Office of the Vice Provost for Research

Cornell's Research Serves the Region and Beyond

Small Business Development

Cornell University

Matthew Fondeur/CU

“Modern academic researchers have a unique opportunity to facilitate the transfer of exciting research ideas to commercial viability. Beyond facilitating links between academics and private enterprise, the research commercialization process also creates novel employment opportunities in new markets and expands awareness of such opportunities to industry. Today’s start-up companies bring unique opportunities to many people in many walks of life.”

Jack Henion
CEO/President,
Advion BioSciences, Inc.

Office of the Vice Provost for Research

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Office of the
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June 2006

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“Being close to the Ivy League school of Cornell, renowned not only in the U.S. but also around the world, allows us to work with excellent faculty, staff, and students, and the opportunity to use the latest technological equipment. It is a wonderful advantage for our company, an advantage that allows us to continually grow.”

Alex Deyhim
President, Advanced Design Consulting, Inc.

The Research Connection

Cornell's Research Serves the Region and Beyond: Small Business Development **includes companies with the following Cornell connections:**

- Companies founded by Cornell faculty, staff, students, or alumni with a definitive transfer of university technology or knowledge
- Companies based on specific Cornell technologies
- Companies whose proximity to Cornell's intellectual resources is crucial to their formation or to their relocation and retention in the region
- Companies based on specific Cornell technologies, but located outside of New York State
- Companies that have acquired original small businesses as subsidiaries, where the Cornell technology remains a major asset of the company

Among the many benefits of academic research are spin-offs. These small companies have great potential for increasing a region's wealth: not only its economic resources but also intellectual capital adding further to economic growth. A discovery is made or a technology is invented in a Cornell laboratory. A company is formed to take the research or technology to practical fruition. People are hired to research, develop, manufacture, and market the new product—a product that inevitably benefits society as a whole. But this process of technology transfer also instantly connects the rewards of the research done in the university laboratory to the community.

The presence of an academic institution, like Cornell, and its spin-offs turns a community into a center of excellence—a high-tech mecca. Academic spin-offs in the region provide not merely jobs, but new high-tech, high-intellectual job sectors. This culture—fostering intellectual and economic growth—is a magnet for other

influences, such as the Cornell graduate who stays in the region to start a company and influences other graduates to stay. There are also the companies that remain in the region or move to the region to be close by Cornell's world-class research facilities—particularly the research centers and high-tech laboratories—great libraries, high-level faculty expertise, and a highly educated workforce. The companies also bring new commercial clients and visitors to the region.

Cornell's Research Serves the Region and Beyond: Small Business Development covers these companies. Located in Tompkins County are nanotechnology and biotechnology firms; high-tech materials testing, food development and testing, and veterinary testing laboratories; software development firms; and many others. Examples of their products include fuel cell technology for portable electronic devices; foodservice and nutrition services software for the world's education, entertainment, and medical industries; MEMs technology that is applicable in the automotive, biotechnology, and consumer electronics industries; blood flowmeters for medical research and surgical use; specialty chemicals and materials development covering a wide range of high-tech uses; and food products. A community such as this helps to sustain a solid economic base in the region, and at the same time, advances growth and diversity in the state's economy.

This publication also includes other small companies that take Cornell's research to practical fruition. These are companies that licensed Cornell technologies but are located beyond the region. It also includes Weill Cornell Medical College's recent spin-offs.

Cornell's Research Serves the Region and Beyond: Small Business Development illustrates how technology transfer is achieved through small business development. It documents 110 small businesses with ties to Cornell's extensive academic

resources—its people, research, and facilities. It offers many examples of how Cornell's research serves the local community, as well as state, national, and global communities. With $561 million (FY 2005) in research expenditures and start-up companies translating research and technology into products and services, Cornell's potential for serving the region through economic development as well as serving the public in new and essential ways is extraordinary.

Cornell University thanks each of the companies participating in this project.

Robert C. Richardson
Senior Vice Provost for Research
Cornell University

Cornell Center for Technology, Enterprise, and Commercialization (CCTEC)

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418 E. 71st Street	**F:** (212) 746-6662	Director, Office of
Suite 61		Technology Development
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		E: bjk2003@med.cornell.edu

Excelling in the production of new knowledge, the training of the next generation of scholars, and the transfer of these results to society are noble goals for the best academic research institutions. They constitute a mission that Cornell University treats in a tangible and distinguished manner. To successfully transfer Cornell's discoveries and innovations—the results of research—to the public is the mission of the Cornell Center for Technology, Enterprise, and Commercialization (CCTEC).

The university created the Cornell Research Foundation (CRF), CCTEC's predecessor, in 1932 to help accomplish its technology transfer mission. In 1980, Cornell's Office of Patents and Technology Marketing emerged as a companion office to CRF, expanding and clarifying the importance of its mission. The transfer of university research and technology is integral to the lives of people throughout the world—society depends on it—and the task of ensuring that the university's research and technology reach the public in the most beneficial and efficient ways is compelling.

CCTEC, with a broader mandate than its predecessors, reflects Cornell's elevated efforts in intellectual property (IP) management and technology transfer. Designed to accomplish Cornell's goals in this area, CCTEC

- Creates new incentives to increase corporate–university research partnerships that will result in more research support and license income
- Provides the Cornell community with better access to Cornell's IP management, licensing, and technology transfer resources
- Offers the university's external constituents easy, one-portal access to Cornell's proprietary technology and intellectual property
- Integrates Cornell's Office of Economic Development into the overall process of technology advancement and commercialization
- Coordinates university, local, regional, and state resources to enhance entrepreneurship—among Cornell faculty, staff, and students—and economic development based on Cornell technology

CCTEC includes a central office of IP management and licensing in Ithaca, New York, an office at the Weill Cornell Medical College in New York City (Office of Technology Development), and the Office of Economic Development. IP/technology transfer professionals with technical and business expertise in human and animal health, the physical sciences, and the life sciences serve as liaisons to Cornell's colleges and research centers. Each of these professionals coordinates activities in intellectual property management, technology transfer, corporate–university research collaborations, technology-based venture creation, and economic development for a designated academic unit. CCTEC's staff also works with Cornell's industrial outreach staff and other groups across campus with responsibilities related to the CCTEC mission.

Cornell's IP/technology transfer activities support the teaching, research, and outreach mission of the university. Cornell holds CCTEC's charge—to manage and protect the university's intellectual property and to foster creativity, entrepreneurship, and the transfer of Cornell technology—to the highest standards and in the highest esteem.

CCTEC COMPRISES

Office of Technology Licensing—Ithaca
Office of Technology Development—New York City
Office of Economic Development
Cornell Research Foundation—Legal Signatory*

* The Cornell Research Foundation (CRF) is the legal signatory to Cornell licenses and the titleholder of Cornell IP; it appears on the legal documents in name only.

CCTEC HANDLES

Intellectual Property Management
> Invention disclosures
> Patents
> Trademarks
> Copyrights
> Biological materials

Licensing

Technology Transfer Initiatives
> Consulting agreements
> Confidentiality agreements
> Corporate site visits
> Material transfer agreements (MTAs)

Corporate–University Sponsored Research Collaborations

Access to Commercialization of Cornell's Proprietary Technology as first point of contact

Venture Creation Based on Cornell Technology

Center for Life Science Enterprise, CAT

Contact

130 Biotechnology Building	**P:** (607) 255-2300	Kelvin Lee
Cornell University	**F:** (607) 255-6379	Director
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Cornell's Center for Life Science Enterprise is a designated New York State Office of Science, Technology, and Academic Research (NYSTAR) Center for Advanced Technology (CAT). Originally established in 1983 as the Center for Advanced Technology in Biotechnology, it was one of the original 10 CATs in New York State.

There are 15 NYSTAR-designated CATs in the state with a common mission: "to capitalize on New York's outstanding university research resources, and use those resources to create jobs and opportunity." The Cornell CAT pursues programs that address specific economic development needs of biotechnology and life sciences industries, especially small and start-up businesses. These needs include research and development, education and training, and technology development and transfer.

The Center for Life Science Enterprise supports industry-initiated R & D projects for Cornell faculty in partnership with New York companies, as well as faculty-initiated cutting-edge projects. CAT-funded projects represent many diverse disciplines in the biological, biomedical, computational, engineering, and physical sciences. Since its inception in 1983, the center has assisted with over 40 company formations based on Cornell technologies funded by the CAT. The Center for Life Science Enterprise has leveraged NYSTAR support with industrial and other state and federal government funding.

In addition to funding projects, the Center for Life Science Enterprise offers a host of services to help companies. The core facilities offer access to equipment and technologies on a fee-for-use basis, as well as training for students, faculty, and industry researchers. These facilities specialize in proteomics and mass spectrometry, DNA sequencing and genotyping, microscopy and imaging, computing, fermentation, plant tissue culture and transformation, microarray, mouse transgenics, and computational biology services. Other services include business planning, assistance with the federal SBIR funding program, and workforce development.

BR Legal (BRL)

Contact

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BR Legal (BRL) offers legal services to emerging growth-oriented businesses. Through BRL, Cornell law students provide legal services under the direct supervision of attorneys experienced in business law. BRL assists entrepreneurs with business law issues such as:

> Choosing an appropriate type of business entity
> Legal formation of the business entity
> Contract drafting
> Fund-raising
> Employer-employee relations
> Establishing equity incentive and related stock-based compensation plans

BRL does not represent parties in litigation, and it does not practice before the U.S. Securities and Exchange Commission.

Cornell Business and Technology Park (CBTP)

Contact

15 Thornwood Drive	**P:** (607) 266-7870	John E. Majeroni
Ithaca, NY 14850	**F:** (607) 266-7876	Director
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The Cornell Business and Technology Park is the area's premier suburban office park. It provides a first-class environment for local, national, and international offices and research firms, and it serves as an interface between Cornell University and the business community. More than 80 tenant companies support more than 1,400 jobs. Sixty-two percent of the companies are technology-based, and many conduct research associated with or derived from Cornell. Established in 1951 with significant growth since 1986, the 300-acre development hosts 24 buildings and a million square feet of space, including a large concentration of wet labs and cleanrooms.

“Our strong connection with Cornell adds tremendous credibility to our company and technology.”

Bill Weber
Vice President for Sales
Impact-Echo Instruments, LLC

Companies in Tompkins County

Small Business Development

President:	Employees:
Alex Deyhim	38
Founded:	**Revenue:**
1995	$6M

Advanced Design Consulting USA, Inc. (ADC)

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Advanced Design Consulting USA is an engineering and scientific consulting firm providing solutions to complex problems. The company provides devices, integrated systems, and a broad array of high-precision components and instruments to commercial, academic, and government agencies worldwide.

Cornell Connection

The president and founder of ADC received degrees from Cornell's College of Engineering and the Johnson Graduate School of Management. Many of the company's employees are Cornell graduates. ADC has researched and collaborated with the Cornell Nanofabrication Facility, Cornell High Energy Synchrotron Source (CHESS), and Cornell Center for Materials Research. ADC collaborates with many faculty members at Cornell University.

President:	Employees:
John Wanagel, Ph.D.	17
Founded:	**Revenue:**
1983	$1M

Advanced Plastic and Material Testing, Inc. (APM)

Contact

Warren Road Business Park
42 Dutch Mill Road
Ithaca, NY 14850-9785

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www.apmtesting.com

Advanced Plastic and Material Testing does materials testing and failure analysis to improve quality control in a broad range of industries, including automotive, aerospace, computer, chemical, railway, medical, military, tool and machinery, and consumer products. Testing, analysis, identification, and certification are done on metals, plastics, rubbers, circuit boards, ceramics, paints, lubricants, adhesives, and coatings. The company also honors requests for custom testing. Accreditations include A2LA (ISO/IEC 17025), Boeing, Bombardier/Canadair, Parker Hannifin, and Pratt & Whitney.

APM Testing does materials testing and failure analysis for companies around the world. The company's work helps to ensure product quality, safety, and reliability in trains, cars, airplanes, electronics, and a variety of consumer goods.

Cornell Connection

The company's president and the company's quality assurance manager received doctorates from Cornell. The university's facilities provide broader opportunities to generate information for customers.

President:	Employees:
Jack Henion, Ph.D.	152
Founded:	**Revenue:**
1993	N/A

A Cornell Business and Technology Park Company

Advion BioSciences, Inc.

Contact

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www.advion.com

On April 1, 2005, Advion BioSciences became the holding company of two subsidiaries: Advion BioServices and Advion BioSystems, both headquartered in Ithaca, New York.

Advion BioServices provides pharmaceutical and biotechnology partners with liquid chromatography tandem mass spectrometry (LC/MS/MS) analytical services, as well as a sample management service to increase efficiency of sample analysis. The company determines drug concentrations in biological samples from drug metabolism and pharmacokinetics studies for method development, method validation, and biological sample analysis.

Advion BioSystems develops and sells an automated chip-based system designed to boost the data quality and productivity of sample analysis for proteomics, biomarker discovery, and metabolomics research for which mass spectrometry is used. With offices in the U.S. and U.K. and a distributor in Japan, Advion BioSystems provides a global solution for mass spectrometry users.

Cornell Connection

The LC/MS/MS technology used at the company was developed at Cornell by the company's president, a professor emeritus of toxicology. Advion uses licensed Cornell technology, continues to have research interactions with the university, and numbers Cornell's resources among the factors crucial to the company's success. Advion also has access to and interactions with faculty from Cornell's nanofabrication and biotechnology research centers, as well as with faculty from the College of Veterinary Medicine.

President:
Noe A. Salazar
Scientific Director:
Carl A. Batt, Ph.D.
Founded:
1998

Employees:
20
Revenue:
N/A

Agave BioSystems

Contact

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www.agavebio.com

Agave BioSystems is a biotechnology-based company with laboratories in Ithaca, New York, and Austin, Texas. The company's mission is the integration of the specificity and extreme selectivity of biological systems with the precision and scale engendered by nanofabrication technologies. The company aims to develop miniaturized, highly effective, field-portable biosensors and analytical instruments. Agave BioSystems is engaged in a number of research projects in which biological components for sensor systems are tailored to complement ongoing work in nanofabrication. Many of these sensors are being developed to combat biowarfare/bioterrorist agents or for use in space applications that will also have broad application in the food, environmental, and medical industries.

Cornell Connection

Agave BioSystems was cofounded by a Cornell professor in the Department of Food Science. The company collaborates with several Cornell faculty members and seeks to remain closely allied with the university to the mutual benefit of both.

President:	Employees:
T. Pearse Lyons, Ph.D.	600 worldwide, 6 in Ithaca
Founded:	**Revenue:**
1980	N/A

A Cornell Business and Technology Park Company

Alltech New York, Inc.

Contact

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www.alltech.com

Alltech New York is acknowledged as one of the fastest growing and leading suppliers of enzymes and feed additives derived from fermentation technology. The company provides technical and marketing support to the dairy and livestock industry. Alltech develops all-natural solutions to many of today's agricultural challenges, including Bio Mos®, Yea-Sacc®, MTB-100®, and Sel-plex®. The company is guided by the philosophy of being "first with the issues and first with the solutions."

Alltech is headquartered in Nicholasville, Kentucky, and has four bioscience research centers: one in the United States, one in Ireland, and one in China. At these facilities, cooperative research is conducted with local universities, and sponsored research evaluates products and programs appropriate to the industry and producers in the region. The fourth bioscience center was established recently in Alexandria, Ontario, to serve the Northeast area.

Cornell Connection

Alltech established the New York regional office in 1996 to better serve its business partners in the region. The interaction with Cornell research faculty provides an edge in agribusiness.

President:	Employees:
James R. Stouffer, Ph.D.	4
Founded:	**Revenue:**
1990	N/A

A Cornell Business and Technology Park Company

Animal Ultrasound Services, Inc. (AUS)

Contact

Langmuir Laboratory
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Ithaca, NY 14850

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www.auskey.com

Animal Ultrasound Services develops and distributes software programs for computer analysis and interpretation of ultrasonic images of live animals and carcasses. The company is a sales distributor of real-time ultrasonic equipment and associated accessories to universities, seed stock suppliers, producers, and meat packers for evaluation, selection, and value-based marketing of live animals and carcasses. AUS also provides consulting services for domestic and international customers.

Cornell Connection

The company's president is a professor emeritus in the Department of Animal Science. The company's director of research and development received advanced degrees from the same department.

