

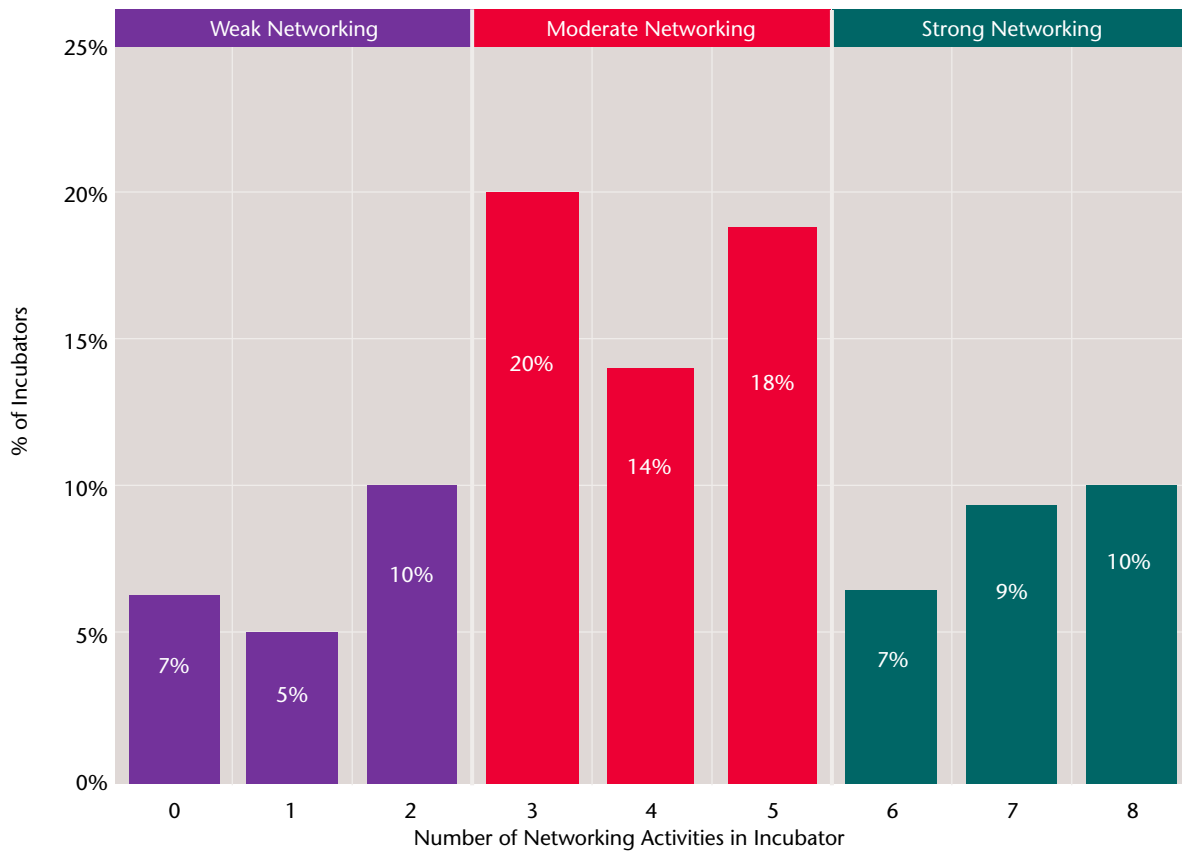
Section 4: Incubator Organization and Networking

Few incubators have extensive organized networking

A smaller percentage of incubators have institutionalized formal mechanisms to foster networking between companies (including incubatees, graduates, and other affiliated companies). Although 74% have regularly scheduled weekly or monthly meetings, much fewer have formal networking systems such as financial incentives (25%) or sales and marketing partnerships (44%).

Most incubators (52%) practice between 3 and 5 of the 8 networking activities — a range we define as “moderate networking.” 22% are “weak networkers” (practicing less than 3 activities), and 26% are “strong networkers” (practicing at least 6 of the activities). (See Chart 4.10).

Chart 4.10
Intensity of Networking Activity



Source: Survey of 169 Incubators