



Business Idea? Start here.





Business idea? Start here. We are creating the next-generation entrepreneurial ecosystem by nurturing innovators who will grow and diversify the regional economy.

Entrepreneurship is a driving force for growth in New York's economy. The team at Binghamton University's Office of Entrepreneurship and Innovation Partnerships (E&IP) is proud to support startups regionally, nationally, and internationally, creating jobs and advancing technology for the betterment of all.

The unique and often difficult path startup companies face is understood by E&IP. We make it our mission to provide tools to maximize startup success: Purpose-built incubator facilities, multiple business programs and a community of supportive entrepreneurs are ready to enable your venture.

If you are a passionate individual or team working towards a high-tech, high-growth venture, we are here for you.



Per Stromhaug

Assistant Vice President for Innovation and Economic Development
Office of Entrepreneurship and Innovation Partnerships



What is an Incubator?

Business incubators exist to provide the resources and direction startups often lack. By offering the tools needed to grow, startups can focus on tuning the core of their business in a supportive environment. Incubators succeed when member startups succeed. Successful small business brings jobs and innovation to a community, generating tax revenue along with business diversity.



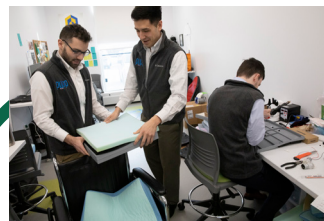
Space

Many incubators provide collaborative spaces to encourage connections and shared ideas, spurring progress and insight.



Ecosystem

Experienced staff, expert mentors and passionate member companies come together to create an ecosystem of motivated entrepreneurs, eager to provide feedback and support.

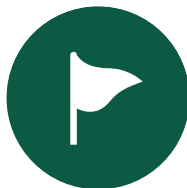


Programming

Furthering the Incubator's purpose of development, strategic programming is available, offering structured learning opportunities for member companies.



**Supportive
Network**



**Collaborative
Facilities**



**Strategic
Guidance**



**Experienced
Mentorship**

The Koffman Incubator

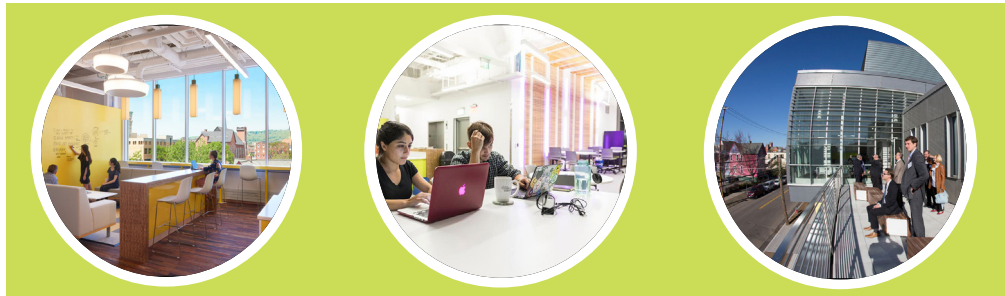
The seed for the Koffman Incubator was planted in 2012, when Binghamton University teamed up with SUNY Broome, Broome County, the city of Binghamton, state and federal officials and the Koffman family to imagine a facility dedicated to providing the tools needed to advance business development in the Southern Tier.

The Koffman was opened in 2017, offering 35,000 square-feet of space built to provide a supportive environment for entrepreneurs and startup companies.

Every inch of the building has been thoughtfully designed to provide working spaces that inspire individuals and companies to create and develop transformational, innovative products and ideas.

Ideally positioned in the heart of Binghamton, NY, the Koffman serves as a hub for startup activity in the region. Housed within are the Small Business Development Center, Trade Adjustment Assistance Center and SUNY Broome's Entrepreneurial Assistance Program.

Six programs are offered to member and non-members alike to further aid in startup progression.



Fitting the needs of startups, the Koffman offers offices of varying size as well as laboratories. Collaborative areas are integrated throughout the building. This imaginative space has been designed to inspire member companies to connect and share ideas.

33 Offices

Startups can choose between two office sizes to best suit their needs.



10

Wet-Labs

Labs feature gas, sinks, fume hoods, shelving and more so research based startups can discover and explore.



7

Co-Working Areas

Communal areas exist on all three floors to promote interaction between member companies and as working space for members without a dedicated office.



5

Meeting Spaces

An event center offers a venue for various community centered events, while multiple conference rooms are available to members for private meetings.



