



Jim O'Connor

Interim CEO & Co-Chairman of the BOD
Chicagoland Entrepreneurial Center / 1871

LAUNCHES

197

Digital Startups Launched

A new startup launched every

44 hours

Fastest growing sectors in 2012



Consumer Web
68



Marketing
35



eCommerce
24

More startups launched in 2012 than any previous year

FUNDING

59

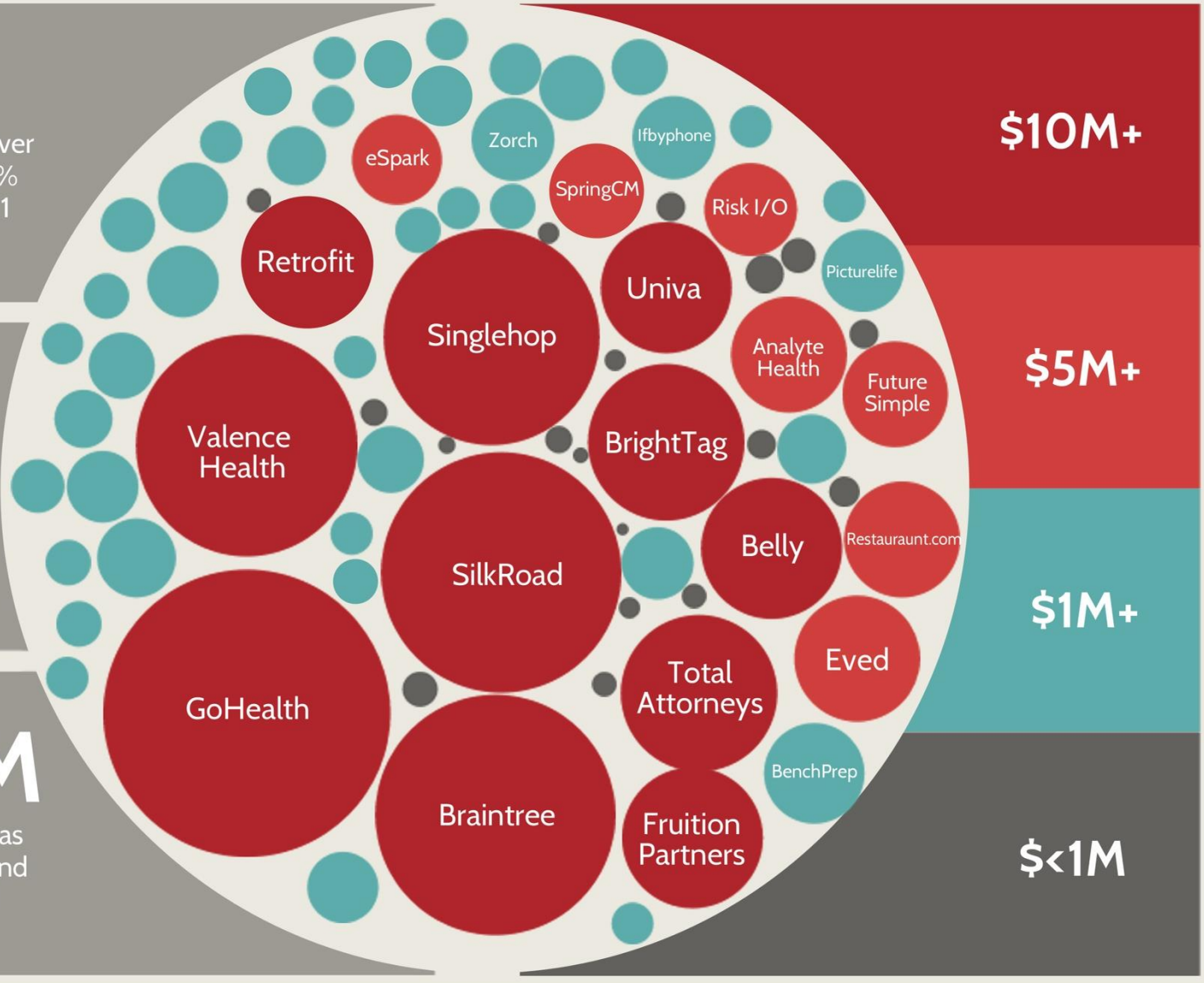
companies raised over
\$1M in 2012. A 34%
increase over 2011

