

MBI Comparative Data

WPI MQP Comparative Analysis of National Life Science
Incubator Industry Operation vs. MBI Incubator Operation

MBI March, 2011

NUMBER OF INCUBATORS

Life Sciences	MBI
60% Manage 1 Facility	Manages 3 Facilities
26% Manage 2 Facilities	
7% Manage 3 Facilities	
7% Manage 4 Facilities	

CLIENT DATA

Average Number of Clients per Facility	
Life Sciences	MBI
6 Per Facility	6 Per Facility (3)
Average Client Length of Stay before Graduating	
Life Sciences	MBI
34 Months	30 Months

AVERAGE FACILITY SIZE (SQUARE FEET)

Life Sciences	MBI
24,000	8,250 (3)
54%	20,000 Sq ft or less
21%	20-40,000 Sq ft
25%	Over 40,000 Sq ft

GRADUATE COMPANIES

Percentage of graduates still in business*	
Life Sciences	MBI
56%	72%
*At least 5 years old; operating independently	

OCCUPANCY RATE

Life Sciences	MBI
74%	95%

REVENUE FUNDING DATA

Source: Rents	
Life Sciences	MBI
36%	50%
Source: State Subsidy	
Life Sciences	MBI
26%	15%
Source: Licensing fees/interest income	
Life Sciences	MBI
38%	35%

BUDGET DATA

Total Annual Expenses	
Life Sciences	MBI
\$290,000	435,000 (per facility)
% Payroll of Budget	
Life Sciences	MBI
41%	15%
Building Operation Costs	
Life Sciences	MBI
39%	70%
Shared Equip., Supplies, Services, etc.	
Life Sciences	MBI
19%	15%

EMPLOYEES PER INCUBATOR FACILITY

Life Sciences	MBI
1.5	1.3

INCUBATOR FACILITY COMMON AREA

Life Sciences	MBI
22%	18%