WELCOME

Karen Utz,
Director, Program Administration
Office of Economic Development (OED)
The UB Center for Advanced Biomedical and Bioengineering Technology (UB CAT) RFP is now open!

UB CAT links academic research with commercial interests to facilitate commercialization of life sciences inventions that grow the New York State economy.

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

For more information, visit: buffalo.edu/cbls/cat
2015-2016 UB CAT PROJECTS – APRIL 24th DEADLINE

UB CAT awards matching funds to eligible life sciences projects including:

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

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

For more information, visit: buffalo.edu/cbils/cat
PARTNER EVENTS

April 25, 2015 | 9:00 a.m. – 12:00 p.m. | Breakfast begins at 8:30 a.m.

Picture Yourself on the Buffalo Niagara Medical Campus
Presented by the BNMC and iSciWNY | Powered by AT&T
Start your exploration at d!g | 640 Ellicott Street, Buffalo

- Tour Medical Campus facilities and hear from experts at UB’s NYS Center of Excellence in Bioinformatics & Life Sciences, Roswell Park Cancer Institute, Kaleida Health, Hauptman-Woodward Institute, the Jacobs Institute, UNYTS and the Innovation Center

- Explore career, internship & volunteer opportunities

- 7th – 12th graders and their parents can test drive the Robotic Surgery Simulator, use a microscope to view cancer cells, watch a surgery and pitch for Shark Tank – student edition and much more!

- RSVP by April 16 at bnmc.org/April25
PARTNER EVENTS

April 23, 2015 | 5:00 p.m. – 7:00 p.m.

Beakers and Beer
Sponsored by the Buffalo Niagara Medical Campus
Hauptman Woodward Institute | 2nd Floor Atrium
700 Ellicott Street, Buffalo

○ Enjoy a night of networking, free food & drinks

○ RSVP at bnmc.org/beakers
INTRODUCTION

Kenneth M. Tramposch, Ph.D.
Associate Vice President for Research
University at Buffalo
INTRODUCTION

Christina P. Orsi,
Associate Vice President
for Economic Development
UB’s Office of Economic Development (OED): Building Global Competitiveness & Growing Jobs in Buffalo Niagara
“Businesses and entrepreneurs from inside and outside New York, from Canada, from literally all over the world, are intrigued by ESD’s STARTUP-NY marketing efforts and are reaching out to learn more. We are able to quickly and effectively introduce them to not only the tax incentives, but to the tremendous additional value in having access to UB students, assets, research faculty, an affordable community, a ready and able workforce, and all of the brand value associated with the SUNY system and the State of New York.”

– Karen Utz, Director, Program Administration
UB Office of Economic Development
UB’s START-UP NY Team and Partners

**UB OED START-UP NY Team:**
Dr. Venu Govindaraju, Vice President for Research and Economic Development  
Christina Orsi, Associate Vice President, Economic Development  
Karen Utz, Director, Program Administration  
Rob Leteste, Commercialization Coordinator  
Natalie Weil, Account Administrator  
Ashley Bucholtz, Economic Development Assistant  
Kim Grant, CBL/CRI Business Development Executive  
Chris Janson, CMI Business Development Executive

**UB Partners include:**
UB CBLS/CMI: Norma Nowak, PhD, Mark Swihart, PhD  
UB Science, Technology Transfer, and Economic Outreach (STOR): Jeff Dunbar, Woody Maggard, Kim Kohl, Sara Goodman, Martin Casstevens  
UB Center for Industrial Effectiveness (TCIE)/NYSCEDII: Tim Leyh, Gary Simon  
WNY Innovation Hot Spot Incubator: Tom Murdock  
UB Career Services: Arlene Kaukus, Judy Applebaum  
UB Capital Planning Group: Ron Place, Sean Brodfuehrer, Rob Rychlik  
UB Center for Computational Research (CCR): Tom Furlani  
UB Center for Entrepreneurial Leadership (CEL): Tom Ulbrich

**Community Partners include:**
Empire State Development WNY Region: Chris Schoepflin, Mike Ball, RJ Ball, Ed Kowalewski  
Buffalo Niagara Enterprise: Tom Kucharski, Alan Rosenhoch, Jenna Kavanaugh, Chris Finn  
Erie County Industrial Development Agency (ECIDA): Steve Weathers, John Cappellino  
Lumsden & McCormick LLP: Cory VanDeusen, Alicia Sears  
Superior Group: Scott Stenclik, Steve Kimmel-Hurt  
Launch NY: Marnie LaVigne, Alex Adema  
Buffalo Manufacturing Works: Michael Ulbrich, Steve Levesque  
43North: John Gavigan, Peter Burakowski
UB’s START-UP NY Campus Plan

• Across all of New York State, there are:
  ✔ 67 schools (public and private) currently approved to participate in Start-Up NY
  ✔ Of these 67 schools, 10 are in Western NY:
    • Alfred State College
    • Buffalo State College
    • Canisius College
    • D’Youville College
    • Fredonia
    • Jamestown Community College
    • Niagara County Community College
    • Niagara University
    • University at Buffalo
    • Villa Maria College

