

# PORTOLIO OF CCMR-RTDC OFFERINGS

## **Other Programs “beyond CCMR” Overview of Grants and Funding**

### Obtaining Grants & Funding

Small and medium industrial companies frequently seek alternate sources of funding to support their technology development and commercialization efforts. One such funding source is grant money. Grant opportunities are frequently made available through federal, state, and local government agencies.

Small businesses seeking grants should first contact a member of the CCMR Industrial Partnerships team. Either organization can assist with identifying grant and funding sources and explain the process of securing the grants or funds. In some cases, they may be able to assist with the applications or administration of the grants. Once the grant or funding is obtained, the benefits received through partially funded participation in CCMR SBOP programs will produce high returns on investment for the industry partner.

This assistance includes:

- Identifying solicitations from US, state, and local agencies
- Understanding the steps to writing and submitting an application
- Finding Cornell faculty partners
- Identifying facilities resources
- Providing letters of support
- Reviewing your proposal

This section describes the sources of grant opportunities and includes a partial list of grant sources for reference.

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### Other Programs “beyond CCMR” Federal, State and Regional Offerings

#### **FEDERAL OFFERINGS**

The federal government provides grants through several agencies to facilitate technology development and aid industry. A partial list of sources of assistance and their websites is given below.

#### **SBIR/STTR Programs**

There are two special programs that are available through U.S. Federal Agencies – Small Business Innovation Research (SBIR) and Small business Technology Transfer (STTR). These funds are intended for small businesses interested in conducting targeted research for the U.S. Government. Small companies retain the intellectual property rights to technologies they develop under these programs. Funding is awarded competitively.

SBIR - The SBIR Program provides over \$1,000,000 in early-stage R&D funding directly to small technology companies.

STTR - The STTR Program provides over \$1,000,000 in early-stage R&D funding directly to small companies working cooperatively with researchers at universities and other research institutions.

Additional information about SBIR/STTR funds can be found at **[www.sbirworld.com](http://www.sbirworld.com)**.

The Cornell Center for Life Science Enterprise, a NYSTAR Center for Advanced Technology, is another resource which assists NYS small and medium businesses in obtaining SBIR and STTR grants.

#### **The Space Alliance Technology Outreach Program (SATOP)**

[www.satopny.com](http://www.satopny.com)

[info@satopny.com](mailto:info@satopny.com)

SATOP is a no-cost service designed to provide technical assistance and speed the transfer of space technology to the private sector, utilizing technical expertise derived from the US space program. Made up of an Alliance of more than 45 space companies, universities, colleges, and NASA centers (Johnson Space Center – Texas, Kennedy Space Center – Florida, and White Sands Test Facility – New Mexico), SATOP finds professionals within these companies who volunteer their time and expertise in solving the challenges brought forth by the inquiring businesses. Small businesses can receive up to 40 hours of free technical assistance through SATOP, in areas such as machine design, process engineering, material selection, and many other technical issues.

#### **National Institute of Standards and Technology (NIST)**

<http://www.nist.gov/>

Now celebrating 100 years of service to the nation, the National Institute of Standards and Technology (NIST) is a non-regulatory federal agency within the Commerce Department's Technology Administration. NIST's mission is to promote economic growth by working with industry to develop and apply technology, measurements, and standards. NIST carries out its

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mission through four interwoven programs: NIST Laboratories, Baldrige National Quality Program, Manufacturing Extension Partnership, and Advanced Technology Program.

Manufacturing Extension Partnership (MEP)

<http://www.mep.nist.gov/>

### **Others:**

Federal Stimulus Funding

[www.recovery.gov/Opportunities](http://www.recovery.gov/Opportunities)

Government Industry related grants

[www.fedgrants.gov](http://www.fedgrants.gov)

[www.grants.gov](http://www.grants.gov)

[www.fbo.gov](http://www.fbo.gov)

Catalog of Federal Domestic Assistance grants

[www.cfda.gov](http://www.cfda.gov)

Federal Funding Sources

[www.federalfundingsources.com](http://www.federalfundingsources.com)

National Science Foundation funding opportunities

[www.nsf.gov](http://www.nsf.gov)

U.S. Small Business Administration

[www.sba.gov](http://www.sba.gov)

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## STATE OFFERINGS

New York State (NYS) has specific grants targeted at scientific and technology development. In addition, NYS has low cost loan programs available to assist industry fund projects and capital equipment. A partial list of sources of assistance and their websites is given below.

