

What if we had
A STRATEGIC PLAN

To help
ENTREPRENEURS

And transform
OUR ECONOMY?

Developing an Innovation Economy
A Strategic Action Plan for Spokane & The Inland Northwest



Available soon for download at

www.intec-center.org
www.spokaneedc.org
www.sirti.org

INTEC

Founded by dedicated community partners, INTEC is a unique non-profit organization facilitating collaboration between education, government and business to enable workforce development and the creation of an Innovation Economy.



- ★ Novel workforce development solutions
- ★ Targeted cluster development strategies
- ★ Funding models for industry-driven curriculum

Recent INTEC Successes — Select Examples

Governor's 2002 Innovations Award

Facilitated over \$1 Million
in grant awards

Biotechnology Academy Partnership

Worker Retraining for
Biopharmaceutical
Contract Manufacturing
Initiative

Technology Sector Development

- Cyber-Security
- Energy Technologies
- Wireless Technologies
- Software Development
- Healthcare Informatics



An Assessment of
Opportunities for
BIOMEDICAL
Economic Development

Developing an
INNOVATION ECONOMY
—A Strategic Action Plan—



We invite you to learn about how INTEC can help you in your efforts

Creating Tomorrow's Workforce Today.



INTEC

.....
Fueling economic growth through innovation and technology training.

Steam Plant Square  159 S. Lincoln St., Ste. 211  Spokane WA

509-444-6832  www.intec-center.org

ENTREPRENEURSHIP is a **TEAM** sport

PHOTOGRAPHY

(see also *Graphic Design*)

When you need to present your best image, a professional photographer can make all the difference with portraits, products and other photographic needs

Bruce Andre Photography	1303 N Marguerite Spokane WA 99212 (509) 891-0825
Linda Rose Photography & Design	101 E Nora Spokane WA 99207 (509) 326-6654
Quicksilver Studios	319 Front St Coeur d'Alene ID 83814 (208) 765-4099

PRESENTATION DEVELOPMENT

(see also *LCD Projectors*)

A presentation is typically the first introduction of an outside party to your company. A vibrant, well-structured presentation successfully delivered creates a great first impression

Morgan Leigh Group, The	1421 N Meadowwood Ln, Ste 160 Liberty Lake WA 99019 (509) 242-2700
<i>For more information, please see our advertisement on page 28</i>	

PRINTING, COPYING (& Related)

(see also *Printers*)

There are a number of nimble printers with digital printing capabilities, quick turnaround times and the ability to quickly make your business look good on paper

International Minute Press	101 W Ironwood Dr Coeur d'Alene ID 83814 (208) 765-6258
Kinko's	119 W Appleway Ave Coeur d'Alene ID 83814 (208) 664-2880
259 W Spokane Falls Blvd Spokane WA 99201 (509) 747-2709	7116 N Division Spokane WA 99208 (509) 489-1921
	212 N Sullivan Rd Spokane WA 99216 (509) 922-4929
Kopy Korner	15120 E Sprague Spokane WA 99037 (509) 922-8201
PIP Printing	4201 E Trent Ave Spokane WA 99202 (509) 534-2355
Standard Blue Print	W 256 Riverside Spokane WA 99201 (509) 624-2985

PRINTERS — COMMERCIAL

(see also *Printing*)

High-end printing requires high-end capabilities. Full-color glossy product brochures, complex folded documents and large volume runs demand the involvement of a respected commercial printer

Century Publishing	5710 E Seltice Wy Post Falls ID 83854 (208) 765-6300
Eclipse Screen Printing	3302 N Flora Rd Spokane WA 99216 (509) 922-7700
Garland Printing	833 W Garland Spokane WA 99205 (509) 327-5556
Griffin Publishing	2210 N Dollar Rd Spokane WA 99212 (509) 534-3625
Johnston Printing	159 S McClellan St Spokane WA 99201 (509) 624-4401
Lawton Printing	4111 E Mission Spokane WA 99202 (509) 534-1044

