Growing Companies in Rural Pennsylvania

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Evolution of the BFTC

- Program Started in early 1980’s with Goal to Create Jobs
- Initial Focus on University R/D
- Early 90’s Focus on Project R/D
- Current Focus on Growing Companies
- 4 Centers in State Operate $28 M Program
CNP Regional Overview

• 34-County Region is largely Rural with Erie, Harrisburg, Williamsport, Altoona and Johnstown as largest cities
• 23 of Counties are Classified as Economically Distressed by EDA
• 24 of Counties Classified as Rural by CRPA
• Scarcity of Investment Capital
• Lack of Successful Entrepreneurial Models/History
Principal Gaps in Rural PA

• Capital
• Management
• Pre-Seed Money to Grow Companies
BFTC/CNP Investment Philosophy

- Phase 1 (Tech Feasibility) - 24 Companies
- Phase 2 (Market Feasibility) - 12 Companies
- Phase 3 (Business Feasibility) - 3 Companies
- Phase 4 (Established Companies) - 4 Companies
Operational Assistance

- Transformation Business Services Network Funded by CNP is Unique
- 9 Individuals with over 225 yrs. of Industrial Exp. (4 “Cashed-Out” Entrepreneurs)
- Network also Uses Consultants (e.g. Legal)
- Over 11,000 hours of direct support last yr.
- Capability Valued Highly by Companies
Some Companies Seeking Capital

- **SalvageDirect** (web marketing of salvage vehicles) (3)
- **GEO Form** (Waste Water Treatment) (3)
- **SaferSite** (cybersecurity) (2)
- **Food Service Solutions** (P-o-S biometrics) (2)
- **eTravco** (web enabled travel services) (2)
- **HyperNex** (SM Fab Instrumentation) (1)
- **InRange** (Telemedicine) (1)
- **Grey Pilgrim** (Robotics) (1)
CNP’s Strategy

• Overcome Scarcity of Investment Capital by Relationships with Capital Providers
  – Actively Promote Angel Networks
  – Build Relationships with VC’s
  – Develop Venture Capital Fund Locally