

#OURMOHAWKVALLEY

2017 MOHAWK VALLEY REDC
PROGRESS REPORT



ROUND VII STRATEGY



#ourmohawkvalley

Taking Ownership

Modernizing our Manufacturers

Reinventing our Downtowns

WE ARE LEADERS IN THE INDUSTRIES
OF THE FUTURE



Since 2011 we have made progress... but we still have far to go... we will get there.

Because the Mohawk Valley is *made of something stronger*.

MVREDC PERFORMANCE SINCE 2011

462

PROJECTS

7,072

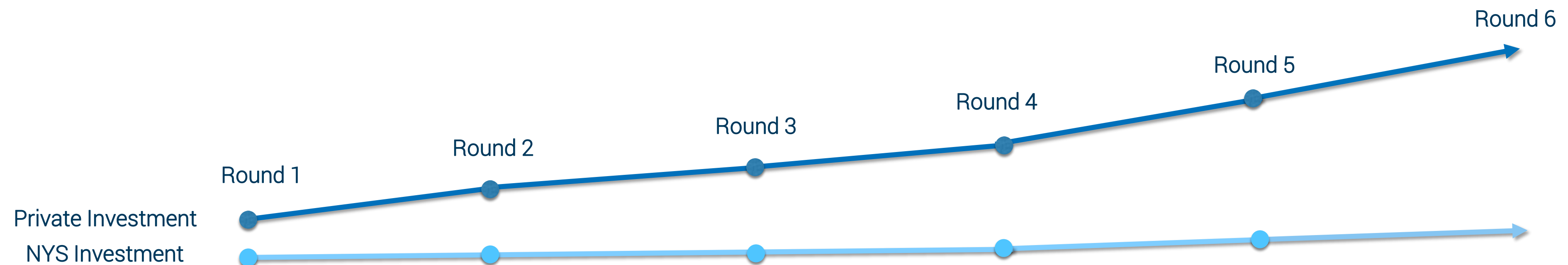
PROPOSED JOBS
CREATED/RETAINED

\$1.74
BILLION

TOTAL INVESTMENT

\$444.1
MILLION

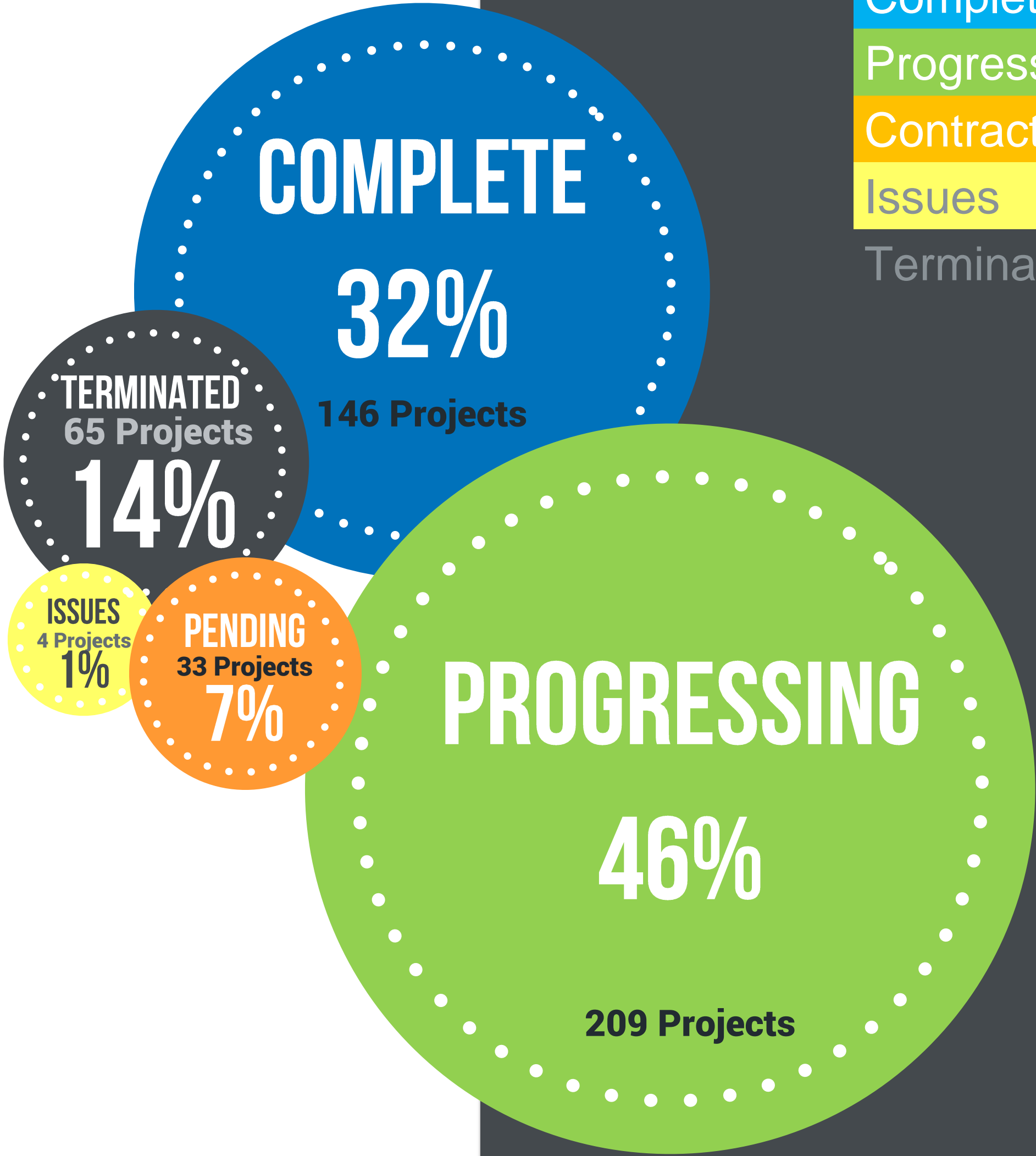
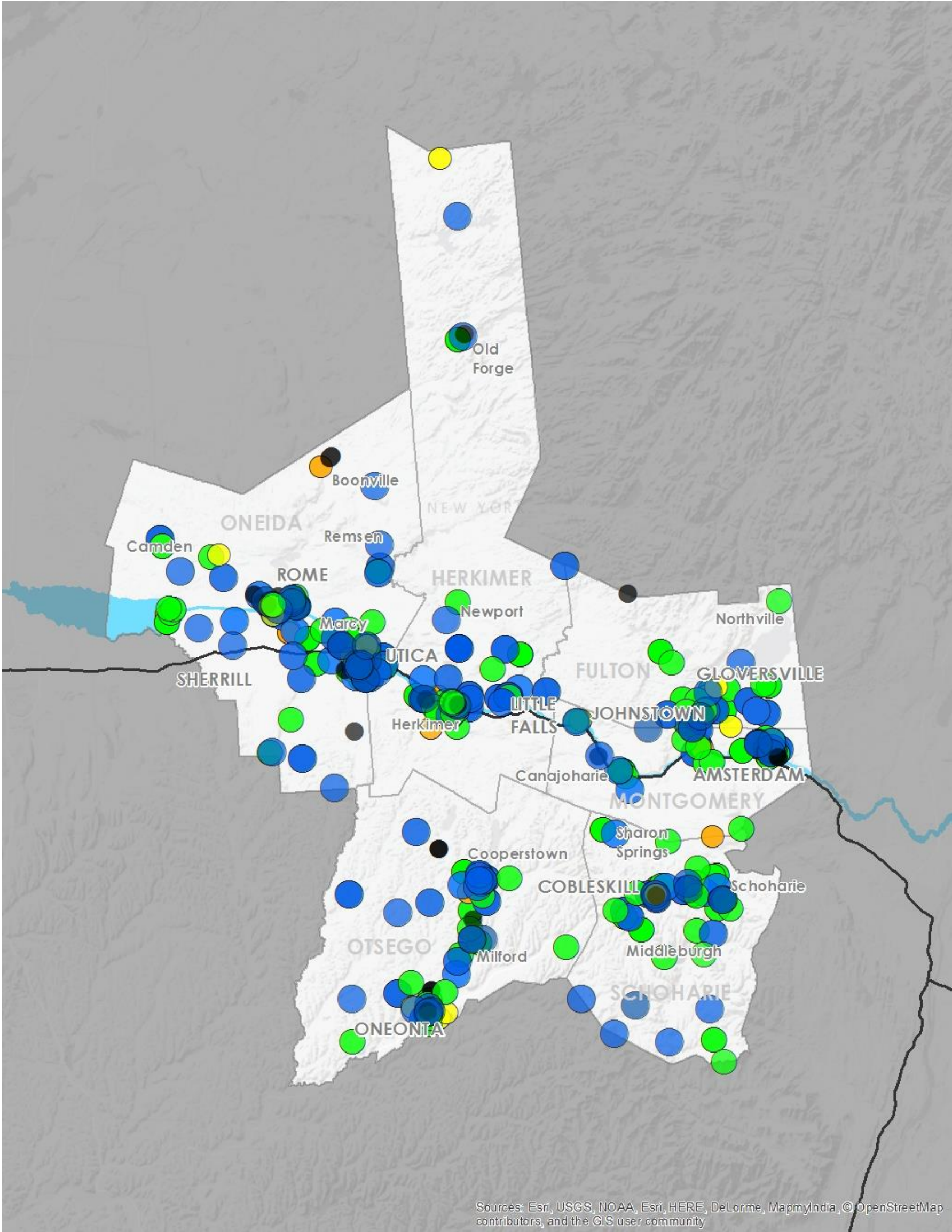
CFA AWARDS



