

LETTER OF INTENT



September 17, 2013

Ohio Development Services Agency
Office of Technology Investments
77 South High Street
Columbus, Ohio 43215

Dear Mihaela Jekic,

This shall serve as TechColumbus' official letter of intent to apply to the Ohio Third Frontier Incubation Program released on August 27, 2013.

Lead Applicant:

TechColumbus
1275 Kinnear Rd
Columbus, OH 43212
614.487.3700

Primary Contact

Name: Chris Anderson
Title: VP, Venture Acceleration
Position: Incubator Program Manager
Phone: 614.406.2440
Email: canderson@techcolumbus.org

Abstract

TechColumbus is a venture development organization based in Columbus, Ohio, serving the 15 County, Central Ohio region. In addition to providing venture acceleration services and investment capital, TechColumbus manages the Central Ohio Edison Incubator, which currently houses 32 technology-based startup companies.

Our team of Venture Advisors provide specialized services in the areas of customer validation, market assessment business and financial modeling, capital attraction, investor presentations, attracting key team members, mentors and advisors, and broad-based technology commercialization.

This Edison grant allows us to provide these and other services to tenant entrepreneurs for no additional cost, allowing the company to retain cash and accelerate company development and growth.

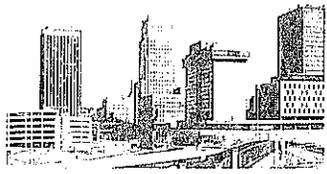
TechColumbus intends to request option two, using \$400,000 towards operating expenses and an additional \$200,000 directed towards the most promising technology tenant companies. Cash Cost share has been identified in rents and community partners to fulfill the required \$400,000 match for a total project budget of \$1,000,000 for calendar year 2014.

Thank you for your continued support of the tech incubator system in Ohio and the opportunity to compete. This program provides critical infrastructure needed to support entrepreneurs across the State.

A handwritten signature in cursive script that reads "Chris Anderson".

Chris Anderson

VP, Venture Acceleration



Akron
Development Corporation
166 South High Street / Akron, OH 44308

Subject: Akron Global Business Accelerator Incubation Program LOI

Date: September 18, 2013

Lead Applicant: Akron Development Corporation
166 S. High Street
Akron, OH 44308

Contact: Anthony J. Margida
330-375-2232
ajmargida@akronaccelerator.com

Requested State Funding: \$500,000 (Option 1, with 25+ current TTC's)

Intended Use of Grant Funds: The Grant Funds will be used to operate an incubation program and will be used primarily for direct client services.

Project Summary:

Akron Development Corporation ("ADC") is a non-profit development corporation established by the City of Akron. ADC is an entity registered in the State of Ohio and owns and operates an incubation program known as the Akron Global Business Accelerator ("AGBA"). Founded in 1983 as an initiative of the City of Akron, the AGBA is an Ohio incubator with a 310,000 sq. ft. incubator facility and currently provides services to 30+ Technology Tenant Clients (TTC). ADC will provide tangible community support for an Incubation Program Award by fully matching the Grant Funds, dollar for dollar, in the form of Cost Share.

Through its dedicated full-time staff, AGBA proposes to utilize an award from the program to provide comprehensive entrepreneurial assistance and support to technology-based start-ups in diverse fields, including in the following focus areas: biomedical, information technology, advanced materials, medical technology, and software applications. The AGBA has been nationally recognized by the National Business Incubator Association for its innovation having assisted client companies in securing/generating \$115 million in investment, 639 new high-paying jobs, \$295 million in sales, and \$104.5 million in payroll since 2008.

AGBA proposes to continue and expand its incubation program with the objectives to create high technology, sustainable, high-paying jobs through the support of

entrepreneurs and to help these technology based start-up companies reach successful outcomes. AGBA has had a long record of success, including success in graduating client companies, largely because our program lends great advantage to entrepreneurs and is confident these successes will be continued and expanded as part of this Incubation Program. Our incubation program's advantages come in a two-tiered value proposition that includes both comprehensive entrepreneurial assistance and professional, full-service incubator facilities.

The ultimate goal of the AGBA program is to graduate companies to a self-sustaining, successful mode with a competent management team and adequate financial backing. The AGBA program has delivered many success stories over the years providing companies, jobs, wealth and seasoned entrepreneurs to fortify the ecosystem.

Lead Applicant's name, address, phone number:

**BioEnterprise Corporation
11000 Cedar Ave.
Cleveland, OH 44106
216-658-3999**

State Funds requested : \$350,000

Contact person and email address:

**Robert Baxter
bbaxter@bioenterprise.com**

Intended Use of Funds - Support the BioEnterprise Technology Tenant Clients through professional assistance/counsel by the BioEnterprise Business Development team and provide quality biomedical research facilities.

Proposed Project - BioEnterprise is a business formation, recruitment, and acceleration initiative designed to grow health care companies and commercialize bioscience technologies. It was formed in 2002 to lead NEO's growth of its bioscience industry with a specific focus on developing promising start-ups. BioEnterprise's founders and partners are Cleveland Clinic, University Hospitals, Case Western Reserve University, Summa Health System and the Austen BioInnovation Institute in Akron. The company's work unites the region's major health care assets towards one focused mission: making Cleveland a nationally-recognized center of health care innovation, the equivalent of Minneapolis and Research Triangle.

The BioEnterprise incubator is a key part of the organization's services and value to the NEO's biomedical community. The facility is intended to be a starting point for new, high-potential bioscience companies and a location for business service firms supporting these types of ventures, including BioEnterprise. It is located a short walk from the Case Western Reserve, University Hospitals, and Cleveland Clinic campuses.

BioEnterprise provides extensive business development and fundraising assistance to technology tenant clients. The organization has ten business development professionals on its team. The team is organized in health care sector areas: medical devices, biotechnology, and health care IT/services. Also, each individual brings specific functional expertise to the organization (e.g., product development, clinical development, marketing and sales, financial strategy, etc.). For these reasons, while each client has a lead professional, the group uses a team approach to support the clients.

