



LONG ISLAND ON THE RISE

*A REGION REACHING FOR NEW HEIGHTS
OF INNOVATION AND INCLUSION*



WYANDANCH

**THE STRATEGIC ECONOMIC DEVELOPMENT PLAN
FOR LONG ISLAND
2016 UPDATE**

LONG ISLAND REGIONAL ECONOMIC DEVELOPMENT COUNCIL



October 3, 2016

Dear Commissioner Zemsky:

The Long Island Regional Economic Development Council is pleased and proud to present the 2016 update to our Five-Year Strategic Plan. Our continued emphasis on innovation and inclusion, as well as collaboration and consensus, reflects the dedication of dozens of Council and Work Group volunteers. These members devoted the past year to reviewing our accomplishments over the first five years and recommending new projects that were developed with our stakeholders throughout Long Island to advance our strategies. Our goal has been and remains the creation of an Opportunity Economy for all Long Island, regardless of race, ethnicity, community, or even educational level and industry sector.

Included in this document are the Progress Report, Round Six project recommendations, a deep dive into the economics of the region, and a rollout of our first Downtown Revitalization Initiative awardee, the diverse Village of Westbury. In addition to promoting our biotech industry cluster and emphasizing sustainable practices, especially in our legacy agricultural sector, we believe our priorities continue to meet Governor Andrew Cuomo's catalytic challenge to create transformative change.

We are especially proud of how, even in our sixth year, our Work Groups continued to collaborate and strategize throughout the year to keep our pipeline of projects flowing. Their meetings often are exciting and inspiring, alive with new ideas and relationships, including appeals from stakeholders and aspiring entrepreneurs. A key to our progress has been the cross-pollination between Work Groups. The result has been remarkable. We have broken down walls between, people, institutions, companies, communities, and sectors.

The Council would like to applaud your leadership and that of Lt. Gov. Kathleen Hochul and Governor Cuomo. The Long Island region needed the push toward collaboration and consensus – and strong new projects -- that came with creation of the regional councils and the competition for funding. Like the Lindbergh bounce described in our introduction, we needed it, but now we are well on our way, rising to new heights of job-creating accomplishment. We believe we have responded to your challenge and proudly present our evolving vision.

Sincerely,

A handwritten signature in blue ink, appearing to read 'K. Law', with a long, sweeping underline.

Kevin S. Law
President & CEO
Long Island Association

A handwritten signature in blue ink, appearing to read 'Stuart Rabinowitz', with a stylized, cursive style.

Stuart Rabinowitz
President
Hofstra University

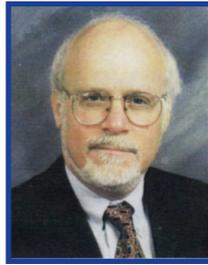
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KEY STRATEGIES FOR ECONOMIC GROWTH



IDENTIFY and support industry clusters, especially biotechnology, that possess the potential to bring together researchers, educators, investors, manufacturers and others in a collaborative effort to accelerate the commercialization of technical and scientific discovery and generate jobs at every rung of the employment ladder.



CREATE a cohesive education and workforce training strategy through partnerships among a range of stakeholders - business, trade groups, labor, government agencies, educational institutions, parents and students - with the goal of ensuring that workers from all of Long Island's communities are prepared to take advantage of new job opportunities in key economic growth sectors.



DEVELOP innovation and industry clusters in transformative locations across the region - including downtowns, brownfields and university, research and medical centers - by integrating the smart growth principles of transit-oriented development and vibrant community life.



ENHANCE and develop multi-faceted, interdisciplinary facilities aimed at incubating and accelerating the commercialization of innovative products generated at the region's premier research institutions, by linking scientists, engineers, and health and medical professionals to entrepreneurs and small businesses.



REINVIGORATE Long Island's manufacturing sector through continued transformation from traditional defense and aerospace work to advanced technology products, creating skilled, high-value jobs and a network of nimble companies that can develop synergistic partnerships with companies in other regions of the state.



PRODUCE a new generation of sustainable, well-paying jobs in the legacy sectors of agriculture, aquaculture, fisheries and tourism by enhancing the economic value of our parks, historic places, and arts venues and organizations, and expanding export opportunities, infrastructure, recreation facilities, research partnerships and workforce training.



KEY STRATEGIES FOR ECONOMIC GROWTH



REBUILD and expand infrastructure to improve job access, revitalize downtowns and transit HUBs, speed trade, and attract and retain dynamic regional businesses and highly-skilled workers.



PROTECT Long Island from the perils of climate change at the same time we encourage new “cleaner, greener” industries by leading collaborative regional efforts to harden our infrastructure, businesses and homes against the next major storm and to encourage transportation, energy and construction policies that reduce our vulnerability, as well as our carbon footprint.



REVITALIZE Long Island’s poorest places by targeting the region’s collective resources on new community-driven initiatives that can create jobs, homes and businesses and ensure that all communities are participating fully in the state’s economic revitalization.



AUGMENT the export capacity of Long Island companies and attract foreign direct investment in the region by bringing together experienced exporters, relevant government agencies and our world class education and research institutions to identify and pursue potential business opportunities overseas.



UNLEASH the economic potential of unemployed and underemployed military veterans with creative new ways to provide information, job training and other skills that will honor their service and aid the region by helping them succeed as employees and entrepreneurs.



ATTRACT travelers from across the globe by leveraging Long Island’s unique heritage and tourism assets to convey our rich contributions to American history, the arts, and culture.



HOW WE'RE DOING...



ANDRAS FORGACS
MODERN MEADOW

Growing leather? Not on a farm but in a lab?

That's exactly what a company named Modern Meadow is doing, hopefully with LIREDC-recommended state funding.

There are those who wish the world was different, and those who work to change it every day. At Modern Meadow, teams are working tirelessly to see this new future materialize; one where humans make the material and the animals roam free. Biology and materials science are the company's foundation, engineering and analytics is the company's strength, and design is the company's core.

Modern Meadow is unlocking the capabilities of nature to solve our biggest sustainability challenges. Growing leather without an animal might seem futuristic, but at Modern Meadow they are making it a reality. Biofabrication enables the company to grow nature's materials using living cells instead of animals. The firm already has realized millions in venture capital funding and is looking to expand dramatically.

"Leather, which represents a \$100-billion raw material market, has always been prized for its beauty, functionality and enduring status," said Andras Forgacs, Co-Founder and CEO of Modern Meadow. "Today, as a co-product of the meat industry, it is subject to fluctuations in availability, quality, price and growing demand. At Modern Meadow, we're re-imagining this millennia-old material to create revolutionary new features without harming animals or the environment."

Modern Meadow grows collagen, a protein found in animal skin, from which the company creates a leather 'hide.' Depending on the desired features, Modern Meadow designs and engineers the material to deliver the right structural and aesthetic properties. The company then tans and finishes it through an efficient, ecologically mindful process to give the material its final character.

Part One: EXECUTIVE SUMMARY/ OVERVIEW OF PROGRESS

We're on a roll, rocking it – pick your favorite cliché for success. And we're hungry for more – more jobs, more businesses, more opportunity for all Long Islanders to realize their personal suburban dream.

In the five years since Governor Andrew Cuomo called for a more collaborative, inclusive approach to job creation, the **Long Island Regional Economic Development Council** has won four "top competitor" awards (don't get us started on "the one that got away"). We brought home \$425 million in state funds for 470 diverse initiatives, including \$109 million for 141 transformative "priority projects," all of which leveraged nearly \$1.8 billion in private investment.

And the taxpayer's money was carefully spent: about 86 percent of our projects have been completed or are well on their way to generating the economic activity – **real jobs for real people** – that our partners in businesses, not for profits and local government had promised.

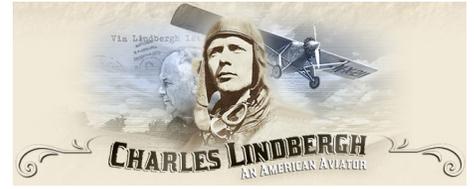
We still have lots more work to do to make Long Island not just America's First Suburb but its smartest. And we know that many factors beyond anyone's control can affect the fortunes of a local economy. But we are encouraged by the deep drop in our unemployment since 2011 and by other indicators of an improving economy. (See pages 13 to 22 for the full picture.) We are especially jazzed that Long Islanders are not just working but working together for growth – in communities rich and poor – with enthusiasm and in numbers we've never seen.

Far from complacent and self-satisfied, however, we are working harder than ever. In Round Six, capital funding from Empire State Development for 31 Priority Projects will facilitate **\$254,364,702 in private and other public investment**. And that doesn't include investments in projects receiving Excelsior tax credits and funding from other state agencies. In addition, we were proud to play a role in selecting Long Island's first \$10 million recipient under Governor Cuomo's helpful Downtown Revitalization Initiative, the demographically diverse Village of Westbury.



HOW WE'RE DOING...

All this activity didn't just happen spontaneously. The spark came straight from our first strategic plan, which was based on in-depth research and intensive outreach, to be certain that it reflected the ideas and aspirations of all Long Islanders. It's a plan that was assiduously developed and updated through the efforts of hundreds of volunteers on the Council and in our Work Groups, dedicated experts who have devoted thousands of hours to the cause. Their efforts, led by Long Island Association President Kevin Law and Hofstra University President Stuart Rabinowitz, the LIREDC co-vice chairmen, were invaluable to our success.



And then there is history. Our progress in promoting discovery and development was built on a record of innovation that predates even the dawn of the “suburban era” that saw explosive growth after World War II.

