

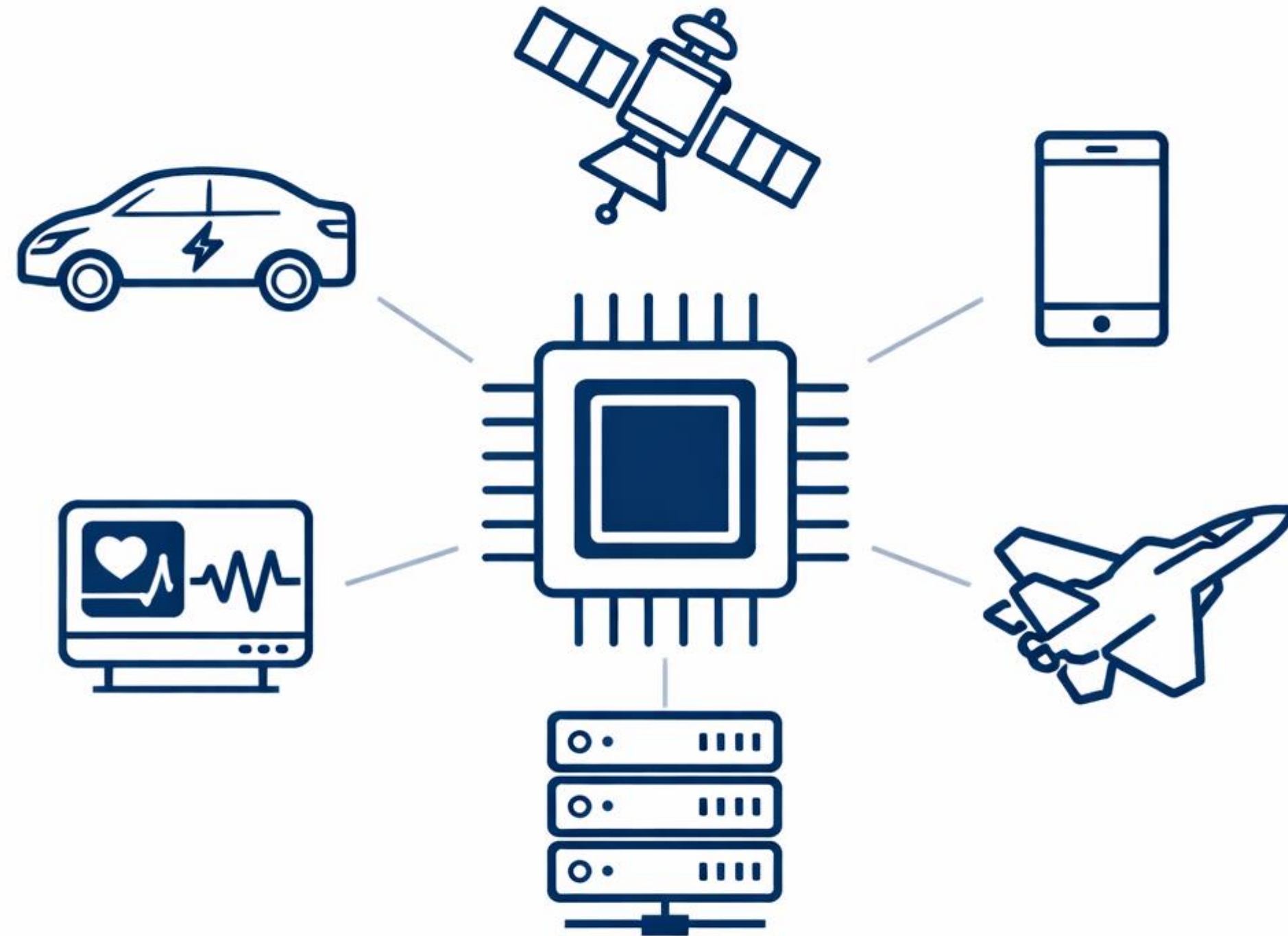
NY SMART I-CORRIDOR
TECH HUB
HOW YOU CAN
ENGAGE

PRESENTED BY

An Affiliate of Greater Rochester Chamber of Commerce



Semiconductors Power the Modern Economy



From consumer devices to AI and national defense

A NATIONAL DECISION TO REINVEST



- **CHIPS & Science Act** – August 2022
 - \$52b: Manufacturing incentives (Micron)
 - \$10b: Regional Technology & Innovation Hubs
- **Buffalo – Rochester – Syracuse** alignment
- **1 of 12** federally funded – July 2024



Preliminary illustration, subject to change.

