

2023

**SERVING MANUFACTURERS**  
IN NEW YORK STATE

**FUZEHUB ANNUAL REPORT**



## A LETTER FROM THE DIRECTOR

FuzeHub's 10th anniversary has been defined by our commitment to collaboration, our statewide impact, and our pursuit of new growth.

We started our work a decade ago with a simple mission: Helping New York manufacturers and innovators thrive. We had no official name and a team of only two — but what we did have back then was a vision to play a role in fueling the Empire State's resurgence as a manufacturing powerhouse.

In the years since, FuzeHub has built a vast network of partners, created meaningful programming, and served manufacturers and startups from Buffalo to Brooklyn and beyond.

We have emerged as an influential force for New York State's innovation ecosystem, while gaining a reputation for getting things done and making a difference.

We've never done it alone — we've always had support from people like you. In 2023 especially, FuzeHub felt a tremendous level of support as we expanded our advanced materials capabilities and set new records for participation in our programs and attendance at the New York State Innovation Summit.

With 10 years down and many more ahead, our focus remains the same — we're still here to help companies solve challenges, increase competitiveness, adopt new innovations, and accelerate growth. With our expanded capabilities and always-growing network of connections, FuzeHub is now prepared to deliver an even bigger impact.

Please reach out. We're here to help.



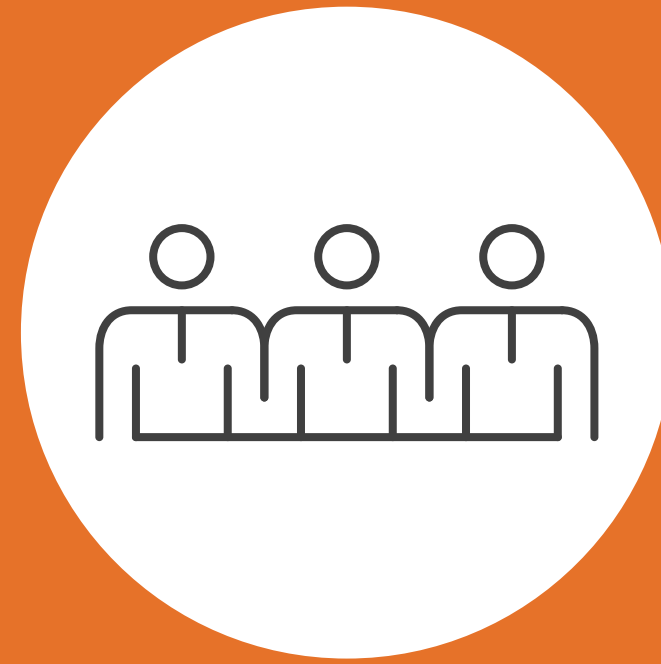
All the Best for 2024,

**Elena Garuc**  
Executive Director  
FuzeHub



**\$241+M**

*IN ECONOMIC IMPACT  
SINCE INCEPTION*



**1,500**

*JOBS  
SINCE INCEPTION*



**70,589**

*UNIQUE WEBSITE  
VISITORS IN 2023\**

\*ACROSS MULTIPLE FUZEHUB  
ADMINISTERED WEBSITES



**100**

*FUZEHUB & NYSTAR  
MEDIA HITS IN 2023*

# FUZEHUB CELEBRATED 10 YEARS IN 2023

FUZEHUB CELEBRATED A MILESTONE THIS SUMMER:  
OUR 10TH YEAR SERVING MANUFACTURING AND  
TECHNOLOGY INNOVATORS IN NEW YORK STATE.

