

**Manufacturing Expo: Urban Food & Beverage**

# How the North Country Keeps the World Moving

## AGENDA

9:00 AM - 9:30 AM

### Welcome and Sponsors

Master of Ceremonies - Everton H. Henriques, FuzeHub  
Welcome - Steve Lockwood (CITEC), Joel Wood (NAMTrans)

### Sponsors

Danielle King (TDC), Devi Momot (Twinstat)

### Special Guest

Elise Stefanik, New York's 21st District, House of Representatives

9:30 - 9:45 AM

### Keynote Speaker

Scott Sherin, Alstom North America

9:45 - 10:00 AM

### Panel

Steve Eaton, Scott McNulty,  
Michael Backman, Holly Black

10:00 AM - 12:00 PM

### Resource Meetings

Co-Hosted By



Partners and Sponsors



CAMP  
Center for Advanced  
Materials Processing



**WELCOME TO OUR EVENT**

## ***How the North Country Keeps the World Moving***

This virtual event is where New York State's transportation industry will connect in a powerful, interactive format. You'll gain expert insights, network with other leaders, and meet with business and technical resources that can help your company grow. No matter where you are in the transportation supply chain, this FuzeHub event is designed for you.

Today's event is co-hosted by NAMTrans, the North American Center of Excellence for Transportation Equipment, and by CITEC Business Solutions, the North Country's Manufacturing Extension Partnership (MEP) center. TDC, Northern New York's premiere partner for industrial properties, and Twinstare Technologies, a leading regional provider of IT services, are the event's gold sponsors. The Workforce Development Institute (WDI), a statewide non-profit that works to grow and keep good jobs in NYS, and the Center for Advanced Materials Processing (CAMP), at Clarkson University, are also event sponsors.

We hope you will enjoy today's event as you connect with NYS resources, discover potential new business partners, and meet industry experts without ever leaving your office or facility.

Visit our page here to get more information on [Getting Started in Remo.](#)

Visit our page here to read our [Technical Guide to Remo.](#)



## Our Co-Hosts



### CITEC Business Solutions

Floor 1, Table 1 & Floor 2, Table 26

CITEC offers consulting and training services to help North Country businesses grow. We specialize in working with small and medium manufacturers to eliminate waste, increase efficiency, and reduce defects, but we have clients in virtually every sort of industry. We focus on continuous improvement, safety, business development, human resources, leadership development and marketing. [citec.org](http://citec.org)



### NAMTrans

Floor 1, Table 1C

The North American Center of Excellence for Transportation Equipment (NAMTrans) is a strategic subsidiary of the North Country Chamber of Commerce based in Plattsburgh, New York. NAMTrans is dedicated to serving the large and diverse cluster of over fifty Transportation Equipment and Aerospace manufacturers in the seven county North Country Region of New York State. [namtrans.org](http://namtrans.org)



**Manufacturing Expo: Agriculture & Manufacturing**

# How the Mohawk Valley Feeds Innovation

June 2, 2021 • 9 AM - 12:30 PM

Virtual Event

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THE  
DATE**

Partners & Sponsors





# Our Sponsors and Partners

FuzeHub would like to thank our event sponsors for supporting this Manufacturing Forum: The Development Corporation (TDC) – Gold Sponsor and also an event partner; Twinstate Technologies – Gold Sponsor; Center for Advanced Materials Processing (CAMP) – Supporting Sponsor and also an event partner; and Workforce Development Institute (WDI) – Bronze Sponsor. We would also like to thank all of our attendees for their participation.



## The Development Corporation (TDC)

Floor 1, Table 1B | Floor 2, Table 2B

The Development Corporation is a private, not-for-profit corporation with more than 55 years of economic development success in the Greater Plattsburgh, NY area. Governed by a 31-member Board of Directors comprised of business and community leaders from throughout Clinton County, TDC develops industrial parks for new business investments and works to retain and expand local industry. Today, TDC owns 17 industrial buildings in Greater Plattsburgh, totaling approximately 600,000 square feet of industrial space. The 30 companies currently in TDC facilities employ approximately 1,700 people. [tdcnny.com](http://tdcnny.com)



## Twin State Technologies (Twin State)

Floor 1, Table 1D | Floor 2, Table 2D

Twinstate Technologies is a family-owned, certified WBE, future-forward B2B company. Specializing in cybersecurity, proactive managed IT services, voice solutions, networking, cabling (and more) in the cloud or on your premise.

Celebrating our 50th anniversary in 2018, Twinstate Technologies will mark another 50 years in business, drawing upon our distinct legacy in the technology sector to propel us forward. What began in a chicken coop and laundry room of an old farmhouse evolved into a security-focused B2B service provider company. Throughout the years, we've seen many changes in technology, some being fast and furious – as we all witness today. We ensure that our team keeps pace with industry advancements and NIST guidelines through constant education and testing, providing our clients with solutions that we have strenuously vetted and we are able to support. We are personally invested and we pass the benefits of our investment on to our customers. We've come a long way since rotary dial, tone to pulse and PABX's, expanding into cybersecurity and

# Our Sponsors and Partners (Cont.)

information technology. The transformation has been amazing to watch and future promises many more exciting advances in technology. Whatever evolves, we'll be ready.

