



UPSTATE **CAPITAL**

ASSOCIATION OF NEW YORK

The Entrepreneurs' Resource Guide

NOTHING **VENTURED**, NOTHING **GAINED**.



SARATOGA
—FORUM—

ANNUAL AWARDS
celebration

BUFFALO
PRIVATE EQUITY
SUMMIT

UPSTATE**CAPITAL**.ORG



UPSTATE CAPITAL MEMBERSHIP

Because Businesses are Built on Relationships

Entrepreneurs + Executives

business owners,
CFOs, CEOs, and
startup founders

Capital Providers + Professionals

investors, bankers,
service providers,
advisors, support
organizations
professionals

VC Community @ Upstate Capital

early + growth-stage
venture investors,
emerging managers
and LPs

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UPSTATE CAPITAL PROGRAMS

The Capital Foundation of New York

NYBPC

statewide,
intercollegiate
entrepreneurship
competition

Executive Peer Group

professionally
facilitated advisory
group to provide and
receive insights,
knowledge +
experience

Invest NY

open-access data and
intelligence platform
for founders, investors
+ ecosystem builders

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Invest NY

The open-access data and intelligence platform
built for founders, investors, and entrepreneurship
ecosystem professionals

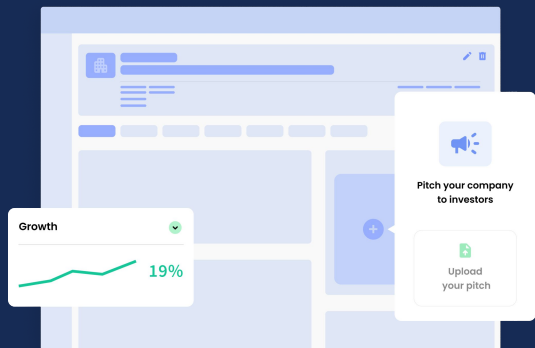
InvestNY.org



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Entrepreneurs + Founders:

- + Company profiles are visible both on the Invest NY platform and the global Dealroom platform, used by major investors & corporates worldwide.
- + Claim, and edit your company profile, and add your pitch to signal that you're fundraising or hiring.
- + Discover relevant clients, partners, and investors



Ecosystem Leaders + Support Organization Professionals:

- + Track KPIs on your alumni post-program: jobs created, job openings, money raised, patents created, valuation and growth
- + Generate leads on new companies for you to work with based on your specific criteria.
- + Use aggregated data sets and visualization tools to understand better how the ecosystem evolves over time
- + Access research tools with reliable local, current, and historical data sets.
- + Share the progress of their programs with stakeholders.



