

Agenda



STATEWIDE CONFERENCE

Tuesday, September 27, 2011

8:30 a.m. – 10:00 a.m.	Registration	
10:00 a.m.	Welcome Ron Insana, CNBC Senior Analyst & Commentator Special Announcement by Governor Andrew M. Cuomo	Hart Theater
10:45 a.m.	Panel: Building the New NY Economy Moderator: Ron Insana, CNBC Senior Analyst & Commentator Denis Hughes, President, NYS AFL-CIO Bruce Katz, Vice President & Founding Director, Metropolitan Policy Program, Brookings Institution Shelly Lazarus, Chairman, Ogilvy & Mather Worldwide Nancy Zimpher, Chancellor, State University of New York	
11:30 a.m.	Break	
12:15 p.m.	Keynote Address President Bill Clinton	Convention Center
1:15 p.m.	Lunch Break	

Breakout Sessions #1



2:00 p.m.

Concurrent Breakout Sessions #1

A. Partnerships: Higher Education

This session recognizes New York's colleges and universities as a key economic strength and focuses on methods of incorporating higher education assets into regional economic growth strategies. How can higher education stimulate regional economic growth? How can the private sector support higher education? What are lessons learned from elsewhere on what has worked and why sometimes it doesn't work?

Moderator: Nancy Cantor, *Chancellor, Syracuse University*

Special Guest: Assemblymember Deborah Glick

- Haley Glover, *Director of Convening Strategy
Lumina Foundation*
- Eva Klein, *President
Eva Klein & Associates*
- William Generett, *Executive Director
Pittsburgh Central Keystone Innovation Zone*

B. Partnerships: Venture Capital

This session addresses the common obstacle of lack of investor capital. Creative approaches used elsewhere will be highlighted, as well as specific strategies for Regional Councils to better connect capital with entrepreneurs. What steps are needed to attract investor attention to our early stage companies?

Moderator: Matthew Goldstein, *Chancellor, City University of New York*

Special Guests: Assemblymember Herman D. Farrell

- Martin Babinec, *Founder and Chairman
Upstate Venture Connect*

C. Partnerships: Workforce Development

A core advantage of a region will be the skills and talents within its community of residents and workers. This session will highlight successful techniques that link workforce development and higher education in ways that maximize skill attainment and employer attraction. How does a successful region prepare to employ the next generation of workers while keeping its current workforce competitive? How have strategic plans identified what employers need and what the education/workforce development system is producing?

Moderator: Mike Fishman, *President, SEIU-32BJ*

Special Guests: Assemblymember Keith Wright

Greg Floyd, *President, Teamsters Local 237*

Breakout Sessions #1



- Ted Gershon, *Associate VP, Community-Based Initiatives & Special Advisor – Economic Development*
Columbia University
- Larry Good, *Chairman*
Corporation for a Skilled Workforce
- Sherryl Weems, *Associate Vice Provost, Continuing and Professional Studies, Executive Director of the Educational Opportunity Center*
University at Buffalo

D. Success Stories: Manufacturing

The session recognizes the substantial decline in manufacturing employment but also the role of manufacturing in much of the state as a source of high-quality jobs. The goal will be to identify strategies for retaining and attracting sustainable manufacturing industries in NYS. What are commonalities among successful NYS manufacturers? What are they investing in, looking for, and planning ahead for? How are they using the assets of NYS to grow and be profitable?

Moderator: Vinny Alvarez, *President, New York City Central Labor Council*

Special Guests: Senator Thomas O'Mara

Assemblymember Sam Roberts

- Mark Pulver, *CEO*
Syracuse Castings
- Peter Strugatz, *Co-Founder and Managing Partner*
IceStone LLC

E. Small Business & Entrepreneurialism

This session recognizes that small businesses, MWBEs, and entrepreneurialism are the engine of economic growth throughout the nation and particularly in New York State. Every region in the State has untapped potential, and the leaders and decision makers need to know how to identify and make the most of these opportunities. How do we facilitate new startups and encourage nascent businesses and MWBEs? What are the benefits to the region of having a high level of MWBE and entrepreneurial activity?

Moderator: Mylan Denerstein, *Counsel to the Governor*

Special Guests: Senator Ruth Hassell-Thompson

- Jim King, *State Director*
NYS Small Business Development Centers
- Dean Bennett, *Empire State Development,*
Executive Director, MWBE

Breakout Sessions # 2



3:00 p.m.

Break

3:15 p.m.

Concurrent Sessions #2

F. Success Stories: Technology

The session underscores New York's position, economic infrastructure assets, and growth opportunities in nanotech, biotech and cleantech. How have successful regions built their economies around technology industries? What are the elements behind successful technology-based ventures? How can regions use a cluster strategy that goes beyond slogans and hype?

Moderator: Anthony Collins, *President, Clarkson University*

Special Guests: Senator Roy McDonald

Assemblyman Kenneth Zebrowski

- Dan Berglund, *President and CEO*
State Science and Technology Institute
- Gavin McIntyre, *Chief Scientist*
Evocative Design LLC
- Paul Tolley, *Executive Director*
Smart Systems Technology Commercialization Center

G. Success Stories: Agribusiness

Interest in this session crosses over all regions of the state, from fishermen in Montauk to dairy farms in the North Country through the Finger Lakes wineries and the fruit growers of Western NY. How are farms across New York adapting to evolving market challenges, while practicing responsible and sustainable environmental stewardship? What are the most successful strategies and partnerships?

Moderator: Commissioner Darrel Aubertine, *Agriculture & Markets*

Special Guest: Julie Suarez, *Director of Public Policy, NYS Farm Bureau*

- Doug O'Brien, *Deputy Under Secretary for Rural Development*
US Department of Agriculture
- John Noble, *CEO*
Synergy, LLC
- Laurie Griffen, *Co-Owner*
Saratoga Sod



H. Success Stories: Regional/Community Development

Partnerships are critical components of a successful regional strategic plan. This session will explore types of dynamic partnerships that are crucial building blocks for world-class regional economics. This session places strategy development in a global context, and offers examples of successful strategies in other regions nationally and internationally. What are examples of successful public-private and intergovernmental partnerships? What are the best ways to build partnerships among constituencies who traditionally see themselves as having little in common?

Moderator: David Skorton, President, Cornell University

- Bruce Katz, *Vice President and Founding Director
Metropolitan Policy Program
Brookings Institution*
- Tracey Grose, *Vice President and Director of Research &
Strategic Development
Collaborative Economics*

I. Performance Measurement

Regional Councils are required to include performance measures in their strategic plans. This session's focus on metrics and performance is fundamental to the success of the Regional Council initiative. What are some proven approaches for measuring strategy effectiveness at the regional level? What performance metrics can highlight successes and best practices, as well as cases where additional assistance may be needed?

Moderator: Cesar Perales, Secretary of State

Special Guests: Senator James Alesi

- Kenneth Poole, *Ph.D., Executive Director
Council for Community and Economic Research*
- David Post, *Strategy and Innovation Global Offering Lead,
Sustainability Strategy
IBM Corporation*
- Peter Kwass, *Principal
Mt. Auburn Associates*



4:15 p.m.

Break

4:30 p.m.

How to Win: Successful Strategic Plans

Moderator: Howard Glaser, Director of State of Operations

Special Guest: Assemblymember Joe Morelle

- Bruce Katz, *VP & Founding Director, Metropolitan Policy Program, Brookings Institution*
- Kenneth Adams, *President & CEO, Empire State Development, Commissioner, Department of Economic Development*
- Pat Foye, *Deputy Secretary for Economic Development*