Yes, we have a lot of history to inspire and instruct us and to explain our “can do” attitude. Like the Long Island Bounce – Charles Lindbergh’s ingenious improvisation that lifted the fuel-gorged Spirit of St. Louis from the Hempstead Plains into history.

That first-ever transatlantic flight in 1927 not only put the farming and fishing center of Long Island on the map – literally, in thousands of newspapers around the globe. It fueled our ascension as an aerospace power. But the subsequent 65-year flight of prosperity, which created jobs up and down the economic ladder, did more than produce airplanes and spacecraft. It also gave rise to an intellectual infrastructure – the research institutions and well-trained talent pool - that would support generations of new businesses and industries.

That’s what happened in the early 90s when the close of the Cold War cooled defense spending and crushed our economy: The legacy of inventiveness and industriousness prepared – no, inspired—thousands of scientists, engineers and entrepreneurs to create hundreds of thousands of jobs at every skill level. That’s because innovation is in our DNA. So is resiliency in the face of adversity.

Whether it was building the craft for the first men on the moon or the homes for America’s first suburbanites, whether it was cracking the genetic code or developing the bar code – whether it was rebuilding a community after a sudden super-storm or after years of decline – Long Islanders have figured out how to get things done. And now it is happening again: With the leadership of the LIREDC, our Priority Projects and other CFA initiatives are propelling us into new heights of discovery and productivity.



With the help of a vast and diverse network of stakeholders, we are reaching out to all corners of Nassau and Suffolk Counties to advance exciting new products and businesses through actual and virtual industry clusters, most notably in pharma and other biotech fields. And we are doing so even as we continue to support every legacy endeavor from aerospace and computer science to the arts and agriculture.

By promoting collaborative partnerships with local officials, developers, labor and community groups, we are building new downtowns and renovating old ones, while we look beyond our villages with Global NY to bring our entrepreneurs, products and services to the world.

As part of our mandate to promote economically and environmentally sustainable growth, we are supporting “cleaner, greener” infrastructure projects that preserve open space and protect water quality. We are working to buck a national trend that is seeing corporate headquarters, as well as some millennials, leaving suburbs for their central cities.

We are dedicated to bringing out the potential in all our people, regardless of race and ethnicity, especially our veterans and other vulnerable communities.

HOW WE'RE DOING...

Our goal is a full Opportunity Economy. And so far, by keeping our promises – by reviewing and realigning our workforce training continuums, by simply practicing what we've preached in our strong but flexible strategies -- we've made strides through 2016 to reach it. That's what we see in the data, in our project pipeline, and in classrooms and construction sites throughout this sprawling region.

Call it the Spirit of Long Island. Like the aviation pioneers that laid the foundation for our innovation economy, we have been rising steadily to meet the challenge for transformative change.

Consider just these recent examples of regional progress, supported by our holistic strategies, informed by state priorities and promoted by a new culture of cooperation:



Memorial Sloan Kettering
Cancer Center™

New Hub, New Horizons: On the same site where Lindbergh willed his Ryan M-2 aloft – a vast, crumbling parking field that symbolizes our need to become that smartest suburb – the Island's economy is reaching into new realms of high-tech discovery and productivity. Breaking ground prepared by LIREDC- approved investments in planning and infrastructure, a world-class cancer institution, Sloan Kettering, is bringing a cutting-edge research and treatment center to the Nassau Hub. The 88-acre brownfield site, clustering a stone's throw from the new medical school at Hofstra University, is also alive with construction crews creating an entertainment village as part of the iconic Nassau Coliseum reconstruction.

Lifting All Boats With Downtown Renewal: In Long Island's poorest hamlet, a public-private Opportunity Agenda partnership is building nothing less than a new downtown, and they are doing it from a plan – a vision – that came “bottom up” from the community. The rising of Wyandanch includes affordable apartments, shops, parks and career-training programs with a focus on the young and veterans, as well as a state-of-the art LIRR station and parking garage. It also has brought hope to a demoralized hamlet. And beyond: As if in anticipation of Governor Cuomo's new Downtown Revitalization Initiative, Wyandanch Rising has become a model of how collaborative, inclusive planning and transit-oriented, smart-growth principles can be applied throughout the region and state.



United, there is little we cannot do in a host of cooperative ventures. Divided, there is little we can do-for we dare not meet a powerful challenge at odds and split asunder.

John F. Kennedy

New Careers Through Clusters and Collaborations: Long Island's leading educational and research centers, most of which rarely cooperated prior to the LIREDC (if they communicated at all), are working to produce the next generation of engineers and others critical to a knowledge-based economy. Just as importantly, community colleges, vocation-oriented secondary schools and educational not-for-profits are collaborating with neighborhood groups and unions to make sure that no potential employee is left behind. Cooperative ventures with some of the world's top research facilities are moving new genetic-based cancer therapies from “bench to bedside” – to save lives and create careers not just at the PhD level.

Growing for Growth: In the East End's “food belt,” from Riverhead to Montauk and Orient Point, state investments in the infrastructure and technology of farming and fishing have helped these legacy industries remain vibrant for another generation of consumers and producers. Especially helpful are funds created to help farmers and fishermen access badly needed capital. Our efforts, especially the focus on preserving the historic and bucolic nature of the region, have paid off beyond the docks and fields. It has protected open space and has encouraged tourism, another area where we have invested in promotional campaigns and interesting places to visit.



HOW WE'RE DOING...



Clean Living, Clean Jobs: In more than 1,000 homes and businesses, “cleaner, greener” sustainability initiatives have reduced our carbon footprint and energy costs. Our towns and villages have embraced an ambitious outreach and education agenda, supported by LIREDC strategies and government grants. No surprise Long Island is the first region in the state to meet its residential solar target. In Patchogue, under the auspices of United Way of Long Island, a “zero energy” home built by veterans for a veteran became the first Long Island project to receive a coveted national prize.

Growth Beyond Our Shores: With the goal of creating jobs locally by selling our products and services globally, the LIREDC has enthusiastically embraced the innovative Global NY initiative to help our businesses receive financial aid and information to expand overseas. Grants have aided companies with everything from the purchase of equipment to subsidies for foreign travel to useful guides such as our own Export Toolkit. Export fairs and a dozen workshops have spread the word and improved the ability of Long Island businesses to show the world why the region is such a strong economic engine for the state.

Global NY



These are but a few of the job-generating and - saving initiatives encouraged by the LIREDC in our first five years of operation. We are as proud of our progress as we are of our past.

But the LIREDC is painfully aware of how much work is left to be done. Yes, our unemployment rate is down, but we know that thousands of people remain out of work, including those who are so discouraged about their prospects – including all too many veterans – that they have dropped out of the job market. Yes, more and more villages are embracing smart-growth TOD, but all too many are missing the chance to make their downtowns more appealing places to live, work and play. And, yes, we are producing more and more engineers, scientists and other professionals, but we know that an economy is built on more than high-fliers and that too many people – especially in the minority communities – are falling behind. We get it.

That’s why the LIREDC has increased its efforts to build a better Long Island – to listen even more closely to all our stakeholders, regardless of race, ethnicity and economic standing. That’s why we have not waited for people to come to us, why we have visited many groups, in many diverse communities. And that’s why we urge the state to continue its support of our Priority Projects and other initiatives – and ultimately our promise.

As strongly as we are performing by most quantitative and qualitative measures, we believe – we know – that Long Island can make an even bigger contribution as a job-generating engine of growth for all. We know we can fly even higher.



HOW WE'RE DOING...

WHERE WE'RE GOING

The LIREDC is excited about continuing our partnership with Empire State Development and other New York State agencies. Our Priority Projects – some of which are summarized below – advance our key strategies in important, exciting ways. They build on our successes in shaping a promising industry cluster, ignite the potential of village downtowns, encourage exports and foreign direct investments, train veterans in job and life skills, and extend our Opportunity Agenda to new places of need. These projects also help our partners in local governments meet the immediate and long-term need for infrastructure repair and replacement – a priority of the LIREDC as a precursor to new development.

Overall, as we have for the past five years, we are planting seeds today that will flower for years to come.

The following examples of our Priority Projects are divided into four sections **Innovation and Industry Clusters, Workforce, Infrastructure, and Natural Assets and Tourism**. (A full list is included later in the report.) But we want to emphasize that many of them, true to our strategic goals, boost economic activity in more than one sector.

Our Priority Projects

Investments in Innovation and Industry Clusters



Modern Meadow

Cow-less Leather: Modern Meadow does nothing less amazing than grow leather from a protein found in animal hide. The company would establish research and development facilities at the LIREDC-supported Bioscience Park at Farmingdale State College, helping the region in its strategy to attract innovative biotech firms and meld seamlessly with many of the state's prominent industries.

Flying with the Sun: Long Island would become the home to the research, testing and manufacturing of the next generation of solar-electric unmanned aerial vehicles through state support of Luminati Aerospace. A “back to the future project,” the \$80-million facility – which was aggressively sought by other states -- would be located on the grounds of the historic Calverton airbase where Grumman Aerospace once tested prior generations of aircraft.



A Walk in the (Innovation and Entrepreneurship) Park: Located conveniently on the main commercial artery of Long Island's North Shore, the Long Island University incubator would stimulate growth through the commercialization of technology. A StartUP NY facility, it would enhance the ability of yet another local university to create high-tech jobs and attract venture capital.

Toward a Healthier Hempstead: This socially significant innovation initiative will help a strong healthcare provider, Winthrop University Hospital, expand its presence in one of Nassau County's poorest villages, Hempstead, creating jobs and improving healthcare access for tens of thousands of mostly minority patients. The project also will boost Hempstead's long sought downtown revitalization.



