



Runway Startup Program  
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# NYC Booming Startup Ecosystem

- +9,000 startups
- +330,000 startup employees
- 2nd largest startup ecosystem in the world
- 1st among 50 cities in attracting women entrepreneurs
- 1st in founding female founders (\$3.77B raised in 2021)
- In 2023 surpassing SF in VC investment

## Top four markets drive 68% of deal value through Q2

Share of US VC deal value by CSA



## New York leading Bay Area

Top 5 US CSAs by deal count for companies with all-female founder teams (2019-2022)

Combined statistical area	Deal count*
New York	666
Bay Area	545
Los Angeles	358
Boston	151
Washington D.C.	97

PitchBook-NVCA Venture Monitor  
\*As of June 30, 2022



\*Source: Pitchbook-NVCA for 2022

# Challenge for Universities

## Education:

- New students want to explore entrepreneurship as part of their academic experience
- Students see entrepreneurship as a career
- New programs take time to approve

## Research:

- Universities care about research, entrepreneurs not necessarily
- Entrepreneurship does not foster a PhD life

## Incubation:

- Commercializing research is challenging, owning equity in startups
- Is tech transfer main purpose of a university?
- Universities are not VCs



# The Runway Startup Program

**Runway is a methodology dedicated to giving people with deep-science backgrounds the opportunity to become entrepreneurs.**

Its uniqueness comes from:

**Early and deep tech in digital:**

Runway is always the first investment and starts even with 1 person.

**Full-time experience:**

Building a company is not a part-time job.

**Accepting people from all over the world:**

Other programs are sometimes eligible only to US residents or citizens with security

**Academically Strong:**

creates the best and most relevant knowledge to enrich their academic professional lives

**CORNELL  
TECH**

HOME OF THE JACOBS  
TECHNION-CORNELL  
INSTITUTE

Education  
al  
Programs

Studio



Runway  
and  
Spinouts

Tech MBA  
LLM  
CS  
ORIE  
EE

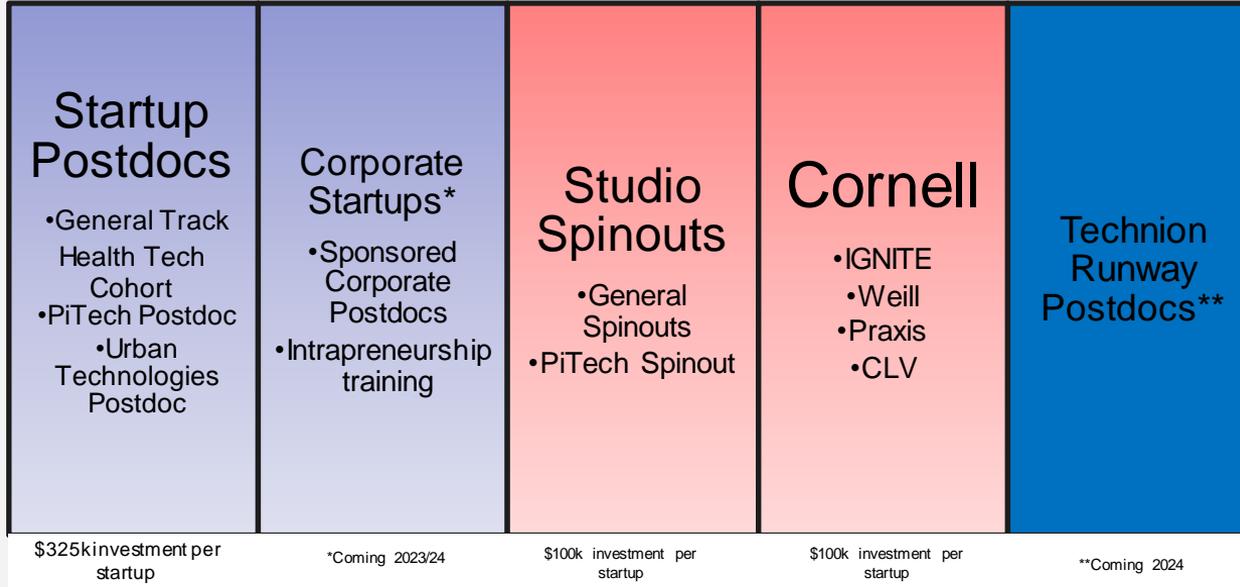
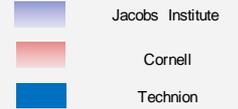
Jacobs Technion-Cornell Connective Media  
Jacobs Technion-Cornell Health Tech  
Jacobs Technion-Cornell Urban Tech

