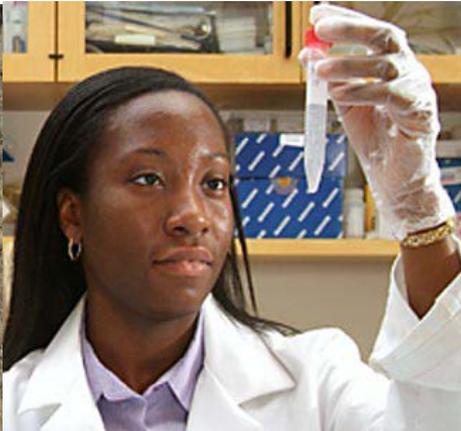


STRATEGIC ECONOMIC DEVELOPMENT PLAN: 2011–2016

“Catalytic, Collaborative, Comprehensive, Competitive”



Assessment Team Presentation
November 22, 2013

Our Vision



Building on a strong foundation of existing businesses and higher education institutions the Southern Tier region uses a collaborative approach to leverage its globally competitive advantages to attract talent and investment for the development of industry clusters.

Our focus will be on increasing the size and prosperity of the region's workforce through new business creation based on high-technology discoveries and other entrepreneurship activities, while ensuring healthy communities and protecting the natural beauty and resources of the region.

Year 2 Awards

- ✓ **\$36,700,000 to fund 64 projects and initiatives**
- ✓ **\$4,500,000 in Excelsior Jobs Program tax credits**
- ✓ **\$50,000,000 in low-cost economic development financing**

Measurable Results

- ✓ **1,495 jobs created**
- ✓ **1,450 jobs retained**
- ✓ **\$308,000,000 leveraged**



*Harvey Stenger
President of Binghamton University and
Regional Council Co-chair*

Big Picture: Job Creation and Investment in Rounds 1 & 2

- ✓ ***119 projects undertaken***
- ✓ ***2,845 jobs created***
- ✓ ***2,525 jobs retained***
- ✓ ***\$440,314,847 leveraged***



***Ground Breaking
Challenge Industries' Finger Lakes Food Hub
Dryden, NY***

Creating an Environment for Success



- ✓ Implemented Round 2 funding.
- ✓ Monitored Year 1 and 2 CFA awards.
- ✓ Strengthened collaborations between industry and universities.
- ✓ Built a project pipeline for Round 3.
- ✓ Worked with partners to create jobs and develop a quality workforce.
- ✓ Actively engaged work groups.
- ✓ Directly involved REDC members.
- ✓ Updated our strategic plan.

Moving Dirt and Expanding Facilities



**Corning Incorporated
Heavy Duty Diesel Expansion**



Finger Lakes Food Hub



**Binghamton University
High-technology Incubator**

Creating Jobs

Corning Incorporated Heavy Duty Diesel Expansion:

Positioning Corning Incorporated to be highly competitive in the domestic and international markets for a Heavy Duty Diesel product where demand is projected to double by 2017.

Measurable Results:

- ✓ \$216,000,000 private investment
- ✓ 500 jobs retained
- ✓ 250 new jobs
- ✓ 75 construction jobs



***Corning Incorporated
110,000 Square Foot Heavy Duty Diesel Expansion
Town of Erwin, NY***

Transforming Our Communities

*Main Street
Margaretville, NY*



✓ **Margaretville Main Street Program**

Successful loan fund that provides “gap” financing for projects that improve diverse downtowns, mixed use options, and commercial and retail opportunities.

✓ **The Ithaca Commons**

*Phase 1 of the Intermodal Transportation
Hub Accelerating Community Access Project*