Manufacturing is critical to our country's success. Twinstare is passionate about helping manufacturers make the most out of their IT spend, empowering productivity and keeping intellectual property out of harm's way from hackers & bad actors. We love seeing our clients succeed, which is why our mantra is - better business together. [twinstare.com](http://twinstare.com)



**CAMP**  
Center for Advanced  
Materials Processing

## Center for Advanced Materials Processing at Clarkson University (CAMP)

Floor 1, Table 2 & Floor 2, Table 27

The Center for Advanced Materials Processing (CAMP) at Clarkson University is dedicated to developing Clarkson's research and educational programs in high-technology materials processing and is focused on industrial concerns and meeting industrial needs. CAMP's mandate is to develop innovations in advanced materials processing and to transfer this technology to business and industry. The Center is built on Clarkson's recognized expertise in colloid and surface science and fine particle technology. [clarkson.edu/camp](http://clarkson.edu/camp)



## Workforce Development Institute

Floor 1, Table 3 & Floor 2, Table 28

WDI provides grant opportunities to NYS manufacturers. WDI is a statewide 501(c)3 non-profit that improves the lives of working men and women across the state by providing targeted programs in workforce, economic, and community development. A focus on helping businesses become and remain successful is a key component of this programming. The WDI works to ensure that investments in all three areas – workforce, economic and community development – are integrated and reflect the perspectives of working men and women. [wdi.org](http://wdi.org)

# Our Speakers



## Keynote Speaker

**Scott Sherin** - *VP, Business Development & Strategy, Alstom North America*

Scott Sherin is responsible for Business Development and Strategy for Alstom in North America. He has 20 years of experience in the transportation industry working with both transit agencies and freight railroads in the United States, Canada, China and Europe.

Previously, Scott worked for General Electric's Transportation business for almost 10 years where he focused on Corporate Development, Mergers and Acquisitions and successfully launched their railway signaling business in China.

Before entering the transportation industry, Scott worked in the energy infrastructure industry for General Electric's Energy business and American Power Conversion (now Schneider Electric) where he led the successful acquisition and integration of multiple companies.

Scott is a graduate of Pennsylvania State University and Rensselaer Polytechnic Institute.



## Special Guest

**Elise Stefanik** - *Congresswoman, New York's 21st District, House of Representatives*

Congresswoman Elise Stefanik proudly represents New York's 21st District in the House of Representatives in her fourth term in office. She is a member of the House Armed Services Committee, the Committee on Education and Labor, and the House Permanent Select Committee on Intelligence. On the Armed Services Committee, Congresswoman Stefanik

serves as the Ranking Member on the new Subcommittee on Cyber, Innovative Technologies, and Information Systems, and as a member of the subcommittee on Strategic Forces. On the Committee on Education and Labor, she serves on the Higher Education and Workforce Investment, and Workforce Protections.

Congresswoman Stefanik was born and raised in Upstate New York. Prior to serving in Congress, she worked at her family's small business. Her upbringing in a small business family taught her the hard work and perseverance necessary to build, operate and grow small businesses in the North Country. As the first member of her immediate family to graduate from college, Congresswoman Stefanik graduated with Honors from Harvard University.

# Our Speakers & Panelists



## Speaker

**Everton H. Henriques** - *NY MEP Solutions Director, FuzeHub*

Everton H. Henriques is the NY MEP Solutions Director at FuzeHub. He is focused on helping the manufacturing community, general industry, start-ups, the local colleges and universities and business leaders to advance innovation and technology. Additionally, Everton is president and founder of E.H. Hall, Inc., a consulting and supplier firm in the process development, environmental, safety and health arena. He is a co-founder and vice president of the former Panasonic Plasma Display Laboratory of America, Inc. (formerly Plasmaco, Inc.) where he managed their process development, engineering and prototype manufacturing activities. Plasmaco developed and made the first full color 60-inch HD plasma display television in the world in 1999.

Everton was an engineering manager at IBM's Kingston plasma display manufacturing facility and was responsible for setting up Plasmaco's facility in Highland. Everton has 32 years of experience in plasma display R&D and manufacturing business. Prior to his employment with IBM, Everton worked as a research chemist for Texaco, Inc. He received a BS degree in Chemistry and an MA degree, with emphasis in Physical Chemistry and Materials Science, from SUNY New Paltz. He also received the IBM Business Decision Making Course (MBA Fundamentals) Certificate from the Darden School of Business at the University of Virginia, Charlottesville, VA. During his tenure at IBM he received the IBM Inventor of the Year Award three times, the IBM Invention Achievement Award and the IBM Outstanding Technical Achievement Award. He holds one US Patent and has several disclosures and publications. Everton was Chair of the Board of Trustees for the SUNY New Paltz Foundation (2007 – 2009) and served as a Director for 15 years. In addition, he is a co-founder, former president and director of the Hudson Valley Rail Trail Association, member and a past president of the Highland Rotary Club, member of the Fort Rensselaer Club, member of the 2004 – 2006 Ulster County Charter Commission, and member of the SUNY New Paltz Engineering Advisory Board.

Everton was inducted into the School of Business' Hall of Fame at SUNY New Paltz in 2010.



## Speaker

**Steve Lockwood** - *Executive Director, CITEC Business Solutions*

Steve Lockwood brings his leadership experience in manufacturing and sales to connect CITEC's clients with resources to grow their businesses. He has held various positions at Camoplast/Rockland, Multina USA, General Motors and served as Director of Vocational Programs at Citizen Advocates. Steve's roles at CITEC have included business advisor, business development director, and now interim director. As CITEC's executive director, Steve works to connect North Country businesses with the broad range of resources and NYS assets available across the region, and develop and strengthen CITEC's programs and services to deliver comprehensive, proven solutions to fuel growth and advance manufacturing and other business in the North Country.

## Our Speakers & Panelists (Cont.)



### Speaker

**Joel Wood** - *Director, NAMTrans*

Joel Wood was appointed Director of the North American Center of Excellence for Transportation Equipment (NAMTrans) in July 2019. In this position, Joel is directly responsible for all programs and services of NAMTrans, a subsidiary of the North Country Chamber, which is dedicated to supporting and growing the region's 54 company Transportation Equipment and Aerospace cluster. In his role, Joel also assists with other Chamber economic development activities including building and strengthening Quebec-New York partnerships.

Prior to joining the Chamber, Joel served as Regional Director for Congresswoman Elise Stefanik, coordinating the Congresswoman's Federal Grants and Domestic Assistance program and overseeing the constituent service program, among other responsibilities. He also served for a time as Project Implementation Assistant for the Downtown Revitalization Initiative (DRI) in the City of Plattsburgh. Joel holds a B.A. in Economics and Political Science from SUNY Plattsburgh.