For each tenant, the level and type of support provided is matched to the status of the company, the sophistication of its management team, and the requirements to position the client for growth including fundraising. Services include: management counsel, clinical collaborations, business development, resource network, and investment capital.

The metrics measured to gauge success are investment capital, jobs created and timely graduation to larger facilities.

Williams, Alon

From: Morakinyo Kuti <mkuti@centralstate.edu>
Sent: Thursday, September 19, 2013 10:51 AM
To: DSA OhioThirdFrontierRFP
Cc: Susan Wachtel; Nancy Bridgman
Subject: "Incubation Program Letter of Intent"

September 18, 2013

Mr. David Goodman
Director
Office of Technology Investments
Ohio Development Services Agency
P. O. Box 1001
Columbus, Ohio 43215

Dear Mr. Goodman:

The National Environmental Technology Incubator at Central State University plans to submit a proposal in response to the 2014 Ohio Third Frontier Incubation Program Request for Proposals.

Ms. Nancy Bridgman, Director of the Incubator, will serve as the Project Director on this project. Her contact information is as follows:

Address: Central State University
1400 Brush Row Road
P. O. Box 1004
Wilberforce, Ohio 45384

Phone: (937) 376-6192

Email: nbridgman@centralstate.edu

The National Environmental Technology Incubator (NETI) will request an estimated \$300,000 under Option 2 which will be used for subcontracts to qualified technology tenant clients as well as operating expenses in compliance to the directives of the RFP. The Net Incubator proposed project is to provide systematic business assistance programs, secure research grants, equity, loan, and venture capital on behalf of tenant clients. The NETI works with an

ecosystem of funding and regional entrepreneurial partners to accelerate emerging technology startups through the commercialization phase of incubation into sustainable companies contributing to new job growth in Ohio.

If you have questions or comments, please give me a call.

Sincerely,

Morakinyo Kuti, Director
Office of Sponsored Programs and Research
Central State University
P.O. Box 1004
Wilberforce, Ohio 45384
Tel: 937.376.6547
Fax: 937.376.6598
mkuti@centralstate.edu

CELEBRATING
75 YEARS
of Academic Excellence

**CY 2014 Ohio Third Frontier
Request for Proposal
Incubation Program**

Submitted by: Bob Leach

Director of Operations

The Mansfield/Richland Incubator, Inc.

DBA: Braintree Business Development Center

201 E 5t Street

Mansfield, OH 44902

419-525-1614

September 19, 2013

The Lead applicant's contact information;

Mansfield/Richland Incubator, Inc DBA Braintree Business Development Center
201 E 5th St,
Mansfield, OH 44902
Main contact: Robert Leach
419-525-1614
bleach@braintreepartners.org

The Braintree Business Development Center is a regional entrepreneurial assistance organization that supports small business in Northeast Ohio. We focus on the following industries: advanced manufacturing, alternative energy, information technology, bioscience, agriculture/food processing. Braintree supports entrepreneurs through business counseling, helping entrepreneurs access capital, networking and educational opportunities and providing company incubation at our facility in Mansfield.

Braintree intends to submit an application in response to the RFP issued by the Ohio Third Frontier for the Incubation Program. At this time our intent is to apply for funds under Option 2 of the funding process for up to \$250,000 in operating funds and \$200,000 for direct company funding under the "Subcontracts to Qualified Technology Tenant Clients" portion of the RFP.

The request for funding will allow Braintree to continue services and resources to both our existing incubator clients and those whom we will engage in the CY 2014. The \$250,000 will be used for general operational expenses which could include personnel salaries and fringe, services to support incubator tenants, programming to assist tenants in business development and general facilities operations. Under general services to Incubator tenants, Braintree will provide expertise and counsel in developing business plans and processes to take a product or idea from conception through validation of concept and to market entry. These services may include but are not limited to business planning, financial projections, marketing analysis, prototype development, branding, hiring for services, employee assistance and finding resources needed to minimize the risks in the process of business development. Braintree will continue to operate and administer the Appleseed Microfinance and TechSprout grant programs to help clients access capital. We will continue to work on behalf of our clients to discover, nurture and bring resources and capital opportunities to our client companies.

Our request for the \$200,000 funding for "Subcontracts to Qualified Technology Tenant Clients" will be used to provide direct funding to tenant companies in accordance with the guidelines set forth in the RFP and follow-on Q&A sessions. Braintree's current desire is to use this portion of direct funding to enhance a company's ability to move through and overcome obstacles to market entry through defined actions. It should be noted that the parameters and procedures for use of these funds is in the process of being developed and will be addressed in the application process.

CY 2014 Third Frontier Incubation Request for Proposal Letter of Intent - Mansfield-Richland Incubator, Inc. - DBA Braintree Business Development Center

September 19, 2013

Incubation@development.ohio.gov
The Ohio Development Services Agency
Office of Technology Investments
77 South High Street
28th Floor
Columbus, Ohio 43215

Re: Incubation Program Letter of Intent

Dear Third Frontier Incubation Program :

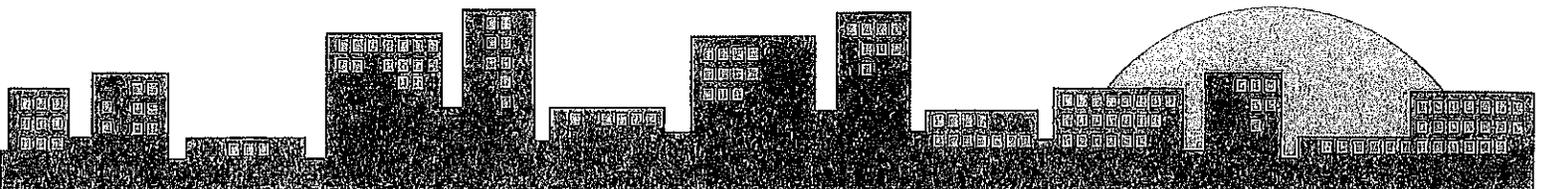
I am pleased to submit this Letter of Intent pursuant the Ohio Third Frontier Incubation Program Request for Proposal (RFP) involving the 2014 Incubation Program solicitation, on behalf of Hamilton County Business Center, Inc. (HCBC) which will be submitting an application for funding, as the Lead Applicant.

