

2009 performance metrics*



CUMULATIVE
JOBS
created by Sirti
clients and alumni

1,225+

TECHNOLOGY
GROWTH FUND
amount awarded to date

\$3.1
MILLION

2009 ANNUAL
REVENUE
created by Sirti
clients and alumni

\$131.2+
MILLION

TECHNOLOGY
GROWTH FUND
loans awarded to date

11

2009 ANNUAL
PAYROLL
created by Sirti
clients and alumni

\$42.0+
MILLION

2009 INVENTION
DISCLOSURES & PATENT
APPLICATIONS

70

CUMULATIVE
DEBT, EQUITY &
GRANT FUNDS
raised by Sirti clients
and alumni

\$271.1+
MILLION

2009 CLIENT
SATISFACTION
5 POINTS POSSIBLE

4.6

SIRTI CLIENT
SURVIVABILITY
FOR 10 YEARS

68.3%

OCCUPANCY
RATE

73%

ON-CAMPUS
CLIENTS

20

TOTAL ACTIVE
CLIENTS

54

ON-CAMPUS
PARTNERS

5

AVG. TENURE
ON-CAMPUS
CLIENTS

1.85
YEARS

ON-CAMPUS
GRADUATES

5

2009 performance metrics*

making an economic impact

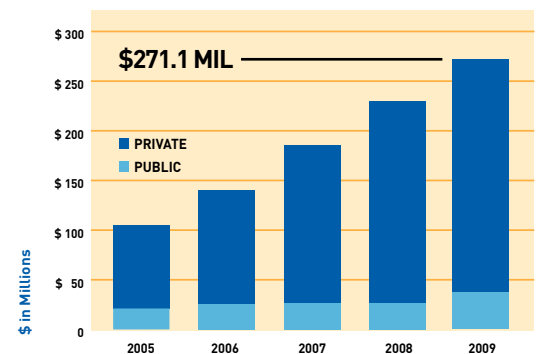
As an economic development agency for the State of Washington, it is imperative that Sirti's results be effectively measured by the business metrics that we report and the business results our clients achieve. Annually, Sirti collects metrics from clients to whom we have provided services over the most recent ten year period. Sirti presents its clients' data in the National Business Incubation Association (NBIA) standard format. We believe that it is vital to adopt best practices for measuring the impact our clients have on the regional economy and to hold Sirti accountable for delivering services that truly make an economic impact.

Metrics, while vital, are never able to tell the full story of why technology-based economic development is an excellent investment. Accelerating startup and high growth technology companies will continue to pay dividends for the state. High demand technology companies create high demand jobs that pay significantly higher wages than both state and regional averages. The end result: a higher tax base, in-state opportunities for our top college graduates and contributions to the state's exceptionally positive balance of trade. We are pleased with the strong results Sirti clients reported and our complementary role in accelerating economic growth.

NBIA METRIC (most recent 10 year period)	SIRTI 2009 RESULT	COMMENTS
1. Number of current clients	54	Includes on-campus (incubator) clients and off-campus clients located throughout the Inland Northwest, each receiving greater than 20 hours of service in 2009.
2. Total number of graduates since program inception	207	Graduates represent past and present clients who received greater than 20 hours of service in a given year. In addition, we provided service to many other companies with referrals and advice.
3. Number of graduate firms still in business	68%	This compares very favorably with the national average survival rate of 44% of four years in business.
4. Number of employees - full time	1,225	This represents jobs from 103 of the companies Sirti has worked with over the last ten years.
5. Number of employees - part time	185	Sirti clients utilize part time employees (185) as well as contract employees (204) which helps employ 389 workers over and above their full time employment base.
6. Current annual salaries and wages paid	> \$42 Million	This metric captures payroll for 61% of the total jobs reported. Not all companies provided payroll data. Average pay per job reported was \$52,152 which is significantly higher than both the state and regional averages.
7. Gross revenues for the most recent full year	> \$131 Million	The metric covers annual sales for the 72% of surveyed companies reporting on this question or for which data was publicly available.
8, 9, 10. Dollar amount of debt, equity and grant funds raised in most recent full year	\$41 Million	Sirti clients have attracted \$271 million in add-on investment over the last ten years.
Technology Metric: Number of invention disclosures or patent applications in the most recent full year	70	This metric reflects intellectual property developed by 31 different companies.

CUMULATIVE CLIENT ADD-ON FINANCING

For Prior Ten Years



IP/BIZNET PROGRAM CUMULATIVE SUMMARY

PATENT APPLICATIONS:	19
BUSINESS LAW:	53
TRADEMARKS:	22
INCORPORATIONS:	12
CLIENTS ASSISTED:	54

ACCESS TO CAPITAL 2009 SUMMARY

TECHNOLOGY GROWTH FUND	
LOANS AWARDED:	6
AMOUNT AWARDED:	\$1,655,000
LOANS IN PROCESS:	0
ANGEL INVESTMENT GROUP INTRODUCTIONS:	
	34
ANGEL EQUITY INVESTMENT RAISED:	
	\$ 420,000
SBIR/STTR RESEARCH GRANTS ASSISTED:	
	11

*Data compiled from annual surveys supplied by 72% of client base, publicly available data and personal interviews. Only verified data is reported, actual metrics are higher.