



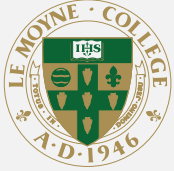
# Fostering innovation and entrepreneurial talent in Central New York

JULY - DECEMBER 2023

## Keenan Center Report



 **KEENAN**  
CENTER FOR ENTREPRENEURSHIP,  
INNOVATION AND CREATIVITY

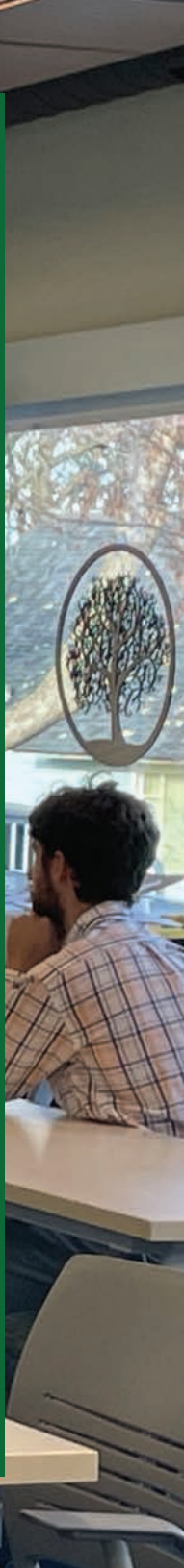


The Keenan Center for Entrepreneurship, Innovation and Creativity is focused on integrating an entrepreneurial mindset into curriculum and business practices across Central New York. Named for Tim and Kathleen (Fehlan) Keenan '81, it seeks to advance the economy by utilizing personal enterprise to promote economic development and combat poverty. The Center elevates the profile of both Le Moyne College and the Madden College of Business and Economics in the regional and global marketplace and plays a critical role in the upstate New York entrepreneurial ecosystem.



## TABLE OF CONTENTS

<b>I. INTRODUCTION</b> .....	<b>4</b>
Letter from the Director Keenan Team	
<b>II. KPIs AND METRICS</b> .....	<b>6</b>
Key Performance Indicators (KPIs) Revenue	
<b>III. CAMPUS</b> .....	<b>8</b>
The Keenans Visit the Center Entrepreneurship and Innovation (ENI) Minor Generative AI Speaker Event: Harnessing AI for Good Work-Study Team: A Semester of Growth and Contribution Keenan Highlight: Kaiyan Basran '26	
<b>IV. IMMEDIATE COMMUNITY</b> .....	<b>14</b>
The Good Life Youth Foundation Thinking in 3D and Moving in Stop-Motion ERIE21 Camp: Soaring to New Heights in Aviation Education Keenan Highlight: Isaac and Stephanie Budmen	
<b>V. CENTRAL NEW YORK</b> .....	<b>18</b>
Veterans Syracuse Surge Keenan Highlight: Celestin Abwe '23	
<b>VI. UPSTATE NEW YORK</b> .....	<b>21</b>
More Good Jobs Empowering Futures: Le Moyne College and NUAIR Drone Program The Keenan Center and Agri-Trak: Rising to the Top Keenan Highlight: Jamie Sonnevill and Jason Hill	
<b>VII. CONCLUSION</b> .....	<b>26</b>
The Keenan Center Touches Lives Keenan Community Collaborators	



## Letter from the Director

The Keenan Center's mission is to increase the density of entrepreneurial, innovative and creative talent in Central New York. This endeavor started with on-campus efforts at Le Moyne College and has since radiated outward from Le Moyne's campus through the immediate community, Central New York, upstate New York and beyond. This past summer and fall, the Center leveraged accelerant funding from Tim and Kate (Fehlan) Keenan '81 to grow its impact in each of these areas, developing entrepreneurial mindsets and providing mentorship, support, resources and community to anyone and everyone who walks through its doors. We have worked hard to become a dense intersection in the entrepreneurial, innovative and creative ecosystem of Central New York, all for the purpose of letting the magic of organic second-, third- and fourth-order effects impact the vitality of the region that we call home.

