

Innovate NY Fund - Annual Report 2018

In accordance with Section 16-u of Section 1 of Chapter 174 of the Laws of 1968, the seventh annual report for the Innovate NY Fund (“the INNY Fund”) for 2018 is presented below and attached.

The INNY Fund is a seed-stage equity investment fund designed to support innovation, job creation, and high-growth entrepreneurship throughout New York State (“NYS”). With \$35.6 million awarded through a grant from the U.S. Department of Treasury’s State Small Business Credit Initiative, the INNY Fund was one of three (3) programs designed and implemented in late 2012 to assist start-up and small businesses across NYS. Goldman Sachs committed an additional \$10.3 million to the INNY Fund, resulting in an aggregate \$45.9 million that has been committed to competitively selected investment entities to invest in seed-stage companies.

Investment Activity:

For calendar year 2018 only, the INNY Fund made follow-on investments in 20 NYS seed-stage companies, of which 10 were minority and/or women-owned businesses, in the amounts listed below:

Innovate NY Fund:	\$2,152,418
Matching Funds:	\$90,308,974
Total Funds Invested:	\$92,461,392

A total of 196 jobs were retained and an additional 421 were created as a result of the investments made in 2018 (see Attachment I).

Since its inception in December 2012 through the end of 2018, the INNY Fund has made investments in 81 NYS seed-stage companies, representing close to \$39 million in public investment capital. The INNY Fund is fully committed and will not be adding new companies to its existing portfolio. In terms of leverage, the INNY Fund capital was matched by over \$335 million in private sector funding, yielding more than \$374 million in new capital for NYS start-up companies. This investment enabled the retention of 662 jobs and the creation of an additional 1,532 new employment opportunities, yielding a total of 2,194* jobs created or retained (see Attachment II). To date, seven (7) portfolio companies from the Innovate NY Fund have realized full exists.

*Note: The number of jobs reported in the end of year prior to a company merging or being acquired were used for this report. Companies that have been reported to NYS by the INNY Fund managers as “written-off” have job numbers listed as zero.

INNOVATE NY FUND PORTFOLIO COMPANY (by county & alpha) 2018 INVESTMENTS ONLY	City/Town	County	Zip Code	Product/Service	# Jobs retained	# Jobs at EOY'18	2018 Investment by Innovate NY Fund	2018 Private Matching Investment
ACV Auctions	Buffalo	Erie	14203	mobile app- auto auction	3	265	\$400,000	\$27,600,000
Clearview Social, Inc.	Buffalo	Erie	14203	software/social media	2	10	\$50,000	\$50,000
OnCore Golf Technology, Inc.	Buffalo	Erie	14203	golf ball manufacturer	4	6	\$100,000	\$1,000,000
Rachel's Remedies LLC	Buffalo	Erie	14216	healthcare/consumer goods	1	2	\$75,000	\$75,000
CypherWorx, Inc.	Rochester	Monroe	14618	eLearning	19	18	\$22,500	\$25,000
IMSWorX, Inc.	Rochester	Monroe	14623	telecommunications software	9	11	\$22,660	\$27,880
Splyce, Inc.	Rochester	Monroe	14623	e-sports teams	7	22	\$100,000	\$128,024
StormBlok Systems d/b/a EchoStinger	East Rochester	Monroe	14445	aerodynamic car product	3	23	\$50,000	\$90,000
BentoBox CMS, Inc	New York	New York	10016	SaaS for restaurants	9	34	\$75,000	\$2,925,000
Donde Fashion, Inc.	New York	New York	10016	software development & applications	8	8	\$59,236	\$140,764
Gooten f/k/a Breakout Commerce	New York	New York	10016	online printing	2	48	\$208,022	\$291,978
Homh, Inc.	New York	New York	10031	health and wellness	10	17	\$50,000	\$200,000
InstEvent Inc. d/b/a VenueBook	New York	New York	10003	SaaS (event mgmt)	8	5	\$110,000	\$369,000
iTell.io f/k/a FreeATM, Inc.	New York	New York	10003	advertising	3	4	\$60,000	\$207,000
Ocologica, Inc.	New York	New York	10022	medical device equipment	1	2	\$150,000	\$930,597
Rgenix, Inc	New York	New York	10065	biotech- cancer drugs	7	13	\$300,000	\$43,700,000
Shulogique, Inc. d/b/a True Gault	Wayne	Ontario	14564	footwear manufacturing	4	4	\$60,000	\$260,000
Incodema 3D holdings, Inc.	Freeville	Tompkins	14850	3D printing manufacturer	30	37	\$120,000	\$5,880,000
Primet Precision Materials, Inc.	Ithaca	Tompkins	14850	basic materials for lithium ion batteries	0	9	\$60,000	\$983,731
Rheonix, Inc.	Ithaca	Tompkins	14850	biotech-molecular diagnostics	66	79	\$80,000	\$5,425,000
				TOTALS	196	617	\$2,152,418	\$90,308,974

