

rev At A Glance

Ithaca Startup Works

Rev: Ithaca Startup Works is a business incubator with the mission of helping people start and grow businesses, designed to be a physical hub and meeting point for the flourishing entrepreneurial community already here in Ithaca. Rev is a collaborative project between New York State, Cornell University, Ithaca College, and Tompkins Cortland Community College that combines the region's strengths in engineering, materials science, and manufacturing with cutting-edge business incubation, acceleration and entrepreneurship theory and practice to quicken the development of startups and grow the region's economy and employment.

MEMBERS

Since opening on September 22, 2014, Rev's membership has grown to **23 companies**. In keeping with Rev's mission to remain fundamentally inclusive, these startups specialize in everything from microsatellites to social networking for volunteers to senior-friendly assistive listening technology to grocery delivery apps.

EVENTS

Programming and events that support entrepreneurship at local and regional levels are also offered and are available to the public regardless of membership. Networking events regularly have attendance of **over 100 entrepreneurs** and people interested in entrepreneurship, with 160 attending the first networking event of the year in January 2015. To date, more than **40 public events** have been held at Rev, with a total attendance of **2,200+**.

FACILITY

Located in the heart of downtown Ithaca, the Rev facility opened in September 2014 with **4,500sq. ft. of space** including meeting and co-working space and a prototyping lab to support entrepreneurs commercializing physical products. The lab's equipment includes 3D printers, a laser cutter, a computer numerical controlled mill, electronics station, and various other bench and hand tools. Plans to expand the building will yield an additional 3,500sq. ft. of space in late 2015.

FUNDING

Capital to build and outfit Rev was provided by a \$1m grant from New York State announced in December 2013. Operating funding is provided by a three-year **commitment from Cornell University, Ithaca College (IC), and Tompkins Cortland Community College (TC3)**. As a member organization of the Southern Tier Innovation Hot Spot Rev also leverages New York State's investment in the Innovation Hot Spot program and is able to offer New York State Hot Spot tax incentives to member companies. Rev and the Hot Spot are actively seeking grant funding to support and expand operation, and won a **prize from the Small Business Administration** to pilot a Hardware Accelerator at Rev's prototyping lab in Summer 2015.

PEOPLE

Rev is overseen by the Executive Director of Cornell's Center for Regional Economic Advancement, Tom Schryver, and managed by the Rev Coordinator, Alec Mitchell, both Cornell employees. Rev's steering committee is made up of the presidents of Cornell, IC, and TC3.

"Starting a company is a lot of hard work, and the facility and support that Rev will offer will be a big help in getting the job done."

Jake Reisch, CEO, Eversound

MEMBERS

