



For Immediate Release

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High Tech Rochester helps local firms secure over \$9 million in grants to grow the local economy

Rochester, NY — High Tech Rochester (HTR) is proud to announce that through a new tech commercialization program funded by Finger Lakes Wired, HTR has helped local companies raise more than \$9 million in grants over the past two and half years, with another \$25 million pending.

With the assistance of HTR, in the last three months, four local companies have been awarded SBIR grants worth over \$3.2 million. Recent SBIR grant recipients include: Adarza BioSystems, Diffinity Genomics, Lumetrics and nBn Technologies. Adarza BioSystems, Diffinity Genomics and Lumetrics are all located in HTR's Lennox Tech Enterprise Center incubator.

“There is an abundance of compelling technologies in the region and it is difficult to raise capital today,” says Rami Katz, HTR director of technology commercialization. This is where the SBIR grants have helped local companies. HTR has focused on SBIR, NYSERDA and other grants and has become very proficient in helping local companies target the appropriate grants and write an effective grant proposal. “Keys to success are developing an effective work plan, better articulating the company’s opportunity and finding strategic partners to create a complete proposal that greatly increases the company’s probability for a grant award.”

“Lumetrics is very excited about our national Science Foundation SBIR Phase II award. We received excellent advice and assistance in the preparation of the grant proposal, especially from the High Tech Rochester team. We feel that the quality of the proposal and expertise given to us by HTR was a huge factor in the grant award.” stated Todd Blalock, chief technical officer for Lumetrics.

Congressman Eric Massa of the 29th Congressional District was also a strong advocate for Lumetrics, supporting the application and advocating to the NSF on their behalf.

As part of its tech commercialization program, HTR has led a collaborative effort with the University of Rochester, Rochester Institute of Technology, The Cornell Tech Farm and the

Infotonics Technology Center. “Serving as the regional hub to connect technology with entrepreneurial talent and funding sources is a key part of what HTR does.” says James Senall, president of HTR. “The formation and growth of startup companies is what will lead our region to long-term economic growth, and HTR is eager to continue working with our community partners to make that happen.”

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About High Tech Rochester

High Tech Rochester is a non-profit economic development organization driving growth in the Rochester/Finger Lakes region through the Creation, Mentoring, and Incubation of high-tech startup businesses, and through advanced consulting services provided to small manufacturing firms through its NYSTAR-funded Regional Technology Development Center.

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