ATTACHMENT II

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	INNOVATE NY FUND PORTFOLIO COMPANIES (by county & alpha) CUMULATIVE	City/Town	County	Zip Code	Product/Service	# Jobs originally retained	# Jobs at EOY'18	Prior Years thru EOY'17 - Innovate NY Investment	Prior Years thru EOY'17 - Private Matching Investment	2018 only- Innovate NY Investment	2018 only- Matching Investment	Total Investment - All Years to Date
1	OSM Environmental, Inc.	Aurora	Cayuga	13026	environmental remediation	2	1	\$367,500	\$379,005	\$0	\$0	\$746,505
2	ACV Auctions	Buffalo	Erie	14203	mobile app- auto auction	3	265	\$500,333	\$7,499,667	\$400,000	\$27,600,000	\$36,000,000
3	Block Club Cards d/b/a City Dining Cards	Buffalo	Erie	14203	sales of affinity cards	4	-	\$500,000	\$2,000,000	\$0	\$0	\$2,500,000
4	Clearview Social, Inc.	Buffalo	Erie	14203	software/social media	2	10	\$445,000	\$865,000	\$50,000	\$50,000	\$1,410,000
5	Crowd Bouncer LLC	Buffalo	Erie	14203	software development & applications	2	-	\$302,500	\$405,000	\$0	\$0	\$707,500
6	Decision Pace, Inc.	Buffalo	Erie	14203	software development & applications	2	3	\$400,000	\$900,000	\$0	\$0	\$1,300,000
7	Empire Genomics, LLC	Buffalo	Erie	14203	healthcare	10	14	\$300,000	\$700,000	\$0	\$0	\$1,000,000
8	GradFly, Inc.	Buffalo	Erie	14203	educational tech services	3	-	\$105,000	\$86,500	\$0	\$0	\$191,500
9	Graphenix Development, Inc.	Williamsville	Erie	14221	materials science-batteries	7	10	\$450,000	\$1,202,231	\$0	\$0	\$1,652,231
10	GripeO LLC	Orchard Park	Erie	14127	mobile application	4	-	\$66,667	\$133,333	\$0	\$0	\$200,000
11	Heads Up Display, Inc.	Buffalo	Erie	14201	personal safety device	4	-	\$110,000	\$205,000	\$0	\$0	\$315,000
12	OnCore Golf Technology, Inc.	Buffalo	Erie	14203	golf ball manufacturer	4	6	\$200,000	\$200,000	\$100,000	\$1,000,000	\$1,500,000
13	Rachel's Remedies LLC	Buffalo	Erie	14216	healthcare/consumer goods	1	2	\$140,000	\$220,000	\$75,000	\$75,000	\$510,000
14	The Worldwide App, Inc.	Buffalo	Erie	14203	software development & applications	1	-	\$26,745	\$41,745	\$0	\$0	\$68,490
15	Turbulent Energy LLC	Buffalo	Erie	14203	science R & D	-	-	\$224,389	\$1,243,519	\$0	\$0	\$1,467,908