*The Commons
Ithaca, NY*

Making Higher Education a Jobs Generator



***Cornell University Greenhouse
New Crop R&D
Benefiting 36,000 Farms***

**\$432,420 ESD Investment
\$2,091,600 Leveraged**



***Cornell University
Food Processing & Development Laboratory
Statewide Center for Food and Dairy R&D***

**\$500,000 ESD Investment
\$2,091,600 Leveraged**



***Binghamton University
High-technology Incubator***

**\$7,000,000 ESD Investment
\$15,000,000 Leveraged**

Updating Our Strategic Plan



- ✓ **Energy Efficiency and Renewable Energy Technology**
- ✓ **Health Care 2020**
- ✓ **Rural Farm and Forest-based Economy**
- ✓ *Opportunity Agenda*
- ✓ *Technology Development and Transfer ...
A Jobs Generator*
- ✓ **Economic Development Backbone**
 - Community Revitalization
 - Infrastructure Development
 - Shovel Ready Sites
 - Business and Technology Development
 - Tourism and Waterfront Development
 - Workforce Development

Making Meaningful Progress on State-wide Initiatives

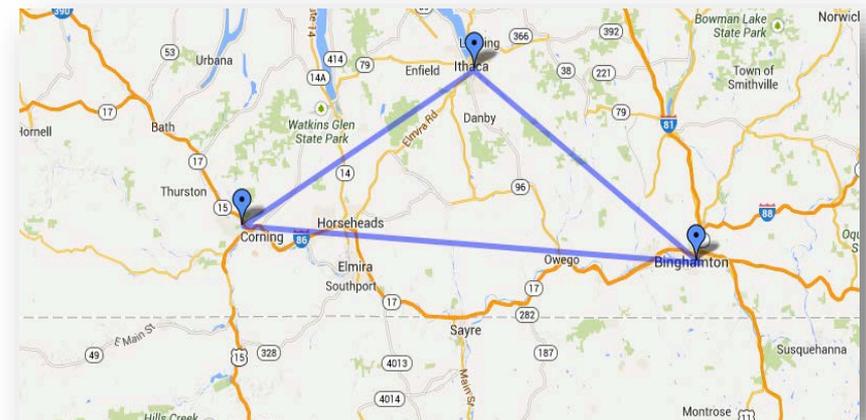
- *Regional Incubator Plan and Innovation Hot Spot*
- *Cleaner Greener Sustainability*
- *Opportunity Agenda*
- *Cross-regional Collaboration*
- *Enhance the Economic Climate in Local Municipalities*
- *NY Rising Community Reconstruction Program*



Cleaner Greener Work Group

Regional Incubator Plan and Innovation Hot Spot

- *Increase pace of commercialization*
- *Increase number of new companies*
- *Create jobs*
- *Increase investment*
- *Increase number of students remaining in the region*



Regional Incubator Multi-node Network:
Binghamton University (Binghamton)
Cornell University (Ithaca)
Ceramics Corridor Innovation Center (Corning)
Corning Incorporated (Corning)

Cleaner Greener Sustainability Plan

- *18 goals and 65 actions*
- *Goal: reduce regional greenhouse gas emissions by 32% within 20 years*
- *Detailed strategy for a future that is:*
 - **Economically prosperous**
 - **Environmentally sound**
 - **Socially responsible**





***Downtown
Revitalization***

Jobs



Training



Child Care



Opportunity Agenda Strategy

- ***Rural Initiative Fund***
- ***Community Revitalization Program***
- ***Job Search and Life Skills Training Programs***
- ***Training in Target Job Categories***
- ***Childcare***
- ***Coaching and Mentoring***



*Regional Council Co-chairs
Tom Tranter and Harvey Stenger*

Strategic Focus Year 3: 2014

Strategic Objective: Energy Efficiency and Renewable Energy Technology

- Conduct energy efficiency activities
- Implement innovative and highly efficient energy technology

Performance Measures:

- ✓ Private and public sector investment leveraged.
- ✓ Number of new businesses developed.
- ✓ Job creation and job retention.
- ✓ New spin-off companies and new ventures.

Subsurface Water Disposal and Irrigation Project

- ✓ ***Leveraging \$3,600,000***
- ✓ ***Creating 112 jobs***
- ✓ ***Establishing national model of energy efficiency***
- ✓ ***Enabling expansion of manufacturing and health service sectors***
- ✓ ***Protecting NYC Watershed***



ESD Capital Request: \$720,000

Strategic Objective: Revitalize the Rural and Forest-Based Economy

- Engage in workforce and new product development
- Promote agri-tourism
- Increase sustainability

Performance Measures:

- ✓ Private sector investment.
- ✓ Utilization of research and technology.
- ✓ Job creation and retention.
- ✓ Increased acreage and production.
- ✓ New value-added products.
- ✓ Increased distribution of local food products.
- ✓ Support of growth industries such as yogurt.

