



March 10, 2015

Dear AASHE Program Staff,

Please consider REV Ithaca for an AASHE Innovation Credit in the sustainable economic development arena. REV Ithaca is truly an exciting and innovative project led by Cornell University and its partners, Tompkins Cortland Community College and Ithaca College. In working together, we have been able to bring a downtown incubator to Ithaca to foster entrepreneurship.

With Cornell's leadership, we now have a unique facility designed specifically to build a collaborative environment that supports entrepreneurs' hard work. While we have had programs for entrepreneurs locally before, this concept and project takes it a step further by creating a space that fuels collaboration and innovation. Members have exclusive access to subject matter experts and a vibrant entrepreneurial community that helps local entrepreneurs achieve success in less time, and with greater benefits than working on their own. We have an open-concept, collaborative workspace—including broadband internet access, modern office infrastructure, and ongoing events. By becoming a member of the community, entrepreneurs have access to workshops, mentors and other support.

This project contributes to the economic development of Tompkins County in that it inspires enterprise, provides economic diversification, and enables real, sustainable job creation. While students of the three colleges are encouraged to grow their ideas at REV Ithaca, membership is not limited to students, and is broad and welcoming. The membership structure was developed to accommodate both the full time company needs and day pass needs for smaller groups or individuals.

Although REV Ithaca only opened this fall, its early success in both memberships and attendees at all the events indicates the project's relevance. We now have 19 companies, with 11 of those being virtual and 8 being full time on site. In addition, REV won a \$50,000 SBA award in September that will run our hardware accelerator program this summer. This partnership, and the vision that is behind the creation of REV Ithaca, is truly worth recognition. Please contact me if you have any questions.

A handwritten signature in black ink that reads 'Martha Hubbard'. The signature is fluid and cursive, with a long horizontal line extending from the end.

Martha Hubbard,
Director, Strategic Corporate and Community Partnerships