

CITY COUNCIL
CITY OF NEW YORK

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TRANSCRIPT OF THE MINUTES

Of the

COMMITTEE ON TECHNOLOGY JOINTLY WITH THE COMMITTEE
ON HIGHER EDUCATION

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November 28, 2017
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HELD AT: 250 Broadway - Committee Rm.
16th Fl.

B E F O R E: JAMES VACCA
Chairperson

INEZ D. BARRON
Chairperson

COUNCIL MEMBERS: Annabel Palma
David G. Greenfield
Barry S. Grodenchik
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Fernando Cabrera
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A P P E A R A N C E S (CONTINUED)

Jane MacKillop, PhD, Interim Dean
School of Continuing and Professional Studies Lehman
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Clarence Stanley, Director
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Lehman College of Tech Incubator

Carol Gonzalez, Entrepreneur
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Georgina Castanon, CEO
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Dr. Ted Brown Executive Director
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Weeks Mensah, Managing Director
Incubator, Queens College

Jomacco DeAngelo, Partner
New York City Economic Development Corporation
International Entrepreneurs M2 NYC Partnership

Oscar Trujillo, Founder and CEO
SYNC IOT Technologies

Tech Incubator at Queens College

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[sound check, pause] [background
comments] [gavel]

CHAIRPERSON BARRON: Good morning.

[background comments] So pleased to see so many of
you here for this topic. My name is Inez Barron. I'm
the Chair of the Committee on Higher Education. I'm
going to be talking today about technology. So,
before I get into the formal presentation of the
topic, I just want to share something with you. Just
a little background on technology. Now, we know that
Africa is the home and origins of human kind, and
that as the New York Times recently reported, the
beginnings of human kind had it's origins in Africa
roughly 200,000 years ago. Now, Africa is the origin
of technology, that is the development of tools,
which we know is one of the hallmarks of
civilization, and those technological tools helped us
to cultivate the land and to build great monuments in
Africa. And as Africa's technology spread across the
globe and enriched the world, here again in this new
age of technology, Africa is a major source of the
resources that are required for the production of
technological tools that creates the microchips for
the technology, and the circuitry that operates our

favorite electronic devices. They're called 3TGs,
Tantalum, Tin, Tungsten and Gold. Now, we're all
familiar with the conflict diamond situation, but
today the 3 TGs are today's conflict minerals.
Dating back to the Colonial period in Congo under
King Leopold II of Belgium where the people were
exploited, brutalized, tortured and killed today the
puppet Neocolonial governments and the armed military
groups continue these practices, and continue these
practices and control and illegally export 3TGs under
the horrific armed violent conditions of child labor,
forced labor, slave labor, little or no wages, and
unhealthy work conditions, and other human rights
violations. Section 1502 of the Dodd-Frank Act calls
for transparency measures to report the sources of
minerals used in microchips. This call for so-called
responsible sourcing seeks to redirect the profits
from mining of 3TGs from illicit trade to its path-in
its passages through the supply chain to help benefit
the indigenous people of the country. The current
administration is attempting to repeal these
measures, the current federal administration. As we
increase our demand for our technological items, we
must be cognizant of and responsible to the human

suffering that brings us our technological toys and items. As we are—as well as the negative impact of deforestation and the endangerment of many species and wild life. We cannot think that we should reap the benefits of technology without bearing responsibility to address the abhorrent conditions that result—that yield these minerals.

Now, for the topic. We are joined today by the Technology Committee chaired by my colleague James Vacca, who like me is a CUNY alum and shares my ongoing commitment to improve CUNY for the current and next generation of CUNY students. Today's hearings will be focused on CUNY's Tech Incubators. As many of you know, Tech Incubators have continued to become common fixtures on college campuses across the country. In fact, according to the International Business Innovation Association, over half of its members have incubation programs that are associated with higher learning institutions. Tech Incubators provide start-up businesses with office space, administrative, legal, financial and management support at relatively low cost. In return, Tech Incubators offer both faculty and students a wide array of opportunities. For example, faculty in

courses such as business, compute science and electrical engineering can work with campus incubators to inform their curriculum as well as innovate their classrooms. For students, colleges or universities with campus incubators will allow them not only to get internships and increase their employment opportunities after graduation, but campuses whose Tech Incubators are student focused promise to help students start businesses, develop new products, and even start social movements. The benefits of Tech Incubators are not limited to the school alone, but also promise to benefit the surrounding community. Some companies after completing their incubation period choose to stay in the same community where they rent office space and hire additional staff, which increases the local tax base in that community. This was exactly what the State Legislature envisioned when it asked CUNY to set up several CUNY incubators in 1999. In addition to housing start-up businesses, the incubators were expected to house over 200 businesses and create over 5,000 jobs in low-income communities. The three schools that were to house the first set of incubators were La Guardia Community College, Hostos

Community College and the Borough of Manhattan
Community College. Today, seven CUNY colleges host
incubators on the campuses of which three are tech
incubators. The other incubators offer specific
services designed for certain industries such as
media, food services and legal services. CUNY offers
the incubators a variety of services such as office
space, conference rooms, advanced technological
infrastructure as well as the availability of faculty
and students who offer their talents and expertise
when needed. The committees are looking forward to
hearing about the progress of the incubators since
their initial introduction at CUNY over 17 years ago.
In particular, the committees would like to know how
many small businesses have been served, how many jobs
have been created, as well as the type of innovations
that have been born out of the Tech Incubators. I'm
also interested in whether the surrounding community-
communities have positively been impacted by the
accessibility of Tech Incubators, and whether any
innovations have had an impact on low-income
communities. Additionally, I'm curious to learn how
CUNY has addressed intellectual property rights from
innovations that emerge from the incubators

especially where student innovations are concerned,
and now I'd like to offer the opportunity for my
colleague Mr. Vacca to make his opening comments.

CHAIRPERSON VACCA: Thank you, Chair
Barron, and I'm Chair of the Committee on Technology,
and I'm really excited to be here today. I'm joined
by my committee colleagues, Councilman Joseph Borelli
from Staten Island, and I think the Tech Incubators
represent such a potential for our city, and going
forth I know that they're importance will be even
more prevalent as we move ahead. Supporting all New
Yorkers and training them for an increasingly
advanced technological age is vital to our city's
economic success. As the manufacturing industry
declines across the country, participation in
science, technology, engineering and math fields is
becoming more necessary for both the workforce and
the local and national economies. Tech Incubators
can play a powerful role in strengthening these
economies. Studies show that incubators are create
jobs at lower cost than other federal infrastructure
investments such as roads and bridges, industrial
parks, commercial buildings and sewer and water
projects. Further, a report by NYU has shown that

just three of their business incubators generated \$251 million of economic activity, created more than 900 jobs, and contributed \$31.4 million in local, state and federal tax revenue since 2009. As New York steadily proves to be a prominent force in technology, venture capital and innovation, we hope to maintain our competitiveness in this field and ensure its benefits are widely distributed.

Enhancing the resources of our public universities and colleges so that they are able to provide budding entrepreneurs the tools they need to succeed is a significant way to support these goals. At today's hearing, we will learn about CUNY's three Technology Incubators, funding these incubators at Lehman College, the College of Staten Island and Queens College where I teach, these incubators have jump started the careers of undergraduate students and other entrepreneurs. Moreover, they can provide jobs and revenue in our city and state. Our committee and colleagues at the Council are interested in the program CUNY incubators have made since their inception over the past two years. We hope to gain insight into the programs to assess where resources are being directed and determine how our resources

are used. We look forward to hearing from CUNY
representatives and advocates about the work CUNY has
done to enhance technological innovation and to
prepare its students to be competitive entrepreneurs.
We also want to learn about what challenges may need
to be overcome in order to strengthen these incubator
programs, and expand them throughout the CUNY system.
I do want to add I visited all three incubators, and
enjoyed meeting with everyone, and know that so much
is being done. I want to thank our committee staff
for their hard work in preparing for today's hearing
including Committee Counsel Malika Jubali, Senior
Policy Analyst Patrick Mulvihill, and my Legislative
Director Zachary Hecht. Thank you.

CHAIR PERSON BARRON: Thank you, Chair
Vacca. I would like to thank my staff as well. My
Chief of Staff Joy Simmons; my Legislative Director
Ndigo Washington; my Counsel Kiru Gichuru, my
Committee Counsel; Committee Policy Analyst Chloe
Rivera, and Jessica Ackerman, Senior Finance Analyst
for the committee, and I'm going to ask my counsel if
he would swear the panel in. We're having Dave
Mackalow from Lehman College, Carol Gonzalez from
Lehman College Incubator, Ken Iwama from Staten-

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College of Staten Island and Georgina Castanon
Business Owner, CEO, Work and Explore from the
College of Staten Island.

LEGAL COUNSEL: Please raise your right
hand. Do you affirm to tell the truth, the whole
truth, and nothing but the truth in your testimony
before this committee, and to respond honestly to the
Council Member questions? [pause] Please say I do.

PANEL MEMBERS: [off mic] I do.

[background comments, pause]

CHAIRPERSON BARRON: Okay, we have two
additional people that we're going to include and we
may have to do a little musical chairs so that
they'll on camera. We have Jeffrey Rosenstock from
Queens College and Oscar Trujillo from Queens College
Incubator. So, you'll be sworn in now.

LEGAL COUNSEL: Please raise your right
hand. Do you affirm to tell the truth, the whole
truth, and nothing but the truth in your testimony
before this committee and to respond honestly to the
Council Member's questions?

PANEL MEMBERS: [off mic] I do.

LEGAL COUNSEL: Thank you.

