



fab fund:

local business creation; fab lab sustainability

balancing social impact and revenue generation

lessons learned

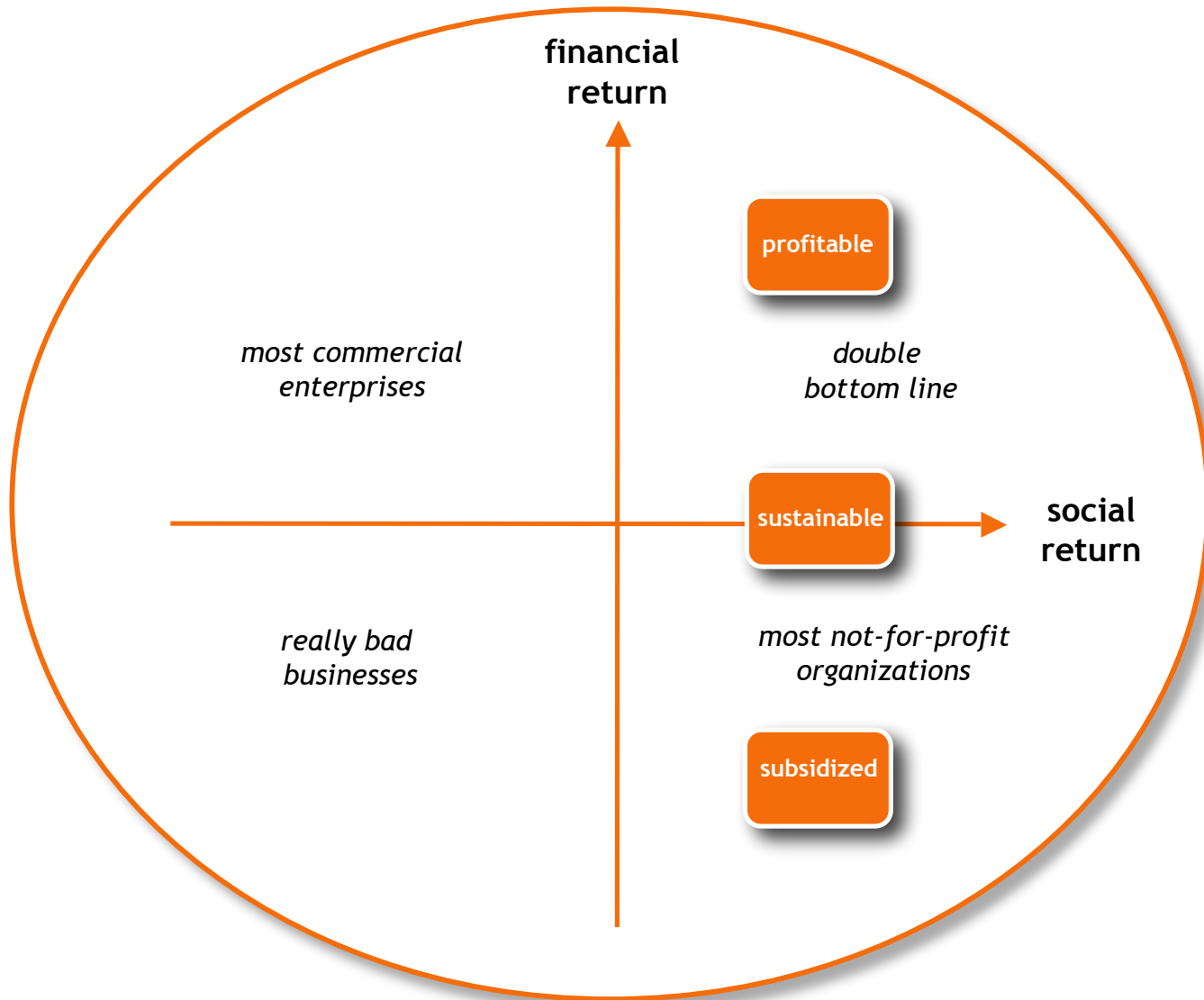
thoughts on moving forward:

