



Ben Franklin Technology PArtners

Central and Northern Pennsylvania

www.cnp.BenFranklin.org

For more than 30 years, Ben Franklin Technology Partners has provided investment capital and business support services to tech-based startups and small manufacturers located in our 32-county footprint in Pennsylvania.

**2014
2015
PROGRAM
OVERVIEW**

>>> We Inve\$t in Innovation

This year, Ben Franklin Technology Partners of Central & Northern PA had the privilege of engaging with hundreds of entrepreneurs and small manufacturers who needed funding and business support services to help develop new, innovative products or processes.

Ben Franklin's investment of more than \$7.4 million in our 32-county footprint resulted in:

- 167 new jobs
- 136 jobs retained
- 25 new company startups
- 54 new products and 15 new processes developed
- 45 new patents issued
- More than \$33 million in follow-on funding

The Center makes investments not only in the innovations developed by the emerging startups and small business owners in our service area – many of whom come to light from our annual BIG IDEA Contests - but also in business mentoring and support initiatives including:

- **Transformation Business Services Network** – a team of seasoned business professionals who work with our clients on a one-to-one basis
- **BF TechCelerators** located in State College and Carlisle whose training Boot Camps together have resulted in more than 45 new startups
- **The Shale Gas Innovation & Commercialization Center** which has helped commercialize many new technologies in the shale gas industry
- **The Venture Investment Forum** which is the Center's training arm
- **The eMarketing Learning Center** that offers training on digital marketing and sales

In 2014 / 2015, the Center invested in 25 company projects. Listed below are the newest members of Ben Franklin's growing portfolio:

Company	County
AgeCheq	York
American Built Arms Company LLC	York
Appalachia Technologies, LLC	Cumberland
ArgentumCidalElectrics, Inc.	Centre
Atoptix, LLC	Centre
Better Bowls LLC	Dauphin
BioMagnetic Solutions, LLC	Centre
Colloid, LLC	Cumberland
CRIMEWATCH Technologies, Inc.	Cumberland
Direct Allergy LLC	Erie
Flip Learning	Centre
FyreRok Reservoir Consulting	Centre
HalenHardy, LLC	Blair
Hatchback, Inc.	Dauphin
InnovaTel Telepsychiatry	Erie
JCR Sales and Mfg., LLC	Erie
KCF Technologies, Inc.	Centre
Kress Motors, LLC	Somerset
Novasentis, Inc.	Centre
Red Privet, LLC	Dauphin
Return Logic Inc.	Cumberland
Simulation Systems, Inc.	Dauphin
Super Abrasive Machining Innovation	Elk
Sustainable Composites, LLC	Lancaster
VideoMining Corporation	Centre

Company Spotlight

Like the demographic make-up of our 32-county footprint, Ben Franklin's investment portfolio is diverse and comprised of tech-companies and manufacturers that represent nearly every industry. Below is a small sample of this year's companies who received Ben Franklin funding.



Founded in 2000, KCF Technologies develops and sells wireless condition monitoring sensors to defense and industrial markets. KCF's SmartDiagnostics® line of products eliminate production downtime and inefficiency associated with unexpected machine problems or failure while also reducing excessive maintenance and repair costs. KCF

has 16 patents on its products and employs engineers that are recognized experts in the field of vibration and acoustics. Wholly owned by the founders and employees, KCF, which is located in State College, PA, continues to grow and currently employs 35 people. For more information, click on <http://kcftech.com>



AgeCheq

AgeCheq's founding focus was on facilitating compliance with the recently updated Children's Online Privacy Protection Act (known as COPPA).

The AgeCheq compliance service dramatically reduces the effort required to comply with the COPPA rules for both parents and mobile app publishers. In March 2015, the company expanded its market scope and rebranded as PrivacyCheq, launching a cloud service designed to assist mobile app developers with privacy and legal compliance. Called CliqWrap, the service elegantly solves a legal problem that has worsened as mobile devices have become the primary market for software. For more information, see www.privacycheq.com or www.agecheq.com



Ben Franklin's initial investment helped Green Lighting LED begin to position itself as a "Made in the USA" manufacturer of energy efficient LED lighting.