**Mike D'Eredita '92**  
Director



## INTRODUCTION

# Keenan Team

The collective mind of the Keenan Center continues to grow in both size and capacity for action. The number of new connections with community members continues to grow, and the Keenan team's increased capacity is leading to a rapid expansion of the Center's impact.



**MIKE D'EREDITA '92**

Director



**JAMES SHOMAR**

Associate Director



**DOUG HILL**

Founder and Director  
Le Moyne Maker Institute



**ISAAC BUDMEN**

Designer of Educational  
Programming and Mentorship



**STEPHANIE BUDMEN**

Designer of Educational  
Content And Programming



**JACKI BOULTER, M.S.T.**

Project Manager  
Grants Liason



**MATT READ**

Professor of Practice  
Marketing



**HASAN STEPHENS**

Entrepreneur-in-Residence



**MELANIE REYNOLDS**

Administrative Assistant

## KPIs AND METRICS

# Key Performance Indicators (KPIs)

New metrics, Key Performance Indicators (KPIs) and goals have been established as the Keenan team starts this next phase of acceleration. Some metrics carry a longer runway than others and, as this report illustrates, the Keenan team has made significant progress on every metric listed on the “scoreboard.”

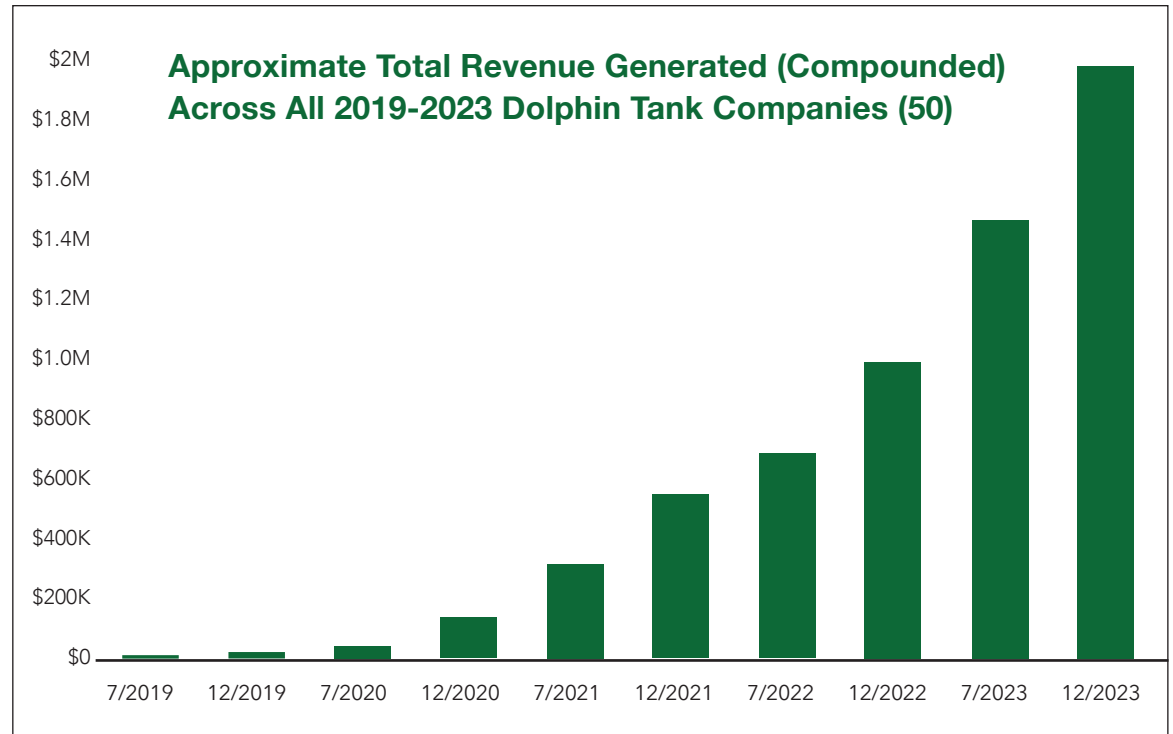
*\*Revenues generated from grants and programming will be included in next report as much of the activity this year has been dedicated to building the relationships, infrastructure and models necessary for generating these additional revenue streams. Results to date are promising, and these streams are expected to be formalized over the first half of 2024.*

