

FUZEHUB SERVES NEW YORK STATE MANUFACTURING INNOVATORS

ANNUAL REPORT

2024



FUZEHUB

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A LETTER FROM THE DIRECTOR

It's time to reflect on another year at FuzeHub. And I keep coming back to a simple word.

“Made.”

It's right there in the phrase, “Made in New York.” As a resource to manufacturers in the Empire State, we exist to help small- to mid-sized companies, well, make things. Here, at home, in New York State. As you'll read in these pages, FuzeHub's support for manufacturers has been instrumental in creating and retaining jobs, spurring innovation, and a whole lot more.

But there's so much more power in the word.

FuzeHub and our partners are just part of a long line of manufacturing excellence in New York State. Our predecessors laid the foundation, making entire industries from whole cloth. That's still worth celebrating; without yesterday's sugar, cameras, or collars, we might not have today's biotechnology, clean concrete, or semiconductors. Along those lines, making a future in which manufacturers continue to thrive across the state remains our imperative. We all have a role to play. Innovation — both in the products that manufacturers bring

to the market, and the resources we offer to them — is key to the continued health of “Made in New York.”

That's the special thing. We are part of it all: past, present, and future. What we, as a manufacturing community, accomplish today will ultimately become a chapter in New York State's history.

Speaking on behalf of the FuzeHub team, we're happy to be part of it — and we're ready to keep innovating and empowering manufacturers in every corner of this great state.

Here's to continued success in 2025. And to making an even greater impact.



Elena Garuc
Executive Director, FuzeHub





SERVING NEW YORK STATE MANUFACTURING INNOVATORS

FuzeHub serves as a catalyst for innovation and growth in New York State’s manufacturing and technology sectors, providing critical support to small and medium-sized enterprises through a diverse array of programs, grants, and services.



\$32.7+ M

IN ECONOMIC IMPACTS



\$263+ M

IN LIFETIME
ECONOMIC IMPACTS



2,957

REGISTRANTS ACROSS
15 EVENTS



269

NEW & RETAINED JOBS



1,765

NEW & RETAINED JOBS
SINCE INCEPTION



299,542

IN WEBSITE VIEWS*

* Across all websites hosted by FuzeHub

“ TALK TO THEM! APPLY FOR THEIR MANY FUNDING OPPORTUNITIES! THEY WILL KINDLY WORK WITH YOU THROUGHOUT THE ENTIRE PROCESS, AND WITH THE MYRIAD OF RESOURCES, CONNECTIONS, AND MENTORSHIP THEY PROVIDE, YOU WILL SURELY WALK AWAY WITH NEW, EXCITING OPPORTUNITIES FOR YOUR STARTUP. ”

- **CHRISTOPHER M. THOMAS,**
RETRN BIOWORKS, INC.

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.



199

REQUESTS



521

MATCHES



171

STARTUPS ASSISTED

“FUZEHUB HAS BEEN A RESPONSIVE AND RELEVANT PARTNER TO SQUARE ONE AND TO MANY OTHER BUSINESSES ACROSS THE STATE. WHEN BUSINESSES SUCH AS SQUARE ONE FIND THEMSELVES IN NEED OF EXPERTISE, DIRECTION, OR BASIC CAPITAL INFUSION, FUZEHUB CAN BE COUNTED ON TO BE OF TIMELY ASSISTANCE.

”

- LLOYD PLOOF, SQUARE ONE COATING SYSTEMS, LLC



**QUESTIONS ABOUT
THE PROGRAM?**

CONTACT US

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MARKETING SERVICES

Our team of marketing experts at FuzeHub have helped manufacturers find their biggest clients through the implementation of a personalized marketing strategy. Marketing services include branding, product marketing, website creation, ecommerce, SEO, and social media.

SERVICES YOU CAN BUILD ON

BRANDING & MESSAGING
DIGITAL & TRADITIONAL MEDIA
WEBSITES
MARKETING CAMPAIGNS

PUBLIC RELATIONS
SOCIAL MEDIA STRATEGY & EXECUTION
MARKETING PLANS
COLLATERAL & SALES MATERIALS

INTERESTED IN MARKETING SERVICES?

Kim Lloyd
Director of Special Projects
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“ AS A BALL BEARING MANUFACTURER IN NEW YORK, I WANTED TO FIND EXPERTS TO REDESIGN MY WEBSITE WHO UNDERSTOOD MY BUSINESS. FUZEHUB’S EXPERIENCE MADE IT EASY TO TRANSLATE WHAT WE NEEDED INTO A BETTER PATH FOR BUYERS TO FIND OUR PRODUCTS ONLINE. I RECOMMEND THAT ANY MANUFACTURER WHO WANTS A BETTER WEB PRESENCE SHOULD SEEK OUT FUZEHUB.

”

- STEPHEN D.E. POMEROY, PH.D., SCHATZ BEARINGS

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.



43

OPEN PROJECTS



\$1.4M

IN AWARDS



201

LIFETIME PROJECTS



\$10.48M

LIFETIME AWARDS

“

THE MANUFACTURING GRANT FUNDING PROVIDED BY FUZEHUB WAS CRITICAL IN TAKING OUR SMART FINISHING ROBOTIC WORKCELL SYSTEM TO MARKET. PATTY AND THE FUZEHUB TEAM WERE GREAT SUPPORTERS OF OUR VISION AND ASSISTED THE ITAC + COHESIVE ROBOTICS PARTNERSHIP THROUGHOUT THE GRANT PERFORMANCE PERIOD.

”

- DAVID PIETROCOLA, COHESIVE ROBOTICS



QUESTIONS ABOUT THE FUND?

CONTACT US

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SPECIAL INITIATIVES HIGHLIGHT

Upstate Makes is an alliance of semiconductor manufacturers, materials suppliers, workforce development partners, university-based materials R&D scientists and labs with a common purpose of making Upstate NY the world's leading next-generation microelectronics manufacturing ecosystem bolstering U.S. competitiveness and national security. Upstate Makes will harness our region's highly concentrated materials science expertise to transform our region into a global powerhouse for next-generation microelectronics manufacturing accelerating the materials innovation lifecycle to address two major megatrends: the 4th industrial age and 6G wireless communications.



WANT TO LEARN MORE AND GET INVOLVED? Visit UpstateMakes.com



SAVE THE DATE

NEW YORK STATE INNOVATION SUMMIT

Showcase and discover new and emerging technologies that support innovation and drive business growth **October 29 - 30, 2025 in Rochester, NY.**

The event serves as an opportunity to foster collaboration; introduce industry to experts that can assist growth, strengthen our statewide innovation ecosystem and showcase promising early stage companies. Whether you're a startup, an economic developer, or an established manufacturer, the NYS Innovation Summit is for you.

This event celebrates New York State leadership in technology-led economic growth with experts in biotechnology, new materials, energy innovation, and artificial intelligence that will explore current technology convergence opportunities, ways to accelerate commercialization, and issues of manufacturing sustainability.

Visit nysinnovationsummit.com to learn more.

