



Innovation Lab and Technology Incubator Comprehensive Report
October 2018-April 2019

**CUNY-New York City Council-Funded Initiatives at the Technology Incubator
and Innovation Lab, CUNY on the Concourse, Lehman College, the City
University of New York**

The Lehman College School of Continuing and Professional Studies (SCPS) is pleased to submit this report on the outcomes of the City Council funding for Create New Tech Incubators. As a result of the expanding role of technology in today's market place, businesses need to be managed by responsive entrepreneurs and require employees who are competent in the digital space.

With these requirements at in mind and to ensure that the small businesses and the college graduates in the Bronx are succeeding, City Council funding has enabled Lehman College to spearhead initiatives including, but not limited to:

1. Business Incubation (Bronx Business Tech Incubator)
2. Small Business Consulting Practice
3. Virtual Reality Training Academy
4. Scholarships for Computer Information Systems majors
5. NYU Partnership: VR/AR Program
6. Technology Infrastructure Upgrade

1. Business Incubation

The [Bronx Business Tech Incubator](#) is supported by the New York City Council as a startup incubator for tech freelancers, local small business, and entrepreneurs. The Bronx Business Tech Incubator's mission is to foster technological development in our local community, by providing access to technology and training they otherwise would not be able to afford. With the technological infrastructure of COTC and the other resources of Lehman College, the Bronx Business Tech Incubator provides an environment for companies to turn innovative ideas into profitable realities. The Bronx Business Tech Incubator is a unique work space that provides extensive business support, counseling, and services for entrepreneurs from underserved communities.

A major source of support for the Tech Center in this reporting period is the Small Business Development Center (SBDC) at Lehman College, which has operated since 2000. Last year its economic impact exceeded \$5 million; 456 clients were counseled, thereby creating 54 jobs and saving 79; the SBDC served 1,610 Bronx entrepreneurs at over 50 training and information events. The support service provided by the SBDC includes counseling, business plan guidance and technical assistance with procurement and loan acquisition. With the support of the City Council funding, SBDC is expanding their recourses by appointing a new Business Advisor for the Tech Center.

To further promote and support its businesses, the Tech Center has been collaborating with other agencies and local workforce to plan events, expos, workshops and conferences at no cost to the businesses and the community.

October 2018-April 2019:

- Monthly workshops at Bronx Business Tech incubator in partnership with SCORE. SCORE is a large network of volunteer, expert business mentors. They help thousands of entrepreneurs start and grow their small businesses every year. The following workshops have been conducted within this reporting period:
 - Creative Marketing on a Shoestring Budget, February, 2019, 64 attendees
 - Create the Business Plan that's Right for you. March, 2019, 43 attendees
 - Blogging & Email Marketing for Your Small Business. March, 2019, 65 attendees
- NYVR expo, Jacob K. Javits Convention Center. October 2018
- Councilman Andrew Cohen and Mayor's Office of Media and Entertainment visit. January 2019
- Tech:NYC networking event at the tech incubator. February 2019.
- State of Mississippi Department of Human Services visit. February 2019.

Projected Events:

- TechDay New York, Jacob K. Javits Convention Center, 7 booths are given to 7 Tech Center businesses. May 2019.
- STEM Science and art conference, in partnership with the Department of Education. May 2019.
- World Science Festival. June 2019.

Fifteen (15) startup businesses and entrepreneurs are currently using the incubator facilities and are supported by COTC services. For a detailed list of the startup businesses and entrepreneurs please refer to our website and Appendix-1:

http://lehman.edu/techincubator/documents/incubator_clients_info.pdf

2. Small Business Consulting Practice

The Small Business Consulting Practice program is a collaboration between the Department of Economics and Business and the School of Continuing and Professional Studies (SCPS) at Lehman College. The goal of this project is to provide business students with applied business training and experience. A total of 16 students were selected for the project for the second cohort in fall 2018. Students who were selected committed by signing a contract to attend training workshops during the first five months of the program, followed by 6 weeks of paid internships with small businesses. The businesses were mostly clients working with the Small Business Development Center (SBDC) and/or housed at the Bronx Business Tech Incubator. The students, or "Junior Consultants", as they were known, were housed in the Tech Incubator under the supervision of the Small Business Development Center advisors and the program coordinator. This initiative, which bridges classroom learning with hands-

on experience in various business functions, provides business, economics and accounting students with opportunities to not only develop and deepen their business acumen but the business experience gives them an edge in the job market.

