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AdvanTech is a non-profit small business incubator funded by the Industrial Development Authority for the City of Richmond, the Department of Commerce Economic Development Administration and the Commonwealth of Virginia's Department of Business Assistance.

Upcoming Events

The National Business Incubation Association is holding its 17th International Conference on Business Incubation here in Richmond, hosted by the Industrial Development Authority, City of Richmond, AdvanTech and the Richmond International Business Center. The Richmond Marriott, conveniently located downtown Richmond will serve as Conference 2003 headquarters. All conference sessions, workshops, receptions, keynote presentations and plenary sessions will be held at the hotel or the Greater Richmond Convention Center.

Scheduled date is May 18-21, 2003. For more information visit www.nbia.org.

AdvanTech continues to thrive, incubating over 50 IT and service tenants.

For more information on AdvanTech or about individual tenants please visit www.advantechva.org.



justsell says.....

When cofounders, Jim Gould and Sam Parker decided to relocate justsell.com from the Northern Virginia area in the Summer of 2001, they were seeking a high energy downtown location that was cost effective with flexibility for growth. "AdvanTech's internal set up in terms of the core requirements-- phone, high-speed Internet access, conference rooms, furniture and parking facility-- was exactly what we needed in order to quickly transition to the Richmond area with very little, if any, downtime."



The AdvanTage



17th St. Farmers' Market, 100 North 17th St.

The 17th St. Farmers' Market played a pivotal role in helping Margaret M. Doyle grow and establish her business, Espresso-A-Go-Go Coffee Catering. She says, "being a vendor at The 17th St. Farmer's Market last year was a terrific opportunity to develop and market my business to a large and diverse audience for a fraction of what a new business start-up would normally cost."

She is now established in a café located across the street from the market.

Tech on Tap

On March 6, 2003 AdvanTech had the privilege of sponsoring the Greater Richmond Technology Council's Tech on Tap at the Main St. Brewing Co.

GRTC plan on continuing to hold Tech on Tap throughout Richmond. This event provides the perfect environment for leading IT companies to get together and mingle.

For more information please visit www.richtech.com.



From left to right, Ehan Fremen and Mark Wensell, with BayMountain, enjoy the interchange amongst their techie peers.

AdvanTech News

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The Industrial Development Authority, of the City of Richmond, bought the 17th St. Farmers' Market many years ago and then given to the city. Since that time, the IDA continues to support the Farmer's Market as it has proven to be a gem in Richmond's history.

The 17th St. Farmer's Market allows local farmers and merchants to sell their goods to the public. Quite frequently, home grown business have been able to flourish and grow out of the market using this type of incubation. Below are 2 such examples.

For more information on the 17th St. Farmers' Market visit www.17thstreetfarmersmarket.com

Meriwether Gilmore owner of It's Homemade LLC, made her mark at the 17th St. Farmers' Market by successfully marketing and selling her trademark Scratch brand of all-natural baking mixes. Currently, her line of natural baking mixes can be found at all the Ukrops stores.

For more information please visit www.itshomemade.net

New Associate Members

Apple Industrial Products

Apple Industrial Products is a provider of commercial access systems and material handling hardware.

For more information please visit www.appleindustrial.com or call 804-521-4104.

Central Virginia Business & Construction Association (CVBCA)

CVBCA was created to address discriminatory practices in the business and construction industry. They strive to increase business opportunities for African American businesses and promote a spirit of fellowship with business-to-business contracting. With its current 60 members the name CVBCA is becoming known throughout the community as a proactive organization.

For more information call 804-521-4033

Cofield Industries, Inc.

Cofield Industries, Inc. is a small, minority-owned business providing cutting-edge services and solutions addressing national security concerns in the areas of Information Technology (IT) and Homeland Defense. With professional services and products Cofield Industries' business strategy is to pursue National and Corporate security projects in harmony with satisfying the complex and demanding needs of their clients.

For more information call 804-521-4262.

Institute For Data Research (IDR)

IDR is an interdisciplinary research organization focused on the study of data and metadata as valuable organizational assets. Another concentration is on conducting seminars and workshops that address IT-related topics from the perspective of business value.

