NYC Builds Bio+
SEMINAR SERIES SPONSORED BY TRIUMVIRATE ENVIRONMENTAL

Episode 6: Gateways to the East: Brooklyn and Long Island

Tuesday, June 28th, 2022 | 12:00 PM - 1:30 PM  
Online Zoom Event (Details to be provided)
Phase One
Close out and relocation
• Fulfilling lease obligations on front end; site and permit close out
• Laboratory Move and Decommission

Phase Two
Start Up
• Permit applications
• EHS Planning, and SOP writing
• Hazard Assessments
• Training and Compliance Calendar buildout
• DEA License support etc.

Phase Three
Tenant Setup
• PPE Assessments
• Chemical Inventory
• FDNY Walkthrough
• OSHA Logs set up
• Signage and Labeling
• Biosafety Cabinet and Fume Hood Certifications
• Neutralization Tank set up and maintenance

Phase Four
Ongoing Services
• Onsite EHS Support
• SOP Maintenance
• Recordkeeping
• Compliance inspections
• Eyewash and safety shower inspections
• Emergency spill response services
• Waste disposal
NewLab

Sara Nejad

BDC Alumni and Product Realization Specialist, NewLab
Current systems are failing us.
"To change existing reality, obsolete what currently exists"

- Buckminster Fuller, the da Vinci of our time
Applying transformative technology to things that matter.
Circular Systems in MATERIAL, Food, & Energy.
To build a material world, inspired by biology and nature.
We Are Newlab

Investments

Cities / Equity

Health / Humanity

Media / Truth

Innovation Studios

Venture Studio

Sustainability / Planet

Materials / Environment

Membership

Infrastructure / Resilience

Overview
Membership

A local and global network of inventors, engineers, and entrepreneurs working in a collaborative environment with unique access to product-realization tools, operational support, programming, and community.
We harness our shared resources to power entrepreneurs.
Innovation Studio

Pairing challenges of corporations, cities, and countries with innovators from around the world.

We manage a process toward impactful, scalable solutions via pilots, venture creation, investment, and deployment.
New York dairy waste to bio-based products, powered by small to mid sized farmers
Venture Studio

We build new businesses with founders that solve the world’s challenges with frontier tech.

Together we investigate problems, prototype and iterate on ideas, and build conviction around a compelling value hypothesis to launch, fund, and grow a new company.
Growing companies.

Creating value.

Cell Agriculture

Making a difference.

Get in touch: sara.nejad@newlab.com
A tech, creative, and urban manufacturing innovation hub, The Brooklyn Navy Yard is a one-of-a-kind business ecosystem.
BROOKLYN
6.3M
Sq/Ft

70 +
Buildings

450 +
BUSINESSES

11K
WORKPLACE MEMBERS

5M
SQ/FT OF FUTURE GROWTH

$2.3B
YEARLY ECONOMIC IMPACT
We’re a community of innovators, entrepreneurs, creatives, and artists.
community
COMMUNITY
71% of tenants have collaborated with each other
Amenities

FROM LEFT: Transmitter Brewing / Bldg 77
Ground Floor Food Hall / The Food Sermon / Business Development / Pizza Yard / Wegmans
Research & Innovation

NYU/RLAB

Pratt Institute

NEW LAB / Columbia Entrepreneurship Program

Start Up NY

Optimus Ride

Lafayette 148/FIT Center for Innovation
The like-minded focus of the community that’s being built here—coupled with the programs and flexibility that The Yard offers—has been integral to growing Newlab. We wouldn’t be where we are today without their support.”

— SHAUN STEWART
NEWLAB
Applies transformative technology to things that matter. We are home to over 800 entrepreneurs, engineers, and inventors solving the world's biggest challenges.

A small, local, community based laboratory not hindered by the bureaucracies and impersonal service that doctors and patients face when dealing with some of the larger national laboratories.

Brain interface computing; neural implants that allow paralysis patients the ability to operate computers "hands-free".

Design and manufacture of prescription oral appliances for the treatment of sleep apnea.
Manufacturer of NIOSH-Certified Powered Air Purifying Respirators (PAPRs) for medical and industrial professionals.