### Speaker

**Danielle King** - *Business Development Manager, TDC*

Danielle King is Business Development Manager for TDC - an organization with 60 years of experience in owning and managing over 700,000 SF of premier industrial space in the Greater Plattsburgh, NY region. Danielle works with partners in the region to attract new industry to the area. In conjunction, she facilitates resources to support the retention and growth of quality jobs and investments in TDC's industrial parks, and in the community.

Danielle holds a master's degree in community and economic development with an advanced certificate in workforce development through SUNY Empire State College, as well as a bachelor's degree in public relations from SUNY Plattsburgh.



# Our Speakers & Panelists (Cont.)



## Speaker

**Devi Momot** - *CEO and CISO, Twinstate Technologies*

Devi Momot is the CEO and Acting CISO of Twinstate Technologies®, and has been at the helm since 2007. An award-winning certified Women-Owned Business Enterprise (WBE) in Vermont, New Hampshire and New York, as well as on the Federal level, Twinstate Technologies is recognized for its 48-year legacy of innovation, entrepreneurship and exceptional customer experiences.

Upholding the organization's for-tomorrow culture, Devi is moving the company swiftly into the future, her pioneering vision and exacting execution leading the way for the business and the clients it serves.

Devi has assumed diverse positions with Twinstate Technologies throughout her three-decade tenure. From early on, she demonstrated not only an expertise for technology but also for business. Her foresight and action has directly contributed to significant successes in the company. Devi personifies leadership and is considered a trusted advisor by internal and external stakeholders alike.

Devi is a Certified Information Systems Security Professional (CISSP®) by (ISC)2, the International Information System Security Certification Consortium, Inc. Certifications by (ISC)2 are internationally revered. She has core cybersecurity leadership certifications from the SANS (SysAdmin, Audit, Networking and Security) Institute, including the GIAC Security Leadership Certification (GSLC®) and the GIAC Information Security Professional (GISP®).

Devi received a certificate in "Leading Professional Service Firms" from the Harvard Business School for completing this intensive leadership development program. Devi has a Bachelor of Science from Excelsior College of New York, a certification in Telecommunications Management from Golden Gate University, and an Associate degree in Electrical Engineering from Mohawk Valley Community College. Devi serves on advisory councils for global tech titans, and is a present and past member of a number of boards of directors. As well, Devi is an owner of this family-owned enterprise and works alongside her siblings to support a number of worthy causes in the communities where it operates.

Born and raised in Northern New York, Devi has two children, one grandchild and resides in the Champlain Valley with her husband. She enjoys family activities, the outdoors and is a devoted animal lover.



## Panelist

**Steve Eaton** - *Vice President of Operations, Norsk Titanium*

Steve Eaton serves as the Vice President of Operations at Norsk Titanium. His responsibilities include overseeing two advanced manufacturing facilities in Plattsburgh, NY and establishing a world-class supply chain focused on delivering additively produced parts for aerospace use.

Steve has over 20 years of experience in program management, operations and finance. He previously worked for Raytheon Missiles & Defense and Collins Aerospace.

Steve holds two degrees from Bentley University: an MBA and a bachelor's degree in finance.

# Our Panelists (Cont.)



## Panelist

### **Scott McNulty** - *Vice President of Manufacturing, LC Drives*

Scott McNulty is Vice President of Manufacturing at LC Drives where he is responsible for overseeing operations and engineering departments leading the revolutionizing the manufacture of new technology in power-dense, liquid-cooled electrical motors.

Scott has over 20 years of industry experience in engineering, operations, and program management. He previously worked for General Dynamics, United Technologies Aerospace Systems, and Norsk Titanium.

Scott holds two Mechanical Engineering degrees from Clarkson and University of Vermont and an MBA from UMASS Amherst.



## Panelist

### **Michael Backman** - *VP, Sales and Marketing, Unique Electric Solutions Inc*

As Vice President, Sales and Marketing for Unique Electric Solutions, Mike leads the global go-to-market strategy and expansion efforts for all vehicle electrification solutions. Prior to his role with UES, he was principal consultant at Spectivate assisting high growth companies in various vehicle technology sectors, including autonomous, ADAS, electric vehicle energy management, and fleet management. Previously, Mike was the North American General Manager for Mobileye, a pioneer in technology for autonomous vehicles, driver assistance and collision avoidance systems, where he grew the business from near zero revenue until the company's \$15 billion acquisition by Intel. Mike also enjoyed executive leadership roles at Tier-1 automotive supplier DC Safety and global industrial automation giant Rockwell Automation.



## Panelist

### **Holly Black** - *HR Manager, Vapor Stone Rail Systems | A Wabtec Company*

Holly Black is an HR professional with over seven years' experience in the manufacturing realm. She is currently the Human Resources Manager at Vapor Stone Rail Systems, a Wabtec company, in Plattsburgh, NY. Prior to Vapor Stone, she worked in Human Resources for Norsk Titanium, and also as the Talent Acquisition Lead and Client Relations Manager for Protech Business Solutions, where she serviced many of the local manufacturing companies in town.

Holly possesses two degrees in Psychology and Sociology along with a Master's Degree. As the founder for the Women in Manufacturing program, which she hopes to get back up and running this year (Covid permitting), she is very determined to bring diversity and equality into the workplace and into our community.

# Committed to Helping Businesses Grow for 60 Years



**Leasing and maintaining  
premier industrial properties  
in Plattsburgh, NY**



Connecting manufacturers with  
resources, suppliers, and staff to  
establish operations in our region



Supporting job creation and  
workforce development through  
education and collaboration



Proximity to Montreal & NYC,  
connected by major highways,  
railways, and skyways



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Let's chat - 888.699.6757



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# <NY SHIELD COMPLIANCE/>

The New York State SHIELD Act or “Stop Hacks and Improve Electronic Data Security Act” is a new consumer protection law that boosts the protection of New York state resident’s private information. The legislation adds critical new requirements for organizations to protect private information and holds accountable any company that does business in the state.