models for sustainability

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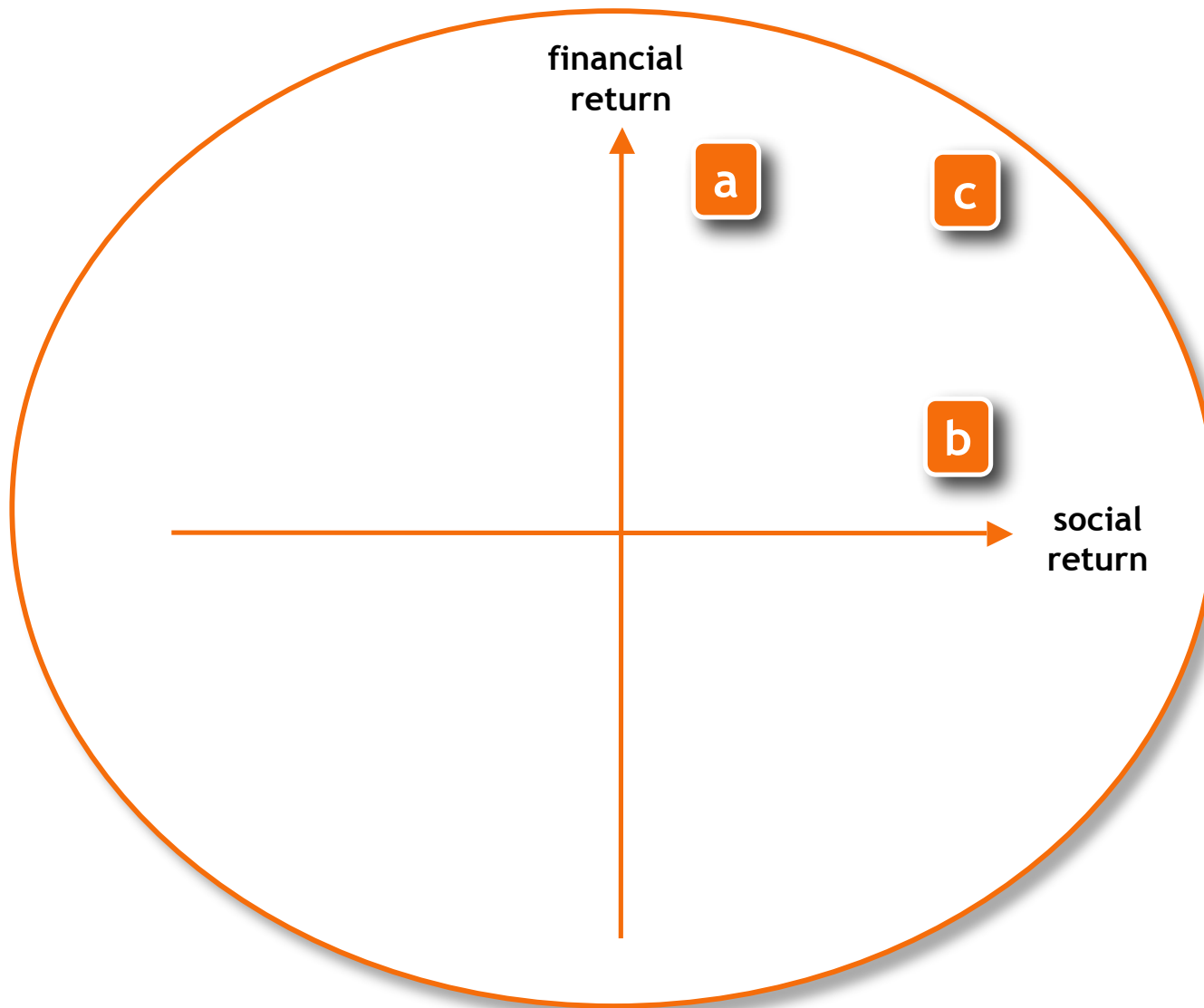


balance social impact and revenue generation: aligning key stakeholders



balance social impact and revenue generation

aligning key stakeholders



lessons learned:

sustainability through new business creation: many issues

inventors are rarely entrepreneurs

entrepreneurs are not management teams

mentors are not substitutes for management teams

inventions cross wide variety of domains

inventions cross wide variety of regions

labs have very different capabilities

capital is rarely the limiting resource to sustainable business creation



thoughts moving forward:

important to explore *all* models of sustainability...

optimal balance between financial return and social impact

optimal balance between impact-based funding vs. revenue-based funding

impact-based funding:

optimizing ecosystem
for funding



revenue-based funding:

aligning business model with
impact and capability

...until effective models for business creation are developed

impact-based funding: optimizing ecosystem for funding

defining impact

access
education
invention/business creation
research

social return on investment

assessing:
input
output
outcome



challenges

high touch vs. high tech
multiple impact areas

opportunities

shared methodology on tracking and optimizing impact
highlighting unique attributes:
highly engaged, diverse global network/local empowerment



revenue-based funding:
aligning business model with impact and capability

business model aligned with impact

education: **workshops, training, degree certification**

access: **hourly access, personal production, local production**

invention/business creation: **individual entrepreneur, complex business**

research: **sponsorship, contests**

other: **lodging, storefront, books, games. . .**



revenue-based funding: **aligning business model with impact and capability**

challenges

balancing resources for free vs. paid education/access:
defining limits to protect 'fab lab' brand

differing needs and desires from lab to lab

lack of capacity for business creation

opportunities

shared scheduling models, pricing and resources (e.g. degree program)

partner with local business schools, entrepreneurship programs to build capacity

partner with investors with regional knowledge; with domain knowledge

leverage on-line markets (e.g. etsy) , loans (e.g. kiva) , supply chain (e.g. café press)

consider applying for funding to help crack scalable models for local business

think in the box, out of the box and about the box

fab: a video game?

opportunity engage millions of youth; generate awareness;
flow revenue back into ecosystem



Gameplay



Fab Lab



Kid-Created

