



**Finger Lakes
Regional Economic
Development Council**

PROGRESS REPORT & RECOMMENDED PRIORITY PROJECTS: YEAR 5

DRAFT – AUGUST 18, 2015

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LETTER FROM THE CO-CHAIRS

[To be drafted]

OVERVIEW

The Finger Lakes region of New York State has reached a pivotal moment on the path to economic revitalization and is now poised to accelerate its transformation. The more than \$300 million in support that the state has provided the region over the last five years through the Regional Economic Development Council (REDC) process is bearing fruit and the Upstate Revitalization Initiative (URI) represents an once-in-a-lifetime opportunity to build upon this progress and further advance economic growth at a speed and on a scale previously unimaginable.

The region has arrived at this point due to the leadership and sustained commitment of Governor Andrew Cuomo and the New York State Legislature to not only revive the economy of upstate New York, but also – as in the case of the recent photonics institute award announced by Vice President Joe Biden – enable the Finger Lakes region to reclaim its historic role as a global center of technological innovation.

While the progress the Finger Lakes has witnessed over the last four years is substantial, the Council recognizes that serious challenges remain to be overcome and that economic opportunities need to be extended to more of the region's residents. The City of Rochester has some of the highest rates of poverty in the nation and is home to some of the state's poorest performing schools. Poverty is also a barrier to opportunity in many of the region's rural communities.

The Rochester-Monroe County Anti-Poverty Initiative (RMAPI), launched by the Governor last year, represents an historic effort to achieve the coordination and collaboration necessary to break the cycle of generational poverty and provide a path to employment for more of the region's residents. The Council is working closely with RMAPI to identify and develop strategies and new initiatives that will connect underserved residents with the resources and education and training programs needed to enter the workforce and share in the region's growing prosperity.

The key to the region's success has been the spirit of collaboration fostered by the REDC process which has enabled the region's leaders and stakeholders to set aside parochialism, break down barriers to progress, and create a shared vision for the future. The region's strategic plan and the contents of this Progress Report and URI proposal is the product of the efforts of more than 450 Work Group members whose guidance and contributions have been essential to the Council's work.

The funds invested by the state to date have allowed the region to strengthen key institutions, repurpose legacy assets, identify and support hubs of industrial activity and emerging technology sectors, revive communities, and improve the quality of life of the region's residents. State economic development support over the last four years has, in turn, created the confidence and momentum necessary to attract substantial additional investments. The evidence of the region's revival is overwhelming:

- A total of \$115 million in support has been committed by the New York State to the University of Rochester and the Rochester Institute of Technology as part of the American Institute for Manufacturing (AIM) Integrated Photonics to establish Rochester as the national headquarters

and facilitate efforts to make the region a global leader in an emerging field of technological innovation that will potentially generate thousands of jobs in the coming years.

- The \$800 million in private sector real estate investment planned and underway in Rochester – anchored by state support for the redevelopment of the Sibley Building and the Midtown Rising project – will create a Downtown Innovation Zone that revitalizes the region’s urban core and fosters the creation and growth of new technology companies.
- More than \$1 billion in planned new private investment in agricultural and food production projects in the Finger Lakes region are the product of state support for the workforce development, site infrastructure, R&D, and marketing programs necessary to enable growth and attract new food production companies.
- State support has catalyzed more than \$500 million in private sector development at College Town, CityGate, I-Square, and on the waterfronts of Canandaigua, Geneva, Penn Yan, and the Port of Rochester, creating new and vibrant focal points of business activity and residential life.
- With state support and leadership, Eastman Business Park (EBP) has overcome barriers to redevelopment and growth, added 1,400 non-Kodak jobs over the last four years, and is now poised to become a national hub of next generation manufacturing in energy storage technologies, biomaterials, and food processing.

Upstate Revitalization Initiative

An unprecedented opportunity now exists to build upon these achievements, strengthen the region’s core assets, and generate both immediate and sustained economic growth. The Finger Lakes' URI plan – which will be submitted to the state on October 5 – emphasizes the capabilities that make the region unique within New York State and enable it to compete nationally and globally.

The plan – which was based on an extensive and comprehensive quantitative and qualitative analysis – calls for strategic investments in core job drivers, or pillars, through which the Finger Lakes can achieve transformative growth, including Optics, Photonics, and Imaging, Agriculture and Food Production, and the development of Next-Generation Manufacturing and Technology hubs (EBP, STAMP, the Rochester Downtown Innovation Zone, and other key sites).

The URI plan also calls for investments in three core enablers – areas that facilitate and further spur economic growth within key pillar industries, including Pathways to Prosperity (efforts to reduce poverty and strengthen workforce development), Entrepreneurship and Development (support for early-stage business growth), and Higher Education and Research.

The Finger Lakes URI plan will catalyze significant regional economic growth and the Council has identified \$X billion in additional private investment, business activity, wage growth, and R&D funding, representing XXXX new jobs, that will be leveraged by state’s investment of \$500 million over five years.

A Record of Progress

This year’s report provides details on the progress of XXX projects that have received state support through the REDC and Consolidated Funding Application (CFA) process. These projects represent \$X.X

billion in total investment and XXXX new jobs. This report also identifies new projects that will accelerate progress in several key areas.

[Summary of progress over the last five years, new jobs, new establishments, unemployment rate, etc.]

2015 New York State Initiatives

The Council continues to develop and implement plans in response to the Governor's initiatives to strengthen key manufacturing sectors, reduce poverty, strengthen the region's SUNY institutions, expand exports, attract and grow new technology companies, rebuild communities after natural disasters, promote smart growth and sustainability, and support the state's veterans.

- **Regional Economic Cluster Plan:** [Text]
- **Opportunity Agenda/Rochester-Monroe County Anti-Poverty Initiative:** [Text]
- **SUNY 2020:** The Council is recommending state support for projects at Monroe Community College, SUNY Geneseo, and the Cornell University New York State Agricultural Experiment Station that focus on workforce development and business support and incubation.
- **Global NY:** The region continues to implement the Finger Lakes Global NY Plan developed last year and create the coordinated and comprehensive set of international trade services necessary to support existing exporters, enable more firms to enter global markets, and attract more foreign direct investment.
- **START-UP NY:** The START-UP NY program is an essential tool in creating the academic-private sector partnerships necessary to attract new companies and spur the growth of new firms based on academic innovation. Eight colleges and universities in the region are participating in START-UP NY and, to date, 12 companies have been accepted into the program.
- **Cleaner, Greener Communities Program:** [Text]
- **NYS Incubator Program:** State support for incubators and business support programs in high-technology, urban entrepreneurship, and food production have strengthened the region's ecosystem of business creation and growth.
- **Veterans:** Members of the Council's Veterans Task Force have been a driving force behind efforts to better coordinate support services and education and training programs available for veterans of the U.S. Armed Forces.
- **NY Rising:** State support and leadership have been essential to ongoing efforts to rebuild communities in Yates County after devastating storms in May 2014 and Ontario County after multiple storms over the last two years.

Key Regional Strategies

The Council's 2015 Progress Report emphasizes the following key strategies and initiatives:

- The Council continues to support partnerships between academia, industry, local government, and community organizations to expand access to workforce development programs and resources. These efforts are essential to maintain the region's competitive advantage in possessing one of the nation's most highly-skilling workforces, address the skills gap to fill a

growing number of positions in healthcare, manufacturing, and construction fields, and extend these opportunities to the region's underserved communities, displaced workers, and veterans.

- The Council continues to support the closer integration of the region's industry sectors and institutions of higher education. The Finger Lakes colleges and universities not only produce graduates with degrees in science and engineering at some of the highest per capita rates in the nation, but these institutions are also a source of technological innovation that can be translated into new products and companies. The Council will continue to leverage state programs – such as START-UP NY, the Centers of Excellence, Centers for Advanced Technology, Regional Technology Development Centers, Innovate NY, and Innovation Hot Spots – to accelerate the creation and growth of early-stage technology companies and foster the creation academic-industry R&D partnerships.
- The Council continues to support investments that will create hubs of next generation manufacturing and technological innovation and other sites that will enable the region to attract new companies and allow existing enterprises to expand their operations. The Council also continues to support efforts that will strengthen communities, enhance quality of life, and make the region a special place to live, work, and play.
- The Council continues to pursue strategies that will strengthen institutions and innovation in key regional sectors, including Advanced Manufacturing, Agriculture and Food Production, Business Services, Energy Innovation, Healthcare, Life Sciences, Optics, Photonics & Imaging, and Tourism and the Arts.

2015 Recommended Priority Projects

The Finger Lakes Regional Economic Development Council recommends the following transformative projects for funding:

[List of FLREDC 2015 Priority Projects]

Community & Local Government Engagement

[To be drafted]

Inter-Regional Collaboration

The Finger Lakes Regional Economic Development Council understands that many of the challenges and opportunities facing the upstate New York economy transcend regional boundaries and, therefore, require inter-regional solutions. In 2012, the Council's co-chairs were among the first to raise this issue, pointing out that many projects and programs, while located in one region, many provide economic benefit to others.

Over the last four years, the Finger Lakes region has supported numerous projects and programs that will foster economic activity across upstate New York, many of these were developed in collaboration with other regional councils and institutions in other parts of the state.