HOW WE'RE DOING...



Engineering High-Tech Medical Treatments: The world-class Feinstein Institute for Medical Research would establish a Center for Advanced Engineering to discover new ways to treat disease and severe injury through technology. One initiative would develop prototypes of devices that allow totally paralyzed patients to regain normal movement by re-routing signals from the brain to the muscles.

“Heating up” the Economy in the Kitchen: A new feature in our “food cluster,” Nassau is partnering with Cornell Cooperative Extension to convert a commercial kitchen into an incubator for new food ventures. The focus will be on “foodie” entrepreneurs whose artisanal initiatives have outgrown their own kitchens and who need mentoring and other start-up assistance from more experienced hands.



Cornell University
Cornell Cooperative Extension
HARVEST NEW YORK



NASSAU COUNTY
LONG ISLAND, NEW YORK

Entrepreneurial Engineers: Stony Brook University’s eMINDSET is a critical follow up to the successful ESD-funded ENGINE program that increased engineering enrollment by 400 percent. This new phase is expected to boost enrollment by 700 percent, helping the region meet the demand for engineers, particularly minorities, in increasingly complex and entrepreneurial endeavors.



Stony Brook
University



Images for Pure Research: Stony Brook’s Preclinical Screening Center will advance the University’s capacity for medical research and the region’s commitment to encouraging cutting-edge discovery. An added bonus, all state funds will be invested within New York. One of the firms that will manufacture and install equipment is from Buffalo and another provider is from Oneonta.

Southampton Cancer Center: One of the East End’s premier medical facilities is planning a \$14-million complex to provide more sophisticated, coordinated and timely cancer care. Currently there are no top-tier cancer treatment centers on the geographically isolated East End. This is especially problematic for the poor who make up a substantial share of Southampton Hospital’s patient census.



Investments in Our Workforce

Helping Veterans Help Our Economy: Suffolk County Community College plans to establish a Veterans Resource Center for more than 700 military-connected students. The facility will provide benefit advisement, resume writing workshops, support services, job referrals and academic tutoring, as well as collaborations with employers to prepare veterans for their return to the workforce.



How We're Doing...



MASTER IN
MARKET RESEARCH &
CONSUMER BEHAVIOR
The Lab Challenge:
Discovering Consumers
through Innovation

Learning What Makes Consumers Tick: Hofstra University would create a state-of-the-art Consumer Behavior Market Research Lab to train students and help businesses better serve existing customers and more effectively reach new ones. With Long Island so reliant on retail and other sales, this sophisticated window into consumer behavior will provide valuable insights and techniques for students and business people.

Bringing a Community to New Jobs: With the enthusiastic support of Nassau's top elected official and a major developer, the Greater Uniondale Area Action Coalition is seeking to plan and design a downtown workforce training and recruitment site that will tie the underserved community to jobs at the Nassau Hub. GUAAC would build on prior partnerships that have earned it much respect inside and outside of Uniondale.



Building Our Biotech Pharma Sector: Amneal Pharmaceuticals, which has expanded to become a lynchpin of our biotech cluster, wants to focus on boosting the skills of existing employees. Product safety and quality are core issues in pharmaceutical manufacturing, and the key to meeting these challenges is a well-trained workforce that is conversant in everything from technical writing to project management to regulatory compliance.

Investments in Infrastructure

Car-less Connections to Innovation: The Long Island Innovation Zone initiative will connect existing and planned transit-oriented downtowns, such as Patchogue and the Ronkonkoma Hub, to the region's top research institutions, such as Brookhaven National Lab. Creation of Suffolk County's iZone will feature state-of-the-art Bus Rapid Transit stations to replace blighted parcels slowing downtown renewal.



Training Businesses in LGBT Workforce Development: An expanded LGBT center in Patchogue, which provides services for runaway and homeless youth, computer training, dental care, and violence prevention, would partner with businesses to create job opportunities, including for veterans, in LGBT-affirming workplaces. Additionally, it will aid organizations that want to create non-discrimination policies for LGBT employees.

HOW WE'RE DOING...

Greener Access to the Nassau Hub: Nassau would like to build three pedestrian bridges to the Hub over busy thoroughfares to cut down on the number of cars at the Nassau Coliseum and bio-medical facilities, as well as nearby museums and parks. The “green” bridges also would connect more communities to the Hub – and to each other – and meet the desire of more and more residents to bike and walk.



Wyandanch Still Rising: The Community Development Corporation of Long Island will continue the remarkable revitalization of Suffolk’s poorest hamlet, the LIREDC Opportunity Agenda community of Wyandanch. Part of realizing a vision that came from the residents, the 117 additional units of mixed income apartments, including for veterans, and 1,200 square feet of retail, is the next phase of transforming a blighted neighborhood into a model for suburban renewal.

Additionally, Babylon Town proposes to construct an **architecturally significant LIRR station** as the centerpiece of the first phase of the transit-oriented revitalization initiative.

Downtown Historic Arts Anchor: Reflecting the importance of the arts to downtown vibrancy, Main Street Theatre Partners is acquiring a former Babylon Village movie house, converting the nearly century-old structure into a live theatrical venue. The project, which will attract thousands of people to Babylon’s picturesque downtown, also will provide arts education for children and adults.



Investments in Natural Assets and Tourism



More Local Leafy Greens: Satur Farms, which has steadily expanded with LIREDC support, is seeking state assistance to purchase new equipment that would exponentially increase its ability to package more field-grown produce. The single head bag fillers not only would help a respected brand create more jobs in a legacy industry, but will also protect the environment by reducing the hard plastic packaging.

Fresher Fish from the State’s Top Port: Montauk Inlet Seafood expanded their infrastructure with a Round Two grant, and now needs to increase the supply of ice that is essential for commercial fishing operations. Construction of a bigger and better ice-making facility and other dock improvements will help preserve and create jobs on land and sea and keep locally harvested fish on tables throughout the northeast.



HOW WE'RE DOING...

Fresh Food for a Fresh Downtown: Riverhead's revitalization, as well as local farmers and fishermen, would get a boost from the private-sector creation of a market that would also aid tourism at the gateway to the Hamptons. The market not only would add a productive attraction but remove another blighted building from an increasingly attractive riverfront.

RIVERHEAD FARMERS' MARKET



Building Back from Sandy... with Pride: Continuing its revitalization in the wake of Superstorm Sandy, the City of Long Beach is partnering with the LGBT Network to produce "Pride on the Beach," a three-day destination event promoting LI's beaches to stimulate tourism. Reaching out to the LGBT community is part of the city's celebration of its diversity as well as its ambitious marketing of tourist assets.



Securing the Future of Fishing: Building on the success of a similar ESD initiative for agriculture, the Fisheries Future Fund will provide capital for the next generation of fishermen. The commercial fishing industry and its future is constrained by a lack of private investment due to high local production costs, regulatory uncertainty, and a lack of supporting infrastructure. This collaborative program is expected to help 50 fishermen stay in business, preserving our legacy.



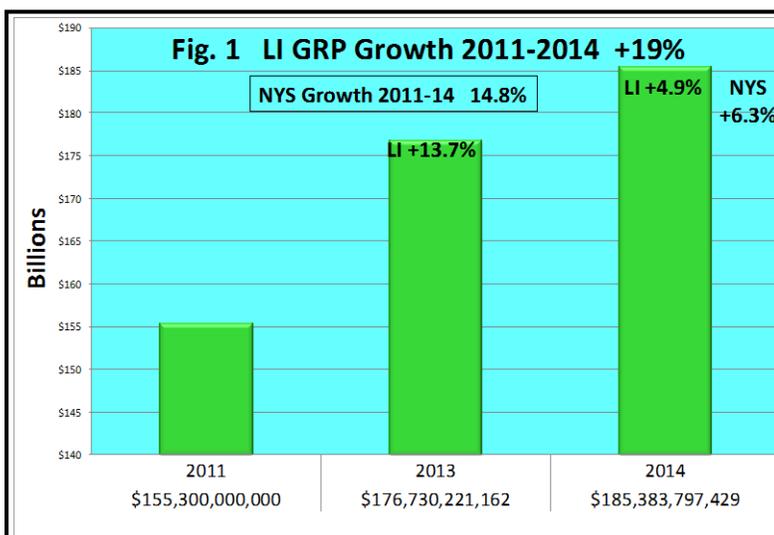
What the Numbers tell us...

Part Two: Proof of Progress

State of the Region

Long Island continues its impressive progress as a national model of a maturing suburb, developing a sustainable regional economy with expanding opportunities for all citizens. Critical private, public and region-wide economic metrics have maintained their positive trends, capitalizing on a half-decade of investment to achieve important milestones. Significant challenges remain, however. Key ingredients for regional success require additional assets to achieve critical mass and ensure stable long-term prosperity for the region and the state.

