

Top 10 Lessons I Learned from the Frontlines of the ACIN Incubator

Lou Bucelli

CEO LimeBox Networks LLC

Formerly, Entrepreneur-in-Residence
ACIN

It started on the beach...

ACIN

- Applied Communication and Information Networking
 - America's First Business Accelerator Dedicated to Serving the Department of Defense
 - Drexel University
 - Camden, New Jersey

ACIN Technology Center

- Established in 2001 through a contract between the US Army and Drexel University
- Participation 60 paying small high technology businesses in Camden
- Creation of 350+ high tech jobs in Camden, New Jersey
- Funded by \$350+ million contracts by the Department of Defense, Drexel University, and various large and small defense contracting businesses
- Occupies 2/5 of Space Camden's NJ EDA Waterfront Technology Center
- Research support from more than 75 Drexel professors, researchers and graduate students
- Mentoring Partners: General Dynamics, CACI, Verizon FNS, Lucent, Lockheed, Sarnoff, Booz Allen

Top 10 Lessons I Learned

10. Beware of People Wearing Aluminum Foil Hats

9. Have a Very Cool Title

Entrepreneur-in-Residence

8. Have Strong Political Support

But don't actually get involved in the
politics

7. It is a TEAM Effort!

- An Executive Director is Not a Team
 - Can't be Done by One Person
 - Working in the Trenches
 - Agile and Real World Experienced
- A Committee is Not a Team

6. Avoid Committees

- RUN and HIDE!
- Date of Launch = Number in the committee members X 12 Months
- Do it ,and then ask for forgiveness!

5. Forget About the Building

First the Program, then the Building

First the Program, then the Building

First the Program, then the Building

4. Be Wary of Academics

Honest Brokers

PhDs

**Applied Communications & Information
Networking**

ACIN

Drexel Innovation Center Camden

DICC

3. Never Over Promise in a Slogan

1000 Jobs in 1000 Days

2. Show Us the Money

Contracts
Funding
Financing
Procurements

Not Business Plans

1. It's About JOBS!

Don't Confuse Technology
Development with Jobs

Jobs = ROI