The most prominent example of this collaboration is the **STAMP** project in Genesee County. The project has the potential to generate significant economic opportunity in both the Finger Lakes and Western New York regions. In fact, while located in the Finger Lakes region, the STAMP site is closer to downtown Buffalo than it is to Rochester. Leaders of both the Finger Lakes and Western New York REDCs have thrown their support behind this project.

The University of Rochester and RIT partnered with SUNY Polytechnic Institute on the successful **AIM Photonics** application with the Department of Defense, which will consist of more than \$600 million in federal, state, and private sector investment. While the institute will be headquartered in Rochester, the initiative will generate substantial economic activity with partnering companies and institutions in the Capital, Mohawk Valley, New York City, Southern Tier, and Western New York regions. The Council also support's programs located at SUNY Poly's Smart System Technology Commercialization Center in Canandaigua and the Solar Rochester facility in Greece.

While based in Rochester and an affiliate of the University of Rochester, **Excell Partners** manages two state-supported funds – a \$5.1 million in Innovate NY funds and \$2 million Minority- and Women-owned Business Enterprises Investment Fund – that provide seed- and early-stage support to businesses across the state.

Cornell University Agriculture and Food Technology Park in Geneva is operated by Cornell University (Southern Tier) and its incubation and business support programs, many of which have been funded at the request of the Finger Lakes Regional Economic Development Council, support farmers and food processors across upstate New York.

For the last six year, Greater Rochester Enterprise has hosted the **Upstate NY Trade Conference** which attracts business executives representing a cross section of regional manufacturers, international service providers, and government partners from throughout New York State and connects companies with the resources and expertise necessary to increase exports, enter new international markets, and generate direct foreign investment.

High Tech Rochester was awarded a five-year, \$6 million New York State Energy Research & Development Authority (NYSERDA) sponsored initiative that aims to accelerate the commercialization of clean energy innovations across Upstate New York. New Energy Xcelerator in UpState NY (NEXUS-NY) is

a clean energy proof-of-concept center that works with several universities, including the University of Rochester, Rochester Institute of Technology, the University at Buffalo, and Cornell University to provide early-stage support to enables the development and validation of promising clean energy technologies that are, or will become, the platform for start-up companies located in New York State.

[Other examples]

PROGRESS

State of the Region

[Introductory text]

General Economic Indicators

[Data being compiled]

- For the Private and Public Sector:
 - Number of Establishments
 - Average Annual Private Sector Employment (compared to NYS)
 - Average Annual Public Sector Employment (compare to NYS)
 - Total Annual Wages
 - Average Annual Wages (compare to NYS)
- Total for Region
 - Number of Establishments
 - Average Annual Employment (compared to NYS)
 - Average Annual Unemployment (compared to NYS)
 - Total Annual Wages
 - Average Annual Wages (compared to NYS)
- Gross Metropolitan Product
- Value of Regional Exports and Change in Exports Value

Quality of Life Indicators

Share of residents lacking health insurance

	2008	2013	Change from 2008
Finger Lakes Region	10%	10%	0%
New York State	13%	12%	-1%

Source: Census Bureau, Small Area Health Insurance Estimates (SAHIE)

Poverty status of residents

Finger Lakes Region	2000	2009-2013	Change from 2000
Total	10%	14%	3%
0 to 4	16%	23%	7%
5 to 14	14%	19%	5%
15 to 24	17%	23%	6%
25 to 34	11%	16%	6%
35 to 44	8%	12%	4%
45 to 54	6%	10%	4%
55 to 64	7%	8%	1%
65 to 74	6%	6%	0%
75+	8%	8%	0%

New York State	2000	2009-2013	Change from 2000
Total	15%	15%	1%
0 to 4	21%	24%	3%
5 to 14	20%	21%	1%
15 to 24	21%	22%	1%
25 to 34	14%	15%	1%
35 to 44	12%	13%	1%
45 to 54	10%	11%	2%
55 to 64	11%	11%	0%
65 to 74	10%	10%	0%
75+	12%	13%	0%

Source: Census Bureau, 2000 Census and 2009-2013 American Community Survey 5-Year Estimates

Migration

	2006 to 2007	2011 to 2012	5 Year Trend
Stayed in Finger Lakes Region	94%	98%	4%
Left Finger Lakes region	6%	2%	-4%
Left New York State	3%	1%	-2%

Source: Internal Revenue Service, Statistics of Income Migration Data

Commuting (% working in region of residence)

	16+ Population	% who Work and Reside in Region
Resides in Finger Lakes Region		
Region	560,363	96%
Works in Finger Lakes Region	557,641	96%

Source: CTPP based on 2006-2010 American Community Survey 5-Year Estimates

Estimated visitor spending

	2009	2014	Change from 2009
Finger Lakes Region	\$1,347,376,851	\$1,556,617,544	16%
New York State	\$45,777,047,866	\$62,454,968,651	36%

Source: Oxford's Economic Impact of Tourism

Note: Figure follows the NYEDC regional definition

Status of Past Priority Projects

PRIORITY PROJECT STATUS

Sixty seven priority projects in the Finger Lakes region have received a capital award through the ESD Grant Funds program over the last four years. These projects represent \$534 million in total investment, leveraging \$60 million in state support by a more than 9 to 1 ratio.

Status Column Key

Green - Project is on schedule.

Yellow - Some concerns or project is progressing more slowly than anticipated.

Orange- Project contract not yet executed.

Red - Project concerns need to be resolved.

Blue - Project is complete.

Black - Project canceled or funding declined.

Rd	CFA #	Project Sponsor	Project Name	CFA Award	Project Total	Status
1	4883	Finger Lakes Health Systems Agency	High Blood Pressure Collaborative Capital	\$300,000	\$1,078,630	Blue
1	6361	Greater Rochester Enterprise	Regional Internal Harvesting and Economic Gardening Working Capital	\$200,000	\$400,081	Blue
1	7136	University of Rochester	Health Sciences Center for Computational Innovation Capital	\$3,300,000	\$11,175,000	Blue
1	2423	Finger Lakes Cultural & Natural History Museum	Finger Lakes Museum Capital	\$1,500,000	\$3,600,125	Green
2	18799	CNG One Source of New York, Inc.	CNG One Source of New York Capital	\$300,000	\$2,000,000	Black
2	14283	Quorum Group, LLC	Quorum Group Capital	\$150,000	\$1,592,000	Blue
2	17054	Geva Theatre Center	The Geva Theatre Center Capital	\$100,000	\$491,600	Blue
2	17157	Town/Village of East Rochester	Eyer Building Development Capital	\$200,000	\$9,000,000	Blue
2	18082	Little Theatre Film Society	Little Theatre Film Society Capital	\$180,000	\$390,000	Blue
2	18460	OptiPro Systems, Inc.	OptiPro Systems Capital	\$50,000	\$250,000	Blue
2	18770	Val Tech Holdings, Inc.	Val Tech Holdings Capital	\$100,000	\$553,000	Blue
2	19459	Drasgow, Inc.	Drasgow Capital	\$125,000	\$920,000	Blue
2	13901	College Town Rochester, LLC	College Town Rochester Capital	\$4,000,000	\$92,400,000	Green

2	14659	Host Resident Partners, LLC	Hilton Garden Inn Capital	\$250,000	\$8,560,000	Green
2	15079	University of Rochester	The Health Sciences Center for Computational Innovation Capital	\$5,000,000	\$12,000,000	Green
2	16253	Center Street Business Center, LLC	Center Street Business Center Capital	\$50,000	\$1,500,000	Green
2	16767	Midtown Tower LLC	Midtown Tower Capital	\$4,000,000	\$57,699,000	Green
2	16922	Monroe Community College	Multiple Pathways to Middle Skills Jobs project Capital	\$300,000	\$1,000,000	Green
2	17352	TOPTICA Photonics, Inc.	Toptica Photonics Capital	\$120,000	\$465,000	Green
2	18009	Rural Opportunities Inc.	Pathstone Capital	\$2,000,000	\$3,800,000	Green
2	18502	Once Again Nut Butter Collective, Inc.	OANB Capital	\$300,000	\$3,500,000	Green
2	18828	Genesee County IDA	Western NY Science, Technology and Advanced Manufacturing Capital	\$500,000	\$2,102,100	Green
2	19604	Rochester Institute of Technology	Golisano Institute for Sustainability Capital	\$5,000,000	\$15,000,000	Green
2	16766	Seneca BioEnergy, LLC	Seneca BioEnergy Capital	\$100,000	\$275,000	Yellow
2	19736	High Tech Rochester, Inc.	High Technology of Rochester's Business Accelerator Capital Phase 1b	\$2,500,000	\$15,420,000	Yellow
3	30227	Arnold Magnetics Expansion Project	Arnold Magnetics Technologies - Capital	\$600,000	\$21,000,000	B or R
3	27234	Sibley Redevelopment Phase II NMTC, LLC	Sibley Redevelopment Capital	\$500,000	\$1,500,000	Green
3	28155	Roberts Wesleyan College	Nursing and Science building expansion	\$250,000	\$10,402,867	Green
3	28157	City of Canandaigua	Canandaigua Lakefront Capital	\$1,500,000	\$10,625,000	Green
3	29462	Rochester Institute of Technology	Rochester Institute of Technology CUE Capital	\$1,000,000	\$6,700,000	Green
3	30079	City of Rochester	City of Rochester - Rochester Public Market Phase I Capital	\$500,000	\$8,328,000	Green
3	30173	Nazareth College of Rochester	Nazareth College of Rochester Capital	\$250,000	\$15,800,043	Green

