

# How to Identify Funding Opportunities

For Startups

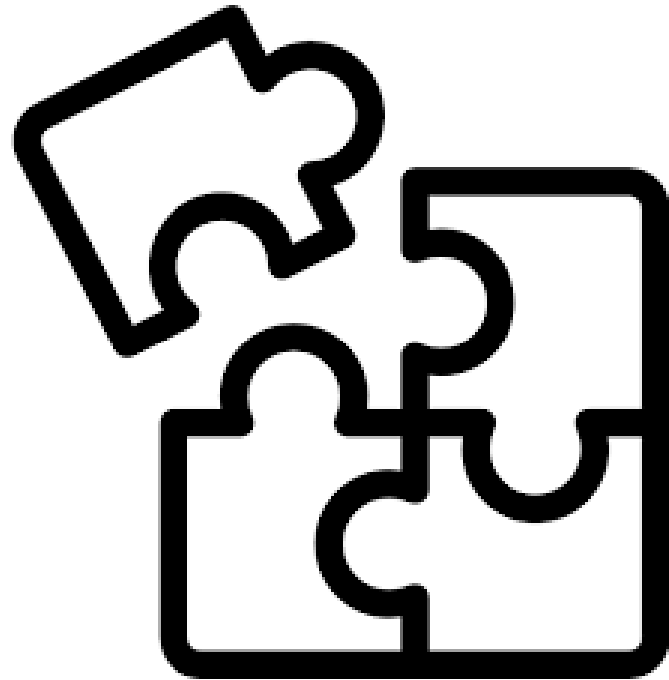


**Patty Rechberger**  
Innovation Fund Manager  
FuzeHub

# How to Fund Your Business



# Save Time & Effort





# Good Fit Aspects to Consider

- Total Investment Needs until
  - Production
  - Profitability
- Investment Timeline
- Repayment Options
- Company Stage
- Funding Stage
- Industry
- Type of Product

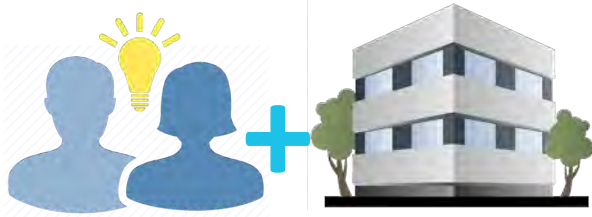



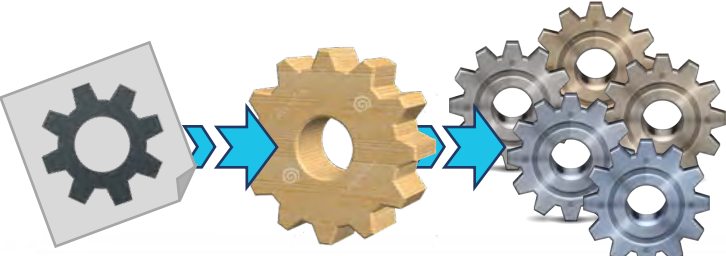

# Jeff Lawrence Innovation Fund



	MANUFACTURING GRANT	COMMERCIALIZATION COMPETITION
REQUIREMENTS		
AWARDS	\$10,000 – \$50,000	\$50,000 – \$150,000
PROJ. TIMELINE	12 MONTHS	12 MONTHS
APPLICATIONS	JANUARY, APRIL	JULY

# Which fund is right for me?



	MANUFACTURING GRANTS	COMMERCIALIZATION COMPETITION
APPLICANT		
TYPE	<b>GRANT</b>	<b>SAFE</b>
REVENUE	 <b>ANY</b>	 <b>UNDER \$100K</b>
PROJECT SCOPE		

# When and How to Apply?

(2023 Dates)