Parsons + CUNY  
250 Corporate Partners  
80 startup projects/year  
Goal: 500 projects/year

\$2M invested/year  
10 companies/year  
Launch for YC, 500 Startups, etc  
Partners with NewLab, Company, etc

# Runway Startup Program

## Core Services: Mentoring, Curriculum, Experience, Outreach, Investment



# Runway Startup Postdoc Program

**CURRICULUM:** Selected training that includes customer discovery, market navigation, team building, decision making, sales training, pitch training and more

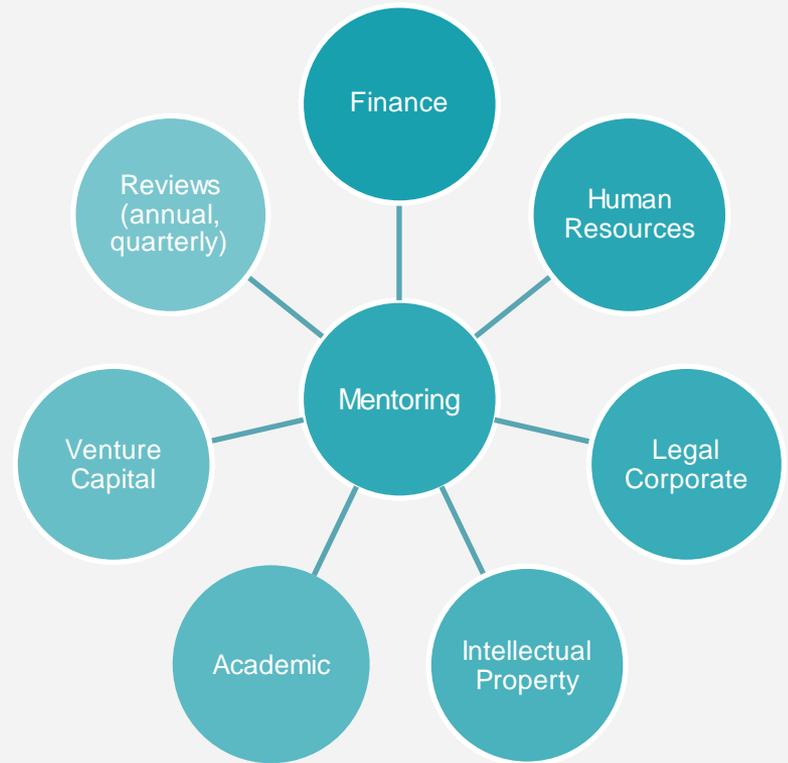
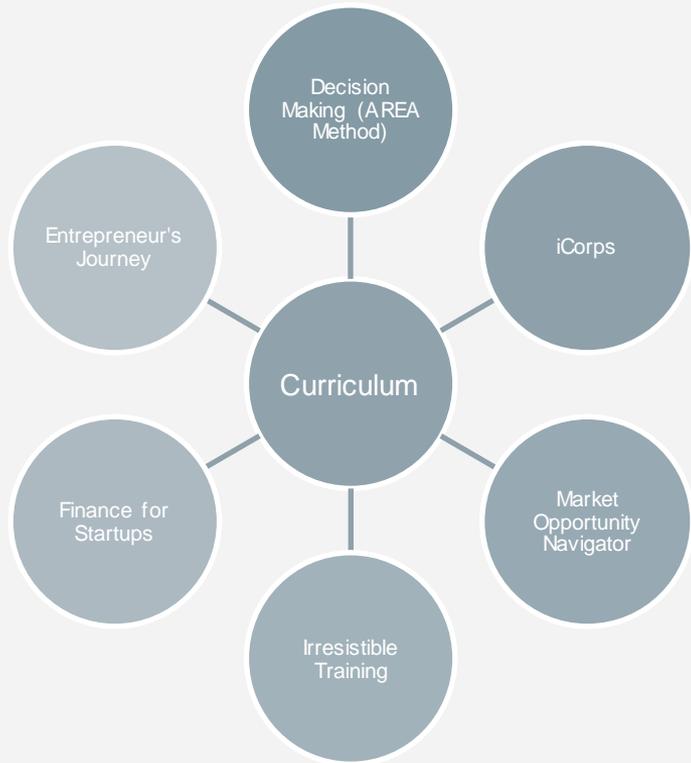
**MENTORING:** Connections to hundreds of mentors in our ecosystem

