- Move On Space
- Out Reach Programs
- Embedding the Incubator in the Community

# Wandsworth Youth Enterprise Centre, London

Tooting, 1988

- Unemployment
- Social Exclusion
- Youth (17-30)

Now:

350 program clients pa

85%-90% business survival rate  
after 2 years



# Wandsworth YEC

- Client-led Counselling
- Intensive Training
- Exploring Business
- Managed Workspaces (30)
- The Trident Building (90)



# Wandsworth YEC in depth

Pre Start up: Intensive client support (free)

Post Start up:

- Tailored Counselling and practical support (free)
- Units available if needed (reducing subsidy leading to commercial rates, over 2 years)
- Move on to local commercial premises (commercial rates)

# Wandsworth YEC: Funding

- WYEC program is not self sustaining (support services are free)
- % local government, charitable trusts, corporate, EU

So:

- Purchased a Commercial Property
- Rolled out the Program in Europe

# WYEC Commercial Space

## The Trident Business Centre

- 90 units
- 46 000 sq.ft.
- £2.7m (commercial loan + sponsor investment)

Positives: Cash flow, local move on space, 300 direct jobs in small business



# WYEC Trident Business Centre



# Renaissance Entrepreneurship Centre San Francisco

- 75% Clients: very low to moderate income background
- 60% Women
- 45% People of Colour
- 16% Persons with disabilities including hiv/aids



# Renaissance Entrepreneurship Centre

Major Emphasis  
on Training:

- Finance
- Planning
- Technology
- Marketing

(eg. 16 classes May  
2003)



# Renaissance Entrepreneurship Centre

Consults Free: All other services offered on a sliding scale based on income



60% graduates do business with one another, some contribute financially back to the incubator

# Renaissance Graduates

renaissance  
Entrepreneurship Center

Graduates In The News...

**COSMOPOLITAN**

What We  
Can't Please  
Style Says  
About Men

**65 Ways  
to Love  
His Body**

Get This: You can't  
Please Him (and  
Every Girl) with  
All Around

**The Relationship  
Mistake You Don't  
Know You're Making**

Men's New Eyes: A Good Glimpse  
Can Drive Her Crazy Away

**Best Beauty  
Bargains Ever**

**Sexy or  
Skanky?**

**Realty**

Sandra Bullock  
Tom Cruise  
Hugh Grant

**FIRE UP  
HIS DESIRE**

The... Sandra Bullock... Renaissance graduate... Sandra Bullock is meeting...  
writing for Renaissance graduate... Sandra Bullock...  
on the front cover of COSMOPOLITAN February 2003 issue.  
www.renaissance.org

renaissance  
Entrepreneurship Center

Graduates In The News...

**MEN'S FASHIONS OF THE**

The New York Times Magazine

PAGE 7 | APRIL 2003

**TIMES**

**GUERRILLA MARKETING**

Che Guevara is more a style icon than a symbol of revolution. Alexandra Marshall blames the resurgence.



You've seen his picture before — gazing intently, warily, from under a military cap, the hard countenance softened only by a Jesus-like smile and wadded chest. It's not legal to be bearded, the image — taken by the famous fashion photographer Alberto Korda — is the most reproduced in the world. But it doesn't belong to Edie, James Dean or John Lennon. It's of Ernesto Guevara, better known as Che, the Argentine doctor turned guerrilla who died in a Bolivian jungle 36 years ago, trying to wage a communist ally in the name he had led in Cuba with Fidel Castro.

In the ensuing decades, Alexandra Marshall is a writer in New York.

Guevara has briefly been confined to the domain of history. Two major movies (one with Gael Garcia Bernal, the hero of "Y Tu Mama Parabola," the other with Steven Del Toro) are in the pipeline, and in the past year alone Guevara's visage may have been spotted everywhere, from demonstrations in Florence to the runways of Sao Paulo, where the Brazilian swimwear label Cia Marchionni sent Gisele Bündchen down the runway in a Che bikini. Meanwhile, Robbie Williams, Kate Moss and Jay-Z have been photographed in their Che T-shirts. Previous at last year's MTV music video awards



# REC Services throughout the Bay Area

- Renaissance EC
- Bayview BRC  
(local govt. initiative)

\*\*\*\*

- Women's BC
- Financing RC
- Network of Graduate Businesses



17 sponsors over \$10K

# New York City

Cost of creating a new job is est. \$30 000

(D. Lalkaka, LLC, NY, 2003)

## Queens County Overall Economic Development Corporation: 25yrs

- Neighbourhood & workforce development
- Business Centre (US.SB. Admin.)
- Service Links : eg Project Enterprise





## A Collective Approach to Training and Micro Loans

### Based on the Grameen Bank Model:

1. Clients form a small peer group
2. Attend meetings and intensive training
3. All work toward micro loan eligibility
4. Join a PE Centre to achieve this and for ongoing networking, leadership and peer support