7:1 LEVERAGE

PAST CFA PROJECT PROGRESS

Rounds 1-6

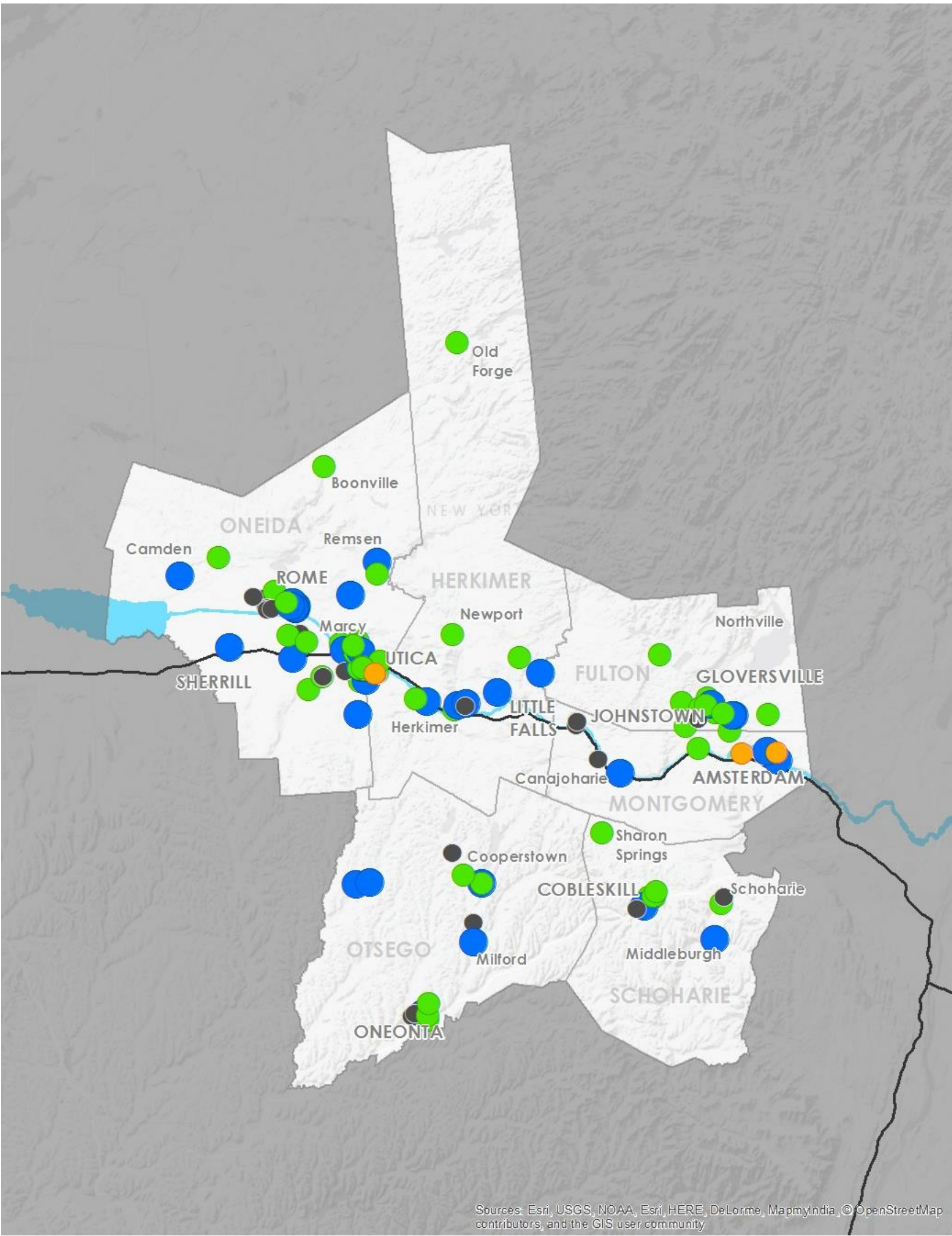


Complete	32%
Progressing	46%
Contract Pending	7%
Issues	1%
Terminated	14%

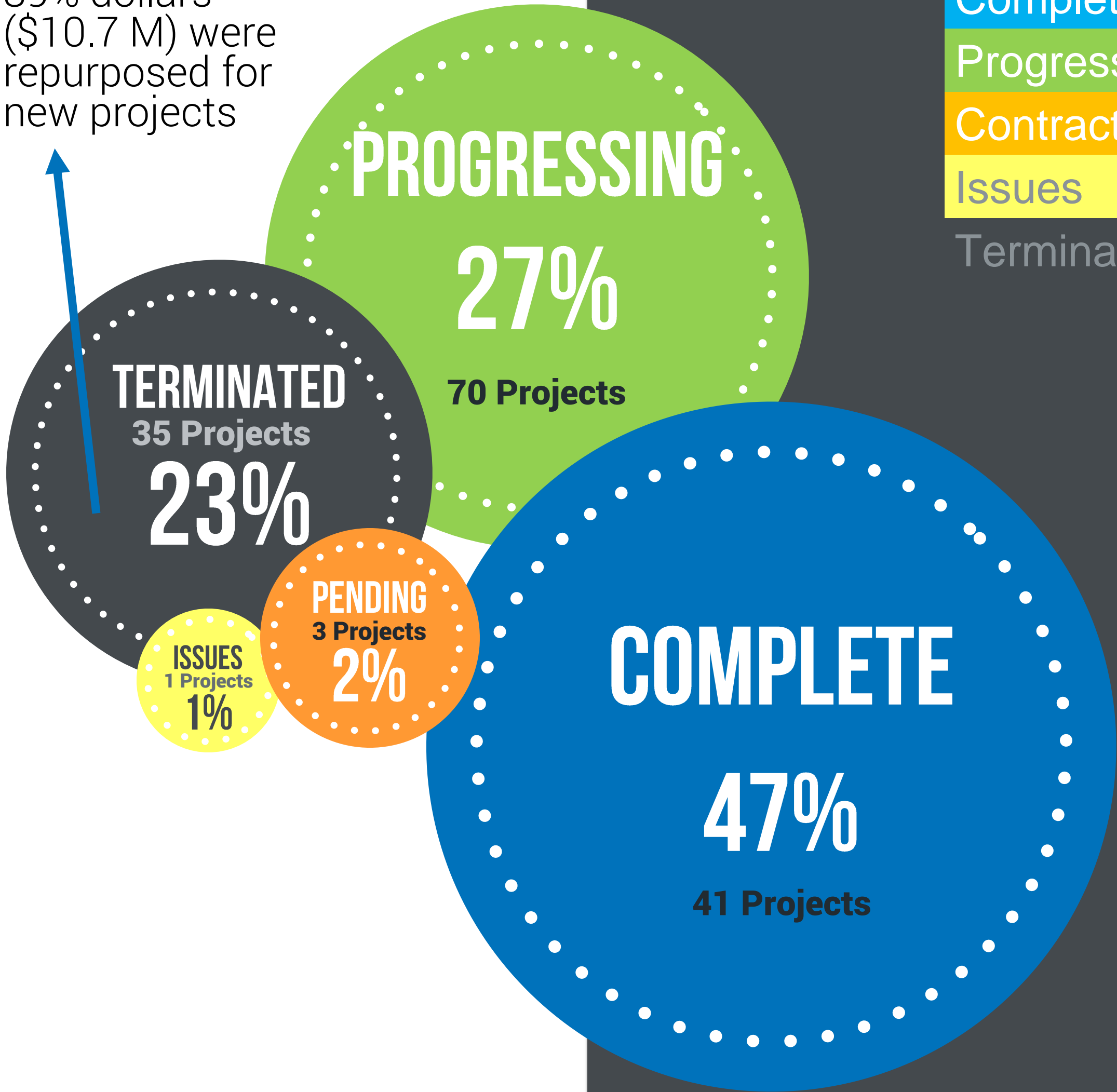
462
TOTAL
PROJECTS

PAST PRIORITY PROJECT PROGRESS

Rounds 1-6



89% dollars
(\$10.7 M) were
repurposed for
new projects

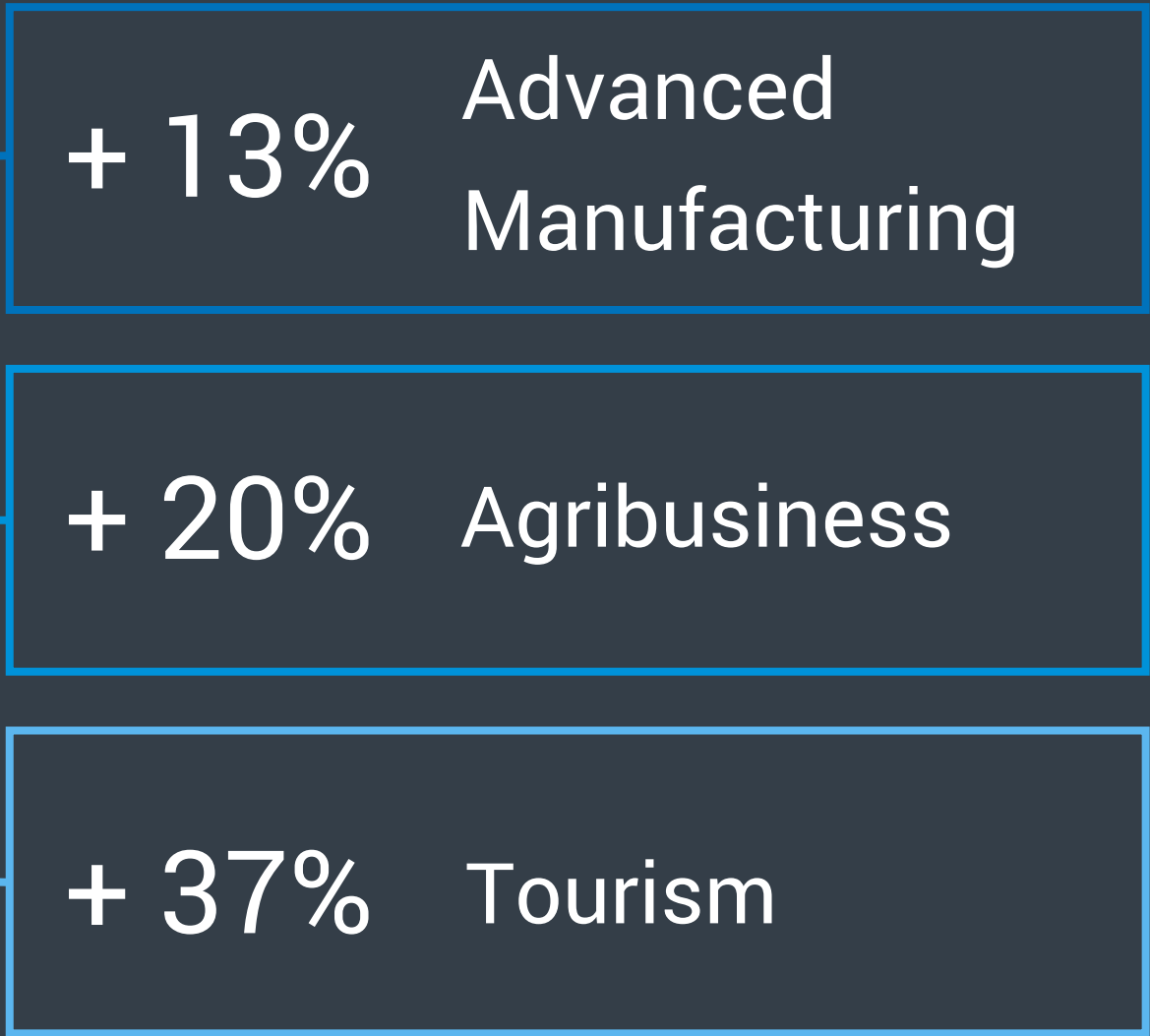


Complete	47%
Progressing	27%
Contract Pending	2%
Issues	1%
Terminated	23%

150
TOTAL
PROJECTS

REGIONAL INDICATORS

HOW WE'RE MOVING THE NEEDLE



+ 5%

Employment growth since 2010

Advanced Manufacturing

Average wage 34% higher than regional average

14%

Associates degrees

Middle Skill Job Readiness

MV: 14.1%
Upstate: 10.8%
NYS 9.4%
US: 8.8%

+ 24%

Growth since 2010

Top 5 Exports

Primary Metals
Finance and Insurance
Machinery Manufacturing
Food Manufacturing
Computers and Electronics