**FINANCING:** Up to 2 year appointment, competitive salary, annual research budget, services and full access to Technion, Cornell Tech, and Cornell resources.

**EQUITY:** Company issues a \$175k SAFE to Jacobs for first year, \$150k for second year. Company also issues \$25k SAFE for each additional patent application.

**IP:** Companies are issued a no-royalty, exclusive, and perpetual license on IP developed while in program. Program pays for Provisional, US Phase and PCT.

# Runway Curriculum and Mentoring



# Key part: Cohort learning (in person and virtual)



# Runway is About Entrepreneurship

**99**

startups in portfolio since 2014, of which 65 are actively operational

**12**

exits (acquisitions)

**208**

founders

**46**

venture backed

**\$280**

million dollars in funding

**\$650**

million dollars in enterprise valuation



# Runway is About Impact

**486** jobs created by our companies

**95%** Headquartered in NYC

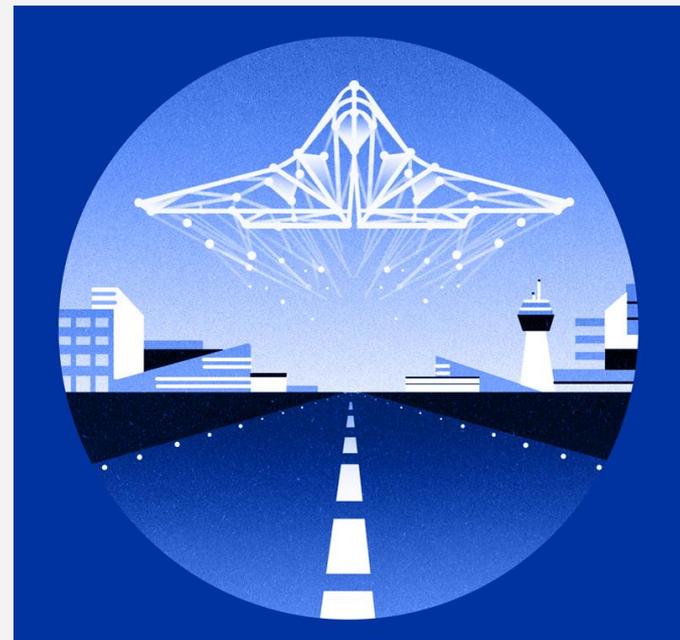
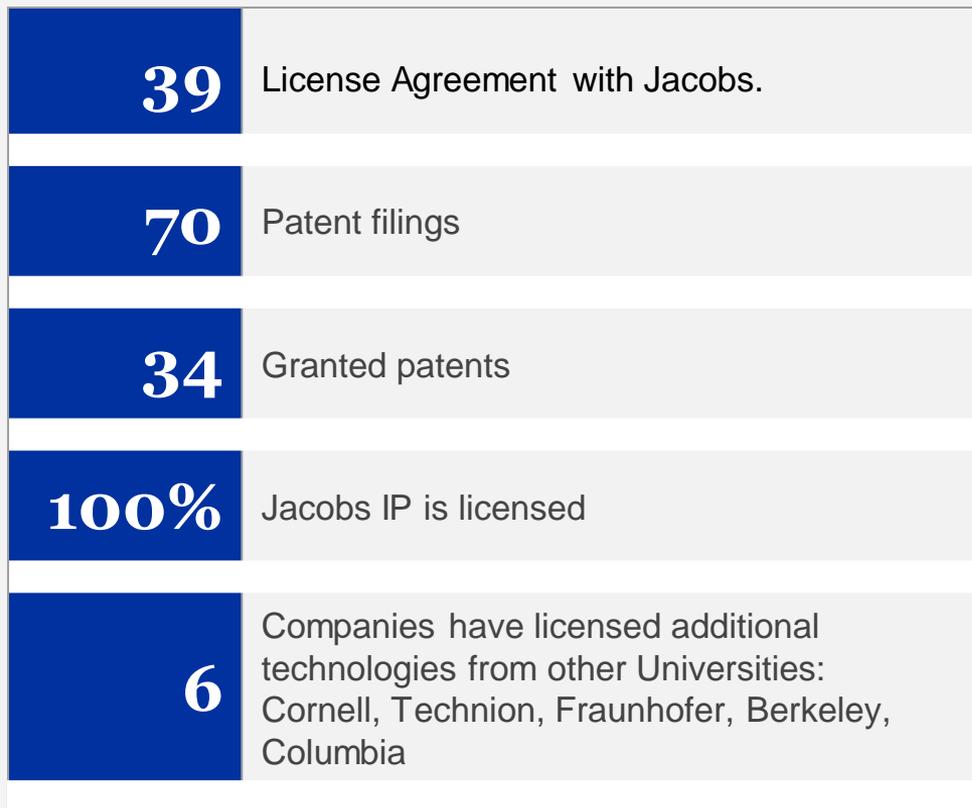
**31%** women led companies

