



The New **NY**
WORKS
for Business

Mid-Hudson Region

ECONOMIC DEVELOPMENT COUNCIL • STRATEGIC PLAN

Governor Andrew M. Cuomo

The Mid-Hudson Region: Pre-Council State of Affairs



- **Not a unified region – uneven history of coordination between state agencies, regional planning bodies, and stakeholders**
- **Diverse 7 county region with a broad mix of urban, suburban, and rural areas - Fortune 500 corporate headquarters, entrepreneurial mid-sized businesses, and small family farms**
- **Critical for the business community to develop a better understanding of the region in order to drive an economic development strategy based on our diversity**

Laying the Groundwork for Regional Collaboration

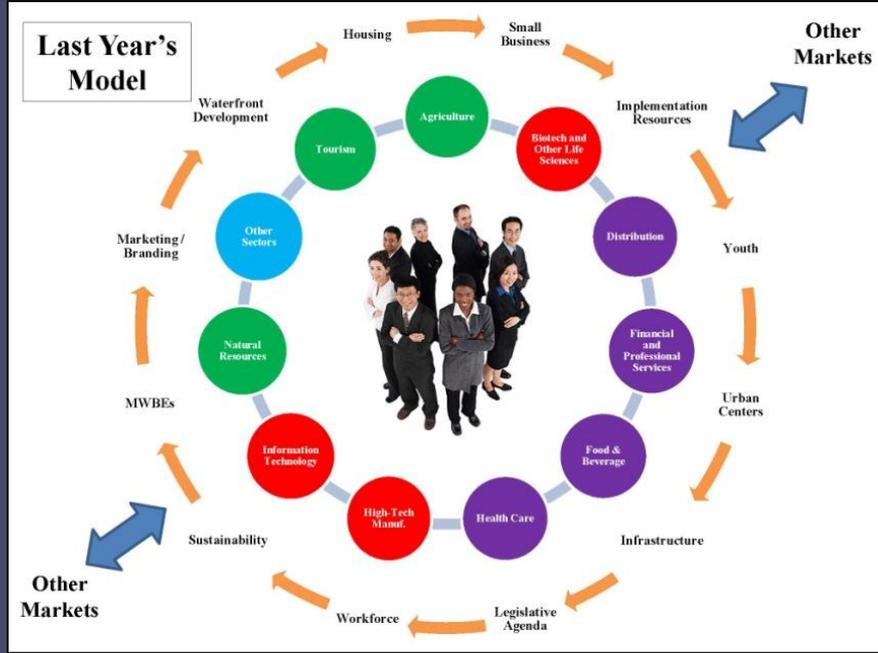
August – November 2011



- Community leaders and stakeholders worked together to write a vibrant, data-driven strategic plan – a process that was volunteer and citizen-led
- Aggressive public outreach to citizens
- More than 750 stakeholders attended Public Forums in each of the 7 counties and solicited feedback through Marist Institute of Public Opinion (MIPO)
- Solicited input from businesses, associations, and community groups
- Identified components of the regional economy, differential growth rates and prospects, growth inhibitors, etc.

Our Product

15 Goals and Supporting Strategies



- Our Strength: A model that captured the diversity of the region and had the flexibility to adapt over the five year period of the plan
- Our Weakness: Plan's insufficient focus and a limited pipeline of potential priority projects resulted in few opportunities to present a suite of projects that synched with the plan

CFA 2011 Implementation: Priority Project

\$4mm for Biotechnology Incubator

Westchester County – NYMC



- The Council received funding for one of its three priority projects, a full service incubation facility for biotech start-ups that will include up-to-date lab space, shared core services, and a workforce training center
- Fully built out, the 10,000 sq. ft. incubator will have lab space for 12 resident start-up firms. The first 2,000 sq. ft. (funded by the 2011 CFA Award) will open Summer 2013
- Critical to the capability to attract more biotech start-ups to the region