3	30266	Hobart & William Smith College	Hobart and William Smith Performing Arts Center Capital	\$1,000,000	\$22,000,000	Green
3	30288	Seneca County	Seneca County Sewer Capital	\$250,000	\$6,493,490	Green
3	31288	Rochester Institute of Technology	Rochester Institute of Technology - MOVPE Capital	\$300,000	\$1,545,585	Green
3	31823	St. John Fisher College	Integrated Health Sciences Building	\$250,000	\$11,494,000	Green
3	32162	University of Rochester	Medical research equipment Capital	\$500,000	\$1,000,000	Green
4	38005	Boys & Girls Clubs of Rochester Inc.	Building Expansion Project Capital	\$100,000	\$500,000	Green
4	38763	St. John Fisher College	Integrated Health Sciences Building	\$250,000	\$1,894,000	Green
4	38988	Open Space Institute	Letchworth Nature Center	\$200,000	\$3,745,650	Green
4	39022	Stepping Stones Learning Center	Stepping Stones Learning Center Capital	\$100,000	\$250,000	Green
4	39313	Genesee/Finger Lakes Regional Planning Council	GAIN Capital	\$3,000,000	\$3,000,000	Green
4	39352	Margaret Woodbury Strong Museum	Gallery Renovations	\$200,000	\$4,000,000	Green
4	39473	City of Rochester	City of Rochester Public Market Capital	\$1,500,000	\$8,328,000	Green
4	39493	Morgan-LeChase Development LLC	Canandaigua Lake Development	\$1,000,000	\$19,750,000	Green
4	40374	Finger Lakes Cultural & Natural History Museum	Finger Lakes Museum Capital	\$200,000	\$1,928,500	Green
4	40402	Genesee Biogas, LLC	Genesee Biogas Capital	\$1,500,000	\$6,960,000	Green
4	40492	Seneca County	Seneca County Capital	\$750,000	\$6,493,490	Green
4	40955	University of Rochester	University of Rochester Data Science Building Phase I	\$1,500,000	\$5,000,000	Green
4	41005	Keuka Lake Hotel LLC	Keuka Lake Hotel Capital	\$750,000	\$12,050,000	Green
4	41080	Foodlink, Inc.	Foodlink Capital	\$750,000	\$3,850,380	Green
4	41386	Anthony J. Costello & Son Development LLC	CityGate	\$500,000	\$1,197,268	Green
4	41413	Monroe County	Frontier Field Improvements	\$1,500,000	\$4,800,000	Green
4	41959	LVM Materials LLC	Business Expansion	\$25,000	\$150,000	Green

4	41993	Roberts Wesleyan College	Roberts Wesleyan College Capital	\$250,000	\$9,056,353	Green
4	42282	Anthony J Costello & Son Development, LLC	Create Public Venue on Erie Canal At CityGate	\$250,000	\$3,102,646	Green
4	42291	Rochester Institute of Technology	MAGIC Laboratory Construction Project	\$1,500,000	\$21,000,000	Green
4	42662	Ontario County IDA	Ontario County IDA Capital	\$100,000	\$640,000	Green
4	43011	New York Wine Industry Association	Green Wastewater Treatment System	\$300,000	\$800,000	Green
4	43012	Photonics Industry Association of New York	Photonics Industry Association of New York	\$400,000	\$1,227,350	Green
4	43160	High Tech Rochester, Inc.	High Technology of Rochester's Business Accelerator Capital Phase 1c	\$3,150,000	\$15,420,000	Green
4	40760	Keuka College	Center for Business Analytics and Health Informatics	\$250,000	\$500,000	Orange
4	40864	FermCo, Inc.	Establish Bioscience Manufacturing Center	\$2,000,000	\$29,500,000	Orange
4	43394	American Fuel Cell	Establish Business in Eastman Business Park	\$500,000	\$1,045,000	Orange
4	42142	Seneca BioEnergy, LLC	Biodiesel Production Project	\$250,000	\$4,250,000	Red
4	43217	MICROrganic Technologies Inc.	Commercialization of Bioelectrochemical Systems	\$100,000	\$1,000,000	Red
4	43343	Photonics Industry Association of New York	Finger Lakes Regional Center for Advanced Optics Manufacturing	<u>\$275,000</u>	<u>\$2,747,500</u>	Yellow

Totals: \$60,375,000 \$534,246,658

SUMMARY OF ALL PAST PRIORITY PROJECTS

Round 1

Total projects: 4

Blue: 3

Green: 1

Yellow: 0

Red: 0

Orange: 0

Black: 0

Round 2

Total projects: 21

Blue: 7

Green: 11

Yellow: 2

Red: 0

Orange: 0

Black: 1

Round 3

Total projects: 12

Blue: 0

Green: 11

Yellow: 0

Red: 0

Orange: 0

Black: 0

TBD: 1 (CFA # 30227, Arnold Magnetics Expansion, "black" or "red", our office/ESD will confirm its status)

Round 4

Total projects: 30

Blue: 0

Green: 24

Yellow: 1

Red: 2

Orange: 3

Black: 0

LEVERAGE OF STATE INVESTMENT IN ALL PRIORITY PROJECTS

Round 1

Total projects: 4

Total project cost: \$16,253,836

Total amount of ESD Capital Awards: \$5,300,000

Ratio of TPC to ESD Capital Awards: 3 to 1

Round 2

Total projects: 20 (count excludes one “black” project, CFA # 18799, CNG One Source of New York Capital Project)

Total project cost: \$226,917,700

Total amount of ESD Capital Awards: \$25,025,000

Ratio of TPC to ESD Capital Awards: 9 to 1

Round 3

Total projects: 11 (count excludes one possible “black” project, CFA # 30227, Arnold Magnetics Expansion Project; our office/ESD will confirm its status)

Total project cost: \$95,888,985

Total amount of ESD Capital Awards: \$6,300,000

Ratio of TPC to ESD Capital Awards: 15 to 1

Round 4

Total projects: 30

Total project cost: \$174,186,137

Total amount of ESD Capital Awards: \$23,150,000

Ratio of TPC to ESD Capital Awards: 8 to 1

Status of All Projects Awarded CFA Funding

[Data being compiled by ESD]

AGGREGATED STATUS OF ALL PROJECTS (dashboard)

DETAILED LIST OF PROJECTS DELAYED OR TERMINATED (table)

LEVERAGE OF STATE INVESTMENT IN ALL CFA PROJECTS

JOB CREATION (table)

IMPLEMENTATION AGENDA

Implementation of 2015 State Priorities

The Finger Lakes Regional Economic Development Council continues to develop and implement plans in response to the Governor's initiative to reduce poverty, strengthen the region's SUNY institutions, expand exports, attract and grow new technology companies, rebuild communities after natural disasters, promote smart growth and sustainability, support the state's veterans, and strengthen key manufacturing sectors.

Regional Economic Cluster Plan

[Section under development]

Opportunity Agenda/Rochester-Monroe County Anti-Poverty Initiative
[Section under development]

SUNY 2020

SUNY 2020 Challenge Grant Program was created to elevate SUNY and the State of New York to the top of global standards for affordable, world-class education and enable regional economic growth across New York State.

In 2014, the Finger Lakes Regional Economic Development Council established a SUNY 2020 Work Group as a subcommittee of the Higher Education Work Group to bring together leaders from the region's SUNY institutions to identify opportunities for capital development projects that support SUNY campuses and the surrounding communities. While the Council fully supports this program, the Finger Lakes remains the only region in the state yet to receive a SUNY 2020 award.

Finger Lakes SUNY 2020 Priority Projects

This year, the Finger Lakes Regional Economic Development Council is recommending three projects for funding in Round 4 of the SUNY 2020 Challenge Grant Program.

MCC Finger Lakes Regional Center for Workforce Development at Eastman Business Park: Project will expand training programs that prepare workers for in-demand middle skill trades and manufacturing occupations in a variety of industrial, mechanical, and electrical fields. Regional demand for workers with these skills is particularly acute in fields like advanced manufacturing and optics, a need which will grow as the new AIM Photonics initiative is implemented. The new center will offer comprehensive, accelerated training programs in a fully equipped facility. As envisioned by Governor Cuomo's Next Generation Job Linkages program, the proposed training center, which will be located at Eastman Business Park, will demonstrate a direct link between education and industry, and will provide an employee pipeline to companies drawn to the region by programs like START-UP NY.

