Table of Contents

Part I. Ithaca, NY: A Regional Overview

A snapshot of Ithaca’s economy and community.

Part II. Cornell University: An Overview

A snapshot of Cornell University’s research activity and the role it plays in Ithaca’s economy

Part III. The Economy of a Rural College Town

What is a rural college town and how do their economies work?

Part IV. About the Center for Regional Economic Advancement
Ithaca, NY: A Regional Overview
Ithaca, NY is a college town. About 1 in 5 workers in the county are employed by Cornell University. Thirty percent of the population are full-time college students.

Despite being one of the smallest metros in the state, the Ithaca metro area has continued to grow its jobs and population over the past decade while other cities in Upstate NY have struggled.
Ithaca is centrally located near many mid-sized metropolitan areas, including:

Rochester, NY MSA: 1,071,082
Scranton-Wilkes Barre-Hazelton, PA MSA: 555,485
Buffalo-Cheektowaga-Niagara Falls, NY MSA: 1,130,152
Allentown-Bethlehem-Easton, PA-NJ MSA: 842,913
Albany-Schenectady-Troy, NY MSA: 883,169
Ithaca is also close to several large metropolitan areas, including:

Toronto, ON CMA: pop. 5,928,040 (2016)
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD MSA: 6,096,372
Baltimore-Columbia-Towson, MD MSA: 2,802,789
Pittsburgh, PA MSA: 2,324,743
The Ithaca, NY metropolitan statistical area (MSA) covers all of Tompkins County.

In 2018, the Ithaca metro area was home to just over 100,000 people. The City of Ithaca was home to 31,000 people (2018).
Although Ithaca has proved resilient during economic downturns and performs better than most of Upstate, it still falls short of New York state’s benchmarks for income and job growth. Downstate NY and the Capitol region (Albany) outperform Ithaca in income and job growth.
<table>
<thead>
<tr>
<th>UPSTATE NEW YORK</th>
<th>ALBANY METRO AREA</th>
<th>BINGHAMTON METRO AREA</th>
<th>BUFFALO METRO AREA</th>
<th>ELMIRA METRO AREA</th>
<th>GLENS FALLS METRO AREA</th>
<th>ITHACA METRO AREA</th>
<th>NORTH COUNTRY</th>
<th>ROCHESTER METRO AREA</th>
<th>SYRACUSE METRO AREA</th>
<th>UTICA METRO AREA</th>
<th>WATERTOWN METRO AREA</th>
<th>NEW YORK STATE</th>
<th>USA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population (2018)</td>
<td>883,000</td>
<td>240,000</td>
<td>1,130,000</td>
<td>84,000</td>
<td>125,000</td>
<td>103,000</td>
<td>307,000</td>
<td>1,071,000</td>
<td>651,000</td>
<td>291,000</td>
<td>112,000</td>
<td>19,542,000</td>
<td>327,167,000</td>
</tr>
<tr>
<td>Pop growth, 10-year change (2017)</td>
<td>1.9%</td>
<td>-4.9%</td>
<td>-0.5%</td>
<td>-4.8%</td>
<td>-2.8%</td>
<td>2.4%</td>
<td>-3.1%</td>
<td>-0.4%</td>
<td>-1.3%</td>
<td>-2.5%</td>
<td>-2.8%</td>
<td>1.7%</td>
<td>7.6%</td>
</tr>
<tr>
<td>GDP, billions (2017)</td>
<td>$54</td>
<td>$10</td>
<td>$60</td>
<td>$5</td>
<td>$5</td>
<td>$11</td>
<td>$57</td>
<td>$34</td>
<td>$11</td>
<td>$6</td>
<td>$1,598</td>
<td>$19,485</td>
<td></td>
</tr>
<tr>
<td>Job growth, 5-year change (2018)</td>
<td>5.8%</td>
<td>-1.5%</td>
<td>3.5%</td>
<td>-3.5%</td>
<td>1.6%</td>
<td>3.9%</td>
<td>3.2%</td>
<td>3.5%</td>
<td>2.4%</td>
<td>1.3%</td>
<td>-0.2%</td>
<td>8.0%</td>
<td>9.3%</td>
</tr>
<tr>
<td>Median household income (2018)</td>
<td>$68,000</td>
<td>$50,000</td>
<td>$56,000</td>
<td>$50,000</td>
<td>$56,000</td>
<td>$57,000</td>
<td>$52,000</td>
<td>$56,000</td>
<td>$56,000</td>
<td>$50,000</td>
<td>$50,000</td>
<td>$64,000</td>
<td>$60,000</td>
</tr>
<tr>
<td>Median home price (2017)</td>
<td>$200,000</td>
<td>$109,000</td>
<td>$140,000</td>
<td>$100,000</td>
<td>$169,000</td>
<td>$200,000</td>
<td>$110,000</td>
<td>$140,000</td>
<td>$130,000</td>
<td>$120,000</td>
<td>$140,000</td>
<td>$300,000</td>
<td>$200,000</td>
</tr>
<tr>
<td>Pop share age 25+ with BA+ (2017)</td>
<td>37.2%</td>
<td>26.8%</td>
<td>34.1%</td>
<td>23.9%</td>
<td>25.5%</td>
<td>52.2%</td>
<td>21.9%</td>
<td>34.1%</td>
<td>31.8%</td>
<td>22.5%</td>
<td>21.2%</td>
<td>36.0%</td>
<td>32.0%</td>
</tr>
</tbody>
</table>
Population has plateaued after reaching a historic high in 2013...
...with approximately 1 college student enrolled for every 3 residents.
Employment is dominated by education, food service, and local government.