Listed below is the required Lead Applicant information:

Hamilton County Business Center, Inc.
1776 Mentor Avenue
Suite 100
Cincinnati, Ohio 45212

- General Phone Number - (513) 631-8292
- Contact Person – Patrick Longo
- Contact Person Email – Longo@hcdc.com
- State Funds to be requested - \$500,000.00

Use of Funds – Fund incubation program personnel, subcontracted assistance services, and facility rent.



HCBC will leverage the State of Ohio's funds to operate a full service, business incubation program in Southwest Ohio (Hamilton, Butler, Warren, and Clermont Counties) that focuses its energies on assisting start up and early stage technology ventures in the incubating and demonstration stages of the commercialization framework.

HCBC's Business Incubation Program is centered on the following components:

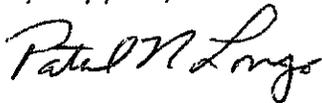
- Coaching and Mentoring relationships
- Concierge and Connectivity services
- Morning Mentoring
- Regional Entrepreneurs Forum

By offering Business Incubation, Morning Mentoring, and Regional Entrepreneurs Forum, HCBC meets the needs of startup and early stage ventures that are focused in the technology based areas of advanced materials, instrumentation, advanced engineering, propulsion and power, environment, biosciences, information technology, and advanced manufacturing.

HCBC is on the leading edge of Ohio's Third Frontier Initiative and an integral component of Southwest Ohio's commitment to creating, growing and retaining early stage technology companies.

If there are any questions concerning this Letter of Intent, please do not hesitate to contact me. Otherwise, I look forward to submitting the proposal.

Very truly yours,



Patrick N. Longo
Director



September 20, 2013
Ohio Third Frontier Incubation Program
Ohio Development Services Agency
Technology Division
77 South High Street, 25th Floor
Columbus, Ohio 43215-6130

Subject: Ohio Third Frontier Incubation Program Calendar Year 2014 LOI – increase product commercialization for NCC-ET early-stage technology companies

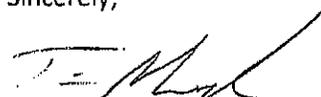
Dear Sirs:

The North Central Campus for Emerging Technologies (NCC-ET), as the lead applicant, intends to submit the following Incubation Proposal: **“Increase commercialization for NCC-ET early-stage technology companies”**. The NCC-ET is located at 1700 Fostoria Ave, Findlay, Ohio. Mr. Tim Mayle, President is the contact. Mr. Mayle’s email is tmayle@findlayhancocked.com and his office number is 419-422-3313. We anticipate the amount requested will be \$350,000.

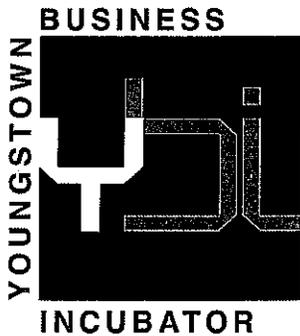
The NCC-ET will continue to support its existing technology based clients as well as increase deal flow and technology support. Recently the NCC-ET has added two tenants that are focusing on nano technology. Ni-58 labs is operated by a chemist with over 40 years of experience. Ni-58 patent pending technology establishes a new method to capture aromatic hydrocarbons. In addition Blue Sky Technology is developing nano technology for the medical and Information Technology Industries. We believe the Ohio Third Frontier Incubation Program will greatly support the increased product commercialization for our existing tenants.

The NCC-ET will collaborate with Rocket Ventures, University of Findlay, Center for Innovative Food Technology (CIFT) and our local/state angel club network.

Sincerely,



Tim Mayle, President



September 19, 2013

Ohio Development Services Agency
Office of Technology Investments
77 South High Street, 28th Floor
Columbus, Ohio 43266

Please accept this Letter of Intent (LOI) for the Edison Incubation Program from the Youngstown Edison Incubator Corporation (dba Youngstown Business Incubator or YBI), located at 241 West Federal Street, Youngstown, Ohio 44503. The contact person is Barbara Ewing, Chief Operating Officer, who can be reached at 330-746-5003(o) or 330-717-2269 (c) or at bewing@ybi.org. YBI's primary focus is on Information Technology, but has recently expanded to include Advance Materials.

YBI intends to request Option 2 for \$450,000, \$250,000 in operating dollars and \$200,000 for Subcontracts to qualified Technology Tenant Clients. The operating portion of the funding will be used both for entrepreneurial programs and support (staff, educational programming, research, etc.) and for facilities operations (e.g. electricity, telephony, heating/air conditioning, etc.) The \$200,000 will be awarded to YBI Portfolio companies through convertible notes in tranches of \$25,000 after evaluation by YBI's Client Development Committee. As per the terms of the solicitation, these funds will be available for prototyping, product development, design, testing, market research, etc.

YBI's entrepreneurial support program was designed to provide structure for its companies, while allowing for flexibility and allowance for the individual companies specific situation. YBI identifies the needs of a Portfolio Company through personal interviews which includes vetting of the product development, technology, market validation and business planning. When available, YBI reviews business plans, executive summaries or other development materials.

YBI garners the input of subject matter experts, legal and financial experts to assist in these evaluations. Upon mutual agreement of establishing a relationship, YBI works with the Portfolio Company to jointly develop a plan of action to move through the Technology Commercialization Framework, identifying the necessary resources. YBI provides entrepreneurial development services, counseling and research for concept evaluation and beta testing, market verification, business, marketing and strategic plan development, conventional, equity and government-sourced funding,

www.ybi.org

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241 WEST FEDERAL STREET • YOUNGSTOWN, OHIO 44503 • P:330.746.5003 F:330.746.6863

intellectual property issues, corporate formation and ownership structures. These resources are provided by YBI staff, short term consulting contracts with technical experts (particularly software developers), and numerous members of YBI's external network of more than 6,000 professionals, who volunteer their time and expertise, as well as an internal network of more than 300 employees in our portfolio companies. By taking advantage of these resources, YBI has been able to significantly accelerate the speed to market for portfolio companies.