50+

VC firms outside of
Chicago invested
in local companies

\$391M

in total funding was
raised from VC's and
angels in 2012



EXITS

\$698M+

dollars from exit events with
amounts disclosed

26 acquisitions

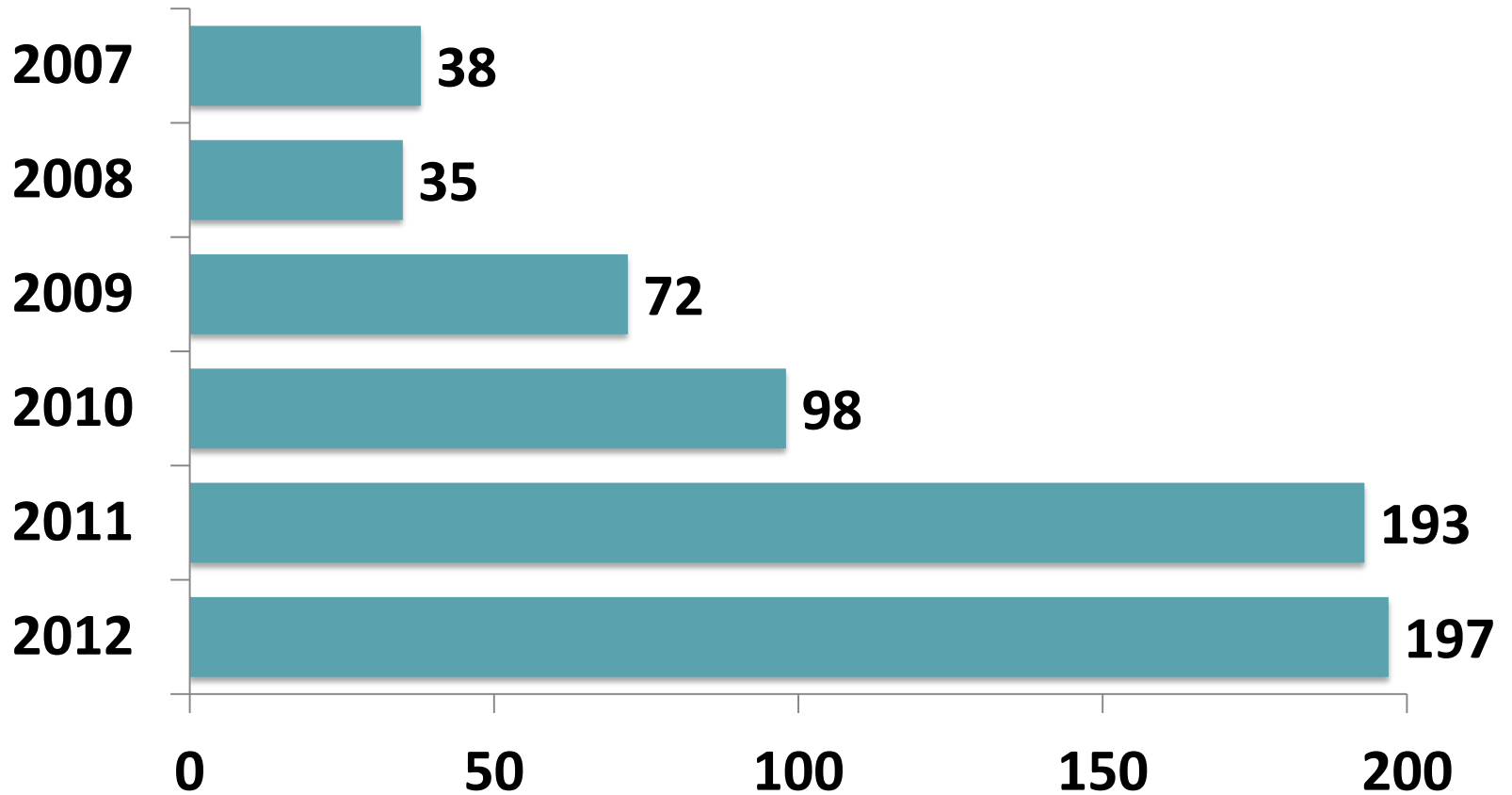
1 IPO

More exits in 2012 than any previous year

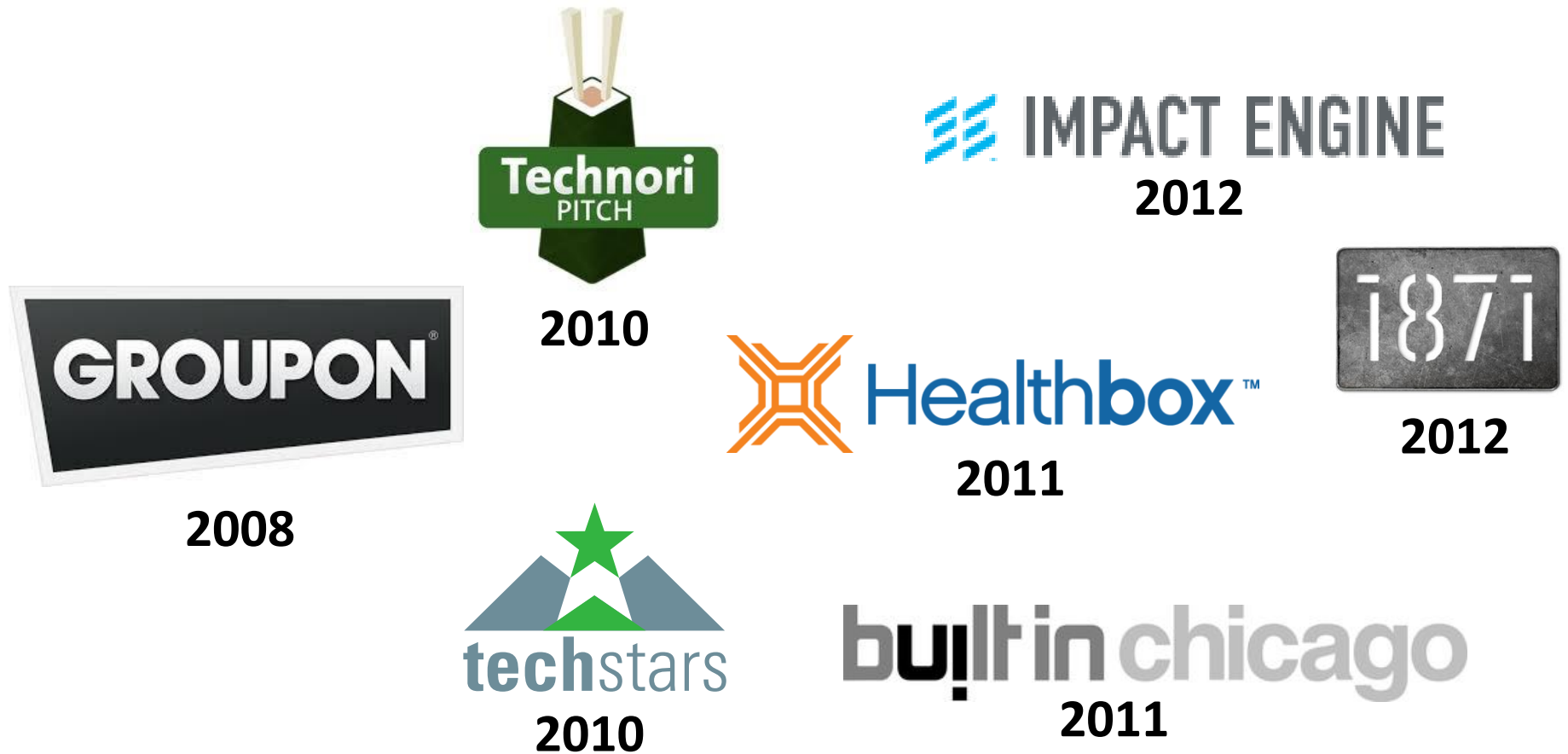


But this is new...

