

**WEBINAR**

# BUILDING YOUR STARTUP IN NEW YORK

Incubators & Entrepreneurial  
Support Across the State

WEBINAR HOSTED BY



INCUBATORS AND HOT SPOTS FEATURED IN  
THIS WEBINAR ARE FUNDED BY



**Division of  
Science, Technology  
& Innovation**

# HOST & PRESENTERS



**Alyson Slack**

FuzeHub



**Jim Senall**

President, NextCorps



**Kathi Durdon, MA, CCRP**

Executive Director, Central NY Biotech  
Accelerator



**Brad Treat**

Entrepreneur in Residence, Southern  
Tier Startup Alliance



**John Blaho, PhD**

Director, Industrial-Academic Research,  
CUNY • Program Director, NYC Regional  
Innovation Node (NYCRIN)



**Thad Casey**

Incubator Program Director, Tech  
Valley Center of Gravity • IMC  
President



**Kathi Durdon, MA, CCRP**  
**Executive Director**

## ABOUT THE CENTER

- Accommodate ideation and incubation-through-acceleration stage startups in commercialization of their intellectual property
- Infrastructure: State-of-the-art wet labs with fume hood, biosafety cabinet, bench and cabinet space, DI/RO water, natural gas
- Select entire lab: 900+sq ft or select space within a Collaboration Lab
- Labs and pods license fee is \$25.00 (wet) and \$20.00 (dry) per square foot based on annual agreement which includes parking and Wi-Fi
- Shared equipment: -80° Freezers, Flammable Refrigerator, Balance, Vacuum Oven, Microscopes, CAD software, Glasswasher, Sterilizer, 3D Printer w/supplies, etc.
- Access to academic medical center and area university researchers, clinicians, student interns, technicians and core facilities
- Milestone Planning - resource rich environment
- Opportunity Zone, Hot Spot Partner, Startup NY



Biotech innovation facility founded by SUNY Upstate Medical University and SUNY College of Environmental Science and Forestry located in the Syracuse University Hill “Eds & Meds” district

## ABOUT THE CENTER

- Mentor and Service Provider Network
- Broadcast ecosystem partner innovation events and funding opportunities
- Match job seekers to job openings
- Up to (10) clients annually receive free MedTech membership <https://medtech.org/>
- Collaborative partnership with Kingston, Ontario including Queen's University
- Medical Device Innovation Challenge (MDIC) (applications due June 15)
- Fee-waived registrations to CNYBAC's Concept to Commercialization Boot Camp – September 13-14 and October 18-19
- Fee-waived registration and free exhibit space at NEXT Innovation Conference, November 15 ([www.next-syr.com](http://www.next-syr.com))
- CNYBAC exhibits at several biotech-related events such as the BIO International Convention and bring client info/needs to the attention of attendees



CENTRAL NEW YORK  
**Biotech Accelerator**

*A NYS Certified Business Incubator*



## SUCCESS STORY 2017 Medical Device Innovation Challenge

**EndoGlow** ([www.endoglow.com](http://www.endoglow.com)), a recent Jeff Lawrence Innovation Fund Manufacturing Grant awardee with patent partner, University of Rochester, will produce a medical device that fluoresces using near infrared imaging for clinical evaluation. The device is called "The GreenEgg" and is used in robotic-assisted surgery to help the surgeon identify critical anatomy and improve surgical efficiency. The team will soon be conducting trials to collect clinical evaluation data to support the application to the FDA for regulatory approval as well as publication in scientific journals and marketing materials.



**Costello Prosthetics** ([www.cpwarmers.com](http://www.cpwarmers.com)): Pipe fitter Bryan Costello, who lost his leg in a motorcycle accident, suffered from circulation problems and developed a heat sleeve to warm stumps. Together, Bryan and his team have launched his webpage, social media and rebranding the company. Through CNYBAC's partnership with Queen's University, we matched Costello Prosthetics with the Human Mobility Centre and student capstone project who completed a working prototype and conducted testing. Kingston, Ontario resident, Kirstie Ennis, an amputee, will be performing extreme condition pilot testing of the prototype while climbing Denali in Alaska in a few weeks.



**Harris Skeele**, an Upstate Medical University nurse-founded DBA, has developed a Foley Catheter Securement Device, Simpler Links, which will be able to track dwell-time up to 7 days. Clinical trial testing to provide data supporting the device prevents shearing forces on the urinary tract system and thus, reduce HAI incidents, has been funded and will be initiated within the next 2 months.