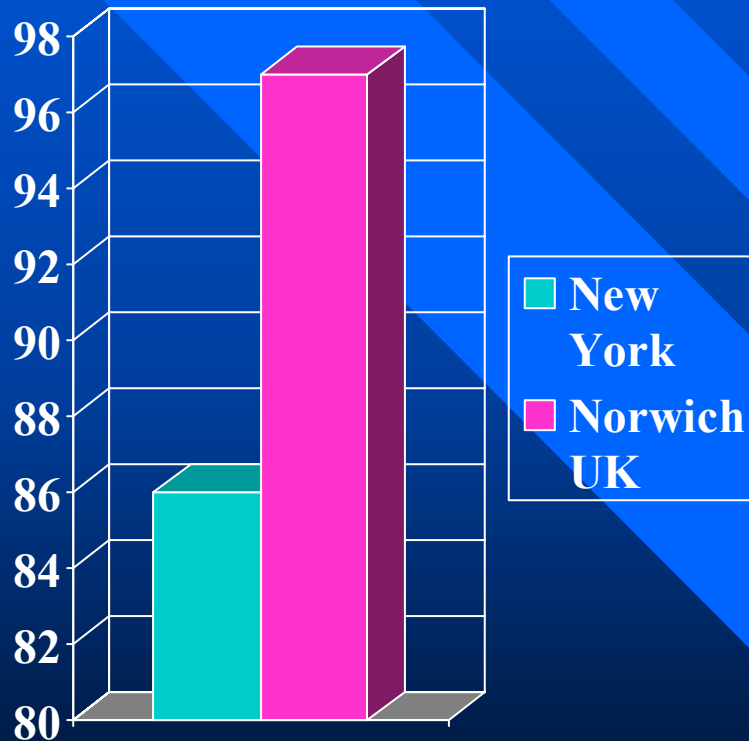
## Micro Loan Arrangements

Initially: up to \$1500 repaid within  
12 months

Subsequently: Stepped, pending  
successful repayment : up to \$12 000

**The Group self-manages**  
(Default=No Loans for anyone)

# Successful Repayments

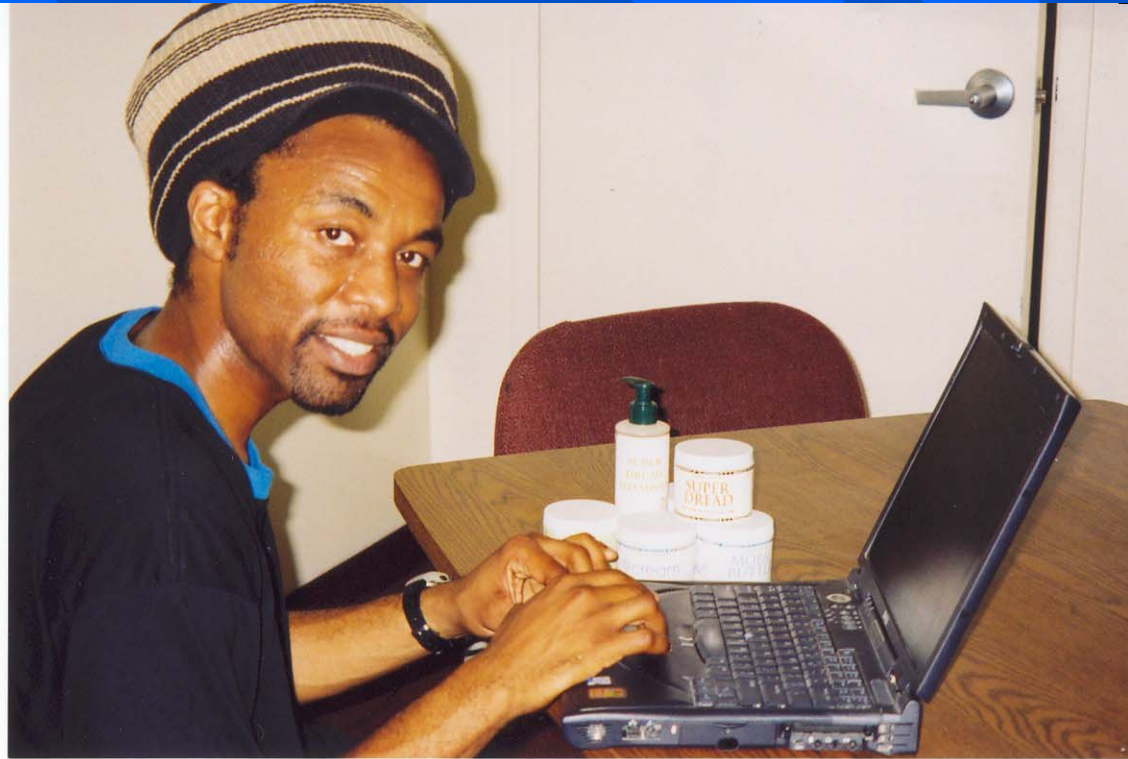


- Return on investment
- Funds growth
- (eg. Norwich: £20K  $\uparrow$  £100K )
- Bank Rates
- Purchases vary: materials, marketing, equipment etc.
- No credit history

Project **Enterprise**



MENTEP



Mentep



## Welcome to Praris.com

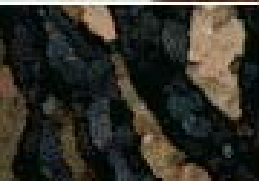
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CUSTOM CRAFTED

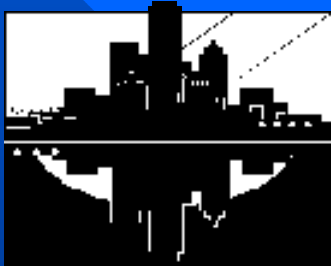
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Project **Enterprise**



Unique  
NY Tours



# Richmond, Virginia



# Thanks to AusIndustry



a  
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