2011 Critical Projects & Legislative Reform Supported by the Council



Tappan Zee Bridge Project



Partial Repeal of the MTA Tax



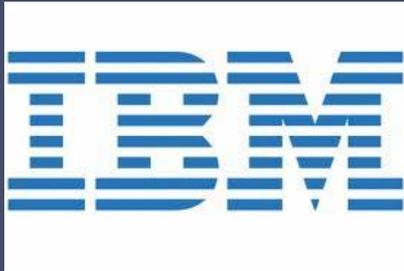
Strategic Plan Implementation: NYS Center for Cloud Computing and Analytics Dutchess County – Marist College and IBM



- The College recently received two National Science Foundation grants in support of its work in the area of cloud computing totaling \$1.78mm

- Ongoing workforce development/training initiatives

- Marist hosted the 4th annual Enterprise Computing Community Conference this past June, bringing together 150 attendees on topics including zEnterprise applications, migration, virtualization, etc.



- Marist recently joined the High Performance Computing (HPC) Consortium in the area of cloud computing

Strategic Plan Implementation: Center for Global Advanced Manufacturing Orange and Ulster Counties



- A regional, industry-led, public/private partnership dedicated to providing programs and services to Mid-Hudson manufacturers
- Recently incorporated as a 501(c)(3)
- Formed a Board of Directors, drafted by-laws and key governance documents and will file an application for tax exempt status later this year
- Located headquarters at 45 Elmwood Place on the Mount Saint Mary College campus in space donated by the college



Lessons Learned: Creating Project Pipeline



- Council recognized the need to do extensive outreach to build a pipeline of compelling candidates for “Priority Project” consideration
 - Sent out a solicitation describing the Council’s 2012 focus, and seeking Priority Project applications
- Hudson Valley Pattern for Progress, private county economic development agencies and chambers, and ESD organized meetings in each county to explain CFA process and invite applications
 - Meetings had more than 550 attendees

Call for Priority Project Proposals
Mid-Hudson Region
Due by 5:00 p.m. on June 29

The Mid-Hudson Regional Economic Development Council seeks projects wishing to be designated as **Priority Projects** by the Council for the 2012 round of Consolidated Funding Application (CFA) awards from New York State. A priority project is one that directly or indirectly creates a significant number of jobs, fits one of the goals identified by the Council, leverages private-sector resources, and has impact at a level that can be transformational for the region. Those wishing to respond to this call for proposals should fill out the attached worksheet and submit it by the deadline (along with any supporting documentation). This solicitation is designed to help the Mid-Hudson Regional Council identify and recommend those projects that apply through the CFA process that may be truly transformative for the region. *Please note that the attached worksheet is not the CFA, and that submission of the worksheet alone does not make a project eligible for funding.* All applicants wishing to receive funding from New York State must complete a CFA for each project submitted. The CFA is the official application for State resources and may be found online at <http://regionaleconomic.org>. All CFAs must be completed no later than 4:00 pm on Monday, July 16, 2012.

INSTRUCTIONS – please read these in their entirety before completing the attached worksheet

