

# Keystone Innovation Zones to Date

## Lancaster City KIZ

**\$250,000**

**Grantee:** James Street Improvement District

**KIZ Coordinator:** Lisa Riggs P: (717-394-0783)

**Educational Institution:** Franklin and Marshall College

### Target Industries

- Life Sciences – health care and biotech
- Communications & Information Technology
- Agriculture and Food Processing

### Deliverables Over One Year:

- First 30 days – develop 4 prospects for state of Ben Franklin Partner introductions
- First 60 days - develop and deliver 2 real estate projects in the Zone
- # ventures locating in the zone: 8
- # jobs created/retained in the zone: 75
- \$ capital investment in facilities and equipment: \$3.6 million
- # collaborative ventures with F&M College and Lancaster Hospital: 6
- \$ amount of VC or private equity in business ventures: \$15 million
- Space under development: 75,000 s.f. and Space available: 50,000 s.f.
- development of marketing, outreach and services strategy
  - business/individual inquires: 30
  - active prospects: 12

## Greater Oakland KIZ

**\$250,000**

**Grantee:** Mellon Pitt Corporation

**KIZ Coordinator:** Timothy White P: (412-268-4884)

**Educational Institutions:** University of Pittsburgh and Carnegie Mellon University

### Target Industries

- Life sciences
- Specialty chemicals
- Horizon technologies including
- Information technology (Nanotechnology and MEMS)

### Deliverables Over One Year:

- Increase startup rate for tech companies in the zone
- Increase the number of university spinouts to 10 per year by end of year 4.
- Increase investment into technology companies in the zone
- Increase startup, angel and venture funding above national average growth rates
- Increase the number of large company R&D operations in the zone
- Attract 3 new R&D centers from technology companies into the zone
- Better plan and coordinate assistance from economic development players
- Develop a priority list of actions and projects
- Construct/secure sufficient incubator space to accommodate Digital and Life Science company demand in the zone by year 3

**Southside Bethlehem City KIZ****\$250,000****Grantee:** Lehigh Valley Economic Development Corp.**KIZ Coordinator:** Steve Melnick P: (610-266-7535)**Educational Institution:** Lehigh University**Target Industries**

- Life Sciences
- Opto/Microelectronics & Information Technology
- Advanced Materials/Nanotechnology

**Deliverables Over One Year:**

- Encourage technology opportunities for the Bethlehem Works property
- Develop Retention/Recruitment Strategy and hire coordinator
- Complete the wireless telecommunications study and feasibility, funding and implementation plan
- Solicit and award 5 technology projects
- Construction of incubator facilitators
- Attract 2 companies to the KIZ
- Develop \$500,000 in federally funded research projects with KIZ partners & University
- Populate LVIP VII Industrial Park (6,000 jobs over 10-15 years)
- Continues the implementation of the Sasaki Plan including streetscape improvements, entertainment venues, restaurants, retail, linear park and residential spaces

**University City (Philadelphia)****\$250,000****Grantee:** University City Science Center**KIZ Coordinator:** Keri Mattox P: (215-746-4772)**Educational Institutions:** University of Pennsylvania and Drexel University**Target Industries**

- Life sciences innovation including:  
Information Technology (Nanotechnology)

**Deliverables Over One Year:**

- Funding of 4 new companies by KIZ partners
- Creation of 10 new jobs
- Creation – via technology transfer collaboration – of 1 up company
- Value-added interaction and activity (IP discussions, VC meetings, business services/consulting, etc.) with at least 15 start up companies
- Participation of 30 companies per year in the formalized Launch Program
- Above market average occupancy rates for Start-Up Network incubator facilities
- Monthly entrepreneurship training and support activities
- Establishment of Innovation Asset Database and Access Program
- Creation of a Greater Philadelphia Region Mentor Program; formal activity by end of Year One

**Harrisburg Market KIZ****\$250,000****Grantee:** Capital Region Economic Dev. Corp.**KIZ Coordinator:** Ryan Keith P: (717-213-5049)**Educational Institutions:** Hershey Medical Center, Penn State Harrisburg, Messiah College, Central Pennsylvania College, Harrisburg University, Harrisburg Area Community College, Dickinson College, Shippensburg**Target Industries**