We look forward to submitting a full proposal to the Third Frontier Commission and the Ohio Development Services Agency. If you have any further questions, please feel free to contact me at the numbers/email address listed above.

Sincerely,

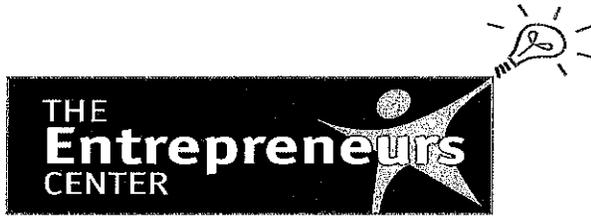
A handwritten signature in black ink that reads "Barbara Ewing". The signature is written in a cursive style with a large, stylized initial "B".

Barbara Ewing
Chief Operating Officer

www.ybi.org

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241 WEST FEDERAL STREET • YOUNGSTOWN, OHIO 44503 • P:330.746.5003 F:330.746.6863



You can get there from here

As an Ohio technology incubator providing intensive entrepreneurial assistance, resources, access to capital and state-of-art incubation facilities, we ask that you please accept this correspondence as a **Letter of Intent** to bid on **Ohio's Development Services Agency Incubation Program Request for Proposals**.

Lead Applicant

Dayton/Miami Valley Entrepreneurs Center, Inc. dba The Entrepreneurs Center
714 E Monument Avenue
Dayton, OH 45402
Contact: Barbara A Hayde, President
937.281.0098

bhayde@tecdayton.com

State Funds Request: Option B, \$250,000 (Operations), \$200,000 (Technology Tenant Client awards)

Use of Grant Funds

The Entrepreneurs Center (TEC) provides business incubation/acceleration services and state-of-art leased space for Technology Tenant Clients in the Dayton Region. TEC contributes to innovation in technology by helping entrepreneurs build sustainable companies that create economic growth and opportunity for Ohioans.

Summary

TEC provides one-stop business assistance to a variety of entrepreneurs and small businesses:

- on-site intensive incubation in state-of-art facilities,
- access to a myriad of resources provided by the region's extremely collaborative eco-system,
- commercialization training and assistance (licensed by WKI, Inc., a proven commercialization approach),
- formalized business/idea vetting (AdvancetoProfit.com and Morning Mentoring),
- access to capital through collaborations with various sources such as, Accelerant, MVVenture Assn, OhioTechAngels, etc.
- facilitation of graduation,
- an aggressive strategic marketing approach to attract nascent entrepreneurs, researchers/scientists, investors, and volunteers, and
- on-site Small Business Development Center (SBDC)

With funding from the Ohio Third Frontier, TEC will continue to help entrepreneurs establish a functional structure around their business. OTF funding will allow TEC to deliver our proven expertise and incubation services so entrepreneurs can concentrate their limited resources on the development of their business. TEC's goal is to provide the incubation and acceleration services that will move a company from their present stage of development to graduation. Our business incubation services maximize the probability of success.

As a partner in Ohio's Third Frontier Entrepreneurial Signature Program (ESP), The Entrepreneurs Center is presently assisting designated companies with the product commercialization process. TEC is part of a collaborative team that provides advice, services and capital to assist in the commercialization of Ohio's most promising new products and technologies. TEC is uniquely positioned to contribute to an Entrepreneurial Ecosystem which "zealously helps entrepreneurs succeed" in order to create long term economic vibrancy and sustained development.

Demonstrated Effectiveness

TEC has performed at a high level over the past 13 years. Since inception in October of 2000, TEC has hosted 67 tenant companies which have created 544 jobs with an average salary of approximately \$59,000. TEC tenants have generated sales of more than \$146 million and payroll of over \$89 million, generating \$84 for every dollar of state investment.

Incubation Facilities

The Entrepreneurs Center is housed in a 35,000 sq. ft. business incubation facility located in Dayton's Central Business District. The building was designed to accommodate the needs of technology, manufacturing and laboratory-type businesses.

TEC provides a state-of-art technology infrastructure that fosters the development of innovative, leading edge, market oriented, technology companies. Our fiber-connected facility and services enable the rapid scaling of a variety of technology-based companies.

Incubation Services

TEC provides its signature educational and developmental processes to Technology Tenant Clients who have a viable business concept that has prospects for scalable growth, adequate start up finances and a willingness to accept our assistance.

In addition to our robust technology infrastructure, the incubator provides an environment that fosters the development of scalable, sustainable companies. Incubation services include a wide range of assistance that is facilitated by our incubation staff and extensive network of mentors and advisors. These services include strategic planning, financial planning, commercialization guidance, market research, capital acquisition, and human resource planning, just to name a few.

TEC's process of assessment, planning, implementation, revision and formalized evaluations will move a company from incubation to growth and sustainability. Our Advance to Profit® commercialization

assessment tool was designed by TEC to fast-track the commercialization of technology and innovations in the Dayton Region. The goal of this program is to fast-track the commercialization process and help the client reach the commercial market in the most organized and efficient manner. The Advance to Profit® system is a key platform to accelerating technology clients. The process aligns with the Ohio Technology Commercialization Framework, the Ohio Third Frontier and best practices in new product/technology commercialization.

Capital Access and Graduation

Presently, the Entrepreneurs Center does not invest in or take an equity position in our tenant companies. We do however; have relationships with local organizations and institutions that do invest in small businesses. TEC's proposal will articulate strategies to enhance connections with investment organizations throughout the region, state and nation. The goal of these efforts is to accelerate the technology tenant's journey to sustainability and graduation.