+ 3%

Growth since 2010

Population Growth

Ages 20-34

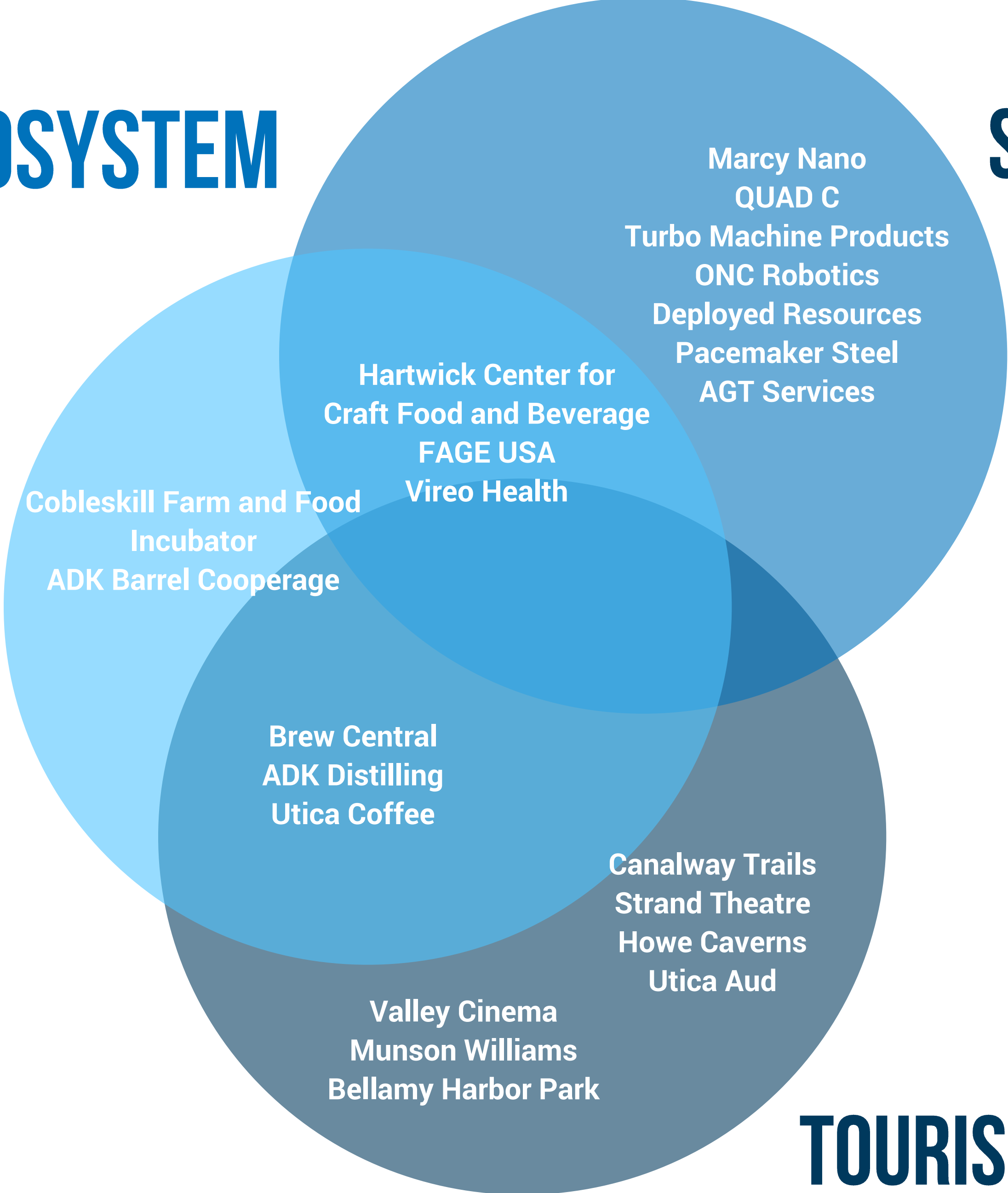
2000 – 2010: +.05% growth

MVREDC STRATEGY ECOSYSTEM

AGRIBUSINESS

STEM

TOURISM



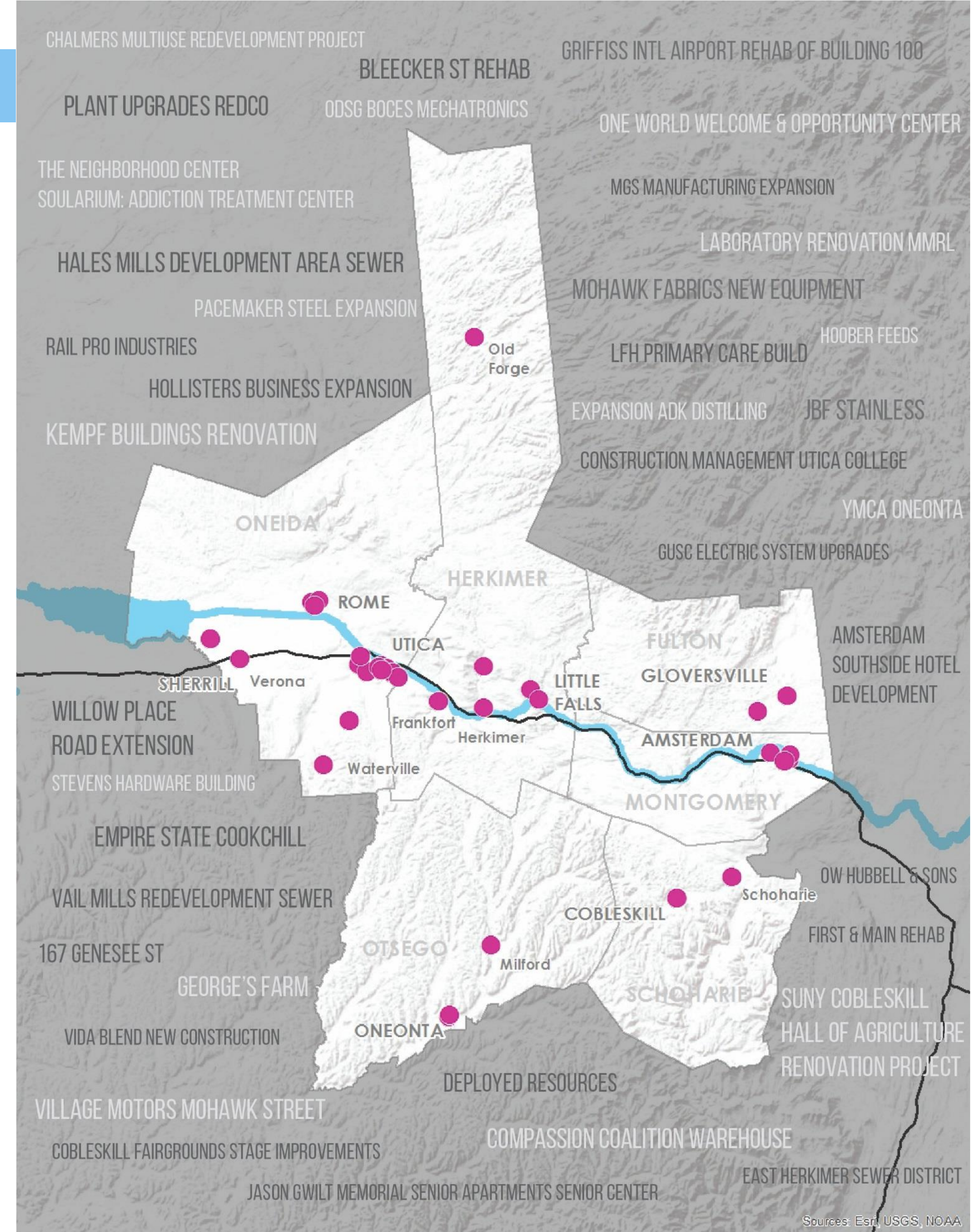
2017 PRIORITY PROJECTS

39 Priority Projects

\$154 M Investment

\$20 M Recommended Funding

8:1 Leverage



REGIONAL PRIORITY

“In today’s marketplace, if you aren’t advanced, you aren’t manufacturing.”
– Site Selectors Guild, September 2017



STEM INTENSIVE INDUSTRIES

- Advanced Manufacturing
- Semiconductors
- Cyber
- Unmanned Aerial Systems



Invest in our regional strengths, grow exports, transition to advanced manufacturing, and train a 21st Century workforce.