<http://usgovinfo.about.com/od/smallbusiness/a/nybusiness.htm>

### 1) **Empire State Development (ESD)**

<http://www.esd.ny.gov>

#### **ESD PROGRAMS:**

#### **New York State Foundation for Science, Technology and Innovation (NYSTAR)**

<http://www.nystar.state.ny.us/>

NYSTAR supports technology development, innovation and commercialization leading to economic growth in New York State. To achieve its vision and make New York a national leader in high-technology academic research and economic growth, NYSTAR's mission is comprised of key goals — benchmarks that reflect the overall charge given to NYSTAR.

These key goals are:

- Help new and existing New York businesses become more competitive through use of innovative technologies;
- Continue to leverage public and private partnerships for technology development and commercialization;
- Enhance the research capabilities and expertise of New York's colleges, universities and research institutions;
- Support efforts to ensure a skilled workforce including exciting youth about science and technology; and
- Recommend policies to take greater advantage of New York's technology and academic research assets.

#### **New York State Energy Research and Development (NYSERDA)**

<http://www.nyserda.org/Funding/default.asp>

Businesses can get technical and financial assistance to reduce their energy costs, through a variety of programs offered by NYSERDA (New York State Energy Research and Development Authority). These programs help companies pay for the expenses of energy feasibility studies, energy control systems/instrumentation or purchasing and installing energy efficient equipment (HVAC, production equipment, office equipment, etc.).

### 2) **Other NY State programs**

#### **NYS Department of Labor funding opportunities**

[www.labor.state.ny.us/workforcenypartners/funding.shtm](http://www.labor.state.ny.us/workforcenypartners/funding.shtm)

#### **Workforce New York funding opportunities**

[www.workforcenewyork.com](http://www.workforcenewyork.com)

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## REGIONAL OFFERINGS

A variety of regional agencies and organizations provide support across the state. We show two programs for the Central New York and Finger Lakes regions below as examples.

### 1) **Regional Technology Development Centers**

Federally and State (NYSTAR) funded

<http://www.nystar.state.ny.us/rtdc.htm>

As a network of 10 independent, not-for-profit organizations, Regional Technology Development Centers (RTDC) cultivate the growth of high-tech industry and help smaller manufacturers modernize. The organizations share a common commitment to providing direct, strategic assistance to companies in the areas of entrepreneurship, technology commercialization, product development, high-tech business incubator management and technology transfer services. Primarily through three programs — the Technology Development Organization (TDO) program, the Manufacturing Extension Partnership (MEP) program, and the Industrial Technology Extension Service (ITES) program — RTDCs provide entrepreneurial and business assistance, financing and venture capital information, and Federal research grant information and assistance. RTDCs receive both Federal and State financial support.

Each Center has the ability to assess where your company stands today, to provide technical and business solutions, to help you create successful partnerships, and to help you keep learning through seminars and training programs. This non-profit network is dedicated to providing expert consulting assistance to small and medium-sized manufacturers who:

- have been unable to locate the proper resources or technologies they need
- want expert, impartial advice to help evaluate alternate solutions
- need help solving a specific problem, such as determining the cause of product defects, modifying plant layout to improve work flow, or establishing employee training
- want assistance in reversing negative business situations such as sales decreases, loss of market share, or cost increases
- want to implement new technologies or processes that will help establish them as market leaders
- seek to improve their ongoing business operations for peak performance

### 2) **CenterState Corporation for Economic Opportunity, Syracuse**

<http://www.centerstateceo.com>

CenterState CEO is investing in the innovation economy through a comprehensive set of programs that:

Connect innovators with financial resources

Facilitate collaborative university-industry partnerships

Provide resources to accelerate technology commercialization

Advocate for innovation policies, programs, and resources that support the rapid growth of companies in strategic sectors tied to key regional assets