Technology Tenant Client Awards

TEC will assemble a panel of business experts to formulate a process to vet, select, and monitor technology tenants who propose to utilize grant awards of \$25,000 to \$100,000 specified as follows:

- Activities need to meaningfully accelerate a company's growth and achieve defined goals and milestones, such as, product design, prototyping, testing, validation, and design for production or market research.
- Allowable categories for funds include purchased services, supplies, equipment, services from TEC or an external service provider. Grant funds may not be used for personnel costs or paying rent to TEC.
- Grant funds must be spent within one year of the award decision.



MAGNET
1768 E. 25th St.
Cleveland, OH 44114

Subject: 2014 Ohio Third Frontier Incubation Program Letter of Intent

Please accept this document as an official Letter of Intent for the 2014 Ohio Third Frontier Incubator Program RFP for the following organization:

Lead Applicant: MAGNET, Inc.
Address: 1768 E. 25th St., Cleveland, OH 44114
Phone: 216.391.7002
Contact Person: Dave Crain (dave.crain@magnetnetwork.org; 216.432.5310)
Funds requested: MAGNET will be submitting at the < 25 tenant level.
Intended Use: Continued operational funding for The Incubator at MAGNET

Proposed Project

MAGNET, Inc. proposes to use 2014 Incubation Program funding to continue operations of their successful *The Incubator at MAGNET* program. The incubator program focuses on early stage, high growth potential technology startups in the Incubating and Demonstrating phases of development. Furthermore, given the specific expertise and mission of MAGNET overall, The Incubator at MAGNET further specializes in those startups whose technology is resident in a product or process.

Specific project plans will be outlined in detail in our RFP response. Our intent is to continue to leverage and extend the integration of our incubation program and resident manufacturing and product engineering capabilities. Specifically, we plan on documenting the following program elements, among others:

- An integrated startup legal center available to incubator tenants and regional technology startups. Leveraging the talents of 3-4 entrepreneurially-focused law firms in the region, the center will be a prime resource for startups needing legal help and/or advice.
- A detailed overview of our entrepreneurial assistance services, including specific manufacturing and engineering services made available to entrepreneurs.
- Case studies representing exciting, growing startups and how they benefitted from our programs.
- An expanded speaker series, focusing on in-depth, pragmatic topics of interest to entrepreneurs. An example would be our recent ½ day session on Entrepreneurial Personality Profiling, which included full testing access for a greatly reduced fee from the service provider, including lunch with the founding researcher.



September 19, 2013

David Goodman, Director
Ohio Development Services Agency
Office of Technology Investments
77 South High Street, 28th Floor
Columbus, OH 43215
February 23, 2010

RE: Incubation Program Letter of Intent

Mr. Goodman,

This letter expresses the intent of the City of New Albany to submit a proposal for the 2014 Ohio Third Frontier Incubation Program. The City plans to request funding under Option 1 in the amount of \$250,000. The requested funds and matching amount will be used to assist with operating expenses for Innovate New Albany's Inc@8000 Incubator, located in on Walton Parkway in New Albany. The attached project summary provides more detail. Below is the lead applicant contact information. Please contact the Charlotte Colley, Senior Projects Manager, with any questions or concerns.

City of New Albany
99 West Main Street
P.O. Box 188
New Albany, OH 43054
614-855-3913
ccolley@newalbanyohio.org

Thank you,

Charlotte Colley
Senior Projects Manager

Lead Applicant:

The University of Toledo
2801 W. Bancroft Street
MS 218
Toledo, OH 43606

Contact:

Jessica Sattler
419-530-6164
Jessica.sattler@utoledo.edu

Estimated State Funds to be Requested:

\$450,000 - \$600,000

Intended Use of Funds:

We anticipate applying under Option 2 and plan to use the funds for the following activities: Operating funds, Technology Tenant Client Awards, and Outreach and Engagement.

Project Summary:

The Northwest Ohio Edison Incubation Program has a clearly defined work plan for 2014 with a dual focus on physical incubation resources and services, as well as commercialization services utilizing the National Science Foundation's Lean Launch Program methodology (Lean Launch). This single program combines the state of the art physical incubation assets of the University of Toledo with the business development and commercialization expertise of the new Director and the established regional business development network. Edison Incubation has a newly invigorated mission: To prepare technology-based start-up companies for funding, commercialization, and sustainability by providing intensive business assistance and physical incubation. Eligible clients of Edison Incubation possess significant intellectual property for revolutionary technologies and are located within an 18-county area of Northwest Ohio. Edison Incubation achieves its mission by providing services based off the core 9 building blocks of the Business Model Canvas Tool (Lean Launch):

Business Assistance Services

- Concept Evaluation
- Technology Validation
- Company Fundraising/Financing Preparation and Direction
- Strategic Partners
- Primary Market Research
- Channel Partner Development
- Marketing and Sales
- Intellectual Property
- Demonstration and Validation

Physical Incubation Resources and Services

- High-quality, flexible physical space for tenant start-up operations
- Meeting facilities for tenants
- Opportunities for research and development collaboration with faculty and institutes
- Co-location of tech-based clients and with all University of Toledo resources
- Participation in the NSF ICorps Site Program

- Access to new collaboration work space
- Access to morning mentoring sessions

We will expand our successful "Demonstration Funding" program, providing funding 2 - 8 technology client companies to be used for prototyping, validation, and other demonstration activities necessary to advance commercialization and prepare technology-based start-up companies for funding. This initiative and its Edison funding is imperative for accelerating and achieving sufficient technology demonstration and proof of commercial feasibility demanded both by professional investors and market adopters.

As a newly appointed NSF ICorps Site (1 of only 4 in the US) we continue redevelopment and expansion of our Entrepreneurial Coaching System utilizing the NSF's Lean Launch Curriculum. Using Lean Launch, new application and screening tools, as well as the continuation of the Rocket Ventures partnership, UT Incubation will provide a more specialized coaching system in which we identify the specific gaps in talent and resources needed to effectively address each client's specific needs and utilize purchased services to fill those gaps. For example, if a client's product will reach its primary market using an internet based sales strategy however the client team does not include a web designer, an appropriate vendor would be selected to perform that function to enable efficient and effective product commercialization.

