



FuzeHub Resource Guide

for Manufacturing Innovators in New York State

The following pages illustrate the variety of technical expertise, programs, funding, and other resources available to manufacturing innovators in New York State, from startups to established manufacturing companies.

LET’S GET YOU STARTED

I need assistance with:

Action Items:

1	Developing a drawing or prototype	• Determine if your product concept is truly unique. • Understand your customer and their purchase intent. • Evaluate if your technology can be patented or if intellectual property (IP) already exists.
2	Refining or improving a prototype	• Find technical expertise in design, engineering, and materials selection. • Understand regulations and certifications specific to your industry.
3	Locating business and entrepreneurial support	• Learn which type of business to form, and how. • Write a business plan and create a pitch deck to make your company worthy of funding or investment. • Find programs and mentors to accelerate your progress and build your team.
4	Locating funding opportunities	• Understand the different types of funding and identify which options are appropriate for your product stage, company stage, budget, and timeframe.
5	Transitioning from a prototype to pilot scale production	• Implement Design for Manufacturability practices (DFM). • Develop drawing packages, complete with component and assembly drawings, Bill of Materials (BOM), Cost of Goods Sold (COGS), process flow, and instructions. • Perform product validation and testing.
6	Marketing support	• Develop an affordable marketing strategy to help coordinate sales demand with supply (inventory). • Find expert advice on website development, search engine optimization (SEO), social media, branding, and more.
7	Manufacturing, assembly, and distribution	• Identify suitable partners and contract manufacturers for production, assembly, and distribution. • Optimize your supply chain, de-risk importing components, and exporting products. • Get assistance with finding or building a facility, and creating a hiring and training program for employees.
	I’m not sure where to start	• Whether you are starting a new business or growing an established one, guidance is available to help create a plan that meets your specific needs.

About FuzeHub

FuzeHub provides New York State manufacturers, technology companies, and startups 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.

FuzeHub by the Numbers

FuzeHub has had the privilege of assisting hundreds of companies each year, from startups to established manufacturers, with everything from funding opportunities, expo and forum events, training opportunities, and connections to resource partners and other assets. Check out our latest [Annual Report](#).

Unsure if you qualify as a manufacturer?

Manufacturers don't just make widgets and gadgets. Food products, beverages, textiles, materials, chemicals, and more are all considered manufactured products. If your product consists of transforming raw materials or components into a physical product then you're probably a manufacturer. Check out our [“Am I A Manufacturer” guide](#) to help confirm if you fit the definition of a manufacturer, and if not, find out what you may need to do in order to get there.

MEET THE EXECUTIVE DIRECTOR

“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.”

Elena Garuc
Executive Director,
FuzeHub



FUZEHUB'S PROGRAMS



Solutions Program

FuzeHub's Solutions Team is designed to help manufacturers at every stage of product development. Education, funding, technology adoption and acceleration, and matching solution services build upon each other to provide a more comprehensive solution to any business challenge.



Marketing Services

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



Innovation Fund

The Jeff Lawrence Innovation Fund supports a set of activities designed to spur technology development and commercialization across New York State. Providing \$1M+ annually, the Innovation Fund comprises three program tracks: Manufacturing Grants; Commercialization Competition; and an Innovation Challenge.



Events and Training

FuzeHub helps New York's manufacturers and innovators overcome challenges by providing training events on trending technologies, and by connecting them to the largest network of manufacturing-related resources throughout the state.

The New York State Innovation Summit

Our largest annual event boasts hundreds in attendance who are looking to showcase and/or discover new and emerging technologies that support innovation. The event serves as an opportunity to learn from dozens of industry experts, visit 100+ exhibitors, foster collaboration with companies and researchers at the forefront of emerging technologies, and network with resources throughout the NYS innovation ecosystem. Whether you're a startup, an established manufacturer, an economic developer, or are just interested in innovation, the NYS Innovation Summit has something for you.

Prototyping and Intellectual Property

An Introduction to Ideation

Coming up with a new product idea is exciting, but the process of transforming that idea into a physical product can be challenging. The process typically starts with the development of a drawing or prototype, getting customer feedback, and making sure the product doesn't already exist.

Prototypes are created to conceptualize a product and find out early on in the development process if the product is feasible and solves the problem you think it does. Prototypes also allow inventors to determine if they are meeting the needs of their customer, called "Customer Discovery," prior to starting high volume manufacturing. Similarly, it is important to consider Intellectual Property early in the process, in order to find out if you can protect your new idea, or if others have already claimed it as their own.

