



NEW YORK INSTITUTE OF TECHNOLOGY

■ Edward Guiliano, Ph.D.  
President

October 2, 2015

Leslie Whatley, Executive Vice President  
START-UP NY  
633 Third Ave., 37th floor  
New York, NY 10017

Dear Ms. Whatley:

Attached please find the START-UP NY Campus Plan and application submitted by New York Institute of Technology. We at NYIT are energized at the possibility of a favorable review by you and the Board—and by the possibilities that this economic development opportunity could bring to Long Island and New York State.

NYIT is known for its cutting-edge research in and entrepreneurial approach to technology, particularly in the fields of energy/green technologies, cybersecurity, bio-engineering, education, and medicine/health care. We've formed academic partnerships with leading universities around the world to expand on that research, and we've forged private/industry partnerships with industry leaders such as IBM, Google, Microsoft, Motorola, and others.

The outcomes of these efforts benefit our surrounding areas: in our classrooms, we prepare our students for careers of today and the future that could greatly enrich our region; in our labs, we create solutions to 21st-century challenges faced by our region and others; on our campuses, we draw local thought leaders and entrepreneurs to join us in our idea incubators. All the while, we provide a fertile ground for economic development in our local and regional communities.

On behalf of NYIT's 12,000+ students, 3,000 faculty and staff, 100,000 alumni, and our Board of Trustees, I look forward to advancing our partnership and to the possibility of partnering with New York State through the START-UP NY program. We greatly look forward to further fulfilling our role as a dedicated community partner.

Please let me know if I can provide additional information or address any concerns about our NYIT Campus Plan and applications.

Sincerely,

Edward Guiliano, Ph.D.  
President and CEO

# NYIT StartUp NY Application

## CAMPUS PLAN

1. New York Institute of Technology (NYIT), Old Westbury Campus, 8000 Northern Boulevard, Old Westbury, New York 11568.
2. NYIT StartUp NY activities will take place within the Entrepreneurship and Technology Innovation Center (ETIC) space located within the Engineering and Computing Science building, Harry Schure Hall, in Old Westbury, NY. This is identified as building B-2 on the Old Westbury campus site map. The ETIC is comprised of 8,000 sq. ft., including: a company hoteling area for 10-12 companies, Industry-Academic working and laboratory spaces, conference and training rooms, auditorium, and a dedicated Data Center. **Total currently vacant area available solely for StartUp NY is 3,772 square feet.** See campus map (Attachment 1), Excel File Property Listing (Attachment 2) and ETIC StartUp NY space (Attachment 3).
3. Business alignment with the college's academic mission.

New York Institute of Technology (NYIT) is a global, private institution of higher education with over 12,000 students on campuses in North America, China, the Middle East, and online. Since 1955, NYIT has pursued its mission to:

- Provide career-oriented professional education
- Give all qualified students access to opportunity
- Support applications-oriented research that benefits the larger world.

NYIT's vision for a global standing, is supported by [President Edward Guiliano](#), who writes: *"Today, NYIT campuses are now akin to "idea centers" around the globe where commerce, culture, intellectualism, and academics come together. These locations function as a unified - but heterogeneous - whole, offering shared experiences and educational opportunities to all students and faculty. This redefining of the global university is at the core of NYIT's mission."*<sup>1</sup>

As one of three institutions offering accredited four-year degree programs in engineering, NYIT continues to address the shortage in the engineering and technology workforce on Long Island and the region. Recent graduation data on Long Island show that NYIT is one of the principal institutions offering 32% (142/440) and 44% (227/513) of the total BS and MS engineering and computer science degrees, respectively, serving Long Island and the region since its creation in 1955.

NYIT's School of Engineering and Computing Sciences is well positioned to integrate businesses into its campus, in particular high-tech engineering companies and technology startups through its newly founded Entrepreneurship and Technology Innovation Center (ETIC), [www.nyit.edu/etic](http://www.nyit.edu/etic) in Old Westbury, whose mission is to "consolidate and expand the School's ongoing industry-academic partnerships, foster innovation and promote collaborations between industry, the academic community, professional organizations, and government." As a source for talent, entrepreneurship, and innovation in technology, engineering and applied science, the Center is structured to spur economic growth and ensure greater competitiveness for Long Island and the broader metropolitan region.

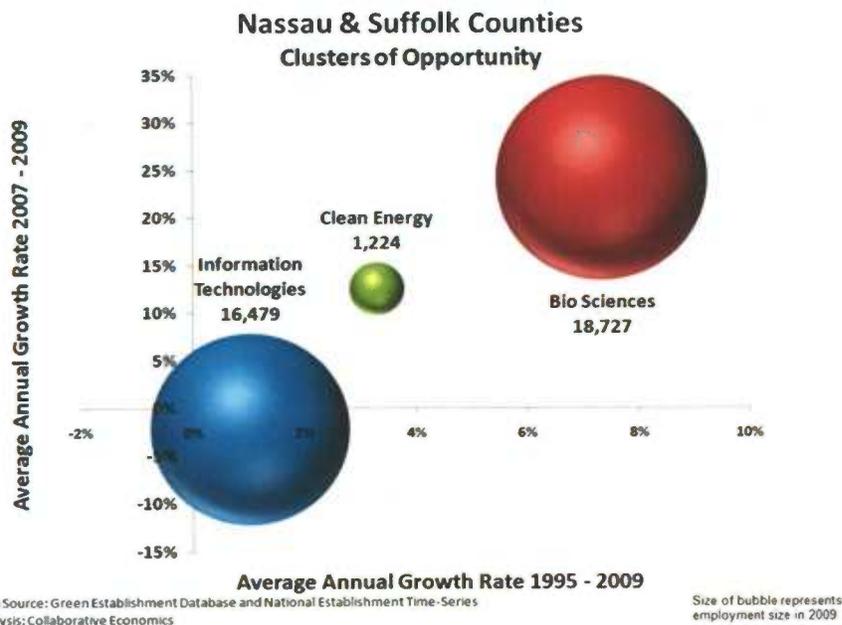
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<sup>1</sup> [http://www.nyit.edu/about\\_nyit/](http://www.nyit.edu/about_nyit/)

The ETIC, launched in March 2015, aims to support the region’s economic development by focusing on the three critical areas of IT and Cybersecurity, Bioengineering and Medical Devices, and Energy and Clean Technologies.”