16	Virtuvia, LLC d/b/a CoachMe Plus	Buffalo	Erie	14203	mobile applications	3	11	\$450,000	\$1,150,000	\$0	\$0	\$1,600,000
17	First Wave Technologies, Inc.	Batavia	Genesee	14020	medical device for acute care market	2	2	\$420,000	\$2,707,113	\$0	\$0	\$3,127,113
18	Authorea, Inc.	Brooklyn	Kings	11249	scientific research & content publishing	2	-	\$100,000	\$510,000	\$0	\$0	\$610,000
19	Celmatix, Inc.	Brooklyn	Kings	11226	biotech -treatment of infertility	49	48	\$749,995	\$5,151,644	\$0	\$0	\$5,901,639
20	Collectivelyer, Inc.	Brooklyn	Kings	11201	software development & applications	8	-	\$445,833	\$1,259,167	\$0	\$0	\$1,705,000
21	Copromote. f/k/a Headliner. fm Corp.	Brooklyn	Kings	11201	internet marketing	15	-	\$636,372	\$11,363,628	\$0	\$0	\$12,000,000
22	Cerebral Assessment Systems	Pittsford	Monroe	14534	software applications	3	-	\$240,000	\$2,691,101	\$0	\$0	\$2,931,101
23	Cerion Enterprises LLC	Rochester	Monroe	14610	materials science	13	24	\$100,000	\$5,900,000	\$0	\$0	\$6,000,000
24	Clerio Vision, Inc.	Rochester	Monroe	14618	medical laser equipment	-	20	\$1,490,000	\$12,235,000	\$0	\$0	\$13,725,000
25	CypherWorx, Inc.	Rochester	Monroe	14618	eLearning	19	18	\$404,620	\$1,631,117	\$22,500	\$25,000	\$2,083,237
26	IMSWorX, Inc.	Rochester	Monroe	14623	telecommunications software	9	11	\$185,000	\$505,000	\$22,660	\$27,880	\$740,540
27	Intrinsic Materials, Inc.	Rochester	Monroe	14615	manufacturing ink for circuit boards	14	-	\$500,000	\$3,770,000	\$0	\$0	\$4,270,000
28	PharmaAdva LLC	Honeoye Falls	Monroe	14472	medical manufacturing	10	9	\$250,000	\$750,000	\$0	\$0	\$1,000,000
29	PointClickCare (acq. TouchStream Solutions)	Rochester	Monroe	14624	SaaS for mobile healthcare information	2	5	\$171,750	\$370,998	\$0	\$0	\$542,748
30	Rivalries Unlimited LLC	Rochester	Monroe	14618	software application - mktg	3	-	\$165,000	\$2,895,000	\$0	\$0	\$3,060,000
31	Splyce, Inc.	Rochester	Monroe	14623	e-sports teams	7	22	\$56,250	\$242,500	\$100,000	\$128,024	\$526,774
32	StormBlok Systems d/b/a EchoStinger	East Rochester	Monroe	14445	aerodynamic car product	3	23	\$25,000	\$575,000	\$50,000	\$90,000	\$740,000