**17%** Minority led companies (Black, Asian, Hispanic, Native American)

**2** International programs adopted Runway's methodology



# Runway is About IP Commercialization



Jacobs uses a license agreement that is exclusive, perpetual, transferable, no royalty.

# Runway is About Academic Excellence

 Cell

COMMENTARY | VOLUME 184, ISSUE 10, P2525-2531, MAY 13, 2021

## Ancestry matters: Building inclusivity into preclinical study design

Sophie Zaaijer   Amanda Capes-Davis

DOI: <https://doi.org/10.1016/j.cell.2021.03.041>  Check for updates

 Check for updates

## Tracking cell lineages to improve research reproducibility

**To the Editor** — Human cell lines are central to biomedical research and medicine, but genetic evolution and inconsistencies among derived lineages are too often ignored. These issues are becoming increasingly important now that wide adoption of gene editing technologies such as CRISPR has led to a boom in the development of new genetic lineages with knock-in reporters or patient-specific mutations (Fig. 1a). A more detailed view of cell line provenance and lineage formation can guard against wasted research effort and funds and, ultimately,

improve reproducibility of biological research. Accurate cell line tracking is also required for safely establishing cell therapies for precision medicine.

Currently, 18–36% of common cell lines are estimated to be mislabeled or contaminated; in addition, cell lines often evolve divergent lineages<sup>1,2</sup>. Cell lineages can form by spontaneous or induced selection events during cell culture or when cells are genetically modified. Although funders and journals are starting to acknowledge the importance of cell line authentication,

cell lineage provenance is rarely recorded or published, despite its impact on data reliability and reproducibility<sup>3,4</sup>.

