



The Council for Entrepreneurial Development

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CED MISSION

The Council for Entrepreneurial Development (CED) was founded in 1984 to identify, enable and promote high-growth, high-impact companies and accelerate the entrepreneurial culture of the Research Triangle and North Carolina. In July 2005, Wilmington's Coastal Entrepreneurial Council merged with CED to create CED-Coastal, a divisional office focused on entrepreneurial development in Wilmington and throughout North Carolina's entire coastal region. Having celebrated its 20th anniversary in 2004, CED achieves its mission by providing entrepreneurs with the knowledge, networks and skills that ensure their success, and at the same time heightens awareness of the contribution that entrepreneurial companies make to our communities and our economy. With more than 4,000 active members representing over 1,100 companies, CED is the largest entrepreneurial support organization of its kind in the United States.

HISTORY HIGHLIGHTS

- 1984:** CED is established by a team of 24 business leaders, entrepreneurs, and academicians to capitalize on the technological and educational strengths of the Triangle; CED sponsors the first "Southeast Financing Conference for Emerging Growth Companies" to showcase entrepreneurial companies to potential investors; Initiates monthly education and networking program for entrepreneurs; Publishes first newsletter; Establishes first office at 200 Park Drive in RTP; Board of Directors hires first employee, executive director Tom Gunning.
- 1985:** CED membership surpasses 200; Entrepreneurial councils are established in Asheville, Charlotte and the Triad; First Conference on Entrepreneurship; CED publishes first CED membership directory; Triangle makes *Money* magazine's list of top 10 U.S. Growth Areas.
- 1986:** CED hires first full-time director, Monica Doss.
- 1987:** CED receives 501(c)(3) tax-exempt status as an educational organization; Holds first annual awards banquet; "Authors" Qualified Business Investment Tax Credit; *Inc.* magazine lists Triangle as #7 on list of "hot areas"; BTI establishes Young Entrepreneur Award in cooperation with CED.
- 1989:** Membership grows to more than 400 companies with 75% entrepreneurs or potential entrepreneurs.
- 1990:** CED forms Biotechnology Roundtable and Software Developers Roundtable; Publishes first *Entrepreneurs Guide to Starting and Growing a Business in the Research Triangle*.
- 1991:** CED offers first new member orientations; Holds first annual golf tournament; Sponsors half-day software conference.
- 1992:** *Inc.* magazine lists Triangle as one of the Best Places in America to Own a Business; CED and the NC Biotechnology Center sponsor first Biotechnology conference; CED sponsors first Triangle Software Industry conference.
- 1993:** CED is named N.C. Supporter of Entrepreneurship and is selected as one of three national finalists; CED is inducted into Entrepreneur of the Year Institute; *Fortune* magazine ranks Triangle as #1 Best City for Business; *Entrepreneur* magazine ranks Triangle in Top 20 Hot Spots to Start a Business.
- 1994:** CED's 10th anniversary; CED forms International Roundtable; *National Business Employment Weekly* ranks Triangle #4 Best U.S. Market for New Graduates.
- 1995:** The National Consortium of Entrepreneurial Centers selects CED as a founding member; CED creates the Triangle Capital Formation Steering Committee to analyze the Triangle's venture capital position; Initiates FastTrac training courses for prospective entrepreneurs; Launches Young Entrepreneur Competition; Hires fifth full-time employee; *Forbes ASAP* magazine ranks Triangle #8 Best Place for Smart Companies.
- 1996:** CED creates the Research Triangle Entrepreneurial Advisory Board; Launches Future Focus capital campaign; Pilots Future Entrepreneurs program in Orange County middle school; Launches Web site; *Wall Street Journal* ranks Triangle #1 Hottest Place for Job Growth in the Southeast.
- 1997:** CED reaches Future Focus capital goal of \$2.5 million to fund five-year, entrepreneurial development plan for Triangle; Initiates STREAK Venture Forum; First Publishes Research Triangle Venture Update; *Entrepreneur* magazine ranks Triangle #3 Midsize City.
- 1998:** CED opens Research Triangle Entrepreneurship Center in Research Triangle; Sponsors its 15th Annual Venture Conference; Initiates Entrepreneurial Scholars internship program; Launches FastTrac Tech program; Introduces Executive Series.

