



START **UP** NY SUNY PROGRESS REPORT

237
BUSINESSES

4,050
JOBS

\$219M
INVESTMENTS

SUNY PLAYS A LEADERSHIP ROLE IN START-UP NY

START-UP NY (SUNY Tax-Free Areas to Revitalize and Transform UPstate New York) encourages businesses to start, relocate to or expand in New York State through affiliations with colleges and universities. 2017 saw continued program growth with SUNY campuses sponsoring 70 new companies into the program. Both new and existing business partners are providing academic benefits and opportunities for faculty and students in every region of the state. Several companies are poised for or experienced significant growth, further enabled through their collaborations with higher education institutions.

5 year company projections

CAMPUS PLANNING PROCESS

1

Specifies the land or space to be included in the program

2

Describes the type of business that may locate on the campus

3

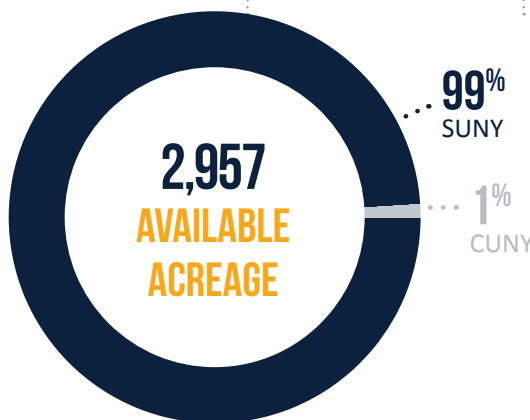
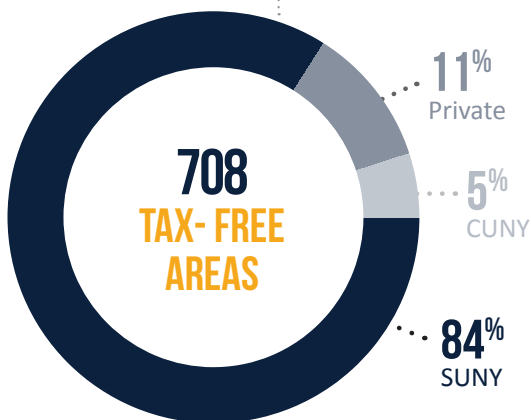
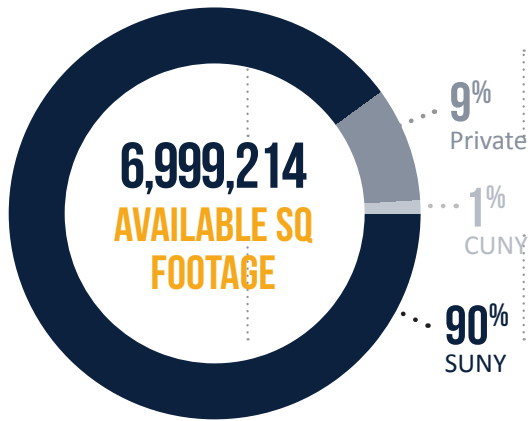
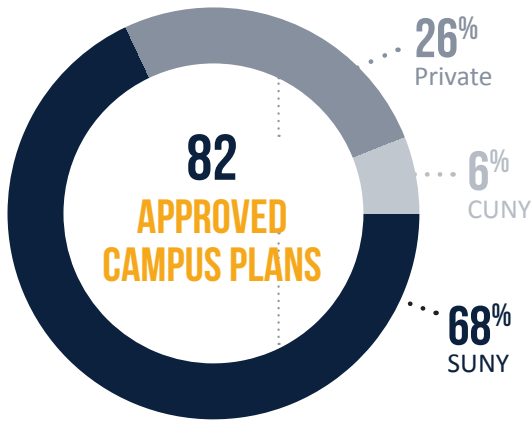
Explains how prospective partners align with the campus mission

4

Illustrates how a partnership may have a positive community/economic impact

5

Outlines the process by which the campus will select participating businesses



"Our partnership with the University at Albany is key to developing talent in emerging technologies related to health information and cyber security."

