

Dudley, Jon C.

From: Will Indest [windest@techcolumbus.org]
Sent: Friday, December 23, 2011 1:44 PM
To: OhioThirdFrontierRFP
Cc: Tim Haynes; Chris Winslow; Michelle Murcia; Allison Finkelstein; Delp, Lisa
Subject: 2012 ESP LOI for TechColumbus

Please accept this LOI for TechColumbus to provide a proposal for the 2012 ESP RFP.

The lead applicant for this proposal is:

TechColumbus
1275 Kinnear Road
Columbus, Ohio 43212

Contact: Will Indest, windest@techcolumbus.org, 614 288 7003

The Project is: The Central Ohio TechStart Program 2012

TechColumbus, along with our existing and some new collaborators, are pleased to present a proposal to the Third Frontier Commission for their review. The Central Ohio proposal will include continuation of existing, successful entrepreneurial service programs that create jobs, wealth and A metrics in Central Ohio, as well as new features which will bring new deal flow and sources of additional economic returns for the citizens of Central Ohio and Ohio at large.

We are still defining the scope of the project, but estimate that our request will be \$6 million of State funds for the two year project.

Thank you for your consideration.

Best regards,

WILL INDEST
Vice President, Venture Development



TECHCOLUMBUS

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Letter of Intent

**Ohio Third Frontier
Entrepreneurial Signature Program
Fiscal Year 2012**

Lead Applicant: Cincinnati USA Regional Chamber/CincyTech

Address: 30 West 3rd Street, 6th Floor
Cincinnati, OH 45202-3559

Phone: (513) 263-2721

Contact Person: Robert W. Coy, Jr., President
CincyTechUSA

Email: bcov@cincytechusa.com

Project Title: Southwest Ohio Entrepreneurial Signature Program

Grant Funds Requested: \$5,500,000

Collaborators: BioStart, Cincinnati Childrens' Hospital Medical Center, University of Cincinnati, Castellini Foundation, Hamilton County Business Center, The Circuit, City of Blue Ash, Thompson Hine, Dinsmore Schol, and others.

Southwest Ohio Entrepreneurial Signature Program

CincyTechUSA, acting on behalf of the Cincinnati USA Regional Chamber, plans to build on the successful program initiatives that were begun as part of the original Entrepreneurial Signature Program. The proposal will be implemented by CincyTechUSA (lead). The proposal requests \$5,500,000 of State funding, matched by an additional \$5,500,000 of private funding.

The proposal focuses on three technology signature areas: Medical Technology, Software Applications and Advanced Materials. The overall goal is to provide an integrated set of services and resources to drive capital into investable and scalable technology companies, primarily in the imagining, incubating and demonstrating phases, in order to create new jobs and wealth in our region. Program components will address:

- Deal flow origination in order to build a pipeline of promising opportunities
- Business and technical assistance to prepare companies for investment and market entry
- Mentoring of new entrepreneurs to enhance start-up company successes
- Development of near and long-term funding strategies for investable start-up companies

Since 2007, CincyTech and its collaborators have refined a program model that has demonstrated success in driving capital and talent into promising companies in Southwest Ohio as measured the generation of A metrics. Our progress has increased the awareness of the importance of technology entrepreneurship to the future of our region, and has attracted a significant and growing number of investors and collaborators willing to invest a portion of their wealth and talent in startup companies, thereby enriching the ecosystem for entrepreneurs. Our program going forward will preserve the basic elements of our initial program proposal but will include enhancements and/or modifications based on program experience.

