



WNY Regional Council Meeting  
Tuesday, September 14, 2021  
2:00PM – 3:30PM

UB Center of Excellence Bioinformatics & Life Sciences  
701 Ellicott Street  
Buffalo 14203

# Western New York Regional Council Meeting

## Agenda

- Opening Remarks
- UB Innovation Hub Program Overview
- EDA Funding Opportunities and Regional Applications
- Review 2021 REDC Scores for State Agency CFA Programs
- Closing Remarks and Adjourn



# UNIVERSITY AT BUFFALO

## Innovation to Impact

# Talent and Innovation in UB's Schools & Colleges

**30,500+  
Students**

(50 States,  
106 Countries)

**2,400+ Faculty**

**150,000+  
Alumni in New  
York State**

- **Architecture and Planning**
- **Arts and Sciences**
- **Dental Medicine**
- **Education**
- **Engineering and Applied Sciences**
- **Law**
- **Management**
- **Jacobs School of Medicine and Biomedical Sciences**
- **Nursing**
- **Pharmacy and Pharmaceutical Sciences**
- **Public Health and Health Professions**
- **Social Work**
- **Roswell Park Cancer Institute Graduate Division**



# Innovation happens here.

**150+**

Technologies ready  
to commercialize

**\$387M**

Research  
expenditures

**50**

Active  
Startups

**2**

Startup  
Incubators

Making **new**  
**discoveries**  
and generating  
**new ideas**  
**every**  
**day.**



**BUSINESS AND ENTREPRENEUR PARTNERSHIPS**

**Connect, Commercialize, Grow**

**Building partnerships to spur innovation,  
solve challenges and spark growth.**

# Making connections

Connecting **hundreds of businesses** to technology, innovation, knowledge, talent, and funding, every year.



**Circuit Clinical would not exist without UB. Their partnership has helped us develop our idea and build it to scale. We could not have asked for a better business partner.**

Dr. Irfan Khan  
*Founder and CEO, Circuit Clinical*



CHARLOTTE'S WEB™  
STANLEY BROTHERS

3DIGITAL



GARWOOD MEDICAL  
DEVICES, LLC



Integer®

ivoclar  
vivadent:

CIRCUIT  
CLINICAL™



MOOG

NEUROVASCULAR  
DIAGNOSTICS

onybiotech

ThermoFisher  
SCIENTIFIC

VIVANT

UNIFRAX

Rheonix™

TC TAPECON  
CONFIDENCE THROUGH BETTER PRODUCT SOLUTIONS

YouFirstServices  
GROUP OF COMPANIES



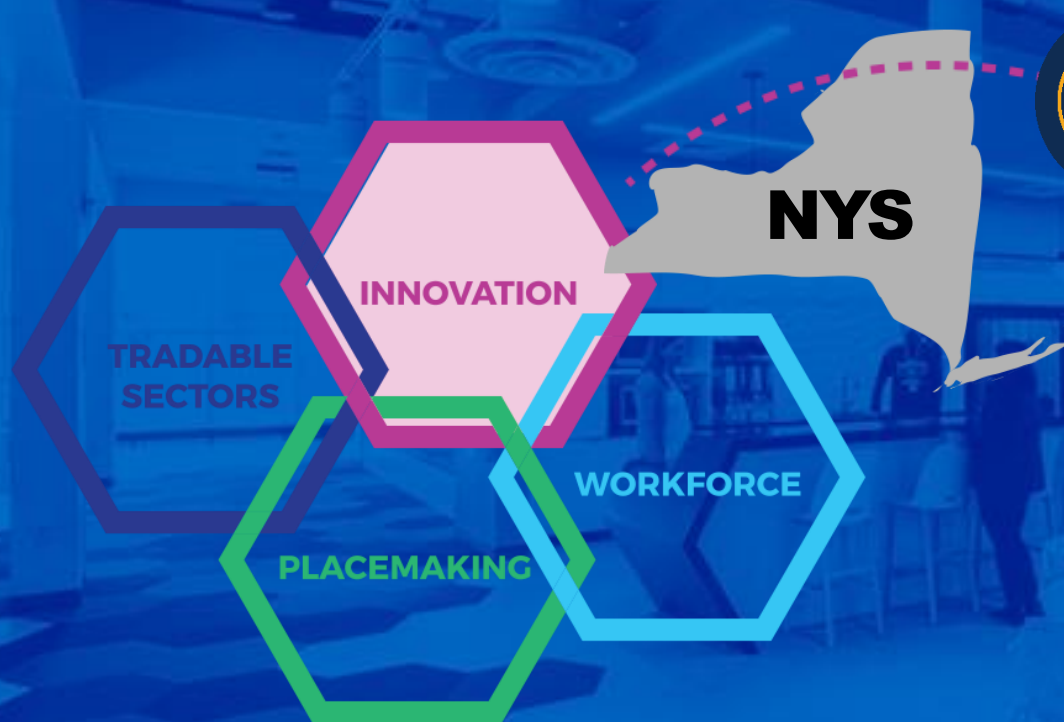
University at Buffalo  
Business and Entrepreneur  
Partnerships