YOUNG SCHOLARS LLP UTICA COLLEGE

Liberty Partnership Programs are present throughout the region and serve as bridges between school districts and higher and continuing education. Their mission is to increase graduation rates amongst at-risk students and prepare them for success after graduation.

“My time with Young Scholars was the most rewarding time of my life. The people I met in the program have given me unconditional and eternal love, support, knowledge, and friendship. I was able to be the first in my family to go to college because of Young Scholars. I couldn’t be more grateful for the academic and personal support throughout my time in the Utica City School District and Utica College. This program has absolutely changed my life.”

Amber Parker, YSLPP Class of 2014

Utica College Class of 2018



REGIONAL PRIORITY

Enabling the farm-to-table movement and strengthening the food system supply chain.



Cultivating a STEM-based culture in craft food and beverage manufacturing and supply chain, while leveraging our unique products through agritourism and value-added opportunities.

SUNY COBLESKILL INNOVATION HOT SPOT

EDUCATION + MENTORING + PROCESSING + NETWORKING = OPPORTUNITY

**“THE PERFECT STORM IS UPON US.
WITH INCREASED MARKET MATURATION IN REGIONAL
FOODS, CONTINUED DROUGHT IN THE WEST AND
SOUTHEAST, NEW DISTRIBUTION MODELS TO CONNECT
PRODUCERS TO NORTHEAST CONSUMERS, THIS IS THE
RIGHT TIME TO GROW OUR REGIONAL FARM
BUSINESSES.”**

CADE’S EXECUTIVE DIRECTOR, REBECCA MORGAN

The Farm & Food Business Incubator is a partnership of
SUNY Cobleskill and CADE.



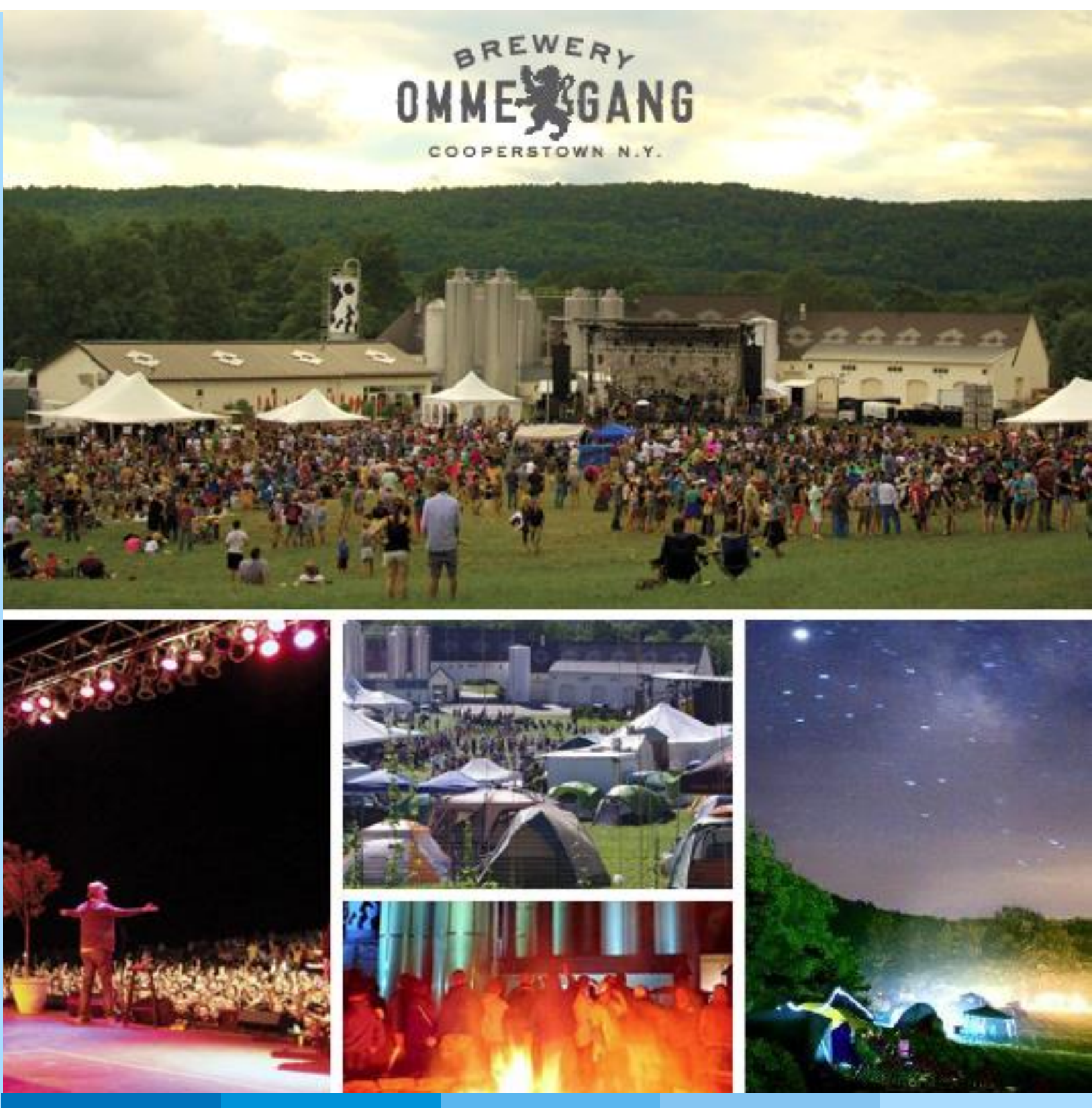
REGIONAL PRIORITY

The evidence is everywhere. By water, by road, by bike, and by foot – you can see, touch, taste, and feel the transformation.



TOURISM

Activate the Waterfront
Align with Industry
Leverage Natural
Resources
Create Great Places



By staying true to our strategies we are on pace to grow visitor spending to \$3B by 2025.

