Introducing the UB Technology and Biosciences Incubators

The UB Technology Incubator at Baird Research Park began as a partnership between UB, the UB Foundation, and the State of New York in 1988. As one of the nation’s first bioincubators, it offered not only office space but wet labs as well. The UB Technology Incubator was intended to help commercialize the inventions of UB while assisting in the economic development of western New York through the support of non-UB companies. The 40,000 square foot facility was designed to be FDA compliant, a critical step for companies developing either pharmaceutical products or medical devices. FDA compliance has been maintained throughout the facility’s history and is one of the few facilities in western New York to offer such space to emerging companies. The graduates of the incubator represent a variety of technologies including software, engineering, synthetic intelligence, environmental, education, lasers, photonics, pharmaceuticals and others.

As of September 2012, UB has opened its new UB Biosciences Incubator at the Clinical and Translational Research Center (CTRC) on the medical campus. STOR now operates a 4,000 square foot incubator on the fifth floor of the CTRC, complete with 6 offices, 3 wet labs, meeting space and access to a café and other services. The new incubator will operate under the same services, systems and procedures used at the UB Technology Incubator in Baird Research Park.

UB STOR supports the creation of new technology-based businesses by providing affordable business services to entrepreneurs. Since its inception in 1988, the program has assisted over
100 tenants and graduates, boasting an 84% survival rate. Aggregate employment by those companies is over 1,000 people with annual revenues exceeding $500 million.

The business incubation program provides assistance in four main areas:

- Flexible terms for office and wet laboratory space
- Administrative support services
- General business assistance in the form of coaching, counseling, mentoring and networking
- Access to UB resources and facilities

Why join a Business Incubator?

A study done by Inc. Magazine and National Business Incubator Association revealed that 80% of new businesses fail within the first five years. 52% fail because of management related problems and 48% fail due to lack of capital. When a start-up is affiliated with an incubator, however, they have a much higher prospect of surviving. This statistic is four times higher than the national average for business success. Companies in the life sciences or other areas requiring intensive laboratory-based activity have the greatest difficulty in being successful, making facilities such as the UB Technology Incubator and the UB Biosciences Incubator even more critical.

What does the Incubator provide the Entrepreneur?

The primary mission of the University at Buffalo Incubator program is to provide an environment that assists start-up technology-based companies in becoming independent, thriving businesses. We do this through an emphasis on business assistance and practical skills. Our program is specially designed to help companies survive and grow through the start-up period when they are most vulnerable.

We provide management counsel and networking opportunities, access to university expertise, university business databases and library facilities, and assistance with capital sourcing.

We believe that in order for a technology start-up to succeed, it must be afforded a comprehensive package of support services. Accordingly, the UB Technology Incubator and the UB Biosciences Incubator provide:

- **Experienced Mentors.** A unique and highly regarded component of the program is our mentoring service. Each tenant/client has the opportunity to work with a mutually agreed upon mentor who has had related and successful experience in the company’s particular industry. The mentor is much more than an advisor. He or she provides one-on-one, in-depth guidance during much of the period the company is with the Incubator.

- **Exposure to a Network of Experts.** The Incubators are structured a network of professionals who are successful executives from private technology companies, professional practices, consulting firms, the public sector, and universities. Their expertise
is shared on an on-going basis with those involved with the program. The bottom line is, affiliation with one of the Incubators can greatly enhance a company’s credibility within the business community.

- **Access to Valuable Resources.** Student interns, technical experts, learned faculty members and library materials are available to assist the start-up entrepreneur. The Incubators also facilitate access to outside professionals, such as accountants, attorneys and consultants who are able to assist tenants at no cost or at discounted rates. Entrée to local economic development agencies is also facilitated.

- **Educational Programs.** Regular seminars, training sessions and round table discussions are an integral part of the program. Practical topics relating to financial planning, capital acquisition, strategic business planning, and organizational development, to name a few, are taught by attorneys, bankers, consultants and other Incubator sponsors.

- **Access to Capital.** Incubator affiliation facilitates access to capital sources such as banks, venture capitalists, angel investors, and corporate strategic partners. Incubator professionals can help a client negotiate strategies, perform due diligence, and structure deals. The Incubators are affiliated with the Western New York Business Development Fund and Western New York Venture Association, which provide seed capital for area high-tech businesses.

- **State of the Art Facilities.** The Incubators’ state-of-the-art, multi-tenant facilities are subdivided into individual suites ranging from 200-800 sq. ft. Rental of multiple suites is permitted. Suites are available in either wet laboratory or office space configurations, and are suitable for office activity, research and development, assembly or light manufacturing. Wet laboratory space includes fume hoods and lab benching with deionized water, natural gas, compressed air, and vacuum capabilities. Safety showers and eyewash fountains are strategically placed throughout the facility. Each office or lab offers high speed Internet connectivity via the UB backbone. Conference rooms and audio-visual equipment are also available. Importantly, the terms of occupancy are extremely flexible and do not involve a long-term lease commitment. A copier and fax machine are also available on-site. Included, at no additional expense to the Client, are: All utilities except telephone (connections provided); University VOIP Teleconference and Videoconference capabilities; Loading Dock, Free Off-Street Parking (at the Technology Incubator); Wheelchair Access; 24 hour access and security; Postage machine; Common eating area; Mail handling; and Building maintenance and janitorial service.

