New Hardware Center Opens at The Tech Garden
Growing tech company, Density, first to use space for product assembly
Density to create 15 jobs, doubling its local workforce as result of the hardware center

Syracuse, NY – Today, CenterState CEO, Density, as well as Onondaga County Executive Ryan McMahon and Syracuse Mayor Ben Walsh, formally opened The Tech Garden's new hardware center. Density, which was founded in 2014 in Syracuse, builds an anonymous workplace analytics solution to count foot traffic in and out of businesses. It is the first Tech Garden member to utilize the new space.

The 2,200-square-foot facility hosts light assembly, with one full production line now operational. When fully-utilized, the hardware center can support two lines capable of producing 30,000 units annually. The development of the hardware center at the region's leading innovation hub will support companies in the expansion phase of the business life-cycle offering small companies a significant opportunity to do product assembly in a convenient and cost-effective location.

"By opening this product assembly space we are responding to the direct needs of hardware startups that want to scale and operationalize their business," said Rick Clonan, vice president of innovation and entrepreneurship at CenterState CEO. "This center closes an important loop for the region's innovation ecosystem. We are excited to welcome Density as the inaugural tenant of the space, and look forward to helping them accelerate their growth here in Syracuse."

As a result of the new hardware center and growing demand from customers, the company relocated its manufacturing operations from a third party in Dallas, Texas to The Tech Garden. Here, its team will perform final assembly, calibration and testing. Its products are then shipped to companies all over the world. Currently, Density has sensors installed in 15 different countries.

"Density is proud to call the hardware center and Syracuse home," said Andrew Farah, Density's founder and CEO. "Our technology helps some of the world's largest companies improve the performance of their workplaces and operations. Paired with Syracuse's talented workforce, this new facility will ensure we continue to exceed our customers' needs for high-quality, innovative products."

In the coming year, Density will nearly double its Syracuse workforce as it expects to create as many as 15 jobs, including factory positions and supporting roles. This growth makes the company The Tech Garden's largest tenant. Density currently has 45 employees with offices in Syracuse, New York City and San Francisco, California.

"The Tech Garden's continued success, as home to the groundbreaking GENIUS NY competition and to this new hardware center, is further evidence that New York State's strategic and regionally-focused investments are fueling the innovation that is revitalizing both Downtown

Syracuse and the regional economy," said Howard Zemsky, president, CEO and commissioner, Empire State Development.

"With the addition of The Tech Garden's new hardware center, CenterState CEO can help more local businesses develop and expand, boost Syracuse's burgeoning tech sector, and create more good-paying jobs in our communities," said Al Stirpe, Assemblyman 127th District of New York State. "I want to congratulate CenterState CEO on their new light assembly facility, and I look forward to working with them to continue growing our regional economy."

"The best opportunities for economic growth are with companies who have their roots right here in our community," said Onondaga County Executive Ryan McMahon. "Density is a perfect example of organic economic growth resulting in more jobs right in the heart of downtown. Congratulations to everyone at Density on this impressive milestone."

"Our vision to be a growing city that embraces diversity and creates opportunity for all is fueled by the continued success of the Tech Garden and its acceleration programs," said Mayor Ben Walsh. "Density's choice to expand operations and create jobs in Syracuse shows how tech startups are helping to drive driving our community's economic growth."

To learn more about The Tech Garden, visit www.thetechgarden.com. To learn more about Density, visit www.density.io. A media kit for Density can be found here:
https://drive.google.com/drive/folders/1-_VIvizAd8QYGBphVrvyDWfiI3KUB56J.

About CenterState CEO
CenterState CEO is an independent and forward thinking economic development strategist, business leadership organization and chamber of commerce; dedicated to the success of its members and the prosperity of the region. We serve as an advocate and resource for smart business, catalyze and facilitate regional growth, and promote community prosperity through results-driven partnerships, planning and problem-solving. www.centerstateceo.com

About Density
Density is a live data platform for businesses to measure how people use spaces—from conference rooms, cafeterias and classrooms, to hotel lounges and retail stores. The platform uses sensors and artificial intelligence to anonymously count people, making the data accessible through an analytics dashboard and mobile applications that are easy to use. It was founded in Syracuse in 2014 by a team of Syracuse University graduates who wanted to know when their favorite café wasn't crowded. The company now has 45 employees, with offices in San Francisco, California, New York City, and a factory and office in Syracuse, New York.