### MAJOR INDUSTRY GROUPS BY EMPLOYMENT IN ITHACA, NY MSA

#### 2017

- **COLLEGES, UNIVERSITIES, AND PROFESSIONAL SCHOOLS**: 12,800; 26.8% (EMPLOYMENT; % TOTAL MSA)
- **RESTAURANTS AND OTHER EATING PLACES**: 3,598; 7.5%
- **LOCAL GOVERNMENT, NON-EDUCATION**: 2,357; 4.9%
- **ELEMENTARY AND SECONDARY SCHOOLS**: 2,701; 5.6%
- **GROCERY STORES**: 1,377; 2.9%
Meanwhile unemployment rates continue to rest around 3.5%.
Cornell University: An Overview
• Cornell is a critical player in Ithaca’s economy.

• Cornell alone accounts for nearly 1 in 5 jobs in the Ithaca metro area.

• As a land-grant institution and rural university, Cornell is unique among the Ivy League. Its resources are a critical innovation asset to the Ithaca area, and Upstate NY in general.

Let’s take a closer look:
Cornell has the 13th largest higher education R&D expenditure in the nation...

Higher Education R&D Expenditures, All Surveyed Institutions
2018

Cornell University
$1,071,621,000; 13th
(EXPENDITURES; RANK)
...and ranks 6th in expenditure among Ivy League+ institutions.

*Johns Hopkins University includes the Applied Physics Laboratory, with $1,521,443,000 in total R&D expenditures in FY 2018. National Science Foundation - Higher Education Research and Development Survey
But per capita, Cornell’s R&D spending is 5x greater than the next institution.

*Johns Hopkins University includes the Applied Physics Laboratory, with $1,521,443,000 in total R&D expenditures in FY 2018.

National Science Foundation - Higher Education Research and Development Survey
Cornell outpaces other Ivy+ universities in R&D funding from the National Science Foundation...
...and is the only Ivy+ institution to receive significant USDA funding.
Cornell also has a unique R&D relationship with state and local governments.
Cornell is an outlier among its peers, located in the smallest region of the group but performing highly in research funding and patent filings per capita.
The Rural College Town and the Economy
Rural college towns with a research university share unique assets:

• High levels of educational attainment
• Significant funds for STEM fields and research
• Innovation clusters
Ithaca’s peer communities share similar research institutions, population size (<250,000), and proportion of enrolled students to total population (>20%).