Startups Launched

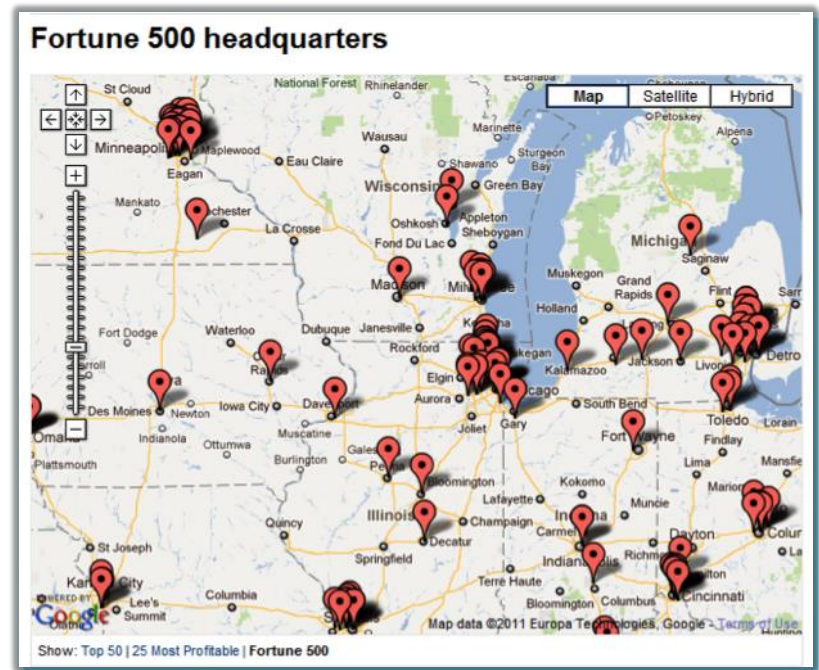


... and driven by new opportunities



Chicago's Strengths

- **Human Capital**
 - World-class Universities
 - Serial Entrepreneurs
- **Financial Capital**
 - Strong local Venture Capital firms
 - Angel Investors for early-stage investing
- **Social Capital**
 - City and State Government support
 - Community Support Orgs
- **Fortune 500 Corporations**
 - 31 in Illinois (4th highest state)
 - Chicago has 8 (6th highest city)
 - 25% are in the Greater Midwest



However, Chicago has 3 key challenges

- Technology Talent
- Startup Chicago working with Corporate Chicago
- Where do Startups live?

January 5th, 2012



Grand Opening: May 2nd, 2012



The central address for Chicago's Startups



Key Partners



**CHICAGO
VENTURES**



**NORTHWESTERN
UNIVERSITY**



UNIVERSITY OF ILLINOIS
URBANA-CHAMPAIGN • CHICAGO • SPRINGFIELD



**THE UNIVERSITY OF
CHICAGO**

1871 by the Numbers

240

Startups

313

Events

135

Workshops

3000 Mentoring Hours

They come to 1871 for Programming



Office Hours

for the second half of
September

Funding

Ezra Galston, **Chicago Ventures** (Seed Stage Investments)
9/17 10:00 AM - 12:00 PM: <http://slottd.com/events/ana725v2ye/slots>

Tony Wilkins, **Hyde Park Angels**
9/18 2:00 - 6:00 PM: <http://slottd.com/events/8aolydjs97/slots>
9/25 2:00 - 6:00 PM: <http://slottd.com/events/ym5m3e7zmg/slots>

Chris Girgenti, **New World Ventures**
9/20 9:30 - 11:30 AM: <http://slottd.com/events/s5kb8e2vfu/slots>

Ethan Goodman, **Griffon Ventures**
9/20 10:00 AM - 12:15 PM: <http://slottd.com/events/ev14zudp5/slots>

Ron Kirschner, **Heartland Angels**
9/23 1:00 - 4:00 PM: <http://slottd.com/events/xmi714khjx/slots>

Kevin Willer, **Chicago Ventures**
9/27 10:00 AM - 12:00 PM: <http://slottd.com/events/5t2ri17jk6/slots>

Strategy

Rich Gamble, **Chicago Magazine**
9/16 3:30 - 5:45 PM: <http://slottd.com/events/5t2ri17jk6/slots>

Product/Tech

Sonal Mane, **Microsoft** (Tech)
9/19 12:00 - 3:00 PM: <http://slottd.com/events/ana725v2ye/slots>
9/26 12:00 - 3:00 PM: <http://slottd.com/events/8aolydjs97/slots>

Adam Hoffman, **Microsoft** (Tech)
9/20 11:00 AM - 2:00 PM: <http://slottd.com/events/krdosdso2y/slots>
9/27 11:00 AM - 2:00 PM: <http://slottd.com/events/ym5m3e7zmg/slots>

