

Strategic Partnership for Industrial Resurgence
Center for Advanced Technical Assistance

College of Engineering and Applied Sciences (CEAS)
Stony Brook University

Strategic Partnership for Industrial Resurgence

The Strategic Partnership for Industrial Resurgence (SPIR) was established in 1994 by the State of New York to utilize the extensive engineering resources of the SUNY system to help industry in the state compete more effectively. SPIR fills a critical gap in existing State industrial assistance programs by providing technically advanced multi-disciplinary assistance on a fast turnaround basis. Stony Brook's SPIR program works synergistically with the Small Business Development Center, the Center for Emerging Technologies, the Biotech CAT, the Sensor CAT, the Career Center, and Stony Brook's three incubator facilities to serve New York State companies.

SPIR's mission is to help companies improve their market posture, retain existing employees and create new jobs. Over the past 15 years, SPIR at Stony Brook has worked with 398 New York State companies on more than 2205 projects. Our industrial clients estimate that the program's advanced technical assistance has led to the creation/retention of 9,175/2,490 of jobs.

Highlights of our successes include technical support on federal proposals to help companies win \$16.4M in SBIR/STTR funding (since 2001), active participation in licensing and commercialization of products, support for more than 62 incubator companies, and assistance in providing high quality technical jobs for our graduates.

- Companies have partnered with CEAS faculty to support federal proposals resulting in faculty research funding in excess of \$102 M since the program's inception.
- Since 2001, the federal government has invested \$16.4M in SBIR/STTR funding in our SPIR partner companies. Stony Brook's SPIR program has leveraged \$0.45M in NY State funding to help to bring in the \$16.4M in federal SBIR/STTR funding, a return of 35:1
- Since inception in 1994, New York State companies have invested \$27.7M in cash in SPIR projects for the development of new products and manufacturing processes.
- More than 2200 students (graduate and undergraduate) have directly benefitted by working on internships through the SPIR program.
- The program is also instrumental in assisting our graduates to find jobs. Many of the SPIR students are hired as full time employees upon graduation after completion of their projects.
- SPIR also continues to provide a record level of support to our incubator companies to assist them in developing their technologies. Over the years, we have worked with 62 Stony Brook incubator companies including companies involved in the incubator without walls program.

The success of SPIR underscores the maturity and depth of commitment of the University-industry partnerships that have developed as a result of the establishment of the program. SPIR's numbers are summarized below:

Cumulative Totals since 1994
July 1, 1994 – October 31, 2008

Total Projects	2,205
Cumulative SPIR Operating Cost (approx)	\$11.25M
Cumulative Company Funding	\$27,725,108
Estimated additional jobs	9,175
Layoffs prevented	2,490
Total Number of Companies (including 62 incubator companies)	398
Total SBIR/STTR funding awarded since 2001	\$16.4M

Current Personnel Supported by SPIR:

- Director - SPIR
- Three full time Research Assistant Professors (12 months)
- One full time staff (12 months)

Conclusions:

A funding reduction of 50% to SPIR will impact as follows:

- Lack of investment in current products and manufacturing processes will result in a loss of current jobs (303 jobs FY 2008).
- Lack of investment in R&D will result in a loss of future jobs (63 jobs FY 2008).
- Loss of SBIR/STTR funding to the region (\$5M FY 2008)
- There will also be a dramatic decrease in SPIR outreach activities. SPIR outreach activities benefit the academic and business communities in a variety of ways: we participate in advisory boards for other colleges and universities, tenant selection committees for the incubators, professional and engineering associations among others.
- Lack of industrial partnerships will result in fewer jobs for our graduates.
- The educational mission of CEAS will be severely impaired due to the loss of professional internship opportunities essential to the modern engineering student's education.