# FUELING the innovation economy





# The **Innovation Hub** is part of a larger economic development strategy



## \$32M

**NYS grant dedicated to accelerate the growth of startups with UB and its affiliates.**

# The Innovation Hub budget

**\$32M** grant from NYS Economic Development over five years



to support an innovation pipeline, startup support, technology investment fund and incubation

**\$13.5M**

Funding  
(all stages)



**\$11.5M**

Programs



**\$7M**

Incubator  
Facility



# Who the Innovation Hub is for



**Students**



**Faculty & Researchers**



**Entrepreneurs**

## Eligibility

Calling all growth-minded entrepreneurs and startups who value diversity, inclusion, equity and celebrate differences as strengths. You are invited to collaborate with other bold thinkers, dreamers and doers who make bettering the world their life's work. Make meaningful connections and transform innovations into profitable ventures creating lasting impacts in the Western New York community and beyond.



# The Innovation Hub has **three primary** components



## **PROGRAMS**

**Entrepreneurial  
programming,  
outreach and  
expertise support**

## **FUNDING**

**Early stage  
& pre-seed /  
Equity  
Investment**

## **INCUBATOR**

**Downtown  
Buffalo  
facility to  
house  
spinout  
businesses**



# **PROGRAMS** to engage students, faculty and clinicians in entrepreneurship

**E-LAW** Legal services for entrepreneurs and startups

**I-CORPS** Is there a market for my technology or idea?

**BLACKSTONE LAUNCHPAD** Student entrepreneur program to introduce entrepreneurship as a viable career

**CULTIVATOR** Early-stage cohort program guides entrepreneurs to success via mentorship & risk identification

**EIRS AND MENTORS** Experts experienced in startups, scaling companies, and investments. They work to provide business coaching to teams.

# **EARLY-STAGE FUNDS** to move innovations toward a viable path

## **Seeding Ventures | Buffalo-based technology business**

- ✓ **Development projects**
  - de-risk the technology
  - accelerate the formation and growth

**Buffalo  
Innovation  
Accelerator  
Fund**

**Buffalo  
Innovation  
Seed Fund**



# **Our Center** serves as a **BRIDGE** between life science companies and **UB** research expertise

## **The Center of Excellence in Life Sciences and Bioinformatics (CBLS)** — where discovery happens

- Houses extensive high-tech equipment and expertise in genomics, proteomics and computational sciences
- Fuels the region's growing life sciences industry cluster and startups
- And now the CBLS houses a business incubator along with wet lab space



**ThermoFisher**  
SCIENTIFIC

**ZeptoMetrix™**

*Athenex*

  
**GARWOOD MEDICAL**  
DEVICES, LLC

 **AESKU GROUP**  
WE TAKE CARE OF YOUR HEALTH



# **Incubator @ CBLs**

**45,000 square feet of lab, office  
& shared space available to startups**

- ✓ **Flexible event/program space**
- ✓ **Collaborative work space**
- ✓ **Co-working space**
- ✓ **Shared amenities**
- ✓ **Flexible – 30 day leased**
- ✓ **Wet labs & Dry lab**
- ✓ **Extensive shared equipment already in place for start-ups**
- ✓ **Mentoring and support services**
- ✓ **Affordable**



# Meet our Entrepreneurs

A portrait of two smiling entrepreneurs, a man and a woman, against a blue geometric background. The man, on the right, has short brown hair, a beard, and wears black-rimmed glasses and a blue shirt. The woman, on the left, has long brown hair and wears a black top with a silver beaded necklace. The background is a solid blue with white geometric shapes.

**“Our collaboration with UB’s Incubator @ CBLIS has been extensive. Through mentoring programs, we were able to develop a business plan and solution which addresses real clinical needs.”**

**Kelsey Sommer, COO**  
QAS.AI

**“The positive collisions between founders, mentors, investors, members of the UB community, and potential customers will help HELIXintel grow faster and smarter.”**

**Peter Burakowski**  
VP Strategy & Co-Founder  
HELIXintel

# Meet our Entrepreneurs



**“The coaching from Business & Entrepreneur Partnerships and Blackstone LaunchPad has been tremendous. The time invested in us has been truly invaluable as we continue to form our business plans.”**

**Ryan Young**  
Founder and CEO, Opollo

**“During my time in Buffalo, I have come to love the entrepreneurial spirit of this city and have firmly established my roots here in Western New York.”**

