THE GRIFFISS INSTITUTE MISSION

The Griffiss Institute mission is to provide a responsive and flexible business environment to enable the collaboration of private industry, academia and the Air Force Research Laboratory Information Directorate. This business environment enhances the facilitation of research that leads to new solutions in information sciences; spinning out new business opportunities, locally and nationally, and providing a dynamic environment to enabling the advancement of the future scientific and engineering workforce.

THE GRIFFISS INSTITUTE VISION

Create a National and International Center of Excellence for collaborative research and the development of the future work force in Information Sciences;

- Afford opportunities in education and training.
- Create an Innovation Center to foster new Mohawk Valley business.
MESSAGE FROM THE PRESIDENT

Welcome to the Griffiss Institute! We have been a part of the Central New York community since 2002, by working closely with the Air Force Research Laboratory Information Directorate, to bring together industry, academia and government, to help solve some of the most critical cyber security concerns of our day.

As we continue to expand our influence on the technology landscape, the past year can best be described in one word: growth. Our business development efforts continue to foster more startup companies and create more economic development opportunities; our STEM Internship Program with the Air Force Research Laboratory has expanded to not only include students here at home, but from across the country, and our Technology Transfer programs continue to get important Air Force technology in the hands of local companies. As a result, we’ve grown considerably in 2019 – adding more programs and staff to meet demand.

The year ahead will see even more growth, when we relocate to a brand new, $12 million facility at the Griffiss International Airport in Rome, New York. The Open Innovation Campus will provide a collaborative hub where people from around the world come to solve cutting-edge technology challenges in information and cyber research. Our hope is that this facility will solidify Rome, and the Mohawk Valley, in the years ahead as a place where innovation and opportunity happen.

William E. Wolff
President, Griffiss Institute
EXCHANGE OF IDEAS

One of the most important ways the Griffiss Institute (GI) partners with the Air Force Research Laboratory Information Directorate (AFRL) is through a process called TECHNOLOGY TRANSFER or T2*. The concept of technology transfer from Federal laboratories is to get the ideas, inventions, and technologies developed with taxpayer dollars into the hands of the private sector as quickly as possible, and in a form useful to that community. In 2019, the GI assisted hundreds of companies and academic institutions in making contact with AFRL, so this process could happen.

Tech transfer creates major economic benefits both here at home and across the country. Innovation grows when governments, academia, and industry, have access to vital Air Force technology. It also helps to make a stronger military when these cutting-edge technologies are further developed.

Through several special agreements, the GI is able to assist in this exchange of ideas.

PARTNERSHIP INTERMEDIARY AGREEMENT (PIA) – The GI’s primary relationship with AFRL is supported by a Partnership Intermediary Agreement, which facilitates a wide range of licensing and other technology transfer initiatives.

Learn more at WWW.GRIFFISSINSTITUTE.ORG/TECHTRANSFER

TECHNOLOGY TRANSFER MECHANISMS

- Technical Assistance
  - Inquiries into and out of the Lab
  - New customers with emphasis on Small Businesses
- Cooperative Research and Development Agreements (CRADAs)
- Educational Partnership Agreements (EPAS)
- Commercial Test Agreements (CTAs)
- Commercialization Academy
- Patent Licensing Agreements (PLAs)
  - Invention Disclosures
  - Provisional Patents
  - Prior Art Searches
  - Licensees

Another way the GI promotes its relationship with AFRL is through the INFORMATION INSTITUTE, a virtual, collaborative research environment, consisting of academic institutions that have a desire to work with the technology developed at AFRL. The Information Institute is managed by the GI and provides a unique opportunity to work with the US Air Force to turn science into applications.

Learn more at WWW.GRIFFISSINSTITUTE.ORG/INFORMATION-INSTITUTE
ENCOURAGING ENTREPRENEURS

A significant way the Griffiss Institute assists the Air Force Research Laboratory Information Directorate is with the AFRL COMMERCIALIZATION ACADeMY. Since 2015, the academy has paired entrepreneurs, both local and from across the country, with Air Force technology, with the hopes of launching new, successful technology ventures.

Over the past year, several teams completed a four-month curriculum that qualified them to participate in our “Shark Tank” like competition called DEMO DAY for a chance to win up to $300,000 in prize money; funding made available through IDEA NY Mohawk Valley – a $2 million Upstate Revitalization Initiative grant from the State of New York.

Learn more at www.commercializationacademy.org

THE AFRl COMMERCIALIZATION ACADEMY

Academy is a vital part of the Mohawk Valley innovation ecosystem as it provides participating companies with access to AFRL intellectual property AND guides them in how to execute a business around the licensed technologies providing economic growth for the community.

