

FOR IMMEDIATE RELEASE:

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The Entrepreneurs Network - TEN – Expands Upstate Outreach

Seeking high-growth applicants from Buffalo, Ithaca, Rochester & Syracuse

(Upstate, NY) –The Entrepreneurs Network, one of Upstate New York's fastest growing nonprofit organizations designed to bolster economic growth by supporting life sciences, technology-based, and scalable, high-revenue potential firms, is now accepting applications for its next class. TEN provides Upstate firms with access to national experts and funding resources, offering practical, hands-on programs that train, educate and foster connections critical for building successful new ventures. Approximately 100 executives from 80 firms have participated; the geographic footprint of TEN includes Buffalo, Ithaca, Rochester and Syracuse.

TEN is an intense six-month program, based on best practices of leading entrepreneurship centers, focused on promoting job growth and business creation. Class size is limited to 20 participants per class to allow for maximum interaction. The deadline to apply is October 15, 2008, and the fee is \$350 per person, due upon formal acceptance into TEN. Applications are available online at www.ten-ny.org.

"TEN works closely with entrepreneurs and young companies to provide them with the economic tools and resources needed to help them be successful in our region's expanding innovative economy," said **Monroe County Executive Maggie Brooks**. "TEN has produced incredible results for its graduated members by helping them interact directly with top local and national experts on a variety of topics designed to enhance their business operations."

"The program makes access to the experts that entrepreneurs need feasible, without incurring thousands of dollars in training and travel expenses," added TEN board member Jack McGowan of Buffalo-based Insyte-Consulting. "If we can help these new firms get the right business strategy in place, the likelihood of success in securing venture funding is greatly improved."

Candidates for TEN should be founders, senior executives, CEOs or those who hold a controlling position in an early stage technology, life science and/or scalable, high-revenue potential company. They should be in business fewer than 10 years, with revenues fewer than \$10 million, and should have business operations primarily in Upstate New York. Established companies involved in ownership transition, and spin-offs from university research departments and large employers, are also eligible.

The upcoming schedule for TEN runs from November, 2008 through April, 2009, including Boston-based Derby Management boot camps on entrepreneurship and sales effectiveness, workshops on investor presentations, building financial models, negotiating term sheets and leadership skills. TEN organizes private roundtable discussions, networking events and public panels for its alumni and strategic partners.

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“The Sales Effectiveness Boot Camp totally changed my distribution model,” says Marge Rein, president of Educated Healthcare of Clarence, NY. “I would not have the customer success I have today without TEN.”

“TEN helps you build a network of entrepreneurs,” according to Alan Cohen, founder of Ping, based in Ithaca, NY. “It’s a relief to know you’re not the only one facing start-up challenges, and you can tap into solutions which have worked for other CEOs.”

“You need more than product engineering expertise to build a company,” affirms Syracuse entrepreneur Anthony Terrinoni of Antek Inc., whose start-up is developing a bio-based fuel cell system for rural energy generation.

“Although I had the relevant business experience from working for a large multinational company, TEN provided a unique perspective for starting a new venture from the ground up,” says Rochester President Michael Pavia of Sydor Instruments, a manufacturer of ultra-fast imaging systems with multiple applications in science and industry.

The Entrepreneurs Network was founded in 2006. TEN's founding sponsor is Monroe County; sponsors are County of Monroe Industrial Development Agency (COMIDA) and Finger Lakes Workforce Innovations in Regional Economic Development (WIRED).

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