NAME	DESCRIPTION	CURRENT KPI
<b>ENTREPRENEURSHIP</b>		
Entrepreneurial Activity	Total number of entrepreneurs and/or investors from the local or regional ecosystems engaged for this time period. These include meetings, coaching sessions, small group networking, introductions, etc..	<b>64</b>
Dolphin Tank Outcomes	Approximate Total Revenue Generated (Compounded) Across All Dolphin Tank Companies.	<b>\$1.9 M</b>
Event Attendance	The number of people who attended Keenan Center organized and sponsored events for this period.	<b>109</b>
Corporate Sponsors	Annual number of dollars donated by corporate sponsors.	<b>\$50,000</b>
Alumni & Community Donations*	Annual number of dollars donated by alumni and community members. Future reports to include revenues generated for the Center through grants.	<b>\$928,000</b>
CRM Entities	Total number of people and entities from the community tracked and logged in the CRM system to date. Data is captured upon entering the Keenan Center. Note that repeat visits are not included in this number. These data started to be collected in October 2023.	<b>127</b>
<b>EDUCATION</b>		
Student Enrollment and Programming	Total enrollment in ENI202, ENI203, ENI210, ENI311, ENI312 and the number of Keenan Center work-study students and Community of Entrepreneurs, Innovators and Creators (CEIC) members for this time period.	<b>65</b>
Project-Based programming for students*	Total number of student programs, events or engagements for this time period. Future reports to include revenues generated for the Center.	<b>30</b>
Project-Based Students	Total number of students across programs.	<b>353</b>
Programs for Coaches*	Total number of “coaching-the-coaches” programs, events or engagements for this time period. Future reports to include revenues generated for the Center.	<b>20</b>
Project-Based Coaches	Total number of participant coaches across programs.	<b>59</b>
Number of Student Hours	Total number of coach and student programming hours consumed for this time period. This is the grand total of content hours on a per coach and student basis.	<b>10,435</b>
<b>MAKER INSTITUTE</b>		
Income from Prototyping	Number of dollars generated from community-facing prototyping services for this period.	<b>\$1,175</b>
Number of Maker Projects	Number of projects completed or in progress within the Maker Space for this time period.	<b>45</b>

KPIs AND METRICS

## Revenue

Dolphin Tank allows 10 student entrepreneurs to present their businesses to 10 sponsors, who each donate \$5,000 to the total award amount for the event. Across the past five years, these teams have collectively generated approximately \$1.9 million in revenues from a total award amount of \$177,000. Of these entrepreneurs, 35 have built businesses that have generated revenues. Four of these have built businesses that earned over \$200,000 in annual revenues, one of which is recently cresting a \$1 million annual run rate.



<p>Dolphin Tank winners have raised or earned, through investment or sale of a company,</p> <p><b>\$1.9M</b></p> <p>(cumulatively) to date.</p>	<p>Total funds distributed to date</p> <p><b>\$177K</b></p>	<p>Companies that reached sales (out of 50)</p> <p><b>35</b></p>
	<p><b>\$500-\$250K+</b> Current range (annual)</p>	



## CAMPUS

The Keenan Center continues to impact lives throughout the Le Moyne College community. A discussion with Tim and Kate (Fehlan) Keenan '81, an interactive lecture about artificial intelligence, and the growth of our work-study student team are a few highlights from this past semester.



## CAMPUS

# The Keenans Visit the Center

On Oct. 4, the Center had the pleasure of hosting Tim and Kate (Fehlan) Keenan '81. In 2013, their generosity laid the foundation for the Keenan Center, and their unwavering support has fueled our community ever since. Following a breakfast gathering, student entrepreneurs and alumni of the Center introduced themselves and their businesses before listening to Tim Keenan's incredible entrepreneurial journey.

**Students and staff had the opportunity to ask questions about everything entrepreneurial, including how to define one's business values, how to craft an "elevator" pitch, how to grow from failure and more.**



## CAMPUS

# Entrepreneurship and Innovation (ENI) Minor

This fall, the Center is enjoying one of its brightest student cohorts yet.