**Sonya Tareke**  
Co-Founder, Real Talk

≡  
**59**

## Active Startups Supported by Innovation Hub

FORMED BY

**25**

STUDENT INNOVATORS

**23**

FACULTY/RESEARCHER  
INNOVATORS

**4**

I-HUB PARTNER  
*Roswell Park*

**4**

ALUMNI STARTUPS

**9**

OTHER STARTUPS  
*UB Incubators, Non-UB Tech*

**\$31,217,105**

FUNDS RAISED

**74**

NEW JOBS CREATED

> DATA REFLECTS LAST TWO YEARS

**\$3 billion  
in EDA  
funding  
through  
6 grant  
programs**

Build Back  
Better  
Regional  
Challenge

Travel,  
Tourism and  
Outdoor  
Recreation

Good Jobs  
Challenge

Indigenous  
Communities

Economic  
Adjustment  
Assistance

Statewide  
Planning,  
Research and  
Networks

## EDA American Rescue Plan Grants

**3 new programs for WNY  
with grant funding for states, regions and communities**



# Overview of the 3 grant challenges with the Best Fit for WNY

## BUILD BACK BETTER REGIONAL CHALLENGE

## GOOD JOBS CHALLENGE

## TRAVEL, TOURISM AND OUTDOOR RECREATION

### About

Funding for regional coalitions to support development and implementation of transformational economic development strategies with support for 3 to 8 projects.

Funding for collaborative, employer-driven workforce development for system development, program design, and program implementation.

Funding for projects that facilitate recovery of hard-hit communities. that depend on travel and tourism

### Funding

\$1 billion total  
Phase 1: \$500,000/award  
Phase 2: Up to \$75M/award

\$500 million total  
\$5-\$25 million/award

\$510 million in state grants  
\$240 million for tourism projects

### Awards

Phase 1: 50-60 awards  
Phase 2: 25-30 awards

25-50 awards

Not provided

### Application Deadline

Phase 1: October 19, 2021  
Phase 2: March 15, 2022

January 26, 2022

State tourism grants: 60 days after invitation  
Tourism Grants: Rolling/ASAP

## Programs with the Best Fit for WNY

**3 programs  
offer a good  
fit for WNY.**

### **Build Back Better Regional**

Offers up to \$75M in funding for projects that strengthen and address pressing challenges in **manufacturing**—a WNY REDC target industry and a regional economic bright spot in terms of growth, resiliency and quality jobs.

### **Good Jobs Challenge**

Offers up to \$25 million in funding to strengthen the **workforce ecosystem for tech** with a focus on **underserved, underrepresented populations** that could benefit from training and wraparound services, both of which can be funded by this program.

### **Travel, Tourism and Outdoor Recreation**

Offers project funding for places like **Niagara Falls** which have been exceptionally hard hit by COVID-19, for investments in workforce development, infrastructure and other **recovery initiatives**.

# Overview of Core Grant Application Requirements

PROPOSAL ELEMENT	DESCRIPTION
<b>Five-page Proposal</b>	Description of the vision, the partners and lead applicant, the proposed industry cluster and economic opportunity, the 3 to 8 proposed projects, the need for technical assistance funding, and the potential outcomes.
<b>Appendix:</b> <i>Regional Assets</i>	Description of manufacturing and other assets in the region that the projects will leverage in categories such as workforce, innovation, business support organizations and incentive programs.
<b>Appendix:</b> <i>Industry Leadership</i>	1-page narrative describing the cluster's private sector engagement strategy, with a list of private-sector employer partners.
<b>Appendix:</b> <i>Sustainability</i>	2-page plan describing funding of the projects beyond the grant
<b>Appendix</b> <i>Equity</i>	2-page plan describing impacts on underserved populations
<b>Budget Narrative</b>	Describes the need for technical assistance and how \$500,000 will be spent.
<b>Letters of Support</b>	From employers, manufacturing asset leads, and other implementation supporters

# What EDA values overall



## VALUES

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Underserved Populations

Green Processes

Geographies including  
Tribal Lands and Persistent  
Poverty Counties

Green Places

Green Buildings

Green Products

Well paying, Quality Jobs



## Most recent strategic priorities for REDC in manufacturing

**Invest in the workforce pipeline** and increase the number of training opportunities to replenish this crucial workforce.

**Foster innovation** in manufacturing to stabilize and adapt to new technologies, while also promoting growth in WNY.

**Plan for future leadership** in manufacturing and focus on diversifying the workforce.

Focus on **coordinating regional and state recovery efforts** within the manufacturing sector.

**Adapt workforce training programs** to be innovative and provide more on-the-job and apprentice training opportunities.