<table>
<thead>
<tr>
<th>CITY</th>
<th>CORNELL</th>
<th>IOWA STATE</th>
<th>INDIANA UNIVERSITY</th>
<th>UNIVERSITY OF ILLINOIS</th>
<th>OREGON STATE</th>
<th>PURDUE UNIVERSITY</th>
<th>KANSAS STATE</th>
<th>UNIVERSITY OF MISSISSIPPI</th>
<th>WASHINGTON STATE</th>
<th>MISSISSIPPI STATE</th>
<th>PENN STATE</th>
<th>OKLAHOMA STATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>MSA</td>
<td>ITHACA, NY MSA</td>
<td>AMES, IA MSA</td>
<td>BLOOMINGTON IN MSA</td>
<td>CHAMPAIGN-Urbana, IL MSA</td>
<td>CORVALLIS, OR MSA</td>
<td>WEST LAFAYETTE IN MSA</td>
<td>MANHATTAN, KS MSA</td>
<td>OXFORD, MS MSA</td>
<td>PULLMAN, WA MSA</td>
<td>STARKVILLE, MS MSA</td>
<td>UNIVERSITY PARK, PA MSA</td>
<td>STILLWATER OK MSA</td>
</tr>
<tr>
<td>POPULATION (2018 est.)</td>
<td>102,793</td>
<td>98,105</td>
<td>167,762</td>
<td>239,643</td>
<td>92,101</td>
<td>221,828</td>
<td>97,980</td>
<td>54,793</td>
<td>49,791</td>
<td>49,599</td>
<td>162,805</td>
<td>82,040</td>
</tr>
<tr>
<td>%ENROLLMENT/MSA POP.</td>
<td>23.0%</td>
<td>35.7%</td>
<td>25.9%</td>
<td>20.7%</td>
<td>33.6%</td>
<td>20.0%</td>
<td>22.7%</td>
<td>41.0%</td>
<td>63.2%</td>
<td>44.3%</td>
<td>28.8%</td>
<td>30.1%</td>
</tr>
<tr>
<td>R&amp;D EXPENDITURE IN THOUSANDS (2018)</td>
<td>$1,071,621</td>
<td>$361,206</td>
<td>$566,206</td>
<td>$652,709</td>
<td>$272,433</td>
<td>$631,574</td>
<td>$218,299</td>
<td>$137,521</td>
<td>$360,522</td>
<td>$244,102</td>
<td>$908,708</td>
<td>$188,756</td>
</tr>
<tr>
<td>R&amp;D PER CAPITA (2018)</td>
<td>$10,425</td>
<td>$3,682</td>
<td>$3,379</td>
<td>$2,724</td>
<td>$2,958</td>
<td>$2,847</td>
<td>$2,228</td>
<td>$2,510</td>
<td>$7,241</td>
<td>$4,922</td>
<td>$5,582</td>
<td>$2,301</td>
</tr>
<tr>
<td>PATENTS BY MSA (2000-2019)</td>
<td>1,839</td>
<td>301</td>
<td>115</td>
<td>72</td>
<td>528</td>
<td>1,491</td>
<td>32</td>
<td>11</td>
<td>387</td>
<td>3</td>
<td>304</td>
<td>6</td>
</tr>
<tr>
<td>PATENTS PER 1,000 PEOPLE</td>
<td>1,789</td>
<td>307</td>
<td>69</td>
<td>30</td>
<td>573</td>
<td>672</td>
<td>33</td>
<td>20</td>
<td>777</td>
<td>6</td>
<td>187</td>
<td>7</td>
</tr>
<tr>
<td>BA SHARE, 25+ (2018)</td>
<td>56.5%</td>
<td>54.6%</td>
<td>43.8%</td>
<td>44.0%</td>
<td>56.5%</td>
<td>36.5%</td>
<td>45.3%</td>
<td>46.1%</td>
<td>52.6%</td>
<td>47.1%</td>
<td>47.2%</td>
<td>40.0%</td>
</tr>
</tbody>
</table>
The relationship between Ithaca and Cornell University is similar to these communities, more so than the role Ivy League Plus universities play in their communities. This could be meaningful for regional economic development strategy.

Let’s take a closer look at Ithaca.
52.6% of the Ithaca region’s population has a bachelor's degree or higher.

U.S. Census Bureau - American Community Survey 5-Year Estimates
Bachelor’s degree or higher includes master’s, professional degrees, and doctoral degrees
85.2% of doctoral degrees granted in the region are in STEM fields...

*The NSF classifies STEM as including life sciences, physical sciences and earth sciences, mathematics and computer sciences, psychology and social sciences, and engineering.
...and among those doctoral degrees, almost a quarter are in the life sciences.