## CONTACT US



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## **John Blaho, PhD**

**Director, Industrial-Academic Research, CUNY  
Program Director, NYC Regional Innovation Node (NYCRIN)**



## **Arber Ruci**

**Entrepreneur-in-Residence, CUNY  
NYC Innovation Hot Spot, NYCRIN**



## ABOUT THE CENTER

- **Serving Medical Device and IoT startups, as well as community-based companies**
- **In partnership with 32 incubators in NYC**
- **7,000 sq. ft. Facility, including offices, open coworking floor plan, dedicated desks, board room**
- **Additive Manufacturing Maker Space**
- **Lean Startup entrepreneurship training**
  - Innovation Corps (I-Corps)
  - NSF SBIR Phase 0
- **Opportunities for CUNY-based interactions**
  - Advanced Science Research Center
  - Student internships
  - STARTUP-NY certified sites



## SUCCESS STORY

### Medical-grade wearable ultraviolet sensor

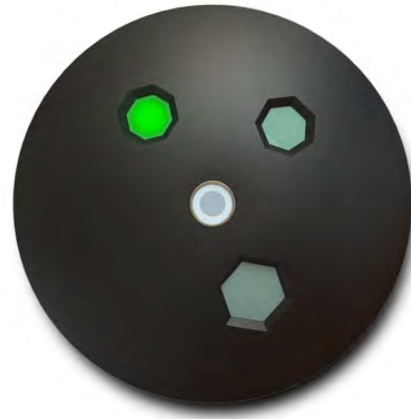
Investor link:

<https://angel.co/shade-3>

Technology link:

<https://youtu.be/KkaQmDkm7Z0>

shade



## CONTACT US

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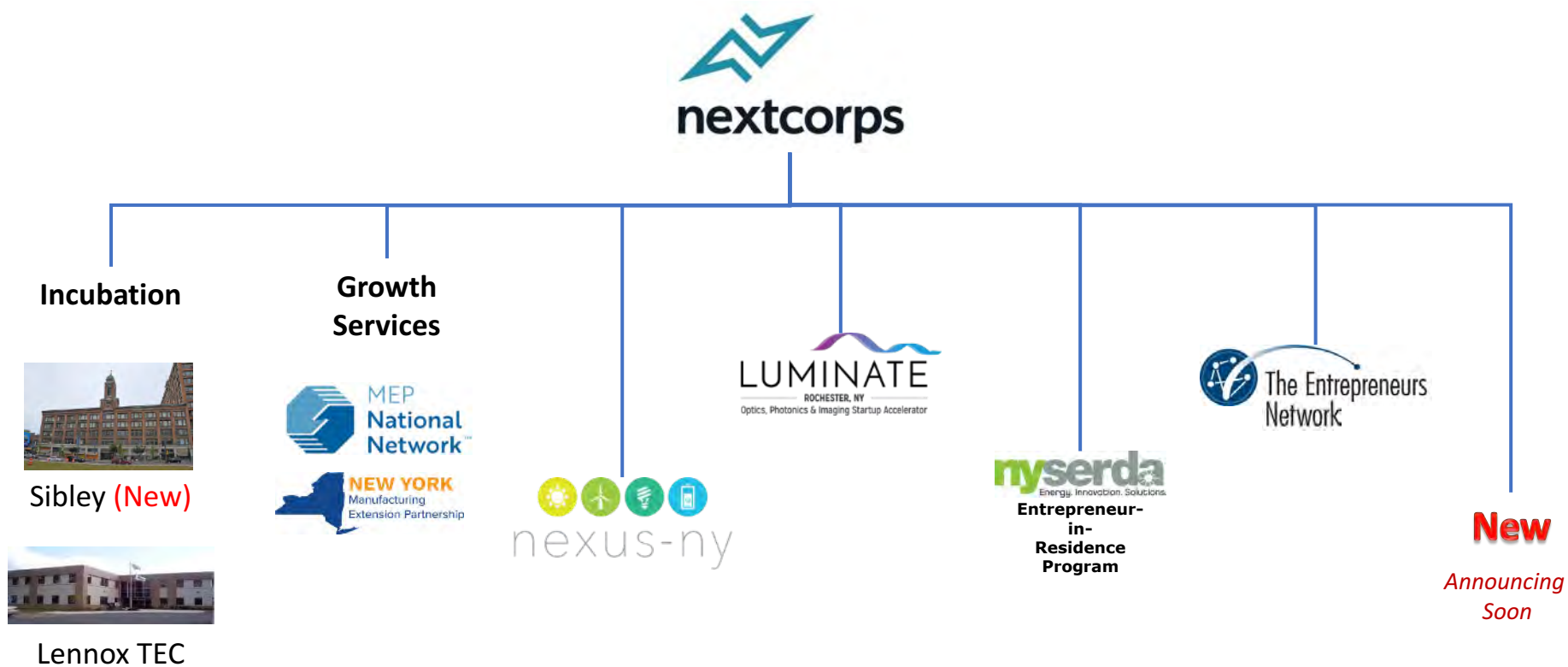


