



UPSTATE
NEW

Upstate Deals and Doings – August 29, 2018

Deals, news and events for the investment community across Upstate New York.

Published online and emailed to members every other week.



WHAT'S FUELING NEW YORK'S \$344M IN AGRIFOOD INVESTMENTS?

For starters, investors in the AgTech space envision a world in the not-too-distant future where farmers use autonomous equipment, drones and optical AI systems to automate food production. [Read more here](#) .

DEAL HIGHLIGHTS

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- [ImmunSYS](#) , a Queensbury-based developer of cancer immunotherapy products created to empower the immune system to selectively attack cancer cells, raised \$676,552 of angel

funding

- [GiveGab](#) , an Ithaca-based provider of an online fundraising and supporter engagement platform designed to help nonprofits and volunteers connect, raised \$2.36 million of venture funding

- [Nagle Athletic Surfaces](#) , a Syracuse-based provider of tennis courts and running tracks installation and resurfacing services, was [acquired](#) by [AstroTurf](#)

*Have a deal you'd like to share? Submit your deal [here](#).

INDUSTRY NEWS

- A new [bill signed](#) into legislation expands tax credits for farmers to encourage the growth of hops productions. "The agriculture industry is vital to our state's economy, and our local craft beverage producers provide some of the best products for customers in New York and beyond," said Lieutenant Governor Kathy Hochul. Upstate Capital is hosting a [conference](#) dedicated to the agriculture industry on September 26 near Syracuse.

- DeFacto Global, a tech company focused on providing financial forecasting software to Fortune 500 companies, is [expanding](#) in downtown Troy. The growth comes as the company builds out its core product to have more machine learning and artificial intelligence, and is partnering with Rensselaer Polytechnic Institute in the process (paywall).

- GENIUS NY [announced](#) its program has a new investment structure for the innovative unmanned systems business accelerator. Five finalist teams will be selected from a pool of applicants to participate in the third round with a total of \$3 million in direct investment funding to be awarded, with one grand prize of up to \$1 million and four \$500,000 awards.

UPSTATE CAPITAL EVENTS

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September 26 - Syracuse - [The Future of Food](#) - highlighting the next generation of food and ag tech. Event includes an investor panel discussion, startup pitches and a tour of a

1200-head dairy farm in Central NY.
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- **October 10** - Rochester - [Building a Venture-backable Business](#) - To shed light on what it truly takes to raise institutional venture capital, Upstate Capital is bringing investors and venture-backed CEOs to share their knowledge with the Upstate New York entrepreneurial and business community.

[Register today](#)

- **October 25** - Hudson Valley - [Impact Investing in Place](#) - Upstate Capital is hosting an event designed to introduce and highlight several approaches to place-based investing, including for-profit and non-profit seed funding models and the new Opportunity Zones program.

[Register here](#)

*Members can [contact Bailey](#) for discount registration codes.

COMMUNITY □ EVENTS

- **September 12** - Syracuse - [Funding Roadmap Workshop](#) at The Tech Garden - Plan your day around this one-day workshop on funding your business! The workshop is for those at pre-launch to those who are investment ready.

- **September 14** - Buffalo - [Buffalo Startup Weekend 2018](#) - Do you have an idea you'd like to pursue or a problem you'd like to solve but don't know where to start or who to start with? Techstars' Buffalo Startup Weekend is the place to look for a team, create a prototype of your idea, validate your business idea, and receive feedback from experienced entrepreneurs, all in one weekend.

- **October 2** - Syracuse - [Upstate Unleashed Conference & Venture Ecosystem Awards](#) - Featuring Marc Randolph, Co-founder of Netflix, and a new generation of fast-growing companies that are rebuilding Upstate NY's economy, with TED-style presentations by the CEOs at the helm of these firms.

* Please note: Upstate Deals and Doings will be produced and distributed on the first Thursday of each month, starting October 4, 2018.