For help building a physical prototype, check out [Technical Resources](#).

National Science Foundation Innovation Corps (NSF I-CORPS)

Anyone looking to develop and launch a new product should take a serious look at the NSF I-Corps program, an immersive entrepreneurial training program that focuses on the customer discovery process. Short introductory courses are available on a rolling basis, offered by colleges and universities throughout NY. Entrepreneurs will gain an understanding of the features and performance requirements their target customers are really looking for (including pricing expectations and their core wants and needs), not just a "yes" or "no" response to whether they think your concept is good or not. This free training can not only help reduce the risk of launching a product without proper customer insights, the I-Corps designation can also add validity when applying for funding.

PROTOTYPING AND INTELLECTUAL PROPERTY

The Importance of Intellectual Property Due Diligence

When it comes to new product innovation, it is important to consider Intellectual Property (IP), such as patents. A thorough search for existing IP will determine your strategy moving forward.

If a patent search reveals that you have developed something truly unique, then you may be able to protect that idea. This will prevent competitors from being able to copy and profit off your hard work. And in certain cases, having IP protection can translate to a stronger position financially (for example, if you decide to license your technology to others).

Conversely, if someone else already has a patent that your new idea might infringe upon, you will want to come up with a different strategy to avoid costly litigation. But this may also force you to take a different approach, which could lead to new ideas or solutions that aren't protected.

Doing a proper patent search can be a long and tedious process. There are some resources that can help you do much of that on your own, but at some point you may want to consider getting some professional assistance.

United States Patent and Trademark Office (USPTO)

The USPTO provides valuable resources dedicated to helping inventors and entrepreneurs protect their intellectual property. Guidance is available on general patent and trademark knowledge, expected costs, how to navigate the process, and how to search for existing Intellectual Property (IP) to see if you can gain a competitive advantage.

New York State Science and Technology Law Center (NYS STLC)

The NYS STLC at Syracuse University works with new technology innovators to identify challenges and help determine if their product will succeed. NYS STLC advises on Intellectual Property (IP) strategies, providing research reports and marketing landscapes, consulting on legal and regulatory barriers, and providing guidance on commercialization topics like licensing and establishing an internet presence.

Technical Resources

When developing a physical product, technical considerations related to its design, materials, and manufacturing methods can determine whether the product is a success or failure. Fortunately, New York State has a robust ecosystem filled with technical resources that can assist with all stages of product development, including:

- Developing your first proof of concept
- Improving your prototype based on customer feedback
- Understanding regulations and certifications specific to your industry
- Optimizing your product's design so it can be manufactured more efficiently
- Developing engineering documents so a contract manufacturer can make your product at high volume

More than 30 centers exist throughout New York State, where the brightest minds are dedicated to fostering collaborations between the academic community and the private sector through engineering, research and development (R&D), validation, and commercialization efforts. These centers are generally classified as Centers for Advanced Technology or Centers of Excellence, and a full listing is available on the following page.

Centers for Advanced Technology (CATs)

The 16 Centers for Advanced Technology (CATs) support academic and industry partnerships by driving technology-based applied research and commercialization. These new technologies are focused on fields that have been identified as being strategically important to New York's economic competitiveness.

Centers of Excellence (COEs)

The 17 Centers of Excellence (COEs) focus on developing and commercializing new products and technologies, to expand technology-related businesses and employment, and to promote private sector investment in emerging high-technology fields in New York State.

TECHNICAL RESOURCES



Cleantech, Energy, and Environmental Innovations

- Center for Future Energy Systems (CFES)**
at Rensselaer Polytechnic Institute
- Center for Advanced Technology in Grid Innovation Development and Deployment (GRiDD)**
at Stony Brook University
- Advanced Energy Research and Technology Center (AERTC)**
at Stony Brook University
- Center of Excellence in Environmental and Energy Systems**
at Syracuse University (Syracuse COE)
- Center of Excellence in Weather and Climate Analytics**
at the University at Albany
- Center of Excellence in Healthy Water Solutions (HWS)**
at Clarkson University and SUNY College of Environmental Science and Forestry
- New York State Pollution Prevention Institute (NYSP2I)**
at Rochester Institute of Technology (RIT)