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NY SMART

I - CORRIDOR

Our 10-year goals include:

9,000+

New middle-skill and
construction positions

\$5.2 billion

Average annual investments

\$18 billion

Additional GDP growth

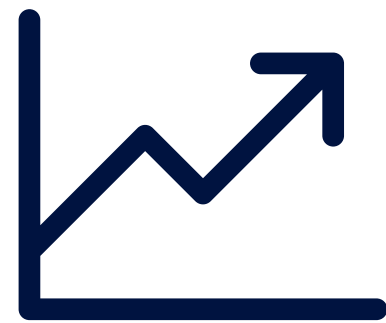
SMART MOMENTUM



- 18 months into implementation
- Four projects operating across Buffalo-Rochester-Syracuse
- 200+ firms engaged
- Statewide ecosystem collaboration (GO SEMI, NY CREATES)
- \$350,000 invested in innovative technologies
- \$2.1 M in follow-on investment to date

COMPONENT PROJECTS

SCAN
SUPPLY CHAIN



C3
INNOVATION



STEP UP
WORKFORCE



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SUPPLY CHAIN ACTIVATION NETWORK (SCAN)

Jennifer Flagg, Director
University at Buffalo, Center for Supply Chain Analytics

SCAN TEAM

Buffalo

INVEST BUFFALO
NIAGARA



Rochester

GRE GREATER
ROCHESTER
ENTERPRISE



Syracuse

CENTERSTATE | CEO
Corporation for Economic Opportunity



SCAN GOALS

- Enhance and diversify the local supply chain to promote resilience and inclusive economic growth
- Double the size of the regional semiconductor supply chain by 2035

New York's Semiconductor Ecosystem



SCAN OVERVIEW

Activities

- Create awareness of business opportunities
- Promote the regional supply chain
- Document buyer needs & requirements
- Facilitate matchmaking
- Provide resources

Opportunity Guide



<http://management.buffalo.edu/scan-doc>

ENGAGING WITH SCAN

3: Participate in Matchmaking Events

March 26
ConnectSemi Community of Practice
Cleanroom Facilities: From Concept to Long-Term Operations
Virtual Event

June 1 and 2
Innovation Expo and Supply Chain Exchange
Rochester, NY

Save the date coming soon!
Share your buying needs to become an exhibitor



4: Prepare your Business for Growth

Connect with GRE for guidance and resources related to expansion

Contact NextCorps for technical assistance related to certifications, facility layout or engineering support

Up to \$25k in supplemental funding available to firms participating in SCAN technical assistance

CONNECT WITH THE SCAN TEAM

Buffalo

INVEST BUFFALO
NIAGARA

Rob Leteste rleteste@buffaloniagara.org


Insyte
consulting

Ben Rand brand@insyte-consulting.com

Rochester

GRE GREATER
ROCHESTER
ENTERPRISE

Jared Jones jared@rochesterbiz.com


nextcorps
forward faster

Kathleen Martin kathleen.martin@nextcorps.org

Syracuse

CENTERSTATE | **CEO**
Corporation for Economic Opportunity

Economicdevelopment@centerstateceo.com


TDO | TRAIN
DEVELOP
OPTIMIZE
Driving Growth, Innovation
and Operational Excellence