CHAIRPERSON BARRON: Thank you. You may
begin. [pause]

JANE MACKILLOP: Good-good morning,
Chairs Barron and Vacca and members of the Committee
on Higher Education and Technology and my CUNY
colleagues. My name is Jane MacKillop. I'm the
Interim Dean of the School of Continuing and
Professional Studies at Lehman College where I've
been for approximately a year. I'm delighted to be
here and on behalf President Cruz and Interim Provost
Niki Fayne I want to thank the--the committee for the
wonderful gift of the incubator, which I'm going to
talk about, which has been truly spectacular in its
impact. [pause] Lehman College is the only four-year
CUNY college in the Bronx, and it serves 25,000
students per year in credit and non-credit programs.
That is in degrees and certificate courses. Most of
the students at Lehman come from the Bronx and they
stay in the Bronx. So, that any impact of City
Council funding is going to be located firmly in the
Bronx and is going to affect all of the participants
and the residents in the Bronx. I took this image to
describe the impact of the City Council funding.
Really what this has done has been spectacular in

terms of spreading out across a very wide area. It's bridging the gap between plans, business plans and their execution, but over a wide area. It's not focused just on the--on the Grand Concourse. It's not just on Lehman, but across the whole of the Bronx. It's affected over a thousand entrepreneurs, community residents and students and enabled them to flourish and enabled them to take heir plans into the productive phase. I'm going to start by telling you a story about Cruet Pomsamma (sp?) because this really sums up what we've been doing, and how it's affected a single person, and then my colleague Carol Gonzalez is going to tell her story. So, Cruet took part in some training. The training program that we called the Trained Group Program, which builds an Android app. He then decided that he was going to transfer from Hunter to Lehman to complete his degree. He then won accolades and first prize place and second place in national conventions. He participated in MVP Weekend, and you're saying, what, they're playing sports? No, no. It's Minimally Viable Product. So, this was a way of looking at a possible business idea and then seeing if it could play out. So, he participated in that, and then to

our great joy he was hired by Google. This story kind of sums up the synergy that goes on between the college and the incubator. In Year 1, we did the construction of the Tech Incubator and this was at CUNY on the Concourse in the old Alexanders Building, which many of you might remembers, and we transformed a room into this beautiful—I love this beautiful innovation lab, and we then set it up with state-of-the-art facilities, Macintoshes and lighting and other supplies. In Year 2, we rolled out of a very ambitious training program in which we were looking to build on local knowledge and then to expand again thinking of this pebble in a pond, the expansion throughout the Bronx. And then in year 3 I'm going to be very excited to tell you about our small business consulting practice, and I'm going to tell you about the direct impact of the funding, and then the indirect impact that is how those ripples spread out in our area. So, the direct impact we had start-up ideas, the Minimally Viable Product Weekend, the Train Cube, but this was in support of business and entrepreneurship, and then you can see the different sorts of training that we did on emerging technologies. One of the aspects of technology that

is keeping all of us on our toes is the way that its
all changing so frequently and so dynamically, and
the people who were involved in our training were
anxious to stay up-to-date, and this gives you a
sense of how many participants and how many sessions
we had as people were learning about Android,
Polymer, Google, Chrome, Angular JS, Google Computer
Engine and many others. Here we have a picture of
them actually in the Incubator doing android
development training so you can get a sense of the
space, which is really beautiful and well lit and has
all of the necessary equipment. Another aspect of
the direct impact was the networking. Networking is
absolutely key in tech business. It's the way that
people get together. So, we had the launch pad date
for Latinos. We had the Women Tech Makers. I think
you came to that, Councilman Vacca.

CHAIRPERSON VACCA: [off mic] Yes, I did.

JANE MACKILLOP: Yes. We had the Google
extended Bronx. We have Dev Fest and so on. We also
put together social media guidelines, which were
available for all of the businesses for the
Continuing Education Program and for the college, and
again, here we see people working together

dynamically, synergistically. One of the comments that is most often said about the incubator was: I can't believe this is in the Bronx. I can't believe these facilities are available for us. You've always been here. We said, no, no, we've not been here very long, but that's the impact that it has, that people really feel that these facilities are there for them, and can help them move along with their business ideas. So, in terms of the accomplishments, these are the number of people that we've served in different ways both in the networking, in the training. We also have scholarships for Lehman Computer Information System majors, and also for an after school program that Lehman High School, which we anticipate will then segue into the colleges as high school students think about their next steps. And again, we've got some pictures here of students working together in the Innovation Lab, and you can see the—the real joy on their faces as they work together and create new applications and businesses. But there was much more to it than just this. There's much more than just the training, the networking, the entrepreneurship, the building of businesses. It's enabled us to get other funding.

So, let me tell you a little bit about what—what we got, what we've received most recently. We'll be one of the first city university colleges to receive a \$2 million grant as part of an initiative by our Mayor to double the number of CUNY students graduating annually with a tech related bachelor's degree, and in terms of actual numbers, we've just found that we have 567 computer science undergraduates and 10 graduates. So, we will be doubling that number with this funding, and this funding in turn builds on the success of the tech talent pipeline, which uses the space at CUNY on the Concourse, and which was launched in 2014. In addition, this funding being the tech hub in the Bronx, enabled other sorts of partnerships. So, we had the collaboration with the Bronx Women Business Resource Center, which was attended by over 180 women entrepreneurs and, as I said, Council Member Vacca joined us for that. Another partnership, which we are particularly excited about was the EON Reality Partnership. This is an international business that chose Lehman because of the Tech Incubator, because of our location, and our already existing resources to set up a virtual reality and augmented reality training

academy. They gave us over a million dollars in equipment. They provided a state-of-the-art infrastructure, and when we launched our first class, we were having instructors from Sweden, from the United Kingdom, from Manchester, from California, from all over. These instructors were coming to teach a really exciting curriculum in virtual reality. We graduated our first Phase 1 students in May, and they're now working on the project phase. But another thing that was made possible by being this Tech Incubators was that we were able to apply—to apply to the city, to the Mayor's Office of Media and Entertainment and the Economic Development Corporation and to become the hub for the City of New York, to be come the virtual reality hub. Now, we weren't chosen, but we were asked to partner with NYU, which was the entity that was chosen. So, we're now in partnership with NYU and this is so extraordinarily exciting. I think you've already referenced NYU's achievements, but we will now be part of this new initiative. We'll be working again with EON. We'll be working with the Knowledge House, which is a community-based organization, which reaches out to disconnected youths. So, because we

were the Tech Incubator for the Bronx, all of these other partnerships have become possible, and here we have the Women Tech Makers. I wanted to show you this picture, which has your counselor in it, but also has my colleague Carol Gonzalez, who was there and who will tell you about her own experiences. The impact of the Technology Incubator has led to presentations, competitions, events. We've had lots and lots of visitors to the Training Academy. One of the most surprising was from West Point. They were very interested in virtual reality in times of warfare, and they're moving ahead with that. JDC Israel came from Jerusalem. I have to tell you they were actually in the city anyway for a board meeting, but they did come up to the Bronx because they're also interested, and many other local colleges and colleges from as far away Iowa.

Return on investment, that's what we really want to find out about and--and this is a--a little bit tenuous when you are looking at training, but what we've figured was this, and we used here the Small Business Development Center algorithm that each business--each jump actually represents 65,000, and so if 10% of the over 1,200 people who came to the

training programs, the networking and so on, started or expanded their business at \$65,000 a year, then that would be \$6.5 million. The EON Reality Partnership that I've already mentioned was over a million in equipment and a very great deal. I wouldn't want to put a dollar amount to it, for the trainers and materials. And then, the virtual reality hub for the city of New York is \$200,000 every year for three years. In the future what we would like to do with continued funding is to continue this synergy of small businesses and the college. By choosing 30 small businesses and we would work with our colleagues from the Small Business Development Center, and I want to introduce Clarence Stanley, who is the Director of the Small Business Development Center. We would choose 30 start-up businesses who would then work with between 30 and 60 Lehman students who would be consultants. This would be a three-part consulting program that would start with training, move onto consulting and then into business incubation. What we know about small businesses is that they have very specific needs. There's practical ones like marketing and technology. You've got the legal, finance, and

accounting side. You need to know about procurement and selling to government, business tax knowledge, loan estimation and all of our small businesses need to be certified as Minority and Women Owned Business Enterprises. So, we would look to the Lehman students to be trained in these areas so that they could then consult for the small businesses, and we would be looking for the Lehman student to be trained online synchronously and in class in these areas that I've just listed. The certification would be done by SBDC, and we would pay the students a stipend as consultants. They would not only learn these hard skills, but they would also learn the soft skills of being consultants, which would be incredibly helpful for them as they themselves become small businesses. So, finally, just to reiterate what I said at the beginning, we hugely appreciate. On behalf of President Cruz and the Interim Provost Niki Harriet Fayne. Thank you very much to the City Council. We really appreciate it. Thank you.

CHAIRPERSON BARRON: Thank you, the next panelist.

JANE MACKILLOP: Well, now Carol Gonzalez is going to talk about her experience in the Tech Incubators.

CAROL GONZALEZ: Sure. Hello, everybody and good morning.

CHAIRPERSON BARRON: Good morning.

CAROL GONZALEZ: Good morning, Chair and members of the committee and Councilman and Councilwoman. My name is Carol Gonzalez, and I'm an entrepreneur at Lehman College of Tech Incubator. In addition, I'm also a computer science graduate student. I'm currently doing my masters in computer science, and I'm also a lecturer at the college as well. I also run a small website building company called Intuit and through the Guardian as well. Just a little bit of background. About over a year ago I started my journey as an entrepreneur. I was—I'm a graduate student in computer science, and I was taking classes in computer science at Lehman College. I learned a lot of great skills from my professor for my classes and it built me up to where I am today. I met a lot of great people and I have wonderful professors in computer science, and there's wonderful professors in general at Lehman College. What I

learned is that the professors there truly care about
their students' success, and hopefully—I'm a little
nervous and all that.

CHAIRPERSON VACCA: Don't be nervous.

CHAIRPERSON BARRON: Take your time.

[background comments, pause]

CAROL GONZALEZ: Back in the game and
good. [laughter] Okay. [coughs] So, I'll take a
little step back.

CHAIRPERSON BARRON: Take—take your time.

CAROL GONZALEZ: Okay, so—

CHAIRPERSON VACCA: If—if I could be—if I
can reassure you, rest assured you're not talking to
a technological [laughter] panel. I just will
critique myself. So, we are very honored that you
are here, and your progress and your accomplishments
mean a lot to us, and we learn from you and from
other speakers. So, just rest assured, if I was
sitting there, I would not do as well as I'm sure
you're going to do. So, you will be fine.