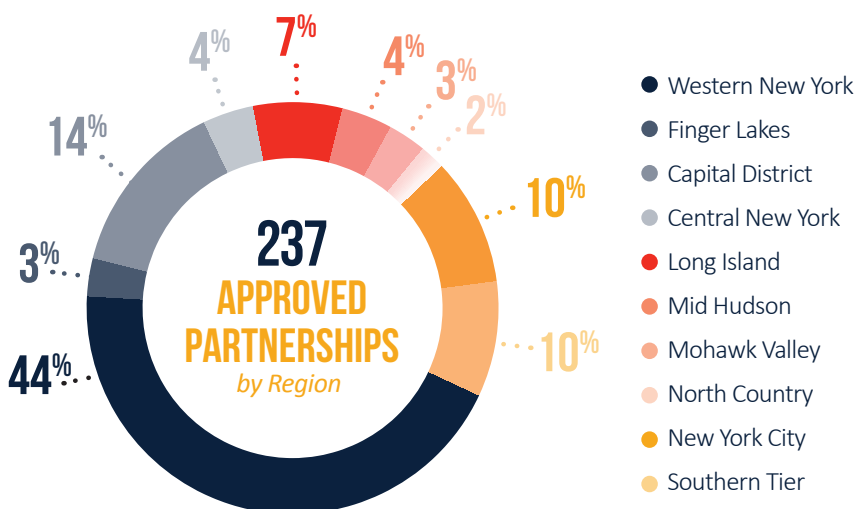
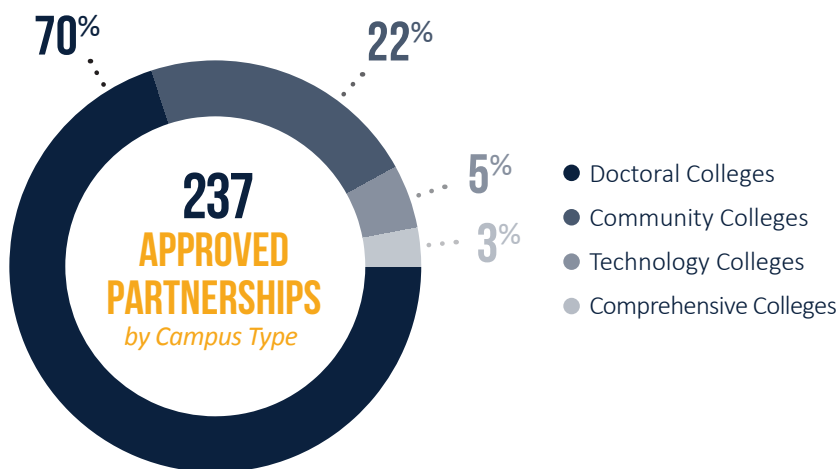
— JOEL RYBA, CEO, XCHANGEWORX, INC.

PARTNERSHIPS

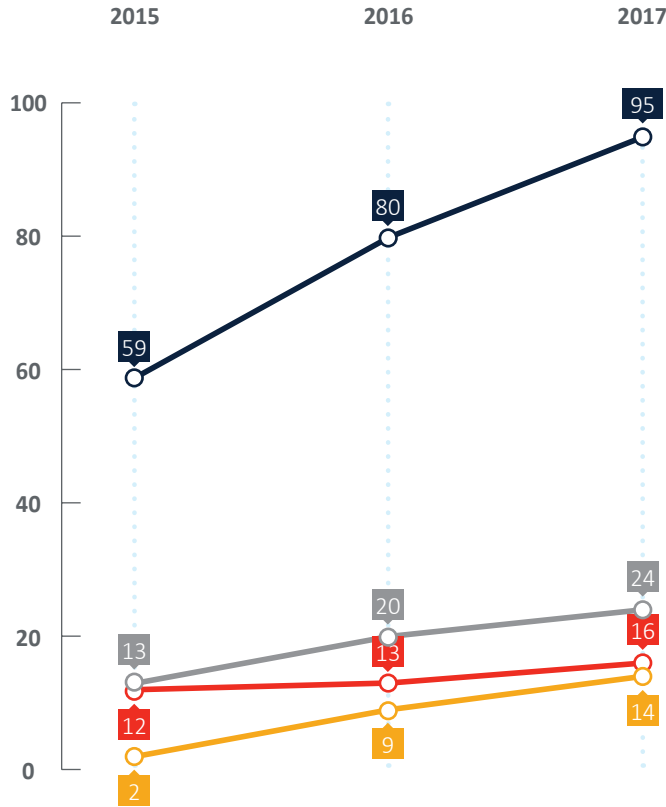
"START-UP NY and SUNY Downstate were instrumental in our move from Silicon Valley. The benefits of the program and our campus partners have been key drivers to our growth in 2017. This has included quadrupling our patient care capacity and raising \$33M in venture financing."