![STEM Doctoral Degrees by Field in Ithaca, NY MSA 2018]

- **LIFE SCIENCES**: 130; 24.1%
  (TOTAL SHARE; % TOTAL MSA)
- **ENGINEERING**: 109; 20.2%
- **PHYSICAL SCIENCES + EARTH SCIENCES**: 94; 17.4%
- **PSYCHOLOGY + SOCIAL SCIENCES**: 71; 13.2%
- **MATHEMATICS + COMPUTER SCIENCES**: 55; 10.2%
- **NON-STEM FIELDS**: 80; 14.8%

*The NSF classifies STEM as including life sciences, physical sciences and earth sciences, mathematics and computer sciences, psychology and social sciences, and engineering.*

National Science Foundation - Survey of Earned Doctorates
Higher education R&D expenditure in the Southern Tier ranks 2nd in NYS...
...and per capita expenditure dramatically outpaces the rest of the state.
Cornell contributes almost half a billion dollars annually in salaries, wages, and benefits from R&D jobs.
Life sciences research accounts for 68.8% of the region's expenditure.
The federal government is the largest source of R&D funds at Cornell.
Ithaca's SBIR/STTR award funding ranks second in New York State...
...and is more than 10x greater than the nearest city per capita.
How does CREA support the regional economy?
We fuel economic growth and diversity in Upstate New York through entrepreneurship and innovation.

We support and empower people to start and grow new ventures.
• Connect campus and community

• Leverage Cornell's strengths in innovation and entrepreneurship

• Economies of scale
Center for Regional Economic Advancement

The Center for Regional Economic Advancement (CREA) leverages academic and industrial assets in New York state to enrich economic diversity.

Our programs support innovative and entrepreneurial ideas that create jobs in Ithaca and throughout the Southern Tier.

Key Activities

CREA leads Cornell’s economic development efforts by:

• Working directly with the Regional Economic Development Councils;
• Promoting Cornell-supported projects with regional and state officials; and
• Developing and managing programs designed to support entrepreneurs in the region.
Director and Program Leads

Tom Schryver
Executive Director

Ken Rother
Program Lead, Rev: Ithaca
Startup Works, eLab

Brad Treat
Program Lead, STSA

Andrea Ippolito
Program Lead, W.E. Cornell and BET

Jenn Smith
Program Director, Grow-NY

Brian Bauer
Program Director, Competitions

Nate Cook
Program Director, Kessler Fellows
Functional Leads

Molly Israel  
Marketing Director

Liane O’Brien  
Finance and Operations Manager

Caitlin Schickel  
Program Manager

Christine Mehta  
Research and Development

Hope Spithaler  
Events and Project Management
Entrepreneurs in Residence
Programs that CREA Administers

76West
Grow-NY
UNY I-Corps Node
SOUTHERN TIER Startup Alliance
Ithaca Startup Works
Napkin-to-Prototype HARDWARE ACCELERATOR
Prototype-to-Production HARDWARE ACCELERATOR

Programs that CREA Supports

eLab
Cornell Engineering Commercialization Fellows
Cornell Engineering Entrepreneurs in Residence
Johnson Entrepreneurship Track
Kessler Fellows
The Center of Excellence for Food and Agriculture at Cornell AgriTech
The **76West Clean Energy Competition** is an opportunity for businesses looking to make an impact in the clean energy sector in the Southern Tier region.

Sponsored by NYSERDA with over $20 million in prize money and support services, this competition awards winners significant prize money, assistance from national leaders in the clean energy industry, and access to mentors, incubator space, training, and investors.

**Key People**
Brian Bauer – Competitions Director
Rena Scroggins – 76West Competition Manager

### Contract Funding

<table>
<thead>
<tr>
<th></th>
<th>NYSERDA</th>
<th>Varies by annual contract</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Duration:</strong></td>
<td>7/30/2015 - 12/31/2020</td>
<td></td>
</tr>
</tbody>
</table>
Grow-NY Food and Agriculture Business Competition

The **Grow-NY Food and Agriculture Business Competition** is focused on growing an enduring food and agriculture innovation cluster in the Grow-NY region.

The competition attracts innovative, high-growth food and agriculture startups from across the globe and engages them in the region’s rapidly-growing startup ecosystem. Finalists pitch their business ideas for a chance to win up to $1 million.

