“Re-Building Buffalo: Strengthening the Community and Advancing Entrepreneurship on the Buffalo Niagara Medical Campus”
WELCOME

Amy Schmit,
Director of Management and Strategic Implementation, CBLS
2015-2016 UB CAT PROJECTS – APPLY NOW!

UB CAT awards matching funds to eligible projects including:

- New product development
- Product optimization, design & prototyping
- Testing services utilizing special equipment
- Validation and quality control
- Clinical trials
- Other projects supporting commercialization

Information Session:
April 2nd | 5:30 – 6:30 p.m.
NYS Center of Excellence in Bioinformatics and Life Sciences
701 Ellicott Street
Buffalo, NY 14203

For more information, visit:
buffalo.edu/cbls/cat
or contact:
Karen Utz, Director, Program Administration
716.881.7588 or kmutz@buffalo.edu
Did You Know?

_START-UP NY is not just for startups!
• out-of-state businesses relocating to NYS
• existing NYS businesses with expansion plans
• graduates of NYS incubators

Benefits
• No NYS income tax (for company or employees)
• No NYS business, corporate, sales, property taxes or franchise fees
• Access to world-class NYS higher education system, state-of-the-art technology, and industry experts

To find out how you can participate in START-UP NY with UB, please contact:

Karen Utz
Director, Program Administration at 716.881.7588 or kmutz@buffalo.edu

For more information on Start-Up NY, visit: http://startup.ny.gov/
UPCOMING CBLS EVENTS

May 27-28, June 4, 2015

Pre-Seed Workshop, Buffalo
CBLS, 701 Ellicott Street

- A forum for high-tech ideas with potential—bring an idea from concept to plan in just two days
- Looking for industry experts to volunteer
- Contact Sandra Small, PhD at sksmall@buffalo.edu to participate and for more information

THANK YOU TO OUR PARTNERS:
UPCOMING OED EVENTS

April 16, 2015 | 4:00 p.m. – 5:00 p.m.

Commercialization Lecture Series: The University at Buffalo’s Office of Economic Development (OED): Building Global Competitiveness & Growing Jobs in Buffalo Niagara
CBLS, 701 Ellicott Street

- Formally welcoming Christina Orsi in her new role as associate vice president for economic development
- An update on START-UP NY through UB from OED’s Director, Program Administration, Karen Utz

SPECIAL FEATURE: Hear from a panel of cutting-edge companies that have grown their business through START-UP NY at UB.

Visit uboed.eventbrite.com to register for this free event
PARTNER EVENTS

March 26, 2015 | 5:00 p.m. – 7:00 p.m.

Beakers and Beer
Sponsored by the Buffalo Niagara Medical Campus
Coco Bar and Bistro | 888 Main Street Buffalo, NY

- Enjoy a night of networking, free food & drinks
- RSVP at bnmc.org/beakers
Next Things Now: Innovation & Entrepreneurship in Buffalo

Video: https://www.youtube.com/watch?v=E-YgcN-en3U
BNMC Update

Matt Enstice
President and CEO,
Buffalo Niagara Medical Campus, Inc.
Working together to change our city’s future.
A dynamic consortium of world class hospitals, health care facilities, research and educational institutions laid out a progressive vision to leverage collective assets.
Campus Growth

Hauptman-Woodward Medical Research Institute: Structural Biology Research Center: 80,000 sq. ft.

University at Buffalo: NYS Center of Excellence in Bioinformatics and Life Sciences: 140,000 sq. ft.

Roswell Park Cancer Institute: Center for Genetics and Pharmacology: 170,000 sq. ft.
Campus Growth

Gates Vascular Institute/ UB CTRC
Michigan Goodrich Garage
HighPointe Long Term Care
UB Educational Opportunity Center
Campus Growth
Medical Campus Growth (2016-17)

Conventus

John R. Oishei Children’s Hospital

Roswell Park’s Clinical Sciences Center

UB School of Medicine

Buffalo Niagara Medical Campus
A Thriving Medical Campus

17,000 Employees by 2017

100 + companies | 9 million square feet

$1.4 billion in investment on Campus

Significant new Campus construction

Economic impact on surrounding neighborhoods
BNMC Inc. has brought new life, resources and opportunities to the city of Buffalo with a unique approach called MutualCity.