These 3 strategic focus areas of the ETIC were selected based on the projected growth (see figure below) in the Bio Sciences, IT, and Clean Energy sectors on Long Island, and are a direct response to the demand for skilled engineers and computer scientists on Long Island as identified in various polls, (e.g., LIBN, 2011).



Businesses affiliated with the Center will be able to:

- Demonstrate, test, incubate and advance new ideas and technologies in a resource-rich university environment.
- Expose their products to the public at-large to generate awareness and interest for subsequent commercialization.
- Attract government and other investor support.
- Foster expertise and spawn innovation in sciences, technology and engineering by engaging with students and faculty.
- Have access to employment base of skilled students.
- Serve as role models in leadership, entrepreneurship, and venture business practices.

To further industry-academic collaborations, the currently vacant lab spaces include:

- Company Hoteling area for up to 10 companies
- Industry-Academic collaborative and laboratory spaces, for additional partnerships
- Conference and Training rooms
- A Dedicated Data Center

In addition, the Center is able to catalyze linkages across NYIT's School of Management, School of Architecture and Design, School of Health Professions, the NYIT College of Osteopathic Medicine, and the College of Arts and Sciences and its Motion Capture Laboratory and 3D Animation infrastructure, through interdisciplinary collaborations and partnerships in the project's three thrust areas, on Long Island and globally. This is possible because NYIT's seven schools and colleges are driven by NYIT's mission to conduct applied research that benefits the larger world.

The Center is also consistent with the School of Engineering and Computing Sciences' vision to create a paradigm shift in the way education is tied to economic growth. It serves to enhance existing programs, by infusing modern engineering tools and inventions in the classroom along with applications-oriented research. Two programmatic initiatives are designed to support these industry-academic linkages.

- The first is an Entrepreneurship Program - Turning Ideas into Companies, which supports students to become entrepreneurs and launch startups, to test ideas, create prototypes, develop business plans, all leading to the creation of new viable companies that can employ our graduates and Long Island workers. This initiative has been launched with initial support by the National Collegiate Inventors and Innovators Alliance (NCIIA).
- The second is an Industry-University Tech Innovation Program, which links businesses to university talent and resources, leading to applied faculty research that is relevant to the local and regional economy, and key skill sets ensuring the seamless transition of students from the classroom to the workforce.

The above programs offer all co-located businesses with much needed resources and talent in the critical areas of IT & cyber security; bioengineering & health analytics; and energy & green technologies. Companies benefit by having access to faculty and students, time and laboratories to explore new concepts, beta test and demonstrate prospective product lines, services and/or systems before bringing them to market, thus speeding the innovation process from laboratory to the commercialization.

Since its launch in March 2015, the ETIC has made great progress towards achieving the above goals. Indeed, the Center has engaged General Assembly, LaunchPad Long Island, the Long Island Capital Alliance (LICA), and Stanford University's Epicenter Pathways to Innovation – all aiming to support startups and students in moving their inventions to the market. To assist in this technology transfer process, the ETIC has opened its doors to [Launchpad Long Island to co-locate at the Center](#). [LaunchPad Long Island at NYIT](#) Old Westbury's campus is hyper-focused on young companies working in Internet applications, bioengineering and other technology fields. The Center is also holding various meetings such as its "[Pitch Night at Launchpad NYIT](#)" and together with LICA is planning its "[Entrepreneurs Educational Series](#)."

Moreover, in 2015 NYIT was one of 25 universities selected to participate in the [Epicenter's Pathways to Innovation program](#), enabling its [School of Engineering and Computing Sciences \(SoECS\)](#) to engage with other schools on fully incorporating innovation and entrepreneurship in undergraduate engineering education. Participation in the Pathways program will enable NYIT to maximize the impact of its recently established ETIC. Serving as a catalyst for innovation and entrepreneurial endeavors at the SoECS and in the New York metropolitan region, the ETIC's three critical areas of focus are IT and Cybersecurity, Energy and Clean Technologies, and Bioengineering and Medical Devices.

#### **4. Businesses generating positive community and economic benefits**

Bringing tax-free companies in high tech niche areas into the Old Westbury campus and linking them to the ETIC will result in broad benefits to various constituencies (ranging from students and faculty, to related industries, other companies, and the larger community) and the overall regional economy, through a number of ways.

First, having StartUp NY status will strengthen NYIT's programs (e.g., in the fields of engineering and computing sciences) and offer our undergraduate and graduate students opportunities for internships, hands-on experience, and the skills required to start a business venture. It is expected that the ensuing collaboration between targeted companies and NYIT students will at minimum enhance employment opportunities for them after graduation while integrating them into the economic fabric of the region. Most importantly, it will lead to an increase in the pool of qualified candidates, thus help decrease the cost of doing business on Long Island and help attract and retain key industries to the overall region.

Second, the staff from the targeted companies represents an invaluable talent pool. As such, they can assist in the training of NYIT students pursuing careers in engineering and computer science, thus addressing a regional workforce shortage for skilled workers, and ultimately preventing the flight of advanced manufacturing, defense industry and technology firms from Long Island.

Companies will also be invited to conduct training for students and the larger community, including veterans and returning adults. These training initiatives will serve to upgrade the participants' skills and

credentials through state-of-the-art technology events, short courses, workshops, and certification programs in vital areas.

In addition, NYIT expects that some of the businesses will participate in the industry-academic collaborative platform created through the ETIC. The Center is set up to operate as a job accelerator for startups and small businesses by enabling product development, beta testing / prototyping and technological innovation all leading to new jobs creation, as well as catalyzing economic investments and develop new regional markets.

Moreover, by clustering at the same location companies in critical areas of technology innovation, NYIT can leverage its network of venture capital and angel investors, to support the process of bringing prototypes to the market.