Here, we discuss lineage divergence as a natural, inevitable phenomenon across all kingdoms of life. We highlight how lineage formation in the culture of human cells is influenced by routine laboratory practices and has accelerated in the genomics and gene-editing era. We also propose simple changes to working routines to minimize unwanted lineage divergence. Lastly, we explore how monitoring divergence

3

articles published in 2021, in Cell, Nature Biotechnology, BMC Ecology and Evolution

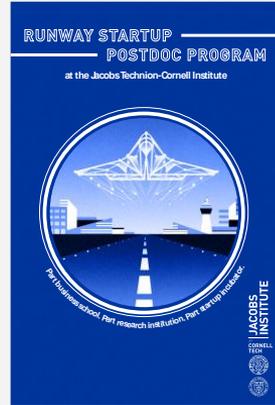
4

articles in top 40 journals (impact factor above 39)

+30

articles in peer-reviewed journals

# Runway' Ecosystem



Accelerator  
Feeder

YC  
500 Startups  
ERA  
Google X  
NYU Future Labs  
Techstars  
IBM Launch Accelerator  
Schmidt EIR  
HITLAB

Physical  
Incubator  
Feeder

NewLab  
Company  
Margalit JVP  
Alexandria Launchlabs

Community  
Building

LIC Partnership  
Brooklyn Navy Yards  
NYCEDC  
ESD

Corporate  
Partners

Tata Consultancy Services  
AWS

# VCs that have funded our startups

- Google Ventures
- Sequoia
- Box Group
- First Round
- JVP
- Vaal
- Rho
- 645 Ventures
- Spark Capital
- Metaprop
- Amplifyher Ventures
- Red Bear Angels
- Technion Angels
- Falcon III Ventures
- Battery Ventures
- RRE Ventures

# The Runway Team



**Ron Brachman**  
Director  
Jacobs Institute



**Mike Escosia**  
Assistant Director of  
Operations  
Jacobs Institute



**Maria Mendoza**  
Administrative  
Assistant  
Jacobs Institute



**Fernando Gómez-Baquero**  
Director of Runway and  
Spinouts



**Tomer Joshua**  
Community Manager for  
Runway and Spinouts



**Carley Hart**  
Director of Corporate  
Partnerships for Runway



nanit



Nanit is redefining the baby monitor space by creating a non-wearable device that provides parents with valuable information about their baby's sleep development.

Dr. Assaf Glazer, Runway Postdoc 2014

\$75 million raised

Last round led by Google Ventures and JVP

Time Magazine Best 50 Inventions of 2018

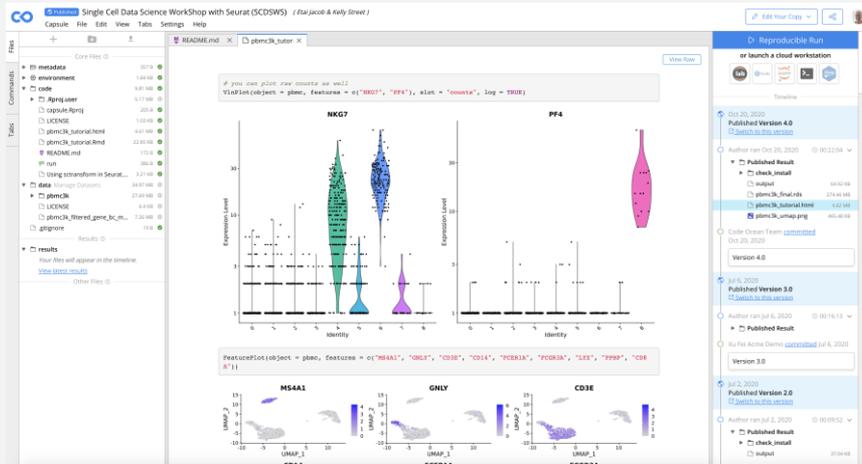
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 CODE OCEAN



Code Ocean is the best way for research teams to standardize research workflow, plus track and reproduce all computations and discoveries. Organizations benefit from breaking groups silos, sparking innovation, automation to operationalize reproducibility, and saving wasted researcher and collaboration time.

Dr. Simon Adar Runway Postdoc 2015

Raised \$31 million

Clients include IEEE, Nature, Champions Oncology, Dragonfly Therapeutics.