UPSTATE NEW YORK

1,240

Funded companies

74

VC investors

1,634

Funding rounds

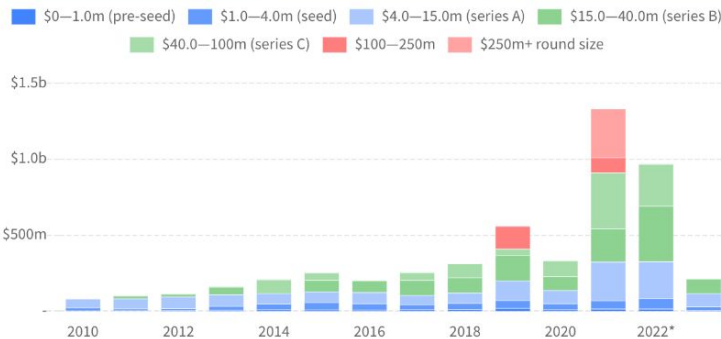
39k

Startup employees

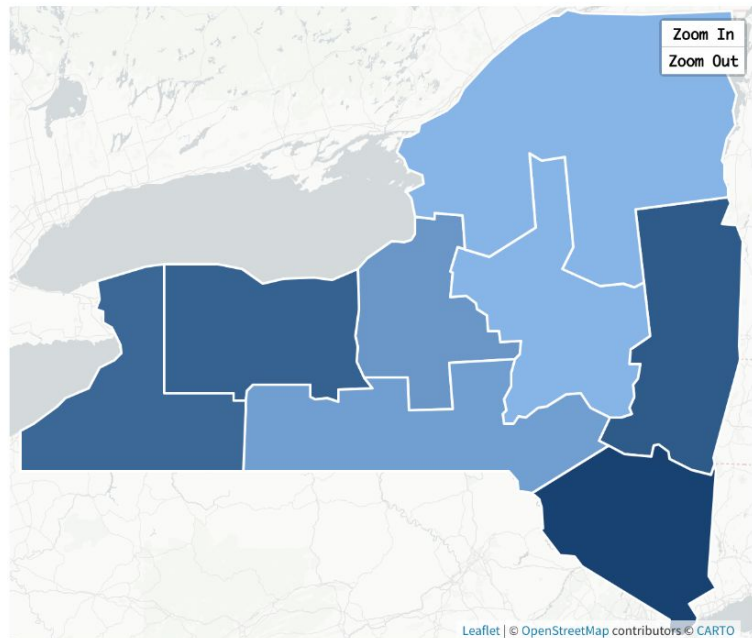
VC Investment

Rounds

Employees



View chart



Predictive signals

(Pre)Seed opportunities

Series A+ Opportunities

Breakout Opportunities

Top Ranked Startups

Age 0-3 years, <\$1M funding, refreshes every day

NAME

SIGNAL

Rising Stars

Age 0-3 years, <\$1M funding, refreshes every day

NAME

SIGNAL

Fastest Growth

Age 0-3 years, <\$1M funding, refreshes every day

NAME

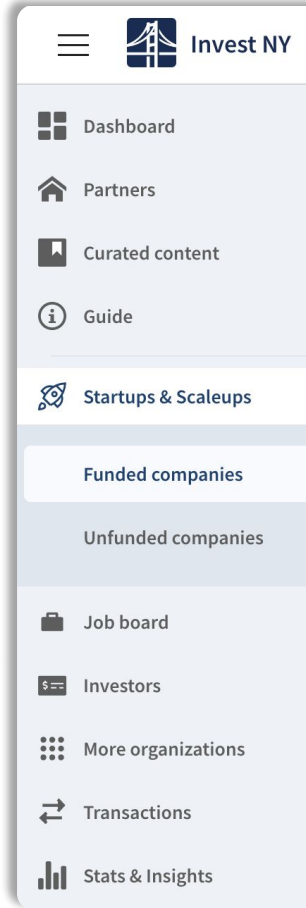
SIGNAL



A tool built for a wide range of user types.

- **Investors:** discover the most investment ready companies in the state, using the Dealroom Signal algorithm
- **Accelerators and incubators:** Track the success of their alumni: employment generated, investment rounds raised, international offices opened
- **Startups and founders:** research competitors and B2B clients. Be more visible towards investors, job seekers, industry experts (globally)
- **Policy-makers:** identify the least funded sectors in your region.
- **Journalists/researchers:** assess the combined valuation growth of funded companies in Upstate NY over the last years
- **Job seekers:** identify very specific job opportunities in startups & scaleups
- **Universities:** showcase and measure the KPIs their alumni companies

**One stop access.
360° overview.**



Partnership Benefits:

- + Real-time visibility into the startup pipeline
- + Efficient connections between people and resources
- + Showcase NY's innovation ecosystem holistically, regionally, and locally
- + Showcase industries including startup activity, investment activity, and unique resources
- + Demonstrable, publicly available view on historical relationships between startups and resources utilized to illustrate the value of the ecosystem
- + Data-driven decision-making for economic developers

Invest NY Partners:

- + Accelerators
- + Incubators
- + Universities
- + Service Providers
- + Economic Development
- + Government

For more information on partnership:
Noa Simons, President + CEO
Upstate Capital Association of New York
noa@upstatecapital.org.





Invest NY

Let's set up a demo!