— DR. TIM PECK, CALL9 CO-FOUNDER AND CEO

237 BUSINESSES ARE PARTNERING WITH 36 SUNY CAMPUSES



APPROVED CAMPUS PARTNERSHIPS



"Our collaboration with Binghamton University in the use of simulation tools has been critical in securing pharmacy automation business and designing workflow processes that meet customer demands."

— W. MICHAEL SABITUS,
VICE PRESIDENT OF FINANCE,
INNOVATION ASSOCIATES, INC.

- University at Buffalo
- SUNY Downstate Medical Center
- SUNY Binghamton
- Hudson Valley Community Colleges

CAMPUS	2015	2016	2017
Stony Brook University	20	18	12
Schenectady County C.C.	4	8	8
University at Albany	2	6	7
SUNY Ulster	3	5	7
SUNY Cobleskill	4	1	4
SUNY Poly	4	3	2
Finger Lakes C.C.	3	3	4
Cornell University	3	3	3
Farmingdale State College	2	3	3
Onondaga C.C.	0	0	3
Morrisville State College	2	3	2
SUNY Plattsburgh	1	3	3
Alfred State College	1	2	2
SUNY Oswego	1	1	1
Erie C.C.	0	2	2
Dutchess C.C.	0	2	2
Columbia-Greene C.C.	1	1	1

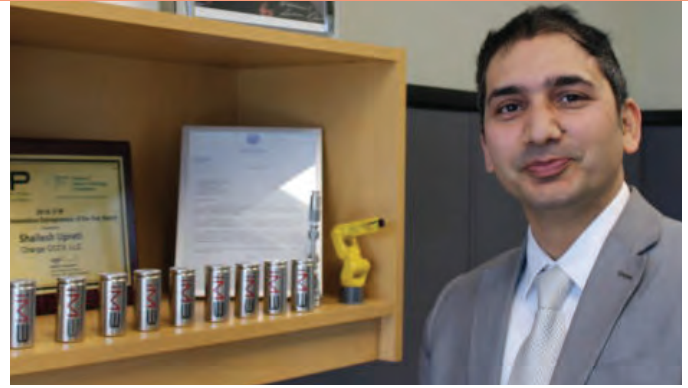
CAMPUS	2015	2016	2017
Mohawk Valley C.C.	1	1	1
Rockland C.C.	1	1	1
The College at Brockport	1	1	1
SUNY ESF	1	1	1
Upstate Medical University	1	1	1
Clinton C.C.	0	1	2
Fulton-Montgomery C.C.	0	1	1
Orange County C.C.	0	1	1
Jamestown C.C.	0	1	1
Alfred University Ceramics	0	1	0
SUNY Canton	1	0	0
Buffalo State College	0	0	1
SUNY Cortland	0	0	1
SUNY Fredonia	0	0	1
Adirondack C.C.	0	0	1
Broome C.C.	0	0	1
Genesee C.C.	0	0	1

PARTNERSHIPS



BEEKMAN 1802

Beekman 1802 has grown to include a website, a publishing enterprise including a quarterly magazine (Beekman 1802 Almanac), four bestselling cookbooks, a style book and memoir, an ever-growing range of products - virtually all of which are artisan-inspired and some of which are produced through partnerships with other New York companies like Ommegang Brewery and MacKenzie-Childs - and appearances on TV-shopping channel EVINE. The company is partnering closely with SUNY Schenectady County Community College (SCCC) and hosted a Business Symposium “Secrets of Entrepreneurs – A Conversation” to provide students with real-world information on running a business.