CAROL GONZALEZ: Okay, okay. So, Lehman
brought like a wonderful experience to me, and I
learned so much from it because I wanted to go not
only as an entrepreneur, but as somebody, in fact,

somebody valuable and effective. So, what I wanted to do was not only just take the skills I'm learning from Lehman, and from my classes, but I wanted to take it not only just to teach students how to become better in tech, but also to have my own small business as well. Kind of build something of my own, and in regard, they know about the Incubator, but I spoke to two professors at Lehman College, their names were Ms. Anna Sofiano and Mr. Hendricks Herreras, and Ms. Georgina Castanon and Mr. Hendrick-Herreras, and I told them about my goal. I wanted to graduate, you know, be in the tech field, but also start something of my own, and they referred me to the CUNY the Lehman-the CUNY Incubator at the Grand Concourse, the Lehman and CUNY Incubator. They talked to me about the great things the Incubator is doing, how they could help me become an entrepreneur, and the great opportunities and training, and they could help me realize my goal as a small business owner, as an entrepreneur and, of course, since none of the professors at Lehman College ever steered me wrong, I just went with it. I was like, you know what, I'm going to listen to them. I'm going to go, and I decided I'm going to take their advice and I'm

going to go to this Incubator and see what it's all about. I went to an event that was hosted in the Bronx Innovation Lab called Start Up Ideas, Pitch in Networking, and I pitched my idea. I gave them what my thoughts were and my ideas, and what my goal was, and I found out the great—that that was great. I learned so much from it. I met a lot of great people in the field, and these people who were in the field, they had the same passion as I did, and I made a lot of valuable and very important connections that day, and they showed me—they showed me—they showed me how to improve my ideas by making small little tweaks here and there, which is great because it's very constructive feedback. It's very good to have these events, and how to make my idea more innovative, and I learned so much from that one event, and I felt that my small business idea could really just come to life because I went to that event. That one event showed me that. So, I started going to the Train Cube (sic) Event that they had—that was the training that's in the CUNY and the Concourse, and I started going to every single Train Cube event they had. I went to the Train Cube Mobile. I went to the start-up Pitch. I went to all the Train Cube training events

they had in the CUNY Incubator. I learned about the ups and downs of starting a small business, how to write proposals, how to create an effective business plan, mission statements, vision statements, et cetera. How to write a proposal, how to—and not only that, but I learned networking with other people, and the end goal of my business, what it should be. The Incubator provided me the space, the confidence to reach my goals, and I realized what it takes to be successful in the tech field, and in my business as well. The skills I developed in college also helped me become what I am today, a tech savvy graduate student, a small business woman in a very competitive market. I recommend the Incubator to anyone who wants to turn their business not only reality, into reality but anybody who has a current business and wants to improve it to make it better than what it is today. We have valuable people in the Incubator that want to see you succeed and grow as a business. That's what I've got. Thank you.

CHAIRPERSON VACCA: Okay. Good job.

CHAIRPERSON BARRON: Thank you so much.

We appreciate that. It's really very important for

us to hear directly from those who are benefitting.
Thank you.

CAROL GONZALEZ: Thank you.

CHAIRPERSON BARRON: The next presenter.

[background comments, pause]

KEN IWAMA: Thank you so much. [pause]

Good morning. My name is Ken Iwama. I'm the Vice
President for Economic Development Continuing Studies
and Government Relations at the College of Staten
Island. (coughs) On behalf of CSI President William
J. Fritz, I want to thank the City Council Committee
on Technology and Chair James Vacca with a special
acknowledgement of our Staten Island representative
Joseph Borelli, as well as the Committee on Higher
Education and Chair Inez Barron for their tremendous
support of the Tech Incubator Initiative. I'm
extremely grateful for the opportunity to be here
today to tell you our story about how the CSI Tech
Incubator, the newest incubator funded by the City
Council. It has already greatly advanced tech
innovation and entrepreneurship at the College, the
Borough of Staten Island and New York City. So, in
our case, the impact of your funding could not be
over stated. On a macro level, you have allowed us

to do something quite remarkable. While innovation centers are omnipresent and driving business development and job growth in other areas of New York City. Prior to your support, Staten Island did not have a single business accelerator or incubator dedicated to technology innovation. The CSI Tech Incubator not allowed us to put our stake in the ground as the borough's first ever tech start-up program. It has added a vital legitimacy to the advancement of Staten Island as a growing technology ecosystem. Upon receipt of initial support from the City Council during the 2015-2016 academic year, we moved quickly to establish the CSI Tech Incubator at 60 Bay Street in the completely renovated and modernized 1,800 square feet space in the heart of Saint George neighborhood on Staten Island's North Shore. Our location allows start-up companies to leverage the great economic promise stemming from the renaissance of the new development of the North Shore while also providing workforce and other opportunities to area with significant social-economic need, as you can see, these are where the developments are building on the Bay Street Corridor including the Wheel, which everyone has heard about.

(coughs) During the 2016-2017 academic year following a comprehensive recruitment process, which resulted in a very diverse applicant pool of start-up companies, we have accepted the three most promising companies as our first members of the CSI Tech Incubator. Our inaugural members, companies are 100% minority and women owned. Following their completion or six-month incubator program, I'm pleased to be able to share with you some of their success stories. Our first start-up company Vectuel is New York City affiliated firm from France that creates highly interactive 3D applications for real estate and other urban projects for real estate and other urban projects combining enhanced 3D maps and models and virtual reality media to help developers tell their story in a visual way. So Vectuel was recently featured in the media for its work with the meat packing business improvement district. They were hired to create a virtual reality 3D tour video, which envisioned the completion of 13 major development projects including the redesign of 9th Avenue. Additionally, they partnered with the Long Island City Partnership and won the Small Business Services Neighborhood Challenge Program to create a

smart way finding signage system for the community
and that will use Vectuel's 3D visualization tools to
promote Long Island City businesses and attractions.
Vectuel now intends to stay in New York City, I'm
happy to announce, and expand its business and has
already hired three New York City employees and three
interns. Our second company Emtec was actually
founded by one of our brilliant computer science
student who I'm proud to say graduated from CSI this
past spring. Emtec employs artificial intelligence
and facial recognition software originally intended
for educational purposes automating administrative
tasks in a school setting through an online venue.
Our success with Emtec was in helping the company
pivot its software application to wider commercial
use beyond its educational platform for greater
market viability. Helping start-ups evolve their
business models is a critical component of our
incubator program and Emtec is now much better
positioned and in a more advantageous position to
succeed. Our third start-up company Walk & Explore
came to us with an already impressive resume. Having
been named the 2017 Best Destination App by Futura
(sp?) which is the largest international tourism

trade fair in the world. Walk & Explore creates artificial intelligence software enabling smart cities to combine city services such as tourism, and transportation with personalized user profiles to turn city exploration into an interactive game. Walk & Explore came to our Tech Incubator to grow and scale its business in New York City, and the company is actually on the cusp—actually, we have a little bit of an announcement today, later on with our company right here about a potential major deal with a Fortune 500 company. Should this deal go through, Walk & Explore intends to build its business on Staten Island. The company's dynamic and visionary owner, Regina Castanon is here today to personally share with you some details of her experience with our Tech Incubator. Finally, although they're not an official member of the Tech Incubators, we also assisted McKay Labs, a Staten Island based start-up company comprised of three Staten Island tech students, and two college students including one from CSI. The Incubator helped to prepare the company for their cellular phone modification product pitch and to Motorola, Motozine, Motor Mods Pitch Competition in Chicago. Incredibly McKay Labs won the grand

prize receiving up to a million dollars in investment funding for the noble capital to start their business. The Tech Incubator's auspicious beginning was a success to our CSI team as well as our great support received from our growing list of public and private sector partners including the Staten Island Business, Small Business Development Center, Staten island Chamber of Commerce, Staten Island Chamber of Commerce, Staten Island Development Corporation, Intel, AT&T and IBM to name a few. Beyond providing support for the Incubator inside of companies, our partners have allowed us to expand our Tech Innovation Programming to engage high school students through our game app development and entrepreneur startup camps sponsored by AT&T. Engage members of our Staten Island community and our college students through tech meetups and tech job interview training, and engage higher-Higher Education International-International Higher Education Tech and entrepreneur partners including Shanghai University, and through Chang University of Technology in China. These are just some examples of the tech ecosystem we are building all of which-and this is important-all of which did not exist prior to your funding.

1 The Future: This academic year we will
2
3 be welcoming our second group of star-up companies as
4 members of the CSI Tech Incubator, RISK (sp?) acts
5 as an inter-New York City affiliated technology
6 driven commodity brokerage from India that removes
7 the middle person from over the counter to rigorous
8 training. Find my Everything, the second company,
9 utilizes GPS and tracking devices to pinpoint the
10 exact location of any personal items as well as
11 people including wandering children. GBI Enterprises
12 is a tech company utilizing diagnostics to help
13 businesses assess uncautious attitudes and
14 perceptions within the workplace and provides
15 employers with the tools they need to modify
16 behaviors to advance performance. Two of these new--
17 three companies are minority and/or women owned. So,
18 we have an ambitious future planned for the CSI Tech
19 Incubator. With the City Council's support, I can
20 announce that we're planning to expand our incubator
21 to a larger 4,800 square foot space in our current
22 building to create the borough's first ever
23 comprehensive tech innovation hub. Our expansion
24 will allow us to double the membership of our startup
25 companies. Equally significant, we plan to utilize

the additional space to surround our incubator with innovation related tech workforce certification programs, faculty tech transport integrations and tech innovation seminars, conferences, and meetups for community members, faculty, college and high school students as well. Ultimately our Incubator space will become the initial point of integration and synergy. For all things related to tech innovation in the borough with the outcome of creating more internships, externships, job opportunities and meaningful partnerships with our startup companies, and Incubator partners for the benefit of all. In closing, this is the future that the City Council's ongoing support has allowed us to envision, and we are building it on Staten Island. Again, on behalf of the College of Staten island, I thank you all.