The students in **What's the Big Idea**, the Center's entry ramp to the curriculum, have already begun crafting innovative ideas and applying them to the entire world, not just the classroom. In **Idea to Startup** and our **Le Moyne Student Sandbox** sections, there are students who have successfully launched businesses in commercial printing, app development and design. Others are preparing to launch breweries, tattoo parlors and tech start-ups.



## Courses offered:

### **ENI210: Entrepreneurship I: What's the Big idea?**

Students are introduced to the entrepreneurial method and customer discovery. This course is designed to introduce students to a skill set central to life-long innovation.

### **ENI311: Entrepreneurship II: Idea to Startup**

Students learn how to transition from customer discovery to customer validation. It provides students with the tools needed to launch a business and/or become a strong applicant for the Student Sandbox.

### **ENI312: Entrepreneurship III: Le Moyne Student Sandbox**

Students learn how to launch their company and transition from customer validation to customer creation. The intended audience for this course is students who are serious about launching a company (or, at least, very interested in exploring!), working for a highly innovative firm and/or interested in understanding the rigor, sacrifice and force of will required to make it happen.

CAMPUS

## Generative AI Speaker Event: Harnessing AI for Good

For our students, the future is now.

As artificial intelligence continues growing at an astounding rate, its presence is felt daily on the Heights and across the higher education landscape. While some fear AI and its potential implications, the team at the Center has embraced it. By introducing our students to the power of the technology and the guidelines to use it ethically, we are training them to utilize AI to help future-proof their ideas and their careers.

On Oct. 25, the Center hosted an interactive lecture with Kevin Mann, creative director of Fingerpaint, a regional advertising agency and creative house. Mann provided an in-depth analysis of how his firm uses the technology to accelerate creative ideas and led a hands-on demonstration on how to create interesting, different pieces of creative work. Our students were given access to places where they can learn more and practice safely.

# DON'T FEAR AI... RULE IT.

Join the dark side and learn –



- **What generative AI is and how it impacts creativity in advertising and business**
- **See cool real-life examples showing how AI can positively transform creative projects**
- **Navigate the tricky ethical stuff**
- **How to keep the human touch while embracing innovation**

**MAJORS WEEK**  
**Wednesday, Oct. 25, 230-345pm**  
**Reilly Room (RH 446)**

**Be a part of the  
future, now.**



**Kevin Mann**  
**Creative Director**  
**Fingerpaint**

**Sponsored by the CMM  
department and the  
Keenan Center**



## Work-Study Team: A Semester of Growth and Contribution

The work-study team, comprised of 14 students, played a pivotal role in the Center's operations this fall.

The work-study team's efforts this fall have laid a solid foundation for the Keenan Center's future. As we celebrate their achievements, we recognize that the true value of the work-study team's engagement will be felt far beyond this semester, shaping the very fabric of the Keenan Center's legacy for years to come.

### Diligent Team Tasks and Systemic Improvements

A key highlight of the semester was the team task, which involved a comprehensive analysis of the Center's utilization. The work-study team engaged in a rigorous observation process:

- **identifying key usage patterns**
- **uncovering operational friction points**
- **proposing actionable solutions for reorganization**



## CAMPUS

### Fostering Talent Through Personal Growth Projects

In alignment with our mission to cultivate a dense concentration of talent, we have empowered our work-study team to embark on personal growth projects. These serve as a catalyst for professional development and illustrate our dedication to the holistic advancement of our team. Each project embodies the Keenan Center's spirit of innovation and the personal passions of our team members, reflecting the multifaceted talent we have within our ranks. This fall, these projects have included endeavors such as:

- a sketch-comedy series
- a budding photography business
- a series of community projects aimed at enriching the lives of those around us

### Cultivating Communal Identity

The work-study team has been a cornerstone in cultivating the Keenan Center's communal identity, embodying the values of innovation and collaboration. Its members have extended the Center's reach, actively recruiting community members of all ages and energetically engaging any visitor to the nearby College bookstore with guided tours and a showcase of the Center's vibrant energy. This outreach is more than community engagement; it's a demonstration of the team's zeal, transforming casual encounters into meaningful experiences that echo the Center's collaborative and creative spirit.