This designation, which is in high demand, particularly for government installations, has enabled the company to win contracts even when bidding against the BIG FOUR suppliers. Located in Erie, PA, Green Lighting LED provides its customers with factory direct pricing, lighting layout assistance, detailed ROI calculations, financing packages, private labeling, custom manufacturing and much more. For more information, click on www.greenlightingled.com



Company Spotlight



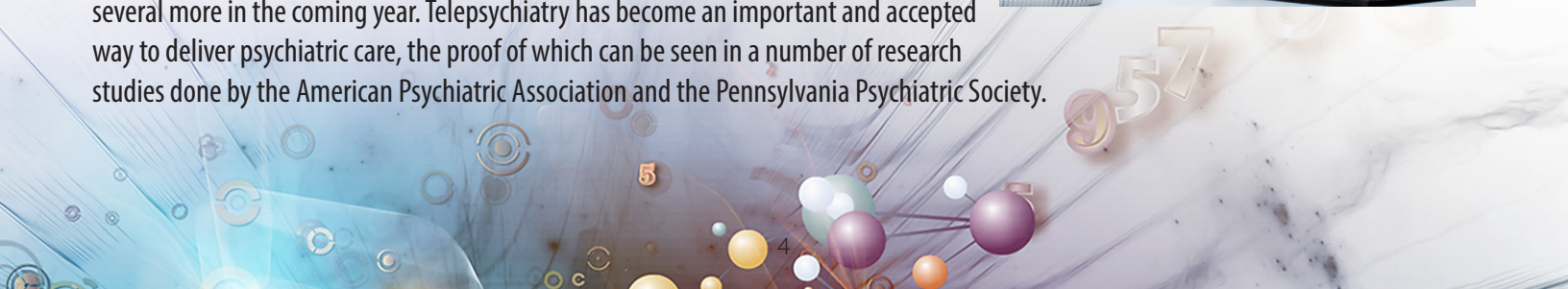
A recent graduate of the BF TechCelerator@State College, Atoptix is working on a diagnostic tool that uses optical spectroscopy, or the science of light and material interaction, to identify what is happening under the surface of a person's skin. Based on patent-pending technology that originated in a Pennsylvania State University lab, the co-founders have developed a new type of optical sensor. This sensor can be used in a totally non-invasive manner to help diagnose and monitor a variety of health-related issues such as anemia, cancer, and diabetic neuropathy right in the doctor's office. In October of 2014, the company was selected as a finalist in the Nokia Sensing XCHALLENGE, a global competition for breakthrough medical sensing technologies. For more information, click on www.atoptix.com



With the proliferation of free shipping and generous return policies, retail returns are having an increasingly negative impact on the bottom line of retailers, often erasing 25% of revenues. In addition to the substantial financial inventory loss, a poorly managed returns process damages the customer experience and increases customer churn. The financial loss to U.S. Ecommerce companies was over \$26B in 2014, and growing. Located in Cumberland County, Return Logic offers a cloud-based Software as a Service (SaaS) platform to manage and analyze product returns for ecommerce companies. Their mission: To help retailers reduce costly returns. For more information, click on www.returnlogic.com.



Innovatel's business model addresses the growing national shortage of psychiatrists who can cover clinical operations and patient demand – especially in rural areas. The company was established to provide high-quality psychiatric care remotely (telepsychiatric modality) to provider organizations, senior living centers and other health care organizations in need of psychiatric coverage. Currently, InnovaTel provides coverage to community-based outpatient clinics in four states and plans to expand into several more in the coming year. Telepsychiatry has become an important and accepted way to deliver psychiatric care, the proof of which can be seen in a number of research studies done by the American Psychiatric Association and the Pennsylvania Psychiatric Society.



Alumni Company Spotlight

Ben Franklin's growing investment portfolio is comprised of companies that are in varying stages of growth – some of whom have been part of the “family” for nearly 20 years and have become industry leaders.