## ARE SMALL BUSINESSES REQUIRED TO COMPLY WITH THE NY SHIELD ACT?

Yes, any business in or doing business with the state of New York is required by the state to comply with SHIELD. Compliance is not optional. However, compliance requirements are different for companies defined as small and companies defined as large.

## HOW DOES THE SHIELD ACT DEFINE A “SMALL” AND “LARGE” BUSINESS?

The state of New York classifies a business as small if it has under 50 employees; or has less than \$3M of gross revenue in each of the last three years; or has under \$5M in total year-end assets when calculated in accordance with GAAP. New York state considers a business as large if it doesn’t meet any of the criteria of a small business.

## WHY ALL THE FUSS OVER SHIELD?

The last two years have been significant for cybersecurity legislation. They saw over 330 bills and regulations pertaining to cybersecurity introduced in at least 36 states. You may have heard about some of these new rules, such as the California Consumer Privacy Act (CCPA) but the SHIELD act stands out as unique. The SHIELD Act, like CCPA, requires companies to adopt security programs to reduce risks of a data breach. However, SHIELD, unlike CCPA, defines the specific steps a business must take to meet a “reasonable security” standard. SHIELD is also unique in that it broadens the definition of a “breach” to include not just theft of digital information but also the unauthorized access of such data. Be sure to download our complete guide to SHIELD Compliance.



## NY SHIELD Act Compliance Guide

[DOWNLOAD THE FULL GUIDE](#)



### EXPERT NAME:

Devi Momot

### TITLE:

CISSP, GISP, GLS, CEO at Twinstate Technologies

### EXPERT BIO:

Devi Momot is the CEO of Twinstate Technologies, an award-winning certified Women-Owned Business Enterprise. Devi is a Certified Information Systems Security Professional (CISSP) by (ISC)2. She serves on advisory councils for global tech titans and is the sitting president of the InfraGard Albany Members Alliance.

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518-563-7100



WDI is a proud supporter of the  
2021 FuzeHub event focusing  
on the manufacturing sector



WORKFORCE  
DEVELOPMENT  
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WDI is a statewide non-profit that works to grow and keep good jobs in NYS. We use a range of tools – including “boots on the ground” information, workforce expertise, and funding – to facilitate projects that build workforce skills and strengthen employers’ ability to hire, promote, and retain workers.

For more information contact:  
**Greg Hart** | [ghart@wdiny.org](mailto:ghart@wdiny.org)



# DRIVING GROWTH THROUGH DIGITAL MARKETING

A Hands-On Virtual Workshop for Manufacturers

MAY 12, 2021 • 8:30 AM - 12:00 PM



Buyer  
Personas



Outbound  
Marketing



Inbound  
Marketing

[Register Now >>](#)

# Welcome to our Virtual Manufacturing Forum!

## How to Participate in Today's Event

FuzeHub is using an on-line platform called Remo to provide you with an event experience that is similar to our events in the physical world.

Remo is a virtual workspace with tables, chairs, and an event stage along with video conferencing and on-line chat.

To navigate between floors, click the appropriate floor button on the lefthand side of your screen.

## How to Learn More About and Chat with Other Attendees

Remo supports face-to-face conversations, so much of what you'll learn about your fellow attendees will be through video conferencing.

You'll also see basic information (such as first and last name) about other attendees. Clicking an attendee's avatar displays additional information (such as company name) from the attendee's Remo profile.

You can use the bar at the bottom of the screen to send messages to the entire event, all of the people at your table, or only to specific individuals. For example, you might use this feature to share your website.

## Need Help?

Call 518-210-1699 or [Click to Email for Help](#).

## What to Do When You Arrive

Logging into Remo takes you to the first floor of the virtual venue. Look for your avatar or image and then use your computer's mouse or keyboard to move around.

When you arrive, please be seated near the virtual stage. Sitting down is as simple as moving your cursor to an open chair and double-clicking; then your avatar will be seated in that chair. From 9:00 to 10:00 AM, you'll hear from our speakers and panelists.

## How to Meet with Resources

After the speakers have finished, manufacturers will have time to meet with resources. Each resource will be seated at a clearly-marked table in our virtual event.

To meet with a resource, move your avatar to a table that has an open chair and then double-click. You will then enter a video conference with that resource and any other table participants.

When you're ready to engage another resource, move your avatar to that resource's table and double-click. Please note that you can't sit at a table unless there is an open chair.

## Troubleshooting

FuzeHub staff will be available to help you troubleshoot any issues with the Remo platform. So, look for our virtual Tech Support table, there is one on each floor.

For basic information about Remo, watch [this YouTube video](#).

We hope you enjoy today's experience.



### Advanced Energy Research and Technology Center (AERTC Stony Brook U)

Floor 1, Table 9

The Advanced Energy Center (AERTC) is located in the Research & Development Park at Stony Brook University and is a true partnership of academic institutions, research institutions, energy providers and industrial corporations. The Center's mission is innovative energy research, education and technology deployment with a focus on efficiency, conservation, renewable energy and nanotechnology applications for new and novel sources of energy. [aertc.org](http://aertc.org)



### Advanced Institute for Manufacturing (AIM) - Cybersecurity

Floor 1, Table 10

Small to medium manufacturing businesses are one of the most popular targets for cyber attackers. Whether it's intellectual property or personal information, AIM Cyber Security can help keep the information of your company and your customers safe. AIM Cyber Security offers risk assessments as well as solutions implementation, employee training, and policy review. [aim-mep.org](http://aim-mep.org)



### Alliance for Manufacturing and Technology (AM&T)

Floor 1, Table 11

AM&T is a leader in assisting local manufacturers in overcoming the challenges of today's competitive economy. Our highly-skilled team of experts has many years of industry experience combined with extensive consulting, training and coaching experience. We are Business Advisors who have built a reputation for understanding and meeting manufacturers needs with expert solutions. We are a unique resource for manufacturers seeking to increase sales, streamline operations, achieve certifications, reduce costs, create jobs and prosper in the following counties: Broome, Chemung, Chenango, Delaware, Schuyler, Steuben, Tioga, and Tompkins. [amt-mep.org](http://amt-mep.org)