General Economic Indicators: Investments are Paying Off



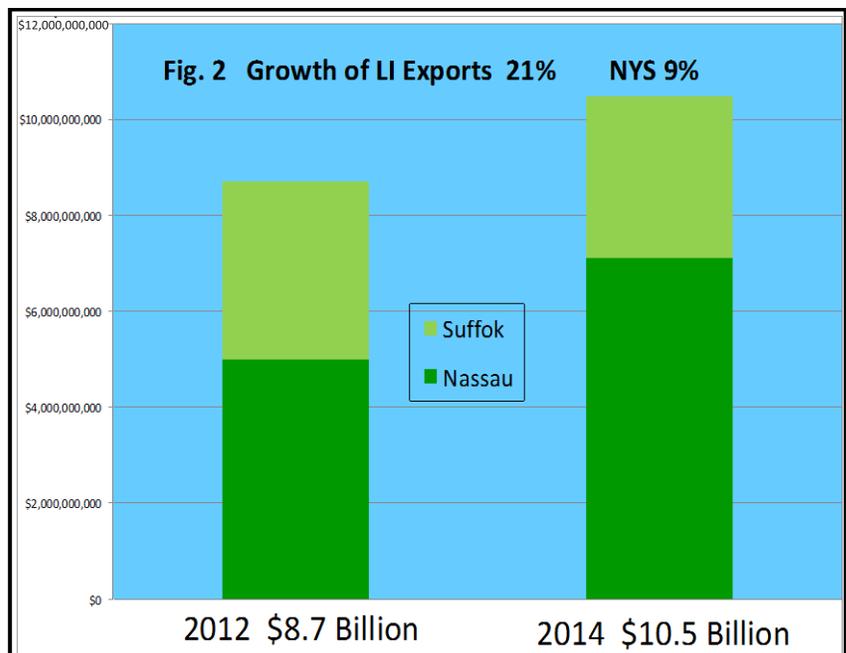
Our numbers are good. **Gross regional product** (see Fig. 1, left) significantly exceeded the statewide growth rate in 2011-2014, but fell behind it for 2013-2014; was the pace unsustainable or is there underlying weakness? Exports (see Fig. 2, below) grew at an extraordinary pace, doubling the statewide rate.

Employment metrics continued to trend very positively (please see following page for additional details.) In July 2016, the regional **unemployment rate** had fallen by three full percentage points since 2011, reaching the lowest level for July in almost a decade. Labor force participation and total number of people employed also reached highs not seen for

several years. Anecdotal employer reports suggest available pools of seasoned managers as well as entry level workers are shrinking, potentially requiring further programs for management and workforce development.

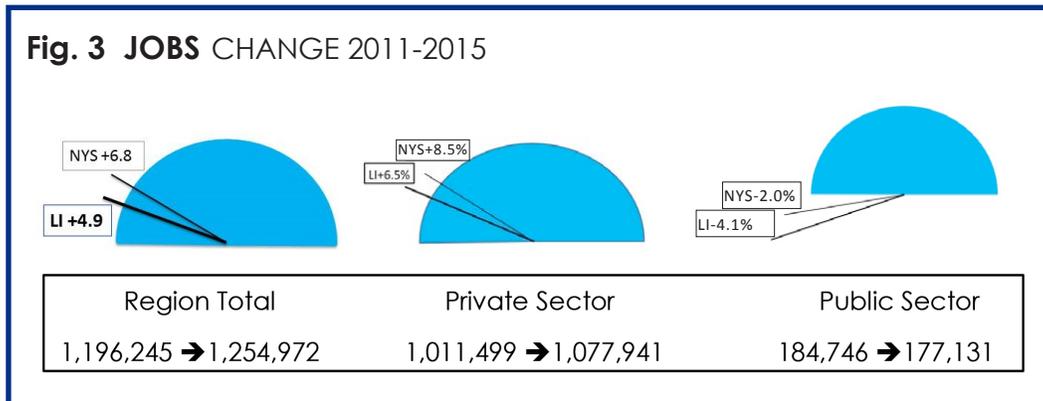
LI UNEMPLOYMENT RATE
2011 7.2%
JULY 2016 4.2%

On the other hand, job growth has not been uniformly distributed across all wage levels and has not kept pace with statewide rates of increase.

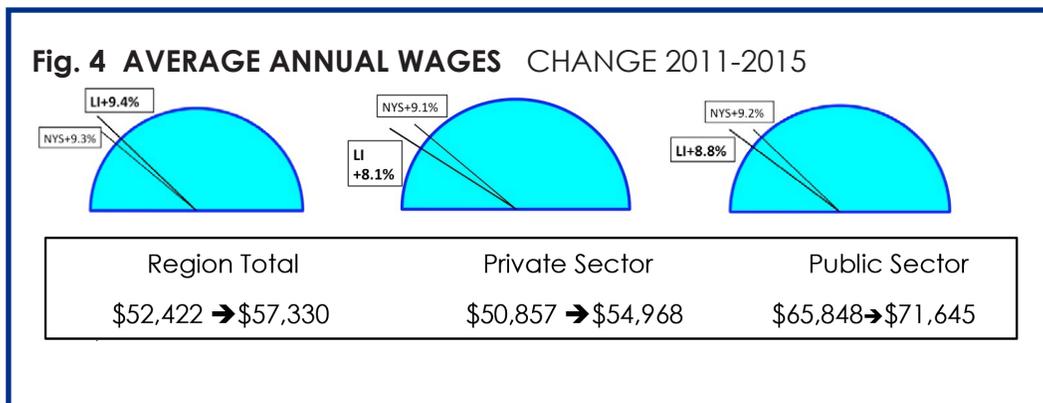


What the Numbers tell us...

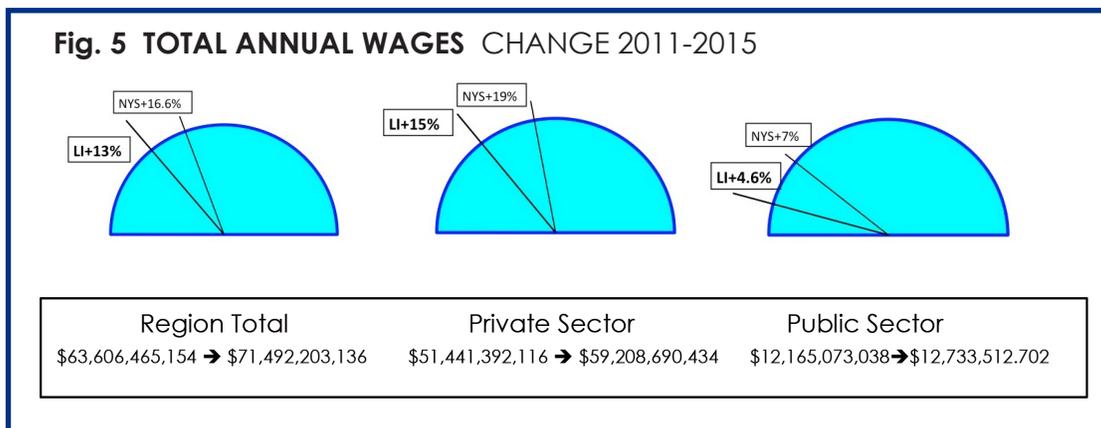
Jobs Although private sector and regional job totals grew, while public jobs declined (at more than double the statewide rate), Long Island's increases lagged the statewide rates by about two full percentage points. (Fig. 3, below)



Average Annual Wages (Fig. 4, below) Although the regional increase in average annual wages exceeded the average statewide increase by a tenth of a percentage point, Long Island lagged the statewide increases in both the private and public sectors.



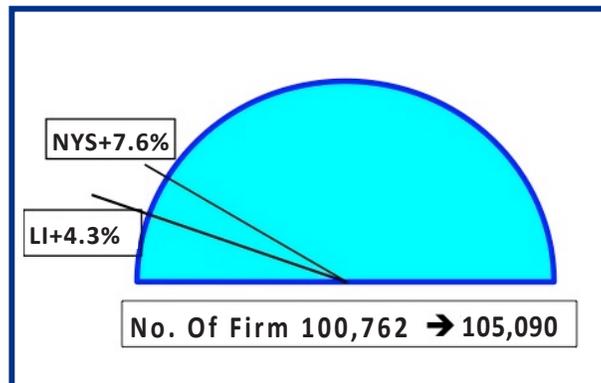
Total Annual Wages Long Island increases in total annual wages lagged the statewide averages across the board, in total regional, private sector and public sector increases, by a minimum of almost two and a half percentage points. (Fig. 5, below.)



What the Numbers tell us...

Fig. 6 NUMBER OF FIRMS CHANGE 2011-2015

Growth in the total number of firms is a positive sign, but it reflects “churn,” total established firms plus total new firms minus firms that closed. Our region’s critical dependence on innovation led us to begin drilling down within this overall total to look at new firm creation as well. (See Key Regional Indicators: Ongoing Transformation, Returns on Key Investments, below.)



Quality of Life Indicators: Long Islanders Stay, Poverty Increases, Visitors Come and Spend

The regional record combines success in population retention and attraction with continuing challenges; the rising tide isn't lifting all boats at the same rate.

Regional Retention and Attraction

Out-migration: More Long Islanders like where they are and stay. Although the population grew between 2013 and 2014, the proportion of Long Islanders who stayed held steady at 97.9%. Thus fewer people left the region and indeed the state. The number of “Leavers” declined by more than 12%.



**2013 -2014
LI "Stayers"**

**Steady at
97.9%**



**2013 -2014
LI "Leavers"**

**Dropped
12.7%**

Bedroom No More: Long Islanders live in the same region where they work. As the Long Island workforce grew by more than 14,000 between 2013 and 2014, the proportion who work and live in the same region ticked up by 1.1%. 77.6% of Long Islanders work in-region.



What the Numbers tell us...



Tourism Magnet: Long Island is the state's second highest tourism revenue-generating destination after New York City, with an unparalleled diversity of outdoor and indoor recreational opportunities and an abundance of cultural and historic sites. A 1% year-over-year increase brought visitors to Long Island who spent **\$5.3B in 2014**. They supported more than **75,000** jobs at total wages exceeding **\$1.6B**.