CHARGE CCCV (C4V)

C4V is a knowledge company founded by Binghamton University (BU) postdoctoral researchers who possess critical insight related to optimum performance of lithium ion batteries. Their discoveries have enabled the extension of battery life, safety and charge performance. The company is a past winner of the 76 West Clean Energy Competition, and is a member of the Southern Tier Clean Energy Incubator. C4V owns the intellectual property and is a member of a consortium called Imperium3 that will open a \$130M lithium-ion battery giga-factory in Endicott, New York that projects to create 230 jobs over five years. C4V credits support from Binghamton University and access to BU facilities with helping to launching and growing their business.



CALL9

Call9’s high-tech, multi-disciplinary care model embeds first-responders in nursing homes and rehab centers, giving patients 24/7 access to emergency care. By using Call9’s technology, doctors are able to see, diagnose and treat patients in their nursing home beds, avoiding trips to the Emergency Department. Call9 has raised more than \$33M in venture funding, and grown to nearly 100 employees who have treated thousands of patients, saved hundreds of lives, and avoided millions of dollars in healthcare costs. Through Call9’s partnership with SUNY Downstate Medical Center, they have developed a Telemedicine Elective with the Department of Emergency Medicine Residency Training Programs, providing residents with valuable patient care experience.



CYTOCYBERNETICS

Cyto cybernetics has developed novel technology that ensures new drugs brought to market do not cause cardiac arrhythmias as a side effect. This technology will increase the speed and reliability with which pharmaceutical companies can navigate the FDA approval process for all new drugs. This University at Buffalo (UB) spin-off company has received funding from the SUNY Technology Accelerator Fund, is a past winner of the 43North Business Plan Competition and was recently awarded \$1.5M in NIH funding through the Small Business Technology Transfer (STTR) program. The company is headquartered in a UB START-UP NY zone and has nine employees including the founders, who are both UB faculty members.

PARTNERSHIPS



POSTPROCESS TECHNOLOGIES

PostProcess Technologies has developed an automated system for cleaning 3-D printed items using software, chemicals, hardware and patent-pending technology. The results have been so dramatic that their machines are selling as fast as they can make them to an array of additive manufacturing businesses. PostProcess is collaborating with the UB Center for Advanced Biomedical and Bioengineering Technology (UB CAT) on a grant with Ciprian Ionita, PhD, research assistant professor in the School of Biomedical Engineering. Dr. Ionita serves as the principal investigator on the project, working with PostProcess and their machines to determine ways that dental and medical 3D printed models can be cleaned. The company has hired numerous UB interns and UB graduates.



PRO DRONES

Pro Drones USA, LLC (dba Microdrones) operates at Griffiss International Airport in Rome, NY, just minutes from the Mohawk Valley Community College (MVCC) Rome Campus. Founded in Germany in 2005, Microdrones pairs robust drones with cutting-edge sensors, to offer fully-integrated systems that make it easy for businesses to use UAVs for surveying, mapping, construction, inspection, precision agriculture, mining, and more. Working with MVCC, Microdrones has exceeded its initial new job creation commitments, including hiring a full time UAV Pilot who was a former MVCC Aviation Training Center student. The team actively collaborates with MVCC professors and students on geospatial projects that deploy unmanned aerial vehicles.



XCHANGEWORX

In partnership with the University at Albany, XchangeWorx is changing healthcare by developing products and services that monitor changes in patient health using real-time records from multiple data sources. XchangeWorx then notify care managers of gaps in care for interventions leading to improved outcomes and lower cost of care. XchangeWorx CEO, Joel Ryba sits on the University at Albany's Cybersecurity Advisory Board and provides information regarding the latest issues, threats and trends related to healthcare data protection. They are also working on projects using natural language processing and device data that will engage student interns, while XchangeWorx parent company, HIXNY, collaborates with University faculty researchers on HRI/CDC grants.

"Our START-UP NY partnership with MVCC has been a strong success. They welcomed our company to the Mohawk Valley, helped us find talented local people, and connected us with resources that we would not have discovered on our own."