### Advanced Science Research Center Sensor CAT at City University of New York (CUNY) (ASRC Sensor CAT)

Floor 1, Table 12

The mission of the Advanced Science Research Center (ASRC) Sensor CAT is to increase New York State academic-industry collaboration to develop sensor-based technology. By facilitating access to necessary research instrumentation and academic expertise, the Sensor CAT plays a critical role in spurring technology-based applied research. Learn more at [asrc.gc.cuny.edu/about/sensor-cat](http://asrc.gc.cuny.edu/about/sensor-cat)



### Alstom Americas

Floor 1, Table 4

Leading societies to a low carbon future, Alstom develops and markets mobility solutions that provide the sustainable foundations for the future of transportation. Alstom's products portfolio ranges from high-speed trains, metros, monorail, trams and e-buses to integrated systems, customized services, infrastructure, signaling and digital mobility solutions. With Bombardier Transportation joining Alstom on January 29, 2021, the new Group's combined revenue amounted to €15.7 billion for the 12-month period ended March 31, 2021. Headquartered in France, Alstom is now present in 70 countries and employs 75,000 people. [alstom.com](http://alstom.com)



### Center for Advanced Ceramic Technology at Alfred University (CACT)

Floor 1, Table 13

The role of the CACT is to facilitate collaboration between industry and academia with the goal of creating economic impact for the CACT's industrial partners. In particular, the CACT promotes the internationally recognized expertise of AU's faculty in advanced technical ceramics and glass. The CACT leverages this expertise in a number of fields, including ceramics and



glass for application in energy, the environment, health care, defense, and much more. [alfred.edu/cact](http://alfred.edu/cact)



## **CAMP** Center for Advanced Materials Processing

### Center for Advanced Materials Processing at Clarkson University (CAMP)

Floor 1, Table 2 & Floor 2, Table 27

The Center for Advanced Materials Processing (CAMP) at Clarkson University is dedicated to developing Clarkson's research and educational programs in high-technology materials processing and is focused on industrial concerns and meeting industrial needs. CAMP's mandate is to develop innovations in advanced materials processing and to transfer this technology to business and industry. The Center is built on Clarkson's recognized expertise in colloid and surface science and fine particle technology. [clarkson.edu/camp](http://clarkson.edu/camp)



### Center for Advanced Microelectronics Manufacturing at Binghamton University (Camm)

Floor 1, Table 14 | Sharing Table with IEEC

Established in 2005, the [Camm](#) is part of S3IP, Binghamton's New York State Center of Excellence, which serves as an international resource for systems integration and packaging R&D. Camm is also the New York node of [NextFlex](#), a \$75 million, five-year federal initiative to advance flexible hybrid electronics manufacturing. The Camm is taking a leading role in creating technology ecosystems as well as educating the next generation of materials scientists and engineers. In 2019 NYSTAR named the Camm a new Center of Advanced Technology (CAT) for Flexible Hybrid Medical Device Manufacturing ([FlexMed](#)) and awarded it nearly \$8.8 million in funding over the next 10 years. This FlexMed CAT will assist with job creation through the development and commercialization of medical wearable technologies in New York state.



### Center for Economic Growth (CEG)

Floor 1, Table 17

Through Business Growth Solutions (BGS), the Center for Economic Growth (CEG) services small to medium sized companies (SMEs) in the manufacturing and

technology sectors across several industries. These services help SMEs realize new revenues and increase profitability through assisting them in increasing sales, improving productivity and operations, launching new products, aligning executive team strategies and more. CEG leverages expertise from our team members, as well as third-party partners, to provide solutions. [ceg.org](http://ceg.org)



### Center for Integrated Electric Energy Systems (CIEES Stony Brook U)

Floor 1, Table 18

Our goal is to make New York a global leader in the technologies that will accelerate the progress of renewable energy as one of the mainstream resources displacing fossil fuel-based electric power worldwide by facilitating the integration of renewable sources into the electric grid. We promote industry growth in New York in both thrusts by supporting industry collaborations with university experts in the following thrust domains, electric grid technology, advancing energy storage technology, integrating storage in the grid. [sbuciees.org](http://sbuciees.org)



### Center of Excellence in Advanced and Sustainable Manufacturing at RIT (COE-ASM)

Floor 2, Table 31 | Sharing Table with NYS P2I

The Center of Excellence for Advanced and Sustainable Manufacturing (COE-ASM) at Rochester Institute of Technology (RIT) helps emerging and existing NYS manufacturers become more competitive through innovation and technology in the design and manufacture of products and processes. Located outside of Rochester, NY on the RIT campus, COE-ASM works across all industry sectors and all regions of NYS and uses funding from NYS to: 1) assist companies in the development of new sustainable products and manufacturing processes, 2) disseminate information about the advantages of sustainable manufacturing technologies, and 3) develop a diverse portfolio of industry-relevant research in many areas of sustainable manufacturing with direct impacts to NYS manufacturers. Key technology areas include model-based engineering and simulation, digital manufacturing, product monitoring and analytics, advanced materials and processes, and lifecycle assessment. [rit.edu/gis/coe](http://rit.edu/gis/coe)



## Center of Excellence in Materials Informatics at the University of Buffalo (CMI UB)

Floor 2, Table 30

The Center of Excellence in Materials Informatics (CMI) connects companies to materials innovation to address materials challenges by developing breakthrough technologies, enhancing current R&D activities to discover new materials and processing methods and access to state-of-the-art equipment that encourages commercialization success, innovation and continued growth. Our strategic assets include: Expertise, experience and a talent pipeline; business-friendly, concierge, sponsored projects; computational resources and experts; shared equipment and instrumentation; manufacturing partnerships. We engage entrepreneurial faculty, foster a culture of innovation, and deploy the skills of UB researchers, entrepreneurs and partners to address industry's challenges and create jobs.