JOHN Liddy, DIRECTOR, GRIFFISS INSTITUTE BUSINESS INCUBATOR

THE ADVICE AND GUIDANCE WE RECEIVED, AND THE MONEYS FROM WINNING THE COMPETITION, HAVE VASTLY ACCELERATED OUR DEVELOPMENT TIMELINE. THIS HAS PUT US IN POSITION TO MOVE FORWARD WITH PARTNERSHIPS THAT WILL LICENSE ACCELERATE OUR BUSINESS; IT HAS BEEN A GAME CHANGER.

JUSTIN CALLE, 3D PRINTING WINNER DEMO DAY MARCH 2018

IDEA NY FUNDING WE RECEIVED HAS BEEN TRANSFORMATIVE. WE WERE ABLE TO TRAVEL TO EXHIBIT OUR CAPABILITIES AT THE NATION’S LARGEST DRONE CONFERENCE, WHICH GREATLY ENHANCED OUR VISIBILITY IN THE INDUSTRY, AND HAS LED TO MANY PRODUCTIVE RELATIONSHIPS. WE’VE Hired MULTIPLE CONTRACTORS TO HELP WITH TECHNICAL DEVELOPMENT AND HAVE BEEN ABLE TO PRODUCE HIGH-Quality PRODUCtIONS AND SELL MATERIAL TO FURTHER PROMOTE THESE NEW CAPABILITIES. WE HAVE AMBITIOUS PLANS TO CONTINUE TO USE THE FUNDS TO HELP US GROW AND ADVANCE.

BRIAN BARRIS, ONTRIDRONE, Runner Up DEMO DAY, MARCH 2018

ENCOURAGING ENTREPRENEURS

In addition to providing prize funding for the AFRL Commercialization Academy, IDEA NY Mohawk Valley is also a business accelerator program for promising entrepreneurs. IDEA stands for “Innovation & Development Entrepreneurial Accelerator.” Following Demo Day, the teams participate in the year-long program to further grow their businesses here in the Mohawk Valley. Additional assistance is provided to the teams through the Griffiss Institute Business Incubator, a Certified NYS Business Incubator.

Learn more at www.griffisstitute.org/ideanymv

GIBI helps us immensely by reviewing our company’s IBR proposals and helping us with our security clearances. GIBI has offered these services for free; we otherwise would not have been able to obtain these services elsewhere or would have incurred significant fees. These services help us as we continue to try and expand our business on limited funds.

GINA SCHERZI, CEO, DURABLE SYSTEMS LLC

WE ARE IN AN IMPROVED SITUATION IN 2019, DUE TO THE CHANGES WE HAVE INSTITUTED IN HR/NRESOURCES: RIDING POLICIES AND PROCEDURES, IMPROVING ON-BORDING PROCESSES, INCREASING THE FOCUS ON HIRING THE RIGHT EMPLOYEES AND BETTERING THE COMMUNICATION WITHIN OUR ORGANIZATION. ALL CHANGES WERE MADE AS A RESULT OF STRATEGIC PLANNING AND CONSULTATION WITH JOHN Liddy OF THE GRIFFISS INSTITUTE BUSINESS INCUBATOR.

KATHLEEN RUTSCHAUSER, CO-OWNER, DAUGHTER FOR Hire LLC

The Griffiss Institute Business Incubator, or GIBI, is another meaningful way we assist small businesses and startups by connecting them to a number of services, including one-on-one coaching; guidance on working with AFRL; business training, education and seminars; government contracting assistance and more. The GIBI partners with regional incubators and economic development entities, to combine the region’s numerous high-tech assets to support local entrepreneurs.

Learn more at www.griffisstitute.org/business-incubator

GRAHAM CENTER BUSINESS INCUBATOR

The Griffiss Institute Business Incubator

2019 Gibi Stats

32 ENTREPRENEURS ADDED SINCE 2017
8 ENTREPRENEURS ADDED IN 2019

2019 Academic Stats

57 TOTAL STARTUPS GRADUATED
12 STARTUPS IN 2019
31 STARTUPS VIABLE

2 COMPANIES IN 2019

2019 Gibi Stats

2019 Griffiss Institute Annual Report
IGNITING INTEREST

Here at the GI, we believe in igniting interest in STEM at a very young age. Because of that belief, we have partnered with the Air Force Research Laboratory Information Directorate to create several programs to get students involved early on by using exciting, hands-on activities.

2019 LOCAL STEM PROGRAMS

AFRL CHALLENGE COMPETITION — High school students, in teams of two, tackled real life, high-tech obstacles currently facing the country, and learned how engineers and researchers go about dissecting and solving these problems. Students designed, built, and executed an Air Force mission, as the cyber mission forces supporting a military operation. Teams from 10 local schools participated in the competition this year for a chance to win paid internships at AFRL.