For more information please visit www.idatar.com or call 804-521-4057.

Investment Management Enterprise (IME)

IME offers state, federal, local governments and small office/home office business owners a quick response, reliable source of technical help for their computers. They specialize in hourly technical aid, such as desk top support, and offer retainer contracts for specific skills or systems and project

New Members

Apple Industrial Products

Central Virginia Business & Construction Association

Cofield Industries, Inc.

Institute For Data Research

Investment Management Enterprise
justsell.com

md2 systems, Inc.

Nextran, Inc.

The Kleane Kare Team, Inc.

TSI, Inc.

Purkinje Systems, LLC.

New Associate Members Continued....

www.purkinjesystems.net or call 804-521-4288.

The Kleane Kare Team, Inc.

The Kleane Kare Team, Inc. offers a full range of affordable solutions to meet corporate and government janitorial and facilities needs in the most efficient and cost effective manner and to maintain the highest level of performance standards possible.

For more information please visit www.kleanezare.com or call 804-521-4132.

TSI, Inc.

TSI, Inc. provides Preventative Maintenance services for computer networks and all components that make up a computer network. Their mission is to keep their clients' computer equipment running to its original manufactures specifications for as long as possible.

For more information please visit www.tsi-service.com or call 804-521-4064.



The Richmond International Business Center*, the new incubator launched by the Industrial Development Authority, of the City of Richmond, has three UK-based companies as its first clients:

Tenax, Inc.

Tenax, Inc., provides IT Compliance consulting.

Pannell Kerr Forster PC

Pannell Kerr Forster PC, is an international association of accounting, tax and management consulting firms.

IRC North America Inc.

IRC North America Inc., provides worldwide market research and analysis.

*The Richmond International Business Center (RIBC) provides foreign-based companies with the resources they need to quickly and successfully establish a U.S. presence.

For more information on RIBC or any of the above mentioned companies please visit www.incubator-usa.com

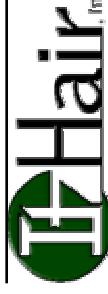
Under Construction

Subject: Internal Communication

Here at the Incubator, AdvanTech is currently working on a mechanism that will allow for easy access to internal dialog amongst the tenants.

For example, an electronic bulletin which allows the tenants to express their successes, pose questions to each other, and work out techie and service problems.

AdvanTech Members in the News



IT Hair, Inc. is well on its way to making its mark in the hair care

industry with two new ventures. The first is **The Art of Hair National Styling Competition** which is the first online competition to be introduced to the industry. The second is **IT Hair Live Educational Conference**. This conference will bring the top manufacturers, stylists, and educators to the new Greater Richmond Convention Center in July. IT Hair has also solidified alliances with Salon Sense Magazine (the #1 Multicultural trade journal in the industry), Pivot Point International (the largest educator in the industry), and CompUSA (to help educate and provide discounts on technology to the industry). Over the past year, IT Hair has also partnered with the Internal Revenue Service in their creation of the Cosmetology Center of Excellence for the industry.

Huntington Associates, Ltd.

Lee Huntington, Ph.D., working with Dr. Joseph Galano of the College of William and Mary, have provided research and program evaluation services, as well as technology training and technical assistance, to clients in the Healthy Families Virginia (HFV) statewide network since 1992. In the past two years, the continuation of the networks funding by the Virginia General Assembly has been attributed, in a large part, to the quality of the evaluations produced by Drs. Huntington and Galano. One legislator commented that "while many programs for children and families have strong advocates, Healthy Families Virginia is able to back up their assertions that participants benefit with data that demonstrate the effectiveness of their programs."



Despite the snow and ice, it's been hot at StatePulse. The company successfully transformed

from a free website to a content service provider in November, quickly signing up more than a dozen customers including McGuire Woods Consulting, Greater Richmond Technology Council, the Fairfax County Chamber of Commerce, Stateside Associates and the Virginia Manufacturers Association. The company is even doing business with America Online, and making inroads with government affairs organizations beyond Virginia. Going into the spring season, StatePulse has excellent momentum and a healthy pulse of its own.