14-213



OHIO
UNIVERSITY

Office of the Vice President
for Research

Research & Sponsored Programs
Research and Technology
Center 105
Athens OH 45701-2979

T: 740.593.2857

F: 740.593.0379

www.research.ohiou.edu/orsp

September 20, 2013

Via E-Mail to: Incubation@development.ohio.gov

Subject: "Incubation Program Letter of Intent"

Ohio University is pleased to submit a Letter of Intent to apply for the Ohio Third Frontier Incubation Program for the 2014 calendar year. The required information is as follows:

Lead Applicant Name	Ohio University
Address	105 Research and Technology Center, Athens, OH 45701
Phone Number	(740) 593-1803
Contact Name	Jennifer Simon, Director, Innovation Center
Contact Email address	simoni@ohio.edu
Funds to be Requested	\$350,000

Attached, please find a one-page project proposal summary.

Sincerely,

A handwritten signature in black ink that reads "Shane L. Gilkey".

Shane L. Gilkey, MPA

Assistant Vice President for Research and Sponsored Programs

Ohio University Innovation Center Ohio Third Frontier Incubation Program Project Summary

The Innovation Center at Ohio University seeks funding through the Ohio Third Frontier Commission's Incubation Program to continue to provide client focused direct assistance to technology and bioscience companies in its incubation facility.

With a rich 30-year history of incubating and graduating technology companies, the Innovation Center provides technical support services to clients as they progress through the stages of commercialization, from incubation activity to demonstration and market entry. Many graduates of our facility have moved on to build sustainable businesses in our region, providing new, high paying jobs in the local economy while also attracting outside funding and other resources.

The Innovation Center has accomplished this by selectively admitting startup companies as clients. We build upon their strengths and deliver high-quality, intensive services, track their milestones toward graduation and make connections to our network of mentors, investors and other partner service providers.

In 2008, the Innovation Center was recognized and supported as one of 11 Edison Incubators in the state. Over the past 5 years, the Innovation Center has played a key role in entrepreneurial activity throughout the region and is a strong partner to entities both here at the university and regionally.

The Innovation Center, as an existing incubator, meets qualifications required for application. We currently house clients in a variety of technology sectors including fuel cells and energy storage and medical technologies related to equipment and devices. Additionally, several clients' work is focused in biomedical, unmanned aerial devices or information technology clusters.

In our proposal, the Innovation Center will detail the work to be completed in calendar year 2014 with regard to anticipated graduations, successful follow-on funding and continual improvement of our processes and services to our clients leading to a robust pipeline of technology focused clients.

We intend to submit an application by the deadline of October 15th to include all necessary documentation, applying for "Option 1" of \$350,000 in grant funds from the Third Frontier Commission, securing 1:1 cash match from sources to be identified in our application.

We would utilize the grant funding to support the operations of the hub of entrepreneurial activity that takes place here in the Innovation Center. This will include salaries for employees who are providing direct technical assistance to client companies. Additionally, funds will be utilized to support fundraising efforts for an expansion to our current facility in the next 2 to 3 years. This could include architectural plans, developing a fundraising strategy and marketing efforts, which would also serve to promote our services and facility to potential clients.

We are a central gathering place and hub of activity for the entrepreneurial ecosystem in southeast Ohio and look forward to continuing the role we play in the growth of technology companies in our region.

LAUNCHHOUSE

Program Contact

Office of Technology Investments
Ohio Development Services Agency
(614) 466-3887
incubation@development.ohio.gov

Lead Applicant

Todd Goldstein, CEO
LaunchHouse
(216) 338-3000
Todd@launchhouse.com

Ohio Third Frontier Incubation Program: Letter of Intent

This letter serves as our intent to be considered for the Ohio Third Frontier Incubation Program. Since 2008, the LaunchHouse mission has been to recruit, nurture and grow the most promising tech startups, in an effort to curtail the brain drain from Ohio.

Located in Northeast Ohio, LaunchHouse is a lean business incubator that fosters entrepreneurial success and job creation through capital, education, networking, and innovation. Since our inception, LaunchHouse has invested in over 50 startups. Our portfolio consists of 42 technology companies, whom have received over \$500,000 of funding. Through development efforts, resources, mentors and a network of investors, these companies have been able to raise over \$10 million in follow-on funding.

We are confident in our ability to provide intensive entrepreneurial assistance, resources, access to capital and high-quality incubation facilities. With the support of the Ohio Third Frontier Incubation Program, LaunchHouse will be able to enhance our existing resources and offerings for thriving, self-sustaining, job-creating tech companies in Ohio.

The LaunchHouse Incubation Program will focus primarily on software applications for business and healthcare within the cluster of information technology. We believe that funding option 2 would allow us greatest ability to support our tech tenants.

We are committed to promoting technology-based economic development within Ohio by support and funding activities that move technology from idea to market. We are excited and honored to be considered for this esteemed program. Thank you for your time and consideration.

Regards,



Todd Goldstein, CEO



14-215

Re: "Incubation Program Letter of Intent"

Lead Applicant: Muskingum County Business Incubator (MCBI)
2725 Pinkerton Road
Zanesville, Ohio 43701

Contact: Carol Humphreys, Executive Director
Email: chumphreys@mcbi.info

Estimated Request: up to \$450,000

Intended Use of Funds: Development of two (2) companies with patented prototypes that will re-establish the production of innovative products in the state of Ohio as well as answer the needs of current safety concerns in our schools, universities, government and private buildings.

The MCBI is a 501 ©3 multi-purpose regional incubator serving 12 counties in Southeast Ohio. The incubator was established in 2005 as a county facility but realized that an outreach program serving our neighboring counties in rural Appalachia Ohio was prudent. As a partner with TechGrowth Ohio our regional ESP under Ohio's Third Frontier, we have the opportunity to serve a larger footprint and attract viable innovative companies that we are guiding through commercialization. Two of these companies have opened doors to opportunity for employment in our region and state along with bringing cutting edge answers to safety and security concerns that we are now facing nationwide.