Precision genetic medicine company developing highly targeted delivery technologies for gene therapy, gene editing, regenerative medicine, and pandemic defense.

Design and manufacture of microbial cultures for consumer-packaged goods in the food, beverage, personal care and beauty industries.

Alternative to synthetic and animal leathers, plastic-free and 100% naturally biodegradable.
Biochemically engineered fabric that mimics the stretch, durability, and moisture-wicking properties of synthetics but is made of renewable materials and can be composted.

Consumer and enterprise electronics, medical devices, and specialized robotics projects.

Combining optical microscopy, computational super resolution, artificial intelligence, and robotics, Nanotronics is bringing the world’s most advanced microscope to every manufacturing sector.
BLDG 303 specs

9th Floor: 50,000 square feet

Ceiling Height: 12’ clear

Venting: Exhaust shafts in place

Elevators: 2 passenger, 2 freight elevators; 8,000 lbs. capacity with 6’ openings
BLDG 293

specs

9th Floor: 104,400 square feet

Ceiling Height: 32’ – 50’ clear

Power: 800 amp, 480 / 277v, 3-phase

Parking: Approx. 50 parking spaces

Roll-up gates: 9 gates
MASTER PLAN
See you soon!
AN URBAN CAMPUS

Dubbed one of the “Top 10 Coolest Neighborhoods,” Industry City is comprised of 16 turn-of-the-century buildings across six million square feet on the Brooklyn waterfront overlooking the Statue of Liberty and Downtown Manhattan.

Easily accessible via car and mass transit, the classically beautiful buildings with high ceilings and an abundance of natural light are only three miles from Manhattan’s Financial District and two miles from Downtown Brooklyn.

Since 2014, Industry City has undergone a $400 million redevelopment, positioning Industry City as New York City’s newest hub for creative companies spanning media, design, technology, fashion, food, art and non-profit.
TRANSIT

CAR
ON-SITE PARKING
15 MINUTES TO LOWER MANHATTAN

SUBWAY
ONE BLOCK TO D,N,R TRAINS
FIVE MINUTES (ONE STOP) TO ATLANTIC AVE BARCLAYS WITH 11 LINES AND THE LIRR

BIKE
CITIBIKE STATIONS, BIKE RACKS + BIKE ROOM
GREENWAY PEDESTRIAN + BIKE PATH
A COMMUNITY OF 500+ COMPANIES

- AbelCine
- quirk.
- HelloFRESH
- Square
- west elm
- GAP
- sight
- PRG
- Rensselaer
- ZOLA
- CONDÉ NAST
- JETSON
- HOSPITAL FOR SPECIAL SURGERY
- MoMA
- MODA OPERANDI
- The garage
- B i c e x
- UNION SQUARE EVENTS
- b s e
- Prime Discoveries
- FILMRISE
- NYU Langone Health
- Vera
- INSTITUTE OF JUSTICE
- Live
- Lux Lighting
AMENITIES

- Indoor and outdoor event spaces, including a conference center and an 800-person concert venue for screenings + live events
- Conference center
- 40+ restaurants + retailers
- Tenant gym, fitness classes + wellbeing program
- Five acres of furnished + heated outdoor space
- Indoor + outdoor parking
- Outdoor bike racks, indoor bike room + 2 Citi Bike stations
- Campus shuttle
- Pop-up shops, flea markets, concerts + screenings
- On-site UPS store
- Tenant-exclusive app offering discounts, promotions, events calendars + more
FOOD + DRINK

Avocaderia
Bangkok Bar
Barrows Intense Ginger Liqueur
Big Alice Brewing
Blue Marble Ice Cream
Breadberry
Brooklyn Kura
Burger Joint
Colson Patisserie
Ejen Korean Comfort Food
Ends Meat
Filament at The Landing
Frying Pan Brooklyn
Gumption Coffee
Hometown BBQ
Japan Village
Kotti Berliner Doner Kebab
Li-Lac Chocolates
Maglia Rosa
One Girl Cookies
Renegades of Sunset
Sahadi's
Standard Wormwood
Supernatural
Table 87 Pizza
Taco Mix
Yaso Tangbao Soup Dumplings
OUTDOOR SPACE