#### **Key innovation program areas include:**

- The Tech Garden  
Since it was launched in 2005, The Tech Garden has assisted more than 400 entrepreneurs and its state-of-the-art incubator is now home to 30 early-stage ventures that have drawn investment capital and top talent from across New York State, as well as from Ireland, Israel,

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Switzerland and the United Kingdom. Tech Garden incubation companies currently employ more than 100 people, with a payroll of more than \$4.5 million. Resources at The Tech Garden include: Customized support services to help develop business acceleration roadmaps. Connections with experienced mentors and entrepreneurs-in-residence. Access to angel and venture capital investors. Networking events and extensive partnership networks

- The Clean Tech Center

<http://www.thetechgarden.com/>

This NYSERDA-funded clean energy incubator at The Tech Garden provides an integrated infrastructure for the acceleration of companies in emerging green and clean technology fields. Cutting-edge start-ups receive intensive mentoring to advance products and technologies such as next generation solar cells, wind turbines, biofuels, and advanced batteries. The center is supported by a network of collaborators: academic and industry leaders, angel and venture investors, financial institutions, service providers, utilities, industry associations, and government agencies. The Clean Tech Center was recently recognized as one of the top ten clean tech cluster organizations in the world.

- Grants for Growth

Grants for Growth is a seed program that provides up to \$75,000 in matching funds for innovative applied research projects between universities and industries that have the potential to accelerate the growth of emerging technology companies. Eight rounds of funding totaling \$1.6 million support 31 university-industry research and commercialization partnerships across the region.

- \$200,000 New York's Creative Core Emerging Business Competition

Sponsored by M&T Bank and the New York Business Development Corporation, the competition supports entrepreneurial growth and highlights investor-ready opportunities from CenterState New York's innovators. The region's business community has committed \$548,500 to this competition in the past four years, making it the largest privately sponsored competition of its kind in the country.

- Syracuse Student Sandbox

The Student Sandbox program at The Tech Garden helps capture student talent from the region's colleges and universities by providing them with a structured assistance program to launch new business ideas with the supervision of mentors that include seasoned entrepreneurs. The project is a collaboration between The Tech Garden and Kauffman Foundation Initiative schools (Syracuse University, Le Moyne College, Cayuga Community College, Onondaga Community College, Morrisville State College and SUNY College of Environmental Science and Forestry).

- Space Alliance Technology Outreach Program (SATOP)

See page 2.

### **Associated CenterState CEO funding programs include:**

- Seed Capital Fund of CNY (SCFCNY)

The Tech Garden supports the establishment of the SCFCNY, a private angel network of high net worth individuals who are guiding and investing in early stage technology businesses, with initial direct company investments of \$1.6 million, and expected sidecar investments of up to \$15 million.

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- Greater Syracuse Business Development Corporation (GSBDC)  
The GSBDC is a project financing partner administering several programs including an innovative Central New York “Quasi Equity Fund,” as well as SBA 504 and several loan funds.

### 3) **NYS Center of Excellence in Bioinformatics & Life Sciences, Buffalo** <http://www.bioinformatics.buffalo.edu/about.php>

The CoE engages in interactions with industry collaborators across numerous life sciences areas - biotechnology, biomedical informatics, diagnostics, medical devices, pharmaceuticals, research and development - that relate to the translational research capabilities of the CoE. By combining its resources with those of industry collaborators, the CoE furthers the goal of creating new life sciences technologies that improve the health and well-being of the population.