President:	Employees:
Steven C. Glidden	5
Founded:	**Revenue:**
1990	N/A

A Cornell Business and Technology Park Company

Applied Pulsed Power, Inc. (APP)

Contact

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www.appliedpulsedpower.com

Applied Pulsed Power develops products for pulsed power applications. APP's focus has been the development of high power solid-state switches to replace tube-type switches (ignitrons, thyratrons, and spark gaps) used in existing pulsed power applications. The company designs and builds high peak power pulse generators for research and commercial applications. APP also supplies pulsed ion beam equipment for a unique surface treatment system.

Cornell Connection

Cornell faculty and staff members founded Applied Pulsed Power.

President:	Employees:
Kenneth J. Thurber, Ph.D.	18
Founded:	**Revenue:**
1982	$15M

A Cornell Business and Technology Park Company

ATC-NY

Contact

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ATC-NY has, for more than 20 years, provided advanced R & D in information security. ATC-NY's research in information security has resulted in products, architectures, and policies addressing the protection of sensitive information, the detection of system intrusions, and the analysis of system vulnerabilities. These areas of work include software protection, computer forensics, security architecture, intrusion and fraud detection and recovery, security policy analysis and design, object-based security solutions, wireless network security, and vulnerability analysis. The company is a security architect for a major DARPA effort.

ATC-NY has operated as a wholly owned subsidiary of the Architecture Technology Corporation since 1999. ATC is a privately held company headquartered in Minneapolis, Minnesota, with an office in Washington, D.C., and specializes in networking and distributed computing.

Cornell Connection

ATC-NY currently works with the Cornell Computer Science NUPRL group and has ongoing collaborations with Cornell faculty in the Department of Computer Science and the School of Electrical and Computer Engineering. The company has teamed with Cornell on various research efforts. ATC-NY also participates in the Griffiss Information Assurance Institute of which Cornell is a member.

President:	Employees:
Hsiao-Dong Chiang, Ph.D.	6
Founded:	**Revenue:**
1995	N/A

A Cornell Business and Technology Park Company

Bigwood Systems, Inc. (BSI)

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Bigwood Systems provides the utility industry with cutting-edge tools and high-quality software for solving critical problems facing power and utility companies related to engineering analysis, design, maintenance, operations, and planning. BSI develops online dynamic security assessment and control for energy management systems, voltage security assessment and preventive control, voltage security assessment and enhancement control, and continuation power flow (CPFLOW).

Cornell Connection

Bigwood Systems was founded by a Cornell faculty member in the School of Electrical and Computer Engineering.

CEO/President:	Employees:
Michael J. Cumbo, Ph.D.	23
Founded:	**Revenue:**
2000	N/A

A Cornell Business and Technology Park Company

BinOptics Corporation

Contact

9 Brown Road
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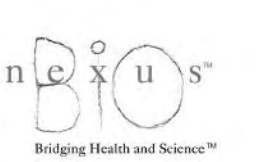
BinOptics is an optical component developer and manufacturer of photonic chips for optical transceivers. Targeted at applications in the telecom and datacom markets, BinOptics intends to commercialize its revolutionary etched-facet laser technology to reduce the cost of components for high-growth applications such as 10G Ethernet by over 80 percent while significantly increasing performance and quality. The company's proprietary technology places it in a unique position to address the challenges facing the rapidly growing optical components industry.

Cornell Connection

Three BinOptics scientists—one is the company's cofounder, chairman, and CTO—received Ph.D. degrees from Cornell. Three Cornell faculty members serve on the company's advisory board. BinOptics uses the resources of the Cornell NanoScale Science and Technology Facility (CNF) extensively. BinOptics also holds exclusive licenses for Cornell technology.



CEO/President:	Employees:
Linda M. Pacioretty, Ph.D.	2
Founded:	**Revenue:**
1997	N/A

A Cornell Business and Technology Park Company

BIOnexus®, Ltd.

Contact

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BIOnexus® focuses on the development, marketing, and selling of dietary supplements to the medical community, with an emphasis on the treatment of HIV patients. Over the last six years, the company has established a reputation of strong scientific knowledge and integrity in the HIV medical community. The company's first product, NutriVir™, was introduced in January 1998 followed by NutriVir-NSA in 2001. BIOnexus® also engages in contract research and product development.

Cornell Connection

BIOnexus® was cofounded by a former Cornell professor of pharmacology in the College of Veterinary Medicine and a Cornell advanced degree alumna.

Executive Vice President:	Employees:
Timothy J. Davis, Ph.D.	75; 13 in Ithaca
Founded:	**Revenue:**
1999	N/A

A Cornell Business and Technology Park Company

Calient Optical Components

Contact

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www.calient.net

Calient Optical Components, a wholly owned subsidiary of Calient Networks, Inc., of San Jose, California, develops and manufactures optical microelectromechanical systems (MEMS). Single-crystal silicon MEMS, including mirror arrays, lenses, and fiber alignment plates, are fundamental components in Calient's all-optical switching systems.

Calient Networks is a leading provider of intelligent, carrier-class photonic switching systems and software that help service providers scale their networks for expanding bandwidth demands and deliver new wavelength services. Calient's DiamondWave® switching systems, automated fiber management and GMPLS-powered networking innovations provide a seamless migration path that is non-disruptive to legacy operations, highly cost-effective, and an enabler to revenue-generating optical services. Calient has been shipping its DiamondWave products to production networks, labs and OEMs worldwide since 2002.

The company is headquartered in San Jose, California. Additional engineering and manufacturing operations are located in Santa Barbara, California, and MEMS design and fabrication is located in Ithaca, New York.

Cornell Connection

Calient Networks' microelectromechanical technology originated with research done in Cornell's School of Electrical and Computer Engineering. As part of the acquisition of Kionix, Calient assumed ownership or exclusive rights to nearly 80 MEMS patents and patent applications. A number of employees are Cornell graduates.

CEO/President:	Employees:
Tim Tighe	430; 250 in Ithaca
Founded:	**Revenue:**
1975	$27M

A Cornell Business and Technology Park Company

The CBORD Group, Inc.

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The CBORD Group is a worldwide provider of foodservice and nutrition services, software, and systems for campus-wide ID card programs, housing management, and cashless dining. Having recently acquired Diebold Card Systems Division, CBORD is now the dominant provider of cashless systems to the college and university, business and industry, and healthcare markets, with more than 750 installed cashless systems and over 100 campus housing systems under current management.

CBORD systems are used in colleges and universities, hospitals and nursing homes, business foodservices, correctional institutions, restaurants, grocery stores, theme parks, casinos, and even at the Olympic games. CBORD develops, markets, sells, installs, and supports its base of more than 4,000 clients from its headquarters in Ithaca. Additionally, CBORD hosts two annual user group conferences in Ithaca, attracting more than 500 participants annually. CBORD's information systems and services improve the operating performance and competitive advantage of its customers.

Cornell Connection

The company's founder is an alumnus of Cornell's College of Arts and Sciences and the Johnson Graduate School of Management. The CBORD Group grew out of a set of programs designed by the company's founder while a graduate student working in Cornell Dining.

CEO/President:	Employees:
Debra A. Scullary, Esq.	2
Founded:	**Revenue:**
2000	N/A

CEA Systems

Contact

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The mission of CEA Systems is to develop to a commercial standard and deploy, for commercial application, intellectual property held by the Cornell Research Foundation in the field of Controlled Environment Agriculture (CEA). CEA is a new paradigm in agriculture that leverages information technology to provide an ideal growth environment and means of communication for plants.

For many crops, biomass production exceeds that of conventional agriculture by two orders of magnitude or more. CEA is a safe, secure production system, addressing concerns for traditional food safety as well as providing containment of genetically modified organisms (GMO). Bypassing the traditional limitations of soil and climate, CEA offers a significant opportunity to return agriculture production to New York. The company's goal is to create a software-configurable, energy efficient module, suitable for production of a range of conventional and GMO crops. CEA also offers training in hydroponics, horticultural support, and contract research opportunities for customers.

Cornell Connection

CEA Systems is a joint venture with the Cornell Research Foundation. The company works cooperatively with the Department of Biological and Environmental Engineering and the Johnson Graduate School of Management. CEA Systems, founded by a Cornell graduate, has an exclusive license for a suite of intellectual property.

President:	Employees:
Bob Nascenzi	450; 88 in Ithaca
Founded:	**Revenue:**
1971	N/A

A Cornell Business and Technology Park Company

Claritas, Inc.

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www.claritas.com

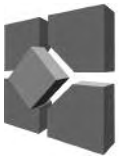
Claritas is a marketing information resources company dedicated to helping companies engaged in consumer and business-to-business marketing. The company is dedicated to maximizing clients' profitability with targeted and measurable marketing programs and enterprise-wide technology solutions.

Claritas provides business intelligence, tools, and services that enable clients to reduce the cost of customer acquisition and grow customer value. The company is committed to delivering innovative, high-quality products and services through an exceptional combination of information, technology, insight, and customer support. Claritas operates in an ethnical manner with utmost integrity and recognizes the company's responsibility for improving the quality of life in our communities.

Cornell Connection

A Cornell graduate founded NPDC, which later became Claritas. The company also interacts with Cornell faculty.

CEO/President:	Employees:
Mary Kane	10
Founded:	**Revenue:**
1994	N/A



Concept Systems, Inc. (CSI)

Contact

401 E. State Street
Suite 402
Ithaca, NY 14850-4409

P: (607) 272-1206
F: (607) 272-1215
E: csiinfo@conceptsystems.com

www.conceptsystems.com

Concept Systems creates team intelligence by combining the knowledge, information, and beliefs of stakeholders to answer mission-critical questions; frame an action plan; and assess progress, performance, and success. CSI's products and services enable awareness of issues, shared agreement, and commitment to action on the issue. Clientele include federal agencies, corporations, and small companies and organizations.

Cornell Connection

The software was developed by a Cornell professor in the Department of Policy Analysis and Management in the College of Human Ecology, who also cofounded CSI. The company provides software licenses to Cornell faculty and graduate students who wish to use The Concept System® in their research. The company also explores post-doctoral opportunities for Cornell graduate students giving them the opportunity to work with CSI and its clients to enhance student research.

VP/Visual Producer:	Employees:
Chris Pelkie	2
Founded:	**Revenue:**
1995	N/A

Conceptual Reality Presentations, Inc. (CRPInc)

Contact

30 W. Meadow Drive
Ithaca, NY 14850-9015

P: (607) 257-8335
E: crp11@cornell.edu

Conceptual Reality Presentations provides experienced consulting and production of data-based computer graphic images for analysis, videotape and web animation for presentation, and special effects graphics for marketing. The company's specialty is the conceptualization and conversion of technical data for high-tech businesses and industries. Data of any size or complexity can be transformed into meaningful graphic imagery and animation for in-house analysis and for presentation to clients and customers. CRPInc produces broadcast-quality video productions for any business application and provides special effects animations to other media producers. The company's goal is to make complexity comprehensible.

Cornell Connection

CRPInc's corporate partnership with the Cornell Theory Center provided the company with access to state-of-the-art scientific visualization computing equipment and video production facilities. The principals are Cornell graduates and long-time staff members. The company's founder has 11 years of experience as a scientific visualization producer at the Cornell Theory Center.

Owner:	Employees:
Stephen T. Cummins	3
Founded:	**Revenue:**
1993	N/A

Cummins Nursery, Inc.

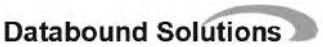
Contact

1408 Trumansburg Road Ithaca, NY 14850	**P:** (607) 273-9544	**www.cumminsnursery.com**
4233 Glass Factory Bay Geneva, NY 14456	**P:** (315) 789-7083 **E:** jnc1@localnet.com	

Cummins Nursery is focused on the production of disease-resistant fruit trees from breeders at the Cornell Agricultural Experiment Station in Geneva, New York, and other institutions, and the production of the new disease-resistant apple rootstocks developed by the Cornell-Geneva breeding team. The nursery also produces heirloom apple varieties; cherry trees, including the new self-fertile varieties from Cornell-Geneva; fire-blight resistant pears; and the newest varieties of plums.

Cornell Connection

The owner's father was the apple rootstock breeder at the Cornell Agricultural Experiment Station in Geneva for 30 years and was part of the team that developed the Geneva series of resistant rootstocks. Cummins Nursery licenses the Geneva apple rootstock series. The owner maintains close contacts with Cornell faculty and research pomologists at Geneva.



President:	Employees:
Paul Martin	3
Founded:	**Revenue:**
1998	N/A

A Cornell Business and Technology Park Company

Data Bound Solutions, Inc.

Contact

Langmuir Laboratory
Box 1029
95 Brown Road
Suite 224
Ithaca, NY 14850

P: (877) 327-3683
F: (877) 327-3683
E: pmartin@databound.com

www.databound.com

Data Bound Solutions provides mainframe integration and data management applications to the healthcare and financial industries. Clients include several hospitals ranging from large university hospitals with nearly 1,000 doctors to community hospitals with only 50. The company specializes in managing large volumes of data and moving the data between systems to facilitate information sharing, which can help facilities improve financial benchmarks and make better management decisions.

Cornell Connection

In addition to utilizing incubator space in the Cornell Business and Technology Park, the company depends upon the technically educated workforce fostered by Cornell University.

CEO:	Employees:
Paul F. Velleman, Ph.D.	10
President:	**Revenue:**
John C. Sammis	N/A
Founded:	
1986	

Data Description, Inc.

Contact

840 Hanshaw Road	**P:** (607) 257-1000	**www.datadesk.com**
Suite 9	**F:** (607) 257-4146	
Ithaca, NY 14850	**E:** sales@datadesk.com	

Data Description creates, sells, and supports effective data exploration and visualization solutions that help solve business, engineering, and scientific problems. The company also produces, sells, and supports content-rich multimedia-training products based on its MediaDX author and viewer technology. Data Description has been creating and selling innovative products for more than 18 years. The company will continue to grow its partnerships to develop specialized data analysis applications and high-quality multimedia courseware.

Among several key accomplishments, the company completed and shipped ActivEpi, a multimedia epidemiology course. ActivEpi was funded by a Small Business Innovative Research contract from the Center for Disease Control and is sold by Springer Verlag. Data Description has signed several new international distributors for the company's Data Desk products.

Cornell Connection

The company's CEO is a Cornell professor in the Department of Social Statistics in the Cornell School of Industrial and Labor Relations. The president graduated from Cornell's Johnson Graduate School of Management. Data Description hires Cornell graduates and has partnered with Cornell faculty on the development of multimedia courseware products.

President:	Employees:
Hubert Lobo	9
Founded:	**Revenue:**
1995	N/A

A Cornell Business and Technology Park Company

DatapointLabs, LLC

Contact

Langmuir Laboratory
Box 1017
95 Brown Road
Suite 102
Ithaca, NY 14850-1294

P: (607) 266-0405
F: (607) 266-0168
E: gandhi@datapointlabs.com

www.datapointlabs.com

DatapointLabs is an expert materials testing company providing testing services for polymers, plastics, rubber, food, ceramics, and metals. The company's name has become synonymous with expertise in material models and properties for CAE engineering design and on-time delivery of precision, design-quality properties. DatapointLabs TestPaks™ provide design analysts with the unparalleled convenience of "load & go" material models for over a dozen CAE programs. Fully equipped with modern instruments and expert personnel, DatapointLabs is a one-stop source for physical properties of materials in the solid and melt state, including mechanical, rheological, thermal, pvT, DMA, impact, fatigue, and creep. The company is a world leader in materials testing for product development. DatapointLabs is also the first fully web-enabled materials testing company.

Cornell Connection

The company was founded by Cornell alumni. DatapointLabs also works with Cornell researchers and scientists on long-term projects.

President:	Employees:
Om P. Gupta	25
Founded:	**Revenue:**
1975	N/A

Digicomp Research Corporation

Contact

930 Danby Road
Ithaca, NY 14850-5720

P: (607) 273-5900
F: (607) 273-8779
E: elkins@digicomp.com

www.digicomp.com

Digicomp Research Corporation is a software development organization that provides software contract services and develops software-intensive products for government and industry. Digicomp has extensive experience in applications that involve tracking and control of aircrafts. The company has worked in a variety of application areas, including simulation, control, radar data processing, mapping, and graphics display systems.

Cornell Connection

Digicomp was founded by Cornell engineering graduates. Cornell faculty members serve as consultants to the company.

DLtech

President:	Employees:
David C. Ludington, Ph.D.	3
Founded:	**Revenue:**
1996	N/A

A Cornell Business and Technology Park Company

DLtech, Inc.

Contact

Langmuir Laboratory
Box 1003
95 Brown Road
Suite 244
Ithaca, NY 14850

P: (607) 266-6401
F: (607) 266-7037
E: DLtech@clarityconnect.com

DLtech serves agriculture through leading-edge electrotechnology. The company provides engineered electrotechnology, research, and educational services that enable farmers to produce a better product, conserve energy, and improve profitability.