Bailey Burke

bailey@upstatecapital.org



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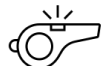


UPSTATE **CAPITAL**
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New York **Accelerators**



In our ten week business development phase, up to 20 early stage startups working in any sector within the food system receive:



1:1 Mentorship



Tailored Food Systems Networking



Regional Business Development Visit



Pitch Support from Cornell University Faculty



\$3M invested annually, \$1M top investment

5th Annual Grow-NY Summit, November 14 – 15, Binghamton

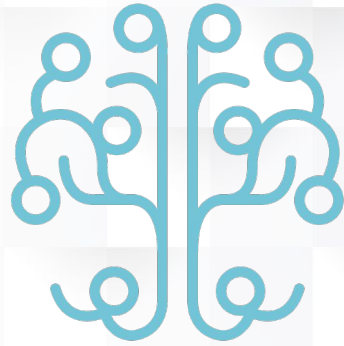


Cornell University



CNY RISING
FROM THE GROUND UP





GENIUS NY

Kara Jones

Director of GENIUS NY

Commercialization Competition

Funding For Manufacturing Startups

Patty Rechberger
Innovation Fund Manager
FuzeHub



Competition Requirements



NYS MANUFACTURER

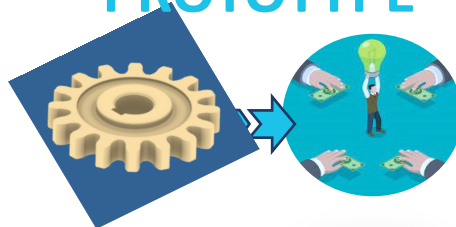


UNDER \$500K
(2 YEARS)



UNDER \$100K

PROTOTYPE



Program Details

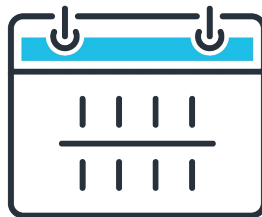
\$50,000 – \$150,000



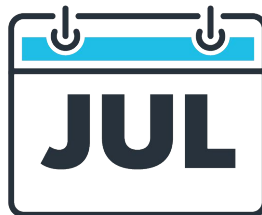
SAFE



12-MONTH PROJECT



APPLICATIONS OPEN



<https://fuzehub.com/innovation-fund/>



43North is an accelerator program that invests \$5M per year to attract and retain high-growth startups in Buffalo, NY.



INVESTMENT

\$5M in annual funding to invest across 5 high-growth startups (\$1M investment each)



WORKSPACE

Class-A office space in our Downtown Buffalo HQ



MENTORSHIP

1-on-1 mentorship and growth-focused programming



SUPPORT

Emphasis on recruitment, marketing, and fundraising



ACCESS

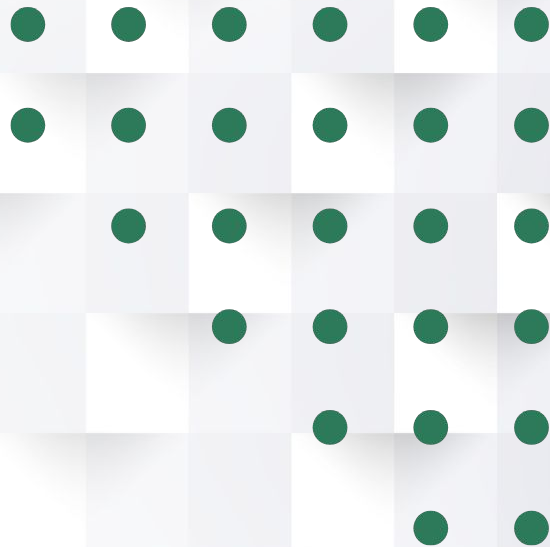
An extensive network of investors, customers, partners, vendors, etc.

Non-profit helping technology companies launch and grow

					
Incubator	Accelerator	Studio + Accelerator	Studio + Accelerator	Accelerator	Consulting Services
Tech / High-Growth	Optics, Photonics, Imaging	No-Code SaaS Training & Startup Support	Clean tech / Climate tech	Climate tech / Tech Hardware	Manufacturing
Concept Pre-Seed Seed Early Growth Mature	Concept Pre-Seed Seed Early Growth Mature	Concept Pre-Seed Seed Early Growth Mature	Concept Pre-Seed Seed Early Growth Mature	Concept Pre-Seed Seed Early Growth Mature	Concept Pre-Seed Seed Early Growth Mature
>60 clients	10 teams / year	50 participants / year	10 teams / year	8-10 teams / year	100 clients / year



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New York **Incubators**



Business Incubator Association of New York State, Inc.