Nanotechnologies and Electronics

- Integrated Electronics Engineering Center (IEEC)**
at Binghamton University
- Center for Advanced Technology in Nanomaterials and Nanoelectronics (CATN2)**
at SUNY Polytechnic Institute
- Center of Excellence in Nanoelectronics and Nanotechnology (CENN)**
at SUNY Polytechnic Institute
- Small Scale Systems Integration and Packaging (S3IP) Center of Excellence**
at Binghamton University



Advanced Materials and Manufacturing

- Center for Advanced Ceramic Technology (CACT)**
at Alfred University
- Center for Advanced Materials Processing (CAMP)**
at Clarkson University
- Additive Manufacturing and Multifunctional Printing (AMPrint) Center**
at Rochester Institute of Technology (RIT)
- Center for Flexible Hybrid Medical Device Manufacturing (FlexMed)**
at Binghamton University's Center for Advanced Microelectronics Manufacturing (CAMM)
- Center of Excellence in Materials Informatics (CMI)**
at the University at Buffalo
- Center of Excellence in Advanced and Sustainable Manufacturing (COE-ASM)**
at Rochester Institute of Technology (RIT)
- Cornell Center for Materials Research (CCMR)**
at Cornell University
- Center for Smart Convergent Manufacturing Systems (CSCMS)**
at Rensselaer Polytechnic Institute



Life Sciences and Biotechnology

- Center for Life Science Enterprise**
at Cornell University
- Center for Biotechnology (CFB)**
at Stony Brook University
- Center for Advanced Technology in Big Data and Health Sciences**
at the University at Buffalo (UB CAT)
- Center of Excellence in Bioinformatics and Life Sciences (CBLS)**
at the University at Buffalo

- Center of Excellence in Precision Medicine and Responses to Bioterrorism and Disasters**
at New York Medical College
- Center of Excellence for Food and Agriculture**
at Cornell AgriTech
- Center of Excellence in RNA Research and Therapeutics (CERRT)**
at the University at Albany and the University of Rochester



Big Data, IOT, IT, Software and Other Enabling Technologies

- Center for Advanced Technology in Telecommunications (CATT)**
at New York University Polytechnic School of Engineering
- Center for Advanced Systems and Engineering (CASE)**
at Syracuse University
- Center for Emerging and Innovative Sciences (CEIS)**
at the University of Rochester
- Advanced Science Research Center (ASRC) Sensor CAT**
at City University of New York
- Center of Excellence in Data Science and Artificial Intelligence**
at the University of Rochester
- Center of Excellence in Wireless and Information Technology (CEWIT)**
at Stony Brook Univeristy
- Center of Excellence in Digital Game Development**
at Rensselaer Polytechnic Institute
at Rochester Institute of Technology
at New York University Center

FuzeHub's experts can help identify which centers might be best suited to address your specific technical challenges. To engage our Solutions Team, submit a request for a free assessment.

Request Assistance ➔

Business and Entrepreneurial Support

With the excitement of creating a new product, startups sometimes forget about the importance of creating a business, too. To be eligible for **funding** and other resources, you're going to need to form a business entity. But which type, and how? And how can you find mentors to assist with things like writing a business plan?

Fortunately, New York has dozens of resource centers to help guide early-stage technology companies and accelerate their pathway to commercialization. Many of these are designated as New York State Certified Business Incubators, and they can make a dramatic difference in a start-up company's next steps, by offering services like:

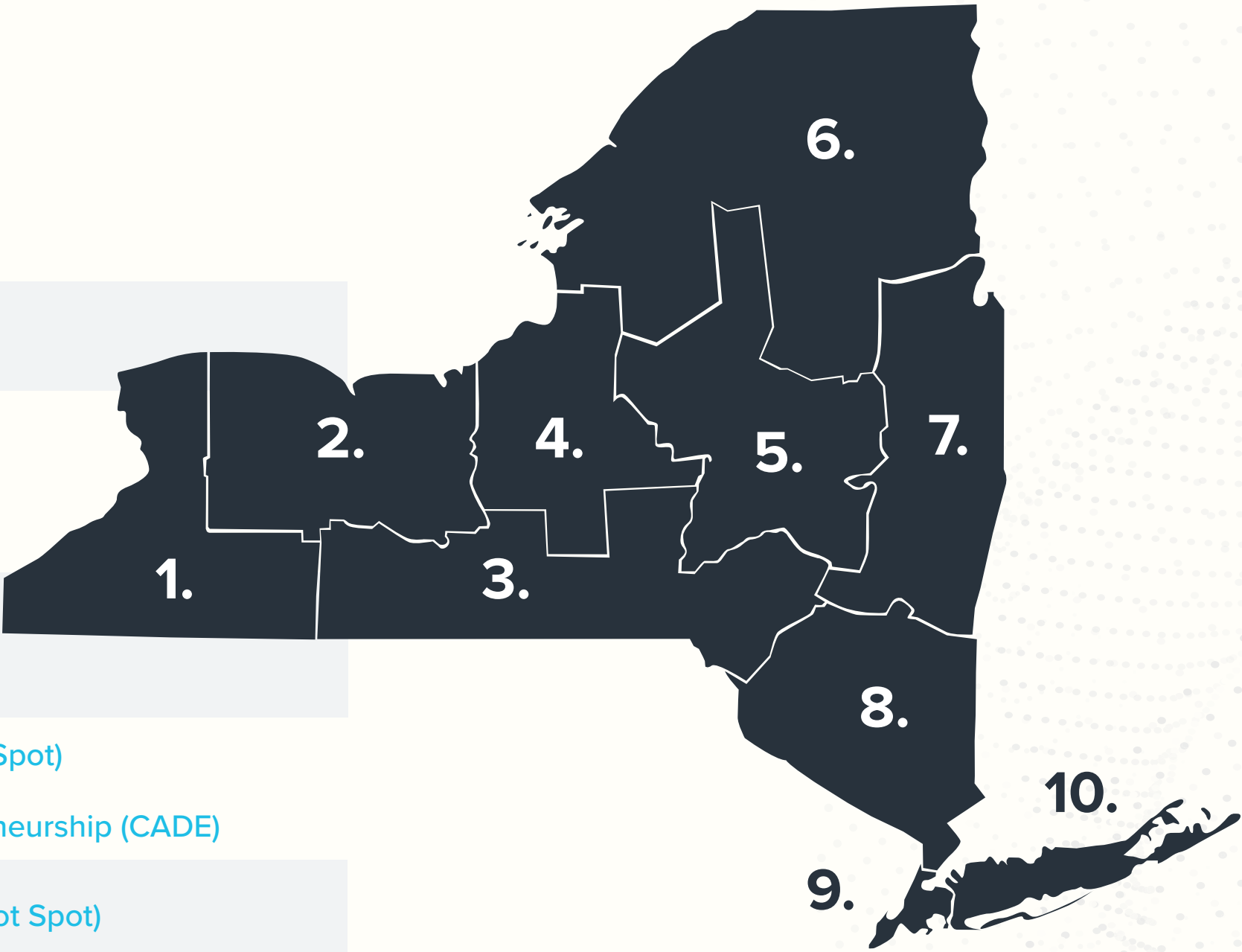
- Physical space (shared desks, offices, meeting rooms, potentially a prototyping facility)
- A combination of business and technical expertise and mentoring
- Administrative staff (some even get support from student interns)
- Various networking and funding opportunities
- Some have structured programs for product development and prototyping
- Others may offer industry-specific services and capabilities, like lab facilities for life sciences

What is a Business Accelerator?

Many Business Incubators offer programs specifically designed to help entrepreneurs accelerate their progress. These Accelerator programs are usually short term (3-6 months) and have an intensive, structured learning atmosphere, coupled with mentorship, education, and networking opportunities. There may also be additional funding opportunities that align with the company's rapid growth and scale-up needs.