On-Site Parking

Ample parking is offered to members and event attendees.

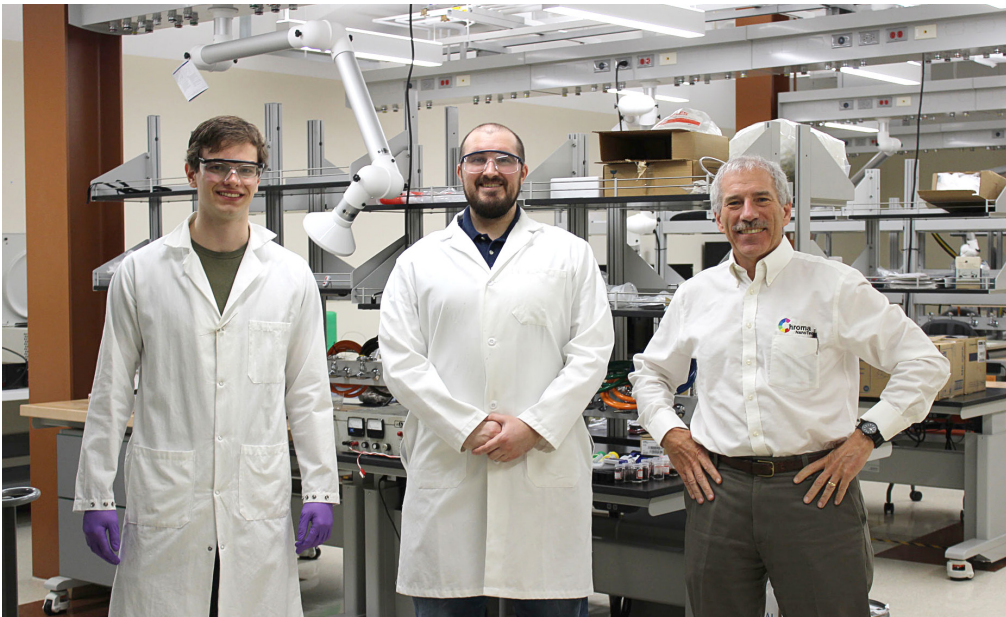


Startup Suites

Researches in need of advanced laboratory space can find it at the Startup Suites, located in Binghamton University Innovative Technologies Complex.

The Suites offer laboratories and office space for companies whose roots stem from faculty research as well as those who rely on complementary resources and programs within the University.

By positioning startups alongside world-class talent and equipment, research-based startups gain a strategic advantage and supportive resources.



"Talking with the business advisors and going through the training programs we have had has been very helpful to discern when to jump and when to pause."

William E. Bernier
PhD, Chief Executive Officer, ChromaNanoTech



Suite Spot

The Startup suites is comprised of 28 offices and 5 wet labs across three buildings.



Office of Entrepreneurship and Innovation Partnerships

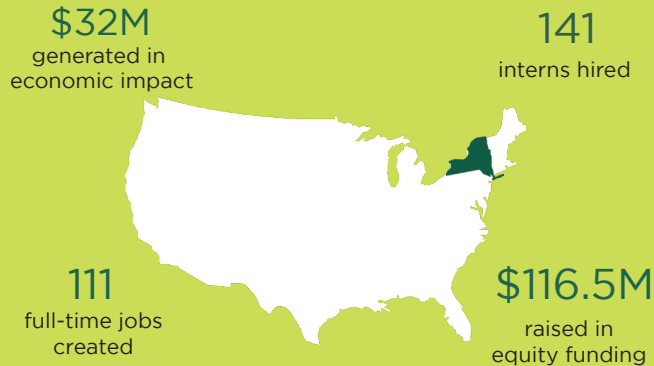
Binghamton University's Office of Entrepreneurship and Innovation Partnerships (E&IP) manages both incubator facilities on campus and in downtown Binghamton and leverage strategic connections in all areas of industry.

They facilitate numerous programs offered through their Binghamton Incubation Program (BIP). Students, researchers, and community members alike are welcomed to advance their startup through these wide-ranging programs, designed to support businesses at any stage of development.

Additionally, the office manages the licensing and patenting of University Intellectual Property through their Technology Transfer team. Through their efforts, the advanced innovations being developed by faculty are secured and commercialized for maximum impact.