Marc Alessi
Executive
Director



Michael
Gurtowski
Deputy Director

The Business Incubator Association of New York (BIANYS) is a nonprofit trade association established in 2005 with the mission of building a community within the ecosystem of business incubators, accelerators and co-working spaces across New York State.

How we can help:

1. Incubator Connections and Introductions
2. Networking Events with member incubators, VC's, Entrepreneurs
3. BIANYS Annual Conference
4. Webinar Series and Member Highlights
5. Monthly Ecosystem Newsletter
6. Advocacy for New York State Incubator Programs

Interested in learning more about BIANYS? Email Mike at

Michael.Gurtowski@bianys.com

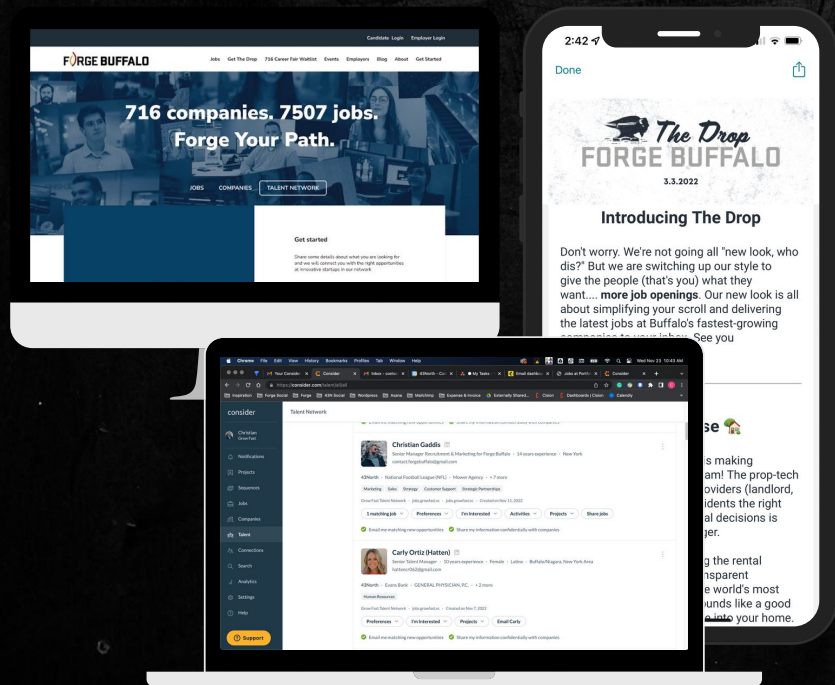
Sign up for our newsletter at www.BIANYS.org to see our upcoming events!



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Connecting to **Jobs**

FORGE BUFFALO



Mission

To amplify the talent search efforts of startups and tech companies and create the most efficient tool that candidates can use to optimize their job search.



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Commercializing Technology



Due Diligence Research for Technology Commercialization Assessment



CONTACT US AT: nysstlc@syrr.edu | bjgerlin@syrr.edu



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September 8 2023



Division of
Science, Technology
& Innovation

DUE DILIGENCE RESEARCH INCLUDES:

- Prior Art Searches for Intellectual Property Assessment
- Regulatory Landscape
- Market Information
- Potential partners, investors, funding sources



CONFIDENTIAL

Research Report for:

NUAIR

Spring, 2020

Research Associates:

Imani Deas
Rita Khabbaz
Aarthi Manoharan
Ashley Robinson

Senior Research Associate:

Amy Ruta

Adjunct Faculty:

Brian Gerling

Associate Director:

Molly Zimmermann

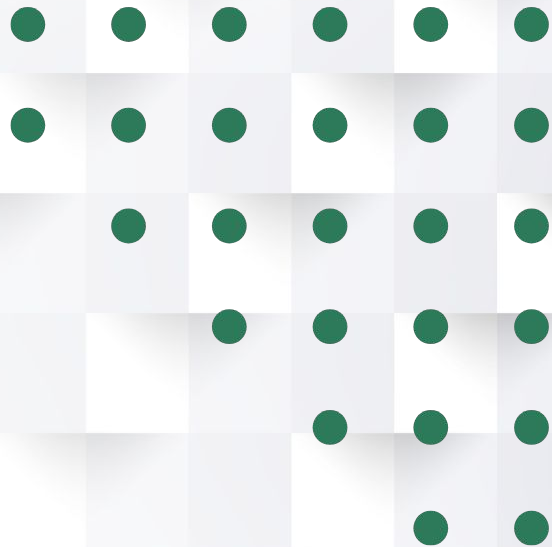
Director:

M. Jack Rudnick

**NYS SCIENCE+TECHNOLOGY
LAW CENTER**
AT SYRACUSE UNIVERSITY COLLEGE OF LAW
Promoting Innovation Through Law®



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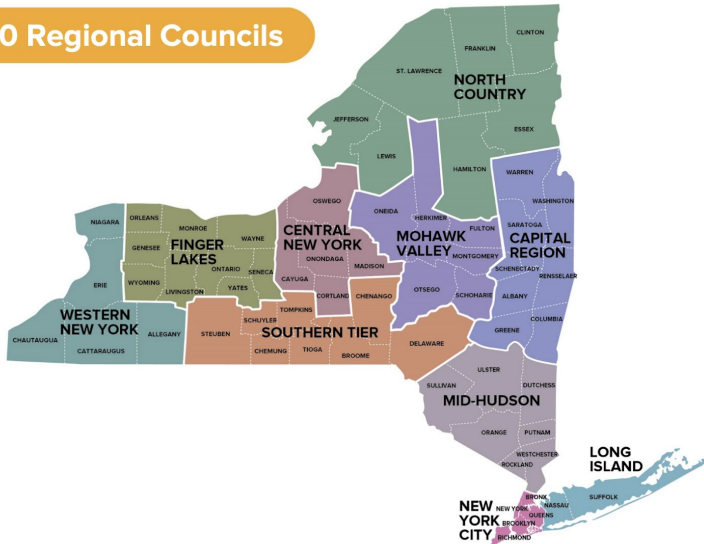


Innovation **Hotspots**

Innovation Hot Spot

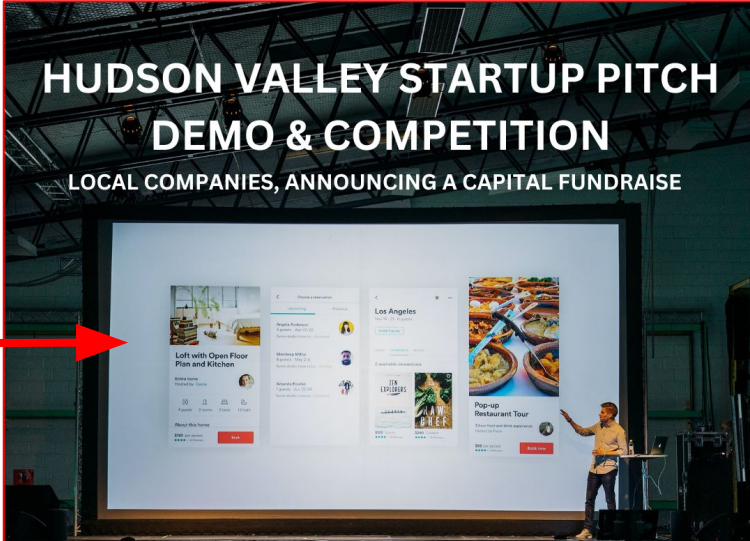
As defined by Empire State Development: “Innovation Hot Spots are **business incubators** with the additional responsibility to **coordinate regional entrepreneurial ecosystems**.”