- Life Sciences
- Advanced Manufacturing
- Business Technology Solutions

**Deliverables Over One Year:**

- Number of companies provided outreach services: 360 per year
- Number of companies to start-up in the zone: 4 companies per year
- Number of employees created in the zone (only new employees): 20 per year
- Number of new FT employees retained in the zone (only incumbent): 20 per year
- Revenues/sales from start-up companies in the zone: \$1 million/year
- Number of corporate partnerships/research contracts developed: (documented)
- Approximately 40 issued patents over three years
- Approximately 16 licenses over three years
- Increase ranking of the Harrisburg MSA in Forbes.com by 20% (currently 83<sup>rd</sup> of 300 cities in which to do business)

**Luzerne County KIZ (Wilkes-Barre, Hazelton)****\$250,000****Grantee:** Great Valley Technology Institute**KIZ Coordinator:** Kenneth Okrepkie P: (570-408-9810)**Educational Institutions:** College Misericordia, Johnson College, Keystone College, King's College, Lackawanna College, Luzerne County Community College, Marywood University, Penn State University (Hazleton, Wilkes-Barre, Worthington/Scranton), University of Scranton, and Wilkes University**Target Industries**

- Healthcare/Life Sciences
- Nanotechnology, Advanced Manufacturing & Plastics
- Information Technology/New Media
- Back Office/Finance

**Deliverables Over One Year:**

- Locate 3 Ventures in the Zone
- Promote Collaboration between business, education and develop at least 1 new technology into commercial ventures
- Establish at least 1 new venture
- Create/Retain 25 jobs
- Generate \$1.5 million in capital investment in facilities and equipment
- Create 3 collaborative ventures between regional colleges, universities, business and industry, as the pertain to the identifies sectors of opportunity
- Enhance the ability of institutions of higher education to conduct innovative research in the identified sectors of opportunity.
- Generate \$500,000 in VC or private equity in business ventures

**Lackawanna County KIZ (Scranton)****\$250,000****Grantee:** Great Valley Technology Institute**KIZ Coordinator:** Kenneth Okrepkie P: (570-408-9810)**Educational Institutions:** College Misericordia, Johnson College, Keystone College, King's College, Lackawanna College, Luzerne County Community College, Marywood University, Penn State University (Hazleton, Wilkes-Barre, Worthington/Scranton), University of Scranton, and Wilkes University**Target Industries**

- Healthcare/Life Sciences
- Nanotechnology, Advanced Manufacturing & Plastics
- Information Technology/New Media
- Back Office/Finance

**Deliverables Over One Year:**

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**Greater Johnstown KIZ****\$250,000****Grantee:** Johnstown Area Regional Industries**KIZ Coordinator:** Robert Shark P: (814-535-8675)**Educational Institutions:** University of Pittsburgh at Johnstown, Mount Aloysius College, Penn Highland Community College (three campuses), Saint Francis University**Target Industries**

- Environmental Technologies
- Life Sciences
- Information Systems & Technology
- Advanced Manufacturing

**Deliverables Over One Year:**

- Number of Start-up companies: 2 to 4 companies
- New Employees: 6 to 12 companies
- Patent applications: 1
- Internships at KIZ companies: 10
- Graduates of KIZ schools employed at companies or partners: 20
- KIZ companies provided business assistance (investments, locations, tech. assist.): 32
- Funding invested in the Zone (projects or private R&D to companies): \$250,000
- Seminars to develop entrepreneurial skills and networks: 3

**Pocono Mountains KIZ****\$200,000****Grantee:** Corporation for Research and Economic Development**KIZ Coordinator:** Mary Frances Postupack P: (570-422-7920)**Educational Institution:** East Stroudsburg University**Target Industries**

- Homeland Security
- Life Sciences & Healthcare
- Information Technology
- Advanced Manufacturing