Our work has attracted the attention and support of funders, investors and partners from Buffalo and around the world.
The MutualCity Model

Assets
- BNMC Inc.
- Financial Expertise
- Collaboration
- Innovation
- Campus Resources

Community Needs
- Opportunity
  - Workforce
  - Entrepreneurship
  - Education
- Resources
  - Energy
  - Transportation
  - Housing
- Health
  - Environment
  - Food and wellness
  - Strong neighborhoods

Impacts
- Partnerships
- Entrepreneurial Ecosystem
- Campus jobs, business opportunities
- Innovative energy models
- Revitalized real estate
- Increased housing density
- Sustainable, efficient transportation
- Neighborhood collaboration
- Improved infrastructure
- Access to healthy food, active living
A New Model That Works at a Systems Level

BNMC Inc

Traditional Anchor Model

Opportunity

Resources

Health

BNMC Inc

- Housing
- Workforce & Procurement
- Entrepreneurship
- Energy
- Transportation
- Housing
- Food & Wellness
- Strong Neighborhoods
- Environment
- Education
ENERGY

GOAL
Provide high-quality continuous energy that defines a global standard for innovation, energy, efficiency, and modern energy management.
ENTREPRENEURSHIP

GOAL
Create a dynamic entrepreneurial ecosystem that will identify, develop, support and expand new businesses and jobs and attract new investment in Buffalo
WORKFORCE & PROCUREMENT

GOAL
Increase local hiring and procurement by engaging and connecting member institutions with local businesses, non-profits and residents to ensure a skilled workforce and economic opportunity for residents.
FOOD & ACTIVE LIVING

GOAL
Create a healthy, safe and livable community by making it easier to access nutritious food and active living opportunities for all residents, especially youth.
NEIGHBORHOODS & HOUSING

GOAL
Partner with residents to identify, address, and resolve issues that may impact the adjacent neighborhoods including housing density, neighborhood sustainability, transportation and parking, and economic opportunity.
TRANSPORTATION, ACCESS & SAFETY

GOAL
Ensuring a safe, accessible destination for visitors and patients, while creating a sustainable and efficient transportation and access system for employees, neighbors and community.
Changing Our City’s Future

Buffalo Niagara Medical Campus
bnmc.org
CBLS’ Business Development Role

Kim Grant
Business Development Executive, CBLS
Opening the ‘front door’ of UB

- Repatriated to Buffalo in 2007 from Columbus, Ohio
- 30 years experience in technology sector
- 6 years growing a small engineering firm
- Expansive professional network across the region
- Previous President of the ISA, on the Board of the Buffalo Public School Policy Board, Board member of the WNY Invention Convention, Board member Boy Scout troop 250, BNP Working Group Committee Member
How can I help you and your business?

**Problem:** You’re stuck
- Need expertise (UB or non-UB)
- Need resources (UB or non-UB supply chain)
- Need someone to listen

**Solution:**
- Understanding your business and its challenges and connect you with the appropriate resources and expertise
  - Helping you navigate UB (process, procedure, IRB, IACUC, Clinical Trials Office)
  - Helping you navigate non-UB
The Ripple Effect...

- New job creation
- Economic impact
- Learning new things all the time
- Exposure to extraordinary people with innovative ideas!
- Being a part of Buffalo’s renaissance
Traditional Ways to Engage with UB

- Co-location
- Core facilities/use equipment
- Access to faculty expertise
- Access to students (interns, co-ops, future employees)
- Funding (UB CAT)

- START-UP NY sponsorship
- Developmental programs (Pre-Seed Workshop)
- Convening (Commercialization Lecture Series)
- Start Up CEL (formally High-Tech CEL)
## Non-traditional Support

### University at Buffalo

- Buffalo Institute for Genomics & Data Analytics (BIG)
- CBLS Sponsorship
- Highlight company successes (feature on CBLS website)
- Featured presenters at CBLS events
- Facilitating access to CBLS and CCR

### Workforce Development (Career Experience Program)

- Bright Buffalo Niagara
- iSciWNY (Hillside, Buffalo Urban Development, workforce development out reach to other SUNY)

### Partner Organizations

- Insyte Consulting
- Syracuse Law Center
- Small Business Development Center
- Bio International Convention
- Medtech
- Western New York Renaissance Program
- 43 North, Start Up Weekend, FIKA, Ignite, Launch NY
- STOR
- TCIE …and many more!
Contact information

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@COEKimgrant
Kim Beldon Grant
Thank You

Questions?