SUNY Geneseo Center for Entrepreneurship, Innovation, and Economic Development (CEIED): Project will create a consolidated location for the SUNY Geneseo VentureWorks Entrepreneurship Program, the Geneseo Small Business Development Center (SBDC), an innovative makerspace, a business incubator, and space designated for START-UP NY. This one-stop shop will enable business owners and entrepreneurs throughout the region to access the services and expertise necessary to build and grow businesses. The new center will strengthen the existing academic-industry partnerships already established by the Geneseo SBDC and VentureWorks and build on Geneseo's national reputation to become a driving force for economic development in the Finger Lakes.

Cornell University Food Venture Center at the New York State Agricultural Experiment Station: Project will modernize and expand the Food Venture Center at the New York State Agricultural Experiment Station to help meet the strong and growing demand for Taste NY local farm-based products. The project – which was identified as a priority in last year's Progress Report – will update infrastructure to strengthen business support and incubation and will also expand classroom and lecture space by adding distance learning capabilities to allow technical training and certificate courses to be taken by more food-based businesses. Funding will put the Food Venture Center back on a path to being a state-of-the-art food processing and technical innovation center and will eventually house a new Agricultural Sciences Research Lab.

Global NY

The Finger Lakes region is one of the largest exports markets in the U.S. The Rochester Metro Area accounted for more than 5.7% of New York's merchandise exports in 2014, making it the second largest exporting region in the state behind New York City. On a per capita basis, the region outranks metropolitan economic engines such as Philadelphia, Dallas, Atlanta, and D.C.

Businesses in the region exported more than \$7.5 billion in chemicals, communications equipment, commercial and services machinery, precision instruments, computer and electronic products, royalties, business services, and food and manufactured goods, in 2014.

These exports are creating new career opportunities and providing a valuable boost to regional employment. According to the U.S. Chamber of Commerce, one in four manufacturing jobs depends on exports and one in three acres on American farms is planted for export. The Finger Lakes region currently possesses more than 42,200 export-supported jobs, particularly in growing regional industry clusters such as manufactured goods which added 4,114 jobs since 2003. Engineering, financial, tech, and support services added 3,407 export-related jobs, and education and healthcare services added 1,697 jobs. This growth is compensating for the sharp losses in the chemical, transportation, and machinery manufacturing space, which now only account for 10,504 jobs down from a peak of 24,367 jobs in 2006.

Companies in nearly every county in the Finger Lakes region can now capitalize on Foreign-Trade Zone (FTZ) benefits which include the reduction and/or elimination of import duties on goods used in manufacturing products. For example, Bloomfield-based Crosman Corporation established the first FTZ in Ontario County in September 2014 and the company is poised to add an estimated 25 new jobs over the next three years. The FTZ allowed Crosman to level the international playing field and made it feasible for American workers to manufacture and assemble products in Ontario County instead of China. Crosman's goal over the next three years is to reshore the production of 30,000– 50,000 air-powered pellet guns currently made in Asia. Crosman also anticipates the FTZ will lead to increased demand for domestic suppliers, many of which are NYS-based, specifically in the counties of Monroe, Wayne and Ontario.

Regional exporters continue to reap the benefits of existing trade agreements with 32% of the Rochester metro's merchandise exports going to North American Free Trade Agreement (NAFTA) Countries, Canada and Mexico. In 2014, approximately \$53 million of exports went to the Dominican Republic-Central America-United States Free Trade Agreement (CAFTA-DR) region. And \$2.24 billion (43.5%) of exports went to the 11 countries that are part of the proposed Trans-Pacific Partnership (TPP).

The Rochester Metro Area continues leads upstate and Western NY peers with exports as a percentage of GDP, Rochester (10.1%), Buffalo (9.8%), Albany (9.0%), and Syracuse (8.0%). While chemical exports continue to decline, the Rochester Metro Area is making solid gains in key industry sectors, including: Food & Beverage Products, Fabricated Metal Products, Computer & Electronic Products, Financial Services, Travel & Tourism, and Industrial Machinery.

Excluding chemicals, real exports for the Rochester Metro Area increased \$1 billion to \$5.9 billion since 2007. Exports of manufactured goods has increased by \$1.2 billion since 2003, comprising a 5.4% share of Rochester region's Gross Domestic Product.

Approximately 95% of the world's customers are located outside U.S. borders, and less than 1 percent of U.S. companies export. More than half of these exporters sell to only one market. Historically Rochester's export strength was powered by a few large companies. If the region is to maintain its leadership position in international business much work needs to be done to connect the region's approximately 2,300 small to mid-sized manufacturing and service companies to the resources and talent necessary to successfully complete international transactions. Leading regional economists predict the Finger Lakes Region's exports share of total GDP growth could see positive gains and be a competitive advantage for the region if international trade initiatives such as those outlined by the Finger Lakes Global NY workgroup are supported and encouraged, particularly in the key regional growth sectors including; Photonics, Optics and Imaging (POI); Agriculture and Food Production, Next Generation Manufacturing and Technology.

Upstate NY Trade Conference

GRE has hosted the Upstate NY Trade Conference for six consecutive years with an agenda developed by the GRE Trade Council and the FL Global NY Work Group. In 2015, 38 speakers led educational sessions on topics including International Marketing & Communication, Emerging Markets & Technologies, Foreign-Trade Zones, Cross Border Management, International Tax & Trade Finance, and International Support Programs and Grant Opportunities. The conference attracted more than 250 international business executives representing a cross section of regional manufacturers, international service providers, and government partners from throughout New York State and eight additional states, including Pennsylvania, Massachusetts, Florida, Texas, Ohio, Michigan, Virginia, and Washington D.C., and representatives from Denmark and Netherlands.

Strategies & Goals

Build export capacity of small and medium enterprises (SMEs) to create jobs

Minimize real and perceived export barriers by increasing awareness of export opportunities. Develop a technical training and capacity building trade support system that not only provides best-in-industry training, but also draws on and connects SMEs to successful, large local exporters with global experience and connections. Place an emphasis on streamlining export services that complement the organic training of the SMEs.

Catalyze under-exporters and provide targeted export interventions

Identify under-exporting manufacturers and service providers in key industry sectors and provide market analysis, ongoing case management and peer networking to increase the number of companies exporting and market access.

Improve the export pipeline for small businesses

Encourage companies to proactively pursue exports by providing training to economic development professionals and creating a comprehensive, coordinated, and centralized system of regional export services to diversify the types of companies exporting.

Promote the Finger Lakes Region’s global advantage

Strategically market the region’s strengths and key industry sectors as solutions for global business challenges to increase and attract international investment.

2015 Priority Project and Initiative Recommendations:

[List]

Implementation Items:

Strategy	Progress	Future Actions
Connect FLREDC priority projects to the Global NY Agenda and the Finger Lakes Global NY effort and promote the region’s success in exporting.	Since the creation of the Finger Lakes Global New York workgroup in 2014 and the announcement of the Global NY, international trade initiatives and priorities are now part of the ongoing regional economic development discussion. In 2015, the Global NY Work Group reviewed 22 NYS CFAs related to Global NY strategies and goals.	Continue to inform key regional economic development stakeholders on the status of international business progress, opportunities, and challenges. Develop relationships to increase the information flow from ESD to increase connectivity between FLREDC and projects that advance Global NY goals.
Increase collaboration with the Western and Central New York REDC Global NY Workgroups to promote export opportunities to manufacturers and to market the region for increased Foreign Direct Investment (FDI).	Western, Central, and Finger Lakes REDC Global NY Work Group co-chairs have co-hosted and coordinated cross-promotional marketing efforts for more than 25 international trade workshops, seminars, and programs targeted towards small- to mid-sized exporters in key industry sectors. Participants: Central New York International Business Alliance, World Trade Center Buffalo Niagara, and the Greater Rochester Enterprise Events: 2015 Upstate NY Trade	Increase communication, collaboration, and marketing of significant international trade initiatives and events that benefit companies across New York State. Leverage connectivity and networking opportunities provided through federally established regional trade organizations including the Upstate New York District Export Council and U.S. Small Business Administration Buffalo District Office International Trade Task Force.