[www.rit.edu/gis/coe](http://www.rit.edu/gis/coe)



## CV-TEC Career & Technical Education (CV-TEC)

Floor 2, Table 32

CV-TEC Career & Technical Education is part of Champlain Valley Educational Services (CVES), one of 37 BOCES in New York State, is committed to serving our region's many needs. [cves.org/cv-tec/](http://cves.org/cv-tec/)



## CITEC Business Solutions

Floor 1, Table 1 & Floor 2, Table 26

CITEC offers consulting and training services to help North Country businesses grow. We specialize in working with small and medium manufacturers to eliminate waste, increase efficiency, and reduce defects, but we have clients in virtually every sort of industry. We focus on continuous improvement, safety, business development, human resources, leadership development and marketing. [citec.org](http://citec.org)



### Clinton Community College, Institute for Advanced Manufacturing (CCC Inst. Adv. Mfg.)

Floor 1, Table 15

The program's philosophy is to support larger systematic economic growth across a large and diverse region of New York State by using a local model that has the ability to be easily replicated by similar communities.

[iam.clinton.edu](http://iam.clinton.edu)



### Cornell Center for Materials Research at Cornell University (CCMR)

Floor 1, Table 16

CCMR advances, explores, and exploits the science and engineering of advanced materials through the study of materials at the nanoscale. CCMR's eight facilities comprise state of the art instruments for materials synthesis and preparation, analysis, testing and characterization. They are used not only by Cornell researchers, but also by researchers from other universities, from government and from industry, from manufacturing businesses to R&D corporations. Access to Cornell materials science experts is available to industry through the grant-based Industrial Partnerships Program. Industrial projects receive matching funds through the flagship JumpStart program for small NYS companies and startups. Other mechanisms are available to large and small companies and support projects, instruments' usage and student internships.

[ccmr.cornell.edu](http://ccmr.cornell.edu)



### Empire State Development, Global NY Export Assistance (Global NY)

Floor 2, Table 33

With representatives around the world and programs offering export funding and assistance, Global NY helps New York businesses enter or expand their presence in the global marketplace. Global NY programs connect companies with sales agents and distributors abroad and offset the costs of exporting with grants and loans. By participating in our trade missions, New York businesses can create and reinforce global connections and partnerships. Global NY is committed to helping businesses sell their products and services in growing markets including Canada, China, Europe, India, Israel,



Mexico, Europe, South Africa and South America.  
[esd.ny.gov/global-ny-export-assistance](https://esd.ny.gov/global-ny-export-assistance)



### Empire State Development, Regional Office (North Country)

Floor 2, Table 34

The mission of Empire State Development is to promote a vigorous and growing state economy, encourage business investment and job creation, and support diverse, prosperous local economies across New York State through the efficient use of loans, grants, tax credits, real estate development, marketing and other forms of assistance. Empire State Development (ESD) is the economic development arm for New York State. ESD is focused on strengthening New York State's innovation-based economy through partnerships with our acclaimed universities, promoting entrepreneurialism through the development of incubators, next-generation manufacturing and technology hubs across the state and providing hands-on technical and financial assistance to help big and small businesses meet their goals. With so much support for business, New York's vibrant economy continues to grow. [esd.ny.gov/](https://esd.ny.gov/)



### Empire State Development, Division of Science, Technology and Innovation (NYSTAR)

Floor 2, Table 35

Empire State Development's Division of Science, Technology and Innovation (NYSTAR) offers programs that assist companies from start-up through maturity, leveraging the state's unparalleled investment in world-class technology assets and expertise.  
[esd.ny.gov/nystar](https://esd.ny.gov/nystar)



### Fort Drum Transition Assistance Program (Fort Drum TAP)

Floor 2, Table 36

The Employment Readiness Program provides career assistance to Soldiers and military Family Members as they transition to and from Fort Drum. [SFL-TAP](https://sfl-tap.com)



### FuzeHub

Floor 1, Table 1A | Floor 2, Table 2A

FuzeHub provides New York State manufacturers with guided access to our extensive network of industry experts, programs and assets to solve productivity, commercialization, research and development issues, and other challenges to growth. The FuzeHub team consists of experienced manufacturing and business professionals who are knowledgeable gateways to New York State's vast technology, research, engineering, and equipment assets. FuzeHub responds directly to all company requests within 24-48 hours, as the first step to connecting you to specialized technical resources, programs, and services. [fuzehub.com](http://fuzehub.com)



### Integrated Electronics Engineering Center (IEEC) at SUNY Binghamton

Floor 1, Table 14 | Sharing Table with CAMM

The Integrated Electronics Engineering Center (IEEC) is a New York State Center for Advanced Technology in Electronics Packaging. Formed in 1991, the IEEC is dedicated to the advancement of electronic packaging technology and the electronics industry. We conduct leading edge research in a wide variety of packaging areas for the technological and economic benefit of our member companies. The combined expertise and facilities of the IEEC and associated Engineering and Science departments at Binghamton University are available to companies to help advance their business. [binghamton.edu/ieec](http://binghamton.edu/ieec)



### LC Drives

Floor 1, Table 5

LC Drives is revolutionizing the design and manufacture of power-dense, liquid-cooled Permanent Magnet (PM) electrical machines. The Company designs and manufactures light-weight motors and generators that are purpose-built for a range of industries and applications including marine propulsion, wind, and industrial process automation. Their CoolSlot™ innovation is a thermal management solution designed into the area of the motor/generator that generates the majority of the losses — the stator conductors. This approach allows the size and weight of the machine to be 50 to 75 percent smaller than that of the world's

leading suppliers. This unique approach enables the production of purpose-built electric motors and generators that are significantly smaller, lighter, and more efficient than conventional water-cooled PM machines. [Lcdrives.com](http://Lcdrives.com)



## Manufacturing & Technology Enterprise Center (MTEC)

Floor 2, Table 37

Since 1988, Manufacturing & Technology Enterprise Center has been developing strategies to help businesses grow to new heights. MTEC brings a network of experienced engineers, programmers, and business and manufacturing professionals to your team, helping you develop your product or application strategy and concepts, design product prototypes, and facilitate and optimize your manufacturing value chain. We provide mid-sized manufacturers and early stage technology companies with cost effective, high quality technical and management services focused on: Management Consulting, Technology, Engineering, Continued Strategic Innovation. [mfgtec.org](http://mfgtec.org)