Health Insurance: The proportion of Long Islanders lacking health insurance achieved an additional milestone, dropping from under 10% in 2012 to under 9% in 2014, 1.7 percentage points below the statewide average of 10.6%.

Long Islanders Without Health Insurance	
2012	2014
9.5%	→ 8.9%

Poverty: Although Long Island followed the statewide pattern of increasing poverty rates across all age cohorts, our region fell **below the statewide average poverty rate of 15.6% by more than half**. However, significant challenges to enhancing progress for all remain. Geographic concentrations of poverty that are small in number, but substantial in their effects, approximate the statewide average poverty rate; almost 13% of the Long Island population lives in areas with poverty rates in the double digits.

Long Islanders in Poverty	
Increased Across All Age Cohorts	
2011	2014
5.5%	→ 6.6%

Long Islanders in Poverty	
LI Rate Less than 1/2 Statewide	
2011	2014
14.5%	→ 15.6%

Long Islanders in Poverty
Almost 13% on LI live with double digit poverty rates

What the Numbers tell us...

Key Regional Indicators: Ongoing Transformation, Returns on Strategic Investments

Long Island's regional vision identifies globally significant — and globally competitive — technology sectors as the traded industry drivers of our economic future. In addition to biotechnology, selected last year as the region's target cluster, these include information technology, clean energy, defense and homeland security. All — like biotech — rest significantly on our formidable research enterprise and all have need of an established advanced manufacturing base transformed for the 21st century. We now recognize this base to include technology-supported food processing, which adds value to many products of our natural assets on land and sea. Every one of our high tech R&D and manufacturing jobs creates as many as 4-5 additional jobs, both in their vendors and suppliers and in the wider economy, from professional business services and finance to real estate, healthcare and retail.

Current indicators provide a status snapshot; leading indicators measure inputs needed to generate innovation; together, they facilitate tracking the flow of invention and its translation into innovative commercial products for the world market and good jobs for the makers.

R&D Investments

Research Institutions: Long Island research institutions compete successfully with the best. Like those nationwide, however, they are feeling the effects of declining federal support for basic research and development. This is a fundamental resource for regional innovation and must be addressed at the level of federal policy to reap the full benefits of past investments by Empire State Development and our institutions in exceptionally powerful R&D facilities and commercialization programs for regional and national impact.

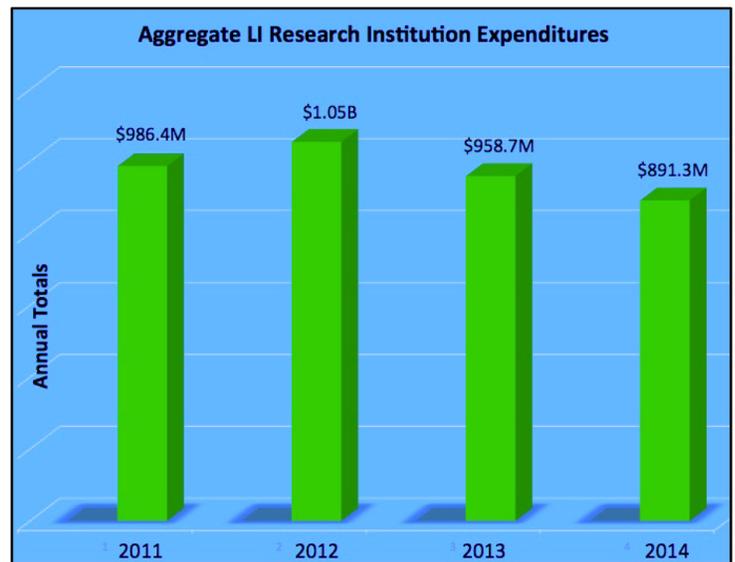


Fig. 7

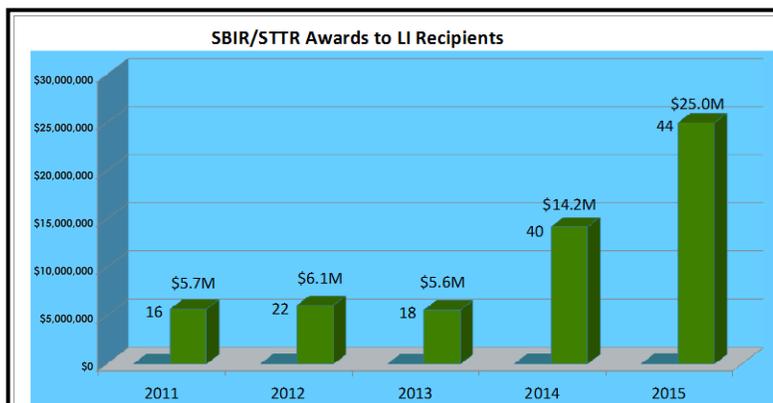


Fig. 8

SBIRs/STTRs: These federal grants are the most valuable resource for early stage technology development by startup companies, enabling them to cross the “valley of death” between the completion of basic research funding and the willingness of early investors to risk private capital on new technology products. Long Island's recent performance suggests that previous investments by ESD and regional institutions may be having an effect but the major returns are still to come. North Carolina, for example, generates more than \$50M annually in these funds through focused and consistent efforts like those begun here, with LIREDC support.

What the Numbers tell us...

Patents Issued: Those issued to Long Island residents, both institutional and individual inventors, have fluctuated in a relatively narrow range over the last five years. The encouraging fact is that the proportion of Long Island patents to the statewide total — which includes the nation’s No. 1 inventor, IBM, as well as the research powerhouses to our west — remains at approximately 10% of inventions statewide. Long Islanders continue to feed the innovation pipeline, while LIREDC-supported facilities and institutional programs are magnifying the outcomes.

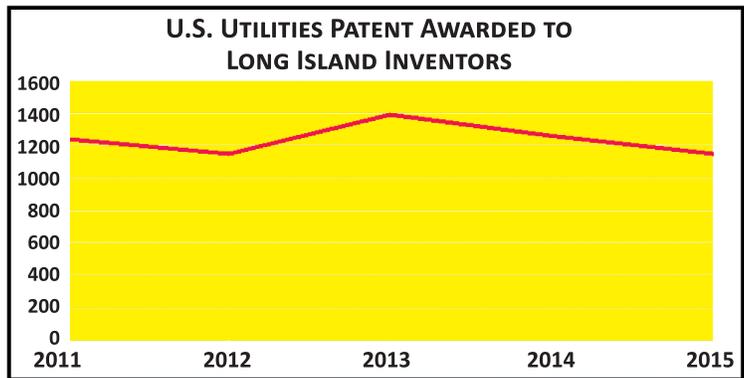


Fig. 9

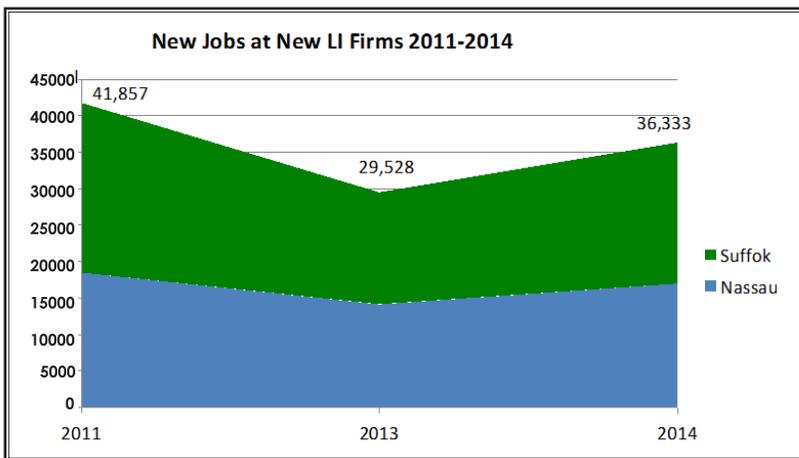


Fig. 10

New Company Starts: This indicator actually reports on the tens of thousands of new jobs created by Long Island companies that were less than one year old at the time of job creation. It is presented here as a proxy measure for actual new company starts. The most recent year-over-year increase is encouraging.

Early Stage Investment: The graph shows the record of the Long Island region in attracting early stage investment capital at all stages. The “pre-seed” Accelerate Long Island fund is supported by LIREDC, although its capital derives from other sources and is matched by a pair of private investment funds. Its original allocation has been exhausted by investments in 10 proof-of-concept and similar projects with new ventures. An additional allocation of \$3M will be shared with downstate counties on the same terms as the initial fund, i.e. with a 1:1 match from private sources. Accelerate Long Island and its private partners invested a total of \$1M between spring 2013 and December 2015.

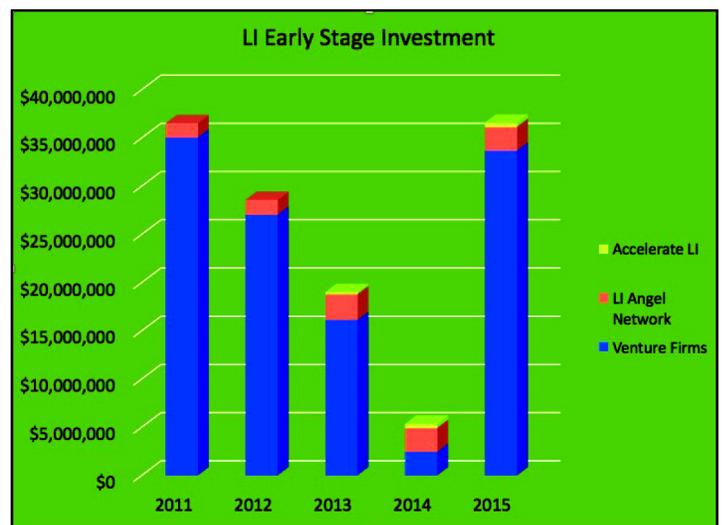


Fig. 11

What the Numbers tell us...