	<p>Conference, World Trade Center Buffalo Niagara World Trade Day, ExportNY Program - Helping New York Businesses Achieve Global Success, and several other events focused on export compliance and specific international markets such as NAFTA, Canada, China, and Japan.</p> <p>FL Global NY Work Group has hosted several private meetings for key international investment stakeholders, including senior U.S. Department of Commerce staff stationed at U.S. Embassies who work closely with the SelectUSA office to encourage foreign investment in the US.</p>	
<p>Develop and incorporate an export ready assessment, consulting, and strategic international business component into regional business creation, retention, and expansion efforts.</p>	<p>To date, export related projects valued at \$239,000, have been conducted for five companies in the Finger Lakes region. Project scopes ranged from export compliance assistance, and sales and distribution agreements, to new product compliance testing, and language translation.</p>	<p>Identify and secure additional funding sources to continue the Export Assistance Program and increase and expand program eligibility and outreach. Collaborate with the Center for Emerging and Innovative Sciences, Center for Integrated Manufacturing Studies, Rochester Technology & Manufacturing Association, Rochester Regional Photonics Cluster, and the Finger Lakes Food Processing Cluster to raise awareness and connect with companies throughout the region with high export potential.</p>
<p>Attract world-class talent and new wealth in the form of Foreign Direct Investment (FDI) to the Finger Lakes region building on Global NY and START-UP NY through regional marketing initiatives.</p>	<p>The region has recently attracted significant FDI from companies such as Love Beets USA (United Kingdom joint venture with LiDestri Foods), Alpina Foods (Columbia), Barilla (Italy), Bonduelle (France), Intrinsic Materials (United Kingdom),</p>	<p>Utilize the Finger Lakes Business Accelerator Cooperative and Hot Spot Consortium to connect with emerging technology companies throughout the region. Support and promote exporting companies locating at Eastman Business Park, STAMP, and other</p>

	<p>DNV GL (Netherlands), Muller Quaker Dairy (Germany), Omni-ID (United Kingdom), ORAFOL (Germany) and Quintel Solutions (United Kingdom).</p>	<p>sites located throughout the region. Leverage the Empire State EB-5 Regional Center to support companies with international trade and FDI efforts.</p>
<p>Identify and promote greater academic-industry partnerships to retain the highly skilled international workforce emerging from the region’s 18 colleges and universities.</p>	<p>Preliminary exploration and discussion by FL Global NY Work Group members regarding the obstacles faced by international business students seeking employment in U.S. firms, including difficulty in participating in federal work-study programs, visas that limit off-campus work opportunities, and immigration laws that offer no direct path from graduation from an U.S. university to gaining permanent residence.</p>	<p>Collaborate with the FLREDC Higher Education and Workforce Development Work Groups as well as appropriate legal counsel to identify highly qualified international students, match them with employers, and develop potential solutions.</p>
<p>Expand the diversity of the GRE Trade Council and the Global NY Work Group by continuing to convene a vast network of exporters, service providers, government partners, and champions to increase exports by building on past successes.</p>	<p>For more than 20 years the Rochester business community has convened a council of international trade experts, to assist small- and medium-sized firms and connect them to regional trade resources. Now known as the GRE Trade Council and FL Global NY Work Group, international trade practitioners’ expertise includes global logistics, finance, legal, tax, human resources, compliance, government regulation, market entry, supply chain, education and translation.</p>	<p>Guide the implementation of the Finger Lakes Global NY export strategy. Increase collaboration among additional existing regionally-based federal, state and local international service providers. Key stakeholders include High Tech Rochester, International Sister Cities of Rochester, Monroe County Finger Lakes Procurement Technical Assistance Center, New York Small Business Development Center, Rochester Global Connections, U.S. Customs, U.S. Department of Commerce Export Assistance Center, and U.S. Small Business Administration.</p>

Cleaner, Greener Communities Program

[Section under development]

START-UP NY

The STARTUP-NY program – launched by Governor Cuomo in 2014 – is a critical economic development tool allowing the region to create jobs, attract and retain new companies to the area, and grow the economy by leveraging the ideas and talent emerging from the Finger Lakes’ colleges and universities. The incentives offered through STARTUP-NY are an important part of the constellation of support programs – which include other important New York state initiatives like Innovation Hot Spots, the New York State Innovation Venture Capital Fund, and the Innovate NY Fund – which foster the development of early-stage technology companies.

In 2015, the Finger Lakes Regional Economic Development Council collaborated with its area institutions of higher education to promote and expand the STARTUP-NY program. Sponsoring institutions are establishing partnerships with companies that align with their academic and research missions, leverage incubators, strengthen industrial parks, facilitating training, educational and mentoring opportunities for students, and providing access to shared research facilities and centers.

While the Finger Lakes region is home to 19 colleges and universities, it lacks the two main components envisioned as core to the STARTUP-NY program: a major SUNY research center and a major SUNY campus within the region’s urban center, the City of Rochester. Despite these challenges, Finger Lakes institutions were among the first schools to participate in the program and are among the most active in the state.

The program continues to gain momentum in the region. In 2015, nine new companies were accepted into the program. Eight schools in the region participating in the program and have made more than 400,000 sq. ft. and 300 acres available for the program. The 12 firms currently participating in the program have committed to invest \$9.5 million and create more than 360 jobs. Several companies have exceeded or are expected to surpass first year hiring commitments.

The region has also hosted Leslie Whatley, Executive Vice President for the START-UP NY program, for three roundtable discussions at SUNY Geneseo, Finger Lakes Community College, and RIT to help broaden collaborations among higher education institutions and New York State, as well as share ideas that promote the success of the START-UP NY program.

Finger Lakes Community College – 18 new jobs; \$465,000 investment

Construction Robotics is developing a Semi-Automated Masonry (SAM) system that will potentially revolutionize the masonry industry by bringing robotics and automation to construction sites. The company will partner with the Finger Lakes Community College Instrumentation and Control Technologies Program and locate in a vacant manufacturing facility in Victor, NY. It already employs several FLCC alumni and will offer internships to current students. Construction Robotics is committing to create eight new jobs and invest \$325,000.

Idea Boxx is the exclusive agent for ProNatural Brands, a new line of proprietary formulated and environmentally friendly products for cleaning, sanitizing, and disinfecting, primarily for the food service and healthcare industries. The company is developing unique delivery devices that work with the

ProNatural Brands product line and will partner with the Finger Lakes Community College Instrumentation and Control Technologies Program to offer an internship program for students. Idea Boxx will relocate their existing operations to a vacant manufacturing facility in Victor, NY near the FLCC campus. The company is committing to create 10 new jobs and invest \$140,000.

Keuka College – 17 new jobs; \$140,000 investment

Sensored Life is a designer and manufacturer of MarCELL, a home monitoring device for monitoring temperature, humidity, power, and water leaks that utilizes cellular networks to return data to its servers. The company is ready to take the product and service to the market and will be hiring new employees, including software engineers, hardware designers, customer service personnel, and warehouse workers. Sensored Life will locate in the Keuka Business Park and create 17 net new jobs while investing \$140,000.

Rochester Institute of Technology -- 129 new jobs; \$4.96 million investment

Datto is a high-tech provider of hardware-based, on- and off-site backup, disaster recovery and intelligent business solutions to the Managed Service Provider channel. Datto's products and services enable businesses of all sizes to mitigate downtime in the event of catastrophic event, including natural disasters, emergencies, technical failures, or other circumstances. The company is new to New York State and has located its operations in the RIT's Center for Urban Entrepreneurship (CUE) in Rochester.

[Job creation and investment]

ClearCove Systems, a graduate of RIT's Venture Creations incubator, is a renewable energy company that has developed technologies that transform wastewater treatment plants into renewable energy resources. The company has tested its technology at two upstate wastewater treatment plants and plans to implement its first full-scale operation at the Bath (Steuben County) wastewater plant in 2015. Clearcove Systems will locate its headquarters to CUE and create 23 new jobs while investing \$3.98 million.

Darkwind Media, another graduate of Venture Creations, develops gaming software and provides consulting services to other game development studios. The company is expanding to meet international demand for its game porting and services. Darkwind Media will be headquartered at CUE and will create 11 net new jobs while investing \$431,000.

Optel provides a variety of services to companies in the medical device field. Optel ensures compliance with the requirements of the U.S. FDA's current Good Manufacturing Practices, European medical device standards, and other medical device manufacturing requirements throughout concept, design, and manufacturing phases. Optel will be headquarter at Venture Creations and will create 18 new jobs while investing \$285,000.

SUNY Brockport – 8 new jobs; \$2.06 million investment

Precision Optical Transceivers is a manufacturer of optical transceivers and accessories used in cable and telecommunications networks. The company has developed proprietary Electrically Erasable

Programmable Read-Only Memory coding technology and production processes to enable the rapid delivery of transceivers to customers. Precision Optical is currently operating in Brockport and will locate new employees to the SUNY Brockport MetroCenter in downtown Rochester. The company will create eight net new jobs and invest \$2,060,000.

University of Rochester – 191 new jobs; \$1.874 million investment

Temida (d/b/a eStork) has developed a web-based platform that brokers transactions of operating room supplies to hospitals at lower unit costs, reducing their overall expenditures. Temida is a graduate of the High Tech Rochester (HTR) LaunchPad software development program. The company will locate to the High Tech Rochester Lennox Tech Enterprise Center in West Henrietta and is committing to create 21 new jobs and invest \$35,000.

FillShift is a software development company offering industries a unique staffing solution to lower employer costs through a web-based application that fills open shifts from a business' existing workforce or agency partners. The FillShift automation technology uses a proprietary matching algorithm to create an efficient and effective addition to scheduling or payroll software. The company will locate at Lennox Tech Enterprise Center and is committing to create seven new jobs and invest \$50,000.

Dogways is an early stage software company that has developed a mobile and web application that allows dog owners and businesses to create or find activities for pets through a daily personalized event calendar and activity feed. Dogways is a graduate of the LaunchPad program and the company will be located at Lennox Tech Enterprise Center. It is committing to create 31 new jobs and invest [\$].

PharmAdva is a University of Rochester Medical Center healthcare technology spin-off that is expanding operations to facilitate growth of manufacturing, distribution, and support. The company is launching a medication dispensing system that will extend the independence of elderly patients on multiple medications and reduce medical claims costs. PharmAdva, which is located at Lennox Tech Enterprise Center, will create 132 new jobs and invest \$1.789 million.