## NAMTrans

Floor 1, Table 1C

The North American Center of Excellence for Transportation Equipment (NAMTrans) is a strategic subsidiary of the North Country Chamber of Commerce based in Plattsburgh, New York. NAMTrans is dedicated to serving the large and diverse cluster of over fifty Transportation Equipment and Aerospace manufacturers in the seven county North Country Region of New York State. [namtrans.org](http://namtrans.org)

**WE ARE YOUR DOL**



## New York State Department of Labor (NYS DOL)

Floor 2, Table 43

In good economic times or bad, the New York State Department of Labor has no-cost programs and services that can save your business time and money. Be it recruiting and training new employees or providing guidance on a variety of labor issues, we can help. [dol.ny.gov](http://dol.ny.gov)



### New York Ventures (NY Ventures)

Floor 2, Table 45

New York Ventures is an early stage venture capital fund that invests in high growth start-up companies that are led by diverse entrepreneurial teams, across all regions of New York State. We administer the state's innovation investment funds by partnering with entrepreneurs to build the future of New York, prioritizing companies that solve important challenges in the areas of climate change, agriculture, healthcare, education, information sciences and other emerging technologies. More than 43% of the 25 companies in our current portfolio are women or minority-founded businesses. We co-invest with a wide variety of large and small funds to leverage NYS dollars for the benefit of all New Yorkers resulting in successes across a range of companies and industries.

[esd.ny.gov/doing-business-ny/venture-capital](https://esd.ny.gov/doing-business-ny/venture-capital)



### Norsk Titanium

Floor 1, Table 6

Norsk Titanium is the world's pioneering supplier of aerospace-grade, additive manufactured, structural titanium components. The company is distinguished in the aviation industry by its patented Rapid Plasma Deposition™ (RPD™) process that transforms titanium wire into complex components suitable for structural and safety-critical applications. Norsk Titanium is a tier-1 supplier to Boeing, Spirit AeroSystems and GKN and is committed to cost-reducing aerostructures and jet engines for the world's premier aerospace manufacturers. RPD™ is the world's first FAA-approved, 3D-printed, structural titanium, delivering substantial lead-time and cost savings for aerospace, defense and commercial customers. [norsktitanium.com](https://norsktitanium.com)



### North Country Chamber of Commerce (NC Chamber)

Floor 2, Table 29

The North Country Chamber of Commerce is a regional chamber serving Clinton, Essex, Franklin, Hamilton and northern Warren Counties in New York State and southern Quebec. With more than 3,200 members, it is the largest business and economic development alliance

in northern New York and one of the five largest chambers in the state. [northcountrychamber.com](http://northcountrychamber.com)



### **NYS Pollution Prevention Institute (NYSP2I)**

Floor 2 Table 31 | Sharing Table w/ COE-ASM

NYSP2I helps companies accelerate the commercialization of green products and processes, supporting job creation and economic growth. New York State companies can take advantage of emerging market opportunities for environmentally preferable products, by receiving assistance in a variety of areas: Accelerate product commercialization by leveraging engineering & technical resources to address technical challenges; Assist companies to further optimize their manufacturing processes and resource utilization; Provide supply chain sustainability assessments and certification assistance; Leverage business assistance through GTAC partner incubators and NYS Regional Technical Development Centers across the State.

[rit.edu/affiliate/nyssp2i/](http://rit.edu/affiliate/nyssp2i/)



### **NYS Science & Technology Law Center (NYS STLC)**

Floor 2, Table 44

The mission of the NYS STLC is to assist and provide information to New York's Centers for Advanced Technology, Strategically Targeted Academic Research Centers, Advanced Research Centers, Centers stage technology companies as they develop and market new technologies and seek to compete in the high technology marketplace. To this end, the NYS STLC advises the Research Centers, NYSTAR, academic institutions, and other public and private stakeholders on a wide range of technology-related legal issues, including the protection and commercialization of intellectual property, technology transfer practices, patents, copyright and trademark law, and licensing agreements.

[nysstlc.syr.edu](http://nysstlc.syr.edu)





## The Shipley Center for Innovation (Shipley Center)

Floor 2, Table 38

The mission of the NYS STLC is to assist and provide information to New York's Centers for Advanced Technology, Strategically Targeted Academic Research Centers, Advanced Research Centers, Centers stage technology companies as they develop and market new technologies and seek to compete in the high technology marketplace. [clarkson.edu/shipley](http://clarkson.edu/shipley)



## Small Scale Systems Integration and Packaging at Binghamton University (S3IP)

Floor 2, Table 47

The Small Scale Systems Integration and Packaging (S<sup>3</sup>IP) Center brings together teams of experts from industry and Binghamton University to address pressing real-world problems in the systems integration and manufacturing of electronics. Our research centers focus on topics related to electronics packaging, flexible electronics, energy-efficient data centers and energy harvesting and storage. S3IP, now celebrating its first decade as a New York State Center of Excellence, and its constituent research centers have contributed more than \$1 billion in economic impact to New York State since 1996. [binghamton.edu/s3ip/](http://binghamton.edu/s3ip/)



## SUNY Apprenticeship Program

Floor 2, Table 39

The State University of New York (SUNY), in partnership with the New York State Department of Labor (NYSDOL) and the United States Department of Labor (USDOL), coordinate activities to expand Registered Apprenticeship in New York with a focus on engaging small, medium, and large employers to secure paid apprenticeships in high-demand, competitive wage occupations. Our funding allows us to support employers with Registered Apprenticeship programs, as well as assist current and future Registered Apprentices. Funds can be accessed by SUNY colleges to grow apprenticeship programs in their region. Currently, we

are supporting trades in Advanced Manufacturing, Information Technology, Cybersecurity, Healthcare and other trades outside of the construction sector.

