

**Finger Lakes Partnership  
WIRED Initiative  
Projects Approved by Governing Board  
July 26, 2006**

- 1. Masters of Science Degree in Science and Technology Commercialization – U of R**
  - Executive Program founded for the study of entrepreneurship
  - Addresses the shortage of people who can look at a technology and determine whether it can be commercialized
  - Utilizing curriculum from University of Texas at Austin
  
- 2. Entrepreneurship & Strategic Growth Immersion Sequence Program - RIT**
  - Immersion Sequence program targets high-growth potential small enterprises managers wishing to join or lead commercialization teams. Also targets potential and existing entrepreneurs
  - Connecting entrepreneurial acumen with economic growth
  - Focus Groups to identify barriers and gaps in year one – course will be developed from the information gained in those focus groups
  
- 3. The Entrepreneurs Network - TEN**
  - 6-month program including a Boot Camp, Work Shops, and Panel Events that are designed to optimize exposure to, and interaction with leading local and national entrepreneurial experts Connecting entrepreneurial acumen with economic growth
  - Intended to introduce entrepreneurs to new ideas and avenues to attract capital
  
- 4. Pre-Seed Workshops - HTR**
  - 2+ day sessions will provide an assessment of business potential for a specific invention, and will foster a collaboration of technologists/inventors knowledgeable about business creation realities and connect them with a business network for future assistance
  - Addresses gap in the commercialization continuum at “pre-seed” stage and will improve the identification and qualify technologies for transfer
  
- 5. SBIR Outreach and Access - HTR**
  - Intent is to move the region’s SBIR/STTR participation to a much higher level through assistance of grant and connection with other available resources
  - Will educate entrepreneurs and small business owners of grant funding opportunities, proposal reviews, proposal preparers, and solicitation finders
  
- 6. Tech Commercialization Process - HTR**
  - Intent is to accelerates the commercialization of university and orphan technology from local companies
  - Program proposes to augment the traditional licensing programs of the local research institutions with entrepreneurs and product development specialists to identify and nurture high potential technologies and lead them into the marketplace either by new business formation or by infusion into existing regional companies

## **7. Scholarship Fund – RW, FLW, GLOW**

- Addresses skilled worker shortages in Target Clusters Alternative Energy, Biotech & Life Sciences, Food & Agriculture, Optics & Imaging and Advanced Manufacturing
- Funding available for process improvement initiatives in Health Care and Business Services sectors (bring lean/six sigma initiatives into non-manufacturing settings)
- Will provide scholarships to businesses to train their employees in skills that will lead to credentials/certifications or transferable skills

## **8. Regional Apprentices System - MCC**

- Develop industry-based apprentice system for the Finger Lakes Region
- System will begin with several new education/training programs for three of the four targeted industry clusters (optics, printing/packaging, bio-manufacturing and food processing industries)

## **9. Educator Internships – FLW/RACEC**

- Placing teacher-interns in industry and will engage employers from high tech and emerging industries of Optics/Imaging, Biotech/Life Sciences, Alternative Energy, and Food and Agriculture
- The project will engage educators and will impact students by creating linkages to high-tech and emerging industries that currently do not exist among school districts, educators, and employers in the region

## **10. Predictive Analysis – Business Attraction - GRE**

- This project will help develop robust knowledge of assets in targeted clusters, identify high-growth sub-sectors of those clusters (and leading companies within those sub-sectors), perform in-depth research on each identified company, and will set up mission trip of ED professionals, senior business leaders, government officials, etc. to proactively visit target companies
- Project will augment current ED activities and be adopted by the Economic Development system (leading to systems transformation and sustainability)

## **11. Predictive Analysis – Retention and Expansion - GRE**

- Develop and utilize predictive analysis tools to identify companies with high likelihood of expansion or contraction, so that economic development resources can be focused wherever necessary
- Understanding and communication of individual companies' needs will make it easier to plug existing companies into new innovations occurring in the region, which may help them solidify and grow their businesses

## **12. Finger Lakes Resource Network (formerly Knowledge Clearinghouse) – RIT**

- Develop a readily accessible web portal designed to more easily and effectively connect Finger Lakes region economic and workforce development stakeholders, companies and cluster organizations with economic and demographic data, regional asset inventories and company directories
- Planned marketing activities will make the KCH the “first stop” for companies and regional stakeholders looking to access the types of knowledge it provides