Lithographic Reproductions	17323 E Trent Ave Spokane WA 99216 (509) 926-9526
Ross Printing	1611 E Sprague Spokane WA 99202 (509) 534-0655
United Lithographers	2622 N Dartmouth Lane Spokane WA 99206 (509) 924-1084

PRODUCT DESIGN (& prototypes) *(see also Engineering, Research)*

Professional engineers can take your product idea and design a working prototype that balances manufacturability, safety, consumer appeal and more

Better Mousetrap People, The	170 E Bakerview Rd, Ste 1109 Bellingham WA 98226 (800) 343-3275
Infinetix	2721 N Van Marter, Ste 3 Spokane WA 99206 (509) 922-5629
Kootenai Machine (machining)	6055 2/3 Government Way Coeur d'Alene ID 83815 (208) 664-4227
Servatron (printed circuit boards)	15520 E Fairview Ave Spokane WA 99216 (509) 891-3100
Siverson Design	2208 S Greens Ferry Rd Coeur d'Alene ID 83814 (208) 777-9611
Teknologic Engineering Services	1118 First, Ste L01 Snohomish WA 98290 (360) 568-6205
U.S. Motion	P.O. Box 828 Liberty Lake WA 99019 (509) 924-97770
Visiontec (printed circuit boards)	10920 E Sprague Spokane WA 99206 (509) 921-5810

PROJECT MANAGEMENT — IT (systems integration) *(see also Computer Networks)*

There are times when the mind-numbing complexity of implementing a new system, network or application can leave even the brightest begging for help

Advanced Communication Networks (cabling)	715 E Sprague, Ste 115 Spokane WA 99202 (509) 747-1526
Aurora Consulting Group	1522 N Washington St Spokane WA 99201 (509) 455-4300
eNetworkCapital.com	200 N Mullan, Ste 217 Spokane WA 99207 (509) 462-3638
K ⁿ Solutions	115 E Franklin Dr Nine Mile Falls WA 99026 (509) 467-5959
MediaJoe (media integration)	505 W Riverside Spokane WA 99201 (509) 489-8980
Windstar Group (technology solutions)	1011 E 2nd Ave, Ste 5 Spokane WA 99202 (509) 535-8837

PUBLIC RELATIONS *(see also Ad Agencies, Consultants – Mktg)*

A great story is not so great if no one ever hears it. There are talented experts who can help to ensure that your story gets told—correctly, fluently and effectively

Clark Company, The	30 E Sprague Ave Spokane WA 99202 (509) 838-4080
Desautel Hege	1212 N Washington, Ste 200 Spokane WA 99201 (509) 444-2350
Rightland Technologies (Billie Moreland - for freelancer professionals)	1806 W 9th Ave Spokane WA 99204 (509) 456-5683
TekProse Marketing & Public Relations	P.O. Box 1702 Veradale WA 99037 (509) 994-6602

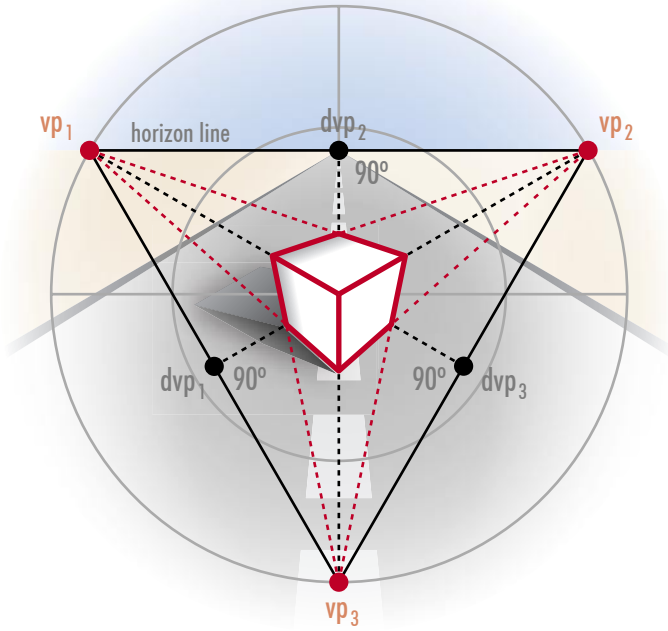
RESEARCH & DEVELOPMENT SERVICES *(see also Engineering, Product Design)*