**Deliverables Over One Year:**

- Number of companies to start-up in the zone: 3 companies
- Number of employees created in the zone (only new employees): 15
- Number of employees retained: 13
- Number of Companies Provided Outreach Services: 6 companies
- Number of Corporate Partnerships/R&D contracts: 1
- Number of Internships: 4.5
- Number of Individuals Trained/Educated & placed: 21

**I-99 Innovation Corridor KIZ****\$250,000****Grantee:** Centre County Chamber of Business & Industry**KIZ Coordinator:** Trudy Mitchell P: (814-234-1829)**Educational Institution:** Penn State University**Target Industries**

- Materials Science & Nanotechnology
- Biotechnology & Life Sciences
- Information Sciences & Technology

**Deliverables Over One Year:**

- 100 new jobs will be created per year & 100 jobs will be retained
- 5 new businesses, will be created or attracted to the Zone per year
- 5 companies per year served by KIZ incubation services
- 25 student interns will be placed in KIZ companies per year
- PSU- developed technologies will be marketed to 8 companies per year, PSU will secure 5 new research and development contracts and patents per year
- 12 Industry/University Prospect Meetings a year between KIZ team & PSU faculty with license-able technologies
- 4 meetings a year between PSU entrepreneurial faculty & KIZ team
- 40 alumni from PSU in the enabling technology areas will be contacted encourage their involvement in the KIZ
- 5 educational/training programs will be conducted per year
- Conduct KIZ outreach to 50 companies involved with core enabling technologies a year
- Secure 5 R&D contracts per year
- KIZ representative will attend 4 trade shows a year to promote the Zone activities
- Increase the dollar value of industrially sponsored research with zone companies by 5% annually
- Increase the dollar value of R & D expenditures within Zone by 5% annually

**Williamsport/Lycoming KIZ****\$242,900****Grantee:** Industrial Modernization Center**KIZ Coordinator:** Rikki Riegner P: (570-329-3200)**Educational Institutions:** Penn College of Technology and Lycoming College**Target Industries**

- Diversified Manufacturing
- Plastics
- Wood

**Deliverables Over One Year:**

- Develop incubator space at the Business & Technology Resource Center, 2401 Reach Road, Williamsport or other facilities as necessary
- Provide 15 prospects with advisory services, including the development and coordination of support services
- Facilitate one student entrepreneurship project between Pennsylvania College of Technology and Lycoming College
- Place 10 student interns in local companies

**Greater Susquehanna KIZ****\$200,000****Grantee:** Columbia Alliance for Economic Growth**KIZ Coordinator:** Ed Edwards P: (570-784-2522)**Educational Institutions:** Bloomsburg University, Bucknell University, Susquehanna University, Geisinger Health Ventures**Target Industries**

- Information technology (e-learning)
- Life Sciences (health care)
- Wood products
- Diversified manufacturing

**Deliverables Over One Year:**

- Creation of GSKIZ in the Susquehanna Region through a partnership of Bloomsburg University, Bucknell University, Susquehanna University, Geisinger Health System and the Columbia Alliance for Economic Growth.
- Establishment of a minimum of three (3) new companies and the creation of a minimum of eighteen (18) jobs
- Utilizing the newly funded Technology Work Experience Internship Program establish five (5) internships with either KIZ startups or KIZ partner companies
- Establishment of a "satellite" operation of at least two Corporate Advisory Council (CAC) member companies in the Bloomsburg zone advising the Institute for Instructional Technologies at Bloomsburg University.
- Establish a minimum of one collaborative effort between university partners to assist a specific KIZ project
- Assist five new, potential companies in exploring their intellectual property options
- Plan an entrepreneurial networking event to attract companies/potential companies to the Greater Susquehanna Keystone Innovation Zone.
- Attract outside equity investment for a minimum of two new companies, either through the Susquehanna Angel Network or other private capital source.