In short, the collaboration with targeted companies ensures that NYIT capitalizes on regional assets and talent to spawn innovation and economic development while educating the next generation of qualified workers to meet current demand.

## **5. NYIT business selection process**

NYIT is implementing a business selection process modeled after the STARTUP-NY recommended process for private universities. Our selection criteria are also consistent with the Strategic Regional Plan for the Long Island Economy<sup>[1]</sup> as well as the US Department of Commerce's Economic Development Administration. Businesses interested in locating in our Tax-Free Zone will be able to apply through online application forms (Attachments 4 & 5). Applicants are asked to come in for an interview with NYIT's STARTUP NY Advisory Committee. Following the initial screening and interview, the Committee will decide whether or not the company has met the selection criteria for NYIT's Startup NY Zone.

NYIT's business selection process includes:

- *Accepting Business Applications*

NYIT commits to solicit and accept business applications with the assistance of the Long Island Regional Economic Development Council (LI-REDC), the Nassau County Industrial Development Agency (IDA), as well as its School of Engineering and Computing Sciences' Industry Advisory Boards and Partners, and the Dean's Executive Advisory Board.

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<sup>[1]</sup> A Strategic Economic Development Plan for the Long Island Region. Prepared for New York State Governor Andrew M. Cuomo and Lieutenant Governor Robert J. Duffy. By The Long Island Regional Economic Development Council Kevin S. Law and Stuart Rabinowitz, Co-Vice Chairs; November 2011.

- START-UP NY Campus Advisory Committee

NYIT's START-UP NY Advisory Committee is comprised of NYIT's senior administrative officers who will ensure that the business applications align with the university's academic mission. The committee will integrate a broad campus perspective and include the School of Engineering and Computing Sciences' Dean, Associate Deans and Department Chairs, as well as the School's Director of Strategic Partnerships. Ad-hoc members will include the Provost and VP for Academic Affairs, the Chief of Staff, and the General Counsel.

- Criteria for selection

Companies are to be selected and ranked according to three main criteria categories:

- Academic and Research Alignment: companies applying to the NYIT will be evaluated on the basis of:
  - How they align with the Entrepreneurship and Technology Innovation's three focal areas: a) IT & Cybersecurity; b) Bioengineering and Medical Devices, and c) Energy and Green Technologies. Potential collaborations with NYIT faculty and students will be a plus.
  - Opportunities offered to NYIT students and graduates, such as experiential learning, internships, projects, instruction, and/or mentoring.
  - Shared company resources, intellectual property or expertise to support NYIT's academic and applied research mission.
- Economic Benefit: applicants will be evaluated for their potential to spawn innovation and economic development and to create synergies with existing businesses, while boosting the regional economy. Applicants must demonstrate potential to create additional jobs within 48 months of admission into the Center, in particular in critical growth areas of the economy.
- Community Benefits: Priority will be given to companies willing to support the entrepreneurship ecosystem on Long Island, and recruit from Long Island as well as contribute to educating the next generation of qualified workers to meet local industry demands, and/or training a broad range of constituencies for job skills. Companies that will invest in underserved, economically distressed regions will be prioritized.

**6. NYIT Documentation**

- i. NYIT-StartUp NY Conflict of Interest Policy (Attachment 6)
- ii. Attestation that the Tax-free area has not been financed with Tax-exempt bonds or an opinion that if it has, it will not be in conflict with such bonds (Attachment 7)
- iii. NYIT has not relocated or eliminated any academic programs, any administrative programs, offices, facilities, dining facilities, athletic facilities, or any other facility, space or program that actively serves students, faculty or staff in order to create vacant land or space to be designated as a StartUp NY area.
- iv. None of the targeted space referenced in this application is located outside of the campus boundaries.
- v. Notarized statement by college administrator that the information contained in the application is accurate and complete

I, Edward Guiliano, President of New York Institute of Technology, hereby certify that the information contained in this application for designation as a STARTUPNY/Tax Free NY area to the maximum extent possible is accurate and complete.

State of New York

County of Nassau )  
JSS:

On this, the 8 day of December, 2015, before me a notary public, the undersigned officer, personally appeared Edward Guiliano, known to me (or satisfactorily proven) to be the person whose name is subscribed to the within instrument, and acknowledged that he executed the same for the purposes therein contained.

In witness hereof, I hereunto set my hand and official seal.

\_\_\_\_\_  
Notary Public

JORDAN THOMPSON, III  
Notary Public, State of New York  
No.: 02TH6117885  
Qualified in Suffolk County  
Commission Expires November 1, 2016

## Attachments

- 1 – NYIT Campus Map with ETIC (StartUp NY) location at Harry J. Schure Hall (Building B-2)
- 2 – Excel File Property Listing (separate submission)
- 3 – StartUp NY space within ETIC, floorplan and photos
- 4 – ETIC Company Questionnaire
- 5 – ETIC Statement of Work
- 6 – NYIT–StartUp NY Conflict of Interest Policy
- 7 – Tax-exempt Bond Attestation

## Attachment 1

NYIT Campus Map with ETIC location at Harry J. Schure Hall  
(Building B-2), next under

# NYIT Old Westbury campus

## A SECURITY / FACILITIES

- A1 Simonson House
- A2 Digital Print Center

## B ACADEMIC QUAD

- B1 Salten Hall
  - Bookstore
  - Career Services
- B2 Harry J. Schure Hall
  - Academic Computing Labs
  - Counseling + Wellness
  - Advising + Enrichment Center
  - ETIC
  - International Education
  - Salar Financial Aid Registrar
- B3 Theobald Science Center
- B4 Anna Rubin Hall
- B5 North House (HR)

## C ADMINISTRATION

- C1 Gerry House (Admissions)
- C2 Tower House

## D WISSER LIBRARY

- D1 Wisser Library

## E ACTIVITIES / ATHLETICS

- E1 Student Activity Center
- E2 Recreation Hall
- E3 Maintenance Barn
- E4 Whitney Lane House
- E5 Balding House
- E6 Green Lodge
- E7 Sculpture Barn