MAIN STREET SHARON SPRINGS

Business leaders, young professionals, entrepreneurs and retirees, are increasingly calling Mohawk Valley's downtown centers home because of the high quality of life and economic opportunity.



The Beekman 1802 "Merc Report" for Thursday, September 14, 2017:

Terrific Thursday here in the gorgeous Beekman 1802 Mercantile. People were spending this sunny and toasty September day walking up and down Main Street in Sharon Springs, New York. We had guests with arms full of shopping bags from the Cobbler and Company, Sharon Sprigs and McGuillicuddy's Naturals. We got to chat with folks coming to us from: Albany, Gloversville, Colorado, Guilderland, Utica, Sharon Springs, Schoharie, Boston, Chicago, Michigan, Little Falls, Boston, and Oregon.

BEEKMAN
1802

STATE PRIORITY

Life Sciences



"In so many ways, this is a microcosm of the MVREDC formula for transformation:"

MOHAWK VALLEY
REGIONAL PRIORITY



NEW YORK
STATE PRIORITY



REVITALIZATION



BOTANICAL

BIOMEDICAL

BIOCHEMICAL

BIOSCIENCE SUPPLY CHAIN

STATE PRIORITY

Workforce

Collaborating with companies to upskill employees

"Steps up to STEM" Program

Coordinating with school districts to prepare kids for careers in STEM, Agribusiness, and Trades

P-Tech Programs

Liberty Partnership Programs

ONC BOCES Mechatronics

Edmenston Robotics

Increasing exposure to skilled trades

Utica College Construction Management Program

MVCC UAS Training Program

Addressing the soft skills gap

FMCC Job Readiness Program



"It's not just a high school and college, it's the future – it's our future."

PTECH student Melodie McClary, Amsterdam

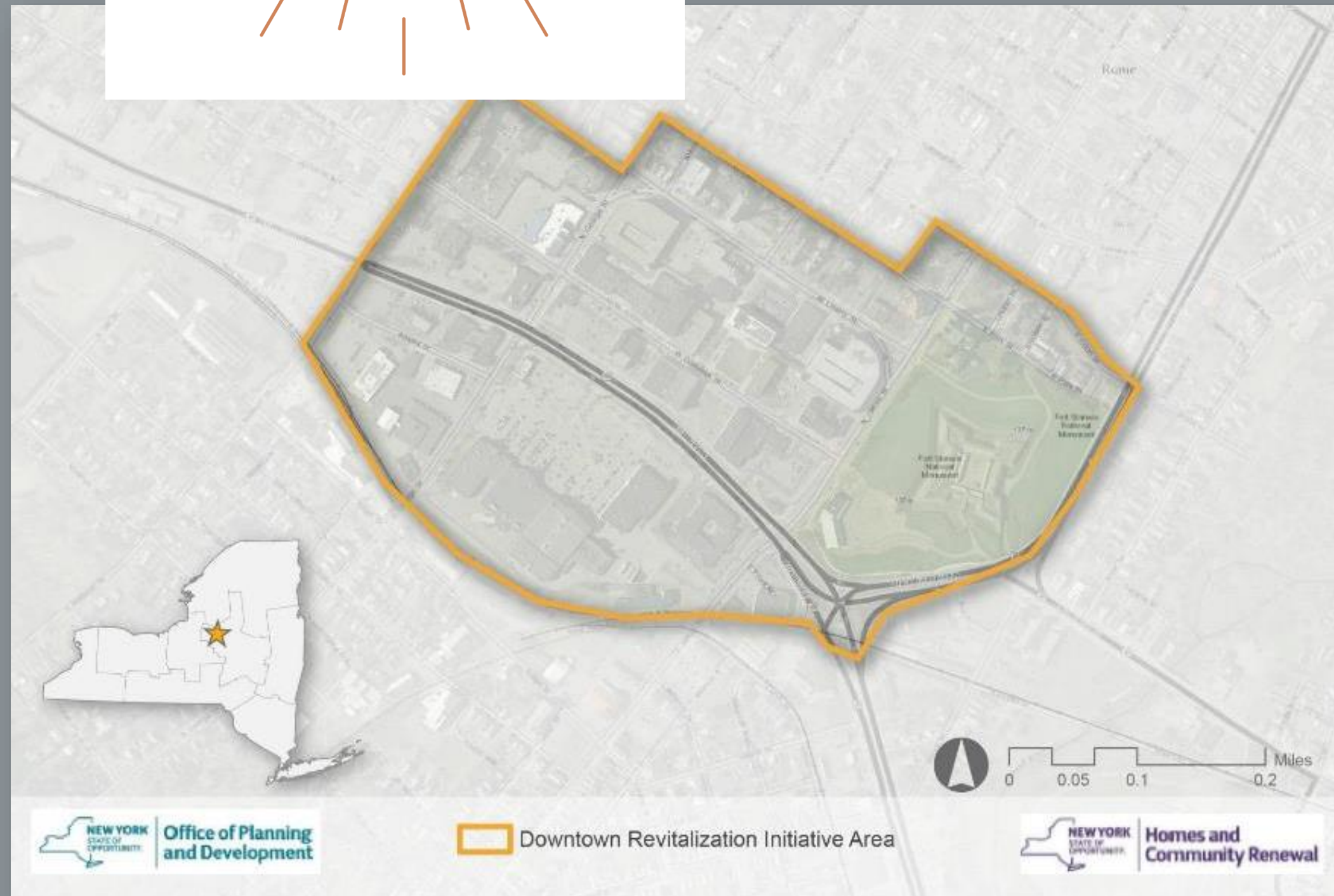


STATE PRIORITY

Downtown Revitalization

Our City will:

- inspire innovation
- facilitate residential repatriation
- promote arts-based business
- encourage alternative transportation
- celebrate diversity
- create amazing places



STATE PRIORITY

Downtown Revitalization

Amsterdam:

Gateway to Opportunity

Cobleskill:

Historic Downtown

Cooperstown:

Doubleday District

Gloversville:

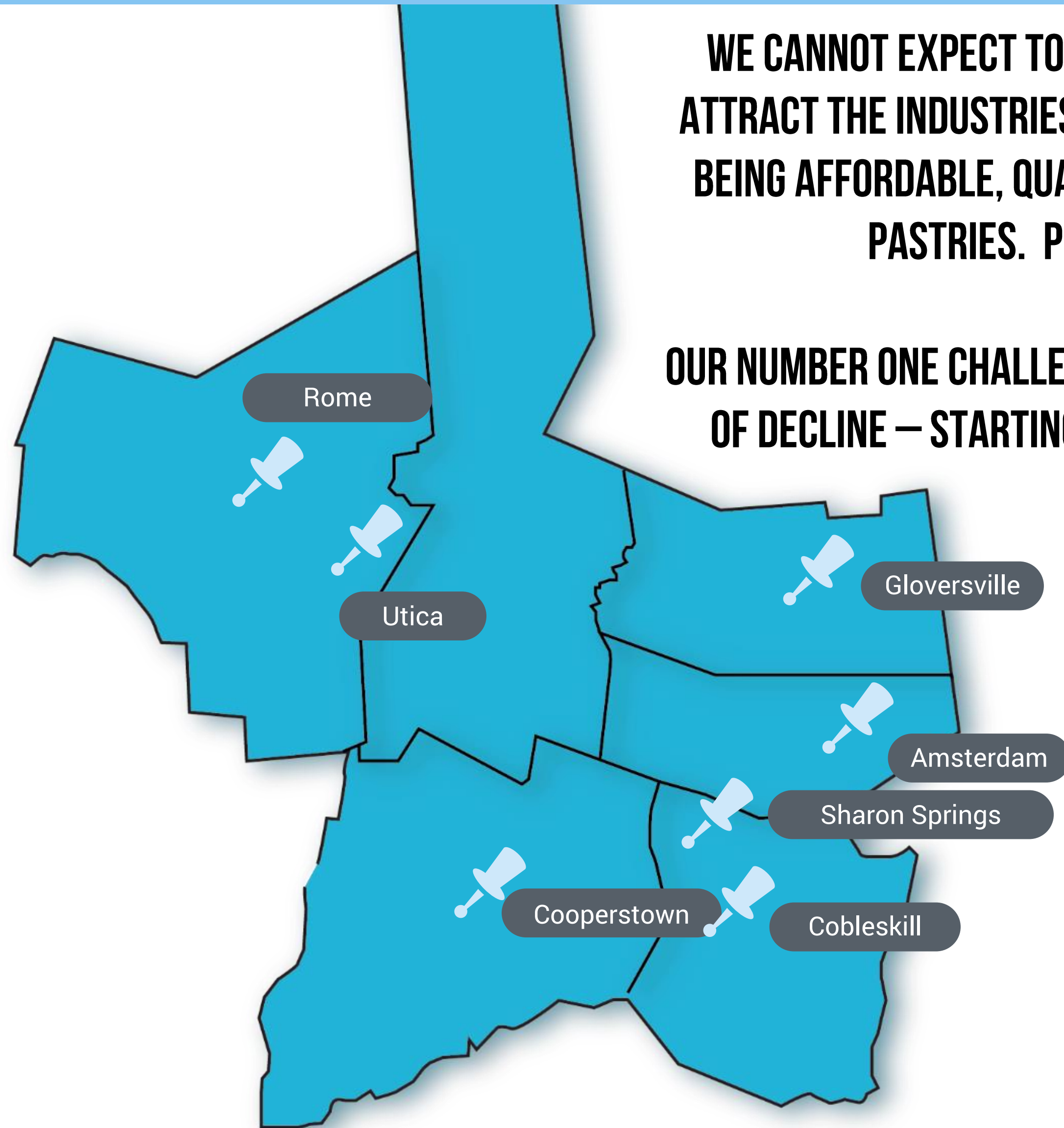
Renaissance on Main Street

Sharon Springs:

International Flavour

Utica:

One World Downtown



WE CANNOT EXPECT TO GROW A WORKFORCE AND ATTRACT THE INDUSTRIES OF THE FUTURE BY SIMPLY BEING AFFORDABLE, QUAIN, AND GOOD AT MAKING PASTRIES. PLACE MATTERS.

OUR NUMBER ONE CHALLENGE IS REVERSING 40 YEARS OF DECLINE — STARTING WITH OUR DOWNTOWNS.

STATE PRIORITY

Regional Cluster Plan



"By investing in this cutting-edge technology, we are creating a pathway to grow the upstate economy and create good-paying, quality jobs in the industries of the future."

Governor Andrew M. Cuomo

1.5-2X

Cyber/UAS Jobs
Average Regional Wage

\$354,813,592

Total Economic Impact
Air Force Research Lab
Five-County Impact Area

NASA

R&D Agreement with Griffiss
Multi-year, multi-million dollar partnership



UTICA COLLEGE

National Center of Excellence: Cybersecurity

1,100

UAS Test Flight Operations
Since 2014

10X

UAS Test Flight Operations
in 2017 vs. 2016

\$17 MILLION +

Investment
Griffiss International Airport and UAS related
projects

WALMART

East Coast R&D Agreement with Griffiss
Multi-year, multi-million dollar partnership

STATE PRIORITY

Veterans

Keys to Veterans' success practiced by the colleges in the Mohawk Valley

- **Culture of trust and connectedness**
- **Support**
- **Early alert financial and academic system**
- **Centralize efforts**
- **Align and coordinate various services**
- **Keep track**
- **Professional development for faculty and staff on unique issues and challenges**
- **Sustainability of effective practices**

Provide applied learning opportunities that connect veterans to potential employment career paths

SUNY Cobleskill Best for Vets for 2017 designation in US News and World Report



WILLIAM "BILLY" FOX served three years in the Air Force as an MC-12W Sensor Operator with two tours in Kandahar. Billy left the Air Force in 2014 to continue his education at SUNY Cobleskill in the B.T. Wildlife Management program.

ONE WORLD MOHAWK VALLEY



- Maximize Opportunities
- Incentivize business projects that afford employment to hard-to-place workers
- Break down language and cultural barriers
- Connect neighborhoods to needed services
- Create great places for all to live and succeed

#OURMOHAWKVALLEY

MADE OF SOMETHING STRONGER