BUSINESS AND ENTREPRENEURIAL SUPPORT

Region	Counties	Hot Spots* and Business Incubators
1. Western New York	Allegany, Cattaraugus, Chautauqua, Erie, Niagara	WNY Incubator Network (WIN) (Hot Spot) Olean Business Development Center (OBDC)
2. Finger Lakes	Genesee, Livingston, Monroe, Ontario, Orleans, Seneca, Wayne, Wyoming, Yates	NextCorps (Hot Spot) Cornell Agriculture and Food Technology Park
3. Southern Tier	Broome, Chemung, Chenango, Delaware, Schuyler, Steuben, Tioga, Tompkins	Southern Tier Startup Alliance (STSA) (Hot Spot) Koffman Southern Tier Incubator IncubatorWorks Southern Tier REV Ithaca Startup Works
4. Central New York	Cayuga, Cortland, Madison, Onondaga, Oswego	INSPYRE Hub (Hot Spot) Central New York BioTech Accelerator (CNYBAC) Partnership for Community Development
5. Mohawk Valley	Fulton, Herkimer, Montgomery, Oneida, Otsego, Schoharie	Mohawk Valley Community College ThINCubator (Hot Spot) Griffis Institute The Center for Agricultural Development and Entrepreneurship (CADE)
6. North Country	Clinton, Essex, Franklin, Hamilton, Jefferson, Lewis, St. Lawrence	Shipley Center for Innovation at Clarkson University (Hot Spot)
7. Capital Region	Albany, Columbia, Greene, Saratoga, Schenectady, Rensselaer, Warren, Washington	Innovate 518 (Hot Spot) Albany College of Pharmacy (AMPS) Tech Valley Center of Gravity RPI Incubator
8. Mid-Hudson	Dutchess, Orange, Putnam, Rockland, Sullivan, Ulster, Westchester	SUNY New Paltz Venture Hub (Hot Spot) Hudson River Housing - Employment Assistance and Training Station (EATS)
9. New York City	Bronx, Kings, New York, Richmond, Queens	NYC Innovation Hot Spot (Hot Spot) Downstate's Biotech Incubator / BIOBAT NYU Tandon Future Labs Communitas America Mount Sinai Innovation Partners CSI Tech Incubator
10. Long Island	Nassau, Suffolk	Accelerate Long Island (Hot Spot) IdeaHub at Hofstra University The Entrepreneurship and Technology Innovation Center (ETIC) at NYIT
Statewide	All	Business Incubator Association of NY State (BIANYS)



****What is a Hot Spot?***

Within each of New York’s 10 economic regions, one Business Incubator is designated as a Hot Spot. In addition to normal business incubator services, these centers coordinate entrepreneurial activities within their region and may offer special tax benefits.

BUSINESS AND ENTREPRENEURIAL SUPPORT

Other Resources for Entrepreneurs

While you focus your efforts on developing your product, it can be useful to have help with the business-related tasks, especially for first time entrepreneurs. One of the best ways to do this is to expand your network, seek out other entrepreneurs who can share resources that have helped them, and find mentors who can provide advice on everything from business plans and pitch decks to investor strategies and industry contacts.

Business Incubator Association of New York State (BIANYS)

BIANYS brings together a community of business incubators, accelerators, maker-spaces, and co-working spaces from across New York State. Through various events, training, and programming opportunities, BIANYS fosters a dynamic ecosystem where startups can grow. Learn about potential investors, funding opportunities, mentoring, and related activities that are crucial to the success of early stage companies.

Small Business Development Centers (SBDC)

Part of the US Small Business Administration, SBDC provides individualized entrepreneurial training, business advising and counseling to small businesses. They offer programs that can help entrepreneurs with business plan development, market research, sales/marketing strategy, getting access to capital, financial management, and much more.

Funding

At some point during your entrepreneurial journey, you will have to develop a financial strategy. And while there are many free and low-cost resources available, you will still need funding to support prototyping, development work, technical expertise, testing services, marketing, and production, to name just a few.

When it comes to funding options there are several types, and each requires a different level of time and effort to be successful. So, it is important to find the opportunities that best fit your needs, considering your product stage, budget, and use of funds. Equally important is reviewing all eligibility requirements and guidelines provided with each funding opportunity, since most are very competitive.

To learn more about funding, financial strategies, and the application process, the resources listed in the Business and Entrepreneurial Support section should be able to assist.

Besides bootstrapping, funding types can include:

- Grants (with or without a matching requirement)
- Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs
- Crowdfunding
- Loans
- Investments (Angel Investors, Venture Capital)

FuzeHub Funding Opportunities

FuzeHub's Jeff Lawrence Innovation Fund supports a set of activities designed to spur technology development and commercialization across New York State. Launched in 2016, the fund provides \$1M+ annually through three program tracks, each competitive and each with a different focus:

- The Commercialization Competition supports startups with a physical prototype.
- The Manufacturing Grants encourage collaboration between not-for-profit organizations and small to medium sized manufacturing companies.
- The Innovation Challenge supports technology development and deployment in specific industries.

FUNDING

New York State Funding Competitions

Empire State Development, New York’s chief economic development agency, supports a series of accelerator programs and funding competitions to connect startups with investors and help new innovation-sector businesses across New York succeed.