**Key People**
Brian Bauer – Competitions Director
Jenn Smith – Grow-NY Program Director

<table>
<thead>
<tr>
<th>Contract Funding</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Empire State Development</td>
<td>$15,000,000</td>
</tr>
<tr>
<td>(6m for program administration,</td>
<td></td>
</tr>
<tr>
<td>marketing, events, operations;)</td>
<td></td>
</tr>
<tr>
<td>$9m in prizes to companies)</td>
<td></td>
</tr>
<tr>
<td>Duration:</td>
<td>1/15/2019 - 4/30/2023</td>
</tr>
</tbody>
</table>
199 Startups applied from 23 U.S. states and represented North America, Europe, Central America, Africa, the Middle East, and the Asia Pacific.
The Upstate New York (UNY) NSF I-Corps Node combines the experience of the nation’s top university R&D region with the entrepreneurial knowledge of experienced mentors and faculty.

The Node acts as a hub for commercialization training in the Northeast, connecting skilled researchers to valuable resources through national and regional I-Corps programming.

Key People
Shannon Sullivan – UNY I-Corps Regional Director
Will Heptig – UNY I-Corps Program Associate

<table>
<thead>
<tr>
<th>Grant Funding</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>National Science Foundation</td>
<td>$5,609,000</td>
</tr>
</tbody>
</table>

Duration: 10/1/2016 - 9/30/2021
Southern Tier Startup Alliance

The Southern Tier Startup Alliance (STSA) works to unite the contributions of incubators and entrepreneurial resources throughout the region, helping to enhance the scope of existing services and produce additional support as needed across the Southern Tier. STSA conducts workshops and provides 1:1 advising to high growth entrepreneurs in the Southern Tier region.

Key People
Brad Treat – STSA Program Director

Grant Funding

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Empire State Development</td>
<td>$1,250,000</td>
</tr>
</tbody>
</table>

Duration: 1/1/2017 - 12/31/2021
Incubators in the Southern Tier

- IncubatorWorks Corning
- Rev: Ithaca Startup Works
- McGovern Center at Cornell University
- Koffmann Southern Tier Incubator
- Start-Up Suite at Binghamton University
- Praxis Center for Venture Development
The Rev: Ithaca Startup Works is a business incubator in downtown Ithaca, established by Cornell in collaboration with Ithaca College and Tompkins County Community College.

Rev provides critically-needed space, programming, and support for local startup companies and offers a place for student-led startups to “graduate to,” giving high potential young entrepreneurs a place to set permanent roots.

Key People
Ken Rother – Rev Director

<table>
<thead>
<tr>
<th>Grant Funding</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Empire State Development</td>
<td>$625,000</td>
</tr>
<tr>
<td>Duration:</td>
<td>4/1/2019 - 3/31/2024</td>
</tr>
</tbody>
</table>
NextCorps and Rev Hardware Scaleup

The **NextCorps and Rev Hardware Scaleup** helps entrepreneurs develop a comprehensive roadmap for scaling their clean energy prototype product into a design that’s easy to manufacture and mass produce in New York State.

The program provides the support and resources to speed time to market, and reduce risks, waste, and costs along the way.

**Key People**
Ken Rother – Hardware Programs Director

<table>
<thead>
<tr>
<th>Subcontractor Funding</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>NYSERDA (through NextCorps)</td>
<td>$283,000</td>
</tr>
</tbody>
</table>

*Duration: 7/1/2018 - 6/30/2020*
The Napkin-to-Prototype Hardware Accelerator is a deep dive into exploring hardware entrepreneurship through an intensive 11-week summer program.

Teams are led through a process for determining if their ideas are commercially viable, technologically viable, and economically feasible. The program helps move teams from a “back of the napkin” idea to a prototype, validated business model, and a pitch.

Key People
Ken Rother – Hardware Programs Director
The **Prototype-to-Production Hardware Accelerator** supports hardware startups ready to bring their prototypes into production.

Entrepreneurs benefit from programming, significant manufacturing expertise and advice, business mentorship, access to local manufacturers, and introductions to investors.

