



**Estonia:  
On the road to sustainable, not-  
supported business development  
and incubation services.**

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Riga**

# Today

- ✧ State via Enterprise Estonia is ordering incubation (180 kEUR/year incl. 2014)
- ✧ Team of 6, up to 20 incubants,
- ✧ Order on acceleration is under construction
- ✧ Discussion on changing the incubation model has started
- ✧

# Tehnopol budget

## Income structure:

Alltogether 2 162 000 EUR

- Real estate 1 630 000 EUR / **75%**
- Services 270 000 EUR / **13%**
- State support/projects 230 000 EUR / **11%**
- Passive income 32 000 EUR / **1,5%**

# Dependent on

## ✧ Real estate market

- Physical condition
- Developments

## ✧ Project owners decisions

- Project aims
- No profit
- Short terms

# Options

- **Grow passive income**
  - Equity
  - Interests
- **Provide more services**
  - Sell information
  - Sell competencies

# Limitations

- Lack of understanding
- Cautiousness towards new things
- Hard to define one's straight influence

# Practical future

- ✧ Explain ...
  - to **act** more **like private** sector
- ✧ Explain ...
  - the need for **diverse** income
- ✧ Explain ...
  - new models**

Thank you!

Welcome to **2014**  **Baltic Dynamics** !



TARTU TEADUSPARK

*ettevõtluse kodu*