WorkXpress is the world's only fifth generation software language Platform as a Service (5GL PaaS), and is a one-stop-shop for everything necessary to build and deploy custom software solutions. Using WorkXpress, professional developers and non-programmers alike can build sophisticated business applications while saving 90% in development time and cost. These amazing results are achieved by leveraging an intuitively visual, secure, drag and drop web environment. Additionally, WorkXpress allows easy integration of your software with other applications and the latest web-based technologies. Some examples include SMS messaging, Skype, FedEx, Google Maps, currency conversions, Google language translation, FTP services, IMAP email services, and many more. New integrations can also be easily created on the WorkXpress platform. WorkXpress has over 500,000 users on six continents. For high-quality, custom software at an affordable cost, contact www.workxpress.com.



As part of Restek in the late 1980's and early 1990's, SilcoTek's treatments were applied to analytical chemistry instrumentation which helped chemists and lab technicians get more accurate results. In 2004, R&D Magazine recognized Silcosteel®-UHV as one of the 100 most technologically significant products of the year. SilcoTek's coatings can be found in applications worldwide from oil and gas drilling to semiconductor fabrication and more. In 2013, the SilcoTek team was named the Outstanding Technical Company of the Year by the Chamber of Business & Industry of Centre County (CBICC) and moved into a new 38,000 square foot facility in the Benner Commerce Park. For more information, click on www.silcotek.com



Reclamere, Inc. is a data security company offering a full range of specialized IT Asset Management and Information Security Services. Founded in 2001, the company is a leader in providing client-focused, environmentally compliant management solutions for end-of-life computer equipment and data destruction services in addition to robust data security services. By securely storing, imaging and managing the deployment of equipment, Reclamere guarantees the protection of sensitive information against data breach and data theft, while alleviating liability issues related to the environmental impact of disposal. For more information, click on www.reclamere.com



Entrepreneurial Support Programs

To augment the financial investments Ben Franklin makes in its portfolio companies, The Center also provides additional resources that help early-stage startups grow to the next level.

Ben Franklin's Transformation Business Services Network

A new startup needs more than just money. Our team of seasoned business professionals offers valuable hands-on assistance to entrepreneurs on topics such as strategic planning, marketing research, financial management, accounting and office setup practices, human resource planning, and advertising to name just a few. This type of mentoring, which is underwritten by Ben Franklin, is typically not affordable to emerging business owners who need it the most.



John Vidmar, Director, BF TBSN and Tom Hay, WavesinSolids



BF TechCelerator Programs

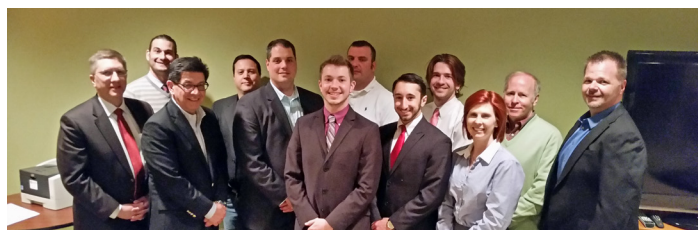
Ben Franklin's very successful TechCelerator Programs are designed to offer early stage or aspiring entrepreneurs an environment where they can work on their new business ideas and then make an informed go/no-go decision on whether to launch the business. In turn, the process provides their communities with a pipeline of new startup activity. Currently, located in State College and Carlisle, the program partners with other economic and business development initiatives, typically housed in one location, to provide access to business startup training in the form of "Boot Camps".

The BF **TechCelerator @ State College** is a partnership among several economic development service providers including Penn State's Small Business Development Center, the Chamber of Business & Industry of Centre County, and Penn State's Office of Technology Management. A full menu of

services designed to support those who intend to commercialize university IP is offered. As of May 2015, the Program has offered seven sessions which, in turn, have graduated 42 participants. Many of the startups have already received national attention for their innovations and eight have received an investment from Ben Franklin. www.techceleratorstatecollege.org



The BF **TechCelerator@Carlisle by CREDC**, a partnership with the Harrisburg Regional Chamber and its economic development arm, CREDC, offers potential entrepreneurs pre-launch market research, training, and business mentoring. Cohorts of six or seven participants can get not only hands-on help with developing a solid, focused customer-centric business story, but also some seed money to get them started with business expenses related to legal and accounting. At the recent April 16, 2015 graduation event, Heritage Spirits LLC and Moena LLC won a total of \$10,000 in seed funding to help get their businesses off the ground. www.techcarlisle.com