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33	StrongArm Technologies, Inc.	Rochester	Monroe	14623	materials handling	2	23	\$365,000	\$734,250	\$0	\$0	\$1,099,250
34	General Sentiment, Inc.	Brookville	Nassau	11548	software development & applications	6	-	\$500,000	\$1,144,321	\$0	\$0	\$1,644,321
35	Sentiment Alpha Capital Mgmt.	Brookville	Nassau	11548	Investment analysis-trading strategy	2	-	\$425,000	\$850,000	\$0	\$0	\$1,275,000
36	Stay Awake, Inc. d/b/a Karma 411	Brookville	Nassau	11548	software development & applications	12	-	\$500,000	\$472,075	\$0	\$0	\$972,075
37	Thrive Metrics, Inc.	Brookville	Nassau	11548	software development & applications	3	-	\$400,000	\$847,649	\$0	\$0	\$1,247,649
38	1000Museums, Inc.	New York	New York	10036	printing of fine art	7	-	\$800,000	\$3,284,866	\$0	\$0	\$4,084,866
39	AIQ, Inc.	New York	New York	10036	online financial data & media	20	12	\$750,000	\$6,969,932	\$0	\$0	\$7,719,932
40	Augmate Corporation	New York	New York	10036	software development & applications	3	5	\$250,000	\$2,396,000	\$0	\$0	\$2,646,000
41	BentoBox CMS, Inc	New York	New York	10016	SaaS for restaurants	9	34	\$900,000	\$6,250,000	\$75,000	\$2,925,000	\$10,150,000
42	BeSpoke Global, Inc.	New York	New York	10012	retail e-commerce	5	-	\$846,000	\$3,034,712	\$0	\$0	\$3,880,712
43	Color Modules, Inc.	New York	New York	10018	technology-consumer	4	1	\$762,000	\$1,382,000	\$0	\$0	\$2,144,000
44	Contently, Inc.	New York	New York	10012	SaaS/internet newspaper publishing	24	102	\$225,000	\$8,725,000	\$0	\$0	\$8,950,000
45	DineInFresh, Inc. d/b/a/ Plated	New York	New York	10012	e-commerce	9	750	\$1,230,685	\$20,419,315	\$0	\$0	\$21,650,000
46	Donde Fashion, Inc.	New York	New York	10016	software development & applications	8	8	\$500,000	\$2,075,000	\$59,236	\$140,764	\$2,775,000
47	Doolii, Inc.	New York	New York	10011	cloud based software	10	-	\$250,000	\$6,274,000	\$0	\$0	\$6,524,000
48	Earnest Research Comp f/k/a Great Bridge Corp.	New York	New York	10010	data - market research	6	86	\$133,333	\$3,366,667	\$0	\$0	\$3,500,000
49	Evisors d/b/a Firsthand	New York	New York	10004	internet services	12	6	\$533,333	\$1,626,667	\$0	\$0	\$2,160,000
50	Gooten f/k/a Breakout Commerce	New York	New York	10016	online printing	2	48	\$857,833	\$5,780,667	\$208,022	\$291,978	\$7,138,500
51	Homh, Inc.	New York	New York	10031	health and wellness	10	17	\$275,000	\$345,000	\$50,000	\$200,000	\$870,000
52	InstEvent Inc. d/b/a VenueBook	New York	New York	10003	SaaS (event mgmt)	8	5	\$450,000	\$7,410,000	\$110,000	\$369,000	\$8,339,000
53	iTell.io f/k/a FreeATM, Inc.	New York	New York	10003	advertising	3	4	\$300,000	\$1,002,000	\$60,000	\$207,000	\$1,569,000
54	Lexifone Communications Systems, Inc.	New York	New York	10003	translation and interpretation software	7	-	\$600,000	\$2,049,396	\$0	\$0	\$2,649,396
55	Lexington Wellness Holdings d/b/a Selvera	New York	New York	10001	health & wellness consulting	8	23	\$700,000	\$782,526	\$0	\$0	\$1,482,526
56	Little Pim Corporation	New York	New York	10003	foreign language learning for children	4	1	\$425,000	\$1,725,000	\$0	\$0	\$2,150,000
57	Lodo Therapeutics Corp.	New York	New York	10016	biotech- metagenome based	1	16	\$600,000	\$2,917,600	\$0	\$0	\$3,517,600
58	Ocologica, Inc.	New York	New York	10022	medical device equipment	1	2	\$547,836	\$2,609,567	\$150,000	\$930,597	\$4,238,000
59	Pebblepost, Inc.	New York	New York	10013	data for direct mail mktg (advertising services)	-	87	\$266,667	\$2,433,333	\$0	\$0	\$2,700,000
60	Petra Pharma Corp	New York	New York	10016	biotech- cancer inhibitors	-	5	\$750,000	\$9,242,200	\$0	\$0	\$9,992,200
61	Qualia f/k/a Local Response, Inc.	New York	New York	10001	digital advertising/social media	33	-	\$504,499	\$2,445,556	\$0	\$0	\$2,950,055
62	Rgenix, Inc	New York	New York	10065	biotech- cancer drugs	7	13	\$750,000	\$4,373,769	\$300,000	\$43,700,000	\$49,123,769
63	Skyward (acq. Vidaoa, Inc.)	New York	New York	10036	marketing and advertising	3	-	\$50,000	\$200,000	\$0	\$0	\$250,000
64	Socure, Inc.	New York	New York	10011	identity verification	9	65	\$650,000	\$14,500,000	\$0	\$0	\$15,150,000