Operating the Finger Lakes Innovation Hotspot in  
partnership with RIT Venture Creations



**Jim Senall**  
**President**

NextCorps operates a number of programs and services that help entrepreneurs launch new companies and help established businesses increase revenues and profitability.



The Finger Lakes Innovation Hotspot is managed in partnership with RIT Venture Creations



Companies located within one of NextCorps' or RIT's incubators are eligible for Hotspot support, or they can be non-resident members of either.

### Hotspot Benefits:

- Hotspot provides general operating support to incubation programs in order to serve more entrepreneurs
- Supports staff, Entrepreneurs-in-Residence, mentors, workshops, and micro-grants for services.
- Tax benefits are available to companies that meet the necessary requirements



- General Motors shut down their primary fuel cell R&D center in Rochester (300+ engineers affected)
- A few folks started a few cell startup company
- Went through the NEXUS cleantech accelerator program
- Received EIR coaching / mentoring
- Raised seed funding from local investors
- Did several projects through the NextCorps MEP Center
- Leveraged Kodak / Eastman Business Park roll-to-roll mfg capabilities
- Announced in June they were acquired by Plug Power



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# SOUTHERN TIER

## Startup Alliance



**Brad Treat**  
**Entrepreneur in Residence**

## ABOUT THE CENTER

# SOUTHERN TIER Startup Alliance

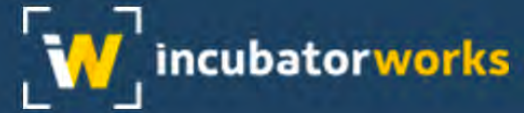


## ABOUT THE CENTER

- Rev: Ithaca Startup Works- Ithaca, NY
  - [RevIthaca.com](http://RevIthaca.com)
- McGovern Center for Life Sciences- Cornell University
  - [McGoverncenter.cornell.edu](http://McGoverncenter.cornell.edu)
- Incubator Works- Alfred/ Corning/Painted Post, NY
  - [IncubatorWorks.org](http://IncubatorWorks.org)
- Start-Up Suite- Binghamton University
  - [www.binghamton.edu/research/innovation/eco/ndev/startupsuite.html](http://www.binghamton.edu/research/innovation/eco/ndev/startupsuite.html)
- Koffman Southern Tier Incubator- Binghamton, NY
  - [SouthernTierIncubator.com](http://SouthernTierIncubator.com)