Human and Physical Assets

High School Diplomas and Post-secondary Degrees: Long Islanders are justly proud of the overall performance of their public school systems, which have a region-wide high school graduation rate of 89.3%, more than 10 percentage points above the statewide rate of 78.1%. However, the picture is less cheering when the measurement of “college and career readiness” is considered. This recently introduced State Education Department metric is based on student performance on Regents English and math exams, which have been shown to correlate with success in first-year college courses. The statewide readiness rate, at less than 40%, is daunting, but the Long Island rate of 54.1% is cause for significant concern. A region that aspires to leadership in innovation, yet has difficulty both in retaining its own young workers and in replenishing those losses from other regions’ youth cohorts, needs every one of its high school graduates to be literate and numerate.

To support the region’s innovation-driven economy, Long Island’s 17 colleges and universities annually award more than 20,000 degrees at all levels (Fig. 12). Not quite 20% of these are in STEM fields. The recent trend of increasing STEM degrees is encouraging but needs to be sustained and enhanced. We are fortunate that the 12% decline in total masters level degree awards over four years – from 7,164 to 6,405 – has not been replicated in STEM fields, because it is graduates at this level who are most likely to bring advanced knowledge directly into the workplace with near-term impact. The Long Island innovation economy will benefit from a significant increase in STEM degrees at all levels, a goal supported by the LIREDC.

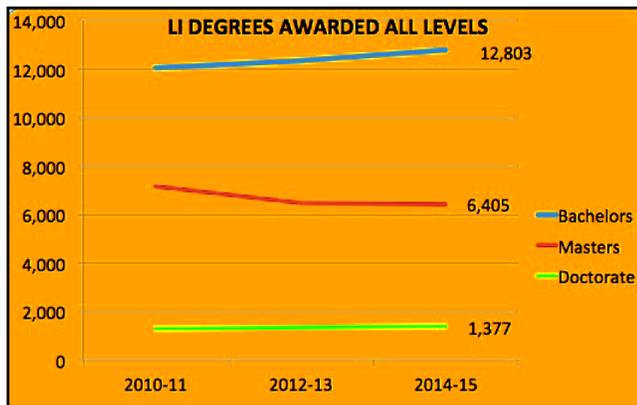


Fig. 12

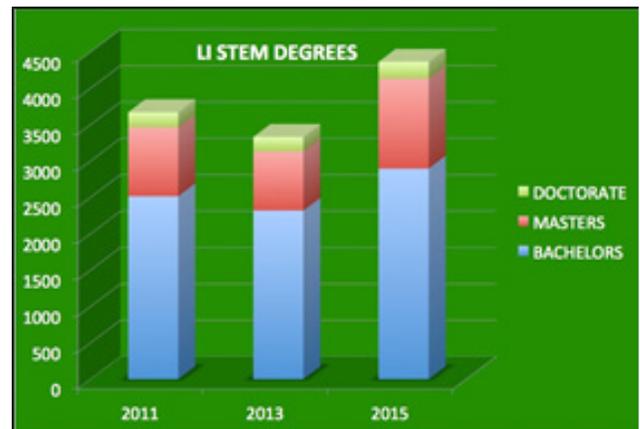
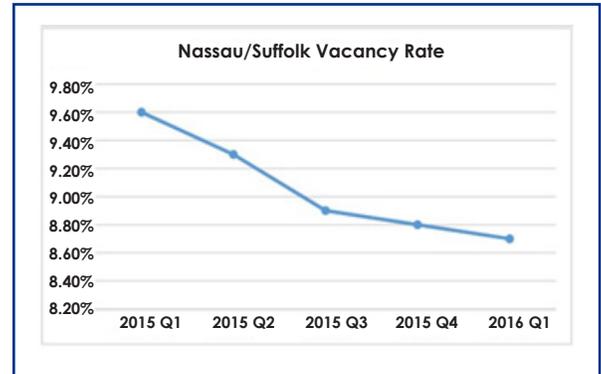
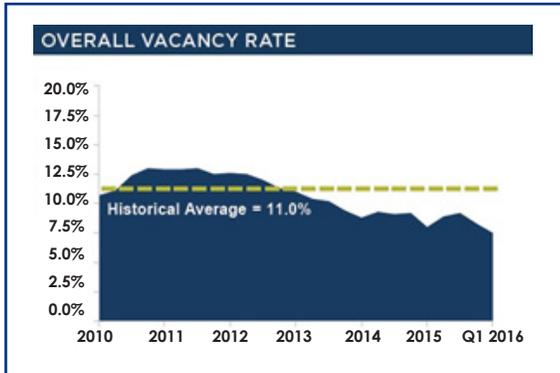


Fig. 13

Persistence of Poverty: The persistence of poverty in a context of increasing recovery, as described above, is a concern. Our response to the Opportunity Agenda of 2014, which focused on one of our neediest areas, Wyandanch (whose poverty rate is 2 full percentage points above the statewide average and whose foreclosure rate doubles the highest in the state) has brought positive developments, which are described on subsequent pages. Our experience has shown that solutions do bring permanent success, that they are neither quick nor easy, and that they require joint, sustained, patient effort.

What the Numbers tell us...

Commercial and Industrial Vacancy Rates: The vacancy rate for industrial space peaked at 13.0% in 2013 and has been trending down steadily since, reaching its current level of 7.5% in Q1 2016 – a decrease of 42% in three years. Office vacancy rates have been trending down since their recent high of 11.2% in Q1 2013, dropping by 22.3% to 8.7% in the first quarter of this year. (Please see graphs below: Industrial vacancy rate is at left, office at right.)



Foreclosure Rates: Housing represents both a physical asset and a human asset: people need places to live. The housing market on Long Island could be represented by Dickens' famous line, "it was best of times, it was the worst of times." Our region didn't quite share in the extraordinary national housing recovery, which pushed the U.S. median home sale price to a new all-time high in June, but the residential market on Long Island has been active, although asking prices have fallen significantly at sale, and supply is not keeping up with demand. Suffolk County, where the Hamptons have some of the highest priced housing in the nation, ranks among the state's top five counties in mortgage foreclosure rates. Communities in both counties, which are collectively home to more than 350,000 Long Islanders, equal the state's highest foreclosure rates; a few of them exceed those rates by as much as 400%. There is evidence that a single vacant foreclosed home reduces the property values of the entire neighborhood, affecting both the people who lose their homes and all those who remain around them; in late August, Attorney General Schneiderman announced a competitive grant program for local municipalities to combat the potential contagion of "zombie homes" in otherwise stable neighborhoods.

Nearing Stability or Losing Momentum? We are proud of the results Long Island has achieved with state assistance through the LIREDC program, which has facilitated targeted investments that have been matched more than 5:1 by the private sector. The growth of jobs, firms, wages, and regional productivity – including exports – is very encouraging. On the other hand, there are worrisome potentially leading indicators: the impacts of poverty continue to afflict too many of our fellow Long Islanders, the tenacity of the foreclosure problem is troubling, the flow of both tangible and human resources to fuel our innovation economy needs to increase steadily, and we lag behind statewide growth rates in key areas including private sector and total job growth, growth of firms, total annual wages in all categories and private sector average annual wages, as well as the most recent year-over-year increase in GRP. (Figs. 3-6 and Fig. 1) We are grateful to have been able to come so far, but we know we are not out of the woods yet. A lot of hard work remains to be done; we will continue to assess the implications of all of these disquieting signals, and take action before they emerge as major problems.



What the Numbers tell us...

AN ECONOMIC OUTLOOK FOR LONG ISLAND IN 2017

What are Long Island's economic prospects for 2017? The evidence is mixed. There seem to be enough bright spots for an optimistic view. But that must be tempered with some persistent challenges that need to be resolved before a real breakout in growth occurs. Below I review the recent performance of key sectors of Long Island's economy and conclude by summarizing what to expect for 2017.

Employment. This remains the brightest sector of the Long Island economy. The unemployment rate was 4.2 percent in July, the lowest for July since 2007. And both labor force participation and the number of persons employed were at multi-year highs. So it is clear that more people are entering the labor force in search of jobs—and finding them. At the same time, there is little evidence of strong wage growth. And as elsewhere in the economy, a disproportionate share of jobs growth has been in lower paying service sector jobs.

Business Conditions. The performance of the business sector has been less positive. With small businesses comprising almost 90 percent of commercial establishments on Long Island, the outlook for small business is particularly important. The National Federation of Independent Business' Small Business Optimism Index has for the most part remained below levels seen a year ago. And while manufacturing appears to have recovered from the adverse effects of the strong dollar on exports, the Empire State Manufacturing Index has been largely flat.

Consumer Spending. Consumer sentiment in the New York Metropolitan area is strong and more positive than a year ago. This may have resulted both from a recovering stock market and the continued strong performance in the labor market. Yet consumers seem reluctant to spend. Consumer spending as indicated by sales tax collections have been sluggish in both Nassau and Suffolk Counties for some time. But survey evidence reveals that, at the state level at least, New Yorkers' spending plans are higher than a year ago. So the picture for consumer spending may improve.