- 1999: Executive Director Monica Doss receives 1999 National Ernst & Young Entrepreneur of the Year Award-Supporter of Entrepreneurship; CED celebrates 15 years and membership reaches 3000, representing 1000 companies, entrepreneurs and institutions; Initiates Entrepreneurial Stock Endowment Program.
- 2000: CED brings Southeast Bio Investor Conference to the Triangle; Endowment reaches 100th pledge; 100th company presents in the STREAK program; *Entrepreneur* magazine ranks Raleigh/Durham #3 Best Place in the Nation for Entrepreneurship; *Money* magazine ranks Raleigh/Durham #1 Place to Live in the Southeast; *Wired* magazine ranks Raleigh #3 High Tech Hotspot; *Success* magazine names the Research Triangle an Entrepreneurial Hotbed.
- 2001: CED launches Capital Connections; CED membership reaches 5,000, representing 1200 companies, entrepreneurs and institutions.
- 2002: CED's *Innovation to Impact* capital campaign exceeds its \$3 million goal by raising over \$4 million. *Employment Review Magazine* rates the Raleigh-Durham-Chapel Hill metro area as America's best place to live and work
- 2003: CED celebrates 20th annual Venture conference in April 2003; Collaborates with NC BIO and other organizations in successfully extending the state's Qualified Business Venture (QBV) Tax Credit; North Carolina breaks into top ten nationally in venture capital investments for the first time (and rises to #3 nationally in life science investments).
- 2004: CED celebrates its 20th anniversary. Attracts former presidential candidate and Senator Robert Dole and DNA pioneer Lee Hood to speak at Venture and Biotech spring events; Launches successful *Engage – Knowledge, Networks and Trends* program series
- 2005: CED launches *Entrepreneurs Only Workshop* series; Venture 2005 held in Pinehurst, NC; NC IDEA and CED form strategic alliance to make North Carolina a national leader in entrepreneurship; CED merges with Wilmington's Coastal Entrepreneurial Council (CEC) – resulting in a "CED-Coastal" divisional office.

EDUCATION, TRAINING AND MENTORING PROGRAMS

Annual Conferences/Events Sponsored by CED

- Tech conference
- Venture conference
- Biotech conference w/ NC Biotechnology Center
- Entrepreneurial Excellence Awards
- Opportunity Conference (Coastal region)

Industry Forums and Peer-Based Roundtables

- Technology Forum
- Biotechnology Forum
- Medical Device Forum
- Engage: *Knowledge, Networks and Trends* Series
- Entrepreneurs Only Workshops
- CFO Roundtable
- Entrepreneur-in-the-Building (Coastal region)
- Watering Holes (Coastal region)

Mentoring and Capital Formation Programs

- FastTrac Tech
- Innovator's Workshops
- Expert Teams
- Streak

SPECIAL OUTREACH AREAS

Statewide Network of Entrepreneurial Councils: CED has helped other N.C. regions develop their own entrepreneurial councils and serves as a hub for this network, providing assistance with organizational development, administration and programs. Sites include Charlotte, Asheville and Greensboro/Winston-Salem.

Public Policy: CED compiles and disseminates information and data to assist those shaping public policy and economic development strategies, and monitors legislation and other policy that impacts entrepreneurs.

PUBLICATIONS, COMMUNICATIONS AND INFORMATION (partial list)

- CED EntreNews (weekly)
- Online Membership Directory/ Resource Guide
- CED EntreLinks (bi-weekly email)
- CED Web site: www.cednc.org
- Annual Venture Capital Investment Survey
- Entrepreneurial Satisfaction Survey (annual)
- Venture Update (monthly)
- Shareholders Update (bi-monthly)

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