Cornell Connection

The company's president is a retired faculty member in Cornell's Department of Biological and Environmental Engineering.

President:	Employees:
Susan N. Boutros, Ph.D.	15
Founded:	**Revenue:**
1987	N/A

Environmental Associates, Ltd.

Contact

24 Oakbrook Drive
Ithaca, NY 14850

P: (607) 272-8902
F: (607) 256-7092
E: info@eal-labs.com

www.eal-labs.com

Environmental Associates serves the drinking water and wastewater industries with testing and research on waterborne pathogens, including enteric viruses and parasites such as *Giardia* and *Cryptosporidium*. The testing is used in a wide variety of circumstances, from watershed monitoring to the development of new water treatment processes and devices. Since its inception, the company has been active in the development of improved testing methods. The company is 8(a) Small Disadvantaged Business (SDB) and Woman Business Enterprise (WBE) classified for federal contracts.

Cornell Connection

Environmental Associates collaborates with Cornell researchers through grants from Cornell's Center for Advanced Technology (CAT) in Biotechnology to develop innovative assays for pathogens of environmental concern. The Ithaca area provides a unique location rich in resources with a highly skilled labor force critical to the expansion and diversification of the company.

President:	Employees:
Robert S. Miller	25
Founded:	**Revenue:**
1936	$4M

Evaporated Metal Films, Inc. (EMF)

Products: Riofoto
Quartz thin film thickness monitoring crystals

Contact

289 Cherry Street
Ithaca, NY 14850

P: (800) 456-7070
F: (800) 456-3227
E: info@emf-corp.com

www.emf-corp.com

Evaporated Metal Films (EMF) has provided over seventy years of continuous technological advances in the area of thin film coatings. It is in its third generation of family leadership, and the company is a woman-owned business. The company provides thin film coatings for a wide range of optical, conductive, and decorative applications. The company's capabilities include coating design, specification development, and prototype-to-production project management. EMF coats glass, metal, ceramic, and plastic substrates from 1mm up to 2.3 meters. Customers are in industries such as aerospace, military, instrumentation, vision, lighting, and automotive.

Cornell Connection

Evaporated Metal Films was founded by a Cornell alumnus as the result of a Cornell Ph.D. thesis in vacuum-deposited aluminum coatings. The company continues to pursue research interactions with Cornell.

CEO:	Employees:
Paul Sellew	9
Founded:	**Revenue:**
1996	$1M

Fingerlakes Aquaculture, Inc.

Contact

P.O. Box 126
502 E. Cortland Road
Groton, NY 13073

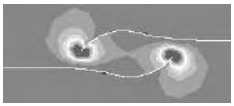
P: (607) 898-7684
F: (607) 898-3912
E: indoorfish@indoorfish.com

www.indoorfish.com

Fingerlakes Aquaculture is a high-tech seafood production and processing company specializing in indoor recirculating aquaculture. The facility, approximately 40,000 square feet in area, has a production capacity of 1.25 million pounds of tilapia *(Oreochromis niloticus)* per year. Currently, Fingerlakes Aquaculture is selling all of its tilapia product to the live market with the long-term goal of selling processing tilapia fillets into the mainstream U.S. whitefish market.

Cornell Connection

Fingerlakes Aquaculture utilizes technologies and techniques that were developed by the Cornell Aquaculture Program. The company's founder and scientific adviser is a faculty member in Cornell's Department of Biological and Environmental Engineering. Fingerlakes Aquaculture uses licensed Cornell technology and highlights these resources as crucial to its success.



President:	Employees:
Anthony R. Ingraffea	3
Founded:	**Revenue:**
1988	N/A

Fracture Analysis Consultants, Inc. (FAC)

Contact

121 Eastern Heights Drive
Ithaca, NY 14850-6345

P: (607) 257-4970
F: (607) 257-4970
E: ari1@cornell.edu

www.cfg.cornell.edu

Fracture Analysis Consultants provides computer-based failure analysis, product and process redesign, and life-prediction capabilities to the aerospace, turbomachinery, petrochemical, and automotive industries. The company has unique finite and boundary element–based software for simulating the initiation and propagation of cracks in metallic, concrete, rock, and composite structures. The company's signature service is interactive consulting in which FAC works to educate engineering and management personnel in the underlying principles and use of the company's software, while also assisting in the solution for the target problem. FAC is also developing commercial state-of-the-art simulation software for the U.S. Navy and Air Force.

Cornell Connection

A Cornell faculty member and two former doctoral students founded the company. Research from Cornell continues to add to the company's knowledge and experience. Cornell research also inspired commercial versions of the software.

CEO:	Employees:
John P. Reilly	2
Founded:	**Revenue:**
2003	N/A

A Cornell Business and Technology Park Company

Gendyne Therapeutics, Inc.

Contact

Langmuir Laboratory	**P:** (607) 257-0945	**www.gendyne.biz**
Box 1005	**F:** (607) 697-0402	
95 Brown Road	**E:** info@gendyne.biz	
Suite 220		
Ithaca, NY 14850		

Gendyne Therapeutics is developing next generation non-viral delivery systems for the new class of RNA Interference (RNAi) drugs. Capitalizing on recent nanotechnology innovations, Gendyne provides solutions for the well-known in vivo bottleneck that must be overcome before RNAi drug therapies can begin to improve patients' lives.

Cornell Connection

The company was founded by Nanobiotechnology Center classmates interested in commercializing technology developed in the School of Chemical Engineering. The company licensed Cornell technology and continues a close partnership with the university. It is also a grant recipient of the Center for Advance Technology in Biotechnology.

CEO/President:	Employees:
Colin Hill	22
Founded:	**Revenue:**
2000	N/A

A Cornell Business and Technology Park Company

Gene Network Sciences, Inc. (GNS)

Contact

53 Brown Road
Ithaca NY 14850

P: (607) 257-0332
F: (607) 257-5428
E: info@gnsbiotech.com

www.gnsbiotech.com

Gene Network Sciences is a biosimulation company that creates cell and organ-level computer models able to simulate the clinical performance of drugs and drug candidates. GNS creates models in several therapeutic areas, including oncology and cardiovascular medicine, and for safety and toxicity evaluation. By predicting how and why specific compounds impact human biology, GNS helps pharmaceutical companies improve clinical trial success rates and bring safer, more effective drugs to market.

GNS customers and collaborators include Novartis, Johnson & Johnson, the Mary Crowley Medical Research Center, Cornell University, University of California at San Diego, Harvard Medical School, Brown University, and McGill University. The company has been awarded more than $7 million in grants from the National Institutes of Health, the National Institute of Standards and Technology, and the Department of Energy.

Cornell Connection

Gene Network Sciences was founded by two Cornell physics graduate students and was aided by Cornell faculty and an alumnus. The company has a number of joint research projects with Cornell faculty from various departments. GNS also uses licensed Cornell technology. GNS was the first company invested in by Big Red Ventures of the Johnson Graduate School of Management.

President:
Dave Hileman

CEO:
R. Douglas Wilson

Founded:
1938

Employees:
800; 60 in Ithaca

Revenue:
$78.4M

Genex Cooperative, Inc.

Contact

P.O. Box 469
Shawano, WI 54166
P: (715) 526-2141
F: (715) 526-3219
E: info@crinet.com
www.crinet.com

522 Sheffield Road
Ithaca, NY 14850
P: (607) 272-2011

Genex supplies dairy and beef cattle genetics—semen and breeding service—to dairy and beef producers throughout the world. This member-owned farmer cooperative has 27,000 members and thousands of nonmember patrons. Genex is a subsidiary of Cooperative Resources International, a Wisconsin-based holding cooperative.

Cornell Connection

Genex funds research performed by the physiology group and the genetics group in Cornell's Department of Animal Science, College of Agriculture and Life Sciences. Genex works closely with the veterinarians of the Large Animal Clinic of Cornell's College of Veterinary Medicine to monitor the health program and treat any health problems that occur within Genex's herd. The company also works closely with the Diagnostic Laboratory to monitor the health program and to complete a comprehensive series of health tests on Genex's livestock.

GRAMMATECH, INC.

CEO:	Employees:
Tim Teitelbaum, Ph.D.	25
Founded:	**Revenue:**
1988	N/A

GrammaTech, Inc.

Contact

317 N. Aurora Street
Ithaca, NY 14850

P: (607) 273-7340
F: (607) 273-8752
E: mzarins@grammatech.com

www.grammatech.com

GrammaTech develops and markets programming tools that increase programmer productivity and reduce errors. Commercial products include CodeSonar™, a C/C++ code analyzer that finds buffer overruns, null-pointer dereferences, and many other errors; CodeSurfer™, a software inspection tool for C/C++ and machine code; the Synthesizer Generator™, a CASE tool generator; and Ada-ASSURED™, a language-sensitive editor and coding standards enforcement tool for Ada programmers.

Cornell Connection

The company was founded by a Cornell computer science professor and a former doctoral student.

President:	Employees:
R. Kenneth Horst, Ph.D.	5
Founded:	**Revenue:**
1992	N/A

A Cornell Business and Technology Park Company

H & I Agritech, Inc.

Contact

Langmuir Laboratory
Box 1030
95 Brown Road
Suite 217
Ithaca, NY 14850

P: (607) 266-0181
F: (607) 266-0193
E: rkh1@cornell.edu

H & I Agritech appraises, manages, and conducts basic and applied research in agriculture, biology, and the ecological studies. The company strives to uncover new knowledge and skills that will profit agriculture and improve the well-being of all people. The discovery, development, and marketing of new products resulting from this knowledge is the vehicle for rewarding the company's investors, and for contributing to the economic development of the community and the welfare of the environment.

Cornell Connection

The company is a spin-off of Cornell research on biocompatible chemicals for controlling plant diseases and pests. The company's president is a professor emeritus in the Department of Plant Pathology.

President:	Employees:
Richard H. J. Warkentin, Ph.D.	2
Founded:	**Revenue:**
1999	N/A

Harvester Technology, Inc. (HTI)

Contact

104 Sperry Lane
Lansing, NY 14882-8861

P: (607) 533-4018
F: (607) 533-4018
E: rw19@cornell.edu

home.twcny.rr.com/htihome

Harvester Technology develops, manufactures, and markets laboratory equipment. Harvester's first product was the Matrix Mill, a device that reduces by 95 percent the time required to extract PCR-ready DNA from plant and animal tissue. Other products now available are an optical interface replacement for optical spectrometers, which increases their performance, and a device that improves the safety and quality of cutting thin material for end-grain inspection. A common denominator of Harvester's products is that they apply technology to solve problems documented in the laboratory market.

Cornell Connection

HTI's founder and president is a former faculty member of Cornell's Sibley School of Mechanical and Aerospace Engineering. A coinventor of the Matrix Mill is also a former Cornell faculty member; the inventor of the optical interface is a Cornell staff member and graduate student. HTI has licensed both technologies from Cornell University.

President:	Employees:
Kenneth W. Wang	1
Founded:	**Revenue:**
2003	N/A

A Cornell Business and Technology Park Company

Hybrid Silica Technologies, Inc. (HST)

Contact

Langmuir Laboratory
Box 1033
95 Brown Road
Suite 229
Ithaca, NY 14850

P: (607) 257-8835
F: (607) 257-8835
E: swengo@hybridsilica.com

www.hybridsilica.com

Hybrid Silica Technologies makes fluorescent silica nanoparticles (CU Dots), mesoporous materials, and other nanostructured hybrid materials all based on sol gel chemistry. These materials have great potential as development tools for diagnostics and drug discovery.

HST identifies commercial applications for hybrid silica materials and conducts ongoing screening processes to assess the most attractive projects from a scientific and business perspective. HST team members have long-standing relationships with senior management in business development and R & D in numerous companies across a variety of industries. HST continues to seek suitable corporate partners for collaboration. The HST team has experience in structuring and closing transactions with large companies to secure external funding and to gain market access for innovative products.

Cornell Connection

A Cornell professor and a Ph.D. candidate in the Materials Science and Engineering Department, the scientists who invented CU Dots, have come together with scientific and business professionals to form HST. HST has exclusive access to the intellectual property held by the university for CU Dots and other sol gel-based nanostructured hybrid materials.

President:	Employees:
Christine A. Shoemaker	3
Founded:	**Revenue:**
1998	N/A

HydroMath, LLC

Contact

130 Mount Pleasant Road
Ithaca, NY 14850

P: (607) 255-9233
E: cas12@cornell.edu

HydroMath is an environmental and coastal consulting company. The company does modeling and computational analysis. HydroMath also produces software.

Cornell Connection

HydroMath was founded by two Cornell faculty members in Civil and Environmental Engineering.

President:	Employees:
William B. Streett, Ph.D.	3
Founded:	**Revenue:**
1993	$150,000–200,000

Impact-Echo Instruments, LLC

Contact

P.O. Box 3871
Ithaca, NY 14852-3871

P: (607) 738-1547
F: (607) 756-0808
E: weber@impact-echo.com

www.impact-echo.com

Impact-Echo Instruments is an acoustic, nondestructive test method for locating cracks, voids, and other flaws in plain, reinforced, and post-tension concrete and masonry structures, including bridges, highways, dams, buildings, and tunnels. It can also make accurate measurements of the thickness of concrete slabs, such as highway pavements, floors, and retaining walls. Impact-Echo Instruments manufactures and sells portable, computer-operated impact-echo test systems for on-site testing and evaluation of concrete and masonry structures.

Cornell Connection

The impact-echo method was invented and perfected by a Cornell professor of civil and environmental engineering. The president of Impact-Echo Instruments is dean of engineering emeritus at Cornell and is the author of the software used with the test systems marketed by the company. The company has licensed Cornell technology and continues to collaborate with Cornell faculty.

President:	Employees:
Sean E. Whittaker	42
Founded:	**Revenue:**
2000	N/A

INCODEMA, Inc.

Contact

407 Cliff Street
Ithaca, NY 14850

P: (607) 277-7070
F: (607) 277-5511
E: sales@incodema.com

www.incodema.com

INCODEMA manufactures accurate, detailed, sheet metal prototypes and small production runs extremely rapidly using computer-aided stamping technology. The company's CNC precision workstation, in combination with state-of-the-art CAD software, makes expensive and time-consuming tooling unnecessary. Miniature components are a specialty. INCODEMA also offers mechanical CAD and design services.

INCODEMA can produce prototypes in a wide range of materials, from carbon steel to plastics, incorporating operations such as contouring, embossing, riveting, and more. INCODEMA delivers quality and speed to its product development customers, including Borg Warner, Siemens, Motorola, and Eaton.

Cornell Connection

INCODEMA's location allows the company to pursue present and future opportunities to work with Cornell both as a resource and a client.

President:	Employees:
Joseph J. Gerardi	25
Founded:	**Revenue:**
1988	N/A

Innovative Dynamics, Inc. (IDI)

Contact

2560 N. Triphammer Road
Ithaca, NY 14850-1252

P: (607) 257-0533
F: (607) 257-0516
E: idi@idiny.com

www.idiny.com

Innovative Dynamics is a technology development corporation with expertise in electronics, sensors, signal processing, lasers, and acoustics. IDI develops intelligent transportation systems for improved aircraft and ground vehicle safety, especially when operating in hazardous winter weather conditions.

IDI has developed numerous innovative applications of its technology under contract with various government customers through Small Business Innovative Research (SBIR) grants, state-sponsored research, and private companies. These technologies have significant application to the transportation industry.

IDI invented a smart rubber deicing boot, an all-metal expulsive deicer boot (first to fly), a "shape memory alloy" deicer for helicopters (first to test), and pattern recognition software for finding mechanical defects and delaminations in structures. The company developed acoustic sensor technology for monitoring aircraft vibration and wiring failures, as well as for detecting contaminates in fluids and lubrication systems. IDI also developed a unique IR camera that measures highway weather and road surface conditions for the Department of Transportation, and is currently marketing the system to automobile manufactures as a "smart headlight" that alerts the driver to dangerous road conditions ahead, such as ice, snow, and fog.

IDI's vision is to work with strategic manufacturing partners to develop the technologies into salable products.

Cornell Connection

IDI's proximity to the university provides opportunities to use Cornell as a resource.

Insights International, Inc.

President:	Employees:
Ann Michel	2–5
VP:	**Revenue:**
Philip Wilde	N/A
Founded:	
1982	

Insights International, Inc.

Contact

P.O. Box 6401
Ithaca, NY 14851-6401
P: (607) 564-9422
F: (607) 564-9566
E: insights@electronranch.com
www.electronranch.com

10 Park Avenue
New York, NY 10016-4338
P: (212) 213-0097

Insights International is a documentary and interactive media design company specializing in technology transfer, science education, engineering subjects, and children's programming.