### 4) **Business plan competitions**

- Cornell Big Idea Competition:  
[entrepreneurship.cornell.edu/BigIdea](http://entrepreneurship.cornell.edu/BigIdea) (for undergraduate students)
- NY Creative Core Emerging Business Competition  
<http://www.creativecoreny.com/>
- HTR Rochester Regional Business Plan Contest  
<http://htr.org/BPContest.asp>
- MRS Entrepreneurship Challenge  
[www.mrs.org](http://www.mrs.org)

### 5) **Venture forums/connections**

- SmartStart/UNYTECH Upstate New York [www.smartstartvf.com](http://www.smartstartvf.com)
- Upstate venture Connect <http://www.upstateventureconnect.org/>

### 6) **Other resources**

- **New York First**, a website launched in October 2010 is an innovative business website geared toward the needs of companies within New York State and those who are considering relocating here.  
[www.nyfirst.ny.gov](http://www.nyfirst.ny.gov)



RESOURCE CATEGORY	PROGRAM NAME	CONTACT	PROGRAM NAME	CONTACT	PROGRAM NAME	CONTACT
<b>Financing or Funding</b>	Quasi-Equity Loan Fund Seed Capital Fund Venture Capital SBIR, STTR Kaufman Grants Grants for Growth	GSBDC or RPDB Tech Garden Tech Garden/UVANY/NYSTAR CNYTDO SU Whitman School MDA	SBA 504, 7A, 8A loans ESD Capital program ESD IEP Grant ESD MAP Grant Environmental grant & reasearch assistance Energy funding assistance Energy & environmental grant & loan assistance Minority & Women Business Enterprise Purchasing Consortium/Solutions Linked Deposit ESD GEMS grant Revolving Loan Fund Employee Productivity Program Bank Financing	GSBDC or SBA ESD ESD/ CNYTDO ESD ESD/ESU NYSERDA National Grid ESD MACNY ESD ESD GSBDC or RPDB OCIDA Commercial Banks	IDA Pilot Agreements IDA Industrial Revenue Bonds IDA Sales Leaseback Trade Adjustment Assistance USDA Grants and/or loans Brownfield Opportunity Area	City/County IDAs City/County IDAs City/County IDAs TAAC USDA SIDA
<b>Workforce Development &amp; Training/Management Assistance</b>	Business Start up consulting/coaching Business Plan Development Start up consulting/Boot Camp	TDOs, SSIC, TECH Garden, SCORE SBDC, SU Falcone Center SU Falcone Center	Leadership, Productivity, & OSHA Training On The Job Training Department of Labor Grants Networking Councils Interns Interns, Project ION Employee Productivity Program Work Place Literacy	TDOs/MACNY County One Stops County One Stops MACNY SU CASE MDA/Chamber/MACNY OCIDA Chamber	Family Business Center Trade Adjustment Assistance	Chamber TAAC
<b>Process and Productivity Improvement</b>	Lean Training and Consulting Lean Training and Consulting	TDO's MACNY	Customized Training Program ESD IEP Grant Quality/ISO	BOCES, OCC, ESF ESD/CNYTDO MACNY	Trade Adjustment Assistance	TAAC
<b>Marketing and Sales</b>	Market Research Market Consulting Export NY Demographic/Economic Data	Small Business Development Center Central New York Development Organization CNYTDO/CASE RPDB/Chamber	ESD IEP Grant ESD GEMS grant	Empire State Development Empire State Development	Trade Adjustment Assistance	TAAC
<b>Green and Physical Plant</b>	Start up Space Start up Space Start up Space	SSIC Tech Garden SU CASE	Energy Smart Loan Program Energy & environmental grant & loan assistance Energy Survey Environmental compliance training, ISO 14001 Flex Tech Empowerment Zone Empire Zone ESD Capital program ESD MAP Grant Environmental grant & reasearch assistance Electricity Aggregation	NYSERDA (RPDB) National Grid Industrial Assessment Center MACNY NYSERDA (RPDB) City of Syracuse Onodaga County/City of Syracuse ESD ESD ESD/ESU MACNY	Brownfield Opportunity Area Environmental Survey Funding assistance IDA Pilot Agreements IDA Industrial Revenue Bonds IDA Sales Leaseback	SIDA CIMS COE City/County IDAs City/County IDAs City/County IDAs
<b>Research and Development</b>	Research and Development Assistance Grants for Growth Materials research and testing Materials research and testing Research and Development Tax Credit Technical Assistance Technical Assistance, Wood Products	CoE MDA CCMR CAMP IRS & TDOs TDOs, Tech Garden SUNY ESF				