These programs and competitions provide early-stage companies with targeted resources, technical assistance, and programmatic support. The result is a sustained and robust pipeline of businesses accessing New York State’s innovation assets, supporting greater economic impact and increased attraction of promising young companies and thinkers to New York State.

Name	Type	Target Applicant	Location Requirement	Typical Award
FuzeHub’s Commercialization Competition	Business Competition	Pre-revenue, manufacturing startup with a tangible prototype	New York State	\$80K - \$150K
43North	Startup Accelerator	High-growth startups (typically seed-stage) from around the world	Must relocate to Buffalo, NY	\$500K - \$1M
GENIUS NY	Startup Accelerator	Seed-stage startups focused on uncrewed aerial systems, automation, and advanced air mobility from around the world	Must relocate to Central NY	\$500K - \$1M
Grow-NY	Business Competition	High-growth food and agtech startups from around the world	Must relocate to Finger Lakes, Central NY, Southern Tier	\$250K - \$1M
HUSTLE	Defense Accelerator	Pre-seed and seed-stage tech startups pioneering AI/ML, cyber, quantum, and UAS solutions from around the world	Must relocate to the Mohawk Valley	\$25K - \$250K
Luminate	Startup Accelerator	Companies developing next-generation optics, photonics, and image-enabled technologies from around the world	Must relocate to Rochester, NY	\$100K - \$2M
NY Business Plan Competition	Collegiate Business Competition	Students enrolled in accredited NY State colleges and universities	New York State	\$1K - \$25K

Transition from Prototype to Production

The Common Scale-Up Mistake

There are many challenges and pitfalls that can occur when trying to go from making a “one-off” prototype to a finished product at larger volumes. For example, a common mistake many startups make is thinking that a prototype can simply be given to a contract manufacturer, and they will be able to replicate it at scale. This is not the case.

Prototypes are typically hand-made, or made using processes that are optimized for producing single parts (such as 3D printing). When your product is manufactured in its final iteration, the processes used will be quite different. It is in your best interest to understand what these processes will be, based on the component geometries, materials used, strength requirements, tolerances and surface finishes required, as well as the anticipated volumes and target costs. This information will make you more informed and will show a potential contract manufacturer (CM) that it would be worth investing their time in working with you.

Show a Contract Manufacturer (CM) You Mean Business

Prior to approaching a CM, you’ll want to go through certain exercises to ensure your product is properly documented and is Designed for Manufacturability (see next page). These include a complete set of engineering drawings for each component, assembly drawings and instructions, a Bill of Materials, and quality expectations, to name a few. It is also important to track versions of each document to ensure all parties are using the most updated information.

Without this information, a CM might think you’re not ready to work with them and be unresponsive. But armed with this information, you should be able to engage with a CM and find the most efficient way to produce parts that will meet your performance requirements. For assistance in specifying these requirements and putting together the proper documentation, refer back to [Technical Resources](#).

TRANSITION FROM PROTOTYPE TO PRODUCTION

Preparing for Scale-Up

In product development, the process of transitioning from a prototype to production is riddled with so many challenges that it is sometimes referred to as the “Valley of Death.” The best way to overcome these challenges, minimize risk, and avoid the “death” of your product is to be prepared, especially in these areas:

- **Funding:** Understanding your cash flow compared to your forecast and expenses (tooling, raw materials, packaging, transportation, etc.) will help minimize surprises.
- **Documentation:** A contract manufacturer will be more likely to work with you if you have a complete drawing package that may include component and assembly drawings, a Bill of Materials (BOM), Computer Aided Design (CAD) files, and process documentation. This can demonstrate that you’ve done DFM (see call-out), you understand the manufacturing processes appropriate for high-volume production of your product, and probably have realistic cost expectations.
- **Testing, Validation, Certifications:** At this stage, you should already have known about and completed any special requirements dictated by your product class or industry. If not, there may be significant costs and delays (for example, FDA approval process for food products or medical devices).

For assistance with these, refer to [Technical Resources](#).

Design for Manufacturability (DFM)

It is inevitable that you will make changes and updates to your product design throughout the entire development process. The important thing to know is that the longer you wait to make these changes, the more it will cost you. For example, if you change a product feature or dimension while it’s still in the drawing or CAD (computer-aided design) stage, the cost is minimal. Making that same change after production has started will be much more costly (i.e. tooling costs, re-work, and scrapped inventory).