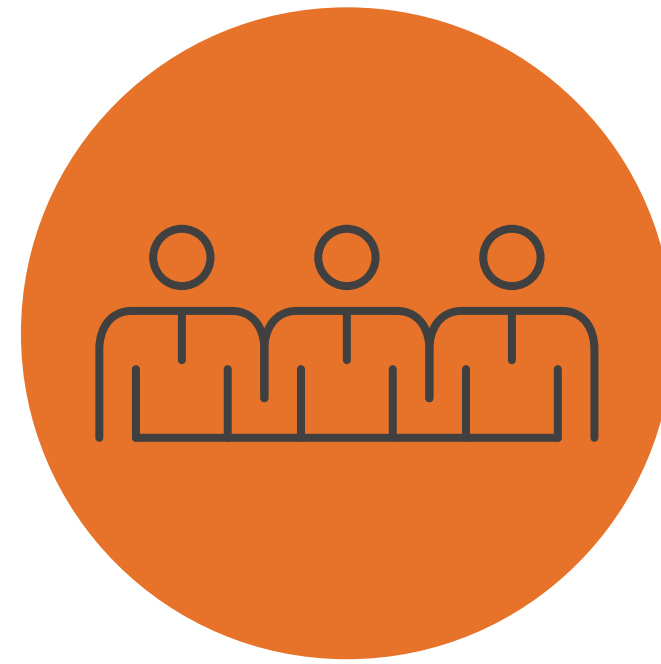
# 2023 FUZEHUB EVENTS

IN 2023, FUZEHUB VENTURED ACROSS NEW YORK STATE TO BRING MANUFACTURING EXPOS, FORUMS, WORKSHOPS, AND MORE TO MANUFACTURERS, ENTREPRENEURS, AND INNOVATORS.



**14**

EVENTS  
IN 2023



**1,622**

EVENT ATTENDEES  
IN 2023





# MANUFACTURING SOLUTIONS

FUZEHUB'S MANUFACTURING SOLUTIONS PROGRAM ESTABLISHES CONNECTIONS TO LEADERS IN MANUFACTURING INNOVATION AND TECHNOLOGY, EXPERTS IN ENGINEERING, DESIGN AND PRODUCTION, AND SPECIALISTS IN BUSINESS DEVELOPMENT.



QUESTIONS ABOUT THE PROGRAM?

Contact **Eric Fasser**, Solutions Program Manager at **[Eric@Fuzehub.com](mailto:Eric@Fuzehub.com)**