**What Does the Entrepreneur Provide?**

The first step is to fill out an Inquiry Form. The Inquiry Form is posted at [www.stor.buffalo.edu](http://www.stor.buffalo.edu). Please complete and return as soon as possible so that we can begin the process.

After review of the Inquiry Form, you will need to supply the following:

- **Incubator Needs Assessment.** In order for us to have an understanding of your business and determine the eligibility for residence, we must first receive a completed
Needs Assessment. If a Business Plan has also been established, it can be included with the Needs Assessment.

- A General Liability Insurance Policy in the amount of $1,000,000 combined single limit for bodily injury or property damage.
- Clients dealing with hazardous materials must possess an effective United States Environmental Protection Agency Identification Number.

What is the Incubator’s Selection Process?

Companies applying for tenancy in one of the Incubators will be evaluated by the following criteria:

- Priority is given first to companies who are licensees of UB technology or formed by UB faculty members, second to companies having an ongoing relationship with UB, and third to companies who will seek to develop a mutually beneficial relationship with UB.
- The application of a unique technology based innovation. This does not necessarily mean high technology or a technical product. Although the venture does not have to have a proprietary product, service, or niche, it should envision a competitive edge.
- Reasonable anticipated risk parameters.
- A strong business model that demonstrates a well-defined potential market and affords an opportunity for the client to achieve near term positive cash flow and an eventual sustainable advantage in the marketplace.
- Full-time commitment from the founding scientists/entrepreneurs. The principals must be willing to make a full-time commitment to their venture and be able to support themselves and the development of their firm during both its embryonic stage and its follow-on and growth phases.
- The venture’s potential contribution to the Western New York economy.
- Benefits that the applicant will garner from incubator occupancy.
- The envisioned current and prospective linkages between the applicant and UB.
- Patent protectability.
- Job growth potential.
- Adequacy of the start-up funds that are readily available.
- The applicants’ professional experience and education.
- The impact of planned activities on existing Incubator residents.
- Companies requiring only space, seeking financing only or which duplicate or compete directly with existing companies in the program are not viable candidates for acceptance.
Review of Application Process

The process from inquiry through disposition will take a minimum of 15 business days.

- Submit an Inquiry Form to schedule an informational tour.
- Submission of Needs Assessment Form and a Summary Business Plan (Needs Assessment access provided by incubator personnel when appropriate).
- Review of the entrepreneur's materials by incubator staff and by the incubator admissions committee.
- Notification of disposition of application.
- Review and execution of a Revocable Permit for Occupancy.

What is the typical rent per month for space?

The Incubator offers two types of space, wet lab, and dry lab (office) assessed on a sliding scale with the rent increasing as the client’s tenure increases at the Incubator. For 2012, the rent schedule is listed below (subject to change):

<table>
<thead>
<tr>
<th>Technology Incubator</th>
<th>Biosciences Incubator</th>
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</thead>
<tbody>
<tr>
<td>Office Year 1</td>
<td>Office</td>
</tr>
<tr>
<td>$18 / sq. ft.</td>
<td>$28 / sq. ft.</td>
</tr>
<tr>
<td>Office Year 2</td>
<td></td>
</tr>
<tr>
<td>$19 / sq. ft.</td>
<td></td>
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<tr>
<td>Office Year 3</td>
<td></td>
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<tr>
<td>$20 / sq. ft.</td>
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</tr>
<tr>
<td>Wet Lab Year 1</td>
<td>Wet Lab</td>
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<tr>
<td>$20 / sq. ft.</td>
<td>$37 / sq. ft.</td>
</tr>
<tr>
<td>Wet Lab Year 2</td>
<td></td>
</tr>
<tr>
<td>$21 / sq. ft.</td>
<td></td>
</tr>
<tr>
<td>Wet Lab Year 3</td>
<td></td>
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<tr>
<td>$22 / sq. ft.</td>
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What do I do next?

If you are sincerely interested in starting a business and taking advantage of all the great services the Incubator has to offer call Denise Lewis at 716.645.8128 or Sara Goodman at 716.645.3515.
NOTICE

The foregoing information and the information available on our web site (www.stor.buffalo.edu) is intended only as an overview of the Incubator program. Space in the Incubator building is made available only under a written agreement (Revocable Permit) that contains all of the terms and conditions for use of the space. Please contact Denise Lewis at 716.645.8128 for more information and a copy of the formal Revocable Permit for occupancy.

Guide to the UB Technology and Biosciences Incubators