Design for Manufacturability is a process that involves reviewing a product or component to make sure it can be efficiently manufactured, given the materials and intended production methods, and applying that process is one of the best ways to lower the product cost. There are dozens of other factors influenced by design, collectively referred to as “Design for X,” where “X” can represent Assembly, Sustainability, Maintenance, Ease-of-Use, Shipping, and anything else important to giving your customers the best product experience possible. By working with technical experts, you can identify areas where your product can be improved, and ultimately optimize the design to give you the best chance for success.

Marketing Support

FuzeHub Marketing Services

As part of our Manufacturing Solutions Program, FuzeHub offers Marketing Services that help you to build brand awareness and drive sales. Whether you need a website redesign or a comprehensive marketing strategy, a paid project with FuzeHub is an investment in your success. FuzeHub also offers free marketing resources and evaluations to NYS manufacturers and technology companies.

“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.
President, Schatz Bearings*

Services You Can Build On

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

- Branding and Messaging
- Digital and Traditional Media
- Websites
- Public Relations
- Marketing Campaigns
- Social Media Strategy and Execution
- Marketing Plans
- Collateral and Sales Materials

Request Assistance ➤

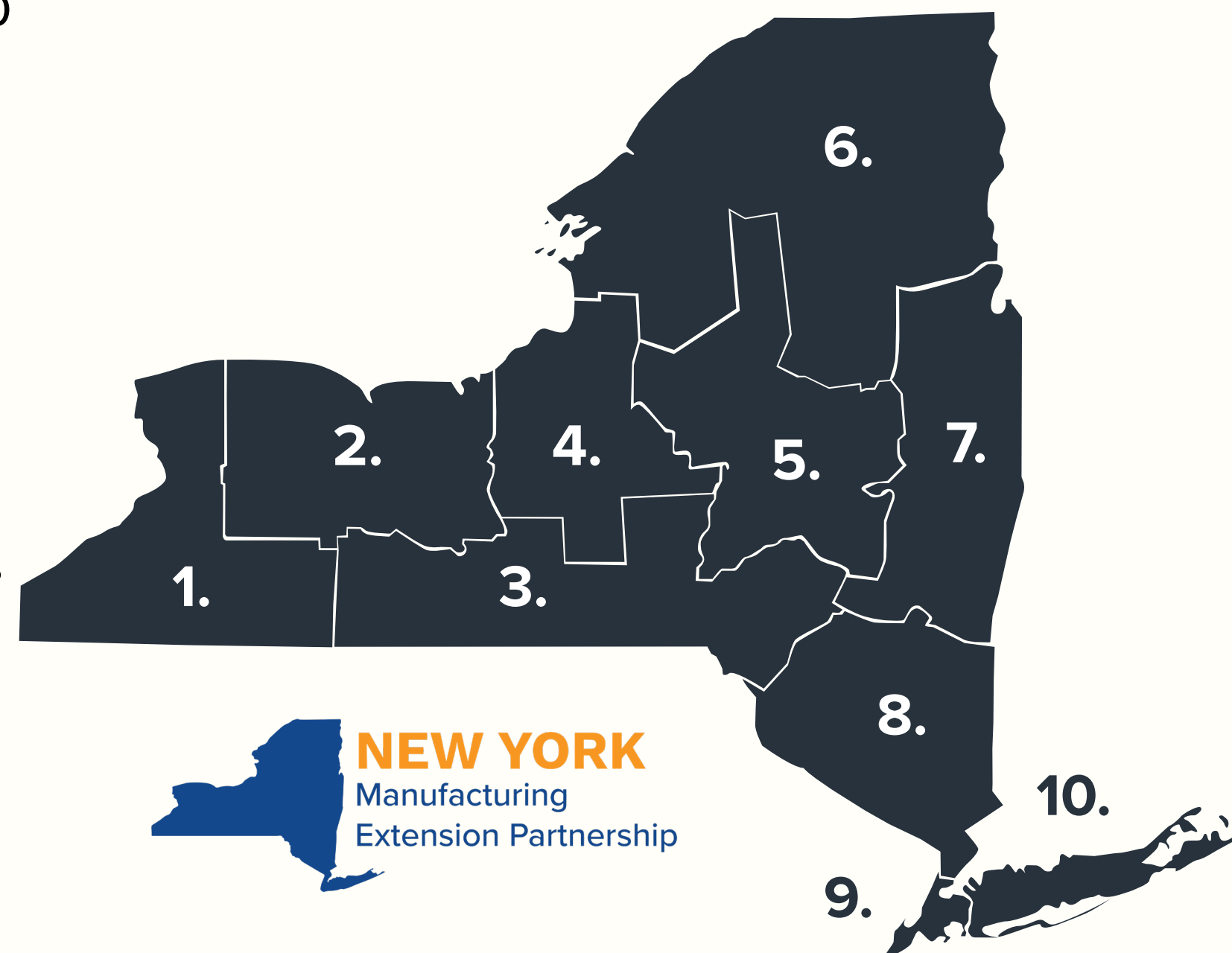
Manufacturing and Growth Resources

New York Manufacturing Extension Partnership (NY MEP)