NYS Incubator Program

The Finger Lakes is upstate New York’s premier hub for technological innovation. The region possesses a broad foundation of leading university-based research programs, innovative companies, and a coordinated and robust ecosystem of incubation facilities, business support services, entrepreneurial training programs, and early-stage funding necessary to translate new ideas into commercial opportunities. These efforts have been further strengthened over the last four years with key investments by the state.

The **Finger Lakes Business Accelerator Cooperative**, is led by High Tech Rochester (HTR) and supported by RIT’s Venture Creations and the region’s Small Business Development Centers and Industrial Development Agencies. To date, the project has received \$10 million in state support. HTR – an affiliate of the University of Rochester – has selected the Sibley Building in downtown Rochester as the new home for the Business Accelerator. The new facility will house HTR’s programs, participate in the START-UP NY program, and consist of co-working space, traditional office space, state-of-the-art labs, conference rooms, and a 100-seat auditorium.

RIT’s **Center for Urban Entrepreneurship (CUE)** – which has received \$1.5 million in state support – opened its doors in 2014 in the former historic Rochester Savings Bank in downtown Rochester. The 47,000 sq. ft. facility contains business incubation and acceleration space, inventor labs for prototype development, classrooms and conference rooms, and modular work centers. The Center is also participating in the START-UP NY program.

In 2013, a consortium of organizations including HTR, RIT’s Venture Creations and Center for Urban Entrepreneurship, the Upstate MedTech Centre in Batavia, and the Technology Farm were selected by the state as an **Innovation Hot Spot** awardee. State funds are being used to expand HTR’s existing Entrepreneurship-in-Residence program by hiring five local business executives with start-up experience to advise and mentor companies. The EIRs will be based at HTR, Venture Creations, and CUE and will also be assigned to counties without an incubator and to colleges without commercialization programs. The program will also provide profession services to start-up companies.

In 2014, the **Cornell Agriculture & Food Technology Park** in Geneva was awarded \$XXX by the state to help create a 12,000 sq. ft. addition to its current facility. The new space will house the Finger Lakes Food Innovation Center and will create a new center for food entrepreneurship in the region. The new facility will contain a shared use kitchen/small scale processing space as well as provide dry storage, cold storage, chiller, freezer and loading dock, not currently available to food entrepreneurs.

Project	Progress	Future Actions
Finger Lakes Business Accelerator Cooperative	HTR has contracted to construct a 68,000 square foot accelerator/incubator in the Sibley Building in Rochester.	Construction on Business Accelerator to be completed by Sept 2016.
Center for Urban Entrepreneurship	[update]	[update]

Finger Lakes Innovation Hot Spot	Finger Lakes Innovation Hot Spot Consortium has hired 2 of 5 proposed new Entrepreneurs in Residence (EIR) to advise and mentor start-up companies.	Hire 3 remaining EINs by end of 2015.
Technology Farm	[update]	[update]

Honoring Veterans with Employment Opportunities

Ensuring that individuals that served in the U.S. Armed Forces have access to resources and employment opportunities is a priority of the Finger Lakes Regional Economic Development Council. Last year, the Council created a Veterans Task Force – a subcommittee of its Workforce Development Work Group – to promote better coordination among regional stakeholders tasked with developing workforce programs that meets the needs of local employers.

The U.S. Bureau of Labor Statistics notes that veterans' unemployment remains stubbornly high, especially for younger veterans who have served since September 2001. With 80,000 veterans residing in the Finger Lakes region, the focus on eliminating barriers to employment for servicemen and women remains a critical need.

To meet this challenge, the Veterans Task Force and its members have worked throughout the year on numerous projects. Task Force members helped coordinate veteran-focused job fairs, developed an innovative program to connect returning soldiers to civil service jobs, and engaged in partnerships to promote the consolidated funding application (CFA) process.

To increase the number of veteran-related CFAs, Veterans Task Force members worked with colleges and community organizations to explore partnership opportunities. While this effort is ongoing, it has resulted in the creation several veteran-related CFA applications and other initiatives that may be funded through the URI. In addition, the Veterans Task Force chair has worked with the Council and co-chairs of the other 19 Work Groups in order to keep veteran-centric projects in mind when developing CFA proposals.

This increased coordination of effort is an important byproduct of the Veterans Task Force's creation. Just as the formation of Finger Lakes Regional Economic Development Council has led to a coordinated economic development strategy for the region, and spawned new ideas and partnerships by virtue of bringing stakeholders together who otherwise would not have met, the Veterans Task Force is bringing together people and agencies across the region that are dedicating themselves to assisting veterans. Business leaders, county veteran service agencies, and higher education officials are sharing ideas about how best to serve the needs of veterans.

This collaboration has led to the creation of a signature initiative for the Finger Lakes Veterans' Task Force: the Regional Veterans Service Center. The idea was first conceived last year when Task Force members recognized that the organizations and resources that support veterans need better coordination.

Led by the nationally-recognized Veterans Outreach Center, the Regional Veterans Service Center will create a regional case management system, featuring improved coordination among service providers that will help veterans better navigate the myriad programs available to them. The service center will help eliminate barriers to employment and support the upward mobility of our veterans. In coming years, the center will also work with area colleges and universities, most of whom have programs dedicated to assisting veterans and their families with the educational and transitional needs, to attract veterans to the region and ensure their education leads to meaningful employment.

With a renewed spirit of cooperation and teamwork in the veteran service community sparked by the creation of the Veterans Task Force, the Finger Lakes region is well-positioned to improve employment outcomes for those who have served, including the men and women now transitioning back to civilian life. The Finger Lakes Veterans’ Task Force members remain dedicated to helping those who have so ably protected this country through their military service. The projects listed below included participation, support, and sponsorship by Veterans Task Force members, or were a direct result of the efforts of Task Force meetings and actions.

2015 Recommended Priority Projects:

- Regional Veterans Service Center, Phase 1
- Rochester Institute of Technology Electronics Assembly and Certified Specialist Training for Veterans
- Veterans Community Technology Center Training Program
- Foodlink Food Hub Phase 2: Culinary Workforce Development

Progress on Implementation

Strategy	Progress	Future Action
Coordinate services across the region to better assist veterans.	The Regional Veterans Service Center will help veterans navigate the “sea of goodwill,” which can become an overwhelming array of services offered by numerous agencies in different locations. Phase 1 of the program is supported by a CFA for case management software and IT infrastructure. The concept focuses on creating a case management system, shared among veteran service agencies, that coordinates and tracks services offered to individual veterans. Partners will be able to benchmark the entry point for each individual and measure mobility and job placement. The Veterans Outreach Center will lead the effort in partnership with county veteran services agencies.	Begin implementation of Phase 1 of the Regional Veterans Service Center by spring 2016; continue to add partner agencies as participants.

	The Veterans Outreach Center has commissioned a study on behalf of the Task Force with the Institute for Veterans and Military Families (IVMF) at Syracuse University. The purpose of the study is to document veteran-related issues, identify best practices, and suggest achievable goals in the coordination of veteran services.	Complete the Syracuse IVMF study by the end of 2015 and begin work on implementing recommendations.
Eliminate barriers to employment for veterans	The Veterans Outreach Center submitted a CFA to train veterans for in-demand occupations such as automotive technicians and IT administrators.	The training will take place at the Veterans Community Technology Center in Rochester.
	The Colonel Abbott Veterans Community Technology Center at the Veterans Outreach Center has focused its curriculum on middle-skills training for in-demand jobs in the region. The center continues to train more than 1,000 veterans and families each year, offering job readiness training along with skills development in computer systems, welding, culinary arts, and other in-demand occupations.	Task Force members will continue partnerships with the Veterans Community Technology Center to ensure a pipeline of veterans seeking training for in-demand jobs.
	RIT submitted a CFA to train veterans in electronics assembly in order to address veteran unemployment and manpower shortages in the electronics assembly industry.	Task Force members will continue partnerships with RIT and other colleges to ensure a pipeline of veterans seeking training for in-demand jobs.
	As Foodlink develops its Food Hub, a priority project for the Finger Lakes Regional Council, phase 2 of the project features a culinary workforce development component that will train veterans for jobs in this growing	Task Force members will continue partnerships with Foodlink to ensure a pipeline of veterans seeking training for in-demand jobs.