MCBI has recently developed the "Graduated Business Development Program" (GBD) which is created to guide our tenant clients toward graduation in not only a timely way but is focused on a set of six client-specific milestones designed to help the client graduate from the program within three years as a healthy, profitable company. The program is also built on mentorship from successful entrepreneurs who participate in an active relationship with the client and help manage the GBD measurements that evaluate milestones of successful growth achievement.

The two suggested MCBI Residential Clients hold unique needs but are both based on the need for cost-effective production and the desire to have the products produced in the United States. The similarities also include the use of robotics limiting the large overhead of handwork and piece rate. Although such robotic machinery exists the new usage will be dynamic opening up a large market that is now produced in China.

MCBI can offer space for early production runs and have local private investors interested in the development of the said products. Working with TechGrowth Ohio will allow us the availability of expertise to assist in the development of the specific technology guidance required. In addition the strength of this partnership will offer funding sources to see project to fruition.

September 20, 2013

Attn: Incubator Program Letter of Intent

On behalf of Lorain County Community College and the Great Lakes Innovation and Development Enterprise, a division of LCCC, thank you for the opportunity to apply for funding under the Ohio Third Frontier Incubation Program for the calendar year 2014.

The following is our formal letter of intent for funding as required in the RFP announced by the Ohio Development Services Agency on August 27, 2013.

- Lead Applicant – Lorain County Community College and Great Lakes Innovation and Development Enterprise
- Address – 151 Innovation Drive, Elyria, Ohio 44035
- Primary Contact – Dennis Cocco, dennis@glideit.org, 440-366-4318 or Cliff Reynolds, cliff@glideit.org, 440-366-4315
- Requested State Funds – Option 1 for \$350,000
- Use of Funds – Operating Funds for the GLIDE Edison Incubator

Proposed Project:

Great Lakes Innovation and Development Enterprise (\$350,000) - Option 1

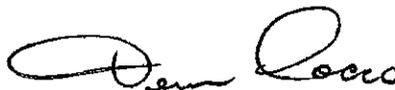
The Great Lakes Innovation and Development Enterprise (GLIDE), a division of Lorain County Community College (LCCC), was created in May 2001 by a unique partnership of the Lorain County Commissioners, LCCC, and the Lorain County Chamber of Commerce. GLIDE is a comprehensive regional innovation and resource center that supports all facets of the start-up, development, and growth of entrepreneurial ventures. GLIDE's objectives are to assist in creating, growing, and nurturing jobs that spearhead economic growth in both Lorain County and the northern Ohio region. GLIDE became an Edison Incubator in 2006.

Thank you for your consideration.

Respectfully,



Cliff Reynolds
Co-Director, GLIDE



Dennis Cocco
Co-Director, GLIDE

LETTER OF INTENT

OHIO THIRD FRONTIER INCUBATION PROGRAM

Cintrifuse

299 E 6th Street
Cincinnati, OH 45202
(513) 421-1921

This is a notification of Cintrifuse's intent to apply to the Ohio Third Frontier Incubation Program for funding up to \$600,000 (inclusive of technology tenant awards).

Cintrifuse is a Cincinnati, OH based not for profit created 15 months ago by the regional business, institution, investment and startup communities. Cintrifuse provides space and proactively links entrepreneurs with strategic businesses, research institutions, mentors and investors to help them successfully launch high-growth startups. We have harnessed three core elements to develop a sustainable innovation economy: Access, Place and Funding. These are briefly described in the attached.

To date, Cintrifuse has a dedicated full-time staff in its high quality temporary facilities, a growing track record and significant investment in entrepreneurial assistance, proven and broad community-based operating fundraising capabilities, and a significantly increasing demand for services. Importantly, recognizing the critical need for early stage venture capital, Cintrifuse has attracted private capital with the estimated largest ever first-time regionally based Fund of Funds.

The Ohio Third Frontier Incubation program is of particular interest as "Place" was identified as a key outage in the region and hence a key goal of Cintrifuse. The temporary location has over 30 companies and several "graduates" who have outgrown the facilities (but relocated locally!). Next year, Cintrifuse will open its urban campus hub consisting of over 30,000 square feet in the historic Over the Rhine community. This urban hub will significantly increase the capacity to incubate companies and more efficiently deliver supporting services for the startups. Financing for the acquisition and development of the urban hub has already been achieved including a significant commitment from The City of Cincinnati.

Our final proposal will detail institutional, private and public sector partners and collaborators.

Please advise if you have any questions.

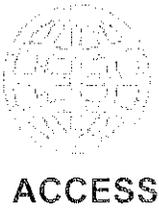
Contact: Jeffrey Weedman, CEO
jeff@cintrifuse.com



Creating a fully linked Innovation Economy

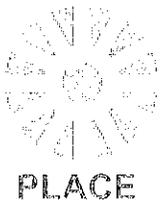
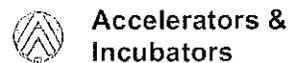
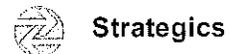
- **Intellectual Capital**
- **Financial Capital**
- **Strategic Capital**

Aligned interests between the Cincinnati Region, Strategic Investors and Venture Firms.



At Cintrifuse, we share the desire to innovate, have a thirst for continuous learning, and enjoy the benefits of collaboration. Cintrifuse residents and members have priority access to global industry leaders, a path to product testing opportunities, and early review of emerging technology. As our members' businesses mature, our team, partners, and mentors offer a full range of content and programming to assist with talent recruitment and retention, investment sources, customers, revenue and exit opportunities.

Technology, Life Sciences, Consumer Goods and Services Energy, and Devices



Cintrifuse has over 30 companies in its temporary facility in downtown Cincinnati. We have already begun connecting a network of regional hubs and are creating a new 38,000 ft² urban campus to be located in Cincinnati's historic Over-the-Rhine community. Each collaborative workspace offers a web of supportive services designed specifically to help high-growth startups. It includes interactions with other innovative startups, programs, mentors and business consultants. The urban hub is being developed in collaboration with 3CDC and received a \$4MM+ commitment from the City of Cincinnati.