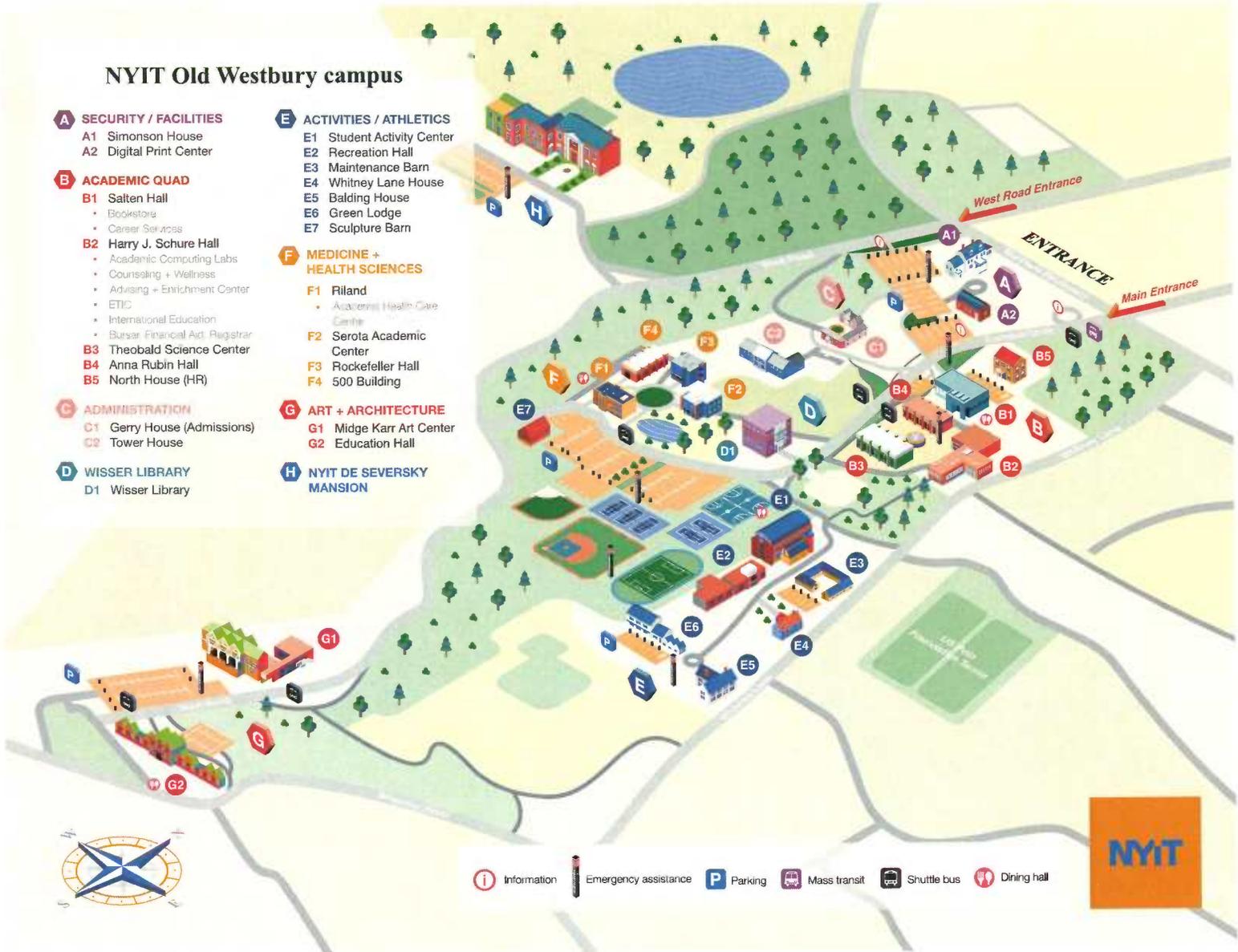
## F MEDICINE + HEALTH SCIENCES

- F1 Filand
  - Academic Health Care Center
- F2 Serota Academic Center
- F3 Rockefeller Hall
- F4 500 Building

## G ART + ARCHITECTURE

- G1 Midge Karr Art Center
- G2 Education Hall

## H NYIT DE SEVERSKY MANSION



- i Information
- Emergency assistance
- P Parking
- Mass transit
- Shuttle bus
- Dining hall



## Attachment 2

Excel File Property Listing, separate submission

## Attachment 3

StartUp NY space within ETIC, floorplan and photos, next under

**ENGINEERING REPORT**  
**For the Entrepreneurship and Technology Innovation Center (ETIC)**  
**at**  
**NYIT's School of Engineering and Computing Sciences**

**I. PROJECT COMPONENTS**

The Entrepreneurship and Technology Innovation Center (ETIC) will be located in a wing of Harry Schure Hall (HSH). This approximately 8,000 square feet space will be completely renovated to include ACM abatement, new interior with new fixtures, new HVAC tied into building's chiller plant, new electrical distribution, new lighting, new data connectivity and upgrade to the FA system as well as certain permanently fixed equipment and furnishing. A description of the specific components follows.

A. **Dedicated High Performance Data Center** consisting of server racks and cooling systems (~200 sqf) with connectivity to the Manhattan Campus. The Data Center will control all activities of the center and will provide cloud access, mobile solutions, wireless sensor networks, and software solutions in the Center's three focus areas, namely: *IT and Cybersecurity*, *Bio-engineering and Health Analytics*, and *Energy and Green Technologies*. The data center will be located in the basement of HSH, where it will be closer to the power supply, back-up generator and cooling system.

B. **Product and Project Collaborative Area** (1,100 sqf - rooms # 109, 108 & 107). Complete renovation to house a collaborative computing area to be divided between product/design project clusters, and a business incubator/company hoteling area. Visual collaboration solution systems, embedded on the walls, will help all project teams consolidate information from multiple sources, view it and manipulate it. The systems provide more flexibility and an environment for efficient collaborations between entrepreneurs, industry, faculty, students and angel investors.

