



CED HISTORY

The Council for Entrepreneurial Development

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CED MISSION

The Council for Entrepreneurial Development (CED) is a private, non-profit organization founded in 1984 to identify, enable and promote high-growth, high-impact companies and accelerate the region's entrepreneurial culture. Headquartered in the Research Triangle Park, CED is the **oldest and largest entrepreneurial support organization in the nation** with more than 5,500 active members. CED provides know-how, networking, mentoring and capital formation resources to new and existing high-growth entrepreneurs through annual conferences, programs and web-based resources. CED has helped entrepreneurs, investors, service partners, researchers and public policy makers in diverse emerging industries and at all stages of development – from high-tech, production-based organizations to service companies, from one-person start-ups to 1000-person businesses.

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; CED initiates monthly education and networking program for entrepreneurs; CED publishes first newsletter and 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; CED holds first conference on Entrepreneurship; CED publishes first 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; CED holds first annual awards banquet; CED "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.
- 1988:** CED hires second full-time employee to handle finances and administration, Kelly Gates.
- 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; CED holds first annual golf tournament and 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; CED initiates FastTrac® TechVenture™ training course for prospective entrepreneurs; and launches a Young Entrepreneur Competition; CED 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; CED launches Future Focus capital campaign and Pilots Future Entrepreneurs program in Orange County middle school; CED launches a Web site; *Wall Street Journal* ranks Triangle #1 Hottest Place for Job Growth in the Southeast.
- 1997:** Membership reaches over 2000; CED reaches Future Focus capital goal of \$2.5 million to fund five-year entrepreneurial development plan for Triangle; CED initiates STREAK Venture Forum; CED publishes first Research Triangle Venture Update; *Entrepreneur* magazine ranks Triangle #3 Midsize City.
- 1998:** CED opens Research Triangle Entrepreneurship Center in Research Triangle; CED sponsors its 15th Annual Venture Conference; CED initiates Entrepreneurial Scholars internship program and launches Executive Series.

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- 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; CED initiates Entrepreneurial Stock Endowment Program; 400th company completes FastTrac TechVenture course.
- 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 NCBIO 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 and attracts former presidential candidate and Senator Robert Dole and DNA pioneer Lee Hood to speak at Venture and Biotech spring events; CED launches successful *Engage* 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.
- 2006:** CED moves its headquarters to expanded Research Triangle location; NC State College of Management brings its part-time MBA program to CED's newly expanded Entrepreneurship Center; CED hosts its Biotech 2006 conference in Winston-Salem with more than 800 attendees; CED expands presence in greater Wilmington region and celebrates one-year anniversary of CED-Coastal.
- 2007:** CED introduces Venture Series, a two-part program to provide knowledge and resources to early stage entrepreneurs; Research Triangle Regional Partnership (RTRP) and CED partner to promote North Carolina's innovation economy to leading investors in Boston; CED receives the “Non-Profit Excellence Award” at the Greater Durham Chamber of Commerce's Annual Small Business Excellence Awards; CED launches the Job Board.
- 2008:** CED introduces StartUps 24-7 (www.startups247.com), an on demand resource for entrepreneurs; CED introduces two new conferences, Globalization and MedTech; CED's Venture conference celebrates its 25th anniversary; Longtime CED president, Monica Doss, retires after 22 years of dedicated service; Joan Siefert Rose steps in as new CED leader.

EDUCATION, TRAINING AND MENTORING PROGRAMS

CED's Annual Conferences

- **Venture** - Where Great Minds Meet Smart Money
- **Biotech** - Fusing Science, Technology & Industry Leadership
- **Medtech** - Advanced Medical Technologies Topics & Trends
- **Entrepreneurial Excellence Awards** - Honoring the all-star entrepreneurs of the past year

CED's Entrepreneurial Programs

- FastTrac® TechVenture™
- Entrepreneurs Only Workshops™
- Biotech Forum
- Medtech Forum
- Innovators Workshop
- University Innovation Showcase

PUBLICATIONS, COMMUNICATIONS AND RESOURCES (partial list)

- Entrepreneurs and Innovation News
- Online Membership Directory/ Resource Guide
- EntreLinks Newsletter
- CED's Web site: www.cednc.org