**217**  
REQUESTS



**368+**  
REFERRALS



**150**  
STARTUPS ASSISTED

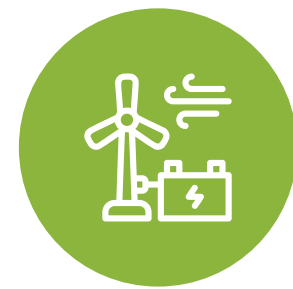
# MANUFACTURING SOLUTIONS

## TOP INDUSTRIES REPRESENTED IN 2023



**24.9%**

CONSUMER, INDUSTRIAL, CONSTRUCTION PRODUCTS & OTHER



**18.4%**

CLEAN TECHNOLOGY & RENEWABLE ENERGY, ENVIRONMENTAL, BIO-MATERIALS, SUSTAINABILITY



**15.2%**

ADVANCED MATERIALS & MANUFACTURING, INCLUDING CONTRACT MANUFACTURERS



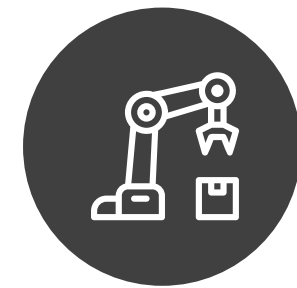
**14.7%**

BIO-TECH & LIFE SCIENCES, MEDICAL, PERSONAL CARE / COSMETICS, CHEMICALS



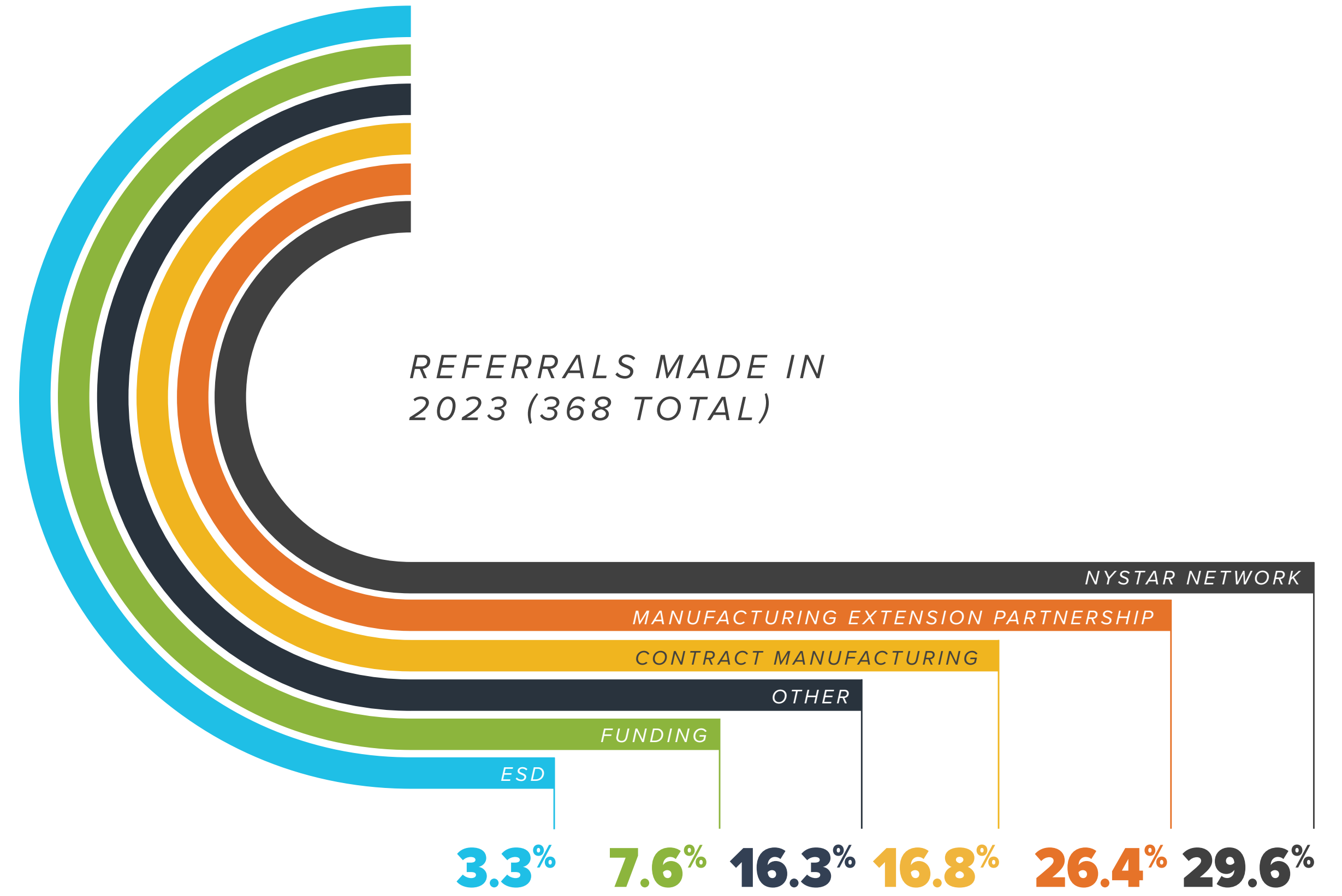
**8.8%**

AGRIBUSINESS, FOOD & BEVERAGE



**5.5%**

HIGH-TECH ELECTRONICS & IT, I4.0, ROBOTICS, SENSORS



# JEFF LAWRENCE INNOVATION FUND

FUZEHUB'S JEFF LAWRENCE INNOVATION FUND WAS LAUNCHED IN 2016 AND IS COMPRISED OF THREE TRACKS: MANUFACTURING GRANTS, COMMERCIALIZATION COMPETITION, AND THE INNOVATION CHALLENGE. THE FUND PROVIDES ASSISTANCE TO THE MANUFACTURING, RESEARCH AND DEVELOPMENT, TECHNOLOGY, AND ENTREPRENEURIAL ECOSYSTEMS.



QUESTIONS ABOUT THE FUND?

Contact **Patty Rechberger**, Fund Manager at **[Patty@Fuzehub.com](mailto:Patty@Fuzehub.com)**



**59**  
OPEN PROJECTS



**27**  
2023 AWARDS



**180**  
LIFETIME PROJECTS



# JEFF LAWRENCE INNOVATION FUND



**27**

*NEW AWARDS IN 2023*

**20**

*MANUFACTURING  
GRANTS*

**7**

*COMPETITION  
AWARDS*

“

At Copprium, our experience with the Jeff Lawrence Manufacturing Grant through FuzeHub has been transformative. This grant crucially supported our scaling efforts by optimizing our manufacturing processes, enabling us to meet demanding industry standards effectively.

