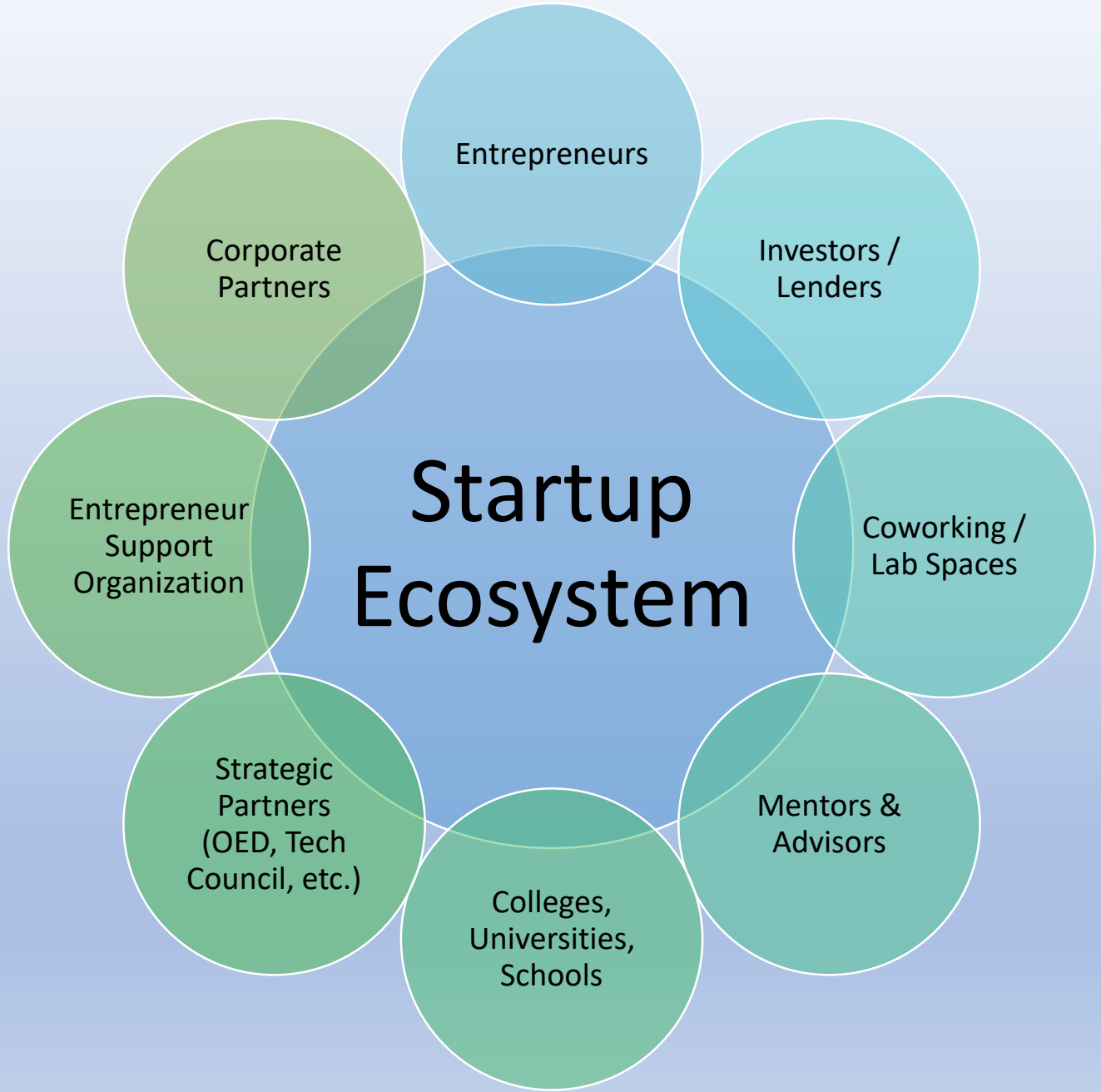

Startup Ecosystem
Entrepreneurs
Investors / Lenders
Coworking / Lab Spaces
Mentors & Advisors
Colleges, Universities, Schools
Strategic Partners (OED, Tech Council, etc.)
Entrepreneur Support Organization
Corporate Partners

Every city or region that wants to attract people, business and investment requires a startup community to serve as an integral part of its 21st century economy.