- 1) Please read the Mid-Hudson Region’s Economic Development Plan, which can be found online at <http://regionaleconomic.org/content/mid-hudson>. In order to be considered a Priority Project, your project must be aligned with one of the Council’s 15 Goals. These goals are listed on the worksheet and are described in detail beginning on page 37 of the Plan.
- 2) Please contact the Empire State Development (ESD) regional office at (845) 567-4882 for guidance on your business assistance project. If your project involves other state agencies, please contact them to discuss the particulars of your project and to request technical assistance with the CFA application.
- 3) Funding requests should be made with careful consideration. Even if you are designated a Priority Project, please keep in mind that your request may not be fully met in the final award. Award amounts are made based upon eligibility, budgetary constraints, economic impact and agency and Regional Council scoring. Projects that do not demonstrate significant leverage of private funding will not score highly. *Please note, ESD seeks to provide no more than 20% of the capital financing for any particular project and applicants must be prepared to clearly identify all sources of the balance of funding.*
- 4) Keep in mind that most of ESD’s funding sources may be used for items including, but not limited to, acquisition or leasing of land, buildings, machinery and/or equipment; acquisition of existing business and/or assets; demolition and environmental remediation; new construction, renovation or leasehold improvement; and soft costs of up to twenty-five percent (25%) of total project costs. Please refer to <http://regionaleconomic.org> for program funding details. Also, please note that ESD will not fund working capital, salaries or operating expenses.
- 5) If your project is awarded a grant from ESD, there will be a \$250 application fee (payable upon execution of the contract with ESD) and a commitment fee of 1% of the grant amount. There are no fees for ESD’s Excelsior Jobs Program tax credits.
- 6) NYS offers assistance other than grants. The type of project and business will determine whether a project may be eligible for Excelsior Jobs Program tax credits or grants/loans. Please refer to <http://regionaleconomic.org> for a full description of the various programs included in the CFA.
- 7) Please respond to this solicitation by emailing your completed worksheet and any supporting documentation to nys-midhudson@esd.ny.gov by 5:00 p.m. on June 29, 2012 and sending three stapled, hard copies with attachments to 33 Airport Center Drive, New Windsor, NY 12553 postmarked by June 29, 2012.

