

2010 performance metrics*

delivering economic results

FULL-TIME
EMPLOYEES
created by Sirti
clients and alumni

1,190+
JOBS

PART-TIME
EMPLOYEES
created by Sirti
clients and alumni

262+
JOBS

CONTRACT
EMPLOYEES
created by Sirti
clients and alumni

273+
JOBS

1,725+
JOBS

ANNUAL
REVENUE
created by Sirti
clients and alumni

\$179.4+
MILLION

ANNUAL
PAYROLL
created by Sirti
clients and alumni

\$42.8+
MILLION

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

\$54.1+
MILLION

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 delivering economic results.

NBIA METRIC (most recent 10 year period)	SIRTI 2010 RESULT	COMMENTS
1. Number of current clients	64	Includes on-campus (incubator) clients and off-campus clients located throughout the Inland Northwest, each receiving greater than 20 hours of service in 2010.
2. Total number of graduates since program inception	228	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	68.5%	This compares very favorably with the national average survival rate of 44% after four years in business.
4. Number of employees - full time	1,190	This represents jobs from 93 of the companies Sirti has worked with over the last ten years.
5. Number of employees - part time	262	Sirti clients utilize part time employees (262) as well as contract employees (273) which helps employ 535 workers over and above their full time employment base.
6. Current annual salaries and wages paid	> \$42 Million	This metric captures payroll for 56% of the total jobs reported. Not all companies provided payroll data. Average pay per job reported was \$58,482 which is significantly higher than both the state and regional averages.
7. Gross revenues for the most recent full year	> \$179 Million	The metric covers annual sales for the 64% 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	\$54 Million	Sirti clients have attracted \$325 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	98	This metric reflects intellectual property developed by 30 different companies.

*Data compiled from annual surveys supplied by 60% of client base, publicly available data and personal interviews. Only verified data is reported, actual metrics are higher.