## What EDA wants for BBB

**Funding 3-8 aligned, collaborative projects that drive change in entrepreneurship, workforce and equity with strength in 4 areas:**

- 1 Assets (utilize existing and develop new assets)
- 2 Leadership (industry leadership, including private sector led development strategies that support innovation and workforce development)
- 3 Sustainability (extent to which the project shows support or commitment from regional stakeholders and is aligned with and integrated into other investments)
- 4 Equity (benefits across all affected communities, and how resident and community leadership will be engaged throughout the project's duration)

# Prioritization factors to consider to be Competitive for EDA

**To identify highest potential for successful application, does opportunity check these boxes?**

Is it aligned with the EDA and REDC strategies and values?

Do we have the leadership?

Is it sustainable?

Is it feasible? (Need short terms wins, overall must be done by 9/2027)

Do we have the capacity to implement?

Does it address economic distress?

Is there currently regional investment in the opportunity?

Does this address regional innovation, entrepreneurship or workforce?

Does it impact job creation, wage growth, regional GDP, unemployment, workers placed in quality jobs, demographic populations?

## ESD/REDC's Steps to Date

**REDC discussed the EDA programs** during the last meeting and asked members to volunteer for work groups to develop the applications

REDC work group met and chose **manufacturing as the focus for BBB regional application**

REDC work group members met with other groups working on concepts for BBB application to **integrate one regional approach**

The collaborative work group discussed **key assets, narrative storylines, and potential projects** for the regional approach

The collaborative work group provided a **list of potential invitees** to include in the application

**A template was circulated** to organizations provided the work group who could lead the 3-8 projects required for the application

**Submissions** for projects for the application are internally **due 9/17**

**Proposal elements** that are not related to the projects are being drafted

**The work group will meet the week of 9/27** to assess projects and make final decisions for submission

**Proposal writing/assembling materials** will continue after projects are finalized

**ESD will submit for 10/19/21 deadline**



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## 2021 CFA

- **207** CFA applications were finalized & submitted by the 4pm deadline on Friday, July 30th
- **181** CFA's deemed eligible for scoring
- State Agencies finished the process of reviewing applications for eligibility on **August 13<sup>th</sup>**
- Score Groups met to discuss applications and determine recommended scores on **August 30<sup>th</sup>, 31<sup>st</sup> and September 1<sup>st</sup>**

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## **Council to Submit the Following Lists:**

- All CFA Projects by Agency:
  - Department of Environmental Conservation (42)
  - Department of State (23)
  - Empire State Development (24)
  - Environmental Facilities Corporation (25)
  - Homes and Community Renewal (13)
  - New York State Canal Corporation (3)
  - New York State Energy Research and Development Authority (4)
  - Office of Parks, Recreation and Historic Preservation (47)

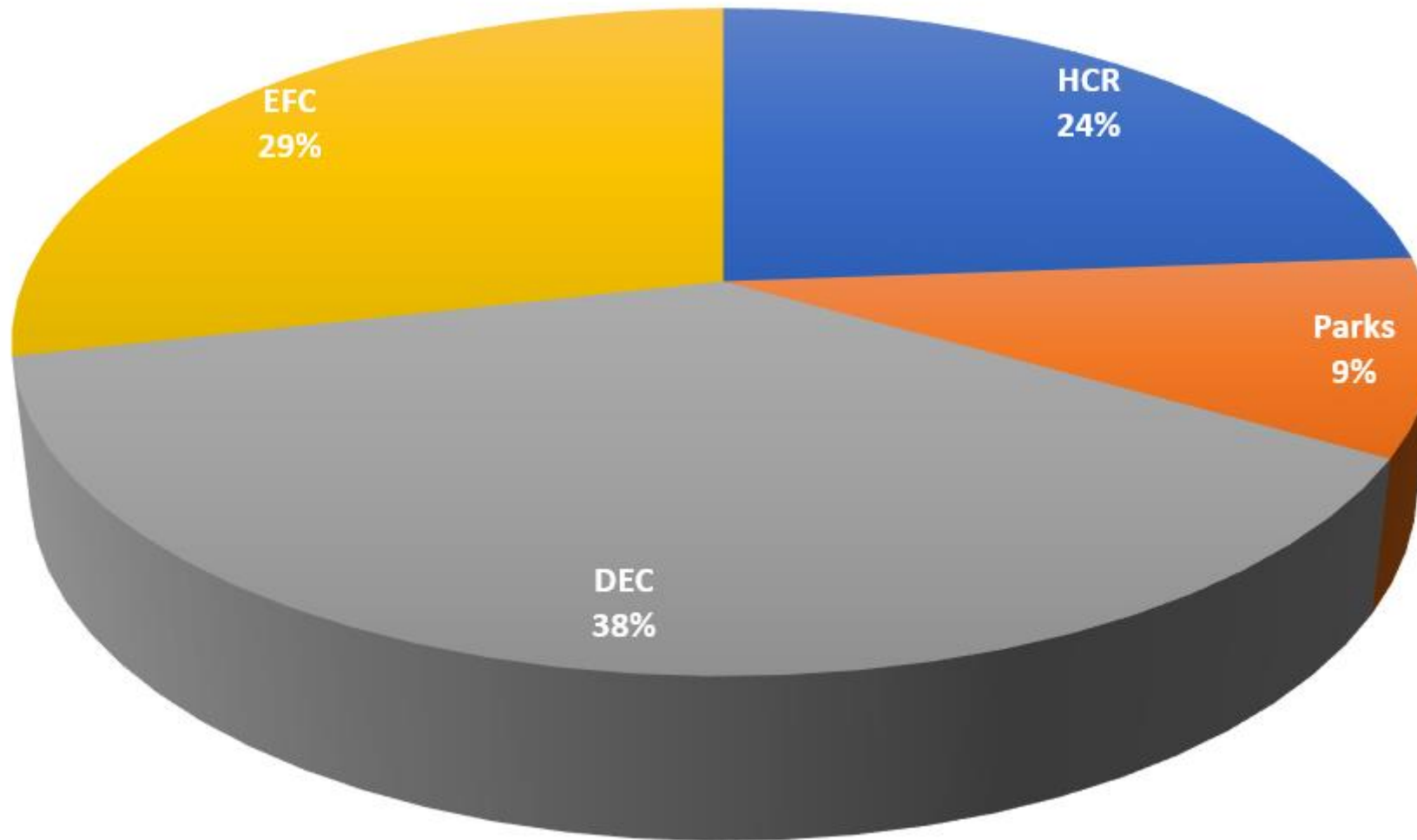
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## **Council to Submit the Following Lists:**

