



**CENTRAL NEW YORK  
BIOTECH/BIOMED ACCELERATOR CENTER**

**BUSINESS PLAN TEMPLATE**

The following are suggested items and format for inclusion in your Business Plan for submission as a CNYBAC Program Partner.

- I. Introduction
- II. Program/Product Objective(s)
- III. Technology/Description of Company/Innovation
  1. Current Status of Company/Innovation
  2. Description of Technology (include brochure/literature as attachments if available)
  3. Intellectual Property (trademark, patent, copyright, etc.)
  4. Employee Information (number of employees, full/part-time)
  5. Existing or planned research relationships
  6. Customer Description
  7. Market Analysis
  8. Competitor Analysis
  9. Pricing Strategy
  10. Commercialization Strategy
  11. Supplier List
- IV. CNYBAC Space and Equipment
  1. Type and description of space request
  2. Laboratory/engineering/electrical requirements
  3. List of equipment to be brought into facility
  4. List of equipment needed to be provided
  5. Handling/disposal of hazardous waste
- V. CNYBAC Program Partnership
  1. Describe how you will participate in CNYBAC as a Program Partner:
    - Participation in Program sponsored events, seminars, conferences
    - Host training for students and faculty in Company's space or at another location on a subject of interest to those attending
    - Participate with entrepreneurial faculty, students, and staff in Pre-Seed Workshops or equivalent and/or provide coaching.
    - Engage in collaborative research projects.
    - Apply for collaborative grants with SUNY Upstate faculty or staff.
    - Fund a graduate student or post-doctorate position at SUNY Upstate.
    - Provide materials or use of equipment for undergraduate and/or graduate student research opportunities.
- VI. Funding/Funding Source(s)/Funding Needs
- VII. Projected Timeline for Occupancy and Departure
- VIII. Outstanding/Pending Legal Actions
- IX. Regulatory Requirements/Approvals
- X. References