B. 1. Product and Project design / research clusters will enable close partnerships with existing companies, with space to create new products or systems, conduct beta testing, develop prototypes, enabling demonstration and development of technologies and other applications.

B.2. Business incubator/ and new company hoteling area will primarily serve entrepreneurs and small businesses and help them bring their ideas from concepts to market. Entrepreneurs, including students, will be supported in several ways, including faculty advice, access to a network of angel capital investors, meeting rooms, an Entrepreneurs-in-Residence and Students Entrepreneurship programs offering entrepreneurial and training workshops and lectures, as well as regular office infrastructure and logistics, including a 3-D printer for prototyping.

This collaborative space will also provide a testbed area and enable the design, research and development of projects in:

- Information Technology
- Artificial Intelligence
- Cloud-Enabled and Crowd Source (e.g., for Disaster Detection and Needs Projection)

- Energy Efficiency Computing
- GIS and Emergency Evacuation Planning
- High Performance Network Research
- ITS for Transportation and Mobility Modeling
- Large Scale Data Mining
- Social Networking Research and Applications

C. **Cybersecurity Lab** (room # 104, ~300 sqf) will be a dedicated to cybersecurity projects. This area will enable collaborations and projects in:

- Cryptographic Algorithms for Biometric Authentication
- Cloud Computing Security
- The Efficient Integration of Compression, Encryption, and Error-Control Coding for Telemedicine
- Security Issues of Body Area Networks (BAN)

D. **Bio-engineering, Health Analytics and Medical Devices Lab** - Room # 103 (~300 sqf) will be a dedicated biomedical engineering lab and provide a testbed design area for body sensor networks for medical applications. Besides the School of Engineering and Computing Sciences faculty, professors from NYIT's School of Osteopathic Medicine and the School of Health Professions will also provide support.

This facility will include:

- Wet area with a sink, deionized water maker, compressed air, cabinetry, two circular cabinets for organic solutions, etc.
- Electronic equipment to develop bio-instrumentation and medical devices for patients with sensory/motor dysfunction profiles, and will include a soldering station.
- Testbed for body sensor networks for medical applications.
- Medical Informatics and Health Analytics area with 2-3 computer stations.
- Medical mobile solutions, including computer stations and mobile devices.

E. **Energy Research Area and Training Room** (Room # 102, 470 sq ft). This multi-purpose room will include an Energy Telemetry Laboratory for renewable energy resources and provide a testbed design area for energy and green technologies. Using telemetry systems, this lab will allow the remote (smart) monitoring and performance evaluation of, for example, small vertical wind turbines that may be used in residential, commercial and industrial applications, or solar power systems, in collaboration with the Sustainable South Bronx for example. Other equipment will include a micro-grid system, with generator protection and multifunction relays that will provide a basis for training in power engineering.

F. **Power Transmission & Control Graduate Research Room** (room # 106, 920 sq ft). This room will support graduate student research, with guidance by faculty, in power transmission and control. Such research will be leading to technology innovations and potential tech transfer activities by NYIT faculty, and graduate students in collaboration with industry.

G. **Small training /private meeting room** (room # 105; 470 sq ft). This room will include telepresence communication capabilities to enable collaborations with external industry partners as well as presentations to angel and capital investors. In addition, since the telepresence system is a coveted communication resource, it could be used by the incubator project teams for meetings and/or for internal capacity building training / lectures, by appointment.

H. **The Auditorium** will be completely renovated to serve as a conference space, training facility for professional development and to support virtual connectivity and ongoing collaborations with industry and businesses. The area will also be used for public events and outreach to potential investors. The renovated auditorium will provide improved and broader opportunities to foster integration with industry and companies across the NY metropolitan region.

The renovation will include ACM abatement, a new HVAC system, new electrical distribution system, new lighting system, new A/V system with acoustical treatment, upgrade to the FA system, new floors and stage area, and new interior furnishing, in particular theater-style fixed seating.

I. **Exhibit and Engineering & Technology Showcase Area** (Lobby/entrance). This ample area (~800 sq ft) would be the entrance to the Entrepreneurship and Technology Innovation Center. As such, it will be always open to the public (during regular hours) and will represent a significant resource for presentations to investors for various prototypes, products, and technologies to be developed at the Center. Therefore, the entrance space / lobby will be renovated to include a reception area and integrated with the new auditorium and the research areas:

i.1. A projects display area to showcase products and innovative technologies, including novel devices developed by ETIC partners including those created in collaboration with faculty and students.

i.2. An interactive display area with large monitors on the walls, to provide 4D visualization and introduce visitors to innovation research carried out at the Center. In addition, the area will have space for a multi-touch digital table and several computer stations that will be able to showcase projects during public events.

J. **Hallway** (750 sq ft) will be completely renovated to stand heavy foot traffic. The walls will be renovated to include sensor network research capabilities, which will enable research and testing of sensor activated devices (e.g. walkers for patients with Parkinson Disease; guidance systems for blind people)

## II. PROJECT SKETCH ATTACHED.

## III. FEASIBILITY ANALYSIS:

Central plant infrastructure at project location, first floor-Harry Shure Hall is aged, there are no air conditioning system serving the allocated rooms with exception of the auditorium of which the central unit is approaching 50 years of age. A new central plant for the auditorium and new AH units to tie into the building's chiller and steam plant will be needed as stated in the project components listing. New Electrical Power Distribution will be needed to include 208Y/120V-3phase-4W, NEMA 1 distribution and branch circuit panel boards throughout project space.

**IV. METHOD OF CONSTRUCTION:**

This project will be competitively bid via A/E design and CM construction.

**V. ESTIMATE USEFUL LIFE:**

The Estimated useful life of this project will be 20 – 25 Years. For the duration of the project life, the ETIC facilities will be managed, operated and maintained by the New York Institute of Technology.