Five acres of furnished + heated courtyards:

- Courtyard 1/2: Live music bandshell with restaurants, bars + food hall access
- Courtyard 3/4: Modern zen garden with international cuisine + a multitude of seating options
- Courtyard 5/6: Furnished greenspace with breweries, distilleries + seasonal programming
HEALTH + WELLBEING

The Industry City Athletic Club (ICAC) is a tenant-exclusive fitness facility with state-of-the-art equipment, fitness classes and a wellbeing program.

- Meditation
- Yoga
- Pilates
- Crossfit
- HIIT
EVENTS + PROGRAMMING

- Live Concerts
- Lunch-and-Learns
- Sample Sales
- Skillsharing Classes
- Food + Wine Festivals
- Conferences + Trade Shows
- Retreats + Expos
- Photoshoots + Film Screenings
- Craft + Maker Fairs
 CONNECTIVITY

• 30+ Service Providers
• Diverse points of entry for primary and back-up redundancy
• Dark fiber access for companies relying on cloud infrastructure and/or requiring low latency connections
• On-site managed WiFi services, allowing for turn-key connectivity with 10 Gbps, DDoS Protection, and 99.99% reliability
• Telecommunications consultants on-call to assist with service procurement project management
• Data center, including 24/7 security and technical support:
  - Allows tenants to host IT infrastructure in the cloud rather than in an IT closet
  - Offers critical infrastructure resiliency with back-up generators, redundant cooling systems, and an onsite electrical substation
  - Provides access to transatlantic subsea cable system
THE IC APP

A tenant-exclusive app promoting and supporting community collaboration and interests:

- Monthly programming calendars
- Daily events announcements
- Discussion board
- Wellbeing class schedules
- Ongoing discount programs
- Product and services promotions
- Discussion forums
- IC Shuttle tracker
COVID SAFETY MEASURES

- Ground Floor WiFi
- Sanitizing Stations
- Takeout + Delivery Options
- Heated Outdoor Dining
- Door Toe Pulls
- Safety Signage
- Antimicrobial Film
- Operable Windows
**ECONOMIC INCENTIVES**

- **Relocation and Employment Assistance Program (REAP)**
  Qualified companies relocating to IC receive a NYC business income tax credit for 12 years equal to $3,000 per relocated or newly hired employee, and $1,500 per part-time employee. A company’s tax credit for the first five years, to the extent the credit exceeds the liability, is refundable in cash.

<table>
<thead>
<tr>
<th>SQUARE FEET</th>
<th>NUMBER OF EMPLOYEES</th>
<th>AGGREGATE ANNUAL SAVINGS</th>
</tr>
</thead>
<tbody>
<tr>
<td>600 SF</td>
<td>10</td>
<td>$30,000</td>
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<tr>
<td>6,000 SF</td>
<td>30</td>
<td>$90,000</td>
</tr>
<tr>
<td>15,000 SF</td>
<td>85</td>
<td>$225,000</td>
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<tr>
<td>30,000 SF</td>
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<td>$450,000</td>
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<td>50,000 SF</td>
<td>250</td>
<td>$750,000</td>
</tr>
<tr>
<td>100,000 SF</td>
<td>400</td>
<td>$1,200,000</td>
</tr>
</tbody>
</table>

- **Energy Cost Savings Program (ECSP)**
  Qualified companies are eligible for savings of up to 22.5% on annual energy costs.

- **Commercial Rent Tax (CRT) Waiver**
  Qualified companies are exempt from NYC’s 3.9% CRT.
INNOVATION LAB

In 2016, Industry City opened The Innovation Lab and to date has served more than 2500 individuals, placing more than 445 area residents in jobs and 485 young adults in internships at IC businesses.

The Innovation Lab is run by a public-private partnership that includes Industry City, New York City College of Technology and local nonprofits Southwest Brooklyn Industrial Development Corporation, Opportunities for a Better Tomorrow, Brooklyn Workforce Innovations, and Center for Family Life.