Insights produces videotapes, builds websites, and produces video and audio for websites as well as for other delivery systems. All production services feature the current broadcast formats: Betacam SP including 16/9 widescreen, Digital Betacam, and both off-line and on-line digital postproduction. Insights offers a full range of production services, from design, scripting, and shooting to on-line editing to standards conversion and duplication.

Having two locations, Ithaca and New York City, allows the company to better serve both the local and international needs of clients.

Cornell Connection

The company's proximity to the university enables its staff to use Cornell as a resource, as well as to recruit the university as a client. The two principals of the company are Cornell science graduates. The original concepts for technology transfer resulted from the academic research of one of the company's principals.

President:	Employees:
Peter M. Salmon	50; 32 in Ithaca
Founded:	**Revenue:**
1987	$3.5M; £1.25M (UK)

A Cornell Business and Technology Park Company

International Food Network, Inc.

Contact

35 Thornwood Drive
Ithaca, NY 14850

P: (607) 257-5129
F: (607) 257-4695
E: info@intlfoodnetwork.com

www.intlfoodnetwork.com

The International Food Network serves the international food and beverage industry, including ingredient manufacturers and consumer products companies. The company is a comprehensive product development laboratory. Services include concept and prototype development, process development and scale-up, commercialization, ingredient development and substitution, line extensions, product and process cost efficiencies, quality improvement, accelerated shelf-life testing, sensory testing and analysis, consumer testing, and naturalization.

Through the practical application of science and technology, the company brings to the market innovative new foods, beverages, and ingredients. The company lives by a service-oriented philosophy and constantly works to deliver the highest possible quality and value to clients.

In 2002, the company started a third subsidiary laboratory in Naples, Florida. This subsidiary, International Food and Nutrition Research has four employees. In 2004 the company moved into the newest building in the Cornell Business and Technology Park, occupying more than 10,000 square feet of laboratory space and planning to add another 1,000 square feet by the end of 2005.

Cornell Connection

Many of the company's employees are Cornell graduates. The company also utilizes Cornell's Department of Food Science research facility. The company, with three Cornell graduates, launched International Food Network, Ltd., in England in 1999, and another Cornell graduate started the Florida subsidiary. IFN also utilizes pilot plant and library facilities on the Cornell campus and continues its research interactions with the university.

CEO:	Employees:
Steve A. Ruoff	85
Founded:	**Revenue:**
1997	$9M

Ithaca Materials Research & Testing, Inc. (IMR)

Contact

131 Woodsedge Drive
Lansing, NY 14882

P: (607) 533-7000
F: (607) 533-9210
E: imr@imrtest.com

www.imrtest.com

Ithaca Materials Research and Testing is engaged in materials and product testing and failure analysis for a wide variety of industries. The company provides certification of metals, plastics, elastomers, coatings, circuitry, and complete products. The company also manages product recalls and assists manufacturers in designing robust products less prone to failure. A secondary mission is the development of new products through technology transfer and industry partnerships. Clients served include over 1,000 manufacturers in aerospace, automotive, electronics, consumer products, medical devices, and retail. IMR's services prevent serious injury due to defective products and protect manufacturers from losing millions of dollars due to poor materials selection.

IMR's resources now include 30,000 square feet of lab space and 65 employees in Ithaca, and an 8,000-square-foot and 12,000-square-foot facilities with an additional 20 employees in Charleston, South Carolina, and Louisville, Kentucky.

Cornell Connection

The company's CEO, a Cornell graduate, founded the company while doing consulting at Cornell. He currently serves on the Advisory Board for the Cornell Center for Materials Research. IMR test labs has performed research at the Cornell Nanofabrication Facility and is involved in the Entrepreneurship and Personal Enterprise Program, working with undergraduate and graduate students. Several principal technical staff members are Cornell graduates.

President:
Tony Eisenhut

Chief Scientific Officer:
Bruce Ganem

Founded:
2000

Employees:
4

Revenue:
N/A

KensaGroup, LLC

Contact

South Hill Business Campus
950 Danby Road
Suite 300
Ithaca, NY 14850

P: (607) 330-2307
F: (607) 330-2319
E: te@kensagroup.com

www.kensagroup.com

KensaGroup is an intellectual property (IP) development business dedicated to commercializing promising university-owned scientific discoveries in the fields of chemistry, biochemistry, chemical engineering, and computational modeling. KensaGroup's focus is on new technologies that meet a demand posed by looming economic or regulatory issues. KensaGroup's objective is to recognize novel technologies that may be developed from basic research. Then, KensaGroup provides the necessary scientific, professional, and financial bridges that lead from initial discovery to successful product development.

Cornell Connection

The company was founded by a Cornell graduate and a Cornell faculty member. KensaGroup originated with research performed in the Department of Chemistry and Chemical Biology, which was licensed exclusively from the Cornell Research Foundation.

CEO/President:	Employees:
Gregory J. Galvin	62
Founded:	**Revenue:**
1993	N/A

A Cornell Business and Technology Park Company

Kionix, Inc.

Contact

36 Thornwood Drive
Ithaca, NY 14850-1263

P: (607) 257-1080
F: (607) 257-1146
E: info@kionix.com

www.kionix.com

Kionix designs and manufactures microelectromechanical devices utilizing a proprietary MEMS technology known as plasma micromachining. This technology enables Kionix to create and produce moving silicon structures on the scale of microelectronics.

The company's business strategy is to exploit its technology across a wide array of market opportunities, ultimately building individual business units in the most significant sectors. In 2000, the success of Kionix's optical switching products resulted in the company's acquisition by Calient Networks, Inc. Prior to the acquisition, its inertial sensor and microfluidic businesses were spun out to a new company that continues the Kionix name. The company's current product focus continues to be on these two product lines for application in industries as diverse as automotive, biotechnology, and consumer electronics.

In October 2001, Kionix employees moved into a new world-class, 40,000-square-foot facility that was designed specifically to meet the needs of high-volume, high-yield MEMS manufacturing.

Cornell Connection

Kionix's microelectromechanical technology originated with research in Cornell's School of Electrical and Computer Engineering. Kionix has an exclusive license to the technology from the Cornell Research Foundation. The company's founders received their doctoral degrees from the College of Engineering, and two members of Kionix's board of directors are Cornellians while a third was on the Cornell faculty. Several employees are Cornell graduates.

CEO:	Employees:
Jon Greene	N/A
Founded:	**Revenue:**
2005	N/A

Laminare Technologies, Inc.

Contact

101 E. State Street #180
Ithaca, NY 14850

P: (607) 227-9194
E: jwg4@cornell.edu

www.laminare.com

Laminare Technologies develops innovative, small-scale (<10 watts) fuel cell technologies for portable electronic devices. The company is currently focused on R & D, with initial revenue from sublicensing its PM2™ (patent-pending planar micro-fluidic, membrane-less fuel cell) and DuaLyte™ (patent-pending dual electrolytic chemistry—alkaline fuel/acidic oxidant). The Cornell University-based research and management team will transition the company to a sales and marketing-based organization as salable units are introduced to the core portable electronic device markets in two years. Long-term revenues will be based on the sale of the PM2™ device to consumer and industrial electronics manufacturers. The company plans to commercialize these and other cutting-edge intellectual property developed at Cornell's Fuel Cell Institute and become an industry leader in fuel cell-based power solutions for portable electronic devices.

The robust market potential for the CatID™ technology (testing platform for rapid identification of efficacious catalysts) is driven by the demand for analytical tools to facilitate faster and cheaper new materials discovery techniques. The market for equipment and services related to combinatorial and high-throughput chemistry was estimated at $13 billion in 2005 across all potential sectors, with early adoption in the defense and pharmaceutical sectors.

Cornell Connection

The company was founded and is managed by a Cornell team including professors in the Departments of Chemistry and Chemical Biology and Chemical Engineering, the director for the Center for Sustainable Global Enterprise, and a former associate director of the Cornell NanoScale Science and Technology Facility.

Chair / CEO:	Employees:
Herbert O. Truesdale	7
Executive VP:	**Revenue:**
Thomas P. Hanna	N/A
Founded:	
1995	

Life Network Engineering Technologies, Inc. (LifeNET)

Contact

210 Eddy Street
Ithaca, NY 14850-4614

P: (607) 275-9360
F: (775) 213-7517
E: sbdg@life-net.info

www.life-net.info

Life Network Engineering Technologies produces and delivers internet products and information services for professionals in health and human services in the United States and around the world. LifeNET products provide solutions for persistent and pernicious problems in our human environment, beginning with the identification, prevention, and treatment of child abuse and neglect. Target markets served include health and medicine, human services, law enforcement, and education. LifeNET is the only worldwide provider of 100 percent internet-based resources in the field of child abuse and neglect. It is a global leader in knowledge acceleration in the medical aspects of child abuse.

In 2005, more than 300,000 people in 165 countries used LifeNET's child abuse prevention resources. Private membership subscription services, internet development contracts, and corporate sponsorships and endorsements provide the revenue of the corporation. LifeNET's strategic approach to internet enterprise is easily adapted to the needs of a variety of related markets.

Cornell Connection

From 1995 to 1999, LifeNET collaborated with Cornell's internationally respected Family Life Development Center (FLDC) in the creation and support of early efforts at child abuse prevention on the internet. FLDC continues to be a key partner and member of LifeNET's Child Abuse Prevention Network. Cornell is a major resource to LifeNET for collaborative research and development.

President:	Employees:
Priscilla A. Tennant	12
Founded:	**Revenue:**
1991	N/A

A Cornell Business and Technology Park Company

Marmotech, Inc.

Contact

Langmuir Laboratory
Box 1040
95 Brown Road
Suite 277–279
Ithaca, NY 14850

P: (607) 275-9710
F: (607) 275-0907
E: ptenn1963@aol.com

4 Sunny Knoll
Ithaca, NY 14850

Marmotech conducts research on viral hepatitis and focuses on the discovery and development of antiviral drugs. Collaborators include large pharmaceutical companies and early-stage U.S. and international biotechnology companies. The goal is to develop and improve methods for treatment and prevention of hepatitis B, C, and delta virus infections, cirrhosis of the liver, and primary liver cancer.

The company has become the world leader in the commercial use of the woodchuck in viral hepatitis research and in antiviral drug discovery and development.

Cornell Connection

In close collaboration with Cornell University scientists, a new class of compounds has been identified with potent antiviral activity against the hepatitis C virus family.

CEO/President:	Employees:
Hubert Lobo	3
Founded:	**Revenue:**
2002	N/A

A Cornell Business and Technology Park Company

Matereality, LLC

Contact

Langmuir Laboratory
Box 1017
95 Brown Road
Suite 102
Ithaca, NY 14850-1294

P: (607) 257-1784
F: (607) 266-0168
E: info@matereality.com

www.matereality.com

Matereality presents a Material Data Management (MDM) solution for global access and organized sharing of traceable material properties in a secure manner within and across enterprises. Matereality has capabilities beyond the simple properties viewable in most databases; it permits exchange of rich information about real material behavior between material suppliers, CAE vendors, and end users.

Globally distributed companies can now compartmentalize and manage their own material data on the same platform from which they access relevant documented material properties from suppliers and others. Material suppliers can publish or selectively distribute their data instantly across the globe. Submission of materials to large OEMs for certification becomes automatic and effortless. CAD/CAE companies can leverage Matereality to pipe in application-appropriate data models seamlessly, enhancing ease of use and design confidence. Material testing companies are using Matereality Data Delivery Service (DDS), thus populating it with growing collections of relevant material properties of immediate value for VPD.

Cornell Connection

The company was founded by Cornell alumni.

President:	Employees:
Terrill M. Moore	30
Founded:	**Revenue:**
1995	N/A

MCCI

Contact

3520 Krums Corners Road
Ithaca, NY 14850-9540

P: (607) 277-1029
F: (607) 277-6844
E: info@mcci.com

www.mcci.com

MCCI is the leading independent software vendor for USB drivers and firmware cell phones. MCCI staff helped to develop the USB specifications, and chair the USB-IF Device Working Group and the Communication Device Class committee. A privately held New York corporation, MCCI has headquarters in Ithaca, New York, and sales and engineering offices worldwide.

Cornell Connection

MCCI's manager of operations and customer support coordinator are Cornell alumni. The company's president has participated with Cornell in international and regional meetings.

President:	Employees:
Robert E. Thorne, Ph.D.	4
Founded:	**Revenue:**
2004	N/A

A Cornell Business and Technology Park Company

Mitegen, LLC

Contact

Langmuir Laboratory
Box 1034
95 Brown Road
Suite 135
Ithaca, NY 14850

P: (607) 266-8877
F: (607) 697-0400
E: info@mitegen.com

www.mitegen.com

Mitegen develops, manufactures, and distributes tools for crystallization and molecular structure determination of proteins, viruses, and pharmaceutical compounds, with a particular focus on products for high-throughput structural genomics. We currently sell to academic and government laboratories and pharmaceutical companies in more than 25 countries.

Cornell Connection

Mitegen was founded by its president, a professor in Cornell's physics department, to commercialize technologies developed in his Cornell research group. The Cornell Nanoscale Science and Technology Facility and the Cornell High Energy Synchrotron Source are important to Mitegen's product development.

CEO/President:	Employees:
A. Roland Thomas	377; 26 in Ithaca
Founded:	**Revenue:**
1978	$64.4M

Moldflow Corporation

Contact

R & D Office
2353 N. Triphammer Road
Ithaca, NY 14850-1011

P: (607) 257-4280
F: (607) 257-6355

www.moldflow.com

Headquarters
492 Old Connecticut Path
Suite 401
Framingham, MA 01701

Moldflow Corporation provides software solutions that enhance the design, analysis, and manufacture of injection molded plastic parts. Companies in the automotive, consumer goods, electronics, and medical industries are among those who use Moldflow solutions to address part and mold design optimization issues as well as to maximize productivity and profitability on the manufacturing floor. Headquartered in Framingham, Massachusetts, Moldflow has offices and R & D centers in the U.S., Europe, Australia, and the Asia-Pacific region.

Moldflow is the established brand name in the software industry for plastics. Moldflow is an IPO company (NASDAQ-MFLO).

Cornell Connection

Moldflow acquired C-MOLD in April 2000. C-MOLD, established in Ithaca in 1986, licensed technology developed at the Cornell Injection Molding Program (CIMP), which applies scientific principles to the plastic injection molding process.

President:	Employees:
Donald H. Bilderback, Ph.D.	2
VP:	**Revenue:**
Margaret E. Rich	N/A
Founded:	
1981	

A Cornell Business and Technology Park Company

Multiwire Laboratories, Ltd.

Contact

Langmuir Laboratory
Box 1018
95 Brown Road
Suite 165A
Ithaca, NY 14850

P: (607) 257-3378
F: (607) 257-3378
E: salesinfo@multiwire.com

www.multiwire.com

Multiwire Laboratories develops and manufactures products for rapid x-ray orientation of single crystals by the back-reflection Laue method. Industrial and academic laboratories utilize the real-time detector, motorized orientation stages, and computer analysis of back-reflection images to characterize or determine the orientation of the lattice planes in a variety of crystal materials such as silicon, gallium arsenide, calcium fluoride, sapphire, geological minerals, and turbine blades.

Cornell Connection

The original technology was developed at Cornell under the direction of the company's president.

President:	Employees:
Richard A. Peterson	1
Founded:	**Revenue:**
2003	N/A

A Cornell Business and Technology Park Company

Northeast Agriculture Technology Corporation (NATC)

Contact

Langmuir Laboratory
Box 1002
95 Brown Road
Suite 244
Ithaca, NY 14850

P: (607) 266-9007
F: (607) 266-9008
E: natc244@verizon.net

The mission of Northeast Agriculture Technology Corporation is to merge technology and common sense to promote and foster the advancement of agriculture through sound energy applications. Our clientele includes farm operators, electric utility agricultural service groups, and other agricultural consulting companies.

Cornell Connection

NATC's owner and president is a 1970 graduate of Cornell University. Since graduation, he has worked closely with numerous Cornell faculty and staff on a variety of energy-related research and practical energy applications projects.

CEO:	Employees:
Scott Allen, Ph.D.	7
Founded:	**Revenue:**
2004	N/A

Novomer

Contact

950 Danby Rd.
Ithaca, NY 14850

P: (607) 330-2307
E: sda@novomer.com

www.novomer.com

Novomer is a specialty polymer and materials company built upon a breakthrough catalyst technology platform discovered by a Cornell University professor of Chemistry and Chemical Biology. Novomer's patented catalyst systems provide unprecedented control in the synthesis of a variety of materials, including aliphatic polycarbonates, poly (hydroxyalkanoates), and polyolefins.