Kevin M. McGovern Family Center for  
Venture Development in the Life Sciences

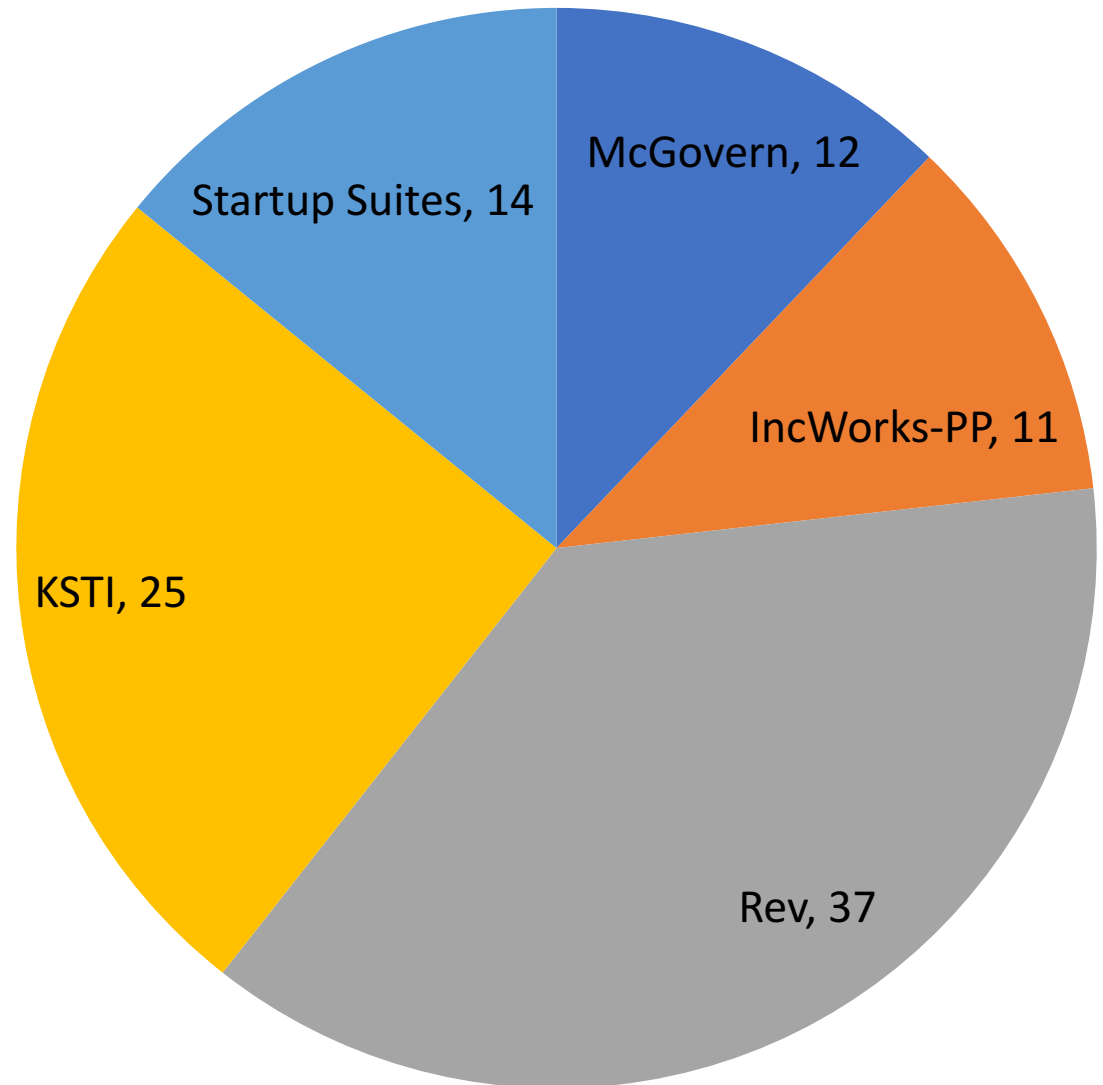


BINGHAMTON  
UNIVERSITY

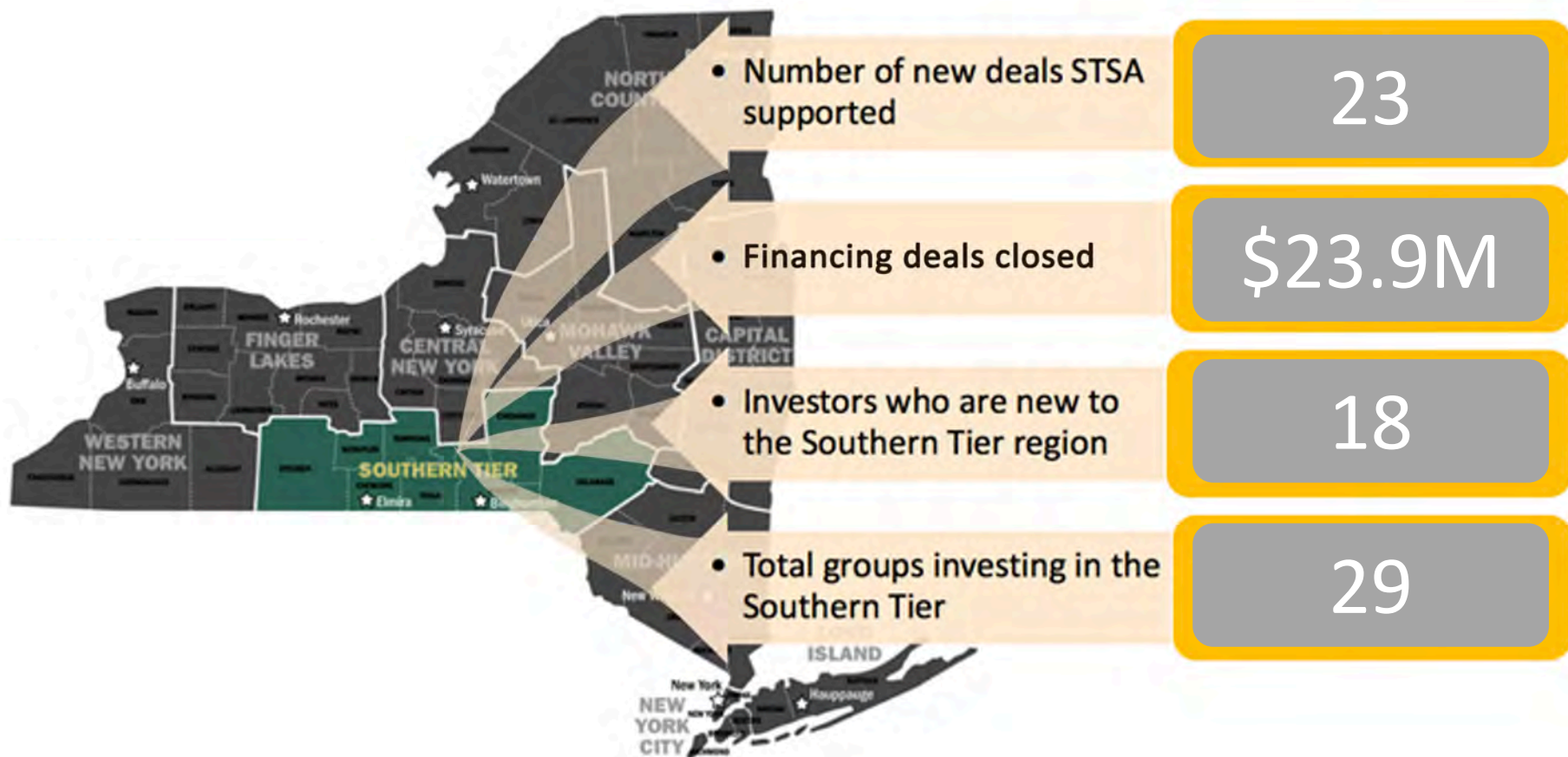


## ABOUT THE CENTER

# 98 Companies in Southern Tier Incubators



## ABOUT THE CENTER



## SUCCESS STORY



## CONTACT US

# SOUTHERN TIER

## Startup Alliance



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THE MANUFACTURING  
INCUBATOR at  
tech valley  
center of gravity  
propelled by IMC



**Thad Casey**

**TVCOG Incubator Program Director  
IMC President**



## ABOUT THE CENTER

### Key Services

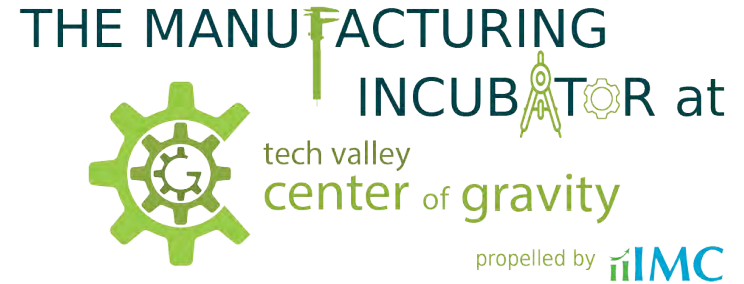
Coaching and risk mitigation for startups seeking industry expertise to bring their physical product to market and create a revenue generating business. With expert advice and coaching provided by Innovative Manufacturing Consultants (IMC), our mid-level two-phase incubator program provides guidance to help clients prioritize actions and move forward.