**VI. PRELIMINARY CONSTRUCTION COST ESTIMATE:**

*CONSTRUCTION COST ESTIMATE ATTACHED.*

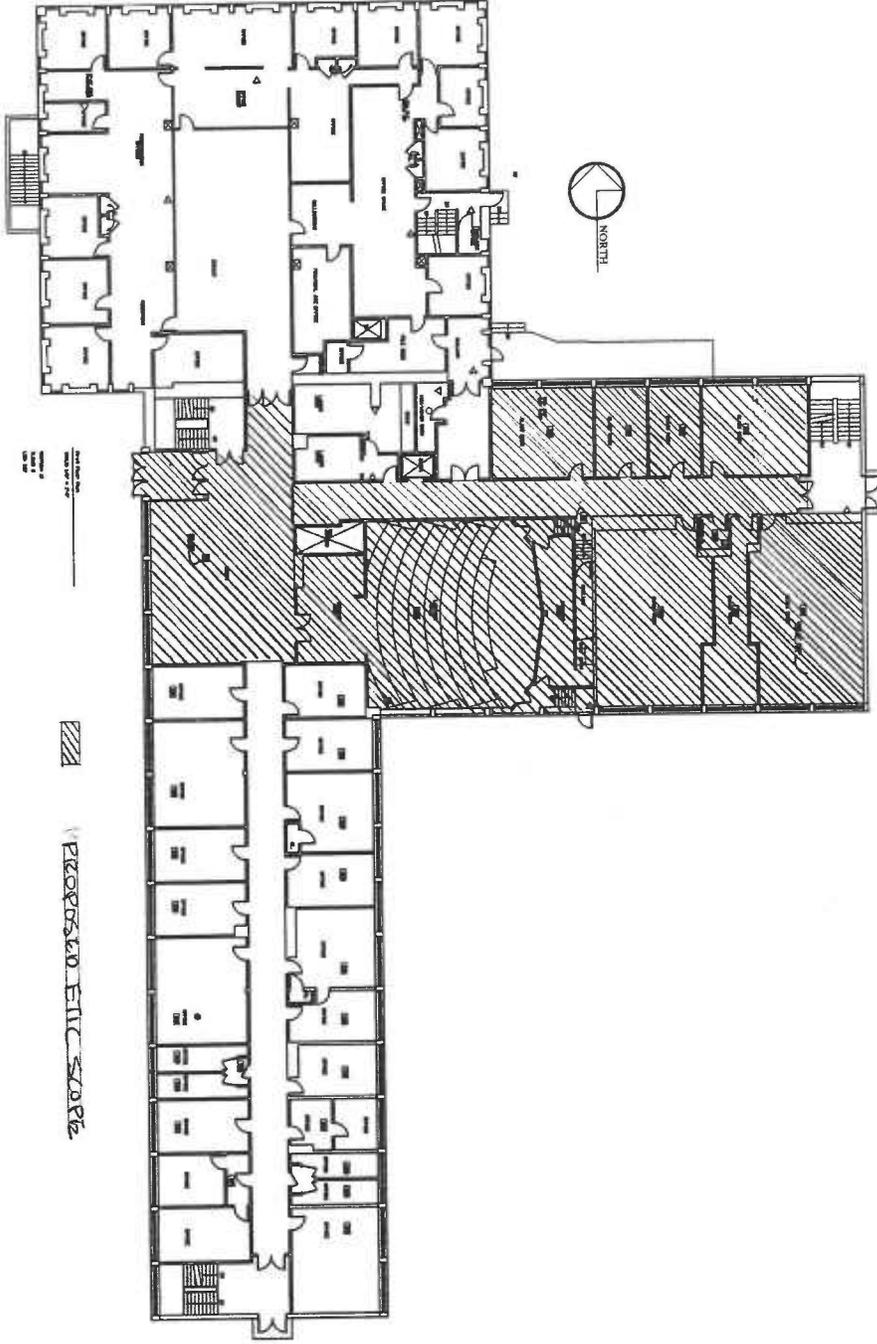
**VII. LIST OF PERMITS:**

While there no detail plans have been submitted yet, our team anticipates that the following permits and fees will be needed:

- a. Village of Old Westbury Building permit
- b. NYSDOL Asbestos Abatement Permit will be obtained prior to any demolition and disposal
- c. Fee building
- d. Village of Old Westbury fees
- e. Public Indemnity fee
- f. Reviewing of drawings fee

**VII. PROJECT DURATION:**

- (i) Program and Design – 4& 1/2 months
- (ii) Bids and Award – 1& 1/2 months
- (iii) Permit and Construction – 6 months



HJSH  
FIRST FLOOR PLAN

CAMPUS: OLD WESTBURY  
BUILDING: HARRY J SHURE HALL

DATE: 10/31/05  
 \\Vedettes\myt by compue\old westbury\hjh - horry j achure hall\hah - first floor.dwg

MIT  
NEW YORK INSTITUTE OF TECHNOLOGY  
 HARRY J SHURE HALL  
 225 WEST 125 STREET  
 NEW YORK, NY 10011-3008





ETIC Energy Training Room/Classroom

102



ETIC Bioengineering Lab

103



ETIC Cybersecurity Lab

104



ETIC Product and Project Collaborative Area

107



ETIC



NET

ENTREPRENEURSHIP  
AND TECHNOLOGY  
INNOVATION CENTER

ETIC Business Accelerator

107A





## Attachment 4

ETIC Company Questionnaire, next under



School of  
Engineering &  
Computing Sciences

### NYIT ETIC Application

\*All fields are required. If not applicable, indicate N/A.

Company Name: \_\_\_\_\_

Current Location: \_\_\_\_\_

Founder/Applicant (First and Last): \_\_\_\_\_

Title: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: \_\_\_\_\_ Cell phone: \_\_\_\_\_

Referred by? \_\_\_\_\_

Category of product/innovation:

- Information & Cybersecurity
- Energy & Green Technologies
- Bio-Engineering and Medical Devices
- Other category? \_\_\_\_\_

What is the product/innovation?

\_\_\_\_\_  
\_\_\_\_\_

At what stage is the product development (concept, prototype, beta test, revenue generating)?