Real Estate Sector. Real estate sales have been brisk for most of 2016, but sales prices have been fairly flat. And asking prices have had to come down considerably in order to make a sale. On Long Island as in many other areas, the available housing supply has been low in relation to demand. While this would normally lead to a hike in prices, that has not been occurring. Instead, the lack of choice appears to be restraining demand while sluggish prices keep houses off of the market.

The Outlook for 2017. The outlook for the Long Island economy in 2017 is cloudy. Strong consumer spending, which accounts for almost 70 percent of the economy, is essential for robust growth. And there are many factors that should spur greater spending. These include an ever strengthening labor market, an improving stock market, historically low mortgage rates, consistently low energy prices, little evidence of inflation, and consumers who indicate that they are reasonably confident about economic conditions. Yet for all of this, actual spending patterns have been inconsistent. Consumers remain cautious. While the Long Island economy appears to be fundamentally sound, it is difficult to see 2017 as a breakout year. A growth in GDP of 2 percent seems reasonable, however.

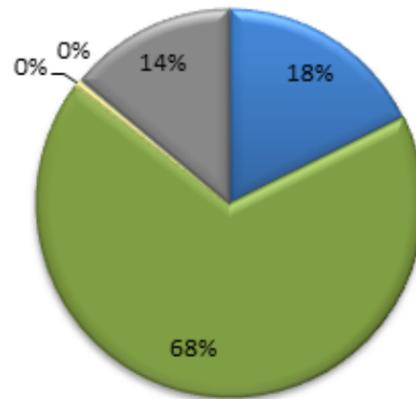
Prepared by: John A. Rizzo, PhD, Chief Economist of the Long Island Association

Status of Projects

Project Status			
Round 1	20 Projects	80%	on schedule
Round 2	24 Projects	96%	on schedule
Round 3	36 Projects	81%	on schedule
Round 4	30 Projects	83%	on schedule
Round 5	54 Projects	87%	on schedule
Totals	164 Projects	85%	on schedule

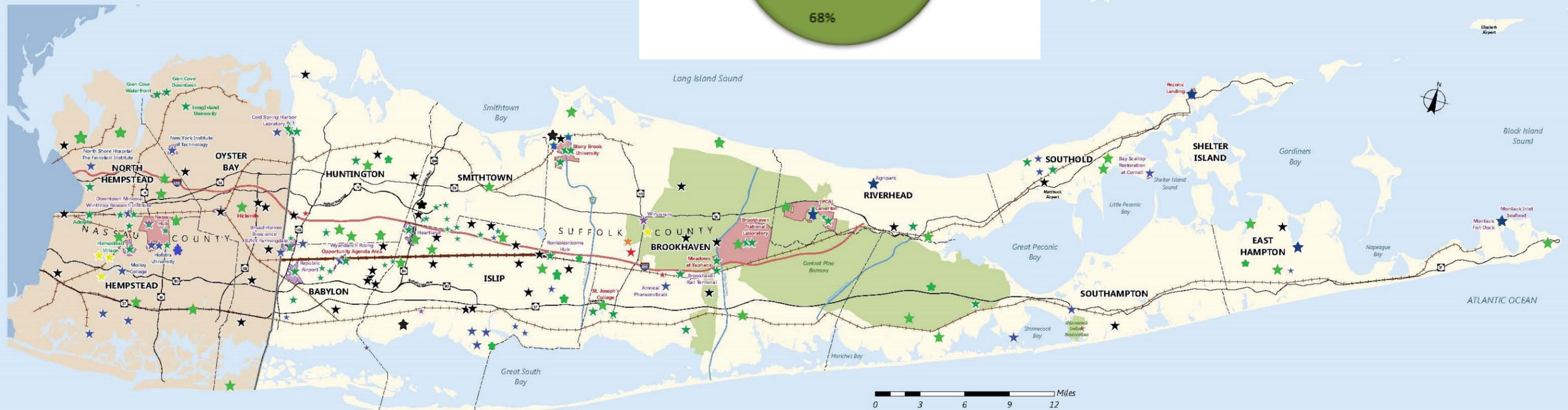
Rounds 1-5 Priority Project Status

Blue Green Yellow Orange Black



Legend

- ★ Blue Completed
- ★ Green On Schedule
- ★ Yellow Some Concerns / project moving slowly
- ★ Orange No Contract in six months
- ★ Red Potential problems
- ★ Black Terminated



	Round 1 20 Projects	Round 2 24 Projects	Round 3 36 Projects	Round 4 30 projects	Round 5 54 projects
Blue	11	9	8	1	0
Green	5	14	21	24	47
Yellow	1	0	0	0	0
Orange	0	0	0	0	0
Black	3	1	7	5	7

What the Numbers tell us...

Status of Past Priority Projects

Priority Projects Status: Rounds I-V

Project Status Key:	
Black:	Project cancelled or funding declined
Blue:	Project is complete
Green:	Project is on schedule
Orange:	Project contract not yet executed
Yellow:	Project progressing more slowly than anticipated

CFA Number	Applicant Name	Project Name	Project Status
Infrastructure Priority Projects Funded in 2011 (Round 1)			
6294	AMNEAL PHARMACEUTICAL, LLC	Amneal Pharmaceutical Capital	Blue
2432	HEARTLAND ASSOCIATES/HEARTLAND TOWN SQUARE	Heartland Town Square/ Pilgrim State Site Capital	Green
7156	SUFFOLK COUNTY DEPARTMENT OF PUBLIC WORKS	Ronkonkoma Hub Sewage Treatment Plant	Green
4049	TOWN OF BABYLON	Wyandanch Rising	Green
18170, 6400, 18140	INCORPORATED VILLAGE OF HEMPSTEAD	Inc'd. Village of Hempstead Capital - Phases I, II, III	Yellow
Infrastructure Priority Projects Funded in 2012 (Round 2)			
15506	COMMUNITY DEVELOPMENT CORP. OF LONG ISLAND("CDCLI")	Wincoram Commons Capital	Blue
16007	CITY OF GLEN COVE	City of Glen Cove Water Transmission System Improvements - Capital	Blue
19201	H. F. CORWIN AND SONS INC.	H. F. Corwin and Sons Capital	Blue
12740	FIL-COIL COMPANY INC	Fil-Coil Capital	Green
16559	SHELTAIR FARMINGDALE, LLC	Sheltair Farmingdale Capital	Green
16850	TOWN OF HEMPSTEAD	Town of Hempstead - Elmont Improvements Capital	Green
17211	BROAD HOLLOW BIOSCIENCE PARK, INC.	Broad Hollow Bioscience Park Capital	Green
17277	TREK RONK HUB, LLC	Ronkonkoma Hub I Capital	Green
17455	BROOKHAVEN TERMINAL OPERATIONS, LLC	Brookhaven Terminal Operations Capital	Green
19867	NASSAU COUNTY	Nassau County HUB Capital	Green
24677	TREK RONK HUB, LLC	Ronkonkoma Hub II Capital	Green

What the Numbers tell us...

CFA Number	Applicant Name	Project Name	Project Status
Infrastructure Priority Projects Funded in 2011 (Round 1)			
6294	AMNEAL PHARMACEUTICAL, LLC	Amneal Pharmaceutical Capital	Blue
2432	HEARTLAND ASSOCIATES/HEARTLAND TOWN SQUARE	Heartland Town Square/ Pilgrim State Site Capital	Green
7156	SUFFOLK COUNTY DEPARTMENT OF PUBLIC WORKS	Ronkonkoma Hub Sewage Treatment Plant	Green
4049	TOWN OF BABYLON	Wyandanch Rising	Green
18170, 6400, 18140	INCORPORATED VILLAGE OF HEMPSTEAD	Inc'd. Village of Hempstead Capital - Phases I, II, III	Yellow
Infrastructure Priority Projects Funded in 2012 (Round 2)			
15506	COMMUNITY DEVELOPMENT CORP. OF LONG ISLAND("CDCLI")	Wincoram Commons Capital	Blue
16007	CITY OF GLEN COVE	City of Glen Cove Water Transmission System Improvements - Capital	Blue
19201	H. F. CORWIN AND SONS INC.	H. F. Corwin and Sons Capital	Blue
12740	FIL-COIL COMPANY INC	Fil-Coil Capital	Green
16559	SHELTAIR FARMINGDALE, LLC	Sheltair Farmingdale Capital	Green
16850	TOWN OF HEMPSTEAD	Town of Hempstead - Elmont Improvements Capital	Green
17211	BROAD HOLLOW BIOSCIENCE PARK, INC.	Broad Hollow Bioscience Park Capital	Green
17277	TREK RONK HUB, LLC	Ronkonkoma Hub I Capital	Green
17455	BROOKHAVEN TERMINAL OPERATIONS, LLC	Brookhaven Terminal Operations Capital	Green
19867	NASSAU COUNTY	Nassau County HUB Capital	Green
24677	TREK RONK HUB, LLC	Ronkonkoma Hub II Capital	Green
19075	TOWN OF ISLIP	Town of Islip Capital	Black

What the Numbers tell us...