Learn more at www.griffisstitute.org/STEM-competitions

STEM SUMMER CAMPS — Nearly a dozen STEM camps were held this summer at the GI with students learning STEM-related topics, such as drone technology, quantum mechanics, and LEGO® robotics. STEM Camps provide opportunities for students to further their education beyond the classroom and learn real skills that can be directly applied to STEM careers and education.

Learn more at www.griffisstitute.org/STEM-summer-camps

IGNITING INTEREST

The SPROUT INITIATIVE allows the AFRL Information Directorate to partner with teachers from K-12, to make their STEM ideas a reality in the classroom. The program looks to fully fund teacher-driven ideas to get students excited about Science, Technology, Engineering, and Math!

To learn more about the Sprout Initiative, email: RRS.STEM.OUTREACH@USAF.MIL

New to the GI in 2019, was our REGIONAL LIBRARY OUTREACH PROGRAM. We have partnered with 43 different libraries, in mostly underserved regions of the Mohawk Valley, so that children can get an opportunity to experience STEM. As part of the agreement, the GI provided nearly $3100 in supplies and equipment in 2019 so that the libraries could conduct STEM-related workshops. The libraries are located in Oneida, Madison, and Herkimer Counties.

Learn more about local STEM programs at: www.griffisstitute.org/STEM-PROGRAMS

NATIONAL STEM PROGRAMS

Nationally, the Griffiss Institute is a major support system for the Air Force’s efforts to raise awareness and interests in STEM. The GI oversees a $9M contract, assisting some 30 Air Force Bases from across the country with their STEM related needs, from managing funds to purchasing materials for various events.

These efforts also include the LEGACY PROGRAM. Headquartered at Wright-Patterson Air Force Base in Ohio, LEGACY is aimed at building interest in STEM through summer camps and paid apprenticeships. In 2019, more than 400 students took part in the LEGACY Program. Students, ages 11–22, are exposed to STEM subjects by using entertaining and interesting hands-on experiments and projects.

LEGACY currently runs at four bases: Wright-Patterson AFB, Hill AFB in Utah, Eglin AFB in Florida and the Air Force Academy in Colorado.
Summer is one of the busiest times of year at the Griffiss Institute in that students from all across the country come to Rome, NY, for several weeks, to participate in a paid internship at the Air Force Research Laboratory Information Directorate, managed by the GI. Some internships are also offered throughout the year.

In 2019, the GI received more than 600 applicants, with only 128 being accepted. Some students came to Rome, NY, from as far away as California and Texas. Many of these students go on to work in STEM-related fields, including at AFRL.

The six different INTERNSHIP PROGRAMS available in 2019 were:

- **AFRL SUMMER INTERNSHIP PROGRAM** – A 10-week program where students work on-site with researchers from AFRL on a wide variety of projects.
- **PROJECT FUNDED INTERN PROGRAM** – Specifically requested and division funded internship program. Project funded interns are requested year-round.
- **CO-OP PROGRAM** – A six-month program that allows students to work on real-world projects and assignments and receive college credit.
- **CENTER OF EXCELLENCE (COE) PROGRAM** – Students are selected from Center of Excellence schools for a 10-week summer internship.
- **DEPARTMENT OF DEFENSE (DOD) SCHOLARSHIP PROGRAM** – A scholarship program that helps students from HBCU’s (historically black colleges and universities) and MSI (minority-serving institutions) pay for school related expenses, provides a summer internship, leadership conferences, and provides a mentor to help guide interns through their educational journey.
- **SUCCESS PROGRAM** – This is a scholar and internship program for students pursuing STEM degrees at community colleges.

For more information on the various internship programs, e-mail: Internships@GriffissInstitute.org

The Griffiss Institute provides a number of additional services that may be appropriate for you or your company, including:

**FACILITY RENTALS:**
The GI has several rooms available to rent. From conference rooms, to an auditorium, we can accommodate any number of events – large or small – including workshops, trainings, networking events, and job fairs. Each room has an integrated projector and sound system, and VTC capabilities are also available.

The reservation request form can be found at: [www.griffissinstitute.org/reservation-request](http://www.griffissinstitute.org/reservation-request)

**HIGH-SPEED RESEARCH NETWORK:**
The GI has space for independent testing on a variety of technologies, including Virtualization, Cloud Computing, Network Forensics and Wireless Infrastructure. These spaces also include Virtual Private Network (VPN) and Virtual LAN’s, which enhance privacy. There are also dedicated lines to connect to remote sites – like national labs or university networks.

**TESTING CENTER:**
The GI is also a private Pearson VUE Authorized Test Center. Pearson VUE is a third-party testing center, which provides on-site, on-demand testing for certification and professional licensure exams.