The Lab offers a wide range of free programs to the local business and residential communities including job search services, workforce development training, education, and business development services.
Every year, Crain’s profiles spaces that showcase the latest trends and are built for the future of work. Three of the fifteen finalists call Industry City home.

**BSE Global (The Brooklyn Nets)** - Coolest Retrofit  
**AECOM** - Coolest Collaboration Space  
**WhatIf! Innovation** - Coolest Decor
BROOKLYN NETS/BSE GLOBAL HEADQUARTERS
THE PARTNERSHIP

Industry City’s ownership, the same that developed NYC’s Chelsea Market and millions of square feet across the country, is hands-on with development, management, leasing and events teams on-site.

KATHE KRAMER CHASE, DIRECTOR OF LEASING
P. 917.854.2340
E. kchase@industrycity.com
Biotech Grows in Brooklyn

Eva Cramer, PhD, President
Downstate Biotechnology Incubator, Tech@710, and BioBAT
Biotech Grows in Brooklyn

**Downstate Biotech Incubator**
(Early-Stage Biotech/Tech Companies)
- 50,000 sf
  - Lab & Office Space
  - Core Facility & Conference Space
  - Nursery Program For Smaller Companies

**Tech @ 710**
(Specialized Chemistry Space and Offices)
- 13,000 sf
  - Lab & Office Space
  - Core Facility & Conference Space
- 26 Fume Hoods

**BioBAT at the Brooklyn Army Terminal**
(Biotech/technology research & manufacturing companies)
- 200,000 sf (South); 38,000 sf (North)
- Partnership: RF of SUNY on behalf of Downstate and NYCEDC
- Zoned for M2-1 manufacturing

- Access to University Resources
  - Scientists / Clinicians / Students
  - Medical / Scientific Library
  - Vivarium / Research Facilities / Clinical Trials
- Entrepreneurship / STEAM / BioBAT Art Space Programs
- Easy Access to NYC and LI Research Institutions
## Biotech Grows in Brooklyn

<table>
<thead>
<tr>
<th>COMPANY SUCCESS¹</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Companies</td>
<td>36</td>
</tr>
<tr>
<td>Jobs</td>
<td>491</td>
</tr>
<tr>
<td>Increased Revenues</td>
<td>$48,841,024</td>
</tr>
<tr>
<td>Fed/Non-Gov’t Funds</td>
<td>$242,526,186</td>
</tr>
<tr>
<td>Patents (received &amp; filed)</td>
<td>31</td>
</tr>
</tbody>
</table>

¹ This reflects the reported data from 4/1/21 – 3/31/22 from 34 of 36 companies.
Contact

Stacey I. Sikes
Vice President of Government Affairs and Communications - Long Island Association
Chairwoman - Accelerate Long Island

ssikes@longislandassociation.org
About the LIA
longislandassociation.org

- Advocating for LI since 1926.
- 80+ member Board of Directors.
- Our focus is regional economic growth and a positive business climate.
- Robust legislative agenda.
- Enhanced digital communications and introduced a new brand identity in 2022.
- Support our members with networking, member committees, and major events and speakers.
The LIA's Vision for Long Island

- Support small businesses
- Make Long Island more affordable for all residents, young professionals, and businesses
- Create a more diverse, equitable, and inclusive economy
- Develop a clean energy economy and jobs
- Advocate for infrastructure investments
- Turbo-charge our economy through innovation and entrepreneurship
About Accelerate LI

www.accelerateli.org

- A unique collaboration among the region's world class research and academic institutions and business community to commercialize research and create an entrepreneurial ecosystem.
- Fund I: $500,000 grant fund that was matched by $500,000 in private investment from the Long Island Emerging Technologies Fund, 10 portfolio companies.
- Fund II: $2.4 million equity investment with New York State Innovation Venture Capital Fund as LP, 22 portfolio companies.
As of July 1st, a new Program Director will be engaging in more ecosystem building, networking, and facilitating connections between startup entrepreneurs, investors, and research institutions.
# Accelerate LI Life Sciences Portfolio