Sue Kim, **Craftsman Sue** (Product Management & Development)
9/16 11:00 AM - 2:00 PM: <http://slottd.com/events/s5kb8e2vfu/slots>
9/23 11:00 AM - 2:00 PM: <http://slottd.com/events/ev14zudp5/slots>
9/30 11:00 AM - 2:00 PM: <http://slottd.com/events/xmi714khjx/slots>

Tom MacTavish, **IIT** (User Research, Interactive Design, Prototyping)
9/23 1:00 - 3:00 PM: <http://slottd.com/events/exgoo8xdm/slots>

1871 Hackers (Tech)
9/19 12:00 PM - 1:00 PM: <http://slottd.com/events/fa99bryrn4/slots>

Marketing

Jim Spinello, **Bird Song 3** (Digital Marketing, Branding)
9/17 11:00 AM - 2:00 PM: <http://slottd.com/events/f9ayd2nc2g/slots>
9/24 11:00 AM - 2:00PM: <http://slottd.com/events/2xuzcwssna/slots>

Ajay Pattani, **Perfect Search Media** (SEO, SEM, Digital Display)
9/24 4:00 PM - 6:00 PM: <http://slottd.com/events/5t2ri17jk6/slots>

Matt Present, **Grid/Sun-Times** (Reaching the press)

Notable Mentions:

Steven Baird,
Baird & Warner

Jack Giarraputo,
Happy Madison Productions

Rich Gamble,
Chicago Magazine

And Speakers



Talks@1871 *September 17, 2013*

Join us at 1871 for an **invite-only** Fireside Chat with [Steve Case](#), CEO of Revolution and co-founder of America Online



Date: Monday, September 23rd

Agenda:
12:00pm - Guest arrivals & pizza
12:30pm - 1:30pm: Fireside Chat with Steve Case and [Jim O'Connor](#)

[REGISTER](#)

*Registration requires password: TheAOLMan

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Howard Tullman: There are an Increasing Number of Things You Know Nothing About



**Michael Sippey,
VP of Consumer Product, Twitter**

And Hackathons, Meetups, Startup Weekends, Talks



Who's at 1871

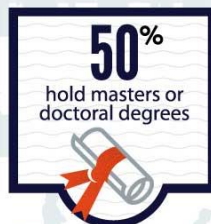
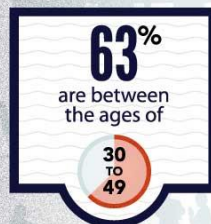
BROUGHT TO YOU BY



Market Research. Smarter.

WHO'S WHO @ 1871

BREAKING IT DOWN



THE INDUSTRIES

RETAIL/E-COMMERCE TRAVEL & TOURISM FINANCIAL SERVICES
MUSIC & ENTERTAINMENT EDUCATION IT DEVELOPMENT REAL ESTATE
MARKETING/ADVERTISING MEDIA/PUBLISHING HOSPITALITY HR/TALENT MANAGEMENT
HEALTHCARE GAMING

WHY DID YOU START YOUR COMPANY?

- #2 I want to build and control my own success
- #3 I want to make an impact
- #4 I had a business idea that had not been done before
- #5 I want to be my own boss