## KEENAN HIGHLIGHT



### Kaiyan Basran '26

A passion for rapping that he discovered in high school set Kaiyan Basran, an economics major and Integral Honors student, on his current path. The process of recording and editing his music tracks sparked an idea for his burgeoning music production business, which he manages with the help of Le Moyne's Keenan Center for Entrepreneurship, Innovation and Creativity.

Basran's entrepreneurial background has informed his interests in another career trajectory as well. **"I'm really interested in exploring different models for streaming services and how they pay artists because, right now, it's not fair," says Basran. "I think it's mostly an economics and business problem. I want to learn more about the mechanisms that control those things and what the right steps would be to make it more equitable."**

Learn more about Basran in this year's winter issue of *New Heights*, the Le Moyne College alumni magazine





IMMEDIATE COMMUNITY

In the summer of 2023, the Keenan Center embarked on an inspiring journey to impart valuable skills and fostered the seeds of innovation and creativity in young minds. The following programs ignited a spark of curiosity, laying a foundation for future pioneers in technology and arts.

## IMMEDIATE COMMUNITY

# The Good Life Youth Foundation

The Good Life Youth Foundation, in collaboration with the Keenan Center, has made remarkable strides in empowering young individuals through two key initiatives: **the HipHop-preneurship Summer Youth Bootcamp** and the **Beats, Bars and Business (B3) Pitch Competition**.



## HipHop-preneurship Summer Youth Boot Camp

**STEM Education:** A notable aspect of the program was the STEM education segment, where 15 participants had the opportunity to learn from Doug Hill and the Keenan team. This camp was a sanctuary where art met technology as **85 youths** were immersed in the revolutionary world of 3D printing and digital scanning. The creation of artwork through these mediums not only enriched their technical skills, but also offered a canvas for their creative expressions.



## Beats, Bars and Business (B3) Pitch Competition

**Pitch Competition and Funding:** The B3 Pitch Competition was structured following the Keenan Dolphin Tank model. Winners were granted a unique opportunity to meet with the Keenan team to discuss and develop their short-term milestones. This was a prerequisite for receiving funding.

**Seed Funding:** The program dispersed \$18,000 in seed funding this year, a significant investment in the entrepreneurial potential of the participating youth.

**Business Registration and Banking:** All four winners completed the process of officially registering their business entities. Furthermore, they established business bank accounts, marking a significant step in their entrepreneurial journeys.

**Business Education:** These young entrepreneurs also engaged with the Keenan team to understand the basic structures of business, including the importance of business registration. This educational component was critical in ensuring that the youths were well-equipped with the foundational knowledge required for successful business ventures.

**The combination of technological education, hands-on experience in 3D printing, and foundational business knowledge provided these youths with a robust platform for future success.**

## IMMEDIATE COMMUNITY

# Thinking in 3D and Moving in Stop-Motion

The Keenan Center successfully hosted a two-week summer program for 50 high school students, providing an immersive learning experience in the realms of 3D printing and stop-motion animation.

## Impact and Forward Outlook

A well-designed educational program can, and does, spark interest in modern manufacturing and digital storytelling among young minds. With a focus on hands-on learning and real-world project execution, the program nurtured the next generation of creators, entrepreneurs and innovators, setting a strong precedent for future educational programs.

### WEEK 1: 3D Printing Mastery Fundamentals of Modern Prototyping and Manufacturing Technologies

While learning how to translate digital designs into physical models, students were trained in:

- **Interactive modeling**
- **Parametric modeling**
- **3D scanning**



### Community Screening Event

At the program's conclusion, the student film was screened to over 200 parents and community members. Showcasing the students' technical skills and creativity, this event enabled participants to share their insights and innovative processes with a broader audience.



### WEEK 2: Stop-Motion Animation Project

Students created a collaborative film titled "ABCs of Media" using their own 3D printed characters, sets and props. The students produced over 19 minutes of footage within four days of production, an impressive feat given the time-consuming nature of stop-motion animation. The film showcased their perspective on significant themes within the media landscape.