	<p>sector. Foodlink has submitted a consolidated funding application in support of this workforce development program, driven by a partnership between Foodlink, the Veterans Outreach Center, and Wegmans Food Markets.</p>	
	<p>Task Force members sponsored and participated in the National Veterans Job Expo in Rochester. More than 300 veteran job seekers attended to meet with 108 companies with job openings. At least 26 of those veterans are known to have landed jobs.</p>	<p>The next National Veterans Job Expo will be held October 7, 2015 in Rochester, with more than 100 companies participating.</p>
	<p>Partnering with SCORE and the US Small Business Administration, Task Force members sponsored three Veterans Entrepreneurship Seminars attended by 45 veterans. The two-day event focused on real-world advice for local entrepreneurs and future business owners with the goal of creating jobs and growing veteran-owned companies.</p>	
	<p>Ibero American Action League received a grant from Empire State Development to create a Veteran Business Assistance Center in Western New York, including Ontario, Wayne, Seneca and Yates counties in the Finger Lakes region. The center will assist veterans with starting new businesses and offer entrepreneurship training. Services will be offered in English and Spanish.</p>	<p>Task Force members will continue partnerships with the Ibero American Action League to ensure a pipeline of veterans seeking training for in-demand jobs.</p>
	<p>The Veterans Task Force supported the application of the Finger Lakes Community Development Corporation to</p>	<p>Construction on the project is expected to be underway by [date].</p>

	<p>create a 48-unit housing project for homeless and disabled veterans in Canandaigua. In May 2015, Governor Cuomo announced in May 2015 that the project will receive the low-income housing tax credits needed to ensure the project is built.</p>	
	<p>More than 200 veterans participated in Valor Day 2015. Area veteran service providers, including Task Force members, held employment workshops and credit counseling sessions. College representatives discussed GI Bill benefits with attendees, and local attorneys provided free legal advice.</p>	<p>Task Force members are involved in the planning of next year's event.</p>
	<p>NYS awarded Monroe County a \$185,000 PFC Joseph Dwyer Peer-to-Peer Veterans Support Program grant to ensure veterans get the help, advice, and support they need as they separate from service and return to civilian life.</p>	<p>Task Force members are working with the County to ensure that local veterans are aware of the program.</p>
	<p>Task Force participant Veterans Outreach Center (VOC) received approval for another year of the federal Homeless Veteran Reintegration Program grant. VOC will receive \$300,000 to provide support services, training, and job placement assistance for homeless veterans in the region.</p>	<p>Task Force members are working with the VOC to ensure that local veterans are aware of the program.</p>

	<p>Task Force members met with human resource directors at several area businesses and organizations, including the University of Rochester, Rochester Institute of Technology, Iberdrola, Harris Communications and Excellus Blue Cross Blue Shield to engage local businesses and educate them on veterans' unique abilities and skill sets</p>	
	<p>The Task Force is beginning work on a Workforce Transportation for Veterans initiative to address this key barrier to employment. The goal is to provide 9,500 door-to-door rides to work to help 150 families gain self-sufficiency. The program envisions the inclusion of wrap-around services such as financial counseling and low-interest car loans.</p>	<p>CFA to support the program was submitted in 2015.</p>
<p>Attract veterans to the Finger Lakes Region with innovative, veteran-focused programs.</p>	<p>Task Force members met with representatives of the U.S. Army's Soldier for Life program at Fort Drum, the City of Rochester, and Monroe County to arrange for individuals exiting military service to take civil service exams at Fort Drum. The Rochester Police Department exam was administered in November 2014, and the Monroe County Deputy Sheriff-Jailor exam was administered in January 2015. In addition, Task Force members met with soldiers to discuss job opportunities, education options, and veteran services in the Finger Lakes Region.</p>	<p>Task Force members are exploring additional opportunities to offer civil service exams to exiting service members. Meetings with Pentagon officials on this topic are ongoing.</p>

	<p>Finger Lakes Veterans Institute is envisioned as a consortium of local colleges and universities to collectively market and coordinate the educational services offered to veterans. The institute will attract transitioning military service members from across the country.</p>	<p>Continue discussions with college presidents and administrators on the formation of the Finger Lakes Veterans Institute.</p>
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NY Rising: Yates and Ontario County Flooding

May 2014 brought a series of violent thunderstorms to Western and Central New York that caused flash flooding, brought down buildings, swept cars away and threatened the lives of thousands of residents. Penn Yan and Yates County bore the brunt of the torrential rains and wind that caused millions of dollars in damage to homes, businesses, and public infrastructure.

In the aftermath of the storms, first responders pumped out basements and closed damaged roads, neighbor helped neighbor, and municipal officials began assessing the damage. Yates County estimates that it sustained more than \$5 million in damage to roadways alone.

Governor Andrew Cuomo immediately declared a state of emergency in Yates County, directing the state's Division of Homeland Security and Emergency Services to deploy its water rescue team and mobile command and communications vehicle to assist first responders in the area. The Governor also announced a new Disaster Assistance Program for Yates County, which provided significant help to storm-ravaged homeowners and businesses. The Finger Lakes Regional Economic Development Council's State Agency Resource Team spent several days in Penn Yan, helping sign up hundreds of homeowners and business owners for the program.

To date, \$2,475,000 in Disaster Assistance Program funding has been awarded to 297 applicants, including:

- \$1.3 million to 224 homeowners
- \$51,335 to 19 renters
- \$871,000 to 52 small businesses
- \$250,000 to 2 non-profit organizations

Governor Cuomo also pledged state support for Camp Good Days, a retreat for children fighting cancer, which sustained thousands of dollars in damage to its Keuka Lake property.

As officials began to assess the storms' impact in the days following the flooding, damage estimates climbed. At Governor Cuomo's request, President Barak Obama issued a disaster declaration for 11 New York Counties, including Yates, to assist localities in the aftermath of the May storms. To date, Yates County and its municipalities have been reimbursed more than \$3 million by the Federal Emergency Management Agency (FEMA), including state matching funds, to cover flood damage and storm-related losses and repairs. More assistance is expected as projects are approved. Livingston and Ontario Counties are also in the process of receiving reimbursement for storm-related damage.

In addition to FEMA assistance, Governor Cuomo asked the U.S. Small Business Administration (SBA) to assess local damage to determine if storm-impacted businesses, renters, and homeowners were eligible for low-interest loans to assist in storm recovery. The SBA performed an assessment, issued a disaster declaration, and, to date, has approved \$334,700 in disaster loans to homeowners and businesses in Yates and Ontario Counties.

The U.S. Department of Agriculture also provided assistance to area farmers through their Emergency Conservation Program. More than \$300,000 in aid has been approved to assist area growers in repairing damage to farmland caused by flooding.

The Finger Lakes Regional Economic Development Council will continue to support projects that aid in the repair and recovery efforts in Yates County and improve the area's economy. In 2014 the Finger Lakes Regional Economic Development Council supported several successful CFA projects to aid repair and recovery and improve the economy of in Yates County, including:

- Village of Penn Yan's Seneca Street Water Main Improvements
- Town of Middlesex Water System Improvements
- New York Wine Industry Alliance Green Wastewater Treatment System
- Emmi Roth USA Yogurt Manufacturing Expansion in Penn Yan
- Growing the Agriculture Industry Now Loan Fund
- Keuka College Center for Business analytics and Health Informatics
- Keuka Lakefront Hotel Project
- Finger Lakes Cultural and Natural History Museum

Similarly, over the last two years, residents in Ontario County have experienced the worst flash flooding in several decades that wiped out roads, closed schools, and devastated homes and businesses. Flooding this June impacted more than 100 homes and businesses in the towns around Honeoye Lake, including Richmond, Canadice, Bristol, and South Bristol, and required the dispatch of fire companies from 10 surrounding communities.

Last July, a storm dumped approximately seven inches of rain caused flash floods and mudslides that caused the Town of Richmond to declare a State of Emergency. Sheriff's Offices in Yates and Ontario Counties issued a boater's advisory for Canandaigua and Honeoye Lakes due to floating debris that washed into the lakes from storm runoff.

Thanks to \$400,000 in funding from New York State, the Towns of Richmond and Canadice are receiving support to repair infrastructure to restore travel and in the hopes of mitigating future disasters.

In 2015 the Council supports the following projects for funding:

[List]

Implementation of Key Regional Priorities

This section details the progress made since the 2014 Progress Report on key regional and sector strategies identified by the Finger Lakes Regional Economic Development Council. This list is comprised primarily of NYS-support projects and intended to represent a snapshot of the progress accomplished over the last year and future plans. As such, it does not contain details of many additional regional actions/projects/initiatives that the Council believes are equally important to future economic growth.

[Section will list regional and sector strategies and progress and future actions on key projects/initiatives]

Proposed Priority Projects

The Finger Lakes Regional Economic Development Council has identified XX transformative priority projects that it is recommending for immediate state support. Each of these projects will be catalyzed by investments by the state and may, in some instances, require future state and private support for their full implementation.

These projects represent more than \$XXX million in total investment and will create XXXX jobs.

[Section will contain profiles of FLREDC identified 2015 priority projects]

WORK GROUPS

Work Groups have been instrumental to the success of the Finger Lakes Regional Economic Development Council. More than 450 community stakeholders representing all nine counties of the region serve on 20 Work Groups.

By bringing together Council members, elected representatives, government officials, business and labor leaders, private sector experts, non-profit executives, higher education leaders, and members of the public, the Work Groups foster the dialogue, collaboration, and innovation necessary to identify and, in many cases, create projects that drive job creation goals. The Work Groups remain active throughout the year, monitoring the status of previously recommended projects and progress on performance measures and recommend new projects for the Council's consideration.

Advance Manufacturing Work Group

The Advanced Manufacturing Work Group is comprised of representatives from the region's diverse manufacturing companies, and education, R&D, and business support organizations. The group supports the region's manufacturing sector through academic-private sector collaboration to improve processes and increase production.