CHAIRPERSON BARRON: Thank you very much.
Next panelist.

CAROL GONZALEZ: Good morning--

CHAIRPERSON BARRON: Good morning.

GEORGINA CASTANON: Chairman Vacca and
Chairwoman Barron, and members of the Committee. It

makes her nervous to sit down and talk about your
business. [laughter]

CHAIRPERSON BARRON: Welcome.

GEORGINA CASTANON: I am so pleased to be
here, and I am this moment in time a very happy CEO.
The experience that—

CHAIRPERSON BARRON: [interposing] Please
give us your name for the record, please.

GEORGINA CASTANON: Sorry. My name is
Georgina Castanon, I am the CEO of--

CHAIRPERSON BARRON: [interposing] Okay.

GEORGINA CASTANON: --an artificial
intelligence company that helps companies create
artificial intelligence based apps.

CHAIRPERSON BARRON: Can you pull the mic
just a little bit closer to you? Thank you. We want
to make sure we get all of your testimony on the
record.

GEORGINA CASTANON: And AI decision
assistance apps, (sic) through and easy-to-use
virtual framework. So, essentially, we help people
build intelligence, artificial intelligence apps. I
am pleased to be here to talk about our great
experience as part of the first set of startups of

the College of Staten Island's new Tech Incubator in Saint George. I am a New Yorker. I am a computer engineer, a woman and a Mexican. A few years ago I took advantage of the excellent education of the city and augmented my STEM skills to become a professional photographer and to continue this education on New York City architectural history, and became a licensed New York City tour guide. With that knowledge, I took my roots and coded it prototype for an application for the city of New York and with it, I decided to create a company base in New York City and constitute it as a New York City company. We're very proud to say that the data application for the city of New York received the award of the convention as the best destination app in the world. In the largest international tourism trade fair there is in the world. Since we joined the Incubator, we have experienced the dedication of CUNY and its faculty in helping my company grow in scale and stay in the borough. We have been featured in many media outlets: New York One, Tech Day, Morning Consult, several IBM ads and references and that has given my company exposure and industry recognition. That has been very important for us. Thank you. Through a

series of mentors from different areas and CFE, the CSI Incubator helped us reposition our products from a city app provider to a broader and more focused AI company. The new position in messaging have opened new opportunities for Walk and Explore. The office space at CSI has not only served as a place to work, but the interaction with executives from other incubator companies has helped us with business opportunities, which we're exploring right now in the U.S. and outside the U.S. CSI has enabled the access to government officials, to the Staten Island SBDC to industry members and many other organizations, which have helped our company in multiple ways. Starting your first company at 48 is challenging in any industry. Being a female-- [crying] Now, I'm getting emotional. [laughs]

CHAIRPERSON BARRON: You're fine.

GEORGINA CASTANON: Being a female, as you know, is challenging, and leading a start-up is challenging in any industry. Having your startup stand out in New York with innovative technology is extremely difficult. With your investment in the CI Incubator, New York is reducing the many challenges of companies like mine. I don't need to solve them

alone. It has been brilliantly run by Ken and his strong Latino woman over there, Jasmine Cardona. Jasmine not only enables the tangible elements of the program, but also those kinds of intangibles that you need when times are tough. She is always there for us. We plan to officially move our headquarters to Staten Island from Manhattan, and work with CSI to support new startups in the Incubator. The reason why I'm especially emotional today is because before leaving for this hearing, I received a statement of work from IBM. As a leader in the artificial intelligence industry-space in the world, IBM is helping startups with innovative technology such as mine to become more successful. They provide access, they provided access to our product, to our products, direct communication with their development teams, as well as the executive support closing a contract with Walk an Explore, a small New York based startup demonstrates IBM's strong commitment to companies that develop and use IBM Cloud and Watson independently of their size. More companies should follow their lead. I strongly believe this could not have happened if I was not in New York, and I had not participated in this Incubator, and New York City is

the best place for us to be. The support we have received from CSI Incubator, IBM, the Council of Mexico [Speaking Spanish] SBS, and the Staten Island, the Staten Island Chamber of Commerce and the Guides Association of New York has made us better prepared to grow our company, and to take those challenges today and in the future. Thank you very much for the opportunity. Thank you for having me here to relate my story in this forum. We look forward in working closely with the City of New York to enhance our award winning app, New York Walk and Explore. Thank you.

CHAIRPERSON BARRON: Thank you very much, and we'll now move onto our next panelist.

JEFF ROSENSTOCK: I'm going to slide over here.

CHAIRPERSON BARRON: Yes, musical chair time.

JEFF ROSENSTOCK: Okay. [laughter]

CHAIRPERSON VACCA: Congratulations to you. I want to add congratulations.

GEORGINA CASTANON: Thank you.

CHAIRPERSON VACCA: Thank you for coming today. It's just a fantastic thing to hear what I just heard.

JEFF ROSENSTOCK: Okay. Well thank you. It's relevant.

GEORGINA CASTANON: It's really good.

CHAIRPERSON BARRON: But don't go far because we're going to have some questions soon. (coughing) [background comments] Thank you.

JEFF ROSENSTOCK: Good morning.

CHAIRPERSON BARRON: Good morning.

JEFF ROSENSTOCK: I'll put this back a little bit. Good morning, Chair Barron, Chair Vacca.

CHAIRPERSON BARRON: [interposing] Oh, before you begin, I must acknowledge we've been joined by other colleagues, and I keep forgetting we've been joined by Council Member Cabrera and Council Member Gibson both from the Bronx. Thank you.

JEFF ROSENSTOCK: Sure. Good morning, Chair Barron, Chair Vacca, and esteemed Council Members of both of these committees. My name is Jeff Rosenstock. I'm the AVP of External and Governmental Relations at Queens College, and it's my honor to

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ON HIGHER EDUCATION

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represent Queens College President Felix Matos Rodriguez this morning to speak about Queens College's Tech Incubator, and with me today are the Incubator's Executive Director Dr. Ted Brown, Managing Director Weeks Mensah; and two members Oscar Trujillo who will speak later on today and Jomacco DeAngelo, and Jomacco is one of our two international entrepreneurs who are part of the M2 NYC Partnership with the New York City Economic Development Corporation, and you'll hear from Oscar today as part of our testimony this morning. First and foremost, thank you for including Queens College in your efforts for—to create partnerships such as in CUNY institutions of higher education and the city's technology industry, and for the support you've provided this industry over the past three years. We hope to develop a tech sector in Eastern Queens that serves a significant population of entrepreneurs from varied cultural and ethnic backgrounds, and provide those start-up companies the resources they need to grow and expand, and concurrently, the Tech Incubator at Queens College to enhance their educations and skills. As you may know, Queens College has more computer science majors than any other college,

public or private in New York City, and our computer science students reflect the diversity of our borough's population. When we accepted the funding to launch the Tech Incubators at Queens College, we did so with the understanding of the expectations we would need to fulfill by being the only incubator in Eastern Queens an area that includes Flushing, Bayside and Jamaica. We engaged Professor Ted Brown to lead our efforts and sought advice and guidance from potential constituents as well as experts in the field. A key result was the need for a 24/7 facility that could accommodate start-up companies at any hour and provide them access to the college's faculty and colleagues across the globe. This is no small order to accomplish as it required we provide a building to be used to exclusively by the tech industry vetter. (sic) We identified that building, had to move its former occupants to other facilities on campus, and undertook an extensive renovation to ensure the Tech Incubator would need the demands and needs of our clients who we wanted to serve. On September 29, 2016, the Tech Incubator officially opened its doors to the tech industry with a ribbon cutting ceremony attended by the media, key stakeholders and, of

course, our first cohort of members and students who chose us to utilize—and to utilize our facility. Representative of the City Council was Chair Vacca and local members Rory Lancman and Peter Koo, Queens College President Matos Rodriguez and other senior faculty and staff warmly greeted our clients, and committee the college's support to this key initiative. Our keynote speaker was our first start-up client, Gene Najutom (sp?) was from Gabon, Africa. And whose business is based in India. His company the Morexil is a startup advisory company, and he commutes daily from Manhattan to Queens because of the facilities our Incubator has and for the ability to work with our computer science interns, and I'm proud to report that Gene is still with us and has expanded his company. Our Tech Incubators is a 7,000 square foot, state-of-the-art facility comprised of individual offices, co-working spaces and team spaces in addition to offering members conference rooms, classroom space, and amenities including a playroom to unwind, a kitchenette with coffee, snacks and an abiding place to relax with other clients. It can accommodate up to 70 people at any one time. Members benefit from technical including web development, an

IT person always on site, network printing, hosting services and data backup to MAS storage. Business support for clients includes workshops, events and access to experts through partnerships established by the Tech Incubator with key business and technology companies. Academic resources include access to our faculty and a strong and well educated intern pool. Also available to members are access to campus amenities including parking, use of the recreational facilities and other resources at Queens College.

I'll now share a little bit of information about the various components that make up the Tech Incubator.

Most important, our members. Since its establishment, the Incubator has been home to 28 small to mid-size companies, teams of 1 to 12 both local and international covering over 15 industries.