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# Biotia



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Biotia uses rapid DNA sequencing and AI for precision infectious disease detection and monitoring.

Dr. Niamh O'Hara, Runway Postdoc 2015

\$11 Million raised

Largest sequencing database of pathogens

Twist Bioscience partnership for SARS-CoV-2 next-generation sequencing assay

Sequenced the International Space Station

Policy: Allow anything Next

```
# This rule matches all inputs, allowing
# any actor to perform any action on any
# resource. Not very useful...
allow(_actor, _action, _resource);
```

gitclub.com

Repos

Sample app

google / gmail

Delete

google / search

Delete

facebook / messenger

Delete

facebook / instagram

Delete

facebook / react

Public

Delete



OSO Security is a Company focusing on improved authorization access and cybersecurity. Oso is a framework with best practices built-in via authorization primitives and APIs.

Dr. Sam Scott, Runway Postdoc 2018

Raised \$10.9 million in less than 2 years

Both rounds of funding led by Sequoia

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OnSiteIQ



OnSiteIQ provides visualization and monitoring of construction sites using computer vision technologies.

Dr. Ardalan Koshrowpour, Runway Postdoc 2016

\$8.5 million raised

Nationwide presence with over 1 million sqft continuously monitored by their computer vision, +500% growth y/y.

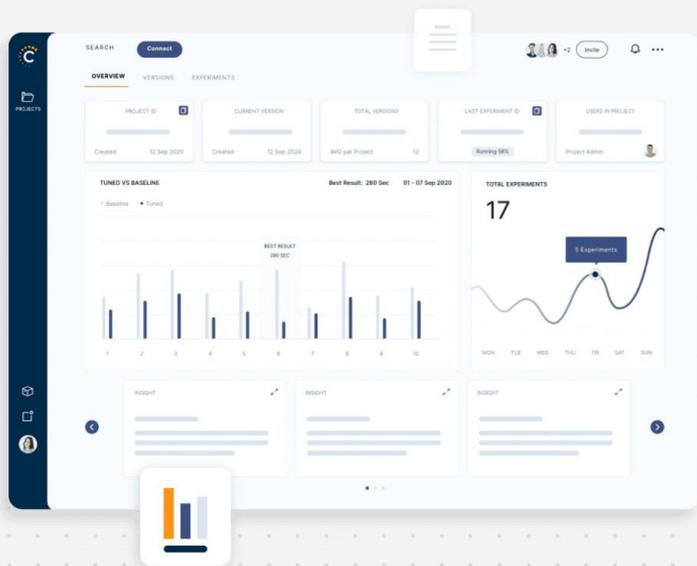
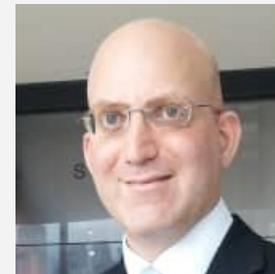


OneThree Biotech is finding new cures for patients in need through our AI-driven drug discovery platform. Developed at Weill Cornell, the platform has been extensively validated through publications and biopharma partnerships.

Dr. Neel Madhukar Runway Postdoc 2017

Raised \$2.5M

Fortune 500 clients, focused on cancer drugs



Concertio has built an Optimizer for systems operations process that is fast and easy, without any additional integration costs. Companies use Concertio Optimizer to optimize your systems more effectively than with human operators.

Dr. Tomer Morad Runway Postdoc 2016

Raised \$4.2M

Sold to Synopsys Inc (NASDAQ) for \$20,000,000

# Selected Runway Portfolio



# Runway Recruiting Cycle

Start recruitment	September 1
Publish Call for Proposals	October 15
Open application	October 15
Close applications	February 15
Initial screening (scoring)	February 15-March 1
References for top 10	March 1-15
Interview in candidate's weakest area	March 7-15
Selection Committee members rate candidates	March 15-21
Selection Committee meeting (internal) = 6 candidates	March 21-22
Remaining interviews (total 4)	March 24- April 5
Offer letters sent	April 15



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