The Cintrifuse Early Stage Capital Fund I, LLC, a venture capital fund of funds, has raised over \$50MM to date in private sector funding and the target is up to \$100MM. It will invest in regional and national early-stage venture capital funds. The Cintrifuse fund will target venture firms with focus areas that align with our strategic funding partners interests in technology, life sciences, consumer goods and services, energy, and devices. The Cintrifuse fund is a for-profit fund.

INVESTORS/PARTNERS (partial list)



Learn more www.Cintrifuse.com



Incubation Program

Application Information Page

This Application: Does Does Not include information considered a "trade secret" under Ohio Revised Code Section 1333.61(D)

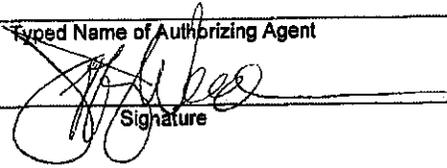
Lead Applicant's Legal Organization Name	Name: Cintrifuse
	Address: 299 E Sixth Street
	Cincinnati, OH 45202
	Contact Person: Jeff Weedman
	Phone Number: (513) 421-1921
	Email: jeff@cintrifuse.com
Incubator Registered Trade Name(s)	Cintrifuse
Ohio Secretary of State Registration Number	

Total Project Budget	\$1.8 million	Ohio Third Frontier Funds Requested	\$ 600,000
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Incubator Focus	<input type="checkbox"/> Advanced Materials (related to advanced polymers; ceramics; composites; carbon fibers and nanotubes; and, specialty metals and alloys)	<input checked="" type="checkbox"/> Software Applications for Business and Healthcare
	<input type="checkbox"/> Aeropropulsion and Power Management	<input type="checkbox"/> Sensing and Automation Technologies
	<input type="checkbox"/> Agribusiness	<input type="checkbox"/> Situational Awareness and Surveillance Systems
	<input type="checkbox"/> Fuel Cells and Energy Storage	<input type="checkbox"/> Solar Photovoltaics
	<input type="checkbox"/> Medical Technology (related to imaging; surgical instruments/equipment; implant devices; and, regenerative medicine)	<input type="checkbox"/> No Specific Technology Focus Area(s)
	<input checked="" type="checkbox"/> Other (specify) digital music, wearable tech, 3D printing, life sciences, transportation and logistics, digital marketing and media, SaaS, bio-tech _____	

Jeff Weedman

Chief Executive Officer

Typed Name of Authorizing Agent

Signature

Title of Authorizing Agent

Date

For Ohio Development Services Agency Use Only

Date Received	Project ID#
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Incubation Program Financial Liability and Legal History

Financial Liability

The State of Ohio (the "State") will not give financial assistance of any type to an Applicant or company with outstanding financial obligations to the State or to an Ohio community or with outstanding environmental issues. The status of each Applicant will be verified with the Ohio Department of Taxation and with the Ohio Environmental Protection Agency.

Please answer the following questions. False answers may result in the State withdrawing any and all offers of financial assistance.

Does the Lead Applicant and/or company:

- a. Owe any delinquent taxes to the State, any state agency, or a political subdivision of the State? Yes No
- b. Owe any monies to the State or to a state agency for the administration or enforcement of the environmental laws of the State? Yes No
- c. Owe any past-due monies to the State, a state agency, or a political subdivision of the State? Yes No
- d. Have any existing tax liens? Yes No
- e. Have a state loan on which it has defaulted? Yes No

Legal History

Has the Lead Applicant (or user), related companies, or any officer:

- a. Been convicted of a felony? Yes No
- b. Been convicted of or enjoined from any violation of state or federal law? Yes No
- c. Been a party to any consent order or entry with respect to an alleged state or federal securities law violation? Yes No
- d. Been a defendant in a civil or criminal action? Yes No

Incubation Program

Lead Applicant Contact Information

Authorizing Agent	Name	Jeff Weedman		
	Title	CEO		
	Organization	Cintrifuse		
	Address	299 E. Sixth Street		
	City, State, Zip	Cincinnati, OH 45202		
	Telephone	(513) 421-1921	Fax	(513) 386-1154
	E-Mail	jeff@cintrifuse.com		
Project Director	Name	Jordan Vogel		
	Title	Director, Entrepreneurial Ecosystem		
	Organization	Cintrifuse		
	Address	299 E. Sixth Street		
	City, State, Zip	Cincinnati, OH 45202		
	Telephone	(513) 246-2714	Fax	(513) 386-1154
	E-Mail	jordan@cintrifuse.com		
Fiscal Agent	Name	Eric Baumgardner		
	Title	Director, Finance		
	Organization	Cintrifuse		
	Address	299 E. Sixth Street		
	City, State, Zip	Cincinnati, OH 45202		
	Telephone	(513) 983-1909	Fax	(513) 386-1154
	E-Mail	eric@cintrifuse.com		
Grant Administrator	Name	Jordan Vogel		
	Title	Director, Entrepreneurial Ecosystem		
	Organization	Cintrifuse		
	Address	299 E. Sixth Street		
	City, State, Zip	Cincinnati, OH 45202		
	Telephone	(513) 246-2714	Fax	(513) 386-1154
	E-Mail	jordan@cintrifuse.com		

Authorizing Agent – the individual authorized by the Lead Applicant to accept the terms and conditions of an award of Grant Funds.

Project Director – the individual authorized by the Lead Applicant to direct the Project for which the Grant Funds have been awarded.

Fiscal Agent – the individual authorized by the Lead Applicant to sign Grant-related financial documents, e.g., Requests for Payment, Grant financial reports, etc.

Grant Administrator – the individual authorized by the Lead Applicant to oversee the day-to-day administration of the Grant Funds, including preparing progress reports, monitoring project progress, etc.

Note: The same individual may hold more than one of these positions.