As part of our collaboration with NYC Economic Development Corporation Into NYC, the International Innovators Initiative, we're home to entrepreneurs from Germany and Italy. We expect to welcoming additional international entrepreneurs in the near future. Of our 26 local companies, 10 are run by African-Americans, 6 by Hispanics, 4 by Whites, 4 by Southeastern Asian and 2 by Asians making our client

base 85% companies run by people of color. A list of our companies and a brief description about them is attached to the testimony document and I really encourage you to look at these little summaries of thee companies because it's quite amazing. We've partnered with organizations such as QEDC, Score, the Queens Chamber of Commerce, which has allowed us to provided business and professional services and financial advising. We've also recently created the QC Alumni Advisory Board for the Tech Incubator to provide our members with the opportunity work with alumni with career and educational experience in the tech industry. In the Fall of 2016, we teamed up with the Queens College's Tech Talent Pipeline to connect qualified upper level computer science interns with Incubator companies. The on-site opportunities provided member companies with developers who worked on projects that have all front end, back end and mobile development, quality assurance and test development assistance. In addition to accessing tech students, the incubator's internship program connects students from other departments such as economics, accounting, media studies, sociology, French and music with member

companies. This programs helps interns gain real world job experience as well as give companies further assistance in building their businesses. One other program Revature in November 2016, the Incubator welcome Revature LLC a leading technology talent development company. The Revature program provides the opportunity for Queens Colleges and other computer science graduates from CUNY to learn the latest entrepreneurized level of next generation and niche technology at no cost. Revature has graduated three classes of students and a new class of cohort will begin in January next year. Each graduate of the Revature program is guaranteed a paid job. Recent graduates have gained employment at places like RBC, JP Morgan, Twitter, Google, IBM and several are working for New York City agencies such the Department of Transportation, Department of Sanitation, and Department of IT and telecommunications.

Our Tech Development Lab: This fall Queens College's Media Studies Department offered a course taught by Digital Pioneer and Media Studies Professor Douglas Rush-Douglas Rushkoff. The course is open to graduates, undergraduate, students has

helped participants bring their own technology concepts from the idea stage to full proposals and prototypes. The course emphasizes the social and economic impact of new technologies along with more typical development skills and criteria. Students will finish the course with completed project prototypes, demos and business plans suitable for presentation to government and industry investors and NGOs. At the end of the semester up to three projects will be invited to participate as members of our Tech Incubator. We also host events titled The Founders Forum. It's a platform to build, to engage start-ups and business owners to navigate best practices in business—in the business ecosystem. Events are under the Founders Forums series and have covered topics including, but not limited to risk management, accounting, insurance, board members, and legals for startups. We also have the series on technology covering topics such as Virtual and Augmented Reality, Artificial Intelligence, Internet of Things, Predictive Analysis and Sony Pi, an interactive sound workshop, a Technical Skills Development Series covering topics including Get and Get Hoop (sic); Virtual Machine Database and Data

Modeling; Word Press; Python, a Directive Program,
and Personal Website. Another professional
development series covering topics such as: Breaking
into Tech; How to Develop Soft Skills; How to Use
Storytelling to Create a Marketing Message; Linked-In
and Networking Technology and Finance Career Panel;
and Women in technology. We have student groups an
Incubator supported student groups activities such as
the project based Hack QCU User Group and ACM, ICPC
International collegiate programing contest study
group, a machine learning user group, and a Python
user group.

Some general accomplishments: In the
summer of 2017, two student teams were welcomed into
the Computer Incubator. One of the teams won
Governor Cuomo's Making College Possible Coding
Challenge. The other team won a CUNY wide Coding
Hackathon. Both teams have developed their project
ideas and now member companies of our Incubator.

Our Future: A new Faculty Advisory
Committee is being formed to create partnerships with
other academic departments. Other advisors who are
well placed are also being considered. The Incubator
is working with the Queens College Summer Camp to

develop coding classes for children interested in
developing their skills. We're also considering
offering these classes on weekends during the spring
of 2018. We partnering with the Queens Economic
Development Corporation and the Queens Library
another local organizations and companies to develop
joint programs that offer technology classes to local
businesses and residents and provide technology
assistance to them. One goal moving forward is to
continue to advance the tech industry in the Borough
of Queens in New York City. We will address gaps in
our own programs and in the field at large, which
includes engaging more women who lead startup
companies and encouraging more women to participate
in this industry. To this end, Queens Colleges work
with the Black Women Code, the Student Run Women in
Technology Club who are organizing a hack day in
December and a hackathon in February. We're also
going to extend our services and resources to women
led technology associations, and companies as well as
organizations such as the Girl Scouts who recently
approached us to allow Troop 6000, the Girl Scout
Troop specially designed to serve girls in New York
city Shelter System for an event during Computer

Science Education Week. We're committed to becoming more self-sustaining and less dependent on City funding. However, unlike other tech incubators in private institutions, we do not require a client to share a percent of their potential income from projects they develop with us or share in licensing of these projects. In an effort to become self-sufficient, our members pay an affordable membership fee without giving up equity in their company. In comparison to other spaces, our membership fees are encouraging to startup companies of all socioeconomic backgrounds as they are below market rates. To date we've earned over \$120,000 in membership fees from 16 companies. Should the Council wish to allocate additional funding, these funds will be used to increase marketing efforts to encourage new entrepreneurs including women to be aware of the Tech Incubator. We would also create a paid internship program to ensure startup companies requesting critical student intern support for their projects have interns who have the skills they need, which we know they have, and also the time to allocate to these projects because many of our students must work part-time jobs to support their education and their

families, and providing paid internships would help both our startup companies and the students in this critical tech sector we're developing. And given the ethnic diversity of our student body, these paid internships would also help develop a more diverse technology. Before I conclude our testimony, I wanted to share very brief remarks by one of our members Oscar Trujillo (sp?), but first I again want to express our deepest appreciation to all of you for allowing Queens College to play a key role in supporting New York City's efforts to build a sustainable tech sector, and also allowing us to provide opportunities for our students to work directly with the start-up companies and, in turn, enhance their ability to enter this industry with experience under their belt, and now I'll introduce Oscar Trejo.

OSCAR TRUJILLO: Thank you, Jeff.
[background comments, pause] Thank you, Jeff. Good morning, Chair Inez Barron of the Committee of Higher Education and Chair James Vacca, the Committee of Technology, Council Members of these two committees and distinguished guests. My name is Oscar Trujillo, Founder and CEO of SYNC IOT Technologies, a tech

startup housed at the Tech Incubator at Queens College. We are building an Energy. We are building an energy saving platform for homeowners and businesses that leverages Internet of Things, Smart Devices to automate, optimize and save energy. My startup has been at the Tech Incubator at Queens College for two months now, and my experience has been phenomenal. Under the leadership of President Felix Matos Rodriguez, Vice President Bill Keller, Executive Director Professor Ted Brown, and Director Weeks Mensah, the Tech Incubators at Queens College has great integrated ecosystem and environment for entrepreneurs to prove their concept idea, build, launch and grow a business at a very low operating cost relative to competitors' fees in Manhattan. The venue offers various resources including deeply discounted office prices, open 24/7 facility with professional IT support staff providing servers and Cloud computing storage, a kitchenette and recreational space for idea generation, and relaxation, a 3D printer, ongoing seminars covering various business topics for startups to help companies grow such as mine. More valuable—more valuable than the office space, though, is the human

capital the Tech Incubators of Queens College offers,
and great value in the quality of business advice
that entrepreneur-entrepreneurs like myself receive
from the President's Office including mentorship,
collaboration with various departments throughout
campus as well as access to student interns who are
very talented, and eager to work on projects. In
partnership with the Internal Program at the Tech
Incubator at Queens College, I am looking forward to
having intern opportunities for web development,
mobile app development and business interns in my
team. The Tech Incubator at Queens College has
state-of-the-art conference rooms where developers
from my team and I collaborate via Skype weekly often
twice a week, and will-and will include interns as
well resulting in improved efficiency, collaboration
and communication. I am proud to say I am a Queens
native who grew up in Woodside, Queens, and still
live in Woodside, Queens, and I'm very grateful for
the opportunity to have access to the Tech Incubator
at Queens College. The Tech Incubator at Queens
College is a valuable resource for local
entrepreneurs like myself based not only in Queens,
but all of New York City. SYNC ROT Technologies is

looking forward to collaborating with Queens College
and leveraging the resources at its disposal to
generate revenue and hire more people. Thank you.

CHAIRPERSON BARRON: Thank you very much
for your testimony.

OSCAR TRUJILLO: Thank you.

CHAIRPERSON BARRON: It's been very
enlightening having this panel here. I do want to
acknowledge we've been joined by my colleague David
Greenfield from Brooklyn. It's been very interesting
that this, although we're talking about science,
we're talking about technology, this has been a
presentation that has really evidenced a lot of
emotion, which you would think would not be a part of
what we're talking about when we're hearing testimony
regarding technology. And, I-it-it in a way relates
to my opening statement when I talked about the
mineral sourcing for the three TGs, and understanding
that there's a lot of human suffering that comes to
generate these minerals that are the foundation for
these microchips and all the software we're talking
about. So, the question that I have is: As you're
going through the training and the technology for
those businesses that are going to develop all these

great ideas, and as we talk about the government being very much interested in the ability to use some of this technology in its warfare, what capacities or what provisions are made to address these issues of humanity. And we can't control what it is that people do with their products, but to at least have it on the table for discussion, the human capacity of what this technology will generate. So, in providing all of these resources to the technology incubators that are there, what opportunity is there for us to consider that?

KEN IWAMA: You know, the social aspect and considerations in a starting business are critical and it resonates what you say to me, and if— if you go to a lot of these tech events around New York City and a lot of start-ups now, they're all social justice based, many of them are, get the vote out, how to improve housing, information, open source of data and how to get that to everyone. So, for the CSI Tech Incubator our best screen to make sure that we're having an ethical company that considers its community, and is not harming the community based upon its product is the fact that I think there's our screening committee and we have a rigorous screening

committee, and we have faculty from Humanities and the business and STEM on our-our committee. So, as everybody knows, with your faculty members, they-they tend to be very socially justice. The antennas are up all the time. So, from the business side, you know, our faculty I think keep us honest and and-and they ask probing questions that someone from my background, which is not an academic background, may not have picked up, may have not picked up the global implications of-of their technology. So, I think the-the screening process for us and having the right people on the screening process has played significant dividends for CSI.

JANE MACKILLOP: I think one of the-the fascinating aspects of the extent to which people work together, and I think as you watch people creating and developing new products and new ideas and working in-in teams, in groups, you actually see how they-they can influence each other for the good as, Ken has said, and that's something that is very striking in-in all of our training programs, and all of the meetup and so on is that people on the whole my observation is that they are keeping each other honest. And I just want to introduce quickly Samira

Baharami, who is the Director of CUNY on the
Concourse. Would you agree with that? Yep.
[background comments] Yeah, so I think working in
teams and working in groups, which is how we—we do
our training a way for people to stay honest. I
don't know if I have answered your question.