\_\_\_\_\_

Why does your company want to be located in the Accelerator? \_\_\_\_\_

\_\_\_\_\_

When do you wish to start activities at the ETIC? \_\_\_\_\_

Are you currently working with NYIT programs, faculty and/or students? If yes, describe. If no, identify ways in which you would like to work with NYIT (faculty and/or students). \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

What resources do you expect to use (coworking space, equipment) \_\_\_\_\_

\_\_\_\_\_

## Attachment 5

ETIC Statement of Work, next under

# STATEMENT OF WORK

**[name]**

**[short description]**

**Defined by:**

**[company name]**

**DATE: [DD MM YYYY]**



### About this SOW Template

This Statement of Work (SOW) Template has been provided by NYIT to help companies describe a project to be considered for implementation together. This is only a template and is designed as a guide that should be tailored to specific needs.

At a minimum, the SOW must include the description, objectives, staffing needs, resource requirements and project timeline.

Optional sections of this SOW template may be deleted if they are not relevant to a specific SOW. New sections may be added to meet specific needs.

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NYIT - [company name]

Project: [name]

## 1 Project Description

### 1.1 Project Title

[Short title]

### 1.2 Project Statement and Background:

[Add company-specific information here about the background for the project]

### 1.3 Purpose and Objectives

The purpose of this Statement of Work (SOW) is to [short description].

Specific project objectives of this SOW are to:

1. [objective 1]
2. [objective 2]
3. [objective 3]

### 1.4 Location(s)

[Describe the location(s) where the project is expected to be developed. Typically this would be on an NYIT campus facility such as the ETIC.]

### 1.5 Tasks:

In order to meet the project requirements, the following tasks should be completed during the timeframe of this project (please see section 4 where tasks are linked to deliverables and timeline):

Task 1: [task 1]

Task 2: [task 2]

Task 3: [task 3]

Task 4: [task 4]

....

## 2 Staffing

Describe the quantity of people, experiences, qualifications and roles needed to make the project successful. Include any required education/degree levels, certifications or security clearances. Also refer to [Appendix A](#) for descriptions of project types from a student/faculty perspective.

NYIT - [company name]

Project: [name]

The general staffing requirements for this project are:

## 2.1 [company] Staff

[Describe who will fill the role of primary contact, project manager and onsite coordinator for the project]

## 2.2 NYIT Faculty

[Describe the faculty required to make the project successful – experiences, qualifications, background. Describe each of their roles.]

## 2.3 NYIT Students

[Describe the number and roles of students to make the project successful - experiences, qualifications, background. Describe each of their roles.]

[requirement 1= number of undergraduate student hours per week and qualifications/skills]  
[requirement 2 = number of graduate student hours per week and qualifications/skills]

NYIT - [company name]

Project: [name]

## 2.4 Training

[Describe any specific training requirements for staffing this project and how that training will be accomplished.]

## 3 Resources

Describe any hardware, software, lab equipment or other resources which will be needed to successfully complete the project. If specific software is required, the Provider indicates the party who will provide the software needed for this project.

Item Name	Description	Location	Provider	Est. Cost
	Short description	ETIC, Manhattan, other?	Company or NYIT	If needed to be purchased, a ballpark cost

## 4 Timeframe and Milestones

[Describe the desired timeline for the project along with any specific milestones/deliverables or events/items that define deliverable date].

Date	Description	Fixed or Desired

NYIT - [company name]

Project: [name]

## 5 Acronyms and Glossary of Terms

### 5.1 Acronyms and Definition

Acronym	Definition

### 5.2 Glossary of Terms

Glossary of Terms	Description

## **6 Appendix A – Project Types**

A business project may involve NYIT student and faculty in different forms. Each has different implications for students receiving credit or pay as well as faculty involvement.

### **6.1 Credit-bearing Capstone Senior Design project**

Students pursuing a BS in Computer Science (CS), Mechanical Engineering (ME) and Electrical and Computer Engineering (ECE) are required to take a "Capstone Design Project" course. Students in CS and ME are required to take a one-semester course, while students in ECE are required to take a two-semester course sequence. Students work in groups of 3-5 to complete a project that may be supplied by an industry partner.

### **6.2 Credit-bearing MS thesis or graduate project**

Students pursuing an MS in CS or ECE may choose to complete a two-semester course sequence leading to a Master's Thesis. Students work individually, under the guidance of a faculty member, to complete a scholarly thesis based on a combination of research and development activities.

Additionally, graduate students can take up to two semesters of project coursework. As in the undergraduate capstone courses, students work in groups of 3-5 to complete a project that may be supplied by an industry partner.

### **6.3 Research project against grant to faculty or joint grant with faculty**

Undergraduate and graduate students can participate in internally- or externally-funded research projects. Students are paid on an hourly basis with responsibilities negotiated directly with the faculty member. External funding can come from an industry partner.

### **6.4 Internships**

An internship is a short-term job related to a student's major or career goals, and provides experience in a typical workplace in a career field. It lasts at least one semester and typically requires a student to work a minimum accumulation of hours. For more information about employer responsibilities for internships, refer to

[http://www.nyit.edu/experiential\\_learning/internships\\_and\\_externships/employer\\_policy](http://www.nyit.edu/experiential_learning/internships_and_externships/employer_policy)

### **6.5 Paid undergraduate or graduate level project**

Projects that don't fit prior categories above but will provide a direct level of compensation to the participating students from the business.

NYIT - [company name]

Project: [name]

## 7 Attachments

[Attach any supporting documents that will provide information to clarify the project definition, requirements, special considerations, etc.]

### 7.1 Attachment A – [attachment title]

### 7.2 Attachment B – [attachment title]

## Attachment 6

NYIT Conflict of Interest Policy, next under

**New York Institute of Technology (NYIT)  
Conflict of Interest Policy Relating to START-UP NY Program**

**Purpose of the Policy**

NYIT has applied for participation in New York State’s START-UP NY program, which offers tax incentives for new and expanding businesses in New York State that are associated with a sponsoring university or college. As a potential sponsoring institution, NYIT must adopt a conflict of interest policy pursuant to New York Economic Development Law § 439 and 5 NYCRR § 220.20 that (1) prohibits persons from participating in any activity related to the institution’s START-UP NY program that would cause those persons to experience a conflict of interest and 2) requires the reporting of all actual or potential conflicts of interest the institution becomes aware of in the course of administering the institution’s START-UP NY program.