To view the GI’s testing schedule and to register for an exam, please visit: [www.griffissinstitute.org/test-center](http://www.griffissinstitute.org/test-center)
2019 saw growth in the Griffiss Institute’s funding sources. While the bulk of our revenue comes from Federal contracts, we are seeing steady growth in other avenues – including our educational programs and our contracts with New York State. The GI will continue to pursue these options, and more as we stay ahead in a rapidly changing business environment.
When the Griffiss Institute started in 2002, there were less than a handful of employees. Since then, we have now grown to nearly 40 full and part-time staff members.

MEET OUR 2019 TEAM

**Bill Wolf**
President

**Regan Johnson**
Vice President

**Brian Abbe**
Principal Engineer

**Shae Brown**
PR & Marketing Specialist

**Nate Crossett**
Project Coordinator

**Jim Cusack**
Principal Engineer

**Amy Czajka**
Office Coordinator

**Lori Dellerba**
Staff Accountant

**Tracy DiMeo**
Project Coordinator

**Jerry Dussault**
Principal Engineer

**Dan Fayette**
Principal Engineer

**Ben Graniero**
Project Coordinator

**Tori Hoekstra**
Project Support

**Frank Hoke**
Technical Director

**Patrick Hurley**
Principal Engineer

**Greg Iannello**
Senior Project Coordinator

**Josephine Iannotti**
Human Resource Specialist

**Bob Kaminski**
Principal Engineer

**Elizabeth Kelly**
Program Coordinator, Information Institute

**Ellen Kennedy**
Project Coordinator

**Jennifer McCullough**
Project Analyst

**Dr. Andrew Noga**
Director, Information Institute

**John Nolander**
Subject Matter Expert

**Dori Placito**
Project Analyst

**Helen Rico**
STEM Coordinator

**Jennifer Sumner**
PR & Marketing Manager

**Mike Wessing**
Principal Engineer

BOARD OF DIRECTORS

Board members focus on the areas that are important to stakeholders — strategy, risk management, leadership development and regulatory matters. The Board of Directors also sets the GI’s strategic direction and ensures that we are the most effective organization we can be. The GI is honored to have had the following individuals on the Board this past year.

**2019 BOARD OFFICERS**

**Dr. Gerard Capraro**
Chairperson

**Ms. Regan Johnson**
Secretary

**Mr. William Gray**
Vice Chairperson

**Mr. Steven DiMeo**
Treasurer

**Mr. William Wolf**
President

**DIRECTORS**

**Mr. Peter Baildon**
M&T Bank

**Ms. Patrice Baskinger**
AX Enterprize LLC

**Dr. Gerard Capraro**
Capraro Technologies, Inc.

**Dr. Shu Kai Chin**
Syracuse University

**Mr. Steven DiMeo**
Mohawk Valley EDGE

**Mr. Frank DuRoss**
MVCC Foundation, Inc.; Utica Comer

**Mr. William Gray**
Retired, United States Air Force; Air Force Research Laboratory Information Directorate, Eumetus

**Dr. John Marsh**
SUNY Polytechnic

**Dr. Raymond Philo**
Utica College

**Mr. Vincent Schoonmaker**
AmeriCU Credit Union

**Mr. William VanShufflin**
Mohawk Valley EDGE
OUR FUTURE

2020 will bring monumental change for the GI when we move into our new facility – the OPEN INNOVATION CAMPUS. We have partnered with Oneida County, Air Force Research Laboratory Information Directorate and SUNY Polytechnic Institute to create this $12 million environment to foster the discovery and technology advancement of scientific research through synergistic partnerships with researchers, academics, entrepreneurs and innovators.

AN INSIGHT INTO INNOVATION:
- An open and collaborative business model
- An open innovation campus ecosystem
- State-of-the-art research and development

ENDLESS GRATITUDE

Our primary partner, the AIR FORCE RESEARCH LABORATORY, continues to be a national hub of government-sponsored research in the most critical areas crucial to our nations’ defense with more than $1 billion in annual expenditures.

"Mind-Blowing ideas are being birthed in U.S. startup companies, but the pentagon largely misses out on them. We have to do business at the speed of ideas so we can both inspire and accelerate startup creativity towards national security challenges."

- DR. WILL ROPER
  Assistant Secretary of the Air Force for Acquisition, Technology & Logistics

ADDITIONAL MEANINGFUL PARTNERSHIPS

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CNY DEFENSE

FLC

CNY Drones

Technology Transfer

M&T Bank

MVCC

NUAIR ALLIANCE

NUAIR

UTICA COLLEGE

nationalgrid

SUNY POLY

TechLink

NEW YORK STATE

EDUCATION WORKFORCE SYSTEM

M & T BANK

SUNY POLY

SUNY OFC

SYNCORE

THINK CUBATOR

UVC

UTICA COLLEGE

M & T BANK