10 Regional Councils



HV Venture Hub Incubator

Goal	Services
Revenue	Paid Advisement, Small Grants
Capital	Pitching Opportunities
Jobs	Student Contractors
+ NYS Tax incentives	



**HUDSON VALLEY STARTUP PITCH
DEMO & COMPETITION**

LOCAL COMPANIES, ANNOUNCING A CAPITAL FUNDRAISE

RESERVE A SEAT & JOIN OUR ENTREPRENEURSHIP COMMUNITY

WEDNESDAY, SEPTEMBER 27 | 6-8PM
SENATE GARAGE, KINGSTON, NY

**HUDSON VALLEY
VENTURE HUB
at SUNY NEW PALTZ**

Entrepreneurship Convening

COLLABORATION CORNER

Renewable Energy and Clean Tech Industry
Senate Garage, Kingston NY

ENGAGE IN DISCUSSIONS FACILITATED BY:

Ron MacDonald
President, CEO & Director, Zinc8

Khaalid McMillon
Mechanical Development Engineer, IBM

Tony Coretto
Managing Director, Strategic Ventures LLC

Desirée Lyle
Owner, Simply Sustainable

24, MAY, 2023

5:30PM – 8:30PM

Scan for Free
Registration



SEED TO MARKET SUMMIT

September 20, 2023 | UrbanXtracts, Warwick, NY

Innovation Hot Spot

As defined by Empire State Development: “Innovation Hot Spots are **business incubators** with the additional responsibility to **coordinate regional entrepreneurial ecosystems**. The goal of the Innovation Hot Spot program is to **improve the quality and quantity of incubator services** provided to young companies, enabling these businesses to **successfully transition from the start-up phase to larger scale commercialization** of their products and services.”





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NY Assets: **NYSTAR**

NYSTAR Supporting R&D and Innovation

NYSTAR leverages New York State's unparalleled investments in world-class innovation assets with programs that can assist companies from start-up through maturity to become more competitive by integrating innovative technologies into their business and providing resources. NYSTAR's 70+ funded centers provide tools for enabling technology and manufacturing-led growth and job creation.

Innovation & Commercialization Support

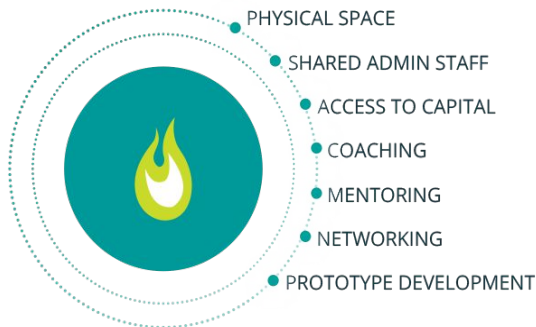
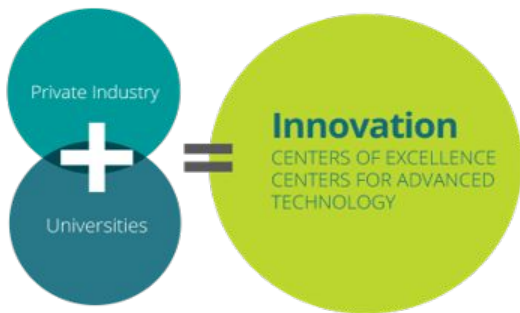
- 15 Center of Advanced Technology (CATs)
- 14 Center of Excellence (CoEs)
- Matching Grants Leverage Program
- SBIR/STTR Match (pending)
- Fuzehub Commercialization Competition

Entrepreneurial Ecosystem

- Entrepreneurial Navigator
- Reimagine Workforce Preparation
- 10 Hot Spots
- 20 Certified Business Incubators
- 7 Accelerators
- NYS Business Plan Competition

Manufacturing & Supply Chain

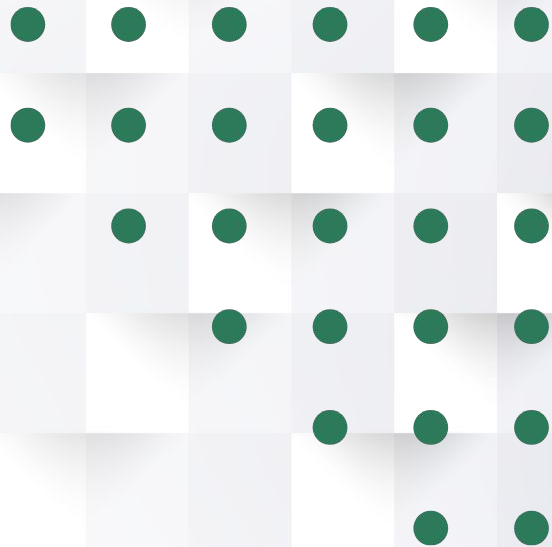
- 11 Manufacturing Extension Partner Centers (MEPs)
- Fuzehub State-wide MEP
- Tech Scouts
- Planning Grants