Novomer's aliphatic polycarbonates are synthesized through the copolymerization of epoxides and CO_2. Despite a wide range of applications, aliphatic polycarbonates are currently manufactured on a small scale. Novomer's catalyst technology is the key to unlocking the potential of this next generation thermoplastic.

In addition to the unique properties of this thermoplastic, aliphatic polycarbonates have the added benefit of being synthesized from CO_2, a known greenhouse gas. Additionally, these plastics are biodegradable and biocompatible, thus reducing their environmental impact.

Novomer has synthesized a new aliphatic polycarbonate from completely renewable starting materials. A plastic synthesized from a limonene derivative and CO_2 has recently been accomplished. Limonene is a byproduct of the citrus juice. Poly (limonene carbonate) is a thermoplastic derived wholly from renewable feedstocks and has properties similar to polystyrene.

Cornell Connection

Novomer was founded and launched by a Cornell professor and former Ph.D. student in Chemistry and Chemical Biology and by KensaGroup, LLC.

Manager (Ithaca):	Employees:
Robert Rieger	1,200; 3 in Ithaca
Founded:	**Revenue:**
1994	$230M

Nuance Communications, Inc.

Contact

Ithaca, New York, Group	**P:** (607) 330-0897	**www.nuance.com**
	E: robert.rieger@nuance.com	
Worldwide Headquarters	**P:** (781) 565-5000	
1 Wayside Road	**F:** (781) 565-5001	
Burlington, MA 01803		

Nuance is the global leader in speech technologies and services. The company develops speech recognition, text-to-speech, and speaker verification software for network and embedded applications, including new multimodal devices with both an audio interface and visual display. Customers include telephone carriers, corporations, and government organizations, such as the National Weather Service, Amtrak, United Airlines, Boeing, Credit Lyonnais, Deutsche Telekom, Microsoft, and TD Waterhouse Australia.

The Ithaca group focuses on creating custom speech solutions for industries, such as automakers and mobile hardware manufacturers, and on developing text-to-speech software, including RealSpeak and ETI-Eloquence. RealSpeak and ETI-Eloquence are used in a wide variety of applications, including over-the-phone unified messaging, voice portals, navigation readers in vehicles, and screen readers for blind computer users.

Cornell Connection

The director and lead scientist of the former company SpeechWorks and founder of Eloquent Technology (prior to SpeechWorks) is an adjunct associate professor in Cornell's Department of Linguistics. The ETI-Eloquence synthesis product is an outgrowth of a synthesis system developed as part of doctoral work at Cornell.

President/CSO:	Employees:
Rajindra Aneja, Ph.D.	7
Founded:	**Revenue:**
1984	N/A

A Cornell Business and Technology Park Company

Nutrimed Biotech

Contact

Langmuir Laboratory
Box 1037
95 Brown Road
Suite 275
Ithaca, NY 14850-1257

P: (607) 257-1166
F: (607) 257-1571
E: nutrimedbt@aol.com

Based on the company's expertise in lipid materials for biomedicine and nutrition, Nutrimed Biotech has developed and patented novel platforms for drug delivery, innovative research tools for cellular and nuclear signaling, and diagnostics and HTS drug discovery screens.

Nutrimed's patented drug delivery technologies include new systems of molecular canopies for controlled and targeted delivery of small molecule and polymeric drugs. These systems are applied for delivery of cytotoxics, bioactive peptides and proteins, and therapeutic nucleotides and genes. Related technologies create non-immunogenic cell surfaces useful in blood substitutes and biocompatible surfaces for implants. The technology is also applied in controlled surface display of oligosaccharide and peptide antigens in vaccine preparation.

Nutrimed's patented research tools are based on cellular signaling via phosphoinositide-specific phospholipase, kinase, and phosphatase enzyme families. These tools include novel phosphoinositide reagents for diagnostics and high throughput drug discovery screens in cancer, diabetes, and inflammation.

Cornell Connection

The founder of the company is a former visiting professor of biochemistry at Cornell. Nutrimed Biotech conducts collaborative research with Cornell and retains Cornell faculty members as consultants.

President:	Employees:
Frank C. Bonamie	32
Founded:	**Revenue:**
1978	$70M

A Cornell Business and Technology Park Company

Ongweoweh Corp.

Contact

767 Warren Road
P.O. Box 3300
Ithaca, NY 14852-3300

P: (607) 266-7070
F: (607) 266-7085
E: fbonamie@ongweoweh.com

www.ongweoweh.com

Ongweoweh Corp. is a national provider of pallet management service to Fortune 500 companies. The company's focus is to reduce material handling and product waste by utilizing our software and computer design expertise.

Cornell Connection

The company's founder and president is a founder of Cornell's American Indian Program and continues to work closely with the program, as well as providing a full scholarship for American Indians. The company also provides internships for Cornell students.

President:	Employees:
Jeanette S. Felix, Ph.D.	5
Founded:	**Revenue:**
1998	N/A

A Cornell Business and Technology Park Company

OptiGen®, LLC

Contact

767 Warren Road
Suite 300
Ithaca, NY 14840

P: (607) 257-0301
F: (607) 257-0353
E: genetest@optigen.com

www.optigen.com

OptiGen® is a private genetic service company that provides testing for certain inherited diseases to owners of purebred dogs, breeders, and their veterinarians.
The company's core tests detect carrier and affected status for various inherited eye diseases: for example, seven types of progressive retinal atrophy and night blindness. The company's goal is to implement tests for additional types of inherited diseases in multiple pure breeds. The company has achieved growth and relative stability with an increase in the number of tests performed and with the cultivation of an international market.

Cornell Connection

The company's core tests for eye diseases in purebred dogs were developed at Cornell. Two of the company's principal founders are faculty and staff at Cornell's James A. Baker Institute for Animal Health, College of Veterinary Medicine. The company uses licensed Cornell technology and continues to pursue research interactions with the university.

President:	Employees:
Sam McLafferty	30
Founded:	**Revenue:**
1984	N/A

Palisade Corporation

Contact

798 Cascadilla Street
Ithaca, NY 14850

P: (607) 277-8000
F: (607) 277-8001
E: sales@palisade.com

www.palisade.com

Palisade Corporation is the global leader in software add-ins for risk and decision analysis. The company's products are used by analysts and managers in industry, government, and education to improve analysis and decision making. Palisade software products include @RISK, PrecisionTree, RISKOptimizer, NeuralTools, StatTools, and the DecisionTools Suite. Palisade's mass spectrometry division develops reference databases and software for mass spectrometry data systems.

Cornell Connection

Palisade works closely with faculty in Cornell's Department of Chemistry and Chemical Biology in developing mass spectrometry programs. The company has provided risk and decision analysis software and training to students in the Johnson Graduate School of Management and the School of Hotel Administration. Palisade has also partnered with the School of Operations Research and Industrial Engineering on graduate research projects.

President:	Employees:
Deborah C. Hoard	5
Founded:	**Revenue:**
1980	N/A

PhotoSynthesis Productions, LLC

Contact

418 N. Tioga Street
Ithaca, NY 14850-4229

P: (607) 272-4242
F: (607) 272-4241
E: contact@photosynthesisproductions.com

www.photosynthesisproductions.com

PhotoSynthesis Productions offers complete film, video, DVD, and motion graphic production services. The company's client list includes the National Geographic Society, national PBS-TV, Cornell University, and Ithaca-area businesses. PhotoSynthesis productions are supported by the National Science Foundation, the Ford Foundation, MetLife, and others. The company offers a wide range of delivery options—including television broadcast, on-line streaming, and direct distribution to homes and classrooms worldwide.

Cornell Connection

The company was founded by two Cornell graduates and has close ties with many Cornell faculty and staff members, who have been resources as well as clients.

CEO/President:	Employees:
Krishna Gupta, Ph.D.	20
Founded:	**Revenue:**
1978	N/A

Porous Materials, Inc.

Contact

Warren Road Business Park
20 Dutch Mill Road
Ithaca, NY 14850-1298

P: (607) 257-5544
F: (607) 257-5639
E: kg@pmiapp.com

www.pmiapp.com

Porous Materials designs and manufactures instruments for pore structure characterization of materials. The company also provides contract testing services and consulting services.

Cornell Connection

PMI was founded by the company's president, who is a Cornell alumnus.

Prescient Code Solutions

President:	Employees:
Daniel R. Allen	4
Founded:	**Revenue:**
1996	N/A

Prescient Code Solutions

Contact

Box 6642
Ithaca, NY 14851-6642

P: (519) 575-3733
E: daniel@coder.com

www.coder.com

Prescient Code Solutions develops internet-based software for the education and web-developer markets. The Banner Generator, Critique, and Mailform are web-developer tools supported by advertising, attracting 20,000 unique users weekly. The Neverending Tale is an educational language-arts resource for K–12 students.

Cornell Connection

Prescient Code Solutions was founded by Cornell alumni. The company also works with Cornell faculty members.

CEO:	Employees:
Leonard Dolhert, Ph.D.	9
Founded:	**Revenue:**
2002	N/A

Primet Precision Materials, Inc.

Contact

1005 Hudson Street Extension
Ithaca, NY 14850-5934

P: (607) 277-0700
F: (607) 277-1530
E: info@primetprecision.com

www.primetprecision.com

Primet Precision Materials manufactures a wide variety of materials at the nanoscale for solar and fuel cells, environmental cleanup, improved catalysts, and other applications. Benefits to society include more efficient power sources and a cleaner environment.

Cornell Connection

Primet and Cornell collaborate on nano-materials research, development, and commercialization. Primet technology accelerates Cornell research and enables commercialization of Cornell technology. For example, Primet is working with Cornell professors to develop and commercialize novel Cornell catalysts for fuel cells.

President:	Employees:
Brian K. Hunt	2
Founded:	**Revenue:**
2003	N/A

Re-Markable Paint Company, LLC

Contact

101 E. State Street
Number 126
Ithaca, NY 14850

P: (607) 256-8693
F: (607) 697-0403
E: info@ReMarkablePaint.com

www.ReMarkablePaint.com

Re-Markable Paint Company produces a paint and paint remover system that allows managers of natural turf grass fields to paint lines on athletic field surfaces and completely remove the paint at their convenience with a removal solution. Originally contemplated as a solution for athletic stadiums that host multiple sports with competing boundaries, this technology is ideal for the large customer base that requires a flexible field management tool.

Cornell Connection

The company uses licensed Cornell technology and continues research interactions with Cornell faculty.

President:	Employees:
David B. Johnson	18
Founded:	**Revenue:**
1995	N/A

RP Solutions, Inc.

Contact

2415 N. Triphammer Road
Ithaca, NY 14850

P: (607) 257-7778
F: (607) 257-7779
E: admin@rpsolutions.com

www.rpsolutions.com

RP Solutions develops software to automate the processing of retail remittance payments (bills for utilities, credit cards, taxes, or subscriptions and payments for loans and mortgages) and the processing of ATM deposits. As an authorized reseller of NCR equipment, RP Solutions markets and delivers its software with NCR document processing and imaging workstations. RP Solutions is built on strong core values and is committed to the care and success of each of its employees and customers.

Cornell Connection

The company's president is a Cornell alumnus.

Owner:	Employees:
Dale Loomis	10
Founded:	**Revenue:**
1960	N/A

Rumsey-Loomis

Contact

330 George Road
Freeville, NY 13068

P: (607) 844-3535
F: (607) 844-5294

Rumsey-Loomis is a privately owned company dedicated to engineering, research, and development. Concepts are developed in the virtual world with three-dimensional, textured, real-to-life visualization, frequently with animation and camera motion. What results is a video with a realistic rendering of the product before it is actually built. Computer simulations save time and money. The company also serves the industry in low- to mid-volume reworks/screw machine and CNC lathe and mill prototypes.

Cornell Connection

The company coinvented a DNA prep device with a professor of horticultural sciences at Cornell's Geneva campus. Rumsey-Loomis also aided in building the first genetic acceleration devices.

President:	Employees:
Douglas C. Smith	11
Founded:	**Revenue:**
2000	$2.2M

A Cornell Business and Technology Park Company

Smith Marketing Services, LLC (SMS)

Contact

Langmuir Laboratory
Box 1032
95 Brown Road
Suite 237
Ithaca, NY 14850

P: (607) 257-7000
F: (607) 257-2389
E: doug@onlinesms.com

www.onlinesms.com

Smith Marketing Services works with business-to-business companies to identify and evaluate new product opportunities, launch new products, and support direct and distributor sales. SMS employs world-class marketing professionals in market research, interactive media, database mining, marketing, advertising, public relations, and direct selling. SMS offers powerful creative solutions to achieve specific marketing objectives. Clients include Mettler-Toledo Hi-Speed, New York Air Brake Corporation, New York State Electric & Gas, and Steuben Glass.

Cornell Connection

SMS's proximity to Cornell, and past and present working relationships, enables the company to regard the university as both a resource and a client. The president of the company has guest lectured at Cornell's Johnson Graduate School of Management, and the vice president of creative services is an alumna of the College of Architecture, Art, and Planning.

Principal Consultant:	Employees:
Daniel Sternglass	1
Founded:	**Revenue:**
1996	N/A

A Cornell Business and Technology Park Company

Strategic Marketing Associates, Inc.

Contact

Langmuir Laboratory
Box 1026
95 Brown Road
Suite 221
Ithaca, NY 14850

P: (607) 257-3606
F: (607) 257-3581
E: dans@stmktg.com

Strategic Marketing Associates works with large and small manufacturers in the worldwide electronics industry. The company's services include high-level marketing, product strategy, and IP expert and advisory work.

The company serves clients in the semiconductor, consumer electronics, computer, and software industries. The company's clients and their customers are located in the U.S., the Far East, and Europe. Strategic Marketing Associates works closely with OEM manufacturers and designers in the detailed market and business analysis, specification, and sales support of new components and end-products. The company also provides expert IP work in patent litigation and advice on IP strategy.

Cornell Connection

The principal consultant holds undergraduate and graduate degrees in electrical engineering from Cornell. The company continues research interactions with Cornell and has operated from the Cornell Business and Technology Park since 1996.

CEO/Founder:	Employees:
Tom Szaky	40; 8 in Ithaca
Founded:	**Revenue:**
2003	N/A

A Cornell Business and Technology Park Company

TerraCycle, Inc.

Contact

Langmuir Laboratory
Box 1001
95 Brown Road
Suite 141
Ithaca, NY 14850

P: (607) 257-2468
F: (609) 393-4259
E: steve@terracycle.net

www.terracycle.net

Each day people extract resources from the environment equal to 20 times the body weight of every person on the planet. Ninety-nine percent of it ends up as waste. TerraCycle aims to lead industry in changing this equation by creating revolutionary products made from and packaged in waste. TerraCycle Plant Foods are created by feeding organic waste to worms, liquefying the worms' waste, and packaging the liquid in reused soda bottles.

TerraCycle is a pioneer in a movement called Eco-Capitalism. This concept recognizes that natural resources such as energy, materials, water, fiber, topsoil, and ecosystems are not limitless and that the most successful companies will be those that minimize their consumption of these finite commodities.

At TerraCycle, the traditional manufacturing paradigm is reversed. TerraCycle consumes waste as a raw material in order to create a finished product—plant food—that renews natural capital.

Cornell Connection

TerraCycle Cornell was founded by a Cornell student after spending a summer working with TerraCycle. This Cornell junior thought the company would be a perfect fit for Ithaca, from Cornell's dedication to sustainable business, to its commitment to research—particularly in the field of agriculture—and Ithaca's eco-conscious community. TerraCycle Cornell currently consists of a team of eight Cornell students. TerraCycle is working toward a campus-wide recycling partnership with Cornell.

President/CEO:	Employees:
Bill Gordon, Ph.D.	2
Founded:	**Revenue:**
2004	N/A

A Cornell Business and Technology Park Company

Tetragenetics, Inc.

Contact

Langmuir Laboratory
Box 1010
95 Brown Road
Suite 220
Ithaca, NY 14850

P: (607) 257-1199
F: (607) 697-0402
E: info@tetragenetics.com

www.tetragenetics.com

Tetragenetics is an early-stage biotechnology company meeting the needs of customers who seek a cost-effective alternative platform technology for the production of genetically engineered proteins. The company accomplishes this by harnessing the unique biology of *Tetrahymena thermophila*.

Tetragenetics' technology is particularly well-suited to the production of eucaryotic membrane and secretory proteins that are difficult to express in conventional systems. Such proteins include vaccine antigens, monoclonal antibodies, and a variety of therapeutic proteins for the treatment and prevention of human and animal disease.