## IMMEDIATE COMMUNITY

# ERIE21 Camp: Soaring to New Heights in Aviation Education

The Keenan Center engaged 45 young minds, instilling in them the principles of aerodynamics and engineering. Throughout the camp, students crafted four distinct model airplanes, delving into the intricacies of flight dynamics. The highlight was the construction of remote-controlled airplane models, a culmination of their newfound skills and a testament to their burgeoning passion for aviation.



## KEENAN HIGHLIGHT



### Isaac and Stephanie Budmen

In June, Isaac and Stephanie Budmen joined the Keenan Center team as the designer of educational programming and mentorship and the designer of education content and programming, respectively. Co-managers of Budmen Industries, they have created everything from medical equipment to 3D printed desserts to a sculpture of Neil Harbisson, the world's first cyborg, that allows the viewer to "hear" color.

**Their own entrepreneurial endeavors at Budmen Industries embody the Keenan Center's four pillars of innovation, entrepreneurship, creativity and intrapreneurship.** As they drive forward the Center's project-based learning initiative, the Budmens work with students, faculty and the Greater Syracuse community to instill a philosophy of creative discovery.

*Learn more about Isaac and Stephanie Budmen*





CENTRAL NEW YORK

The Keenan Center's influence extends beyond its walls to change lives across Central New York. Our outreach efforts with the veteran community, as well as a WCNY spotlight on a Keenan Center alumnus participating in the Syracuse Surge Accelerator program, speak to our commitment to furthering the Center's mission.

## CENTRAL NEW YORK

### Veterans

Le Moyne's Office of Veterans and Military Services serves approximately 60 veterans and more than 40 dependents.

This past September, the Keenan Center hosted an event designed to increase the density of entrepreneurship, creativity and innovation in the veteran community at Le Moyne College (LMC) and Onondaga Community College (OCC). All LMC and OCC veterans and military-connected students were invited to the Keenan Center to learn more and meet their community.



### National Veteran Leadership Conference

In a three-way collaboration between the Keenan Center, Le Moyne College and the National Veterans Leadership Foundation, Le Moyne is sending a student to this virtual series of webinars, culminating in a year-end conference. One of the primary goals of the program is to develop Military Community Advocates (MCAs), or student leaders, to assist military-connected students on campus, fostering a more inclusive environment. This cohort of MCAs is the first cohort to also participate in entrepreneurship training webinars. Placed in various departments, MCAs develop innovative programs and gain leadership experience, driving positive changes on campus such as:

- **Policy improvements**
- **Suicide-prevention initiatives**
- **Community-building events.**

## Syracuse Surge

A one-year, in-person accelerator, Syracuse Surge provides direct resources and support for Black, Indigenous, People of Color (BIPOC) entrepreneurs who want to launch and accelerate tech-related or tech-adjacent startups in Syracuse.

**Founded by Celestin Abwe '23, Clutch Delivery LLC is a food delivery service in which food from on-campus and off-campus restaurants is delivered anywhere on a college campus.** College students, with a good working knowledge of the campus, make the deliveries. It is one of only five businesses selected by CenterState CEO to take part in the Syracuse Surge Accelerator program.

In November, Abwe and his business were featured in an episode of *On the Money* with J. Daniel Pluff, a local public television program presented by WCNY.



**SYRACUSE  
SURGE**



### Celestin Abwe '23

As a finance student at Le Moyne, Celestin Abwe thought of the idea for Clutch one evening when he wished someone could deliver food from the on-campus dining facility, the Dolphin Den, directly to his dorm. When the pandemic hit in 2020, Abwe used his time to work on refining his business plan and reached out to the Keenan Center for input and advice.

The Keenan Center community is something Abwe values. **"It's not a competition," he says. "It's not 'I can't work with that guy because his business is too close to mine.' We help each other out. We can advance together and arrive at these new heights that you never would have thought would be possible. I'm very, very competitive—but it makes more sense to have a community where you can all build together and help each other."**



Learn more about Celestin Abwe

UPSTATE NEW YORK



The ripple effect of our efforts can be seen throughout Upstate New York in our dedicated collaborations with More Good Jobs and NUAIR. Our impact can even be seen in Silicon Valley, where a Keenan Center entrepreneurial team recently placed in the top six in the world's preeminent competition for startup companies.