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The Capital **Stack**



Access to Grants

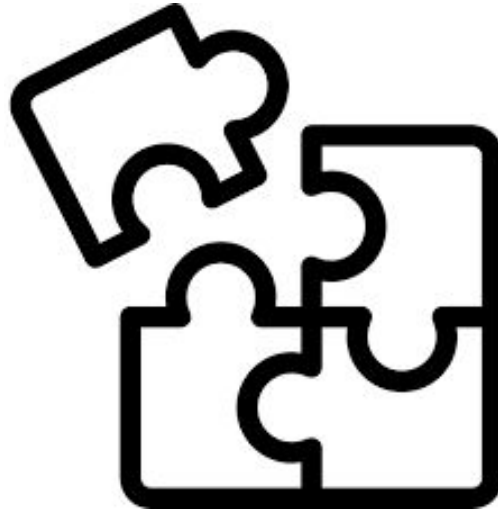
Early-Stage Funding

Patty Rechberger
Innovation Fund Manager
FuzeHub



Good Fit Aspects to Consider

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



SBIR / STTR



 Small Business Administration	 Department of Agriculture	 Department of Commerce
 Department of Defense	 Department of Education	 Department of Energy
 Department of Health and Human Services	 Department of Homeland Security	 Department of Transportation
 Environmental Protection Agency	 National Aeronautics and Space Administration	 National Science Foundation



AMERICA'S
SEED FUND
SBIR • STTR

POWERED BY



U.S. Small Business
Administration

Phase I
Idea
Up to \$200k

Phase II
Prototype
Up to \$2M

Phase III
Commercialization

Jeff Lawrence Innovation Fund



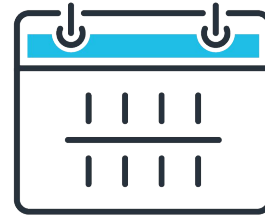
MANUFACTURING GRANTS

AWARDS



\$10,000 – \$50,000

APPLICATIONS



JANUARY, APRIL



Early-Stage Funding with NY Ventures

NY Ventures Funds

Direct Investment

- ❑ **Pre-Seed and Seed Fund** (*Jan. 2023*) - \$30M
- ❑ **NYS Innovation Venture Capital Fund** (*2015*) - \$135M

Indirect Investment

- ❑ **Emerging and Regional Partner Program Fund** (*Dec. 2022*) - \$102M
- ❑ **Community and Regional Partner Program Fund** (*Dec. 2022*) - \$52M

Pre-Seed and Seed Fund

Fund Overview

- Investment size: \$50K - \$250K
- Application-based Fund
- Fund size: \$30M
- 15 Portfolio Companies
- Launched in 2023
- Eligibility:
 - C-Corp
 - HQ in NYS
 - Raised <\$2M in dilutive funding before your current round
 - Matching funds within 90 days

Focus Areas

- Key sectors:
 - Advanced Manufacturing
 - Agricultural Tech
 - Clean Energy/Climate Tech
 - Consumer Tech
 - Deep Tech
 - FinTech
 - Health Care/Life Sciences/Medical Devices
 - SaaS/Data/AI
- Diverse teams and NYS geographies

NYS Innovation VC Fund

Fund Overview

- Stage: Seed to Series B
- Investment size: \$250K - \$3M
- Fund size: \$135M
- Actively deploying capital
- External advisory board
- Require 3 yrs in NYS post-investment

Focus Areas and Contact

- Key sectors:
 - Advanced Manufacturing
 - Agricultural Tech
 - Clean Energy/Climate Tech
 - Computing/AI
 - Health Care/Life Sciences
 - Social Impact Tech
- Diverse teams and NYS geographies
- **How to start?** Connect with the NY Ventures investor team



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Next Steps