In need of a technological breakthrough? Perhaps you should consider bringing on the technological breakthrough experts

InnovAid Engineering & Research	2388 E Lookout Dr Coeur d'Alene ID 83815 (208) 762-5400
NewLight Industries	9715 W Sunset Hwy Spokane WA 99224 (509) 456-8321

IN NEED OF SOME

PERSPECTIVE



FOR YOUR NEW BUSINESS?

THE NEW VENTURE LAB



As an integrating element in its four-year course of study, the Hogan Entrepreneurial Leadership Program at Gonzaga University has created The New Venture Lab (NVL). The NVL offers senior students a hands-on venue in which they can apply the skills and knowledge they have acquired through their course work.

NVL is a student-run business development service providing: (1) initial assessment and evaluation of potential business ideas; (2) proof of concept research and analysis; and (3) assistance with the development of the business plan. These activities are performed by Hogan Program students under the guidance of experienced faculty, advisers and staff.

The NVL is still in its start-up stage and capacity to incubate entrepreneurial projects will be somewhat limited. Community entrepreneurs interested in requesting NVL services may apply via a brief application on the Hogan Program web site (soon to be updated) or by contacting the Hogan Program office via email.



Hogan@jepson.gonzaga.edu

www.gonzagaentrepreneur.com

THE
Hogan
ENTREPRENEURIAL
LEADERSHIP PROGRAM

RESTAURANTS

Whether a cozy setting or an impressive view, an important business meal calls for the right restaurant setting. Here are a few sure-fire suggestions

Beverly's	115 S 2nd St Coeur d'Alene ID 83816 (208) 765-4000
Big Dad e-Cafe	213 Sherman Ave Coeur d'Alene ID 83814 (208) 665-0514
Catacombs Pub	110 S Monroe St Spokane WA 99201 (509) 838-4610
Fugazzi	One North Post Spokane WA 99201 (509) 624-1133
Luigi's Italian Restaurant	245 W Main St Spokane WA 99201 (509) 624-5226
Solstice	1332 N Liberty Lake Rd Liberty Lake WA 99019 (509) 892-5901
White House Mediterranean Grill	620 N Spokane St Post Falls ID 83854 (208) 777-9672
Wolf Lodge Steakhouse	Frontage Rd Coeur d'Alene ID 83814 (208) 664-6665

SECRETARIAL SERVICES

Secretarial services can be a major source of assistance when you finally get to the point where you realize that you really cannot do everything yourself

Copy That!	1127 W 1st Ave Spokane WA 99201 (509) 216-5255
North Idaho Secretarial Service	2110 Ironwood Pkwy Coeur d'Alene ID 83814 (208) 666-2512
Pines 90 Secretarial	2128 N Pines Rd, Ste 17 Spokane WA 99206 (509) 922-8485

SHIPPING (freight, overnight, courier)

When you absolutely, positively need it there yesterday, you might want to know your options for quick delivery

City Parcel Delivery	3032 E Trent Spokane WA 99202 (800) 314-6733
Coeur d'Alene Delivery Service	P.O. Box 2560 Post Falls ID 83877 (800) 729-4109
Federal Express	(800) 463-3339
Roadway Express	1001 N Havana Spokane WA 99202 (509) 534-6077
United Parcel Service	(800) 742-5877
UPS Store (Mailboxes Etc)	1324 N Liberty Lake Rd Liberty Lake WA 99019 (509) 927-7878

SIGNS

(see also Graphic Design)