— VIVIEN HERIARD DUBREUIL, PRESIDENT
MICRODRONES

"The Mesonet Program of cutting-edge weather observation technology and world-class atmospheric research at the University at Albany are combining with industry innovation under START-UP NY to make New York State a weather-ready Nation leader."

— DON BERCHOFF, CEO
TRUWEATHER SOLUTIONS

ACADEMIC BENEFITS

ARE AT THE HEART OF EVERY
START-UP NY PARTNERSHIP.



Nearly every START-UP company is offering some type of experiential learning opportunity. **279 SUNY STUDENTS INTERNED** at START-UP businesses.

Internships put SUNY students first-in-line for recruitment and hiring into full-time positions after graduation. **273 SUNY GRADUATES** were **HIRED BY START-UP FIRMS**.

SUNY Research produces more than 100 new technologies every year. The Research Foundation for SUNY works with partners to convert research capacity into economic growth. START-UP NY firms **LICENSED 20 SUNY TECHNOLOGIES**.

44 START-UP COMPANIES partnered with SUNY faculty on **COLLABORATIVE INDUSTRY RESEARCH** projects.

54 COMPANY REPRESENTATIVES served as **GUEST LECTURERS** in SUNY classrooms.

START-UP businesses paid SUNY campuses more than **\$3.0 MILLION IN RENT FOR CAMPUS FACILITIES**. This additional income is helping to support operations all across the system.

**Benefit metrics are for program years 2016 & 2017.*

“As I shared in my inaugural State of the University System address, two themes of my vision for the System include innovation and entrepreneurship, and increased and expanded partnerships. START-UP NY is an example of these themes at work. The partnerships between our campuses and these businesses are producing academic benefits for faculty and students, while simultaneously driving innovation-based economic development in New York State.”

— **KRISTINA M. JOHNSON, SUNY CHANCELLOR**

ACADEMIC BENEFITS

ARE AT THE HEART OF EVERY
START-UP NY PARTNERSHIP.

ILLUSTRATIVE EXAMPLES



Specialized Equipment:

Theragnostic Technologies allowed *Stony Brook University* students to use specialized equipment



Strategic Partnership for Industry Resurgence: **Innovation Associates** is partnering with *Binghamton University* on a SPIR project



Student Engagement:

AXI Systems made their software available to *SUNY Cobleskill* students engaged in agriculture research



Career Advisement:

Lucerna employees spoke to *SUNY Downstate Medical Center* grad students about career development options



Core Facilities:

BioHealthWays made use of *SUNY Downstate Medical Center* core facilities and medical library



Donated Products:

Original Crunch Roll donated food for *SUNY Fredonia* faculty and student events



Energy Monitoring:

Southern Tier Technologies installed power usage monitoring equipment in *SUNY Broome Community College's* campus buildings.



Advisory Board:

Empire Brewing's president joined *Morrisville State College's* curriculum advisory board



Data Collection:

TruWeather Solutions is collaborating with *University at Albany* on Mesonet weather data collection and modeling



Financial Support: York

Analytical Labs provided funding to the *Rockland Community College* Foundation



Student: Kirsh Helmets

involved *Schenectady Community College* students in product design and testing



Business Growth:

Millennial Materials engaged *Stony Brook University* students in customer discovery and competitiveness assessments



Tool Use Agreement:

Glauconix Biosciences has a tool/equipment use agreement with *SUNY Poly*



Project Judging: DPS

Advanced Technology served as a judge for *SUNY Poly* student projects



Event Sponsorship:

Construction Robotics sponsored a *Finger Lakes Community College* campus event.



Job Shadowing: Resolute

Forest Products provided job shadowing opportunities to *SUNY Plattsburgh* students.