In 2017 - 20 Binghamton Incubator Program Companies:



Here for Student Startups

E&IP welcomes students who are progressing a startup, or, who are generally interested in entrepreneurship. Binghamton University offers numerous resources to support student startups in all areas of business development.

- **Student-specific programs**
- **On-campus entrepreneur club**
- **Access to Koffman Incubator facility**
- **Student Entrepreneur events and competitions**
- **Mentorship and business planning support**
- **Entrepreneurial courses**
- **On-campus "B-Innovative" space**

Programs

The Southern Tier Clean Energy Incubator



New York State is fast becoming a hub for clean energy research and business. Headquartered in Binghamton, NY's Koffman Incubator, the Southern Tier Clean Energy Incubator (SCI) program advances climate-tech companies through key facilities, expertise and connections.

SCI welcomes in-state, out of state as well as international members who wish to grow with a world-class set of resources supporting their progress. International companies are welcomed to gain support virtually. Connections to Binghamton University allow for access to advanced laboratory space, testing equipment, faculty and more.

SCI Provides:

Subject Matter Experts

Experts in clean energy, sales, legal, marketing, grants, research, manufacturing, and more are eager to support your venture.

Strategic Insight

Define your product-market fit, explore demand analysis, ensure commercial readiness and refine your technology with SCI support.

Funding Support

Gain insight and connections into available financial resources for your startup -- investment, SBIR, NYSERDA PON's, 76WEST and more.

Modern Facilities

Laboratory space, testing equipment, offices, co-working areas and a NY address/mail box are available to members.

+More

Mentor networks, manufacturing guidance, grant support, industry connections, partner programs and more are available to members.



NYSERDA
Supported

The Southern Tier Clean Energy Incubator (SCI) is a New York State Energy Research and Development Authority (NYSERDA) funded program which strives to start, attract, and grow clean energy companies to drive economic growth in the Southern Tier.

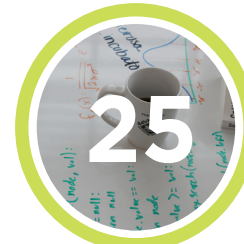
SCI leverages deep research and development resources at Binghamton University and offers a full suite of mentoring, networking, training, funding opportunities and technical support to emerging clean energy companies.



“

I've made more progress in four weeks at Binghamton than the last four years in Connecticut. - Mike Brookman, CEO BRASH Energy

Programs



Current SCI program participants



Companies from out of state
(CT, PA, MI, TX, VA, IL, FL)



International members



76West Clean Energy
Competition finalists



Members have raised over \$116
Million in capital since 2017

Programs

Binghamton Accelerator Program



The Accelerator Program is for early stage startups with promising ideas. The program provides structural resources and mentorship through a three-month set of guided courses with the goal of determining and developing business potential.

Startup founders attend 8-10 classes where they can learn the ins and outs of planning, progressing, and launching their businesses. Along with the classes, each company has individual meetings with experienced mentors in order to guide progression.



"The Accelerator program has been invaluable in teaching me business practices and also reinforcing my confidence in the face of unfamiliar and daunting tasks."

Kathryn Cherny

CEO microBELLA Cosmetics



**Participants
since
2017**



**Grants
received by
teams**



**Business
entities
created**



**Supported
by IBM**

NSF I-Corps

140

Teams of students, researchers, faculty and community members since 2017

\$1.2M

Generated in commercialization grants and investment funding

22

Teams secured a \$50,000 grant for the National Program

The I-Corps Program will help you evaluate product-market fit for your invention or technology through the process of customer discovery. By helping you connect with potential customers, strategic partners, and key experts, the program will inform and de-risk your pathway from innovative idea to impactful product.

Over a three-week period, you will go through a set of (virtual) workshops led by a group of experienced instructors, alongside a cohort of fellow teams. Each week, you will learn more about the customer discovery process, the business model canvas, and how to integrate these findings to bring your innovation closer to an impactful product.

Upon completion of the regional I-Corps program, participants are eligible to apply for the NSF I-Corps Team National program, an intensive 6-week training program, as well as many other funding opportunities.



#1 Reason Startups Fail

67% of all start-up fail because of lack of customers. The I-Corps program helps you discover customer needs.



Regional funding offered: \$3,000
National funding offered: \$50,000



"I-Corps pushed me to find my true customer and to focus on what they want, instead of a bunch of things that are all over the place."

Matt Gill
CEO Enhance VR

Programs

XCEED



A \$750,000 federal grant from the Economic Development Administration has been awarded to Binghamton University to expand on existing programs for clean technology companies and researchers.