[www.accelerateli.org](http://www.accelerateli.org)

## Fund I
- Codagenix
- DepYMed
- Envisagenics
- PolyNova Cardiovascular
- Synchropet

## Fund II
- Apisafe
- Bioharmony Therapeutics
- CalmiGo
- Concarlo Holdings
- Cress Health
- Digitouch Health
- ENB Therapeutics
- EpiVax Oncology
- Marvel Genomix
- Mymee
- PainQX
- Playback Health
- Targagenix
Long Island by the Numbers

- Over 2.8 million people - larger than 15 states
- Approximately 100,000 small businesses
- Two counties - 13 towns - 2 cities - 97 villages - 127 school districts
Biotech and Long Island

- Ranked 16th life sciences cluster in the U.S.*
- Our leading industry cluster as identified by the Long Island Regional Economic Development Council (LIREDC).
- In 2020, there were 588 life science establishments on Long Island.**
- The industry employed 25,492 with about 71% of those jobs in pharmaceutical manufacturing and R&D labs.**
- New opportunities around testing and vaccine development arose in the life science industry during Covid-19.

*Source: Jones Lang Lasalle Life Sciences Outlook 2019
**Source: LIREDC 2021 Progress Report
Biotech and Long Island

- Every year since 2013, the number of people employed by Long Island’s Pharmaceutical/Nutraceutical manufacturing sector has outnumbered employment by sector for the rest of New York combined*.
- Pharmaceutical/ Nutraceutical manufacturing employment has grown by an estimated 64 percent on Long Island since 2004*.
- Long Island has 8,479 life sciences graduates within 60 miles of life sciences cluster.**

*Source: Suffolk County Industrial Development Agency, 2019
**Source: Jones Lang LaSalle 2019 Life Sciences Update
Accommodating Growth

- NYC Metro is leading the country on jobs and funding in the life sciences industry (according to a June 2022 NYS Economic Development Corporation Report)
- Grand Central Madison
- Long Island Rail Road Third Track
- Continuing growth at Long Island's research and academic institutions
  - Accelerate LI Board Members: Brookhaven National Laboratory, Cold Spring Harbor Laboratory, Hofstra University, Northwell Health, Stony Brook University
  - Farmingdale State College, Long Island University, New York Institute of Technology, Molloy University, St. Joseph's University
- Midway Crossing: $2.8 billion commercial project with life sciences space envisioned in Ronkonkoma proximate to Long Island MacArthur Airport
Contact

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Vice President of Government Affairs and Communications - Long Island Association
Chairwoman - Accelerate Long Island

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NYC Builds Bio
June 28, 2022
Mission: Technology, Business, Workforce, and Infrastructure Development to support bioscience industry growth statewide
Institutional Collaborators

- Stony Brook University
- NYSTAR
- SUNYRF
- NIH
- National Institutes of Health
- National Centers for Accelerated Innovation
- Research, Evaluation and Commercialization Hubs
- EDA
- BARDA
- Brookhaven National Laboratory
- CSH
- Cold Spring Harbor Laboratory
- Feinstein Institute for Medical Research
- Northwell Health
- Columbia University
- CUNY
- The Rockefeller University
- Mount Sinai Innovation Partners
- Memorial Sloan Kettering Cancer Center
- Albert Einstein College of Medicine
Technology & Business Development

Creating the Pipeline

Technology Development
- REACH: FEASIBILITY FUNDING $50k
- REACH: POC FUNDING $100k
- Long Island Innovation Boot camp/Pre-Seed Workshop
- NEWCO CREATION BEIRS

Company Formation/Support
- BIOMENTOR/ BIOSTRATEGY PROGRAM SUPPORT
- CONTINUED VENTURE SUPPORT TOWARD EXIT

Prepare for Funding
- SERIES A Strategic Partnership

Logos:
- NIH
- NYSTAR
- EDA
- DRIVE
- Fundamentals of the Bioscience Industry
- LIFE SCIENCES SUMMIT