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65	TARA Biosystems, Inc.	New York	New York	10018	biotech- cardiac tissue	-	13	\$750,000	\$1,500,000	\$0	\$0	\$2,250,000
66	TiqIQ, Inc.	New York	New York	10018	event ticketing	9	3	\$1,250,000	\$5,769,719	\$0	\$0	\$7,019,719
67	Try the World, Inc.	New York	New York	10010	e-commerce	19	8	\$560,000	\$8,201,630	\$0	\$0	\$8,761,630
68	Deem f/k/a Zypsee Inc. d/b/a Whisk	New York	New York	10018	support activities for road transportation	15	-	\$126,226	\$1,873,774	\$0	\$0	\$2,000,000
69	Augmented Reality Concepts d/b/a SpinCar	Syracuse	Onondaga	13202	SaaS, 3D photo imaging	10	69	\$750,000	\$640,250	\$0	\$0	\$1,390,250
70	Advanced Feed Technology, Inc.	Geneva	Ontario	14456	animal feed technology & products	2	-	\$250,000	\$440,000	\$0	\$0	\$690,000
71	Sensor Film, Inc.	Canandaigua	Ontario	14424	electronics/instrumentation	6	4	\$300,000	\$325,213	\$0	\$0	\$625,213
72	Shulogique, Inc. d/b/a True Gault	Wayne	Ontario	14564	footwear manufacturing	4	4	\$600,000	\$930,000	\$60,000	\$260,000	\$1,850,000
73	Microrganic Technologies, Inc.	Castleton	Rensselear	12033	wastewater remediation	5	2	\$150,008	\$210,029	\$0	\$0	\$360,037
74	Outmatch f/k/a Chequed.com, Inc	Saratoga Springs	Saratoga	12866	software application	10	87	\$500,000	\$1,500,000	\$0	\$0	\$2,000,000
75	Pomco Partners, Inc.	Clifton Park	Saratoga	12065	personal safety technology	5	7	\$200,000	\$775,000	\$0	\$0	\$975,000
76	e2e Materials, Inc.	Ithaca	Tompkins	14850	wood product manufacturing	19	-	\$313,848	\$1,853,463	\$0	\$0	\$2,167,311
77	GiveGab, Inc.	Ithaca	Tompkins	14850	digital- volunteer matchmaking	8	49	\$1,228,388	\$5,111,229	\$0	\$0	\$6,339,617
78	Incodema 3D holdings, Inc.	Freeville	Tompkins	14850	3D printing manufacturer	30	37	\$500,000	\$5,500,000	\$120,000	\$5,880,000	\$12,000,000
79	Mezmeriz	Ithaca	Tompkins	14850	electronic component manufacturing	5	6	\$200,000	\$450,000	\$0	\$0	\$650,000
80	Primet Precision Materials, Inc.	Ithaca	Tompkins	14850	basic materials for lithium ion batteries	-	9	\$375,000	\$1,982,049	\$60,000	\$983,731	\$3,400,780
81	Rheonix, Inc.	Ithaca	Tompkins	14850	biotech-molecular diagnostics	66	79	\$830,000	\$10,675,000	\$80,000	\$5,425,000	\$17,010,000
	TOTALS					662	2,194	\$36,508,610	\$245,194,692	\$2,152,418	\$90,308,974	\$374,164,694

Total Innovate NY Fund \$ Invested

\$38,661,028

Total Private Matching \$ Invested=

\$335,503,666

Total Funding - all sources

\$374,164,694

Match ratio=8.7:1