## More Good Jobs

More Good Jobs is a coalition of startup community builders, with members from the West Coast of the United States to Leicester, England.

In 2023, with the support of UpMobility Foundation, **More Good Jobs** set out to build a more focused and tighter community of practice. To accomplish this, we:

- **Focused on a core group of startup community builders from mid-size cities outside of major startup hubs**
- **Used principles of communities of practices as a guide**
- **Created a true and sustainable community of practice to support community builders and create on-ramps for future community builders**
- **Engaged in deep one-on-one and group discussions with core group members, providing a space to:**
  - strengthen the core group of members
  - discuss best practices
  - share observations in community building



### Adding to the team

With the UpMobility Foundation's support, we have brought on Rick Turoczy, a nationally renowned startup community builder from Portland, Ore. Rick will serve as the community and media organizer to support this media-focused strategy. He not only brings decades of startup and startup community building experience, but also a great background in marketing and media.

### Fundamental Shifts to the Startup Community Building Practice

We started to get hints of a significant shift in member morale in the summer of 2023, as people seemed to be spending less and less time in their community builder roles. After several heart-to-heart conversations with community builders, we uncovered some of the following challenges.

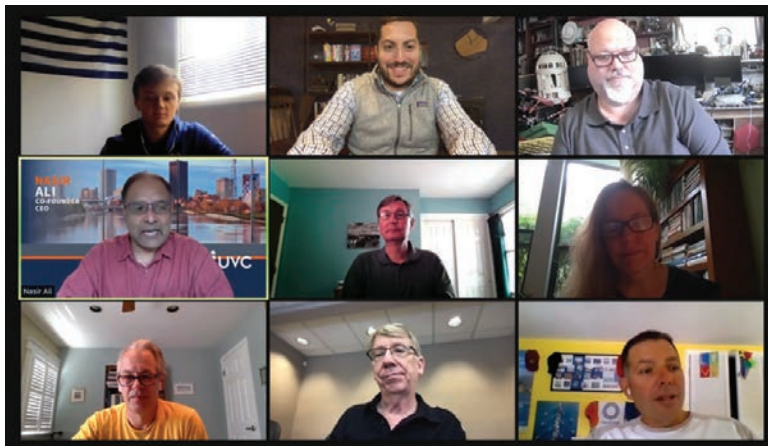
### Community builders are feeling burnt out and in need of a pivot.

This is the most profound and clearest sentiment we found. A lot of community builders are feeling burnt out. Community builders have grown tired of "giving first" with few people ever "giving back," including many newly-minted multi-millionaire founders who those same community builders were so passionate to support in the early days. They have no regrets looking back, but they remain confused as to why it is still so difficult to find funding for community building efforts, let alone enough to carve out a decent living for the community builders themselves.

### The accelerator era has fizzled.

The playbook that worked to generate early stage startups and fund them is no longer working the way it used to. Top-quality founders and companies want more money early on and are less willing to offer significant equity to programs. Investors are looking beyond their backyard for the best deals. Accelerators simply aren't having the impact on community building they once were.

## UPSTATE NEW YORK



### **Companies are forming virtually.**

When the company is virtual, and many of the employees are not located in your community, the direct impact of the company is less clear. This alone hasn't yet led to the dissolution of programs, but it has forced many community builders running those programs to pause and consider the potential impacts of their efforts as a result.

### **Diversity**

To support a more diverse population of founders, it will require greater effort as well as different skills, networks, resources, etc. These are things that the standard startup community builders' playbook does not take into account very well. Simply put, the current system is not set up to support more diverse populations, and startup community builders have recognized that.

### **Focusing on a media-driven strategy and brand**

These problems are, if anything, indicative of what we know to be true: We are entering a new era in our society and economy. We think the best way to adjust our sails is to focus more of our efforts on becoming the media source and brand for startup community builders in mid-size cities outside of major startup hubs. We exist to support startup community builders and the practice as a whole. The market needs a cheerleader, a knowledge hub, a brand that represents recognition for all of their efforts and stands with them as they navigate the post-pandemic world. The three pillars of our brand are:

- **Community Centric**
- **Community Builder Centric**
- **Best Practice**

## Empowering Futures: Le Moyne College and NUAIR Drone Program

NUAIR is a New York nonprofit designed to support and advance economic development opportunities in unmanned aircraft systems (UAS) for the region. In our ongoing commitment to advancing education and technology, Le Moyne College proudly presents the Le Moyne College and NUAIR Drone Program as a beacon of innovation and opportunity. This program, forged in partnership with NUAIR, embodies our dedication to equipping students and professionals with the skills and knowledge needed for success in the dynamic world of unmanned aircraft systems.