Workforce and New Product Development



Farm to Bistro Project



- ✓ *Leveraging \$3,902,000*
- ✓ *Creating 43 jobs and 2 businesses*
- ✓ *Revitalizing downtown*
- ✓ *Creating future workforce*
- ✓ *Promoting regional tourism*

ESD Capital Request: \$1,300,800

Revitalize the Rural and Forest-Based Economy

Rural Initiative Fund 3

- ✓ *Leveraging \$10,000,000*
- ✓ *Creating 800 jobs*
- ✓ *Growing agriculture and tourism industries*
- ✓ *Increasing acreage in production*
- ✓ *Creating value-added products*
- ✓ *Increasing distribution of local foods*

ESD Capital Request: \$1,500,000





Strategic Objective: Healthcare 2020

- Healthcare Workforce Development

Performance Measures:

- ✓ Private sector investment.
- ✓ Industry-university collaboration.
- ✓ Growth in market share of health related industries.
- ✓ Utilization of research and technology development.
- ✓ Job creation and workforce development.
- ✓ Access to healthcare.
- ✓ Reduced cost of providing healthcare.



Health Sciences Facility Project

- ✓ *Leveraging \$12,935,260*
- ✓ *Curbing shortage of nurses and health professionals*
- ✓ *Strengthening healthcare industry*
- ✓ *Revitalizing historic building*



ESD Capital Request: \$5,000,000

Strategic Objective: Technology Development and Transfer

- Regional Incubator Strategy
- STEM Student Research

Performance Measures:

- ✓ Amount of technology commercialized.
- ✓ Industry-university collaboration.
- ✓ Number of new companies formed.
- ✓ Success rate of new companies formed.
- ✓ Job creation and retention.
- ✓ Number of students remaining in the region to start companies and join startups.

Southern Tier Regional Incubator Strategy

Capitalizing on technology, research and product development of academic institutions and mature industry.



Innovation Hot Spot: \$1,125,000

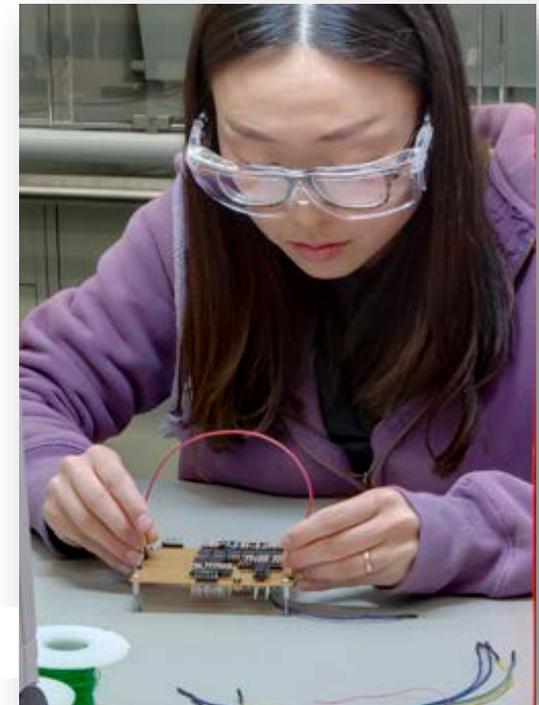
ESD Capital: \$1,000,000

Cornell University Node in Downtown Ithaca

Exponentially Increasing Science Technology Engineering STEM Research

- ✓ *Leveraging \$6,000,000*
- ✓ *Providing students with research experiences*

ESD Capital Request: \$1,500,000



Strategic Objective: Economic Development Backbone

- Business and Technology Development
- Shovel Ready Sites
- Broadband
- Community and Downtown Revitalization
- Tourism and Waterfront Development
- Workforce Development

Performance Measures:

- ✓ Private sector investment.
- ✓ Industry-university collaboration.
- ✓ Job creation and retention.
- ✓ Shovel-ready sites.
- ✓ Downtown building restoration.
- ✓ New commercial spaces and upper-story housing.
- ✓ Enhanced workforce skills.