CHAIRPERSON BARRON: Yes.

JANE MACKILLOP: Yes.

CHAIRPERSON BARRON: Yes, that's great.
Because we know that CUNY's origins are, you know,
based in the fact of its concern about the working
class, the poor people and giving an opportunity. So,
we don't want to be the host and have—have the—
generate products that are contradictory to doing
what it is that we know our society requires.

JANE MACKILLOP: Yes.

JEFF ROSENSTOCK: I'm going to briefly
answer that, and let Weeks Mensah who is the Managing
Director really respond but on a more macro level. I
always tell people if you have to go to a hospital,
go to a teaching hospital because the students are
going to ask probing questions, and I feel we have a
very diverse, as I mentioned 86% of our entrepreneurs
are people of color. Our student population is very

heaving ethnically from people from around the world,
and I think looking in their faces and having to
address the questions they have, will make our
entrepreneurs thank. But I'll let Weeks speak a
little bit more about the process.

CHAIRPERSON BARRON: Okay, if you would
have a seat here.

WEEKS MENSAH: Okay.

CHAIRPERSON BARRON: And we'll swear you
in.

WEEKS MENSAH: Sure.

CHAIRPERSON BARRON: And we'll hear your
testimony.

WEEKS MENSAH: I'll be very short.

CHAIRPERSON BARRON: Wait, wait.

LEGAL COUNSEL: Hold on.

MALE SPEAKER: They're going to swear you
in.

LEGAL COUNSEL: Right.

CHAIRPERSON BARRON: I'm going to have—

LEGAL COUNSEL: Right. Raise your right
hand, please. Do you affirm to tell the truth, the
whole truth, and nothing but the truth in your

testimony before this committee, and to answer—to
respond honestly to Council Members questions?

WEEKS MENSAH: I do

CHAIRPERSON BARRON: Good. Give us your
name, please and your testimony.

WEEKS MENSAH: First name is Weeks. Last
name is Mensah. I'm the Managing Director or the
Incubator at Queens College, and I'll make my
response very short. I think it's very important we
invest in conscious-repreneurs right, so people who
are conscious of the impact of global and local
events. So, I, you know, to the extent of Queens
College, we invest not just in entrepreneurs but
people who again are conscious-preneurs, the overt
conscious meaning that I can testify that all 28
companies that have been through the Incubator, their
product is somehow serving a local and global
problem, and we—we have a screening committee that
does that, too.

CHAIRPERSON BARRON: Great.

KEN IWAMA: Chair Barron, if I could add
one more thing, something that's tangential to what
you just said is look what's happening in tech across

the country. Look at Uber and other tech companies
having issues in terms of their—

CHAIRPERSON BARRON:

KEN IWAMA: --internal management of
employees. So, beyond the product itself, it's how
are they managing their employees--

CHAIRPERSON BARRON: Right.

KEN IWAMA: --in this day and age? And
if you look at the success rate of startup companies,
you know, I think you probably have about 95% failure
of--of most startup companies and--and what we've been
seeing in talking to people around the city is that
while technology companies are great at building
technology, they're not necessarily great at building
people, or companies. So, I think for the future for
Tech Incubators as well as other accelerators and
tech support system, I think we need to infuse more
human resources type because, you know, when you're a
two-people company, all of a sudden you have a third
and a fourth and a fifth, I—I think the—the latest
study showed that it's not until they hire 100 people
that they hire the first human resources
professional. Can you imagine that? Tech-people who
are brilliant tech people having no background in

managing people or human resources understanding sexual harassment, discrimination. All of a sudden now having to manage up to 100 people without any expertise in there. So, I think as far as incubators especially at CSI, we're-we're concentrating on that bill. So, even if—even like with Regina, you know, has—you know, has a contract with a Fortune 500 company. How do we help her grow in scale? Even though she's not part of our program any more, we can continue to assist her in terms of scaling that aspect of the company as well.

CHAIRPERSON BARRON: Have lots of other questions, but I'm going to turn it over to my colleague, my co-chair.

CHAIRPERSON VACCA: I thank you, Chair Barron, and I really am every impressed by all the testimony today. I do have a concern about capacity. So many people are using the Tech Incubators. They really—really take it off, and I—I know that this body, the Council can be very proud of the initiative that we started, but when we address capacity, you all spoke about what you would do with additional money. We do have some colleges that are not part of the Tech Incubators Council Initiative at this point.

I do—we do have three members who are returning to the Council. I will not as terms limits has hit, but we have three members who are returning. So, for their benefit, are—I—I think it's important to ask are you at capacity? Do you discern a need to reach out further so that we can accomplish more because certainly what we've accomplished so far is very impressive? I'm sure my colleagues would agree. So who would like to take a chance at answering that question?

WEEKS MENSAH: Well, we are not at capacity. Again, we—I think we might have the biggest space within just with the Incubator. It's 7,000 square feet, and we are constantly trying to bring in more companies with further investment. One of the things that we really want to do is invest in student companies, right. I think Jeff mentioned that earlier, and also really just invest in more companies like Oscar. So, capacity I'm sure we will get there soon enough. We have the space, but what we need now is to actually provide more and more resources to really scale these companies.

CHAIRPERSON VACCA: You, you have the space--

WEEKS MENSAH: Uh-hm.

CHAIRPERSON VACCA: --but how many people
are you now--what's your constituency? How many
people do you serve?

WEEKS MENSAH: Right now, so in the last
year we served 28 companies. Actively now we have 19
companies on site, right, and that ranges from
companies of one man to a four-man team to 12. Our
biggest client is Revature, you know, which has about
30 people at a given time at the space.

CHAIRPERSON VACCA: And Lehman in Staten
Island, can you answer that?

JANE MACKILLOP: Okay, we have--we do have
some additional space that we could reconfigure that
we could expand the businesses that we serve and I
think the point is worth making that the Bronx really
needs to expand businesses that the poverty levels in
the Bronx are incredibly high. That 30% unemployment
is higher than the average in New York City. This
kind of investment really repays many, many times
over in terms of creating businesses, creating jobs,
and creating a synergy with the local education
institutions, not just Lehman, but the community
colleges, the high schools. If we can--if we can

raise the level, all the votes go up and we really
need to do that in the Bronx.

CHAIRPERSON VACCA: And--and you--you are
now on Fordham Road in the Concourse?

JANE MACKILLOP: That's right.

CHAIRPERSON VACCA: So, you would think
that you could acquire space in that facility?

JANE MACKILLOP: Well, we do--we do have
some space--

CHAIRPERSON VACCA: [interposing] And you
could have?

JANE MACKILLOP: Yes, we could.

CHAIRPERSON VACCA: In that building
where I was.

JANE MACKILLOP: Yes.

CHAIRPERSON VACCA: The old Alexanders,
as we called it.

JANE MACKILLOP: The Old Alexanders,
right. [laughter]

CHAIRPERSON VACCA: Yes, yes, yes. Go
ahead.

KEN IWAMA: Chair Vacca, we are at
capacity. We are under capacity as we started small.
With a 1,700 square foot facility again as you saw my

presentation, we need to grow in scale at least to 48 to 5,000 square feet. Not only to increase the number of incubator companies and startups that we can—we can serve and—and support, but also, you know, again, there is no real tech ecosystem yet in Staten Island, not a mature one anyway. We're starting up. So, what we plan to do in this space is to again surround the incubator, create our own ecosystem by surrounding it with other types of programming to bring students, you know, from Pre-K to 12 all the way through to community members in the door whether it's cyber security programs, whether it's A+ computer programs, whether it's conferences or seminars, and then matching them with our incubator companies, and that's the synergy that we're trying—trying to create at the College of Staten island this year. It's like Tech Incubators. It's—it's ambitious. I think it's--its visionary, and it's going to take a lot of work, but we would—the support for the City Council continuous support I—I think we're going to do it.

CHAIRPERSON VACCA: I do want to ask about community outreach and engagement. Is there an outreach effort that you do within your boroughs or

within your college community so that people know that you're there, and what--what vehicles do you use to accomplish an outreach to the community?

JANE MACKILLOP: [off mic] Sure, we--[on mic] We reach out to the community in a variety of different ways. We use social media, we use--or catalogs. We use print media, but the--the most significant way to reach people is still word of mouth. You listen to your neighbor. You listen to the person you work with, and so we're getting the word out by having so many people come to the--to the Incubator we can then spread these out. But we're also working with community based organizations like the Knowledge House and others and other initiatives within the Bronx so that the word is out there, and as you heard from Carol, she was told by her professors oh you should check out the Hub Carol, by the way, had to go back to work, which is why she dashed out. But she--she again it was word of mouth, and this what you see that is so powerful that the more people we can bring in for different events, as Ken and Jeff have said, the more the word will be out, and the more it will--it will spread.

CHAIRPERSON VACCA: When the local
Chambers of Commerce is having events, do you have
representatives there from the Incubators? Do you go
to networking events at the Chamber of Commerce and
things like that?

JANE MACKILLOP: Yeah, yeah, and--

CHAIRPERSON VACCA: Do you wish to--

JANE MACKILLOP: [interposing] and we
also hold this development center. You can see that
Clarence is very much involved in the Tech Incubator,
and again, reporting out. Do, you want to say a
quick word? [background comments] Clarence.

CLARENCE STANLEY: Yes.

JANE MACKILLOP: Yes

CLARENCE STANLEY: I do.

JANE MACKILLOP: Okay.

CLARENCE STANLEY: I was just waiting.

(sic)

JANE MACKILLOP: I think you have to be
sworn in, yes.

CHAIRPERSON VACCA: We're going to have
to get a podium, I think. [laughter] This--this is
really a--

CLARENCE STANLEY: This is not my thing.
(sic)

CHAIRPERSON VACCA: This is an all-
inclusive type forum.

LEGAL COUNSEL: Please raise your right
hand. Do you affirm to tell the truth, the whole
truth, and nothing but the truth in your testimony
before this committee, and to respond honestly to the
Council Members questions?