CENTER FOR BIOTECHNOLOGY
A New York State Center for Advanced Technology
Technology & Business Development Support

- Funding: NIH REACH, Health Security, Advanced Research and Development.
- Bootcamp: Helps faculty innovators and entrepreneurs determine startup viability

<table>
<thead>
<tr>
<th>BioEntrepreneurs-in-Residence: Recruits experienced entrepreneurs to launch companies around regional IP and provides milestone-based incentives.</th>
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<tbody>
<tr>
<td>Biostrategy Sessions: Emerging companies/entrepreneurs pitch at a trial investor session and receive actionable feedback and guidance</td>
</tr>
<tr>
<td>SBIR/STTR training and proposal development support</td>
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</tbody>
</table>

- LI BioMentor Initiative: Team mentoring by industry executives
- Life Sciences Summit: Early-state investor and bus dev conference
Technology Development & Commercialization

**PRODUCT DEVELOPMENT**
- Basic Mints®
- Xiaflex®
- Oracea®
- Periostat®
- Proclude®
- Denclude®
- Cavistat®
- Marodyne LiV
- V3D Colon™
- Sonic Fracture Healing System
- Dynamic Motion Therapy™
- Yeast Two-Hybrid System

**COMPANY FORMATION**
- Capseus (on market)
- Celmatix ($70M)
- Codagenix ($20M)
- Chronus ($2M)
- Curamir ($10M)
- Exogen, Inc. (acquired).
- Marodyne, Inc. (on market)
- MicroRid ($4M)
- NeoMatrix Formulations (Phase II)
- Cornerstone Pharma (Phase II)
- Traverse Biosciences (acquired)
- Vascular Simulations (acquired, on market)
Impacts on Infrastructure

LIHTI - LONG ISLAND HIGH TECH INCUBATOR

Participating Founder

NEW YORK BIO

Participating Founder

Long Island Bioscience Hub

Founder

Stony Brook University

Center for BioEngineering
NY State Center for Biotechnology’s Impact in Long Island REACH & NYSTAR: Biopharma in L.I. benefiting from our programs:

**Non-Exhaustive List**

<table>
<thead>
<tr>
<th>REACH DESIGNATION:</th>
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<tbody>
<tr>
<td>1: STONY BROOK UNIVERSITY (REACH: LIBH)</td>
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<td>2: COLD SPRING HARBOR LABS (REACH: LIBH)</td>
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<tr>
<td>3: FEINSTEIN INSTITUTE (REACH: LIBH)</td>
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<td>4: BROOKHAVEN NATIONAL LABS (REACH: LIBH)</td>
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<table>
<thead>
<tr>
<th>COMPANIES BENEFITTING FROM OUR PROGRAMS:</th>
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<tbody>
<tr>
<td>1: AWE TECHNOLOGIES</td>
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<tr>
<td>2: PHDBIOSCIENCES</td>
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<tr>
<td>3: CMTx</td>
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<td>4: SEN-JAM PHARMA</td>
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<td>5: SOMNIL</td>
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<td>6: MARVEL GENOMICS</td>
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<tr>
<td>7: ENZO PHARMACEUTICALS</td>
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<td>8: CODAGENIX</td>
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<tr>
<td>9: NEOMATRIX</td>
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<tr>
<td>10: OSTEOMEDIX</td>
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<tr>
<td>11: MICRORID</td>
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<td>12: DEPyMED</td>
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<tr>
<td>13: CERTERRA</td>
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<td>14: THERASOURCE</td>
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<tr>
<td>15: MAPNEURO*</td>
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<tr>
<td>16: APPLIED IMMUNOTHERAPEUTICS</td>
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<td>17: SANGUSTAT</td>
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<tr>
<td>18: ICELL GENE THERAPEUTICS</td>
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<tr>
<td>19: TARGAGENIX</td>
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<tr>
<td>20: CHRONUS PHARMA</td>
</tr>
</tbody>
</table>
Long Island Bioscience Hub