Development of recombinant subunit vaccines against human pathogens is now underway, and long-range efforts are being directed towards large-scale expression of genetically engineered monoclonal antibodies. Tetragenetics is also actively pursuing an internal pipeline of hard-to-make proteins and monoclonal antibodies, as well as proteins, in partnership with a number of biopharmaceutical companies.

Cornell Connection

Tetragenetics was founded by a member of the Department of Microbiology and Immunology in the College of Veterinary Medicine.

Culinary Powerhouse:	Employees:
MaryDawn Wright	1
Founded:	**Revenue:**
2003	N/A

A Cornell Business and Technology Park Company

THE 5TH Flavor

Contact

Langmuir Laboratory
Box 1012
95 Brown Road
Suite 128
Ithaca, NY 14850

P: (607) 257-5722
E: recipeguru@clarityconnect.com

The company develops a wide range of products and recipes for the food and beverage industry. The 5th Flavor creates great tasting and nutritious recipes, foods, and beverages to compliment the wide range of lifestyles and incomes of the American consumer. The company excels at providing clients with products and ideas steeped in creativity and brimming with the flavors that appeal to target consumers.

Cornell Connection

The 5th Flavor benefits from access to Cornell's food science program and extensive pilot plant.

President:	Employees:
Cornelis J. Drost	100
Founded:	**Revenue:**
1983	$12.8M

Transonic Systems, Inc.

Contact

34 Dutch Mill Road
Ithaca, NY 14850-9787

P: (607) 257-5300
F: (607) 257-7256
E: cor.drost@transonic.com

www.transonic.com

Transonic Systems manufactures ultrasonic and laser Doppler blood flowmeters for medical research, intraoperative surgical use, and clinical patient monitoring. The blood flowmeters are used with perivascular sensors during patient surgery, in acute and chronic animal studies, and with sterile tubing (clamp-on) sensors during medical procedures such as cardiac bypass and hemodialysis.

The company's CU-developed transit-time flowmetry is now the gold standard for animal research and intraoperative heart surgery use. Transonic Systems' ultrasound indicator dilution flowmeter has revolutionized hemodialysis access patency management.

Cornell Connection

Transonic Systems is a spin-off from research conducted by the company's president while a senior research associate in the Department of Physiology at Cornell's College of Veterinary Medicine. Transonic Systems and Cornell continue an active collaboration on research and development projects involving blood flow, pressure sensing, and nanofabrication technologies. Cornell continues to be an important proving ground for the company's new measurement technologies. Transonic Systems uses Cornell's nanofabrication facilities for development of new flowmetering devices.

CEO:	Employees:
Arthur F. Kuckes, Ph.D.	20
Founded:	**Revenue:**
1985	N/A

Vector Magnetics, LLC

Contact

236 Cherry Street
Ithaca, NY 14850-5023

P: (607) 273-8351
F: (607) 273-6137
E: mail@vectormagnetics.com

www.vectormagnetics.com

Vector Magnetics specializes in providing services and instruments for the directional drilling industry. The most important applications are for drilling relief wells, which are the last resort; controlling oil field fires; drilling guidance to produce heavy oil from tar sands; drilling guidance to produce coal bed methane; and horizontal drilling of pipelines under river channels and other obstacles. The company has made drilling relief wells for emergency control a viable option. Vector Magnetics has also made possible drilling of steam-assisted gravity drainage (SAGD) wells and pipeline pilot boreholes with underground end-to-end connection.

Clients include the major oil companies, directional drilling companies, gas producers, and pipeline drilling companies.

Cornell Connection

Vector Magnetics' technology is based on research conducted at Cornell by the company's president, who is professor emeritus in the School of Applied and Engineering Physics.

President:	Employees:
Norm G. Ducharme, DMV	3
Founded:	**Revenue:**
2004	N/A

Vet-Aire, Inc.

Contact

P.O. Box 3819
Ithaca, NY 14852-3819

P: (607) 319-0171
E: info@vet-aire.com

www.Vet-Aire.com

Vet-Aire is dedicated to providing its customers with high quality products that solve breathing problems in racehorses and other equine athletes.

Vet-Aire is the premier supplier of a line of devices designed to provide solutions for horses that suffer from upper respiratory breathing problems during strenuous activity. The technology behind the lead product reflects years of study and research on upper respiratory problems (wind soundness) in horses at the Cornell University Equine Performance Center in the College of Veterinary Medicine. The company has developed two models of the throat support device (TSD). Unlike treatments involving surgery, the TSD provides a non-invasive and convenient means of detecting if a horse suffers from certain upper airway problems and for preventing their occurrences. In addition, it is a humane alternative to the use of tongue-ties in horses, a procedure that is uncomfortable to the animal.

Cornell Connection

The company was founded by two professors of Large Animal Surgery at the College of Veterinary Medicine at Cornell University.

CEO & Chairman:	Employees:
Lee A. Henderson, Ph.D.	14
Founded:	**Revenue:**
1995	N/A

A Cornell Business and Technology Park Company

Viral Therapeutics, Inc. (VTI)

Contact

33 Thornwood Drive
Suite 300
Ithaca, NY 14850

P: (607) 266-0860
E: lah@viral-therapeutics.com

www.viral-therapeutics.com

Viral Therapeutics uses proprietary technologies in the development of biopharmaceutical recombinant proteins used in the treatment and diagnosis of human disease. Strategic relationships are in place for clinical manufacturing, comarketing, and business development. Clients include major pharmaceutical companies, biotechnology companies, and venture-backed start-ups in the U.S., Europe, Pacific Rim, and Asia.

Cornell Connection

VTI has licensed Cornell technology and has continual research relationships with Cornell faculty. The company and Cornell have joint NIH-funded projects to develop the commercial potential of protein expression technologies.

Director of Business Development:	Employees:
Andy Stevens	5 in Ithaca
Founded:	**Revenue:**
1986	N/A

VMETRO

Contact

171 E. State Street
Ithaca, NY 14850

P: (607) 272-5494
F: (607) 272-5498
E: info@vmetro.com

www.vmetro.com

In 2004, Transtech DSP entered into an agreement to become a wholly owned part of the VMETRO Group, a company quoted on the Norwegian stock exchange.

Transtech DSP's technology and product offerings within the areas of digital signal processing (DSP) equipment represent a strong complement to VMETRO's data recorder and I/O solutions. This enables the combined entity to provide customers worldwide with even greater support for high-performance systems solutions for radar and sonar processing, digital software radio, spectrum analysis, telecommunications, and medical imaging, as well as other advanced tests and measurements.

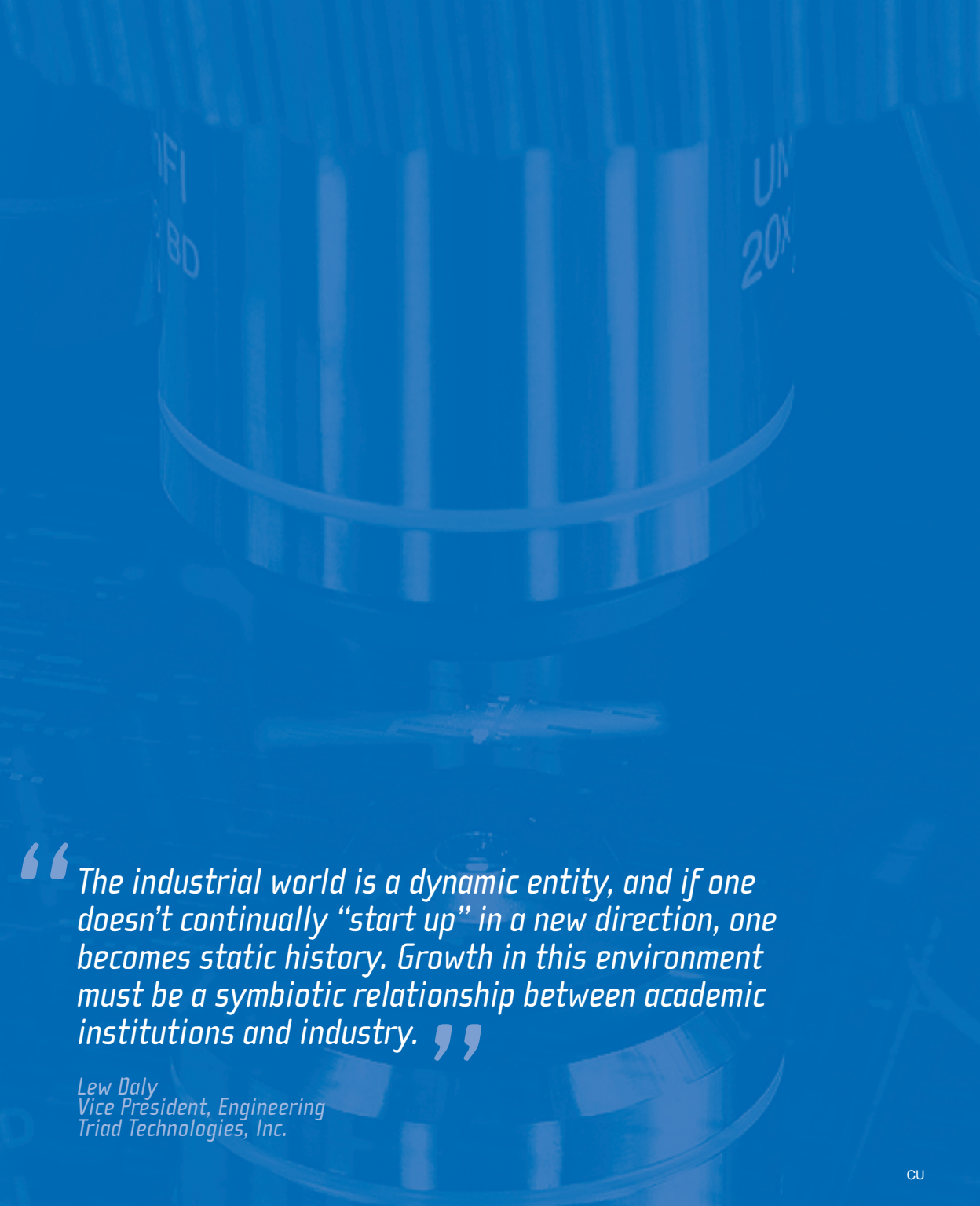
VMETRO is the premier provider of products for high-speed sensor I/O, data recording, and bus analysis.

Cornell Connection

Cornell and other universities have utilized VMETRO/Transtech technology in a variety of areas, including education, research, and joint university and industrial collaborations.

“The intense and quality research work that Cornell faculty and students produce constitutes seeds that a good entrpreneur can successfully plant and use to create a business, employment, and make a contribution to the economy of the region.”

Fernando Erazo
President
AMEREQ



“The industrial world is a dynamic entity, and if one doesn’t continually “start up” in a new direction, one becomes static history. Growth in this environment must be a symbiotic relationship between academic institutions and industry.”

Lew Daly
Vice President, Engineering
Triad Technologies, Inc.

Companies Outside Tompkins County, Within New York State

Small Business Development

President:	Employees:
Fernando Erazo	5
Founded:	**Revenue:**
1991	N/A

AMEREQ, Inc.

Contact

19 Squadron Boulevard
New City, NY 10956-5227

P: (845) 634-2400
F: (845) 634-8143

www.amereq.com

AMEREQ is a commercial development consulting and marketing company that specializes in horticultural products. Its products are safe, nontoxic, and environmentally friendly and responsive to today's environmental concerns. AMEREQ is an exclusive licensed producer and marketer of Cornell's Urban Tree Planting Mix and develops and markets superabsorbent hydrogels and controlled-release fertilizers. The company developed and introduced synthetic hydrogels into forestry and horticulture markets. AMEREQ developed a network of more than 70 producers of CU-Soil™ in the U.S. and Canada.

Cornell Connection

AMEREQ holds an exclusive license for Cornell technology. The company also works closely with a Cornell professor of horticulture who is also director of the Urban Horticulture Institute.

CEO:	Employees:
Christian Fleisher	2
Founded:	**Revenue:**
2000	N/A

Biodiesel Technologies, Inc. (BT)

Contact

120 Marvelle Road
Fayetteville, NY 13066

P: (315) 214-5748
F: (516) 367-8839
E: chris@biodiesel-technologies.com

www.biodiesel-technologies.com

Biodiesel Technologies holds proprietary biodiesel processing technology that has significant cost advantages over existing biodiesel processing methods. The technology offers the combined advantages of being proprietary and scalable, and it demonstrates significant advantages over conventional processing methods currently used in this fast-growing market. The potential for competing against petroleum-based fuels represents a substantial opportunity with the technology. Management has recently signed a memorandum of understanding for the placement of a commercial unit with a New York-based company that operates a large fleet of diesel semi-tractor trailers. BT's management team and supporting board of directors has extensive business experience and strong business relationships in the biodiesel and chemical industries. Once the first commercial unit is completed, BT's management believes these business relationships, coupled with the economic and performance advantages demonstrated by this unit, will allow the company to achieve profitability within an 18- to 24-month period.

Cornell Connection

BT developed its technology jointly with Cornell University's School of Chemical Engineering and has successfully demonstrated the scale-up of the technology from a bench scale to a process demonstration unit (PDU) that has produced biodiesel to meet U.S. standards (as defined by ASTM). The company's president, who is also one of the founders, is an advanced degree graduate of Cornell.

CEO/President:	Employees:
William J. Foster	18
Founded:	**Revenue:**
1993	N/A

BioWorks, Inc.

Contact

345 Woodcliff Drive
First Floor
Fairport, NY 14450

P: (800) 877-9443
F: (800) 903-2377
E: wjfoster@bioworksinc.com

www.bioworksinc.com

BioWorks' vision is to create a safer environment. The company is a leading supplier to the agriculture industry of biological control products and biotechnologies that enhance plant health, plant productivity, and consumer and worker safety. BioWorks' mission is to provide environmentally responsible, safe, and cost-effective solutions to the agricultural industry.

Cornell Connection

The principal investigator of BioWorks' core technologies is a Cornell faculty member. BioWorks has a license from the Cornell Research Foundation for the company's primary products.

CEO/President:	Employees:
Barry W. Silverstein	N/A
Founded:	**Revenue:**
1994	N/A

BZL Biologics, LLC

Contact

c/o Barry W. Silverstein, Esq.
99 Clinton Street
Brooklyn, NY 11201

P: (718) 260-8614
F: (212) 977-5133
E: bsilesq@aol.com

www.mlnm.com

BZL Biologics, a virtual start-up, was founded to develop a monoclonal antibody against a prostate-specific membrane antigen. The company has succeeded in developing this potential cancer treatment drug to the point of attracting the interest of a major corporate partner, Millennium Pharmaceuticals, which is taking the drug into late-stage clinical trials.

Cornell Connection

The company licensed Cornell technology from the Weill Cornell Medical College.

Managing Partner:	Employees:
Joel Grae	N/A
Founded:	**Revenue:**
1997	N/A

Con-Cept I, LLC

Contact

12 Pine Street
Lake Peekskill, NY 10537

P: (845) 528-0920
F: (845) 528-6886
E: joelrtpc@verizon.net

Con-Cept I is a virtual start-up that is developing antibody-based contraceptives to control fertility and androgen excessing in prize animals, primarily dogs and cats. The company is also developing test kits in the area of cancer obstetrics/genecology.

Cornell Connection

The company licensed Cornell technology that was developed at the Weill Cornell Medical College.

President:	Employees:
Terry Acree, Ph.D.	2
Founded:	**Revenue:**
1989	N/A

DATU, Inc.

Contact

122 N. Genesee Street
Geneva, NY 14456

P: (315) 787-2240
F: (315) 787-2307
E: tea2@cornell.edu

www.datuinc.com

CharmAnalysis™ is DATU's technology. It is a proprietary gas chromatography-olfactometry (GCO) system that measures the odor activity of chemicals. Chromatograms can be produced from extracts of foods, and both quantitative and qualitative descriptions of the chemical components that cause smell can be produced.

Cornell Connection

CharmAnalysis™ was developed in the Flavor Chemistry Laboratory at the Cornell Agricultural Experiment Station in Geneva, New York, which is part of the College of Agriculture and Life Sciences. The company's principals are employees or former employees of Cornell. For 10 years DATU licensed technology from the Cornell Research Foundation.

DMV International
The ingredients of success

President:	Employees:
Steven Braun, Ph.D.	180 worldwide; 115 in NY
Founded:	**Revenue:**
1970	N/A

DMV International

Contact

40196 State Highway 10
Delhi, NY 13753

P: (607) 746-0100
F: (607) 746-2710
E: brauns@dmv-ny.com

www.dmv-international.com

DMV International is a global supply partner with over 30 years of experience in protein separation and hydrolysis technologies, supplying bioactive health ingredients, specialty nutrition ingredients, and dietary ingredients to the human and microbial nutrition industries.