CincyTech's 2012 proposal will emphasize the following program elements:

- *Executives in Residence Program.* There will continue to be permanent EIRs in Medical Technology, Software Applications, with plans to expand the EIR program into advanced materials. The EIRs will provide both business and technical assistance.
- *Capital Formation Assistance* to help raise capital for investable and scalable companies, including outreach to venture capital firms and super angels.
- *Business and Technical Assistance* delivered by CincyTech and through collaborator organizations.
- *Marketing and External Development* to increase deal flow, community support, awareness, and fund raising.
- An enhanced *mentorship program* to expand services to companies, including those that may not be suitable for an equity investment.
- Enhanced universal services.
- Enhanced talent recruitment services.
- *SBIR/STTR Training and Assistance* to increase the number of proposals and success rates.
- *Imagining Grant Program* to provide initial runway funding to attract and match entrepreneurial talent to new technology opportunities.

6701 Carnegie Avenue, Suite 100
Cleveland, Ohio 44103**jumpstart**

www.jumpstartinc.org • follow us: @jumpstartinc

Lead Applicant: JumpStart Inc.
Address: 6701 Carnegie Avenue, Suite 100
Cleveland, Ohio 44103
Phone: 216-363-3400
Contact: John Dearborn
Email: john.dearborn@jumpstartinc.org
Phone: 216-363-3427

Project Title: The Northeast Ohio ESP New, Continuation and Statewide Efforts
State Funds Requested: \$22,000,000
Known Collaborators: Akron Global Business Accelerator, BioEnterprise, Braintree Business Development Center, Great Lakes Innovation and Development Enterprise, The Incubator at MAGNET, Ohio Aerospace Institute, Youngstown Business Incubator, with others being evaluated and likely to be added in the proposal

JumpStart was founded in 2004 and has the vision is to increase the economic impact and sustainability of Northeast Ohio's entrepreneurial ecosystem, while leveraging JumpStart's experience and expertise to catalyze entrepreneurship nationally.

JumpStart Inc. has been a leader amongst Northeast Ohio's regional technology-based economic development organizations. Since 2004, JumpStart has provided technical assistance services and investment capital to the region's high-tech entrepreneurs. Since 2008, JumpStart has also served as the regional leader of the OTF's Entrepreneurial Signature Program (ESP), a multi-organization collaborative that has generated significant metrics and outcomes. JumpStart has led the collaborator to operate as a network to efficiently increase entrepreneurial outcomes and build the network resources. Key metrics for companies that have received service support from the Northeast Ohio ESP Network include:

- \$865,835,539 in capital raised since 2004
- \$163,753,909 in revenue generated since 2004
- Created 4,452 direct, indirect or induced jobs since 2004

In the coming proposal, JumpStart will demonstrate the need to continue and expand the services that support the entrepreneurs in the NEO region, including bringing new collaborators into the network which will add additional services for technology and minority entrepreneurs, building the ecosystem. The proposal will request continued funding for programs demonstrating strong outcomes. New activities which may be proposed include new education, mentoring, or access to capital initiatives to accelerate entrepreneurial outcomes and provide universal services for technology entrepreneurs. JumpStart will demonstrate the plans for existing and new services for entrepreneurs to lead to outcomes desired and articulated by the RFP.

JumpStart will also propose state-wide initiatives to support Ohio's entrepreneurs and the goals and objectives of the ESP and Ohio Third Frontier. Statewide efforts will entail collaborating with the six ESP lead entities across the state in order to accelerate outcomes for entrepreneurs, bring capital to the state's entrepreneurs, support building a pipeline of tech companies, and build the Ohio brand's entrepreneurial attributes. Statewide programs which may be proposed include focused program efforts to benefit Inclusion (minority and female entrepreneurs), Talent (filling critical needs at companies across the state), and Access to Capital (accelerating follow-on capital sales and marketing to out-of-region investors), among others. All services will accelerate outcomes for entrepreneurs in the eight technology-areas, in the Imagining, Incubating or Demonstrating phases of commercialization, and will meet the goals of the RFP and OTF.