- NIH REACH Hubs (Long Island, KY, MN, Midwest, NJ, CO, WA)
- NCAIs (Boston, Cleveland, U of CA med centers)
- Represents innovation capacity of 50+ academic institutions developing best practices for **pipeline development**.
- External Review Board: (Pfizer, Lilly, Regeneron, Celdara, Bayer, ChemBio, OrbiMed, Canaan Ventures, Pappas Ventures, MPM Capital, Osage University Partners, Omega Funds)
- Federal Review Committee: NIH, USPTO, FDA, CMS, Kaiser Permanente
# LIBH Impact vs Other Hubs & Centers

## National Centers for Accelerated Innovation (2013-2020)

<table>
<thead>
<tr>
<th>NIH Funded Partners</th>
<th>B-BIC</th>
<th>NCAI-CC</th>
<th>UC-CAI</th>
<th>LIBH</th>
<th>U-MN</th>
<th>U-L</th>
<th>LIBH Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>16 partners</td>
<td>6 partners</td>
<td>5 partners</td>
<td>4 partners</td>
<td></td>
<td></td>
<td></td>
<td>3</td>
</tr>
</tbody>
</table>


<table>
<thead>
<tr>
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<td></td>
<td></td>
<td></td>
<td>3</td>
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<table>
<thead>
<tr>
<th>Years of Operation</th>
<th>7</th>
<th>7</th>
<th>7</th>
<th>3</th>
<th>3</th>
<th>3</th>
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<tbody>
<tr>
<td>NIH budget</td>
<td>$10.5M</td>
<td>$10.5</td>
<td>$10.5</td>
<td>$3M</td>
<td>$3M</td>
<td>$3M</td>
</tr>
<tr>
<td>SBIR/STTR Awards</td>
<td>10</td>
<td>11</td>
<td>0</td>
<td>9</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td>SBIR/STTR Applications</td>
<td>17</td>
<td>19</td>
<td>4</td>
<td>15</td>
<td>5</td>
<td>7</td>
</tr>
<tr>
<td>Start-ups</td>
<td>13</td>
<td>19</td>
<td>15</td>
<td>11</td>
<td>11</td>
<td>5</td>
</tr>
<tr>
<td>Follow-on Funding</td>
<td>$218.4M</td>
<td>$475.3M</td>
<td>$51.5M</td>
<td>$64.5M</td>
<td>$1.5M</td>
<td>$6.4M</td>
</tr>
</tbody>
</table>

LI Bioscience Hub is ranked #3 in terms of follow-on funding ($64.5M), SBIR/STTR applications (15) and SBIR/STTR awards (11), and 4<sup>th</sup> in terms of Startups.
New Initiatives

- REACH Fund II: Annual, RFP released June 20 (across NIH mission)
- Health Security Fund I: RFP released June 20 (Health Security)
- Advanced Grad Certificate in Life Sciences Innovation and Entrepreneurship (Jan 2022)
- Commercialization Clinic
- Recruiting “Faculty in Practice”
- Recruiting Assistant Director Technology & Business Dev
- Recruiting Commercialization Fellow
Impact (15Y)

- $1.2B Economic Impact
  - $238M Funds Leveraged
  - 1125 Jobs Created
  - $812M New Corp Revenues
  - $35M Corp Savings
Thank You!

NYC Builds Bio
NYSTAR
Empire State Development
NIH
BARDA
EDA
RF SUNY
Stony Brook University
Long Island Bioscience Hub
Stony Brook University Overview

NYC Builds Bio+ Seminar Series

June 28, 2022
# SBU & Economic Impact

## University
- Nearly 27,000 students
- >200 undergraduate programs, >100 graduate programs
- One of the top 100 universities in the nation (U.S. News & World Report Best Colleges, 2022)
- Among the top 25 public universities in the nation (Forbes Top College rankings, 2022)
- Among the top 10 universities in the nation for diversity and globalization (QS U.S. University Rankings, 2021)
- One of America’s 100 best hospitals™ (Healthgrades®, 2022)
- Member of the invitation-only Association of American Universities, comprising the 65 leading research institutions in North America
- Proud home to Nobel laureates, Guggenheim fellows and MacArthur grant winners
- Co-Manage Brookhaven National Laboratory