The NY MEP is part of a national network that provides growth and innovation services to small and medium-sized manufacturers. In New York State, this consists of 10 regional centers and one statewide center: FuzeHub.

Typical NY MEP services include things like:

- **For startups:** Entrepreneurship assistance, business planning, product development, and prototyping
- **For growing companies:** Manufacturing scale up, workforce development, supply chain assistance, and sales / marketing
- **For established companies:** ISO certification, process improvements, automation, and cybersecurity
- Additionally, regional centers can help identify facilities, networking, and funding opportunities specific to your region



1. **WESTERN NEW YORK**
Insyte | Buffalo, NY
 2. **FINGER LAKES**
NextCorps | Rochester, NY
 3. **SOUTHERN TIER**
AMT | Binghamton, NY
 4. **CENTRAL NEW YORK**
TDO | Liverpool, NY
 5. **MOHAWK VALLEY**
AIM | Utica, NY
 6. **NORTH COUNTRY**
CITEC | Potsdam, NY
 7. **CAPITAL REGION**
CEG | Albany, NY
 8. **MID-HUDSON**
COI | Newburgh, NY
 9. **NEW YORK CITY**
ITAC | New York, NY
 10. **LONG ISLAND**
LIMEP | Stony Brook, NY
- STATEWIDE**
FuzeHub | Albany, NY

MANUFACTURING AND GROWTH RESOURCES

As a growth-focused manufacturer in New York, you will want to reach out to your regional [New York Manufacturing Extension Partnership \(NY MEP\)](#) center for expertise on productivity, workforce, and other matters aligned with growth. Whether your established company is looking to on-board manufacturing, optimize your supply chain, add automation, expand capabilities, or become more efficient and profitable, your regional NY MEP center can provide assistance.

[Global New York \(Global NY\)](#)

Global NY offers programs that assist businesses looking to enter or expand in the global marketplace. Typical services include connecting businesses with agents and distributors abroad, helping them understand export regulations, gaining market intelligence, and providing various funding opportunities to support these and other expansion activities.

[Workforce Development Institute \(WDI\)](#)

WDI is a non-profit dedicated to helping NY companies and employees achieve success in the workplace. Services span a wide range of topics, including workforce strategies to meet demand, apprenticeship programs, advanced training, and funding opportunities.

Contract Manufacturers and Professional Service Providers

FuzeHub maintains a robust network of vetted contract manufacturers and service providers throughout NY State. So if you are facing challenges with regard to product development, sourcing, assembly, testing, distribution, or anything related to starting or operating a manufacturing business in NY State, we can probably find a resource that can assist, including:

- Traditional manufacturing: Wood shops, metal fabricators, plastics, glass, cut and sew, co-packing (food and beverage), PCB/electronics, thin film, coatings, chemicals, and many others
- Design / Engineering
- Prototyping
- Testing / Validation
- Product Assembly / Distribution
- Marketing
- Financial Services

FOR ADDITIONAL SUPPORT

The process of conceptualizing and bringing a new product to market can be daunting. So if this guide is still leaving you with questions, or if you just aren't sure where to start, you can always reach out to FuzeHub or your regional NY MEP center to get the ball rolling.

Contact FuzeHub

Any startup or established manufacturing company in NY can reach out to FuzeHub for a free 30-minute consultation. This can help to understand and prioritize your challenges, develop a comprehensive plan of attack, and connect you with the most applicable and cost-effective resources throughout NY. You can also check fuzehub.com to learn more about upcoming events and funding opportunities.



Request Assistance ➔

Reach out to your regional NY MEP Center

Besides FuzeHub, there are 10 other NY MEP centers dedicated to supporting NY's small to medium sized manufacturers. These centers are organized regionally, and your local center can be a trusted partner to assist with your growth, modernization, and profitability.