[suny.edu/apprenticeship/](http://suny.edu/apprenticeship/)



### SUNY Plattsburgh

Floor 2, Table 40

Since its founding in 1889 at a teaching college, SUNY Plattsburgh has had a strong history of meeting regional and statewide needs for higher education. It is also a major driver of the economic and cultural well-being of the community. SUNY Plattsburgh is accredited by the Middle States Commission on Higher Education (MSCHE) and authorized by the Board of Regents of the University of the State of New York. The campus was accredited for ten years in June, 2012. [plattsburgh.edu](http://plattsburgh.edu)



### The Development Corporation (TDC)

Floor 1, Table 1B | Floor 2, Table 2B

The Development Corporation is a private, not-for-profit corporation with more than 55 years of economic development success in the Greater Plattsburgh, NY area. Governed by a 31-member Board of Directors comprised of business and community leaders from throughout Clinton County, TDC develops industrial parks for new business investments and works to retain and expand local industry. Today, TDC owns 17 industrial buildings in Greater Plattsburgh, totaling approximately 600,000 square feet of industrial space. The 30 companies currently in TDC facilities employ approximately 1,700 people. [tdcnny.com](http://tdcnny.com)



### Trade Adjustment and Assistance Center (TAAC)

Floor 2, Table 41

The Trade Adjustment Assistance Center (TAAC) is a non-profit, regional center that provides aid funded by the U.S. Department of Commerce's Economic Development Administration, exclusively to New York, New Jersey and Puerto Rico manufacturing and service companies that have been impacted by foreign competition. The TAAC's mission is to alleviate the

adverse effects on workers, employers and communities resulting from increases in foreign imports. TAAC partners with manufacturers/service firms by offering cost share grant funding of up to \$150,000 (50 percent company match) or \$30,000 (25 percent company match) to implement projects that are focused on improving a firm's internal operations and competitive abilities for increased profits, jobs creation and long-term financial stability. [www.tradeadjustment.org](http://www.tradeadjustment.org)



### Train Development Optimize (TDO)

#### Floor 2, Table 42

TDO is a not-for-profit consulting and training organization based in Syracuse, New York. Our team consists of experienced, senior-level professionals from diverse industries with a passion for helping companies increase revenue, reduce costs and increase productivity using their business, leadership, process improvement, and technical expertise. We accomplish this through initiatives in lean six sigma, workforce and leadership development, strategic planning, quality systems, marketing and sales strategies, the implementation of leading-edge technologies and more. For researchers and entrepreneurs, we help develop successful business strategies, assist in the transfer of university-developed technologies, and smooth the transition from start-ups to mature organizations. [tdo.org](http://tdo.org)



### Twin State Technologies (Twin State)

#### Floor 1, Table 1D | Floor 2, Table 2D

Twinstate Technologies is a family-owned, certified WBE, future-forward B2B company. Specializing in cybersecurity, proactive managed IT services, voice solutions, networking, cabling (and more) in the cloud or on your premise.

Celebrating our 50th anniversary in 2018, Twinstate Technologies will mark another 50 years in business, drawing upon our distinct legacy in the technology sector to propel us forward. What began in a chicken coop and laundry room of an old farmhouse evolved into a security-focused B2B service provider company. Throughout the years, we've seen many changes in technology, some being fast and furious – as we all witness today. We ensure that our team keeps pace with

industry advancements and NIST guidelines through constant education and testing, providing our clients with solutions that we have strenuously vetted and we are able to support. We are personally invested and we pass the benefits of our investment on to our customers. We've come a long way since rotary dial, tone to pulse and PABX's, expanding into cybersecurity and information technology. The transformation has been amazing to watch and future promises many more exciting advances in technology. Whatever evolves, we'll be ready.

Manufacturing is critical to our country's success. Twinstare is passionate about helping manufacturers make the most out of their IT spend, empowering productivity and keeping intellectual property out of harm's way from hackers & bad actors. We love seeing our clients succeed, which is why our mantra is - better business together. [twinstare.com](http://twinstare.com)



### Unique Electric Systems

Floor 1, Table 7

Unique Electric Solutions, aka UES, manufactures battery electric (BEV) and fuel cell electric (FCEV) vehicle propulsion systems for commercial fleets, upfitters and select OEMs. These engineered, end-to-end EV propulsion systems are deployed in both new production vehicle platforms as well as conversions of on-road medium and heavy duty trucks and buses for numerous applications such as package delivery, passenger transportation and terminal trucks. As example, the UES uniqueEV™ platform is field proven in various demanding use cases including daily service in UPS (United Parcel Service) fleets in New York City and California. [uesmfg.com](http://uesmfg.com)



### U.S. Commercial Service

Floor 2, Table 46

The U.S. Commercial Service, part of the U.S. Department of Commerce's International Trade Administration, offers companies a full range of expertise in international trade, and is the premier resource and key partner for American companies competing in the global marketplace. With trade experts across the country and around the world, we assist primarily small- and medium-sized exporters with market intelligence,



worldwide trade missions and events, business matchmaking, market assessment and due diligence, advocacy and more. Through the SelectUSA program, we also work to promote and facilitate business investment in the United States. [trade.gov](http://trade.gov)



### Vapor Stone Rail Systems (Vapor Stone Rail)

Floor 1, Table 8

Watec Corporation's Vapor Stone Rail Systems is the leader in the design, development, prototyping, manufacturing and distribution of door systems for metros, and air conditioning system accessories for commuter trains and passenger trains. Our production facility, located in Plattsburgh, New York, employs 96 persons who assemble door systems and air conditioning accessories. [wabteccorp.com](http://wabteccorp.com)



### Workforce Development Institute

Floor 1, Table 3 & Floor 2, Table 28

WDI provides grant opportunities to NYS manufacturers. WDI is a statewide 501(c)3 non-profit that improves the lives of working men and women across the state by providing targeted programs in workforce, economic, and community development. A focus on helping businesses become and remain successful is a key component of this programming. The WDI works to ensure that investments in all three areas – workforce, economic and community development – are integrated and reflect the perspectives of working men and women. [wdiny.org](http://wdiny.org)