- Brad Feld, cofounder of Techstars

Principles of a Vibrant Startup Community

- Entrepreneur-led
- Leaders are committed over the long term
- Inclusive
- Active and engaging the entire spectrum

Source: *Startup Communities*, Brad Feld

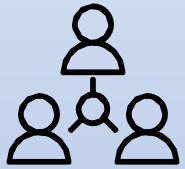
Pixabay Image

5 Themes

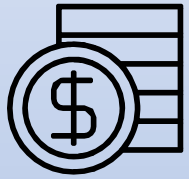
For Community Building

Talent

Density



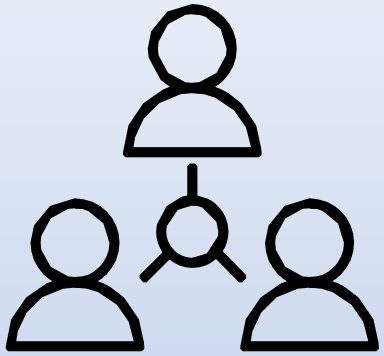
Culture



Capital

Institutions

Source: *Techstars*

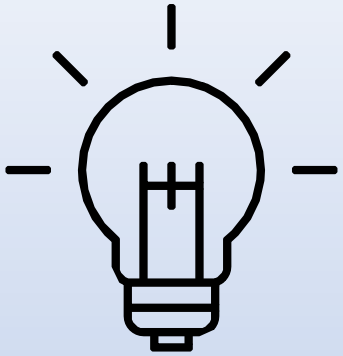


Culture

- Connectedness
- **Collaboration**
- Mutual Promotion
- Community Storytelling

- Silos
- Competition
- Self Promotion
- Credit-taking

#givefirst

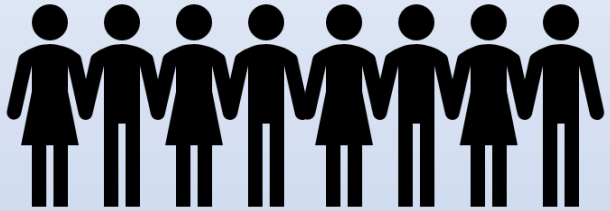


Talent

- Goal of 2% ?
- Cross-community support
- Startup events
- Talent development
- Growing mentor cadre

- Lack of goals
- Competition
- Prescribed events

#givefirst

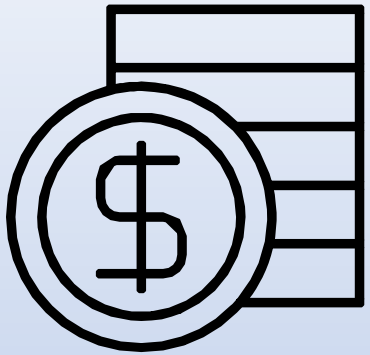


Density

- Community
- Access
- Critical Mass

- Fragmentation
- Lack of Support

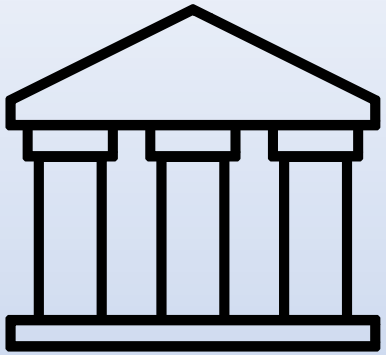
$$\text{Entrepreneurial Density} = \frac{\text{(Number of Entrepreneurs + Number of people working for startups or high growth companies)}}{\text{Adult Population}}$$



Capital

- Track record
- Credibility
- “Ask / give” behavior; mutual needs met

- “Know somebody…” attitude
- Needs imbalance



Institutions

- Grass roots approach
- Government supportive
- College/university engagement
- Corporate engagement

- Top-down approach by government

Principles of a Vibrant Startup Community

- Entrepreneur-led
- Leaders are committed over the long term
- Inclusive
- Active and engaging the entire spectrum

Source: *Startup Communities*, Brad Feld

Jack Schammel
TEDCO RBI² Mentor
Leading Logic LLC
P 443.617.7614
7021 Columbia Gateway Dr., Suite 200, Columbia, MD 21046
E jschammel@tedco.md | **W** tedcomd.com