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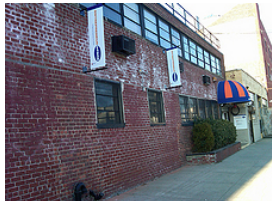
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An Inside Look at the New Entrepreneur's Incubator. QEDC  
opens this Facility with an Innovative Business Model

Queens Economic Development Corporation (QEDC) prepares to open The Entrepreneurs: A Food and Business Incubator in Queens - in Long Island City applying an innovative business model.



The Entrepreneur's Space: an Incubator for Food & Business



Full video coverage and follow up Q&A are available in the left column in 7 segments of approximately three to five minutes each.

Long Island City, New York Ooctober 25, 2010 -

In November, QEDC plans to open its new incubator "The Entrepreneur's Space".

This incubator, including a 5,500 sq ft commercial kitchen, is designed to support micro businesses related to food manufacturing, catering, and the professionals that provide support services.

The innovation is the complete integration of business support services for these entrepreneurs. The intention is to reignite job formation up and down the food chain in Queens and New York City.

The concept has evolved by Katherine Gregory with the support of Seth Bornsein, Executive Director of Queens Economic Deveolopment Corporation.

OurLIC had the opportunity to take an inside look at the facility, to talk with Katherine Gregory, and also to interview several of the Chef entrepreneurs using the fabulous commercial kitchen.

Video conversation interviews are in the left column.

Katherine Gregory tells us:

The reason for an incubator is to allow a small manufacturer (especially those in equipment intensive industries) the ability to start their business with out intense capital investment.

The kitchen probably has about \$1.5 million in equipment (at today's prices), all the biggest and best. If a baker wants to manufacture a large run of biscotti, they would use the revolving rack oven (priced at \$35,000-45,000), but where would they put it? It couldn't fit in their home... and of course baking at home is not legal.

If they invested in a commercial space, they would be forced to spend \$1500 per month (just the rent alone on a 200 sq ft facility) and in the beginning how often would they use it? Can they afford to do this?

A conservative estimate is about \$100,000 to invest in a small kitchen between equipment, build-out, rent etc. And if they only use the space once or twice a week? Where will they get the money to afford other necessities like marketing (getting a great logo) and other things that will help them build their business?

We are not talking only about kitchen incubators but any incubator for an equipment intensive business...furniture making, textile manufacture and even dressmaking are some that come to mind right away. It is true for any industry where the manufacture of a product will require large pieces of equipment.

What an incubator allows is the opportunity to start a business with out an intense capital investment. Even office space, think of the cost savings in not getting your own space, not buying the furniture,



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not installing a cable line etc. Even to the fact that they don't have to invest in office personnel. In the case of the workstations upstairs, it will also give the service entrepreneur a bit of structure and assist them in growing their business. Many people work out of their homes but are they dedicating time to the business or are they being distracted by 'stuff' happening at home.



"If we can help people achieve their dreams and start a new business, that's what we're about," said QEDC Executive Director Seth Bornstein. "Small businesses are driving the economy." With the help of a \$170,000 grant from the city Economic Development Corporation, the QEDC officially took over the space last month, Bornstein said. [ Daily News 10/26/2010]

Read more: [http://www.nydailynews.com/nv\\_local/queens/2010/10/26/2010-10-26\\_budding\\_business\\_really\\_starting\\_to\\_cook.html#ixzz13q9DwKuc](http://www.nydailynews.com/nv_local/queens/2010/10/26/2010-10-26_budding_business_really_starting_to_cook.html#ixzz13q9DwKuc)

Related OurLIC article "[People with Dreams ... and the Woman who makes them Possible](#)" from March 26, 2010.

For more information, please contact:  
Kathrine Gregory  
The Entrepreneur's Space: A Food and Business Incubator in Queens  
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The Entrepreneur's Space: an Incubator for Food & Business

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Long Island City, NY

Currently

28°F

Fair

Feels Like: 20°F  
Humidity: 45%  
Wind: NW 9 mph

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Low: 16°F

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Katherine Gregory



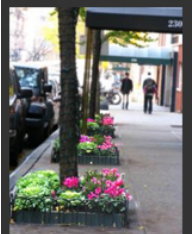
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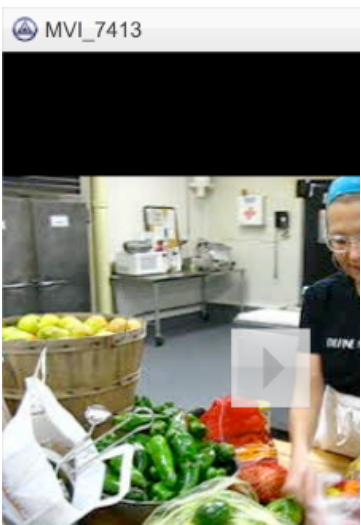


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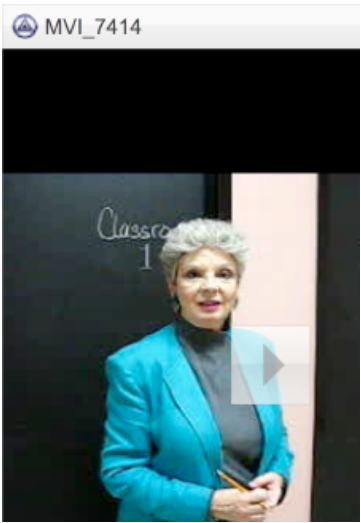
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