2012 ESP LOI

Lead applicant name	Rocket Ventures, LLC
Address	2600 Dorr Street ▪ Toledo, OH 43606
Phone number	419-530-6083
Contact person	Dan Slifko ▪ President & Rocket Ventures Director
Contact e-mail address	Slifko@RocketVentures.org
Project Title	Rocket Ventures Services Continuation
Estimated grant funding request	\$1,500,000
Known collaborators	Findlay-Hancock County Economic Development

Project Summary

This proposed project continues the work of Rocket Ventures, LLC as Northwest Ohio's premier venture capital and entrepreneurial assistance organization. Grant funding for two years is requested to continue the ESP Services of Rocket Ventures, LLC and to fund the delivery of select ESP Services within Hancock County by the Findlay-Hancock County Economic Development organization.

Rocket Ventures, LLC's value proposition is to fulfill the Ohio Third Frontier goal for technology commercialization outcomes by providing consummate entrepreneurial services that generate demonstrable A metrics in a mission-driven, operationally-efficient, and region-wide manner.

In FY 2012 – 2013, Rocket Ventures, LLC will continue its effective entrepreneur-in-residence ESP Service delivery model by providing CEO / CFO and enhanced management, funding development, and funds for demonstration and validation. Organizational focus will be maintained on regional outreach and marketing, entrepreneurial education and networking, and relationships with the region's major sources of high-technology deal flow.



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FY12 ESP 12-105

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December 22, 2011

Lisa Delp, Interim Executive Director, Ohio Third Frontier Commission
Ohio Department of Development
Technology and Innovation Division
77 South High Street
Columbus, Ohio 43216

Via E-Mail to: ESP2012@development.ohio.gov

Dear Ms. Delp:

Ohio University is pleased to submit a Letter of Intent for the Ohio Third Frontier Fiscal Year 2012 Entrepreneurial Signature Program. The required information follows:

Lead Applicant Name: Ohio University
Address: Cutler Hall, Athens, OH 45701
Phone Number: (740) 597-1722
Contact Name: Lynn Gellermann
Email Address for Contact: gellermi@ohio.edu
Proposed Project Title: TechGROWTH Ohio Entrepreneurial Services
Estimated State Funds to be Requested: \$3 million
Known Collaborators: Ohio University (including the Voinovich School of Leadership and Public Affairs, College of Business, Innovation Center, Edison Biotechnology Institute, Technology Transfer Office); The Ohio State University South Centers; Muskingum County Business Incubator (including Jefferson County Progress Alliance, Jefferson County EM Media, Belmont County Community Improvement Corporation, and Harrison County Travel and Tourism Bureau); Community Improvement Corporation of Morgan County (including the Morgan County Foundation); Washington State Community College; Woodland Venture Management; and the East Central Ohio Tech Angel Fund.

Attached please find a one-page summary of our proposed project.

Sincerely,

Shane L. Gilkey
Assistant Vice President for Research and Sponsored Programs

TechGROWTH Ohio Entrepreneurial Initiative Request Project Summary

TechGROWTH Ohio proposes to continue its entrepreneurial services enabling Southeast Ohio technology-based companies to be investment-ready and investment-worthy.

TechGROWTH Ohio seeks to obtain continuity funding to maintain and build on the successes of its first five years. With this funding, TechGROWTH will achieve these program goals: regional entrepreneurial services of demonstrable value; business retention and attraction; pipeline of venture-ready technology companies, and continuing to build the network of regional support for technology companies. TechGROWTH focuses on company creation helping to build investable, venture-ready technology companies within our service area.

This third iteration of the TechGROWTH program builds on a robust and growing SE Ohio entrepreneurial ecosystem, created where none previously existed through TechGROWTH's Third Frontier funding. New partners strengthen our network and our decision-making process with additional skills and regional connections.

TechGROWTH is eligible for application on the basis of its status as a previously-funded existing Entrepreneurial Signature Program focusing on approved signature areas for clients in the imagining, incubating or demonstrating phases of commercialization.