**Key People**
Ken Rother – Hardware Programs Director

---

**Grant Funding**

<table>
<thead>
<tr>
<th>Department of Commerce / Economic Development Administration</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$750,000</td>
</tr>
</tbody>
</table>

**Duration:** 8/1/2019 - 7/31/2022
W.E. Cornell

The W.E. Cornell program helps STEM women commercialize their innovations and overcome the challenges of leading a growing technology-based business.

Combining a proven entrepreneurship curriculum with a focus on leadership development and empowerment, participants finish the program prepared to take the next steps in their entrepreneurship journey.

Key People
Andrea Ippolito – W.E. Cornell Program Director

<table>
<thead>
<tr>
<th>Funding</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gifts</td>
<td>$51,000</td>
</tr>
<tr>
<td>Duration:</td>
<td>Annual</td>
</tr>
</tbody>
</table>
Black Entrepreneurs in Training

The **Black Entrepreneurs in Training (BET)** empowers black students to take advantage of the vast portfolio of entrepreneurial resources Cornell has to offer with a year-long introduction to entrepreneurship, a close-knit community, and tailored support.

**Key People**
Andrea Ippolito – BET Faculty Advisor

<table>
<thead>
<tr>
<th>2020 Sources of Funds</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unfunded / Gifts</td>
<td>--</td>
</tr>
</tbody>
</table>
eLab: Cornell’s Student Accelerator

The **eLab Student Accelerator** is a Student Agencies and Entrepreneurship at Cornell program supported by CREA. Students from any study across Cornell can apply to the program.

Student teams spend one year evolving their business plans, speaking with potential customers, pitching to investors, and preparing for launch.

CREA provides program support, marketing, events management, metrics collection and reporting for eLab.

**Key People**
Ken Rother – eLab Managing Director
The Cornell Engineering Commercialization Fellows program is an opportunity for engineering PhD students to take a deep dive into the commercialization process and potential real-world applications of university inventions.

The program supports fellows financially and pairs engineering PhD students with Johnson School MBAs to develop the critical interface of research and development with business acumen.

CREA provides program support, marketing, events management, metrics collection and reporting, and 1:1 mentoring for Commercialization Fellows.

Key People
Tom Schryver – Program Lead Instructor
The Cornell Engineering Entrepreneurs in Residence program partners experiences entrepreneurs with faculty, postdocs, and PhD students interested in learning more about commercialization and entrepreneurship.

CREA entrepreneurs in residence offer guidance in determining viability and market fit, connections to next-stage programs and accelerators, and introductions to colleagues and funding opportunities for forming or growing startups, as well as workshops and regular events to convene the Engineering faculty and grad student community around entrepreneurship topics. CREA also provides program support, marketing, events management, metrics collection and reporting for the program.

Key People
Tom Schryver – Program Director
Johnson Entrepreneurship Track

The Johnson Entrepreneurship Track builds on the Johnson School MBA curriculum to support students in development of their business ideas through an immersive two-year program geared towards helping entrepreneurially-minded MBA students in the in-residence MBA, EMBA Metro and EMBA Americas programs launch new businesses.

CREA entrepreneurs in residence offer 1:1 guidance and workshops to the Johnson community around entrepreneurship topics. CREA also provides program support, marketing, events management, metrics collection and reporting for the program, as well as administration of the Johnson Summer Startup Accelerator and the Kadiyali Fund and Jonas Weil Fellowships.

Key People
Tom Schryver – Program Instructor
The Kessler Fellows program is open to undergraduate juniors studying engineering or a STEM-related field that have a strong interest in entrepreneurship.

Students engage in a semester-long immersion aimed to help them cultivate their entrepreneurial readiness before a funded summer experience with a startup.

CREA provides program support, marketing, events management, metrics collection and reporting for the Kessler Fellows program.

Key People
Nate Cook – Program Director
The Center of Excellence for Food and Agriculture

The **Center of Excellence for Food and Agriculture at Cornell AgriTech (COE)** leverages the expertise of Cornell to accelerate growth and position New York State as a global leader in food and agricultural advancement.

The center pushes local entrepreneurs to launch their businesses in New York State, pulls companies into the state by connecting them with resources and development partners, and grows existing companies through business mentoring and technical assistance.

The COE is a program of Cornell AgriTech. CREA provides support to COE programs through research, entrepreneur in residence support, and assistance in marketing, events, and metrics collection and reporting.

**Key People**
Cathy Young – Executive Director