Refer to the Appendix-2 for the full report and to the following links to the program article (Appendix-3) and the student video clip.

[Small Business Consulting Practice, Report and Outcomes](#)

[Small Business Consulting Practice – A Virtuous Circle](#)

[SBCP Student Video Clip](#)

[SBCP Students' Video Uncut Testimonials](#)

3. Virtual Reality Training Academy- EON

Lehman College has been able to create an Information Technology Hub in the Bronx. The business incubators are part of Lehman's multi-year vision which now includes a Virtual Reality Training Academy and Development Lab to train the borough's growing sector of technology professionals. Through a comprehensive curriculum that targets the key areas of AR and VR, we are educating the content creators who will shape the future of education, training, and entertainment. Nineteen (19) students in the second cohort completed phase one and (10) students completed phase two (project-based learning) by earning AR&VR Developer Level 2 certificates. All students have access to the Tech Incubator.

<http://lehman.edu/vr/>

[2nd cohort graduation photos](#)

4. Scholarships for Computer Information Systems majors

City Council funding has enabled Lehman College to continue providing scholarships for certifications such as A+ computer technician (1 scholarship), Introduction to Networks (CISCO Networking Academy-CCNA1), 5 scholarships and Routing and Switching Essentials (CISCO Networking Academy-CCNA2), 6 scholarships to Lehman College students. All students passed the class.

The scholarships covered the cost of tuition, books and the exams and will enable students to gain employment at an average of \$65,000 per year and will increase tech capacity in the Bronx.

5. NYU Partnership: VR/AR Program

SCPS is expanding Lehman College's existing VR/AR Training Academy to develop the local workforce with short-term training and increase familiarity with the possibilities of VR/AR among local entrepreneurs (in close cooperation with the Small Business Development Center [SBDC]), and the community, in particular disconnected youth.

In doing so, SCPS has expanded its technology resources by hiring an AR/VR instructor, and partnering with The Knowledge House, a Bronx-based technology workforce development community-based organization, to partner with NYU and to create the NYC Virtual and

Augmented Reality Center (RLAB). The Council funding allowed SCPS to leverage the 3-year grant (\$200,000/year) from the Economic Development Corporation of NYC to serve over 2,000 community residents per year as part of the NYU RLAB grant. The program has served 572 community residents to date.

SCPS is in the process of becoming an Authorized Unity Training Partner (AUTP). Unity is an industry-leading real-time development platform, gives developers the power to create truly immersive, cutting-edge AR and VR contents.

6. Technology Infrastructure Upgrade

Technology upgrades have been planned at CUNY on the Concourse to fully support, enhance, and further the mission and initiatives of the Lehman College and the Tech Center. The technology upgrades include complete hardware replacement for two computer classrooms and a Testing Center for market leaders in exam delivery and certification such as Pearson Vue, ETS TOEFL and CLEP, Prometric, Certiport, and others. The upgrades include the addition of a fourth computer classroom to further strengthen core program delivery areas including our Cisco Training Academy and Allied Health Medical Programs in Medical Assistant, Pharmacy Technician, and Patient Care Technician fields.

Overall Budget (Fiscal 2019)

Programs		Budget	in-kind
1	Business Incubation (Bronx Business Tech Incubator)	\$196,811.90	\$182,000.00
2	Small Business Consulting Practice	\$181,402.81	-
3	Virtual Reality Training Academy	-	\$56,000.00
4	Scholarships to Computer Information Systems Majors	\$29,539.30	-
5	NYU Partnership- VR/AR Program	-	\$200,000.00
6	Technology Infrastructure upgrade	\$42,245.99	-
Total		\$450,000.00	\$256,000.00