In line with the i6 grant's purpose of furthering ventures that translate innovations into jobs, XCEED aims to transform the Greater Binghamton Area into a center of clean technology innovation with a focus on furthering academic discoveries to the point of commercialization and supporting student entrepreneurship. XCEED provides interns, business advancement resources and prototype funding to researchers.



"XCEED complements our other clean technologies programs by providing interns to companies, allowing students to gain experience in a fast-growing field."

Olga Petrova
Program Director of XCEED

empowerST

Innovators in energy storage can advance their technology through a first-of-its-kind R&D and accelerator program. Through the empowerST Fellowship program, outstanding entrepreneurially-minded scientists translate their energy storage innovations into ground-breaking market-ready technologies.

Over the course of the 2-year program, the fellows receive:

- Competitive salary;
- Up to \$100,000 total support for their R&D efforts;
- Entrepreneurship training and startup support;
- Technical mentorship under world leaders in battery research, including Nobel Laureate inventor of the Li-ion battery M. Stanley Whittingham.



empowerST
Energy Storage Innovation Fellowship

Soft Landings Program

The Soft Landings program provides the tools and connections needed by foreign ventures to establish a strong business foundation in the United States.

Expanding a business internationally can be challenging. Program participants receive one-on-one support to navigate the U.S. business environment, strategic connections, manufacturing leads, and legal guidance will ensure a smooth transition of your business to the U.S. market.

Connections

Program participants will gain access to a vast network of mentors, industry experts and fellow startups both international and domestic to ensure a strategic U.S. transition

Space

Space is available to companies who wish to utilize it. Offices and labs are a great entry point for U.S. personnel. An address and mailbox can be provided to participants

Adjacent Programs

Adjacent programs offered by the Koffman Incubator and Binghamton University provide access to interns, funding, customer discovery and more



Additional Resources

New York State Tax Incentives

New York agencies offer multiple programs and incentives to encourage economic growth within the state.

START-UP NY is one such program offered to new and expanding businesses. Accepted applicants can operate tax-free for ten years on or near eligible university or college campuses in New York State.

By partnering with Binghamton University through this program, businesses gain direct access to advanced research laboratories, development resources and experts in key industries – in addition to the tax incentives.

Other notable NYS programs include:

Excelsior Jobs Program

Jobs Retention Program

Life Sciences Tax Credit Program

Commercial Tax Credit Program

Employee Training Incentive Program

These programs and others like them are some of the many reasons to operate business in New York State. Learn more about these opportunities and more at esd.ny.gov.

Ecosystem

A Supportive Business Community

While space, mentors and programs are main ingredients in startup success -- it is the larger incubator community that brings those resources together. Energetic and innovative individuals are eager to collaborate, share opportunities and grow together.

Key Connections

Mentors within the incubator and throughout its network are available to support growth and connect you with subject matter experts based on your need.

Member Collaborations

Members are constantly connecting organically and by mentors so that they can partner on projects, share expertise, gain feedback, and grow together.

Community Events

Held monthly, themed member events hosted by incubator staff bring together members for a fun-filled break.

Partnerships

Other regional incubators, member organizations, development agencies, local governments, sponsors, and more provide resources to help member startups succeed.

Funding Sources

Our programs and staff are great resources to help you secure grants and connect you to other relevant sources of funding.



Join in!

With a range of facilities, programs and resources available,
reach out to get involved and learn more.

Starting or growing a business? Let's connect.



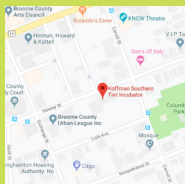
@st_incubator



@southerntierincubator



www.thekoffman.com



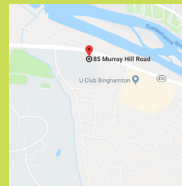
Koffman Southern Tier Incubator

Address: 120 Hawley Street Binghamton, NY 13901

Phone: (607) 777-5094

Sponsorship Inquiry: (607) 777-5871

Email: koffman@binghamton.edu



Binghamton University Office of Entrepreneurship and Innovation Partnerships

Address: Innovative Technologies Complex,
BioTechnology Building, Suite 2100

Phone: (607) 777-5870

Email: innovation@binghamton.edu



BINGHAMTON UNIVERSITY

ENTREPRENEURSHIP AND INNOVATION PARTNERSHIPS