- All CFA Projects by County:
- - Erie County (77)
  - Niagara County(31)
  - Chautauqua County (40)
  - Cattaraugus County (15)
  - Allegany County (21)

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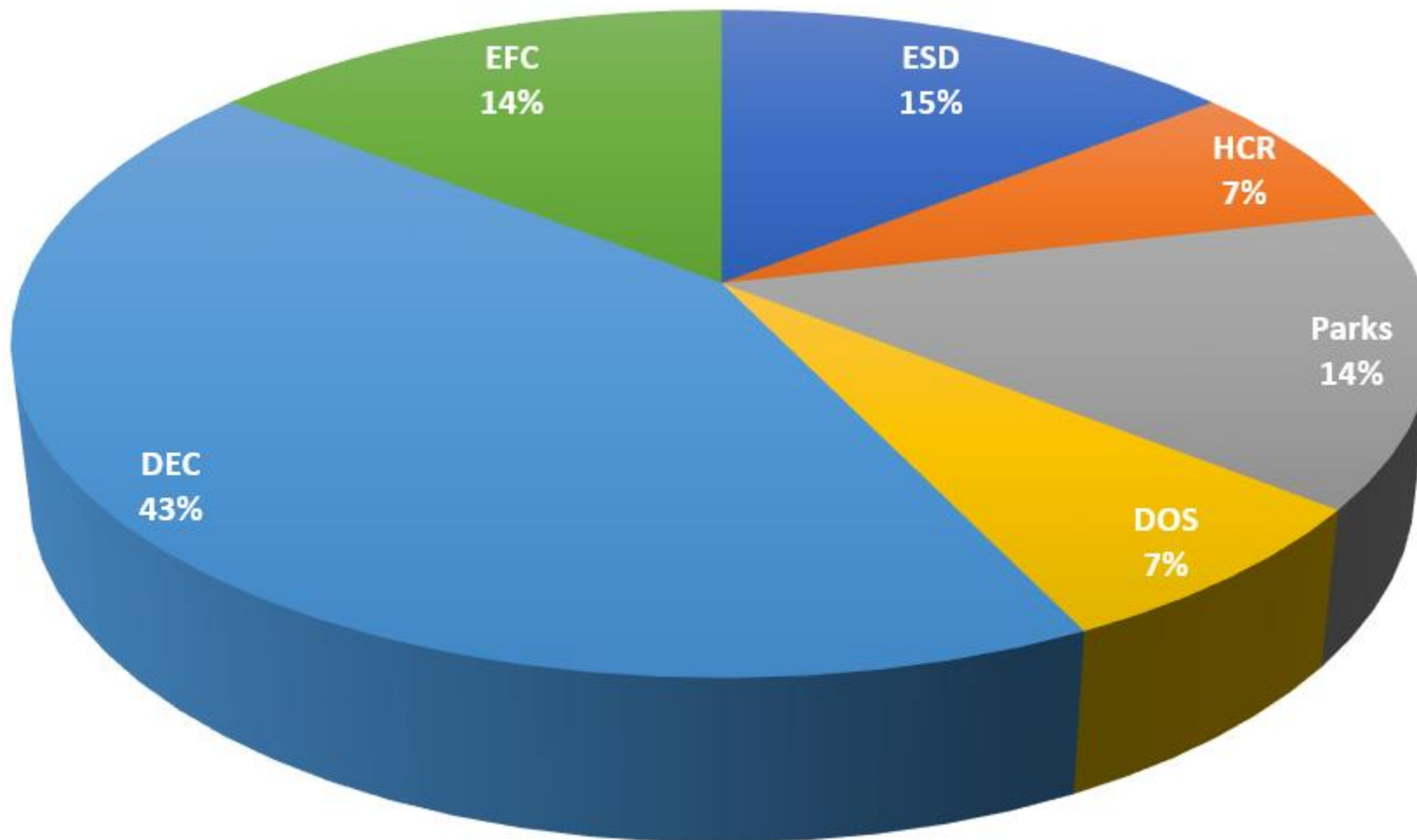
## Allegany County Projects