We are preparing individuals for meaningful careers through rigorous training in:

- **Part 107 certification**
- **Hardware expertise**
- **Advanced drone operations**
- **NIST compliance testing**

The program represents what we stand for—a commitment to empowering individuals with the tools to shape a brighter future.





UPSTATE NEW YORK

## The Keenan Center and Agri-Trak: Rising to the Top

### How a Keenan Center Team Climbed to the Top 6 in Silicon Valley Start-Up Competition

This past fall, Jamie Sonneville, founder and CEO of the farm management software company Agri-Trak, and Jason Hill, Agri-Trak's co-founder and chief revenue officer, were presented with the once-in-a-lifetime opportunity to present Agri-Trak's story at TechCrunch, the world's preeminent competition for startup companies.

Out of 3,000 applicants, Agri-Trak had been selected to be in the top 20 and, after a successful pitch in the first round, Agri-Trak progressed to the final six. This final round of pitches was judged by a panel of prominent business figures, such as Marissa Mayer, former CEO of Yahoo.



### KEENAN HIGHLIGHT



### Jamie Sonneville and Jason Hill

Jamie Sonneville had met Mike D'Eredita, Ph.D., director of the Keenan Center, previously through a different business competition. Keeping in contact with him afterward, she was soon introduced to the Keenan Center and its staff at Le Moyne. Through the Center, she built connections in the Central and Upstate New York startup world that helped to advance her company.

**“There are plenty of ups and downs in the startup world, and weathering that storm alone is not something that I would ever recommend,” says Sonneville. “You need to surround yourself with people who can provide real-world insight into how to navigate some of these uncharted places.”**

*Learn more about Jamie Sonneville and Jason Hill*



## CONCLUSION

### The Keenan Center Touches Lives

It sparks lifelong learning, builds practical skills and, above all else, creates community around entrepreneurship, innovation and creativity.

**Thank you, Tim and Kate (Fehlan) Keenan '81, for your continued support of our Center.**

While we work to inspire a new generation of entrepreneurs, innovators and creators, we are energized by you and your commitment to the vision of the Keenan Center.



## CONCLUSION

# Keenan Community Collaborators

Our relationships with various community organizations amplify the Keenan Center's overall impact. We look forward to growing and strengthening our collaborations, which have already yielded incredible results.

## We are grateful for the continued efforts of our 25+ Keenan Community Collaborators

Agri-Trak  
Aloft\*  
BlueFlite\*  
Boys & Girls Club of Syracuse\*  
CADimensions  
Centerstate CEO\*  
Central New York BioTech Accelerator  
Clear Path for Veterans\*  
Clutch Delivery  
CNY STEM Hub  
Cub Scouts - Syracuse\*  
Educating for Our Rising Innovation Economy (ERIE21)  
Genius NY\*  
Good Life Youth Foundation  
Greenjets\*  
Indium Corporation\*  
Jamesville-DeWitt Central School District\*  
Leadership Greater Syracuse  
Le Moyne College Maker Zone student club  
Le Moyne College faculty for courses ENI210, ENI311 and ENI312  
Le Moyne College Purcell School Occupational Therapy and Physician Assistant programs\*  
Maker Faire Syracuse  
More Good Jobs  
NuAir\*  
Ohio State University Keenan Center  
Onondaga - Cortland - Madison Counties Board of Cooperative Educational Services (OCM BOCES)\*  
The Public Broadcasting of CNY (WCNY) \*  
Syracuse Surge Accelerator  
The Tech Garden\*  
UpMobility Foundation  
Upstate Medical University\*  
Upward Bound\*  
Westhill Central School District\*

\*Relationships formed within the past six months

JULY - DECEMBER 2023

# Keenan Center Report