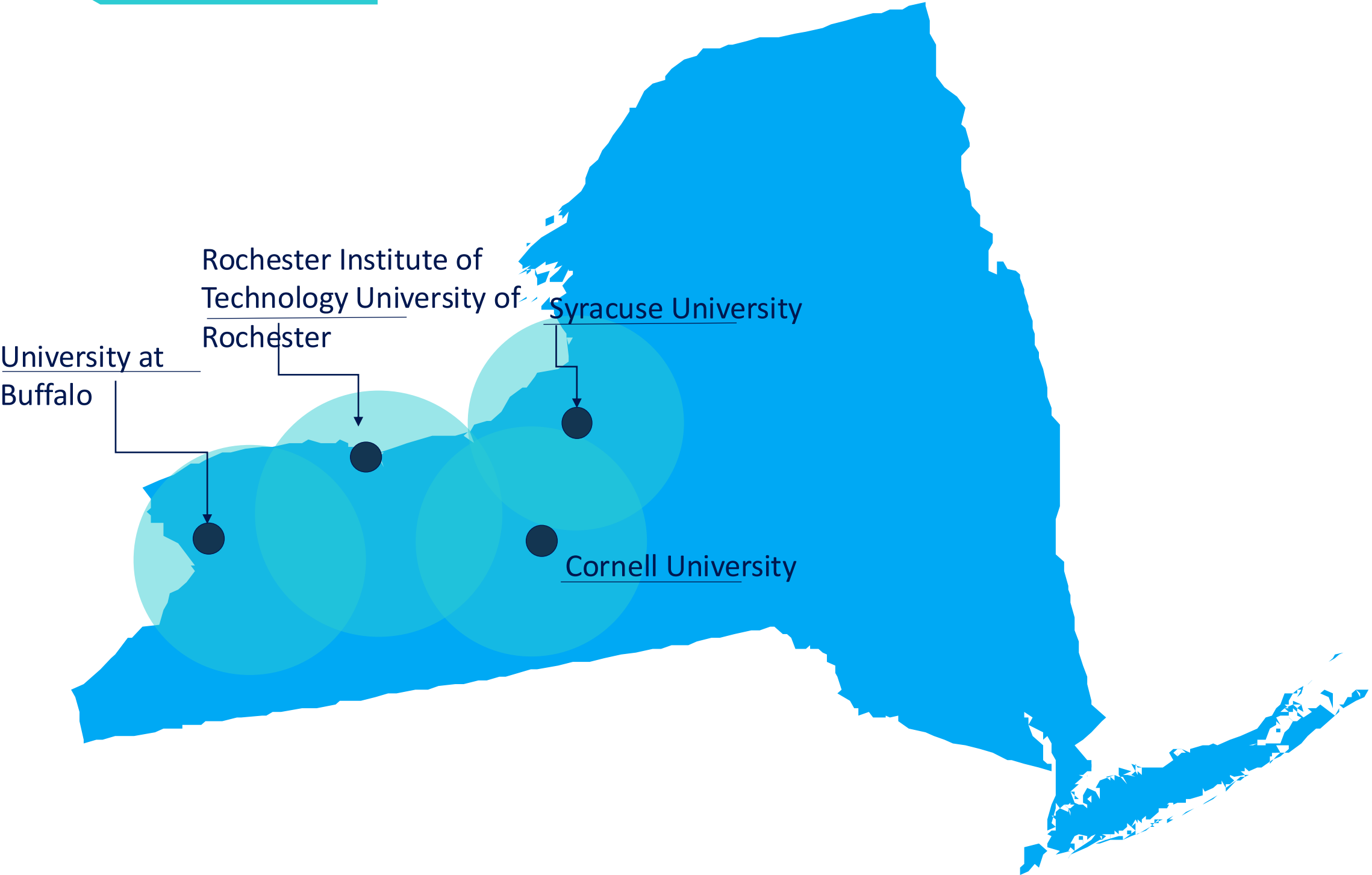
Jim D'Agostino jdagostino@tdo.org

Jennifer Flagg jflagg@buffalo.edu

 **University at Buffalo**
School of Management

Kathleen Burke mfburke@buffalo.edu

COMMERCIALIZATION AND COLLABORATION CENTER (C3)



C3 HELPS COMPANIES BRING PRODUCTS TO MARKET

NY TRHIVE

\$7M Innovation Voucher investment

Companies can use the funds to access fabrication facilities, research expertise and legal services at partner universities.

Applications accepted on a rolling basis.

Funding structure:
Tier 1: up to \$50K
Tier 2: \$50-250K
Tier 3: above \$250K

Asset Inventory

A searchable online inventory serving as a resource for businesses to find semiconductor-related university assets.

Community of Practice

Through conferences, internships and trainings: create a “community of practice” to facilitate collaboration among businesses, researchers, and investors in the region.

NY THRIVE

HOW DOES THE VOUCHER PROGRAM WORK?



- Companies that are developing new products or improving their processes can receive funding through NY THRIVE to utilize University physical assets or research expertise.
- Funds can be used for prototype demonstration, product/system testing or demonstration in operations environment.
- A team of Innovation Concierges helps match company needs to available assets.

NY THRIVE PRIORITIES

DISCUSS FIT WITH INNOVATION CONCIERGES



1. Technical Areas of Interest include but are not limited to:

- **MATERIALS:** e.g., raw materials and substrates, inks, pastes
- **DEVICES:** integrated circuits technologies and devices, incl. transistor and circuit design, e.g., MEMS, thin film, monolithic, etc.
- **INTEGRATION:** Heterogenous Integration
- **METHODS & TECHNIQUES:** e.g., photonics, lithography, etching, doping, deposition, packaging, measurement & testing
- **PROCESS OPTIMIZATION:** e.g., digital twins, optimization, automation & robotics
- **INSTRUMENTS:** design, manufacturing, testing tools, instruments and components
- **CONTAMINATION MANAGEMENT:** clean room contamination products & management
- **ENERGY & ENVIRONMENT:** energy efficiency & environmental impact reduction
- **SUPPLY CHAIN:** supply chain and logistics for semiconductor manufacturing
- **COMMERCIALIZATION:** The Voucher program also provides support for Commercialization Legal Services, e.g., research and analysis regarding technology patentability, freedom to operate, and market analysis

2. The proposed technology should generate an **economic impact** in the Tech Hub geographic footprint.

3. Technology Readiness Levels (TRL) 6-9.

NY THRIVE FUNDING STRUCTURE



Tier 1

Funding Range: \$50,000 or less
Maximum project duration of 12 months
No match is required.