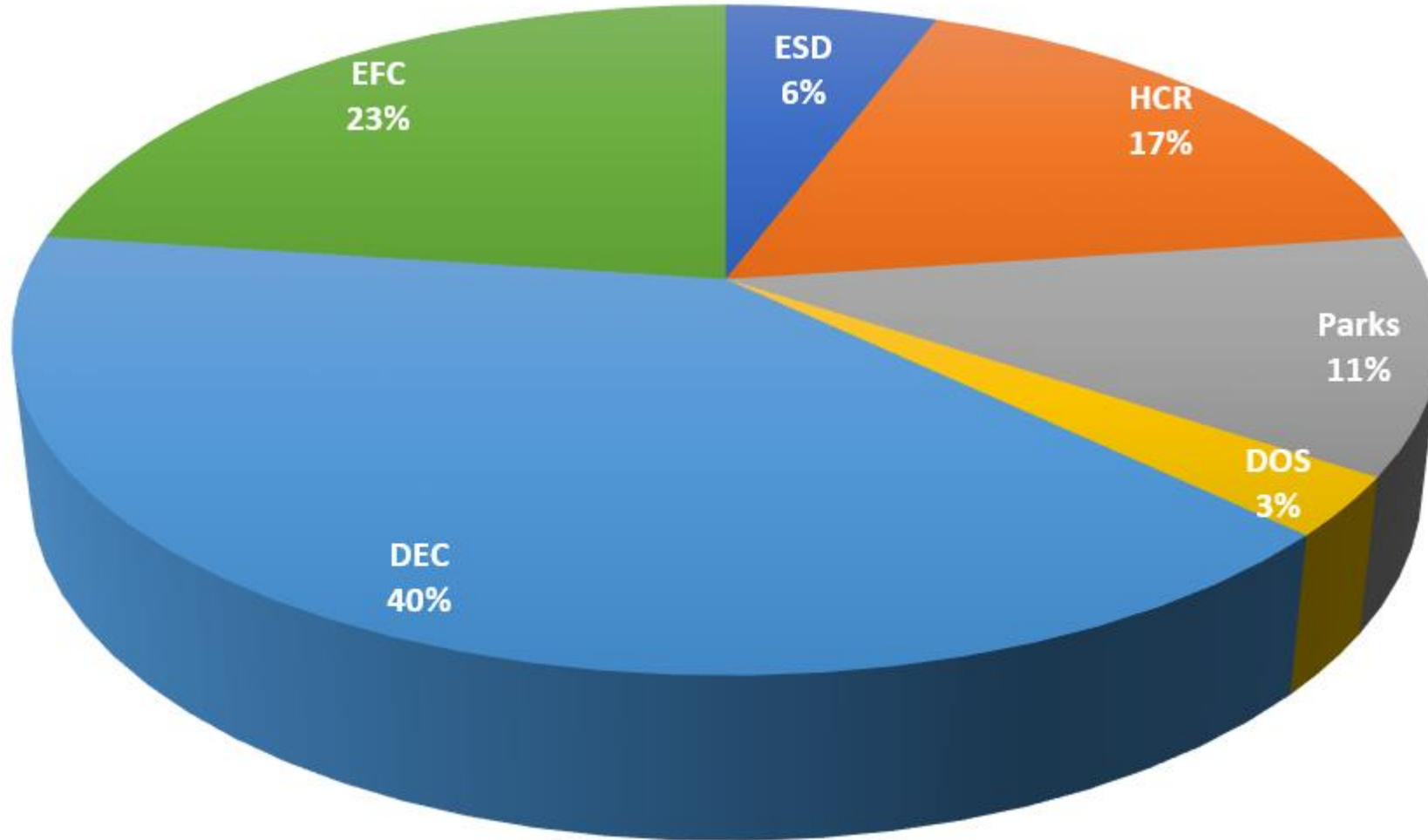
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## Cattaraugus County Projects