DMV International utilizes innovative technology to create consistent, high-quality, value-added ingredients. The company specializes in the manufacture of protein hydrolysates from any protein source, using sophisticated enzymatic and acid hydrolysis, state-of-the-art extraction and separation methods, and spray drying. Speciality proteins, peptones, and bio-actives peptides designed for their health benefits are ingredients produced by DMV.

The company focuses on functional, nutraceutical, enteral, clinical, health, and sports nutrition systems, as well as systems for microbiological analyses, fermentation, and cell culture media. DMV International has developed hypoallergenic proteins for infant formula and bio-active peptides for immune and heart health.

Cornell Connection

DMV uses Cornell as a resource for the manufacturing of hydrolysates and media plates. The company also uses pilot lab and process equipment in the Department of Food Science.

CEO:	Employees:
Diane Creel	40
Founded:	**Revenue:**
1995	N/A

Ecovation, Inc.

Contact

Eastgate Square
50 Square Drive
Suite 200
Victor, NY 14564

P: (585) 421-3500
F: (585) 421-3535

www.ecovation.com

Ecovation provides superior management of organic waste streams. The company uses its patented Mobilized Film Technology℠ (MFT℠) as the cornerstone of customized flexible solutions for clients' waste treatment needs. The MFT℠ process has potential for control and treatment of organic waste streams generated by residential and municipal locations, food processors, landfills, wineries, breweries, and a variety of other high- and low-strength biodegradable wastewaters. The company's Complete Management System includes designing, building, owning, and operating all components necessary for successful, economical wastewater treatment.

Cornell Connection

The former CEO, former president, vice president for business development, and many board members are Cornell alumni. One of the company's founders is also a former staff member of Cornell's Department of Biological and Environmental Engineering. Ecovation's technology was initially based on research conducted at Cornell.

President:	Employees:
Thomas Pekich	1,245 worldwide
Founded:	**Revenue:**
1982	N/A

Genencor International, Inc.

Contact

200 Meridian Centre Blvd.
Rochester, NY 14618-3916

P: (585) 256-5200
F: (585) 256-6952
E: ablackwell@genencor.com

www.genencor.com

Genencor International, a Danisco company, is a leading industrial biotechnology company that develops innovative enzymes and bioproducts to improve the performance and reduce the environmental impact of the cleaning, textiles, fuels, and chemicals industries.

Since 1982, Genencor has grown into one of the world's leading biotechnology companies. Genencor employs approximately 1,245 worldwide and operates eight bioproducts manufacturing sites. Corporate and R & D headquarters are located in Palo Alto, California, while business and manufacturing headquarters are in Rochester, New York. European business and R & D offices are centered in Leiden, the Netherlands.

Cornell Connection

Genencor has collaborated with Cornell scientists on projects such as the ice nucleation product, Snowmax Snow Inducer™, and a developmental agribiotechnology product.

President:	Employees:
Richard A. Montagna, Ph.D.	4
Founded:	**Revenue:**
1994	N/A

Innovative Biotechnologies International, Inc. (IBI)

Contact

335 Lang Boulevard
Grand Island, NY 14072-3123

P: (716) 773-4232
F: (716) 773-4257
E: info@ibi.cc

www.ibi.cc

Innovative Biotechnologies International in-licensed a series of complementary technologies from Cornell University that have been integrated into a biosensor with applications in multiple fields of use, including, but not limited to, human/veterinary diagnostics, environmental (food/water) testing, civil and national defense applications (i.e. detection of biowarfare agents), gene detection, and forensics. The company has worked with third party companies to demonstrate feasibility in these applications and has successfully sublicensed the technologies for commercialization.

The company continues to support multiple research programs at Cornell to demonstrate feasibility of technologies. Financial support has resulted from the company's relationships with its third-party clients, as well as federal and state grants. IBI plans to add to its technology portfolio by identifying and in-licensing additional Cornell technologies, the goal being to demonstrate commercial feasibility and ultimately out-license the technologies to corporations that dominate their respective marketplaces.

Cornell Connection

IBI has in-licensed a series of Cornell technologies through the Cornell Research Foundation. Through multiple research programs established through Cornell's Sponsored Program Services, several feasibility studies are currently under way, whereby the company and Cornell scientists are demonstrating the commercial feasibility of Cornell technologies to potential licensees.

President:	Employees:
Gary E. Raiti	13
Founded:	**Revenue:**
1989	N/A

Jigalin Cheese Co., Inc.

Contact

P.O. Box 235
4759 Salina Street
Pulaski, NY 13142-0235

P: (315) 298-2141
F: (315) 298-4661
E: graiti@twcny.rr.com

www.colossecheesestore.com

The Jigalin Cheese Company converts and flavors varieties of cheese. The company, DBA Colosse Cheese Store, is a wholesale and retail distributor of cheese and dairy products.

Cornell Connection

The company president consults with Cornell's Department of Food Science.

President:	Employees:
George B. VanderGheynst	2
Founded:	**Revenue:**
1993	N/A

NeuwGhent Technology (NGT)

Contact

3 Cross Road
LaGrangeville, NY 12540-5705

P: (845) 223-3359
F: (845) 227-7568
E: gvanderghe@aol.com

NeuwGhent Technology develops and manufactures specialized electronic sensors and instrumentation for bioenvironmental monitoring. NGT's initial product is the BEM family of sensors for in situ monitoring of oxygen, moisture, and temperature in high solids, organic biodegradation processes. The BEM solutions have applications in municipal and industrial solid waste processing facilities. They provide a robust, real-time means of monitoring constituents without the need for external sampling. The instrumentation provides single-user response or networked interconnection for multinode monitoring environments.

Cornell Connection

NGT responded to a request from Cornell's Department of Biological and Environmental Engineering for robust, reliable, in situ sensor technology for biodegradation monitoring, which was lacking in the marketplace. The company developed the technology and manufactured prototype systems for Cornell's use.

Owner:	Employees:
Donald P. Reed	10
Founded:	**Revenue:**
1909	N/A

Reed's Seeds

Contact

3334 NYS Route 215
Cortland, NY 13045-9440

P: (607) 753-9095
F: (607) 753-9511
E: reeder@twcny.rr.com

Reed's Seeds develops hybrid cabbage varieties for wholesale and retail sales. The company uses both traditional breeding and biotechnology methods.

Cornell Connection

The company's owner is a Cornell graduate. Reed's Seeds has worked with Cornell researchers on Cornell's Ithaca and Geneva campuses for more than 50 years.

President:	Employees:
Franzine D. Smith, Ph.D.	9
Founded:	**Revenue:**
1993	N/A

Sanford Scientific, Inc.

Contact

The Scotts Company
14111 Scottslawn Road
Marysville, OH 43041

P: (937) 644-0011

www.scotts.com

Sanford Scientific, a New York company, is a subsidiary of the Scotts Company (since 1998). Scotts is a leader in the lawn and garden business with such well-known brands and products as Miracle Grow Fertilizer™, Scotts Turf Builder™, and Scotts Turf Seed™. As a subsidiary of the Scotts Company, Sanford Scientific is a research and development unit involved in improving horticultural traits of ornamental and turf crops.

Cornell Connection

The company's core invention, "biolistic technology," was developed at Cornell University by two former Cornell professors and a technical staff person in plant science and in electrical engineering.

Vice President, Engineering:	Employees:
Lew Daly	40
Founded:	**Revenue:**
1982	N/A

Triad Technologies, Inc.

Contact

105 Spencer Street
Syracuse, NY 13204

P: (315) 422-7607
F: (315) 422-7629
E: info@triadtec.com

www.triadtec.com

Triad Technologies' mission is to commercialize proprietary bioremediation system designs to the industrial sector for locally capturing and controlling HAPs and VOCs. The company's systems consist of collection and bioremediation modules that are integrated into production furniture such as worktables, cabinets, and wall units.

Cornell Connection

Cornell's Microbiology Laboratory provided the inoculate isolation, environmental conditions, and systems performance evaluation for the remediation of specific industrial HAP/VOCs. Continual research interactions with Cornell are important to the company's success.

“At EMF, we have personally witnessed the erosion of traditional manufacturing both in the Ithaca area and nationally. Technology transfer from institutions like Cornell is vital to restarting local economies and reshaping high-margin producing industries.”

Robert S. Miller ‘62 BCE, ‘63 MBA
Evaporated Metal Films, Inc.

"If one is interested in starting a high-growth business, one needs to envision where that business can scale rapidly compared to costs. Having an MBA helps to fully articulate any business model from concept to bottom line. In today's Silicon Valley, businesses are no longer measured by "eyeballs," downloads, or web site hits, but by clear financial results."

Brad Treat
Founder
Sightspeed, Inc.

Companies Beyond New York State

Small Business Development

Applied Genetics Technology Corporation (AGTC)

Contact

12085 Research Drive
Suite 110
Alachua, FL 32615

P: (386) 462-2204
F: (386) 462-0875

www.agtcfl.com

Applied Genetics Technology Corporation, a biotechnology company with 15 employees, develops **gene therapy** products derived from adeno-associated virus (AAV) for the treatment of inherited and acquired diseases.

Arginox Pharmaceuticals, Inc.

Contact

3 Lagoon Drive
Suite 220
Redwood City, CA 94065

P: (888) 274-6070
F: (650) 517-0101

www.arginox.com

Arginox Pharmaceuticals is an emerging **specialty biopharmaceutical** company focusing on the discovery and development of breakthrough drugs for treating hospitalized patients. The company works in collaboration with three universities—Cornell, Wisconsin, and Texas—to develop compounds that inhibit the production of nitric oxide in the body. These compounds may provide therapies to treat septic shock and other disorders caused by excess production of this regulator. The company licensed technology developed at the Weill Cornell Medical College.

Avera Pharmaceuticals, Inc.

Contact

10955 Vista Sorrento Parkway	**P:** (858) 847-0650	**www.averapharm.com**
Suite 250	**F:** (858) 847-0655	
San Diego, CA 92130		

Avera Pharmaceuticals, a **neuropharmaceutical licensing and development** company, focuses on the acquisition, development, and commercialization of novel pharmaceutical compounds in the treatment of major neurological and psychiatric disorders. The company's initial focus of development is a series of neuromuscular blocking (NMB) agents that were jointly discovered by GlaxoSmithKline and researchers at the Weill Cornell Medical College. Neuromuscular blocking agents provide muscle relaxation during surgical procedures.

CoAxia, Inc.

Contact

10900 73rd Avenue North	**P:** (763) 315-1809	**www.coaxia.com**
Suite 102	**F:** (763) 315-3660	
Maple Grove, MN 55369		

CoAxia is a medical device company focusing on the development and commercialization of **intravascular devices** to treat patients during the events of stroke and shock. CoAxia is developing a catheter designed to minimize the neurological damage associated with stroke by increasing blood flow to the brain, using the body's own hydraulics.

EDEN Bioscience Corporation (EDEN)

Contact

11816 North Creek Parkway N.	**P:** (888) 879-2420	**www.edenbio.com**
Bothell, WA 98011	**F:** (425) 806-7400	

EDEN Bioscience Corporation is an **agricultural crop production** company that helps growers produce better crops more efficiently and with a greater degree of safety. EDEN expects that its first product, Messenger®, and subsequent products that incorporate harpin protein technology, will have a positive impact on agricultural production worldwide. Privately held for its first six years, Eden was founded in 1994. In September 2000, the company raised more than $92 million in an initial public offering.

Gemfire Corporation

Contact

1220 Page Avenue	**P:** (510) 438-7500	**www.gemfirecorp.com**
Fremont, CA 94538	**F:** (510) 438-7501	

In 2004, Gemfire Corporation acquired NovaCrystals, Inc. The advanced **Avalanche Photo Diode (APD) technology** from NovaCrystals, which can be manufactured using planar silicon processes, will compliment Gemfire's recently acquired passive planar light circuits (PLC) operations and existing polymer PLC waveguide products. This acquisition further enhances Gemfire's ability to provide integrated planar WDM solutions to the **optical networking systems** market, in addition to supporting several immediate space and defense related opportunities. The NovaCrystals wafer bonding technology combines the speed and low noise advantages of silicon with the high detection sensitivity of InGaAs to achieve "best-in-class" PIN and ADP detectors at telecom wavelengths. The APD technology can also be designed to operate in Geiger Mode, with state-of-the-art noise and sensitivity performance for single photon counting applications.

GenVec, Inc. (GNVC)

Contact

65 W. Watkins Mill Road	**P:** (240) 632-0740	**www.genvec.com**
Gaithersburg, MD 20878	**F:** (240) 632-0735	

GenVec, a biotechnology company, develops **innovative therapeutics to treat cancer, heart disease, and ophthalmic disorders.** Each of the company's gene-based product candidates uses a common patent-protected technology platform to deliver genes that produce medically beneficial proteins directly at the site of disease. The company's three product development programs—TNFerade™, BIOBYPASS®, and AdPEDF—are in various stages of clinical testing. TNFerade™ for example represents a novel approach to treating cancer in combination with radiation or chemotherapy or both.

High Connection Density, Inc. (HCD)

Contact

1267 Borregas Avenue	**P:** (408) 743-9700	**www.hcdcorp.com**
Sunnyvale, CA 94089-1308	**F:** (408) 743-9701	

High Connection Density is a premier source of innovative high-frequency and high-current form factor-optimized solutions through **advanced electronic packaging and connection technologies.** The company's design and manufacturing expertise provide innovative solutions for high performance 3-D space-constrained applications with demanding system requirements. NexMod™ products are integrated subsystems with enhanced electrical performance and compact form factors. HCD's proprietary SuperButton™ and SuperSpring™ technologies offer connector solutions that enable high-frequency, high-current, and large pin-count systems.

HμREL Corporation

Contact

8840 Wilshire Boulevard	**P:** (310) 652-5900	**www.hurelcorp.com**
Second Floor	**E:** info@hurelcorp.com	
Beverly Hills, CA 90211		

Founded in 2005, the company develops **bioanalytic devices.** Hμrel Corporation makes dynamic cell-based assay platforms for application in pharmaceutical development and industrial and consumer product safety testing. Embodying proprietary technology developed at Cornell University, the hμrel® devices are PBPK-informed microfluidic circuits capable of revealing metabolic interactions among heterogeneous tissue types and one or more pharmacologic compounds. Hμrel® yields screening and "early ADMET" information of greater relevancy to the human organism than that derivable from conventional, static cell–based assay techniques.

Marc Pharmaceuticals, Inc.

Contact

350 Bedford Street	**P:** (203) 352-8817	**www.marcpharmaceuticals.com**
Suite 203	**F:** (203) 352-8869	
Stamford, CT 06901		

Marc Pharmaceuticals is a start-up pharmaceutical company focusing on development and commercialization of innovative **therapeutic products for the treatment of prostate cancer and HIV.** The company's therapeutic candidates are based on soluble forms of betulinol derivatives from Weill Cornell Medical College. The active ingredients in the betulinol therapeutics are isolated from birch tree bark.

Metabolon, Inc.

Contact

800 Capitola Drive
Suite 1
Durham, NC 27713

P: (919) 572-1711
F: (919) 572-1721

www.metabolon.com

Metabolon is an industry leader in the discovery of **biomarkers through the use of metabolomics**, a powerful scientific approach for the discovery and development of drugs and the early diagnosis of disease states. The company has formed research collaborations with research organizations, academic centers, government agencies, foundations, and seven of the top ten pharmaceutical agencies to assist in the discovery of biomarkers through metabolomics. One such collaboration with NICHD earned the 2005 March of Dimes award for best research in prematurity.

Nanonics Imaging, Ltd.

Contact

Manhat Technology Park
Malcha
Jerusalem, Israel 91487

P: 972-2-678-9573
F: 972-2-648-0827

www.nanonics.co.il

Nanoptics Imaging develops products that open the new world of integrated **near-field, far-field, and scanned-probe microscopy** to scientists and technologists throughout the world. The products have won several awards and have generated wide customer interest. Established in 1995, the company holds exclusive patent rights from Cornell University and the Hebrew University of Jerusalem to the central patents in the field of near-field optics and associated subjects for the development of its products.

