Opportunities for Funding

New York School of Interior Design

June 12, 2012
Support for these seminars comes from the New York State Energy Research and Development Authority (NYSERDA) through the lighting programs run by Dr. Marsha Walton.
Presenters

• Gene Schuler -- Linc
• Colleen Gibney -- ITAC
• Michael Lobsinger -- Linc
• Marsha Walton -- NYSERDA
– dba Linc
– Not-for-profit NYS corporation
– Virtual incubator
– Funded by NYSERDA
– Lighting Cultivator Inc.
– Office in Malta, NY at STEP
Mission

– “To create a vibrant network of lighting businesses in New York State.”

Meaning

– Create jobs
– Impact the economy
– Protect the environment
– Grow companies in NYS
– Increase investment
– Increase grant funding
Services

– Technical assistance
– Grant writing assistance
– Advice on patenting and licensing
– Assistance in finding financing
– Introduction to major manufacturers
– Access to technology development org. services
– Referrals to other service providers
– Assistance with business plans
• Access to commercialization players interested in the growth of lighting-related businesses:
  
  – Large lighting companies interested in acquisitions.

  – Entrepreneurs, inventors, investors, and small companies.

  – Venture capital and angel networks.

  – Pre-seed workshops.

  – Smartstart Venture Forum.

  – Venture B presentation series.
• Technical and market assessment services
  – Benchmark & improve products
  – Due diligence for technical evaluations
  – Document lighting product success stories
  – Objective evaluation of lighting product performance claims
  – R&D in support of developing products or services
  – Development of performance specifications
  – Field demonstrations
  – Focus groups
Linc provides the conduit between the LRC and the private sector to foster commercialization of new lighting concepts.

Linc was created through funding by the New York State Energy Research and Development Authority (NYSERDA) and private companies.

Through Linc, the LRC provides resources to the private sector while maintaining its integrity as the world’s leading independent authority on lighting science and technology.
Companies are clustered in Rochester, Syracuse, Mid-Hudson Valley, New York City and Long Island.

Over 700 lighting related businesses in NYS.

Intertek and Underwriter’s Laboratories.

Lighting Research Center.
• Federal, state, and regional funding opportunities.

• Incentives, incubator space, and other inducements.

• Proposal writing for NY lighting-related businesses.

• Team proposals between Linc, the LRC and NY businesses.

• Angel and venture investors.
• Program funding secured by clients with Linc assistance: $1,750,000 (to date).

• Economic impact from job creation (S&W and taxes):

<table>
<thead>
<tr>
<th></th>
<th>S&amp;W</th>
<th>Taxes</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$ 7,117,184</td>
<td>$1,131,632</td>
</tr>
<tr>
<td>2011</td>
<td>$10,008,540</td>
<td>$1,591,358</td>
</tr>
</tbody>
</table>
$1.1m invested in Linc by NYSEDA

Resulting in $1,750,000 in funding for companies supported by Linc.

Resulting in over 400 new jobs.

Provided assistance to nearly 225 companies supporting over 3000 jobs.
• Contact

Eugene K. Schuler, Jr.
Executive Director
107 Hermes Road, Room 220
Malta, NY 12020-4536
ESchuler@LightingCultivator.org
518.424.7187
• Thank you.

• Questions?