## Annual Economic Impact
- 7.2 Billion
- 54,000 jobs
- $15 in Economic Gain for Every dollar the State Invests

## Work with Companies
- Economic Development Staff: 55
- Affiliated Faculty: 151
- Projects (cumulative): 4,000
- Job Creation (cumulative): 20,000
- Economic Impact (cumulative): $4.6B
## Economic Development

### NYS Centers of Excellence
- Advanced Energy Research & Technology Center (AERTC)
- Center for Wireless & Information Technology (CEWIT)

### Incubation
- Long Island High Technology Incubator (LIHTI)
- Clean Energy Business Incubator Program (CEBIP)
- Advanced Energy Research & Tech Center (AERTC)
- Center for Wireless & Information Technology (CEWIT)
- Calverton Business Incubator
- Innovation & Discovery Center (IDC)

### Faculty - Industry Research
- Sponsored projects
- SBIR/STTR expertise

### NYS Center for Advanced Technology (CAT)
- Center for Biotechnology
- Center for Integrated Electrical Energy Systems (CIEES)

### Industry Assistance
- Manufacturing & Technology Research Consortium (MTRC)
- Strategic Partnership for Industrial Resurgence (SPIR)
- Small Business Development Center (SBDC)
- NY State Innovation Hot Spot
- StartupNY

### Faculty & Staff Innovation & Intellectual Property
- Intellectual Property Partnerships (tech transfer office)

### Entrepreneurship
- i-Corps (NSF)
- Innovation Bootcamp
- Business Plan Competitions
- Seminars & Programs
R&D Park Development

Institute for Engineering-Driven Medicine
AT STONY BROOK UNIVERSITY
(Break Ground: 2022)

Innovation and Discovery Center
AT STONY BROOK UNIVERSITY
Life Science Commercial Engagement

Real Estate
- Incubators
- R&D Park Development

Research & Testing
- AAU University with all supporting PhD departments
- Teaching Hospital with All Supporting Clinical Groups
- Clinical Trials
- Brookhaven National Lab

New Venture Support
- Acceleration
- Entrepreneurship
COLD SPRING HARBOR LABORATORY
FOUNDED - 1890

RESEARCH AND EDUCATION
IN MOLECULAR BIOLOGY, GENETICS
CANCER AND NEUROSCIENCE
Cold Spring Harbor Laboratory

Home to 8 Nobel Prize Winners

- Cancer
- Genomics
- Neuroscience
- Plant Biology
- Quantitative Biology

Advancing the frontiers of biology through research & education

At the Forefront of Research and Education

Community of more than 1000
50+ principal investigators and labs
450+ scientists

Educating Scientists

- Paul Marks Prize
- Lasker Award
- Cancer Research Foundation
- Royal Society Fellowship
- Dorothy Hodgkin Award
- Nobel Award in Molecular Biology

CSHL School of Biological Sciences

DNA Learning Centers

CSHL Press

Legend: more than 12,000 attendees
Selection of Companies Driven by CSHL Technology

**Certerra**: Novel CNS Drug screening and Development using fluorescent imaging

**Clarapath**: Automated Pathology Slide Processing

**DepYmed**: PTP1B inhibitors to Treat Cancer and Orphan Diseases

**Envisagenics**: Interpretation of Genomic and Other Data to Aid Drug Development

**Marvel Genomics**: Next Generation Genomics-Based Diagnostics for Early Diagnosis of Autism

**Mestag Therapeutics**: Treating Inflammatory Disease and Cancer by Targeting Fibroblasts.

**Mirimus**: COVID Diagnostics Services for Educational and Mouse Models with Reversible Gene Silencing Capability

**Protifi**: Solutions for Proteomics and Protein Analysis

**Stoke Therapeutics**: New Therapies for Orphan Diseases
UPCOMING EVENTS

July 19, 2022
The Manhattanville Factory District In-Person Tour and Reception

July 26, 2022
Gateways to the North: From the Bronx to Westchester

September 8, 2022
Gateways to Connecticut