

# GROW... with us.



## Montana Innovation Corridor Gateway

*It's time to maximize the University of Montana's assets in conjunction with the MonTEC site to elevate Montana's profile and create an essential pathway to sustained economic impact.*

### Big picture

- An innovation corridor housing *best-in-class* businesses from startups to Fortune 100 firms.
- Focus on bioscience, cloud computing, and ventures representing other innovative industry drivers for Montana —maximizing economic development impact.
- Integrated ecosystem providing end-to-end services to corridor occupants through University of Montana, MonTEC, WTC and all programs comprising Accelerate Montana to maximize business success, capital investment and job creation. <http://acceleratemontana.umt.edu/>
- World Trade Center © global brand leveraged across a complex of buildings to maximize lease and occupancy rates and make a powerful differentiating statement about Montana's place in the global community. [www.wtca.org](http://www.wtca.org)

### Closer look



## An Iconic Montana Gateway

How do we see our community? How do we want others to see us? Everything from project branding to the materials we use convey our vision —mass timbers symbolize the nexus of traditional industries that have driven MT's economy & the innovation economy that is playing an ever-increasing role. The World Trade Center © brand signals excellence, global mindset, and global capabilities.



- Phased development with Building #1 to the east of UM Missoula College on existing Missoula College site and Building #2 on the current 3 acre MonTEC site.
- Building #1: potential home to firms that have "graduated" from MonTEC, other private sector firms demonstrating synergy with UM's economic development, tech transfer and commercialization efforts, and site for startups temporarily displaced as part of MonTEC 2.0 build out.
- Building #2: potential home to a research partner institution, expanded facilities including additional wet lab space or startups, as well as space for anchor tenant/s.
- Also part of the mix...vital amenities such as on-site childcare, food, banking, flex-space, and tech-centric facilities providing end-to-end solutions for v-comms/ events.



WORLD TRADE CENTER  
MONTANA



Accelerate  
MONTANA  
Helping Montana Businesses Increase Their Success



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MonTEC/ UM Missoula College Aug 2020

## Montana Innovation Corridor

Will provide access to targeted services for bioscience, cloud computing and other innovative firms, in addition to state-of-the-art facilities, maximizing their potential for success. Here's what sets us apart...

Secret  
sauce

- Technical support for SBIR/STTR grant submissions through UM coupled with reduced F&A.
- Technical support from UM faculty—from instrumentation usage to business model canvases and everything in between.
- Access to ongoing training, pathways to commercialization and funding available through ASCEND and Montana Bioscience Cluster Initiative.
- Flexible space and lease terms including graduated rent schedules for startups to help firms secure what they need, when they need it.
- Ongoing equity investment and non-dilutive capital connections.

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WORLD TRADE CENTERS

## World Trade Center® Montana & MonTEC



The World Trade Centers® Association is a global organization with more than 300 WTCs in 100 countries. WTC Montana® — license owned by UM, provides international business related technical assistance and training to individual firms, spearheads statewide initiatives with economic development impact (e.g. MTBSCI, FDI) and oversees operations at MonTEC.

Impact  
investment

As envisioned, Montana Innovation Corridor Gateway involves a ground lease to private partner commensurate with value of opportunity. This model will allow private partner to raise requisite capital stack and execute development, while providing ongoing revenue stream to UM & MonTEC. A successful project...

- Addresses acute market demand for bioscience startup space and creates a catalytic culture for growth.
- Provides sustained, self-generating revenue in support of economic development and startup-supporting initiatives.
- Allows partners to contribute in different ways to achieve an equity stake/proportionate revenue stream reflective of contribution—which may be in the form of funding, ground, or professional services.
- Leverages partner assets to differentiate project, maximize project impact, and achieve expedited ROI. (e.g. World Trade Center® brand signals premier property, WTC occupies small footprint in business club to serve as Innovation Corridor public face. MonTEC creates pipeline of growing firms and pursues funding that can help support startups. UM research organizations to achieve synergistic growth...)