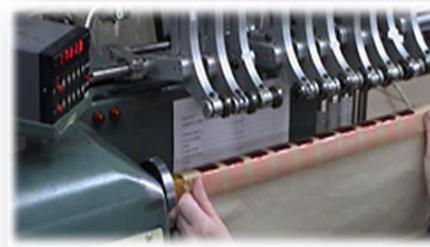
Business Development

- ✓ *Leveraging \$4,350,640*
- ✓ *Creating 100 jobs*
- ✓ *Growing manufacturing base*

The Hilliard Corporation
ESD Capital Request: \$163,000



Green Lumber Company
ESD Capital Request: \$860,000



DYCO Electronics, Inc.
ESD Capital Request: \$36,660

Build the Region's Broadband Infrastructure

- ✓ *Leveraging \$2,250,000*
- ✓ *Supporting business growth*
- ✓ *Advancing R&D*
- ✓ *Revitalizing downtowns*



MTC Wireless Broadband Extension
ESD Capital Request: \$320,520



Southern Tier Network Extension
ESD Capital Request: \$5,862,620

Shovel Ready Sites

- ✓ *Developing 1,000+ acres*
- ✓ *Creating 225 jobs*
- ✓ *Leveraging \$7,500,000*
- ✓ *Attracting new businesses*



- ***Binghamton Airport Park Area***
Extension of municipal sewer service to support the creation of a 1,000 acre shovel ready site.
ESD Capital Request: \$3,000,000
- ***Wissihickon Project***
Conversion of a former factory to create a shovel ready site.
ESD Capital Request: \$209,390
- ***I-86 Interchange at Tioga Downs***
Engineering plan to support increasing traffic and future tourism infrastructure development.
ESD Capital Request: \$37,500

Community Revitalization and Job Creation Projects

- ✓ **Leveraging \$12,000,000**
- ✓ **Creating jobs**
- ✓ **Revitalizing downtowns**
- ✓ **Reusing vacant buildings**
- ✓ **Growing tourism industry**



Watkins Glen Middle School Renovation
ESD Capital Request: \$3,000,000

First Arena in Downtown Elmira
ESD Capital Request: \$2,500,000



Village of Hobart Revitalization
ESD Capital Request: \$750,000



Community Revitalization Program 3

- ✓ *Leveraging \$15,000,000 in private investment*
- ✓ *Renovating 10 buildings*
- ✓ *Creating 15 new housing units*
- ✓ *Creating 10 new commercial spaces*



ESD Capital Request: \$1,500,000

Tourism Infrastructure



- ✓ *Cultural Destinations*
- ✓ *Lodging*
- ✓ *Tourism Marketing*

CMoG International Motorcoach Entrance

- ✓ *Leveraging \$64,000,000 in private investment*
- ✓ *Increasing international tourism*
- ✓ *Creating 35 jobs*



Construction of an international motorcoach entrance as part of the 100,000 square foot expansion of the world class Corning Museum of Glass.

ESD Capital Request: \$1,500,000

Lodging Infrastructure

- ✓ ***Leveraging \$24,400,000***
- ✓ ***Creating 100 jobs***
- ✓ ***Growing tourism industry***



- ***The INN at Corning***
ESD Capital Request: \$2,600,000
- ***Best Western Hotel in the Catskills at Margaretville***
ESD Capital Request: \$2,750,000
- ***Hammondsport Hotel in Wine Country***
ESD Capital Request: \$725,000

Tourism Marketing



- Catskill Mountains Scenic Byway for Delaware and Ulster Counties
- Visiting the Catskills
- Finger Lakes Beer Trail
- I Love Fresh Air Campaign
- Wine, Water and Wonders



Our Commitment in Year 3 ...

- ✓ \$118 million in leveraged funds
- ✓ 1,396 new jobs
- ✓ 105 retained jobs
- ✓ 20 new business ventures

Thank you!



*The
New*

NY

WORKS

for Business