In our proposal, TechGROWTH will detail the nature of our historical success upon which we continue to build. These include:

- Services successfully expended for intensive preparation of pre-seed investments of over \$3M in 8 companies to date, with a robust pipeline of additional investment candidates for pre-seed and Angel consideration;
- Over \$3.3M in small 'growth grants' to over 75 client companies;
- Application by 4,000 regional companies for TechGROWTH Ohio assistance, qualification of over 475, and over 300 current active clients;
- 25 new companies founded with TechGROWTH assistance;
- Over \$83M in follow-on resources won on behalf of TechGROWTH companies; and
- 164 direct jobs created.

TechGROWTH's continuity proposal will specify planned areas of improvement in our entrepreneurial services on the basis of experience to date.

TechGROWTH's proposal will also emphasize continued and enhanced relationships with our region-wide partners. Together, the TechGROWTH partners create a strong and consistently reinforced service network that enables regional education, deal flow identification, and a program of assistance, analysis and competitive presentations intended to progress clients toward eventual investment while continually assessing their capacity to advance through the commercialization continuum.

TechGROWTH Ohio Lead Applicant Ohio University and all partners will collaborate to provide the required 1:1 match in funding.



December 23, 2011

Submitted via Email: ESP2012@development.ohio.gov

Lead Applicant: Development Projects, Inc.

Address: 900 Kettering Tower
Dayton, Ohio 45423

Phone: 937-222-4422

Contact Person: Ray Hagerman
Vice President – Investments
rhagerman@daytonregion.com

Proposed Project Title: Dayton Region Technology Entrepreneurial Ecosystem

State Funds Requested: \$4 million

Known Collaborators: Wright Brothers Institute
University of Dayton (UDRI and IDCAST)
Wright State University
Central State University (National Environmental Technology Incubator)
The National Composite Center
The Entrepreneur Center

Project Summary:

Development Projects, Inc. (DPI), an affiliate of the Dayton Development Coalition, intends to respond to the subject Request for Proposal to continue its successful management of the Dayton Region Technology Entrepreneurial Ecosystem. This ecosystem comprised of the above listed collaborators, as well as many others serves a twelve county region in West Central Ohio with Dayton as its economic and technology epicenter. DPI will continue many of the activities it currently performs under the 2007 Entrepreneurial Signature Program award, most notably providing an environment for innovation.

The DDC operates this ecosystem by focusing on:

- FINDing technologies – by identifying commercially viable platform technologies at Wright Patterson AFB, the University of Dayton, Wright State University, Central State University, as well as area small colleges and community colleges. In addition, DPI will proactively mine for commercially viable intellectual property (IP) held in area defense contracting companies with high conversion rates from Phase I to Phase II SBIRS/STTRs and in numerous federal labs and government agencies through its partner affiliation with TechComm (Arlington, Texas).
- FORMing companies - by fostering the organic growth of area deal flow, as well as the appropriate pairing of recruited experienced technology entrepreneurs and commercially viable IP.
- FUNDing opportunities – through development service awards and development capital injected in opportunities with demonstrated market validation and high scalability potential.
- FOLLOWing companies – to profitable exits or sustainability to bring capital investment, jobs and economic prosperity to the region.

Using this methodology, DPI will focus its Dayton Region Technology Entrepreneurial Ecosystem resources and efforts on commercializing and funding Dayton Region companies with technologies in the following order in terms of importance and anticipated deal flow volume:

- Aerospace propulsion and power (to include Unmanned Aerial Systems)
- Advanced Materials and Advanced Manufacturing
- Situational Awareness and Surveillance Systems
- Sensors and Automation
- Medical Imaging Technology
- Software for Business and Healthcare

As a result of these activities, we will continue to deliver outstanding success in assisting companies engaged with the Dayton Region Technology Entrepreneurial Ecosystem to deliver high levels of market validation through A Metrics, create jobs, strengthen industry clusters and protect and grow the region's main economic engines.

Please contact us if you have any questions.

Sincerely,



Jeffrey C. Hoagland
President & CEO
Development Projects, Inc.