Additionally, the connections facilitated by FuzeHub have been invaluable. They have accelerated our growth, providing access to essential resources and industry expertise. This has opened new avenues for innovation and development for our conductive based copper inks.

We are deeply appreciative of FuzeHub’s role in our journey and look forward to future collaborations.



**BRIAN BISCHOFF, COPPRIUM**  
2023 MANUFACTURING GRANT AWARDEE

# MARKETING SERVICES

2023 WAS A YEAR OF GROWTH FOR OUR MARKETING SERVICES PROGRAM AT FUZEHUB. OVER THE COURSE OF THE YEAR WE ADDED CLIENTS IN SEVERAL REGIONS OF THE STATE, OFTEN LEVERAGING PARTNERSHIPS WITH NEW YORK STATE REGIONAL MEP CENTERS TO HELP THEM ASSIST THEIR CLIENTS ON NEW OR UPDATED WEBSITES, BRANDING, PRODUCT CATALOGS, SEARCH ENGINE OPTIMIZATION, MARKETING CONTENT FOR THEIR WEB SITES, AND EXPOSURE THROUGH THE FUZEHUB WEBSITE WITH BLOGS, PODCASTS AND MORE. FINALLY, WE ESTABLISHED NEW COLLABORATIONS WITH RHODE ISLAND MEP WHERE WE ARE HELPING THEM DELIVER BUSINESS PROCESS AUTOMATION TO HELP MANUFACTURERS CONNECT THEIR ORDER ENTRY AND FULFILLMENT CLOUD SOFTWARE SYSTEMS, ALONG WITH WEB SERVICES TO THEIR CLIENTS.



**14**  
PROJECTS



QUESTIONS ABOUT  
MARKETING SERVICES?

Contact **Kim Lloyd**, Special Projects  
Director at **[Kim@Fuzehub.com](mailto:Kim@Fuzehub.com)**



# MARKETING SERVICES



**\$27.2M**

*IN INCREASED  
REVENUE, COST SAVINGS,  
AND CAPITAL INVESTMENTS  
SINCE PROGRAM INCEPTION*

“

Meyda has been manufacturing and designing award-winning Tiffany, Rustic, and Custom lighting for 50 years. We engaged FuzeHub, which expertly guided a major website design and functionality overhaul that included thousands of products and helped us achieve a 65% traffic growth from our old website. We increased our content quality, metadata, internal links, and information architecture. Utilizing FuzeHub’s capabilities, our website has become more user-friendly, quicker, and easier to navigate, expediting our ROI and substantially raising our SEO rankings, site traffic and lead generation.

**CHET COHEN**  
MEYDA

# HELPING MANUFACTURE INNOVATION

“

We have worked closely with FuzeHub over the years, and find them to be a critical component within the foundation of a burgeoning New York State business ecosystem. They help organizations look beyond the walls of their company, connecting the right people at the right time.



**CHRIS BERRY  
MARQUARDT**

“

FuzeHub has helped us in so many ways. They helped fund our commercialization process, which is a long and difficult road in MedTech. In addition, they connected us to regional experts when we were having difficulty with scalability. They have been great partners over the past few years. We couldn't have done it without their support.



**PAULA JAYE DOYLE  
ENDOGLOW, LLC**

“

FuzeHub is a long-time supporter of our efforts to revolutionize the intermittent catheter market and dramatically improve quality of life and health for people living with urinary retention and neurogenic bladder. The team at FuzeHub is incredible to work with and has truly made a profound difference in our trajectory at Aurie. I could not recommend working with FuzeHub through the Commercialization Competition or Manufacturing Grant more!



**SOUVIK PAUL  
CATHBUDDY, INC. / AURIE**



# NEVER MISS A BEAT

Learn more about FuzeHub and stay up to date with events and news on our website [fuzehub.com](http://fuzehub.com), subscribe to our [newsletter](#), and follow us on Facebook, LinkedIn, and Twitter [@FuzeHub](#).



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