CLARENCE STANLEY: I do.

LEGAL COUNSEL: Thank you.

CLARENCE STANLEY: Yeah, with this
development service--

CHAIRPERSON BARRON: [interposing] Please
give us your name for the record.

CLARENCE STANLEY: I'm sorry. I'm
Clarence Stanley, Director of the Small Business
Development Center. We're very active in the Bronx.
We work with the Chamber of Commerce and mostly I sit
on the Board of Bronx Economic Development. We work
with all of our partners throughout the Bronx, and
very active in outreach, which is actually word-of-
mouth. We work with the banks and access to capital,

and that sort of thing. Very active in the Bronx, if
that answers your question.

JEFF ROSENSTOCK: Chair, if I could—

CHAIRPERSON BARRON: [interposing] If I
could jump in here.

JEFF ROSENSTOCK: --if I could add. Oh,
I'm sorry.

CHAIRPERSON BARRON: In terms of the
outreach, what does it cost for a person who might be
interested? To use your services, what would be the
cost to them?

CLARENCE STANLEY: Our costs are very
inexpensive. We're funded by the Small Business
Administrations and our cost are zero.

JANE MACKILLOP: Yeah, I mean in—in terms
of all of the services that we offered, all of the
training, there was no charge.

CLARENCE STANLEY: No charge.

JANE MACKILLOP: So, so everybody to
whatever they could. They took out of it whatever
they needed to take. We reached out to them in the
best way that we could, but there was no charge.

CLARENCE STANLEY: One other thing. All—
all the clients that are in the Incubator become

clients of the Small Business Development Center. They have access to all of our programs including our research. We bid on MWBE certification, government contracts, and whatever services are available, through the Small Business Administration, all the Incubator clients participate in our program, and we do follow on. After they get there, we help them get incorporate, and we help them with access to capital and then we follow on the city as they grow from start up phase to--to the next step they're going, developing websites through the incubator programs we work with the Technology Center. If someone needs a website development, we actually work with the labs to get that incubator--to get that website set up, and take the client to the next step, social media and so forth.

CHAIRPERSON BARRON: So, for the incubators and I'm--for the incubators on college campuses, what do they pay in terms of renting space and utilization of all of that equipment?

CLARENCE STANLEY: Oh, that would be--okay, I was just going to-- Oh, that's alright.

WEEKS MENSAH: With respect to just hitting the earlier question, one of the big--we use

all the platforms. We work with local communities, organizations. One of the biggest outreach we have done since founding this one series, which is, you now, hosting workshops for—it's open to the entire community. So, doing accounting for startups, which we see a lot of people coming to participate even though they're not necessarily part of the incubation program. With respect to our prices, we are again below market value because it is an incubation program. We are there to really support and scale startup on companies. So, prices ranges from \$100 virtual membership, you know, to \$300 a seat, a table at which comes with using the space 24/7 to having a fixed space to work from to if you want a private—a private team space we can accommodate that at a very affordable rate with respect to just the square feet we provide. So, our prices I can say it's, you know, very low below market value. I starts from \$100 and whatever.

CLARENCE STANLEY: And at Lehman there is no charge for the Technology Incubator.

WEEKS MENSAH: And students don't pay.

CHAIRPERSON BARRON: Students don't pay.

CHAIRPERSON VACCA: Excellent. I like
that. [laughter]

CHAIRPERSON BARRON: You can extend that
to the full issue of tuition, and--

WEEKS MENSAH: [interposing] There you
go.

CHAIRPERSON BARRON: --we'll be going
straight ahead.

CHAIRPERSON VACCA: And one last
question. I just wanted to follow up and ask you
what type of follow-up do we have when people leave
the Incubator? Do you keep in touch with them? DO
we have a continuing mentorship or is there--do you
know whether or not they stayed in the community or
stayed in the city? I just was interested in knowing
about follow up.

CLARENCE STANLEY: Well, very often we
have an MQS System and we put the clients into the
system and get them started. Once we get the
capital, once you get the business incorporated, once
you get it going, for the most part it's very
difficult to keep up with them. They begin to grow.
What we just started doing more recently is going out
to the--we got a database of about 10,000 small

businesses in the Bronx that we've identified. Now, we're going after those businesses to see where they are. We're doing that right now. We see where you are right now. For the most part once a person, a bank generally responds and sends someone to us that's not bankable at that time. Once we get them structured, and they become bankable, we don't—they don't need us any more. Okay, but now we're going after talking to small business owners particularly contractors and different businesses, and the technology companies to see what do—what do you want? What's your next step? What would you like to do? So, we've got an intake sheet, we got a follow on sheet. They ask them when you—are you interested in getting a government contract? Are you interested? What do you need to do to take your business to the next level? We're doing that as we speak right now.

KEN IWAMA: All our companies from our inaugural cohort are staying in New York City, and Georgina and our students M Tech Company are also staying on Staten Island, and let me go back to the screening process back here. One of the things that we developed in our questionnaire is how vested are you in this community? Did you come knowing about

Staten Island? Did you know coming about the issues, the social issues, the conditions, the advantages, the development that's happening on Staten Island?

So, had a lot of Incubator companies that—that talked the talk. So, I want to be in New York City, but didn't really evidence any real affinity towards either New York City, the outer boroughs or Staten Island. So, I think—I hope our success was in large part due to our initial screening that those who want to be here, including our Into New York City company from France, you know, we grilled them pretty heavily. Do you intend to take what you hear and go back to France or are you going to stay here and build this as a company, and—and they're doing it in New York City.

CLARENCE STANLEY: I just want to add one other thing. As you're staring to see the Bronx start to grow, now you're starting to see technology companies moving into Bronx from Manhattan because Manhattan is a little more affordable. Now, we see the challenge now. Businesses coming in, and you're getting into the gentrification phase where we're trying to see folks within the Bronx possibly being phased out. So, what we're going to do now is make

sure that our—that our population in the Bronx gets to participate in this new technology growth in the Bronx. We see Hutchinson Metro, for example, you see a lot of development. We got the MTA coming in. So, the idea right now was to make sure that the folks in our community don't get displaced. You're not going to take advantage of these programs as they come in to participate.

WEEKS MENSAH: And for us we have a pretty comprehensive database, which we keep for active companies and companies that has less incubation programs. As soon as we started last year, eight companies exited from the Incubation for several reasons: Family reasons, you know, they—some pivoted their business and realized that that wasn't the right market, but we—we—we are very actively in touch with them, you know, starting from a weekly newsletter they get every Monday at 9:00 a.m. to our friends from Sievers, which we send to companies that, you know, went, you know, left the Incubation program. So, we are very in touch with them. We have folks that come back just to rent office space for the day, right. (1) Because their business is not in a space where it, you know, they—they have—I'm on the

job, right, and it's, you know in the place where they can do it full time. So, we have-we have seen a lot of those companies, but we provide support, you know, on all angles and my phone line is open. All my-our members, former and current, call me on my cell phone any time they need help. So, we are very in tune as we have a very small company space where we support the startups.

CHAIRPERSON VACCA: Yes, Council Member Cabrera.

CHAIRPERSON BARRON: Council Member Cabrera has questions.

COUNCIL MEMBER CABRERA: Thank you so much. Thank you so much to both of the chairs. My very first question is a very important one. I noticed that you had Chairman Vacca in the picture. I just wonder what kind of app he was working on. [laughter] I know that he's almost done here in Technology as the Chair of the Technology Committee. Is this part of his second step in life or--?

CHAIRPERSON VACCA: I walked into that one I'm telling your right now. That-I-I knew that-Fernando, I know that was coming. [laughter]

COUNCIL MEMBER CABRERA: Well, I want to thank you for answering. Our Chairman Vacca asked two questions. I was very interested in his capacity and outreach. I do want to ask you regarding—you mentioned the HR issue. Do—do you promote having the startups to use outside vendors for HR, and this with some of them they—they don't have the resources yet. They have an in-house one.

KEN IWAMA: I think that's certainly something to consider in—in the future because again for, as you say, for small companies and medium sized companies there are plenty of consultants and vendors out there who provide this—this service, but as—as of yet, the—you know, our—our—our plans of the CSI Tech Incubators to increasing to fuse some of those concepts within the professional development and with the business development in the companies and to bring outsiders in as well, too. We—we started an affiliation with—with a consultant that actually was the head of Human Resources on Wall Street, and was affiliated with the Wheel project for some time. So, she is now working with as well, too. So, we'll be bringing as we mature and develop more human

resources technical expertise to assist—to assist our
companies.

COUNCIL MEMBER CABRERA: I'm surprised
somebody didn't use that as a startup.

KEN IWAMA: Yeah.

COUNCIL MEMBER CABRERA: Yeah, yeah. I'll
give you HR for all of you.

KEN IWAMA: [laugh] That's right.

COUNCIL MEMBER CABRERA: You have a great
business idea. I'm sure somebody who is watching
right now might take advantage of that.

KEN IWAMA: [laughter]

COUNCIL MEMBER CABRERA: Alright, I heard
you say that there as a 95% failure rate for a
startup? What is it for the Incubators in all the
CUNYs?

KEN IWAMA: I wouldn't have that
information. I only have for our Incubator, which—
which is two of our—of our three companies are—are
scaling and highly successful. Our third company,
which is student owned, one of our computer science
students. He's still in—in—in the—we had to pivot
his company a little bit because he came in with one
idea about how it was going to grow, and we said it's

not gong work that way. So, we expanded his business model. So, that's an ongoing. So, you know, two of the three have been very successful so far.

WEEKS MENSAH: And for us, I think we'd be in a better position to answer that maybe around next year.

COUNCIL MEMBER CABRERA: Okay.

WEEKS MENSAH: So, we can have like a full two years to really watch some of these companies, but within that 95 I think it's very important to address the reason why companies fail, which is like a thong of issues, right. But I think the most important thing is that we are investing in the right talent and being, you know, having the right resources available can go a long way.