**Scope of this Policy**

This policy applies to:

1. “**Officials**,” defined as members of the NYIT Board of Trustees, NYIT employees at the level of Dean or above, and any other NYIT employee with decision-making authority over the NYIT START-UP NY program; and
2. “**Advisory Board Members**,” defined as any persons who serve on an advisory board for the NYIT START-UP NY program that recommends businesses for acceptance into the program.

**Definition of Conflict of Interest**

A “**Conflict of Interest**” means any circumstance in which the personal, professional, financial, or other interests of an Official or Advisory Board Member may potentially diverge from, or may be reasonably perceived as potentially or actually diverging from, his or her obligations to NYIT and the interests of NYIT in connection with NYIT’s START-UP NY program. It includes indirect conflicts, such as benefits provided to a Relative of an Official or Advisory Board Member. For purposes of this policy, “**Relative**” is defined as any person living in the same household as an Official or Advisory Board Member and any person who is a direct descendant of that Official’s or Advisory Board Member’s grandparents or the spouse of such descendant.

**Policy**

NYIT is committed to operating in an ethical manner and in compliance with applicable legal and regulatory requirements.

No Official or Advisory Board Member may participate in any aspect of the NYIT START-UP NY program that would result in that Official or Advisory Board Member experiencing a Conflict of Interest. Service as an Official or Advisory Board Member may not be used as a means for private benefit or inurement for the Official, Advisory Board Member, or Relative

thereof, or any entity in which the Official, Advisory Board Member or Relative has a Business Interest.

For purposes of this policy, “**Business Interest**” is defined as an interest in an entity where the person 1) owns or controls 10% or more of the stock of the entity (or 1% in the case of an entity the stock of which is regularly traded on an established securities exchange), or 2) serves as an officer, director or partner of the entity.

No Official or Advisory Board Member who is a vendor, or employee of a vendor, of goods or services to NYIT, or who has a Business Interest in such vendor, or whose Relative has a Business Interest in such vendor, may vote on, or participate in, the administration by NYIT of any transaction with such vendor.

### **Procedures**

Officials and Advisory Board Members have a duty to disclose on an ongoing basis any current, proposed, or pending situations that may constitute a Conflict of Interest related to the NYIT START-UP NY program, including, but not limited to, the Business Interest of an Official, Advisory Board Member, or Relative thereof, in an existing or proposed vendor of NYIT that is a participant in the NYIT START-UP NY program.

Such disclosures should be made to the General Counsel.

If the General Counsel determines that an Official or Advisory Board Member has a Conflict of Interest related to the NYIT START-UP NY program, the General Counsel will determine next steps with respect to the Conflict of Interest. The existence and resolution of the Conflict of Interest must be documented by the General Counsel and reported to the NYIT President and Director, Internal Audit.

### **Record Keeping and Reporting**

The General Counsel will maintain a written record of all Conflicts of Interest disclosures made under this policy and will report such disclosures, on a calendar year basis, by January 31<sup>st</sup> of each year, to the President and the Director, Internal Audit. The Director, Internal Audit will forward such reports to the Commissioner of Economic Development, who will make public such reports.

## Attachment 7

### Tax-exempt Bond Attestation

STATE OF NEW YORK            )  
  ) ss:  
COUNTY OF NASSAU            )

**LEONARD AUBREY**, being duly sworn, deposes and says:

1. I am the Chief Financial Officer at New York Institute of Technology (“NYIT”).

As such, I have personal knowledge of the facts and circumstances stated herein.

2. I submit this Affidavit in support of NYIT’s Campus Plan for Designation of Tax-Free NY areas as part of the Start UP NY program.

3. NYIT has one tax-exempt bond issue currently outstanding in Nassau County, the \$20,310,000 Nassau County Industrial Development Agency Civic Facility Revenue and Refunding Bonds (2000 New York Institute of Technology Project) (the “**2000 Bonds**”).

4. The 2000 Bond proceeds were used to (1) refund in whole \$9,300,000 Civic Facility Revenue Bonds (1999 New York Institute of Technology Project), the proceeds of which were used to finance a portion of the cost of the construction, furnishing and equipping of a civic facility (the “**1999 Facility**”) within Nassau County, New York for NYIT; and (2) finance or refinance a portion of the cost of the renovation, improvement, equipping and furnishing of a civic facility for NYIT (the “**2000 Facility**” and, together with the 1999 Facility, the “**Facility**”).

5. NYIT has designated an 3772 square foot portion in Harry Shure Hall, located on a portion of NYIT’s campus more particularly described as Section 19, Block A, Lot 390 (the “**Start UP NY Designated Area**”).

6. No portion of the Start UP NY Designated Area has been financed with tax-exempt bonds, including the 2000 Bonds.

  
Leonard Aubrey

Sworn to before me this  
30<sup>th</sup> day of November, 2015

  
Notary Public

NANCY A. ANES  
NOTARY PUBLIC-STATE OF NEW YORK  
No. 01AN6175196  
Qualified in Nassau County  
My Commission Expires October 09, 2019

Sponsor	Location	UniqueID	16V Incubator	Owner	Property Type*	StreetAddress	City	ZipCode	ParcelID	Building	SpaceType**	SqFt	Acres	Description	onCampus	Within1mileOfCampus
New York Institute of Technology	Old Westbury		no	New York Institute of Technology	1	Northern Blvd, Old Westbury	Old Westbury	11568		Harry J. Schure Hall	C	3772		first floor	Yes	no

\* 1= on campus  
2= 1 mile off campus  
3= State Asset

\*\* A=entire building  
B=floor within building  
C=Room within building  
D=land on campus  
E= land off campus  
F=entire building off campus  
G=partial building off campus  
H=state asset

More than 1 mile off campus (requires waiver)	Latitude	Longitude	Note	County	
no	40.48.49.15	73.36.15.88		Nassau	