**Philadelphia Navy Yard KIZ****\$100,000****Grantee:** Philadelphia Industrial Development Corporation**KIZ Coordinator:** John Conley P: (215-218-2847)**Educational Institutions:** Penn State Applied Research Lab, Drexel University, Shipyard College**Target Industries**

- Life Sciences (health care)
- Materials Processing
- Power and Energy
- IT/Communications Engineering

**Deliverables Over One Year:**

- New business starts 2
- Private business investment: \$300,000
- Real Estate Investment
  - Lease renewals and new leases 250,000 sq/ft
  - New/renovated office, lab, testing space: 75,000 sq/ft
  - Private investment: \$11,250,000
- Jobs created 150
- Jobs retained 450
- Internships created 20
- New patents originations 10
- New technology projects funded 2
- University R&D expenditures: \$500,000

**Juniata College/Huntingdon County KIZ****\$200,000****Grantee:** Huntingdon County Business & Industry, Inc.**KIZ Coordinator:** Michael Lehman, MD, MBA P: (814-641-3733)**Educational Institutions:** Juniata College**Target Industries**

- Life Sciences
- Information Technology

**Deliverables Over One Year:**

- Number of Start-up companies: 2
- Number of jobs created: 2
- Number of jobs retained: 6
- Companies introduced to Ben Franklin Technology PArtners: 5 to 10
- Number of companies for which KIZ Coordinator helps secure funding: 4
- Number of issued patents: 1
- Number of license agreements: 1
- Educational workshops/training programs with value-added interaction to develop start-up skills (including IP discussions, Angel and VC funding): 6
- Number of student seed capital grants awarded in target industries: 1
- Number of Juniata I4I projects with entrepreneurial companies: 2
- Number of interns to be placed in KIZ companies: 2
- Juniata graduates, faculty members or employees to be located in KIZ companies: 2
- Meetings per year between KIZ Coordinator and Juniata alum, faculty and students (each): 2
- Business assistance to be provided:
  - Business/individual inquiries: 12
- Complete planning process & funding applications for expansion of Sill Business Incubator

- Develop at least 1 new technology into commercial venture
- Establish a minimum of 1 collaborative project between college and community partners
- KIZ Coordinator to attend at least 1 trade show and host at least 1 entrepreneurial networking event to attract companies to Zone
- Coordinate with 12 service providers to provide assistance to businesses in target industries

**Beaver County KIZ**

**\$250,000**

**Grantee:** Corporation for Owner-Operator Projects

**KIZ Coordinator:** Doug Campbell P: (412-325-1565)

**Educational Institutions:** Geneva College, Robert Morris College, Penn State New Kensington, Beaver County Community College

**Target Industries**

- Medical Devices
  - remanufactured, remarketed, reuse, refurbishment, or reprocessing

**Deliverables Over One Year:**

- Develop and grow 2-3 business opportunities/expansions
- Employment to 75 people resulting from business opportunities/expansions
- 10-15 interns to KIZ partners and medical remanufacturing companies
- Infuse \$10 million in VC investment and technology development in the Beaver County region
- Develop 1-3 prototype technologies and services
- Develop a KIZ Re-manufacturing of Medical Equipment Grant/Loan Program
- Serve 2-3 KIZ companies with business support services
- Coordinate workforce training needs and requirements for companies

**Erie KIZ**

**\$250,000**

**Grantee:** Technology Council of Northwestern Pennsylvania

**KIZ Coordinator:** Courtney Mallen P: (814-451-1172)

**Educational Institutions:** Gannon University, Mercyhurst College, Edinboro University, Penn State Behrend

**Target Industries**

- Advanced Manufacturing
- Life Sciences
- Homeland Security
- Information Technology

**Deliverables Over One Year:**

- Attract or grow 3 to 6 companies in the Zone
- Establish 1 to 3 new venture in the Zone
- Create 3 to 7 new jobs in the Zone
- Retain 5 to 10 jobs in the Zone
- Arrange 10 to 15 internships at KIZ companies
- Arrange 5 to 7 apprenticeships at KIZ companies
- Provide outreach services to 8 to 12 companies
- Hold 4 to 8 KIZ outreach/informational events
- Establish KIZ marketing strategy, including comprehensive web site and database
- Facilitate interaction between a minimum of 4 companies and investment partners
- Continue marketing efforts of Downtown Improvement District and Knowledge Park areas
- Facilitate 2 to 5 discussions of Tech Transfer within university partners
- Build and maintain attraction and retention initiatives that will benefit the KIZ