



Dan Falkenstrom

Operations Director

Tech Valley Center of Gravity

- B.S. Mechanical/Aerospace Engineering
- Manufacturing engineering roles at Pratt & Whitney, Knolls Atomic Power Labs, GE
- With TVCOG since 2018 (volunteer since 2013)





TECH VALLEY CENTER OF GRAVITY

a 501(c)3 non-profit organization

THE CAPITAL REGION'S PREMIER MAKERSPACE

A makerspace, manufacturing incubator, STEAM education center, and creative community.

Providing low-cost access to equipment, workspace, training, and business expertise.



What's an incubator?

- Like a personal trainer for entrepreneurs that provides...
 - **mentorship** from those who have done it before to help ensure you don't waste time on the wrong path.
 - **access to a physical workspace** to operate out of, that facilitates networking with mentors and other startups.
 - **access to shared equipment** and resources.
- In contrast to an **accelerator**, which provides **intensive, time-constrained business support** with the goal of rapidly increasing growth.



TVCOG is a...

Makerspace

13,000 sqft, 95 major tools worth
> \$200,000

Woodworking | Machining | Welding
| Fiber Arts | Electronics | Glass
Fusing & Enameling | 3D Printing |
Laser Cutting | Prototyping Center

Work alongside minds diverse in
experience and skills



TVCOG is a...

STEAM Education Center

Learn new skills and how to use our equipment

Open-to-the-public and members-only offerings

Customized one-on-one or group sessions



TVCOG is a...

Manufacturing Incubator

Helping hardware startups succeed

Access knowledge of mentors and
technical experts

Programs to share ideas & grow your
network

NYS Hot Spot tax incentives



Membership

Level	Price Per Person	Access	Ideal for...
MAKER	\$60/month	Weeknights & Weekends	individuals who create on weeknights and weekends
SUPER MAKER	\$100/month	24/7	individuals who create on any day, at any time
ASSOCIATE	\$50/year + \$25/day pass	24h Day Pass	individuals who need infrequent access
COWORKING	\$50/month	24/7	individuals who need desks & meeting rooms (no tools)
PROFESSIONAL MAKER	\$150/month	24/7	established businesses with multiple employees
INCUBATED MAKER	\$135/month	24/7	hardware startups (application required)



Incubated Maker Members

\$135/month



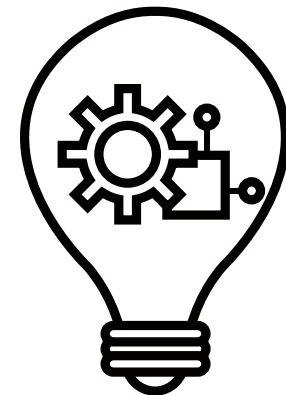
IDEAL CLIENTS

Dedicated to bringing a physical product to market

In the process of refining a prototype

Ready to transition to manufacturing

Scaling up manufacturing



- ✓ **Application required.** Must be a business. Min 1 year, max 3 year term.
- ✓ Receive consultation from an experienced Manufacturing Mentor
- ✓ Dedicated time from COG staff for project guidance, introductions, and funding support
- ✓ Eligible for Innovation Space rentals
- ✓ Innovation Hot Spot and STARTUP-NY tax incentive eligibility

✓ Get connected with local manufacturing resources

✓ 24/7 building & equipment access

✓ Access in-house prototyping services & special rates with partner vendors

✓ Use our location as your business address

✓ Access special Solidworks & Fusion360 licensing

✓ 25% discount on equipment use rates

✓ Access our community of 200+ members with diverse knowledge and experience

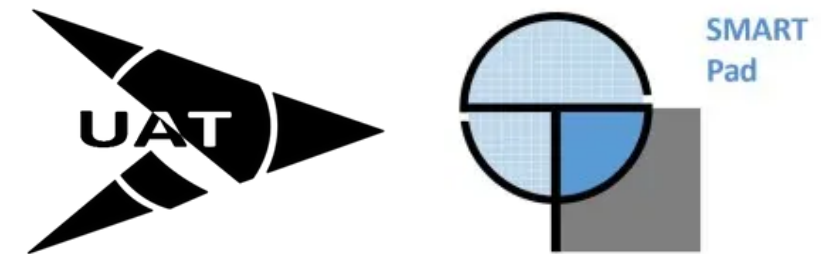
✓ Discounts & flexible pricing for multiple employees

Graduates



Micromobility startup re:Charge-e received mentorship that guided them through transforming a desktop prototype into a fully functioning demonstrator. Their unique new system provides wireless power transfer for multiple brands of electric bikes and scooters.

Brandon Gamm, Prixel: "Being able to use the manufacturing equipment in the CoG prototyping lab has given me the ability to produce production-grade products and the flexibility to modify and change things on the fly. I can iterate on a component several times in a day rather than waiting days or weeks between changes for outsourced samples."



UNCAGED

re:Charge
WIRELESS SHARED MOBILITY

PRIxel

VORPAL
BOARD

Jewels of the Sea



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