Tier 2

Funding Range: \$50,001 to \$250,000
Maximum project duration of 12 months
10% cash or in-kind company match.

Tier 3

Funding Range: Requests exceeding \$250,000
Maximum project duration of 24 months
25% cash or in-kind company match.

REQUEST FOR PROPOSALS



Proposals are accepted anytime.

<https://syracuse.infoready4.com/#freeformCompetitionDetail/1971043>

The Innovation Concierge team supports companies in developing a full proposal: We can help align project needs with assets and provide guidance on cost for utilizing these resources during the period of performance.

Contact any of us directly or email us at nysmarticorridorC3@syr.edu.



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STEP UP

SEMICONDUCTOR TALENT & EMPLOYER PARTNERSHIP UPSTATE NY



JIM GERTNER, STEP UP PROJECT MANAGER, MONROE COMMUNITY COLLEGE



Monroe Community College
STATE UNIVERSITY OF NEW YORK

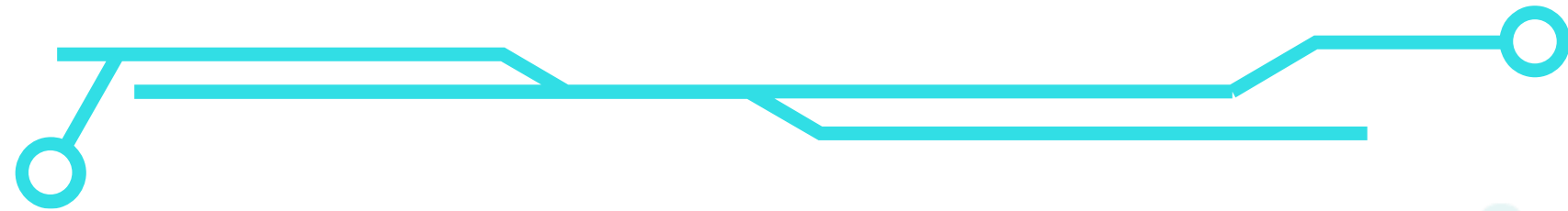
OVER THE NEXT DECADE



14,000 new semiconductor-related openings in 10 years – coordinated effort with industry and training providers to assess workforce need and match learning assets



WHY IT MATTERS HOW YOU CAN HELP



Meeting Talent Demand: helps to expand existing and potential supplier capabilities

Building Resiliency: Fuels industry capacity and strengthens talent pipelines

Awareness: Project job opportunities for youth in advanced manufacturing

YEAR 1 INDUSTRY PARTNERSHIPS



- **Dedicated Support** to help find, hire and retain skilled talent; STEP UP team in Rochester, Buffalo, Syracuse – 150 industry contacts to date
- **Tailored Solutions** specific employer-led solutions in partnership with colleges, manufacturing organizations, unions
- **Workforce Intelligence** real-time labor market data and demand forecasts - <https://mcclmi.com/>
- **Training Program Opportunities** co-design and piloting comprehensive training programs for talent retention

DEMAND OCCUPATIONS TODAY AND TOMORROW

- Electrical, Electronic, and Electromechanical Assemblers
- Assemblers and Fabricators
- Inspectors, Testers, Sorters, Samplers, and Weighers
- Industrial Engineers
- Software Developers
- Semiconductor Processing Technicians
- Machinists
- Electrical and Electronic Engineering Techs
- First-Line Supervisors of Production and Operating Workers
- General and Operations Managers
- Computer Numerically Controlled Tool Operators
- Production, Planning, and Expediting Clerks
- Cutting, Punching, and Press Machine Operators
- Buyers and Purchasing Agents
- Maintenance and Repair Workers, General
- Industrial Machinery Mechanics

YEAR 1

TRAINING PROVIDER OUTREACH



- More than 70 learning entities identified in corridor
- Outreach securing applicable programming inventory
- Industry/providers collaboration on gaps
- Certifications in semiconductor curriculum
- Discretionary funding opportunities

ROCHESTER STEP UP TEAM

(Greater Rochester Chamber of Commerce)



Grace Carlis

Director of Industry Partnerships



Paola Viera

Director of Workforce Innovation

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