**Phase 1** – Design it & Prototype it Right

**Phase 2** – Scale Up Manufacturing & Grow

### Key Capabilities & Industries Served

- Center of Gravity Makerspace and Prototyping Center Provide Catalyst for Creative Collisions
- Incubator Programming Mitigating Risk for Physical Product Start-Ups, is Fee-Based and IP-Free with One-on-One Coaching
- Independent and Open to the Public
- Partnership with Innovate 518 and its Affiliates

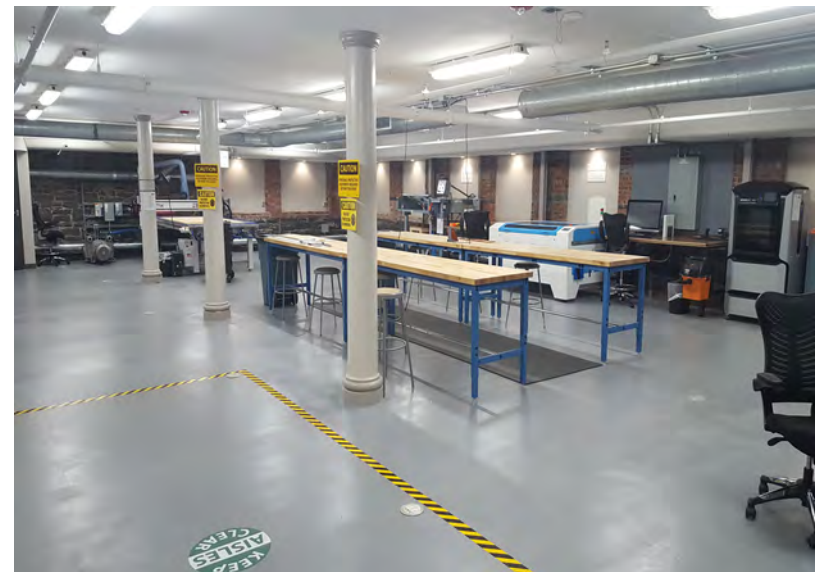
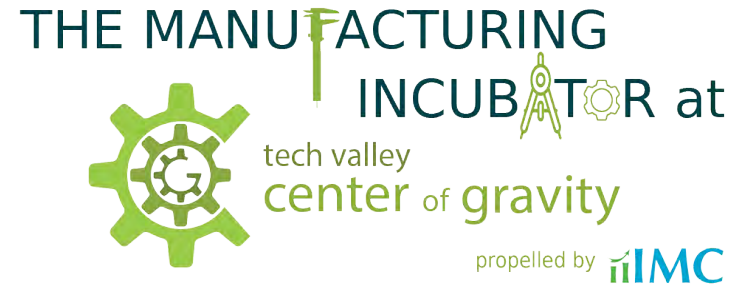


## ABOUT THE CENTER

### Resources & Equipment Include:

The Center of Gravity provides on-site prototype development, manufacturing technology and equipment, coworking, and training focused on practical skills and hands-on experience.

- **Innovation Studio Space** for Start-Ups to establish a business location, with access to WiFi, document center, private meeting room, and 70-seat presentation room
- **Prototyping Center** with 10x5' CNC Gantry Router, Stratasys f270 3D printer (provided by CEG), 2x4' vacuum former, 130W 3x4' laser cutter, SOLIDWORKS and Fusion360, storage and production space
- **10,000sf Makerspace** with Industrial Sewing Machines, 3D Printing, Electronics, Model Shop, Metal Shop, Welding Shop, Wood Shop and Laser Cutter



## CONTACT US

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Tech Valley Center of Gravity

- 30 Third Street, Troy NY
- [www.tvcog.net](http://www.tvcog.net)
- 518.244.3544



## Full List of New York State Incubators and Hot Spots

<https://esd.ny.gov/certified-business-incubator>



## MISSION

To drive New York State competitiveness in manufacturing by helping companies discover, navigate, and leverage the state's extensive innovation ecosystem.

- **FuzeHub is New York's Statewide Manufacturing Extension Partnership (NY MEP) Center**
- **Increase the awareness of expertise and capabilities** available to companies throughout the state
- **Leverage expertise in-house or through partnerships** to assess company needs, then connect them with capable resources and track/monitor follow up.
- **Use a unique mix** of technology, resources, manufacturing expertise and special events to assist manufacturers.
- **Coordinate statewide projects** and other strategic initiatives guided by NYS and the needs of small to medium-sized enterprises.



For assistance visit [www.fuzehub.com](http://www.fuzehub.com) and make a request; one of our specialists will respond to your request in 24 to 48 hours.

### Keep the conversation going

FuzeHub is on LinkedIn, Twitter, Google+, Facebook, YouTube and Instagram. Email: [info@fuzehub.com](mailto:info@fuzehub.com)

### Get the latest NYS manufacturing news delivered directly to your inbox.

Sign Up Here: [fuzehub.com/fuzehub-email-notification-signup](http://fuzehub.com/fuzehub-email-notification-signup)



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# HOST & PRESENTERS



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