CFA Round 2: By the Numbers



- **Applications received: 251**
- **Priority Proposals received: 68**

Lessons Learned: Need to Focus Strategies



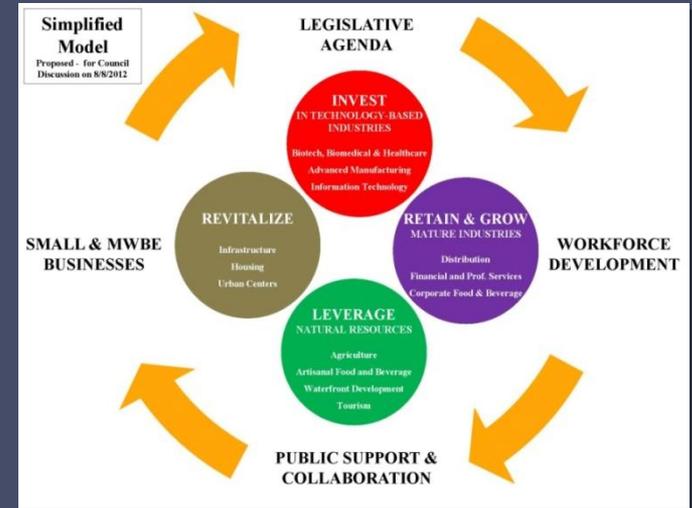
A Streamlined Model

2011



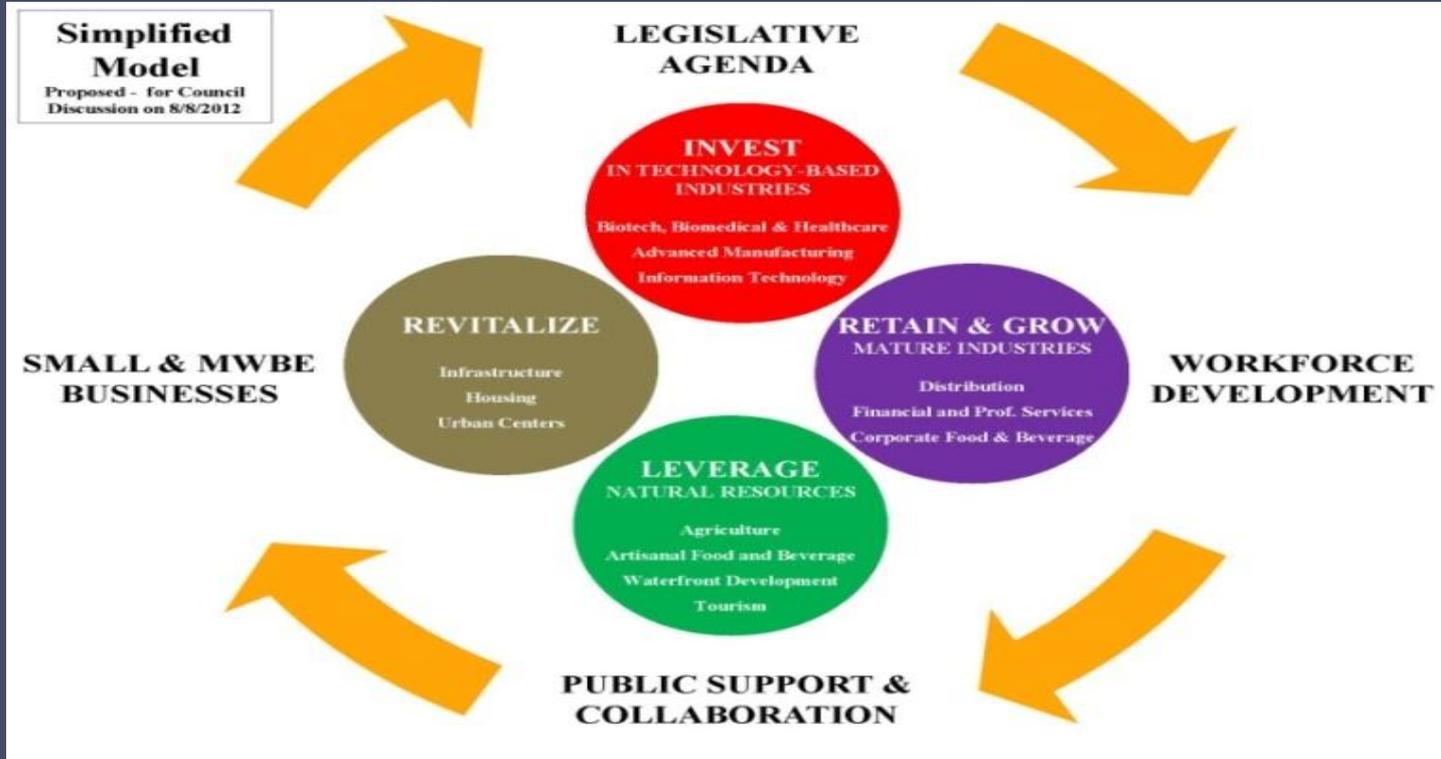
15 distinct strategies

2012



4 focal strategies
4 supporting strategies

2012 Plan Reorganization



Areas of Emphasis for 2012

A Focused, Streamlined Model



INVEST

IN TECHNOLOGY-
BASED INDUSTRIES

Biotech, Biomed & Healthcare
Advanced Manufacturing
Information Technology

REVITALIZE

Infrastructure
Housing
Urban Centers

RETAIN & GROW
MATURE INDUSTRIES

Distribution
Financial /Prof. Services
Corporate Food & Bev

LEVERAGE
NATURAL RESOURCES

Agriculture
Artisanal Food and Beverage
Waterfront Development
Tourism

- Selected more than 20 Priority Projects that fit one or more of the 4 focal strategies, to present a suite of projects that can be transformational for the region

What's Next?



- **The Council is drafting a report that will detail the evolution, improvements and implementation of the strategic plan**
- **The document will also include the Council's vision for the coming 18 months**
- **Progress Report due to the State on September 14, 2012**

The Best Is Yet to Come!



INVEST

IN TECHNOLOGY-BASED INDUSTRIES

Biotech, Biomed & Healthcare
Advanced Manufacturing
Information Technology

REVITALIZE

Infrastructure
Housing
Urban Centers

RETAIN & GROW

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LEVERAGE

NATURAL RESOURCES

Agriculture
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Waterfront Development
Tourism

- The Mid-Hudson has come a long way in developing and refining its strategies for 2012-2013
- With State partnership and investment in the region this round, we have a unique opportunity to create a large number of jobs in our four focal areas

Contact Info



For more information:

<http://regionalcouncils.ny.gov>

Empire State Development
Mid-Hudson Regional Office
(845) 567-4882