## Manufacturing Grants

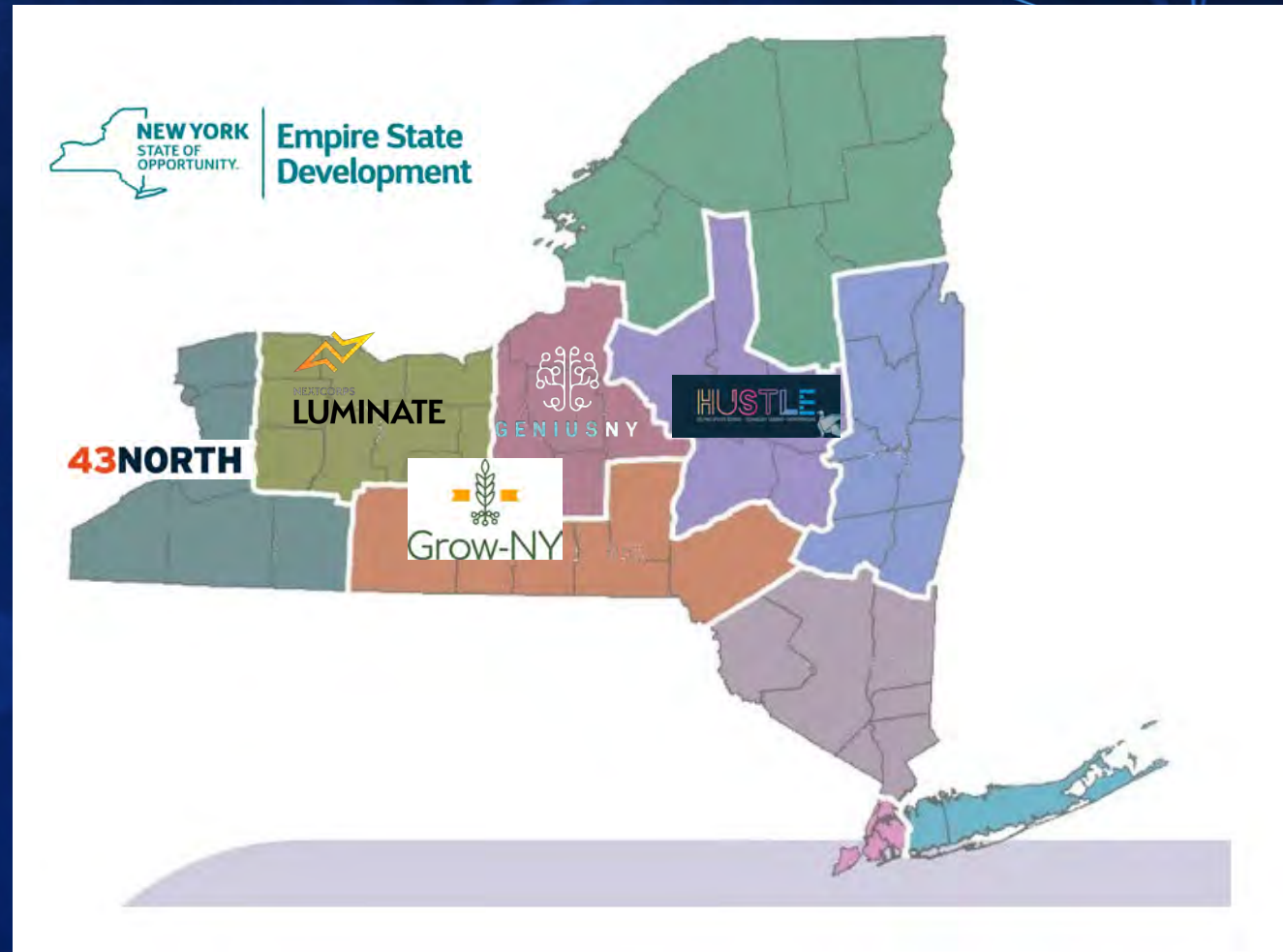
- **January 16 – February 15**
- **April 17 – May 16**

## Commercialization Competition

- **Application Period: July 10 – August 9**
- **Finalist Pitch Live: October 16-17**  
**(NYS Innovation Summit)**



# Other NYS Competitions







# Thank You

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# Appendix

- Grants

- [Cornell Center for Materials Research](#)
- [New York State Pollution Prevention Institute \(NYSP2I\)](#)
- [New York State Grants Gateway](#)
- [CenterState CEO](#)
- [SBIR/STTR](#)

- Loans

- [Small Business Administration](#)

# Appendix

- Jeff Lawrence Innovation Fund
  - <https://fuzehub.com/innovation-fund/>
- Manufacturing Grants
  - <https://fuzehub.com/manufacturing-grants/>
- Commercialization Competition
  - <https://fuzehub.com/commercialization-competition-2/>
  - FuzeHub SAFE: <https://fuzehub.com/wp-content/uploads/2023/07/2023-FuzeHub-SAFE-Agreement-Form360511.9-C.docx>

# Jeff Lawrence Innovation Fund

## ELIGIBLE COSTS



Equipment



Materials  
& Supplies



Engineering / Design



Non-executive  
Personnel



Lab Use  
Costs



Project-related  
Travel



Customer  
Discovery



Marketing  
(Competition only,  
with a cap)



Other costs directly  
related to executing  
the Project

# Jeff Lawrence Innovation Fund

## INELIGIBLE COSTS



Overhead / Indirect  
Administrative Costs



Office Rent, Utilities,  
Project Administration



Executive Personnel



Unjustified Travel



IP-related Costs



Professional Costs  
(Lawyer, Accountant)



Marketing  
(allowed on Competition only,  
with a cap)

# Other NYS Competitions

- 43 North (rapid growth startups)
  - \$1M awards
  - Must relocate to Buffalo, NY
  - Application period May – June
  - <https://www.43north.org/>
- Genius NY (uncrewed systems, IoT, robotics and big data startups)
  - \$500k/ \$1M awards
  - Must relocate to Central NY
  - Application period March – May
  - <https://geniusny.com/news/>
- Grow-NY Food & Agriculture
  - Up to \$1M awards
  - Must relocate to Finger Lakes, Central NY, and Southern Tier regions
  - Application period March – June
  - <https://www.grow-ny.com/>
- HUSTLE Defense Accelerator (Griffiss Institute – AI, machine learning, cybersecurity, quantum science, unmanned aircraft system )
  - Up to \$350k award
  - must relocate to Mohawk Valley, NY
  - Application period Dec – March
  - <https://www.griffissinstitute.org/what-we-do/hustle>
- Luminate (optics, photonics, or imaging enabled technology from anywhere in the world)
  - Up to \$1M award
  - Must relocate to Rochester, NY
  - Application period: November – January
  - <https://luminare.org/>