Spring 2015 Cohort

The Ben Franklin Venture Investment Forum (VIF)



VIF provides the valuable training that enables our portfolio clients learn how to successfully approach and "pitch" to potential investors. Some of the many courses offered by VIF include: "Presentation Style"; "How to Make a Successful Pitch"; "Business Valuation Techniques"; "Term Sheet Assessment"; and "Cash Management." www.venture-forum.org



Cathy von Birgelen, Executive Director/eMLC

VIF is also home to the services provided by the **eMarketing Learning Center**. Housed in Erie, PA, the program offers seminars on all aspects of digital sales and marketing including: "How to Implement a Successful e-Marketing Campaign"; "Creating an e-Commerce Site"; "Search Engine Optimization (SEO)"; "How to Use Social Networking Sites to Promote Your Business"; "Introduction to Blogging"; and "Mobile Marketing."
www.emarketinglearningcenter.org

BIG IDEA Business Plan Contests

These very popular competitions help identify likely entrepreneurs in the region and create a pipeline of activity that otherwise may go untapped. This year, the Center sponsored a \$200,000 BIG IDEA Contest targeting small manufacturers and entrepreneurs located in NW Pennsylvania, and more than 3,100 people visited the landing page. The prize package included \$50,000 in cash, an Innovation Adoption Grant up to \$25,000 to work with a PA-based research university, priority access to a low-interest \$100,000 loan, and a variety of consulting services from co-sponsors. The grand prize winner, Dr. Wei-Shin Lai and her team at Acoustic Sheep, LLC are developing software and phone apps, that when coupled with their latest generation of SleepPhones®, helps people get a good night's sleep without using unreliable and expensive solutions or medication.



Dr. Wei-Shin Lai/Acoustic Sheep and Stephen Brawley/CEO/BFTP



Penn Venture Partners – Venture Capital Fund

Penn Venture Partners, PVP, makes venture capital investments in the high growth-potential companies located in the Center's central and northern footprint. PVP has a diverse portfolio consisting of companies in varied industries, some of which are also Ben Franklin companies. As a limited partner in PVP, the Center can make introductions to the fund managers for portfolio companies who are ready to access to this valuable follow-on funding opportunity. www.pennventures.com

Shale Gas Innovation & Commercialization Center

SGICC identifies, supports, and helps commercialize technologies that enhance responsible stewardship of the environment while properly utilizing the shale gas energy asset



in Pennsylvania. This year, leveraging a \$500,000 grant provided by the PA Department of Community & Economic Development (PA DCED), SGICC offered seed funding to 11 companies who collectively are working on 13 commercialization projects. The Center also runs an annual Innovation Contest that typically attracts nearly 100 applicants and is co-sponsored and judged by more than a dozen energy-related companies. Fourteen finalists competed this year in hopes of sharing the \$100,000 prize which was awarded to four winners on May 12, 2015. www.SGICC.org



Bill Hall, Executive Director/SGICC

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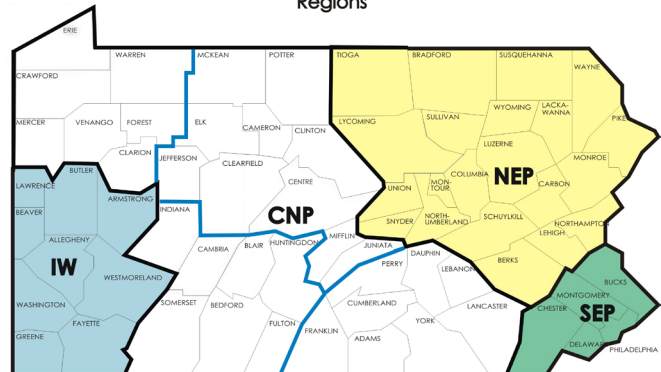
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Ben Franklin Technology Partners
Regions



Ben Franklin Technology Partners CNP, an initiative of the Pennsylvania Department of Community and Economic Development and funded by the Ben Franklin Technology Development Authority, provides investment capital and business support services to emerging tech-based companies and small manufacturers for the purpose of creating and retaining jobs in Pennsylvania. Contact the Central office of Ben Franklin in University Park at (814) 863-4558 or see our website at: www.cnp.benfranklin.org