Whether it be on your door, your window or your car, you need to make sure people know where you are—with a professional sign

Americart Awnings & Signs	202 S Cannery Rd Veradale WA 99037 (509) 928-8711
Design Factory, The (handcarved wood signs)	Liberty Lake WA 99019 (509) 255-5535
Designer Decal	1120 E First Spokane WA 99202 (509) 535-0267
deSIGNS	249 W Hilgren Ave Hayden ID 83835 (208) 772-4242
RK Graphics (vinyl lettering)	P.O. Box 414 Liberty Lake WA 99019 (509) 953-6630
Sign Solutions	720 W Mill Ave Coeur d'Alene ID 83814 (208) 664-5717

WASHINGTON
TECHNOLOGY
CENTER



The Washington Technology Center is Washington's statewide science and technology organization. We are committed to accelerating the Innovation Economy in **Spokane** and throughout the state.

A Local Success Story

GenPrime

WTC Grant Recipient
Spokane Startup

*In the last 6 years, companies involved in WTC-sponsored projects have generated over **\$280 million** in private funding.*



WTC stimulates economic growth by helping to develop commercially viable technologies. We provide Washington companies with ...

- Access to technical **EXPERTISE**
- **FUNDING** for company **RESEARCH** done jointly with universities
- Access to small business, state and federal **R&D GRANTS**
- **MICROFABRICATION** facilities, Technology **SEMINARS** and more



We invite you to learn how WTC can help your company. Please visit our website.

The experts say that

The top three
ingredients of
a new business
are, in order ...

1 MANAGEMENT

2 MANAGEMENT

3 MANAGEMENT

Multiple-choice test to follow

SOFTWARE PROGRAMMERS

(see also Website Developers)

Got in mind the next killer app? Does it need to be written in a combination of javascript, .net, c++, visual basic and maybe cobol? It may be time to enlist some actual programmers

Computer Solutions of Spokane	1322 N Post St Spokane WA 99201 (509) 328-8077
Maplewood Software	157 S Howard St, Ste 600 Spokane WA 99201 (509) 252-3550
Pacificad	621 W Mallon Ave, Ste 700 Spokane WA 99201 (509) 326-7789
RadSoft	322 ½ Sherman Ave Coeur d'Alene ID 83814 (208) 665-0516
Soft Dev Systems	320 W Spofford Spokane WA 99205 (509) 462-1242
WUF, Inc	122 Cypress St Wallace ID 83873 (866) 983-4249

STORAGE

Even entrepreneurs and successful startups are sometimes lacking in adequate space for old prototype designs and all those non-disclosure agreements

Abadan Records Storage	603 E 2nd Ave Spokane WA 99202 (509) 747-2964
ABC Storage Center	2655 E Seltice Wy Post Falls ID 83854 (208) 773-7488
Alpine Storage	18185 E Cataldo Rd Greenacres WA 99016 (509) 928-2700
Liberty Lake Self Storage	21305 E Mission Liberty Lake WA 99019 (509) 922-0318
Northwest Vital Records Center	441 W Sharp Spokane WA 99201 (509) 326-9128

TECHNOLOGY COMMERCIALIZATION (tech transfer)

Organizations involved in technology commercialization help move technologies from the lab to the market—and are also great sources of cutting edge technologies developed in our research institutions

Foresight Science & Technology (Jim Roberts)	3133 N Park Blvd Spokane WA 99205 (509) 869-0238
Idaho Technology Transfer Center	UI, P.O. Box 440911 Moscow ID 83844 (208) 885-4334
PNNL (Pacific Northwest National Laboratory)	P.O. Box 999, MS K9-62 Richland WA 99352 (509) 372-6042

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SIRTI

665 N Riverpoint Blvd | Spokane WA 99202 | (509) 358-2000

For more information, please see our advertisement on page 40

TechConnect North	721 Lochsa, Ste 16 Post Falls ID 83854 (208) 262-2039
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