#1
REASON

I want to work on something that really excites me

THE MONEY

75% OF THE 1871 STARTUPS ARE FUNDED THROUGH



FRIENDS/FAMILY

BOOTSTRAPPING

OH, THE CHALLENGES

SECURING CAPITAL



INCREASING SALES



FINDING GOOD TALENT



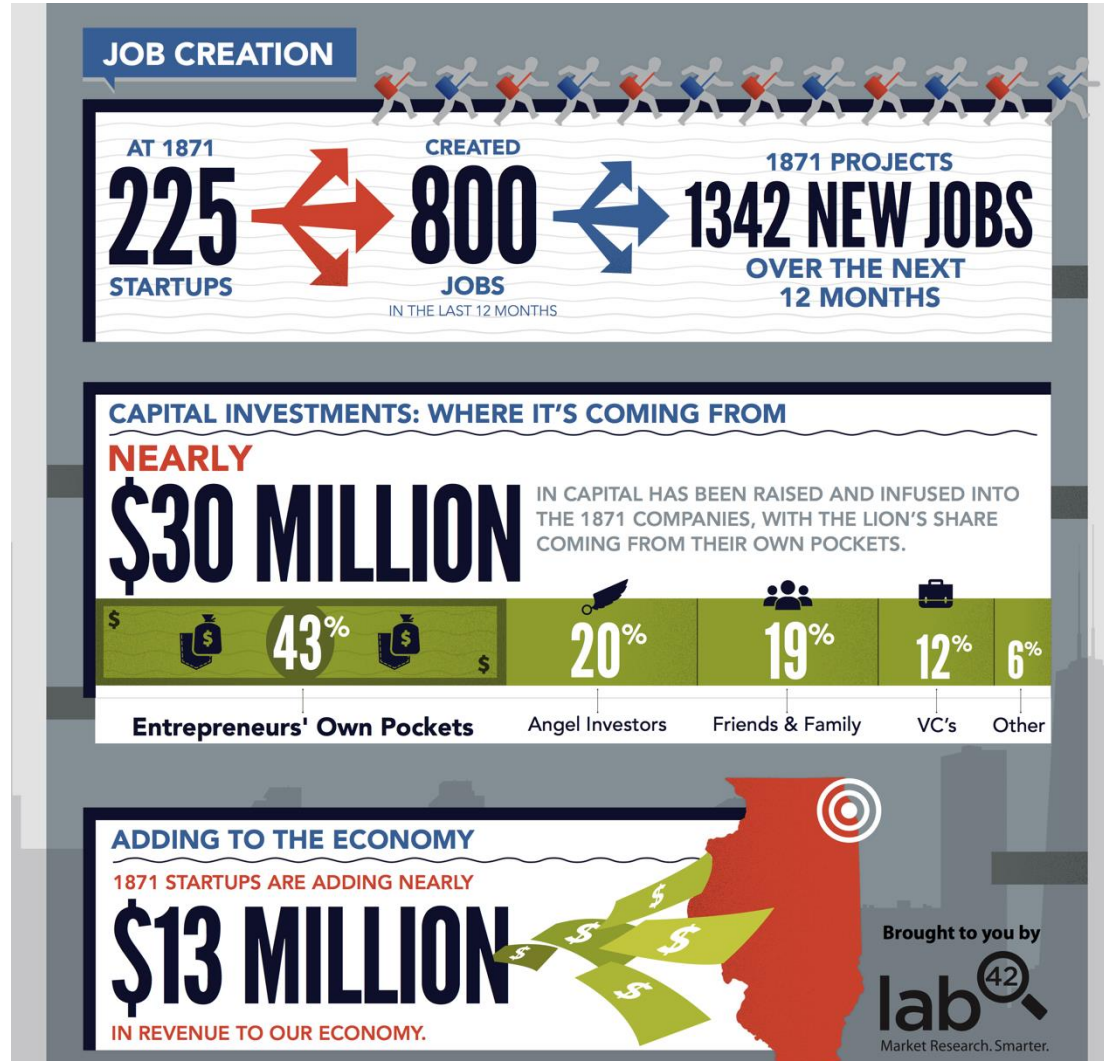
IN THE NEXT SIX MONTHS...

I'M LOOKING TO 1871 FOR:

- 1 NETWORKING WITH OTHER STARTUP PEERS**
- 2 Building personal network
- 3 Classes, speakers and workshops
- 4 Access to investors

1871

What this means for Chicago



Why this works: Government Support



Mayor Emanuel, Kevin & Gov. Quinn



British Prime Minister David Cameron



Newark Mayor Corey Booker

Why this works: Corporate Support



Microsoft CEO Steve Ballmer



YouTube Founder Steve Chen



Sun Microsystems Founder Scott McNealy & UIUC's Rob Rutenbar



Twitter CEO Dick Costello

Hoping to inspire the world!



**Anand Sharma, Minister of
Commerce and Industry of India**



**Leonel Fernandez, former President of the
Dominican Republic**

The Future of Chicago's Tech Economy Looks Bright

- “Chicagoness”
 - Public & private sector support
- Connecting startup & corporate Chicago
- Mayor Emanuel's VC Summit
- Keeping talent in Chicago
- Communities like 1871

A BETTER CHICAGO

eveningflow

The Starter League

IMPACT ENGINE



MARKITX



Sweet Perk



rivs.com
hire faster.hire better.

Naymz



dashfire



RavWare Mobile Labs
Simple, Fast, and Clean Apps