Agriculture & Food Production Work Group

The Agriculture & Food Production Work Group consists of representatives from the region's farms, state and academic R&D organizations, food processors, retailers, vineyards, trade associations, and agricultural support organizations. The Work Group focuses on building networks between local producers and processors and developing projects that increase the value, diversity, and market reach of the sector.

Business Services Work Group

The Business Services Work Group is comprised of representatives from some of the region's largest and fastest growing companies in the field of business support services, software, and technical expertise. The Group focuses on identifying opportunities to support the attraction and expansion of companies in the region and connecting businesses with the academic programs required to fill profession and technical positions.

Community Development Work Group

The Community Development Work Group consists of representatives from the region's municipalities, community development, planning, housing, and support organizations, financial sector, and state agencies. The Group's charge is cross-cutting and focus not only individual development projects but advises the Council on issues related to creating livable, sustainable, and economically vibrant communities.

Eastman Business Park Work Group

The Eastman Business Park Work Group is unique in that it focuses on a single industrial site. The Group was created to help guide the Council address barriers to redevelopment and revitalize this critical regional asset through the attraction and expansion of companies at the site.

Energy Innovation Work Group

The Energy Innovation Work Group is comprised of representatives from companies, academic and industry R&D organizations in the fields such as energy storage, photovoltaics, wind energy, and biofuels. The Group focuses on building academic-industry collaboration and the creation of shared resources to advance new technologies.

Entrepreneurship & Innovation Work Group

The Entrepreneurship & Innovation Work Group consists of stakeholders from the region's entrepreneurial, venture capital, academic, and business support and incubation communities. The Group's efforts have centered on developing the resources – financial and business support and incubation and acceleration facilities – necessary to create an ecosystem that promotes business creation, retention, and expansion, particularly in high tech sectors.

Global NY Work Group

The Global NY Work Group was created in 2014 in response to the Governor's Global NY initiative. The Group – which consists of representatives from the region's exporters, local, state, and federal export promotion organizations, academia, and the financial and legal community – is charged with helping companies gain access to the expertise and resources necessary to export their products and services and generate direct foreign investment.

Healthcare Work Group

The Healthcare Work Group consists of representatives from the region's major health systems, insurers, business organizations, and state and regional health organizations. The Group focuses on initiatives that improve quality and access to care and maintain the region's competitive business advantage of having some of the lowest health care costs in the nation.

Higher Education Work Group

The Higher Education Work Group is comprised of representatives from the region's 19 institutions of Higher Education. The sector is not only a major source of economic growth and activity, but also plays an essential role in R&D and technological innovation, maintaining the region's highly skilled workforce, and contributing to the region's cultural vitality.

Infrastructure & Transportation Work Group

The Infrastructure & Transportation Work Group consists of stakeholders from the region's municipalities, utilities, construction industry, transportation authorities, and state, local, and regional

planning and economic development organizations. The Group focuses on improvements to the region's infrastructure, transportation, and telecommunication assets.

Life Sciences Work Group

The Life Sciences Work Group consists of representatives from the region's academic institutions and biotech, pharmaceutical, and medical device companies. The Group focuses on efforts to attract more R&D funding, the commercialization of new technologies, fostering the growth of life science start-up companies, and collaboration between academic and industry research programs.

Opportunity Agenda Task Force

The Opportunity Agenda Task Force Work Group consists of elected officials, business representatives, higher education officials, non-profits, and community-based organizations. The Work Group works in close coordination with the Rochester-Monroe County Anti-Poverty Initiative to develop and coordinate the resources and programs necessary to expand access to employment for underserved communities.

Optics, Photonics & Imaging Work Group

The Optics, Photonics & Imaging Work Group is comprised of representatives from the region's OPI companies, trade organizations, and academic institutions. The Group focuses on developing the shared resources and academic-industry partnerships that maintain and strengthen the region's long history as a global center for leadership and innovation in the optics, photonics, and imaging sectors.

Regional Economic Cluster Plan Work Group

[Description of Work Group]

Sustainability Work Group

The Sustainability Work Group was created in 2013 in response to the Governor's Cleaner, Greener Communities initiative. The Group consists of representatives from the business community, local and regional economic development and planning organizations, the engineering and construction industry, higher education, and regional transportation authorities and advises the Council on issues such as smart growth, energy efficiency, and water and waste reduction and management.

Tourism & the Arts Work Group

The Tourism & the Arts Work Group consists of representatives from the region's cultural, art, historic, culinary, and recreational institutions and destinations, and tourism marketing organizations. The Group focuses on efforts to broaden and strengthen the region's national and international reputation for tourism and enhance the quality of life of the region's residents.

Veterans Task Force

The Veterans Task Force was formed in response to the Governor's call to increase employment opportunities for the men and women that have served the nation in the armed forces. The Task Force

consists of members of the Workforce Development Work Group, distinguished local veterans, and representatives from the region's veterans service organizations.

Workforce Development Work Group

The Workforce Development Work Group is comprised of representatives from the region's community colleges, workforce investment boards, state and local labor organizations, the business community, and trade organizations. The Group is focused on collaborating with employers to build programs that increase access to middle skills jobs.

Work Group Members

[List]

UPSTATE REVITALIZATION INITIATIVE

The Upstate Revitalization Initiative (URI) represents an unprecedented opportunity to build upon the region's recent progress and accelerate economic growth on a scale and at a speed previously unimaginable. The full Finger Lakes URI plan will be submitted to the state on October 5. Below is a brief summary of the region's proposal.

This Progress Report details the impact of the \$300 million in state support through the Regional Economic Development process and the significant additional private and public sector investments that state support has attracted to the region.

URI support will enable the region to take this progress to the next level, reduce poverty, and build regional wealth by propelling long-term industry growth, creating diverse job opportunities and developing a dynamically skilled workforce. Combined with leverage of between \$X to \$X billion, URI support will catalyze growth in innovative industries that will build on core regional strengths. A substantially strengthened workforce pipeline will enhance this growth by matching workers with training and employment driven by industry need.

The Finger Lakes URI plan is based on the three paramount objectives:

- Job Creation
- Increasing Regional Wealth
- Driving Private Investment

To develop a holistic URI regional strategy in which the Finger Lakes region realizes the transformative potential of these objectives, the Council has added a fourth objective: Reducing Poverty. This aspiration simply put is to achieve job creation and increased regional wealth by galvanizing private investment to benefit our entire community.

Strategy Builds on Strengths and Competitive Advantages

The Finger Lakes' URI Plan emphasizes the capabilities that make it unique within New York State and enable it to compete nationally and globally. The core job drivers, or pillars, in which the Finger Lakes can achieve transformative growth, are:

Optics, Photonics, and Imaging (OPI): With more than a hundred small businesses driving innovation and growth in this space, advanced research at the University of Rochester and RIT, and specialized programs at Monroe Community College, SUNY Polytechnic at Canal Ponds, the OPI sector is an innovation leader. As an integral part of the AIM Photonics coalition, the region will be the recipient of significant investment. In addition to award funds and the New York State commitment, URI investment will be used to fortify the region's leadership in this rapidly evolving field and improve commercialization and business attraction efforts, solidifying the Finger Lakes' position as the global center for OPI.

Agriculture and Food Production: The sector has long been an area of strength with the Finger Lakes producing about a quarter of New York State's total agricultural output. The region has a robust food ecosystem encompassing all parts of the food value chain, from agriculture to food production to,

increasingly, sustainable waste management. These core assets – coupled with a growing industry focus on organic and natural foods – positions the region to capture new growth and become a global leader in innovative agriculture and food production.

Next Generation Manufacturing and Technology: Three key next-generation manufacturing and technology hubs are reinvigorating Rochester and the Finger Lakes region: Eastman Business Park (EBP), the Downtown Innovation Zone, and the Science & Technology Advanced Manufacturing Park (STAMP). Collectively, these hubs possess the characteristics and resources necessary to accelerate growth in fields such as: energy storage, biomaterials, and functional films (EBP); IT, photonics, and new media (Innovation Zone); and semiconductors and nanoscale and advanced manufacturing (STAMP). While initially focused on these three hubs, URI funding will also be used to support private development at other emerging sites in the region. URI investment will position the Finger Lakes in the forefront of the next wave of industrial growth.

The region's URI plan also is based on three core enablers – areas that facilitate and further spur economic growth within key pillar industries.

Pathways to Prosperity: The Finger Lakes region will strengthen its commitment to reducing poverty and provide opportunities for success through targeted education and training efforts that ultimately link to job placement for workers of all skill levels.

Entrepreneurship and Development: The region will strengthen its entrepreneurship ecosystem through incubating and accelerating new start-ups, increasing access to capital, and growing urban and regional wealth through supporting small businesses.

Higher Education and Research: With 19 institutions of higher education and over \$2.5 billion in research funding over the past five years, the Finger Lakes region will amplify its ability to attract world class talent and drive cutting edge research within the selected URI key pillar industries as well as regional strengths including life sciences, software and data science, and additive and sustainable technologies.

The Council also recognizes that the Finger Lakes' quality of life is a foundation for economic growth, enabling the region to attract and retain businesses and workers. Strategies in the URI plan will continue to promote the city of Rochester and the Finger Lakes region as attractive places to invest, live, work, visit, and play.