Pacific BioSciences

Contact

1505 Adams Drive
Menlo Park, CA 94025

P: (650) 323-9401

www.pacificbiosciences.com

Pacific BioSciences, formerly Nanofluidics, Inc., founded in 2001as a spin-off from the Cornell Nanobiotechnology Center, commercializes a suite of technologies developed at Cornell and licensed to the company. The suite embodies **technologies to manipulate and measure biological samples** at the single molecule level, allowing more sensitive and accurate detection using less sample and reagents than conventional methods. These include methods for separation and analysis of long-strand DNA, which provide up to a 100-fold increase in performance over standard methods.

Phytex

Contact

c/o Protein Scientific, Inc.
10 Moulton Street
Fifth Floor
Portland, ME 04101

P: (207) 771-0965, ext. 102
F: (207) 771-0966

www.unitedfeeds.com

Phytex is a joint venture of Protein Scientific, a nutraceutical biotechnology company, and United Feeds, a major service-feed manufacturer. Phytex produces **enzymes for the animal feed market**. It currently manufactures phytase, an enzyme that makes phosphorus available from grain in animal feeds.

Q Therapeutics, Inc.

Contact

615 Arapeen Drive
Suite 102
Salt Lake City, UT 84108

P: (801) 582-5400
F: (801) 582-5401

Q Therapeutics develops **therapeutic stem cell products** to treat major central nervous system disorders, such as demyelinating neurodegenerative diseases like multiple sclerosis. The company is based on foundational discoveries—methods of separating stems and methods of remyelinating neurons—from the Weill Cornell Medical College.

RADVISION, Inc.

Contact

17-17 State Highway 208
Suite 300
Fair Lawn, NJ 07410-2819

P: (201) 689-6300
F: (201) 689-6301
E: info@radvision.com

www.radvision.com

In 2005, RADVISION acquired all assets of First Virtual Communications (FVC)—including its Click to Meet™ solution and its significant customer base. The acquisition provides RADVISION with a powerful software-based **real-time voice, video, and web collaboration/communication** solution for the desktop ideal for enterprises, service providers, and portals. This excellent desktop user–oriented communication solution strongly compliments RADVISION's existing infrastructure architecture for real-time voice, video, and data communications over any network, to any device, using any protocol.

RF Micro Devices, Inc. (RFMD)

Contact

7628 Thorndike Road
Greensboro, NC 27409-9421

P: (336) 664-1233
F: (336) 931-7454

www.rfmd.com

RF Micro Devices enables wireless connectivity. As the world's leading provider of **power amplifiers for handsets** and trusted PA supplier to every major handset manufacturer, RFMD offers innovative solutions, including PowerStar® PA modules with integrated power control and POLARIS™TOTAL RADIO™ transceivers for GSM/GPRS applications. The company's product portfolio also includes WLAN solutions for all standards, single-chip CMOS solutions for Bluetooth® applications, chipsets for GPS, and devices for wireless infrastructure. RFMD's expertise in design spans numerous process technologies, enabling the company to meet and exceed customers' needs.

SightSpeed, Inc.

Contact

918 Parker Street
Suite A14
Berkeley, CA 94710

P: (510) 665-0353

www.sightspeed.com

SightSpeed is the first inexpensive, consumer-focused, IP-based **video communications** solution that really works. The company's mission is to bring natural visual and voice communications to consumers and small businesses around the world. SightSpeed delivers full motion, 30 frames per second video perfectly synched with audio. SightSpeed works great with everyday computers and broadband connections such as DSL or cable. SightSpeed is easy to install and simple to use. The company's revolutionary technology is patented and based on more than seven years of research led by a professor of Electrical and Computer Engineering at Cornell. The company was founded by this professor and two Cornell graduate students in 2001.

Spectrasonics, Inc.

Contact

489 Devon Park Drive	**P:** (610) 964-0713	**www.spectrasonics.com**
Suite 301	**F:** (610) 964-2894	
Wayne, PA 19087		

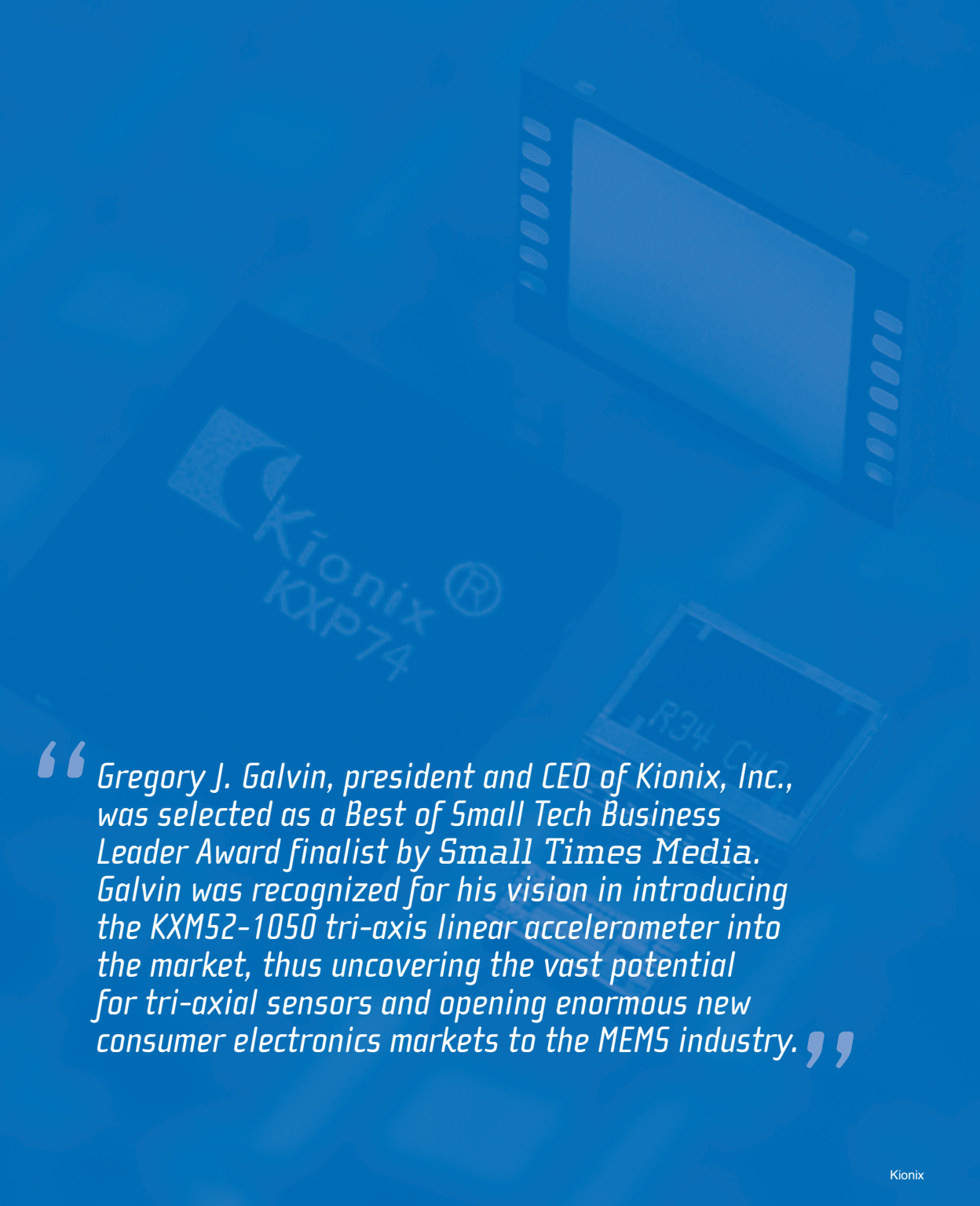
Spectrasonics is a research and **medical instrumentation development** company that commercializes proprietary ultrasonic imaging and therapy technologies developed at Weill Cornell Medical College and the Riverside Research Institute. High intensity focused ultrasound therapy (HIFU) and tissue-parameter imaging are two seminal areas upon which the company focuses. Both technologies represent advances in image guided therapy and minimally invasive surgical applications of ultrasonic energy, and offer the potential to provide significant improvements in the diagnosis and treatment of a wide variety of high incidence diseases.

Ultralink, LLC

Contact

2083 Hawaii Avenue, N.E.	**P:** (727) 527-1277	**www.arcscan.com**
St. Petersburg, FL 33703	**F:** (727) 527-3634	

Ultralink designs and provides advanced **diagnostic ultrasound eye imaging systems** for the worldwide healthcare community. Ultralink developed the world's first very high frequency (VHF) digital ultrasound eye scanner—the Artemis, which provides images of the cornea and anterior segments of the human eye with unparalleled resolution. The company is exploring further applications of the technology in order to complement its value in the fields of refractive surgery and refractive implants.



“Gregory J. Galvin, president and CEO of Kionix, Inc., was selected as a Best of Small Tech Business Leader Award finalist by Small Times Media. Galvin was recognized for his vision in introducing the KXM52-1050 tri-axis linear accelerometer into the market, thus uncovering the vast potential for tri-axial sensors and opening enormous new consumer electronics markets to the MEMS industry.”

Appendix

Small Business Development

About the Companies

Cornell's Research Serves the Region and Beyond: Small Business Development **includes**
110 companies in total
75 of the companies are in Tompkins County
15 are located outside of Tompkins County, but within New York State
20 are located outside of the state
12 of the companies are spin-offs from the Weill Cornell Medical College

The New York companies employ
1,532 people in Tompkins County
3,039 people in New York State (including Tompkins County)
65 percent of their staff as scientific/technical employees (Tompkins County)

Of the New York companies
33 companies are located in the Cornell Business and Technology Park
15 companies report revenue totaling more than $525 million, and one Tompkins County–headquartered company reports an additional Ł1 million; most companies do not reveal revenue.

New Company Listings

Companies below include new start-ups and companies with newly identified relationships with Cornell. For date founded, refer to the company's page.

Tompkins County

Claritas, Inc.
Data Bound Solutions, Inc.
Gendyne Therapeutics, Inc.
Hybrid Silica Technologies, Inc.
Laminare Technologies, Inc.
Mitegen, LLC
Northeast Agriculture Technology Corporation
Novomer
Primet Precision Materials, Inc.
Strategic Marketing Associates
TerraCycle, Inc.
Tetragenetics, Inc.
The 5th Flavor
Vet-Aire, Inc.

Beyond Tompkins County, Within New York State

Triad Technologies, Inc.

Beyond New York State

HμREL Corporation
Sightspeed, Inc.

Companies that Licensed Cornell Technology

Tompkins County

Advion Biosciences, Inc.
BinOptics Corporation
Calient Optical Components
CEA Systems
Cummins Nursery, Inc.
Fingerlakes Aquaculture, Inc.
Gendyne Therapeutics, Inc.
Gene Network Sciences, Inc.
Harvester Technology, Inc.
Hybrid Silica Technologies, Inc.
KensaGroup, LLC
Kionix, Inc.
Laminare Technologies, Inc.
Mitegen, LLC
Moldflow Corporation
Novomer
OptiGen, LLC
Primet Precision Materials, Inc.
Re-Markable Paint Company, LLC
Tetragenetics, Inc.
Transonic Systems, Inc.
Vet-Aire, Inc.
VMETRO, Inc.

Beyond Tompkins County, Within New York State

AMEREQ, Inc.
Arginox Pharmaceuticals, Inc.
BioWorks, Inc.
BZL Biologics, LLC
Con-Cept I, LLC
DATU, Inc.
Innovative Biotechnologies International, Inc.
Sanford Scientific, Inc.

Note: All companies included in the section "Beyond New York State" licensed Cornell technology.

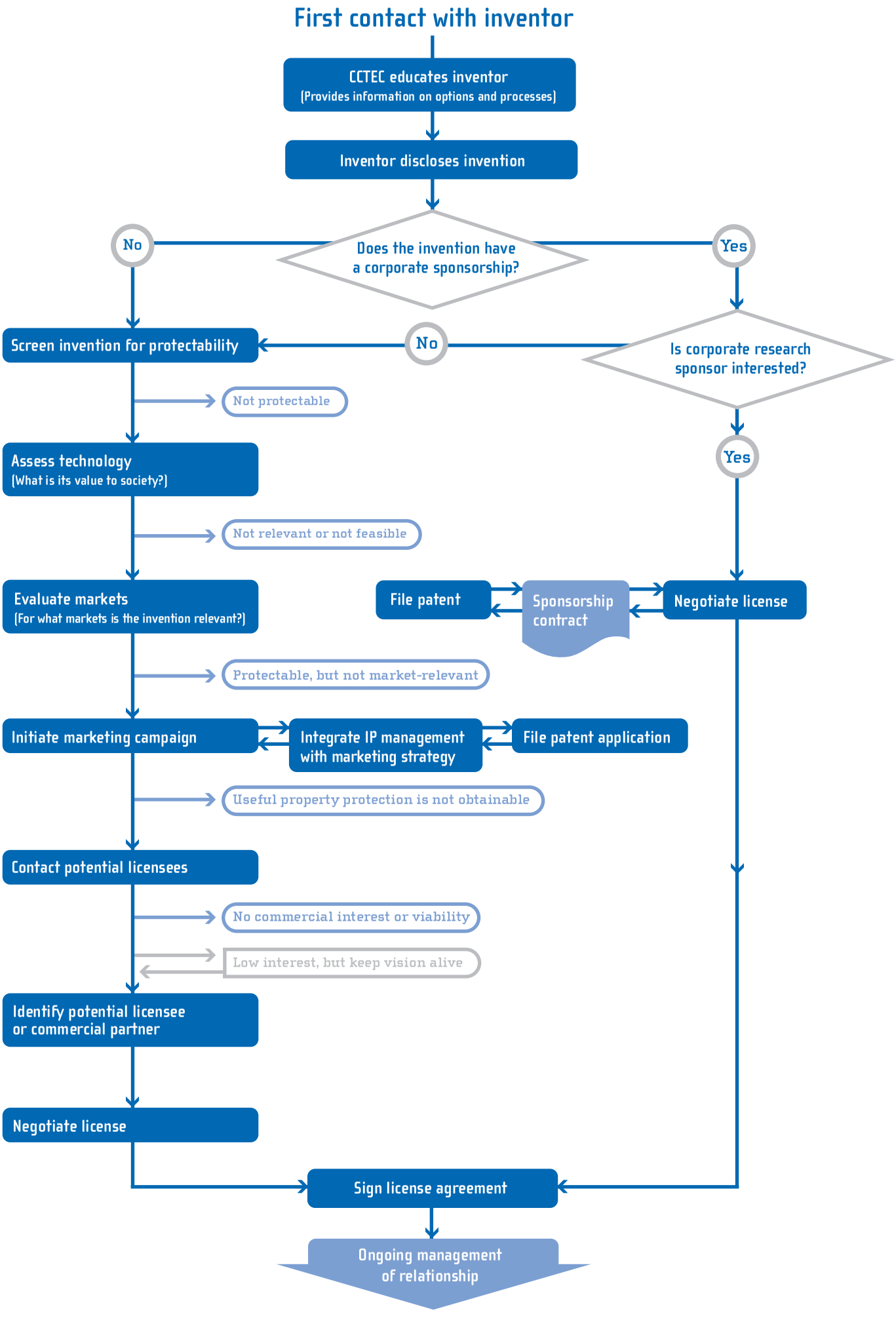
Companies in Partnership with the Weill Cornell Medical College

Applied Genetics Technology Corporation
Arginox Pharmaceuticals, Inc.
Avera Pharmaceuticals, Inc.
BZL Biologics, LLC
CoAxia, Inc.
Con-Cept I, LLC
GenVec, Inc.
Marc Pharmaceuticals, Inc.
Metabolon Pharmaceuticals, Inc.
Q Therapeutics, Inc.
Spectrasonics Imaging, Inc.
Ultralink, LLC

Acquired or Relocated Companies

Advanced Digital Information Corporation (ADIC): moved to Redmond, WA
Animusic: moved to Austin, TX
First Virtual Communicatons, Inc.: acquired by RADVISION
Nanofluidics, Inc.: moved to Menlo Park, CA, and became Pacific BioSciences
Nova Crystals, Inc.: acquired by Gemfire
Phyton, Inc.: moved to Princeton, NJ
SpeechWorks International,Inc.: acquired by Nuance Communications, Inc.
Syracuse Bioanalytical, Inc. (SBI): acquired by Idex
Transtech DSP Corporation: acquired by VMETRO, Inc.

→ Cornell's Technology Transfer Pathway



Notes

Notes


Skaneateles Lake
Owasco Lake
Canandaigua Lake
Cayuga Lake
Seneca Lake
Keuka Lake
Ithaca, New York
42°26'N 76°30'W

“The economic future of Tompkins County and central New York will be shaped by the success of technology transfer from Cornell University to the local business community.”

Mike Hall
Founder
CEA Systems