• UB’s current campus plan contains 276,286 sq. ft. of tax-free designated space
  ✔ UB affiliates:
    • BNMC, Inc.
    • Hauptman Woodward Medical Research Institute
    • Roswell Park Cancer Institute
    • Z80 Labs
Current State

There are at least **98** businesses currently approved across NYS; **37 + 5** of them are approved under UB sponsorship

42 companies approved

- ACV Auctions, Inc.
- Adiabatic Solutions, LLC
- Aesku.NY, Inc.
- Appistry, Inc.
- Asana Medical, Inc.
- Bak USA, LLC
- Biologichem LLC
- Canget BioTekpharma LLC
- Clearview Social, Inc.
- Clinical Support Services, Inc.
- Cloud62 Inc.
- DaStrong Corp.
- Decision Pace, Inc.
- Energy Intelligence, Inc.
- Genetesis LLC
- GradFly, Inc.
- HarkerBio, LLC
- Heads Up Display, Inc.
- HemoGenyx LLC
- ID Federator, LLC
- Illuminating Diagnostics LLC
- Infonaut Holdings, Inc.
- JOOX America LLC
- KeepUp Inc
- LED Spirit, Inc.
- Liazon Corporation
- Lineagen, Inc.
- Mitigate Injury Management, Inc.
- NE Innovation, LLC
- Nuenz, Inc.
- Nupur Technologies LLC
- Raland Therapeutics, Inc.
- Robb Surgical Devices, LLC
- Sinapis Pharma, Inc.
- Vader Systems, LLC
- You First Services, Inc.
- ZeptoMetrix Corporation

**Total capital investment:** $45,719,422

1,491 total net new jobs projected over the next 5 years
Engaged Companies by Type (n = 42)

- Attraction: 15 (36%)
- Incubator: 13 (31%)
- Graduate: 2 (5%)

New Jobs Forecast by Type (n = 1,491)

- Expansion: 732 (49%)
- Attraction: 433 (29%)
- Incubator: 242 (16%)
- Graduate: 84 (6%)

- Attractions
- Expansion
- Incubator
- Graduate
- Start-Up Company
Companies by Economic Sector (n = 42)

- Manufacturing - Medical: 4 (10%)
- Manufacturing – Metals, Machinery, Equipment: 8 (19%)
- R&D Services: 10 (24%)
- IT: 16 (38%)

Jobs by Economic Sector (n = 1,491)

- Manufacturing - Medical: 4 (9%)
- Manufacturing – Metals, Machinery, Equipment: 4 (9%)
- R&D Services: 83 (6%)
- IT: 407 (27%)
- Diagnostics: 869 (58%)
- Other: 28 (2%)
Heads Up Display Inc.
Brendon Dever, CEO

- Creating wearable sensor systems for people in hazardous work environments
- Start-up company occupying space in Z80 Labs Incubator
- 5-Year Net New Job Projection: 2
NE Innovations, LLC
Jim Patterson, COO, New Era Cap Co., Inc.

- A textile innovation company developing wearable and sensory technology for performance enhancing smart textiles and protective textiles all used to manufacture apparel and accessories for athletics and extreme sports
- Start-up company occupying space in UB Technology Incubator at Baird Research Park
- 5-Year Net New Job Projection: 3
HemoGenyx, LLC
Vladislav Sandler, Ph.D., CEO/CSO

- A biopharmaceutical company developing a patented new treatment for blood diseases leveraging a special class of cells, which can generate cancer-free blood stem cells that will increase the efficacy of bone marrow transplants, eliminating the need for donors

- Start-up company; 43North $500,000 winner

- 5-Year Net New Job Projection: 7
Illuminating Diagnostics LLC
Sarah Scouten, Ph.D., Founder

- A company that is developing novel diagnostic tests for rapid detection of microbial pathogens marketed to doctors and hospitals

- Start-up company started by UB PhD alum; occupying space in Buffalo Biosciences Incubator (5th floor of UB’s Clinical and Translational Research Center [CTRC])

- 5-Year Net New Job Projection: 32
Cloud 62, Inc.
Raj Suchak, Founder

- A company who is a Salesforce.com services partner which is building a hospitality software platform to help clubs and customers manage their businesses in the cloud.
- Baird Research Park Incubator graduate currently occupying space in UB’s Gateway Building
- 5-Year Net New Job Projection: 35
BAK USA LLC
Ulla Bak, President
J P Folsgaard Bak, Chairman

- A manufacturer of tablet PC devices primarily marketed to 3rd world countries for educational purposes
- Start-up company occupying off-campus space (Compass East building)
- 5-Year Net New Job Projection: 267
BAK USA: Building a Future in Buffalo, NY
Thank You

Questions?