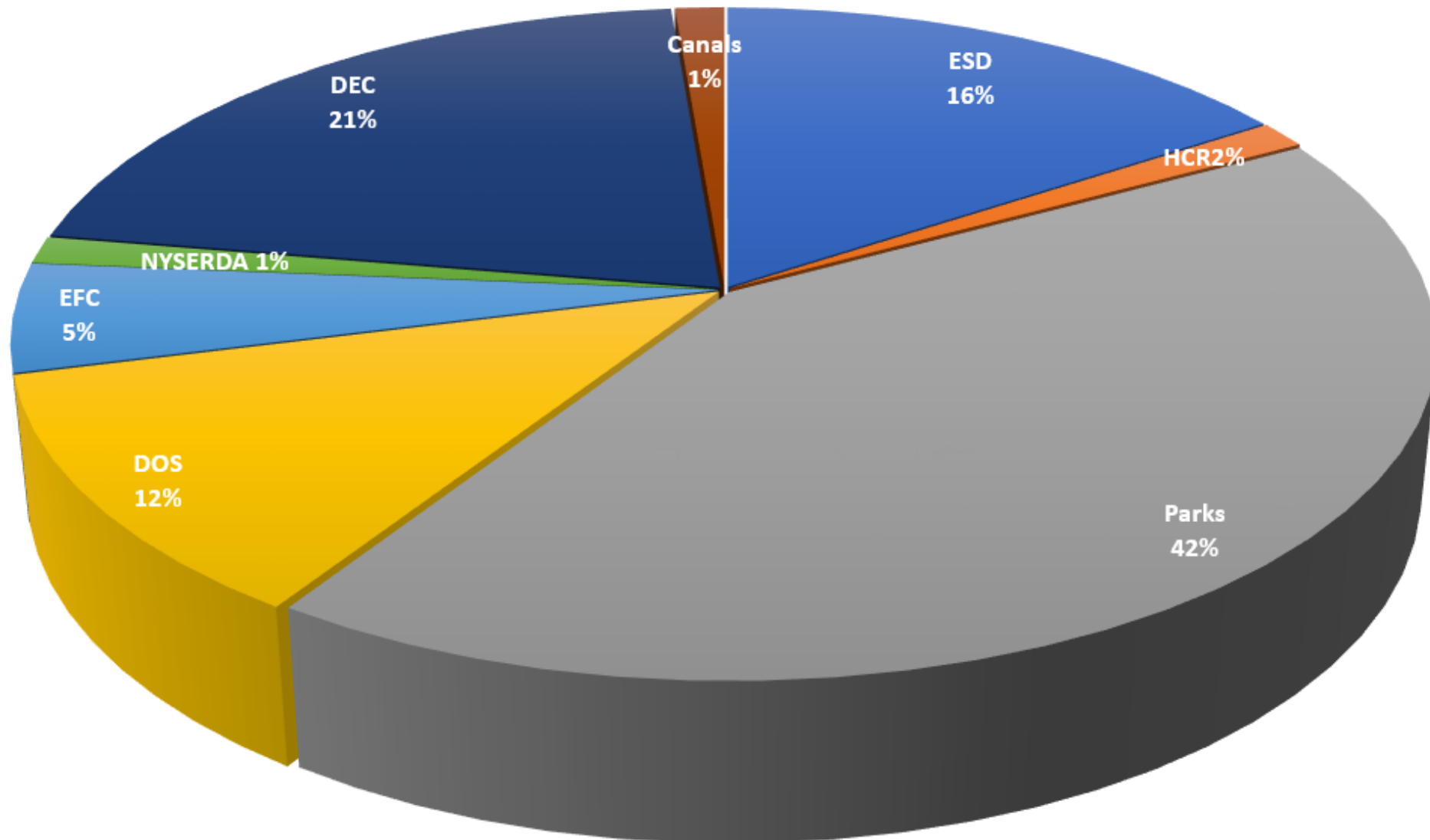
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## Chautauqua County Projects