COUNCIL MEMBER CABRERA: Okay, and then in terms of for example in the Bronx how many of those students live in the Bronx, and once they start the startups stay in the Bronx?

JANE MACKILLOP: Yeah.

COUNCIL MEMBER CABRERA: Do you have that data?

JANE MACKILLOP: I—I love that question. We do have the data. We don't have it in great

detail, but we can tell you that in general the majority of Lehman students, for example, are from the Bronx, and the majority of them stay in the Bronx.

COUNCIL MEMBER CABRERA: Okay.

JANE MACKILLOP: We also find that some of them go down to Gatlin College from the Bronx and then come back. So, we're—we're sort of tracking that, but I would say that the—it's always the majority. It's well over 50%, and that impacts the Bronx hugely.

COUNCIL MEMBER CABRERA: Fantastic. I did want to make a point of clarification of the statistics that was given that the Bronx has 30% unemployment.

CLARENCE STANLEY: Well, not--

JANE MACKILLOP: [interposing] No, no, no, not unemployment poverty.

COUNCIL MEMBER CABRERA: Oh, for what?

JANE MACKILLOP: Poverty.

CLARENCE STANLEY: Poverty.

COUNCIL MEMBER CABRERA: Oh, poverty.

Okay got you.

JANE MACKILLOP: Poverty. No,
unemployment is 6%.

COUNCIL MEMBER CABRERA: Okay. Sorry.

JANE MACKILLOP: That, yeah, 6 point--?

CLARENCE STANLEY: 6.6%.

JANE MACKILLOP: 6.6% almost there.

COUNCIL MEMBER CABRERA: Yeah, it's--it's

JANE MACKILLOP: [interposing] It's--it's
higher than I think Manhattan, but it's--it's much
lower than it was.

COUNCIL MEMBER CABRERA: Yes, much. In
my district it used to be 23.5. We were the worst
on.

JANE MACKILLOP: Wow.

COUNCIL MEMBER CABRERA: The entire
district, and now we're down to 6.7. So--

JANE MACKILLOP: [interposing] Yeah.

COUNCIL MEMBER CABRERA: ---we're--we're
rea;;u excited what's happening there, but thank you
what you're doing, and keep up the great work. The
future of visionaries are literally going to be going
through all your incubators and then you'll be
shaping the world. Thank you so much.

JANE MACKILLOP: Yeah, thank you.

COUNCIL MEMBER CABRERA: Thank you so
much to the Chairs.

CHAIRPERSON BARRON: Thank you. I have a
few more questions. Are your Tech Incubators in
anyway benefitting from or affiliated with the
Governor's Startup New York Program where you don't
have to pay—I think it's that you don't have to pay
taxes for X number of years?

JANE MACKILLOP: Yeah, I followed up with
that question when Chloe sent it to us yesterday, and
we're open to doing this in conjunction with CUNY.
We're eligible at Lehman under certain circumstances,
and I believe that Bronx Community College may be a
site, but I think there—there are some restrictions,
and I would need more time to--

CHAIRPERSON BARRON: [interposing] Okay.

JANE MACKILLOP: --follow up and get back
to you.

CHAIRPERSON BARRON: So, you'll get back
to us.

JANE MACKILLOP: [interposing] It's a
note to--

KEN IWAMA: Well, at—at CSI, you know, we
are considering the startup program even before the

incubator. We received funding for the—for the
incubator from the Council, and there were some
impediments in terms of the bonding issues that were
happening on our—on our campus that—and again, I
don't know the details, but the way the—the—I think
it was bonded originally by having a private industry
company there would—would potentially have some
impact on—on our ability to maintain our status as—as
a CUNY, as a public institution. Therefore, you
know, and we go back to the capacity issue. Right
now, with our 1,700 square foot incubator, there's no
place to house a company. I think if we expand
because many of our companies including Georgina I
think has—has asked about the startup and new
programs. So, we're interested in pursuing it. We—
we just need the capacity to do it.

CLARENCE STANLEY: The—the SBDC, I
believe that we are signed up for the Startup New
York program, and it has been a challenge in terms of
space and in terms of some of the criteria to
participate in the Startup New York Programs, the
business company to get a tax rebate.

CHAIRPERSON BARRON: Right.

CLARENCE STANLEY: I'm not able—should not be able to—should not compete with existing businesses. So, it has been a challenge. They told us that was a space issues and getting and obviously tech companies would—would qualify, but we are—in answer to the question, we are involved with the Startup New York Program, but it hasn't been hugely successful.

CHAIRPERSON BARRON: Thank you, and generally, what's the average number of staff persons in each of these tech startups in these incubators? Is it one, two, three? What's the range of people?

JANE MACKILLOP: Two.

KEN IWAMA: Two.

JANE MACKILLOP: It's two.

CHAIRPERSON BARRON: Okay.

KEN IWAMA: It looks like that's the common number. [laughter]

CHAIRPERSON BARRON: Are you going to that?

KEN IWAMA: Yeah, with me and me, as they say. (sic)

JANE MACKILLOP: Okay.

CHAIRPERSON BARRON: And one of the—one
of the sites indicated that students, I think it was
CSI you have a student tech. Are there other students
Tech Incubators at the other sites? Do we know?

WEEKS MENSAH: Yes, ours is a mixture of
community companies and then students.

CHAIRPERSON BARRON: You do have some
students?

WEEKS MENSAH: Yeah, we have students.
Yes, in fact, we have two student companies that are
housed right now. We have the—the program we are
developing now they go through the class, and at the
end, the top three teams or students get to also
onboard to Incubation for free.

CHAIRPERSON BARRON: Alright, I think
that's it. We have other questions, but they would
be directed to CUNY, and we'll forward them to CUNY
and—and look forward to a response. We always
appreciate CUNY getting back to us and responding.
They always do, and we appreciate that because we do
look at their responses to see how further they can
direct what it is that we want to present to just not
our students, but to our society and to the city and
to the country at large as well. I think--

[background comments, pause] Okay, to my colleague,
do you have any closing comments?

CHAIRPERSON VACCA: Well, not really. I
mean I think that this is exciting and that we at the
Council who are on the cusp of this initiative is
rewarding, and just hear all that's been done, means
that we have more to do, and that's my view of this,
and it's such pleasure to hear everything, and
congratulations. Today's announcement was fantastic,
and technology--technology is an ever-evolving field,
but there are people there who I know would not have
gotten, not have gotten started without all of you,
and I thank you for your service to the city and hope
that you continue to serve. Thank you so much.

CLARENCE STANLEY: Thank you.

JANE MACKILLOP: Thank you.

CHAIRPERSON BARRON: Just in closing,
your financing, is it all from CUNY? I did hear you
say that the Mayor's Office of Movie and
Entertainment--

JANE MACKILLOP: Yes.

CHAIRPERSON BARRON: --is giving you--
you've been able to leverage CUNY money to give that.

JANE MACKILLOP: Right.

CHAIRPERSON BARRON: But is it CUNY—is it City Council money that operates all of your—is that the only source for your—operation for your Tech Incubator?

JANE MACKILLOP: No, we—we’ve leveraged all of this--

CHAIRPERSON BARRON: [interposing] You’ve leveraged that, right?

JANE MACKILLOP: For example, for the training for EON Reality and then with the—with the partnership with NYU. So, we’re—we’re—and then the grant from—from Mayor de Blasio. I mean the—it’s—as I—really, becoming a Tech Incubators the way we—you’ve enabled us to be has allowed us to access all sorts of other funding. It’s really huge.

CHAIRPERSON BARRON: I would love to be able to see that on a chart so it you could do that.

JANE MACKILLOP: Oh, I’d—I’d be—I’d be happy to give you more details.

CHAIRPERSON BARRON: And do—do participants in the training get any type of certificate at the conclusion or is just for their own benefit?

JANE MACKILLOP: Yes, they do, they do.

CHAIRPERSON BARRON: They do?

JANE MACKILLOP: Yes, yes, they do. Ken,
did you want to say something?

KEN IWAMA: No.

JANE MACKILLOP: No.

CHAIRPERSON BARRON: Thank you.

CHAIRPERSON VACCA: Just one more
questions. I—I wanted to ask about people with
disabilities. Do—and—and people that have—are
limited in English Proficiency. Can you go into
working with the disabled—with the disabled adult or
the disabled student, and how we are addressing the—
those with the English Language Learns?

OSCAR TRUJILLO: So—

JANE MACKILLOP: yeah.

OSCAR TRUJILLO: Oh, yeah, I might take
this question. So, lucky for us, our Incubation was
built to host people who have disability problems.
So, we have a bathroom that can take people that are
handicapped, and even the entrance. We also had one
company, which the founder actually had a mental—
mental illness and he builds the first—the first only
online dating platform for people with mental
disabilities. So, we are positioned to place the one

just the physical location to harness, then really help people with disabilities and also we are working on these other programs overall to really house people that have disability issues.

JANE MACKILLOP: Yeah, our-our space is accessible. So, it's-it's, you know, it meets all requirements to be accessible. Most of our staff are bilingual. So, we're able to help people in those regards. We don't have training, but we-we do have some training in Spanish.

FEMALE SPEAKER: We do have some training in Spanish.

JANE MACKILLOP: Yeah, we have some-some training in Spanish. So, yeah.

CHAIRPERSON BARRON: Well, once again, thank you for coming. We've learned a lot, and it's exciting, it's encouraging, and I just want to make sure that we balance the technology with the humanity and--

JANE MACKILLOP: [interposing] Yes.

CHAIRPERSON BARRON: Make sure that as we go forward we benefit that and raise the consciousness about the source of these minerals and make sure that we don't just benefit from that

without addressing the suffering that generates these
minerals. Thank you so much.

JANE MACKILLOP: Thank you

CLARENCE STANLEY: Thank you.

CHAIRPERSON BARRON: There being no
further testimony, we are concluded. Thank you.
[gavel]

C E R T I F I C A T E

World Wide Dictation certifies that the foregoing transcript is a true and accurate record of the proceedings. We further certify that there is no relation to any of the parties to this action by blood or marriage, and that there is interest in the outcome of this matter.



Date December 5, 2017