Mentoring: Velan

Ventures provided mentoring to *Hudson Valley Community College* students



Technology Fair: Prelco

US employees participated in a *Clinton Community College* technology fair

2017 BUSINESS PARTNERS

INFORMATION TECHNOLOGY



BIOTECHNOLOGY/LIFE SCIENCES



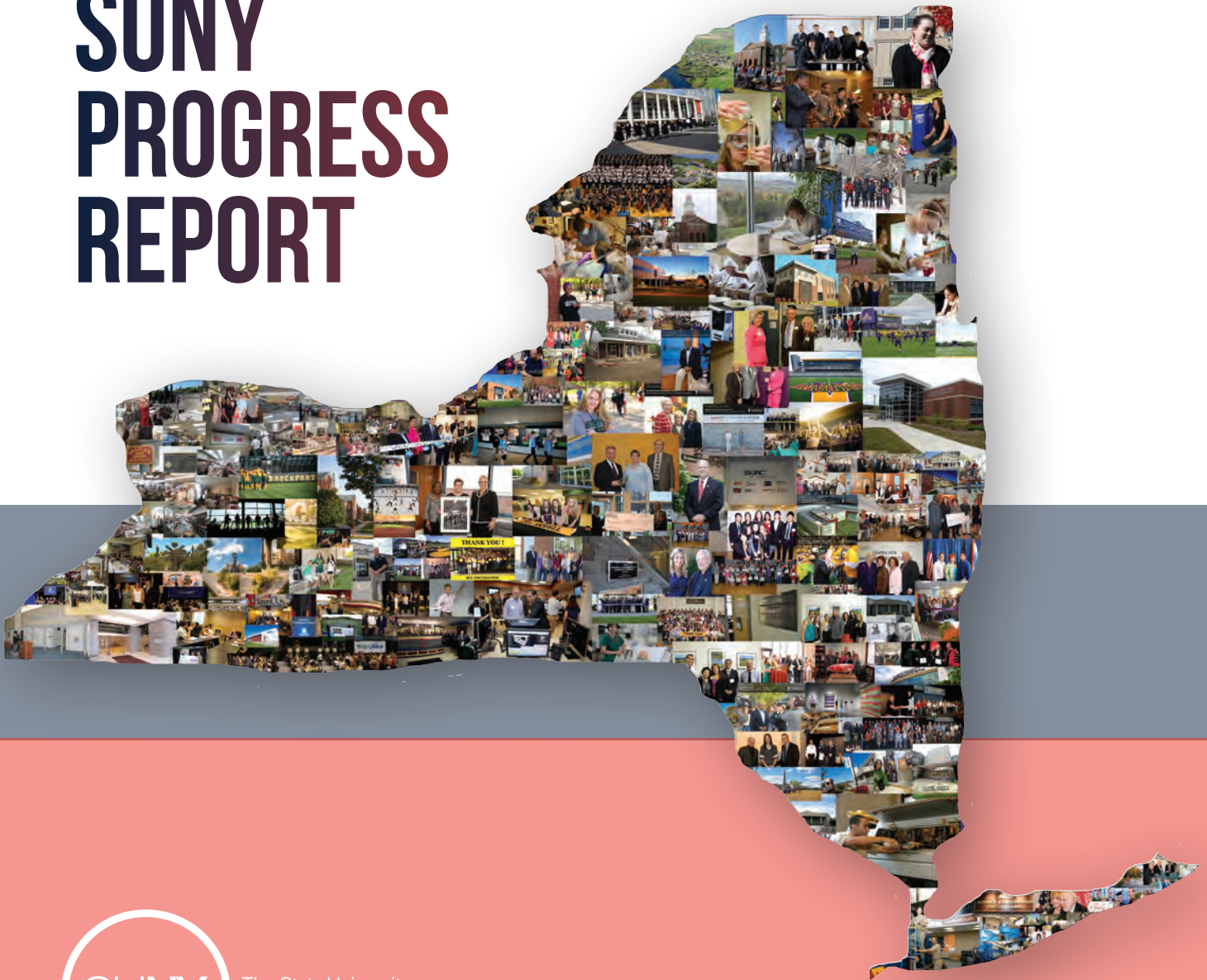
INDUSTRIAL/MANUFACTURING



FOOD/BEVERAGE/AGRICULTURE



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The State University
of New York

For more information on SUNY's START-UP NY program contact:

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This report contains metrics and information through calendar year 2017.