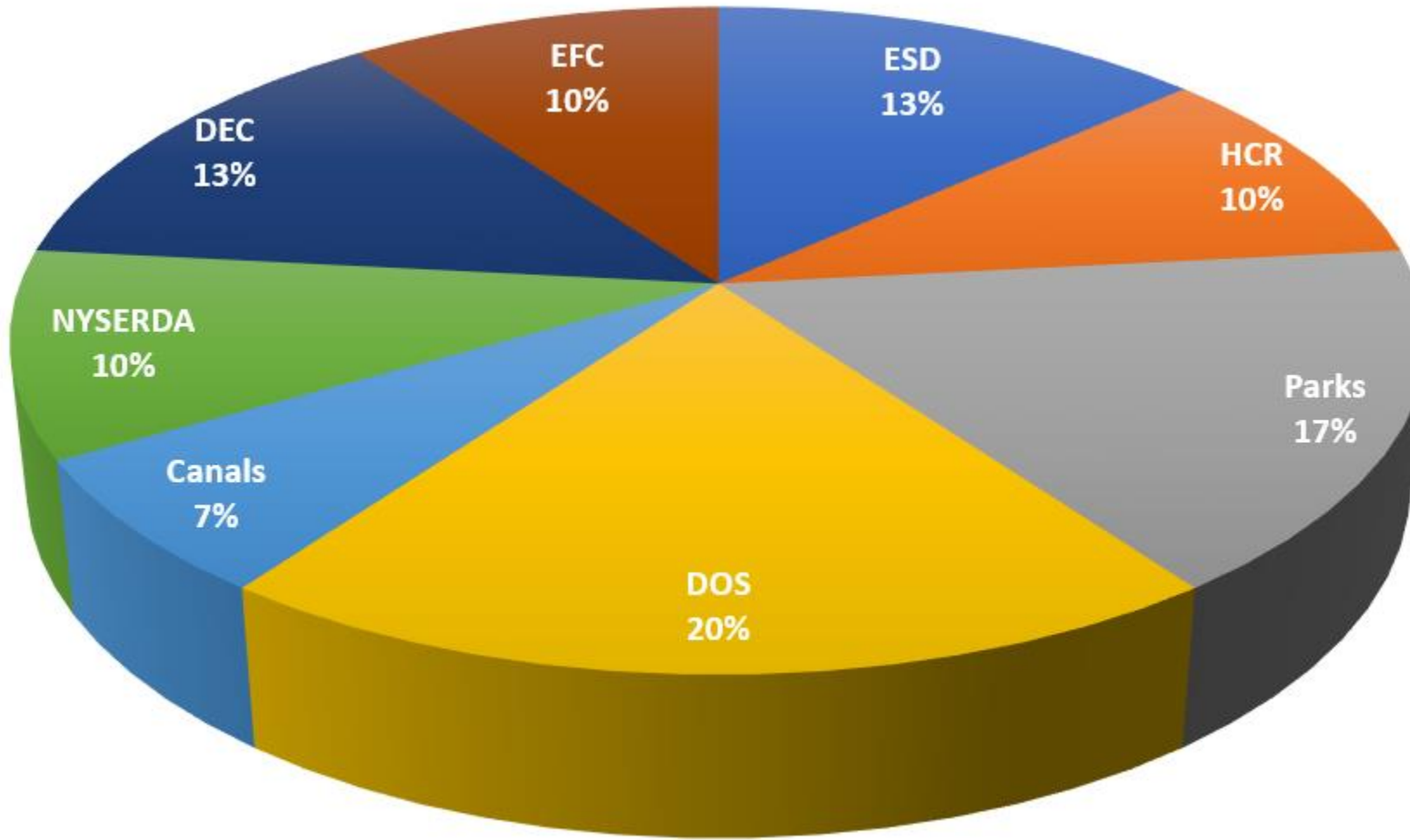
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## Erie County Projects



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## Niagara County Projects



## Recusals

**Regional Council members that are eligible to score applications reviewed the full list of CFAs and notified ESD of any conflicts or other possible basis for disqualification.**

**Council members should not participate in discussion and vote of final CFA scores if a conflict of interest exists.**



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ESD Grant Funds – Batch One					
Applicant	Project Name	Grant Amount Requested	Total Project Cost	Recommended Amount	Score
Albright-Knox Art Gallery	Albright-Knox Expansion	\$1,500,000	\$18,206,873	\$1,500,000	20
Buffalo Studios	Buffalo Studios	\$2,500,000	\$80,000,000	\$2,000,000	20
ESD Grant Funds – Batch Two					
Applicant	Project Name	Grant Amount Requested	Total Project Cost	Recommended Amount	Score
780 Ellicott Street, LLC.	Child Care Center - East Side/Buffalo-Niagara Medical Campus	\$120,000	\$1,200,000	\$120,000	20
The Aquarium of Niagara	Niagara Gorge Experience Center	\$900,000	\$4,497,856	\$675,000	20
Cornerstone Orchards LLC	Cornerstone Orchards Rehab and New Construction	\$554,029	\$2,770,146	\$500,000	20
Jamestown Center City Development Corporation	TheZone	\$800,000	\$4,000,000	\$450,000	15
Town of Chautauqua	Sewer District No 1 Extension 1 North	\$706,000	\$3,533,100	\$0	15
Buffalo and Erie County Industrial Land Development Corporation	Erie County Agribusiness Park	\$250,450	\$1,410,950	\$0	15
Norstar Development USA LP	375 Michigan Avenue	\$400,000	\$19,325,294	\$0	15
Community Services for Every1, Inc.	Apartments at the Lyceum	\$348,199	\$19,449,645	\$0	15