Infrastructure Priority Projects Funded in 2013 (Round 3)			
27195	TOWN OF RIVERHEAD	Town of Riverhead - EPCAL Capital	Green
27289	PECONIC LANDING	Peconic Landing Special Needs and Rehabilitation Center Capital	Green
28332	ROSE BRESLIN ASSOCIATES, LLC	Rose Breslin Capital	Green
29041	CITY OF GLEN COVE	Glen Cove Waterfront Connector Capital	Green
30748	GCVS LLC	Glen Cove Piazza Capital	Green
30809	SUFFOLK COUNTY DEPARTMENT OF PUBLIC WORKS	Suffolk County Kings Park Sewers Capital	Green
30882	EBDK RESEARCH AT CALVERTON LLC	EBDK Research at Calverton LLC	Green
32035	TOWN OF BABYLON	East Farmingdale Downtown Center Planning Capital	Green
32378	NASSAU COUNTY	Nassau County HUB Plan Capital	Green
32484	BROOKHAVEN NATIONAL LABORATORY	BNL Solar R&D Center Capital	Green
Infrastructure Priority Projects Funded in 2014 (Round 4)			
39292	TOWN OF SOUTHAMPTON	Hampton Bays Downtown Revitalization Construction of Good Ground Park	Green
39350	BLUMENFELD DEVELOPMENT GROUP	Nassau Coliseum Sports and Entertainment District	Green
41218	SOUTH NASSAU COMMUNITIES HOSPITAL	South Nassau Hospital Emergency Department Expansion	Green
41798	TOWN OF RIVERHEAD	Agri-tourism Visitors Center	Green
42137	GREAT NECK WATER POLLUTION CONTROL DISTRICT	Grease Receiving Station	Green
42835	NASSAU COUNTY, DEPARTMENT OF PUBLIC WORKS	Beech Street Park Avenue Drainage Improvement Project	Green
42843	NASSAU COUNTY, DEPARTMENT OF PUBLIC WORKS	Countywide Stormwater Check Valves Flood Mitigation Project	Green
42921	SUFFOLK COUNTY	Reclaiming Our Water Improving Coastal Resiliency with Sewer Infrastructure	Green
43130	AMERICAN PRIDE FASTENERS	Manufacturing Expansion Project	Green
43497	ANCON GEAR & INSTRUMENTS CORP.	Manufacturing Expansion Project	Green
39652	INCORPORATED VILLAGE OF PATCHOGUE	Patchogue Structured Parking Design	Green
39797	TOWN OF HUNTINGTON	James D Conte Community Center	Green
40800	ROSE BRESLIN ASSOCIATES, LLC	The Meadows at Yaphank Phase II	Green
40211	FREEPORT COMMUNITY DEVELOPMENT AGENCY	Freeport Channel Crossing Electrical Improvements / Outage Management System	Black
42468	LASTICKS AEROSPACE, INC.	Manufacturing Expansion Project	Black

What the Numbers tell us...

<i>Infrastructure Priority Projects Funded in 2015 (Round 5)</i>			
51131	TOWN OF BABYLON INDUSTRIAL DEVELOPMENT AGENCY	Town of Babylon Copiague Brewers	Green
51755	INCORPORATED VILLAGE OF MASTIC BEACH	Incorporated Village of Mastic Beach Study	Green
52737	TOWN OF BABYLON	Town of Babylon Downtown Copiague Revitalization	Green
52912	GREAT NECK WATER POLLUTION CONTROL DISTRICT	WPCD- Anerobic Digesters	Green
53451	ISLAND HARVEST, LTD.	Island Harvest Capital	Green
53584	FAMILY SERVICE LEAGUE	Family Service League	Green
53818	SUNRISE DAY CAMPS ASSOCIATION, INC.	Sunrise Day Camp International Headquarters Capital	Green
53950	EAST/WEST INDUSTRIES, INC.	East/ West Industries Capital	Green
54013	BROOKHAVEN NATIONAL LABORATORY	Discovery Park at Brookhaven National Laboratory	Green
54353	TOWN OF RIVERHEAD	Riverhead enhanced water supply interconnection	Green
55205	NASSAU COUNTY DEPARTMENT OF PUBLIC WORKS	Nassau County - Baldwin Capital	Green
55309	COMMUNITY DEVELOPMENT CORP. OF LONG ISLAND("CDCLI")	Peconic Crossing	Green
55384	NICOLOCK PAVING STONES	Nicolock Paving Expansion Program	Green
55529	FAMILY COMMUNITY LIFE CENTER, INC.	Family Community Life Center Study	Green
55774	SUFFOLK COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT AND PLANNING	Suffolk County Landbank Capital	Green
55823	GRUMMAN STUDIOS	Grumman Studios- Lunar Module Park Capital	Green
56037	LONG ISLAND GLBT HEALTH AND HUMAN SERVICES NETWORK	Long Island GLBT Health and Human Services Network	Green
56627	SUFFOLK COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT AND PLANNING	Suffolk County Nicolls Road Multimodal Corridor	Green
57074	HOFSTRA UNIVERSITY	Hofstra University Center for Entrepreneurship Incubator Capital	Green
57558	SUFFOLK COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT AND PLANNING	Suffolk County Route 110 Bus Rapid Transit Corridor	Green
51089	CITY OF GLEN COVE	Garvies Point Ferry Parking	Green
53016	TOWN OF ISLIP	MacArthur Airport Capital	Green
55208	NASSAU COUNTY	Nassau Hub Site Improvements and Connectivity Enhancements	Green

What the Numbers tell us...

<i>Innovation Priority Projects Funded in 2011 (Round 1)</i>			
7441	BROOKHAVEN NATIONAL LABORATORY	Smart Grid 3 EDPF Capital	Blue
8117	STONY BROOK UNIVERSITY	ENGINE - Stony Brook Capital	Blue
5322	COLD SPRING HARBOR LABORATORY	Cold Spring Harbor Lab Capital	Blue
8115	ACCELERATE LONG ISLAND, INC.	Accelerate Long Island Working Capital	Blue
4670	STONY BROOK UNIVERSITY	LI Community Engagement for STEM Education and Careers Capital	Black
5661	CANROCK VENTURES, LLC	Canrock Ventures Thought Box Capital	Black
<i>Innovation Priority Projects Funded in 2012 (Round 2)</i>			
17885	WINTHROP UNIVERSITY HOSPITAL	Winthrop Research Institute - Capital	Blue
18527	STONY BROOK UNIVERSITY	Stony Brook University- Center for Biomedicine Capital	Green
<i>Innovation Priority Projects Funded in 2013 (Round 3)</i>			
28600	STONY BROOK UNIVERSITY	Innovation and Discovery Facility Capital	Green
29534	COLD SPRING HARBOR LABORATORY	Therapeutics Discovery Center Capital	Green
31123	LONG ISLAND COMPOST CORP.	LI Compost Anaerobic Digester Capital	Green
31430	LONG ISLAND TESTING LABORATORIES, INC.	Long Island Testing Laboratories Capital	Green
28391	MAYOLA LASER, INC.	Mayola Laser Capital	Black
32557	TNS AEROSPACE, INC.	TNS Aerospace Capital	Black
<i>Innovation Priority Projects Funded in 2014 (Round 4)</i>			
40305	ADELPHI UNIVERSITY	Nursing Innovation Lab and Training Center	Blue
40500	HOFSTRA UNIVERSITY	Establish STEM Education Center	Green
41240	MOLLOY COLLEGE	Center for Environmental Research and Coastal Oceans Monitoring	Green
41275	LONG ISLAND UNIVERSITY	LIU Research, Innovation and Technology Park	Green
42553	COLD SPRING HARBOR LABORATORY	Establish Center for Metabolomics	Green
43055	STONY BROOK UNIVERSITY	Center of Excellence for Infrastructure and Energy Cybersecurity	Green

What the Numbers tell us...

<i>Innovation Priority Projects Funded in 2015 (Round 5)</i>			
51319	NORTH HARBOR TRADING CORP.	High Pressure Processing Facility	Green
54627	WINTHROP UNIVERSITY HOSPITAL	Winthrop University Hospital Capital	Green
55327	STONY BROOK UNIVERSITY	SBU Additive Manufacturing Prototyping and Applications Center	Green
55699	THE RESEARCH FOUNDATION FOR THE STATE UNIVERSITY OF NEW YORK	SBU Cyclotron and Radiochemistry Lab Capital	Green
55759	STONY BROOK UNIVERSITY	Stony Brook University Next Generation Drug Discovery Facility	Green
56535	GKN AEROSPACE MONITOR	GKN Aerospace Titanium Components	Green
55330	STONY BROOK UNIVERSITY	Stony Brook University Long Island High Technology Incubator	Green
55614	ACCELERATE LONG ISLAND, INC.	Accelerate LI Capital Equipment Fund	Black
56426	FARMINGDALE STATE COLLEGE	Farmingdale State College Next Generation Vaccine Development	Black
<i>Natural Assets Priority Projects Funded in 2011 (Round 1)</i>			
7750	CORNELL COOPERATIVE EXTENSION OF SUFFOLK COUNTY	Cornell Cooperative Extension of Suffolk County Capital	Blue
7895	LONG ISLAND FARM BUREAU	Greens and Grapes	Blue
<i>Natural Assets Priority Projects Funded in 2012 (Round 2)</i>			
12867	SATUR FARMS LLC	Satur Farms Capital	Blue
16372	MONTAUK FISH DOCK, INC.	Montauk Fish Dock Capital	Blue
15641	MONTAUK INLET SEAFOOD, INC.	Montauk Inlet Seafood Capital	Green
<i>Natural Assets Priority Projects Funded in 2013 (Round 3)</i>			
30982	BROWDER'S BIRDS, LLC	Browder's Birds Capital	Blue
26616	L AND G FISHERIES LLC	L and G Fisheries LLC	Green
27121	COR J. SEAFOOD ENTERPRISE, INC.	Cor J. Seafood Enterprise Capital	Green
30903	MARTIN SIDOR FARMS, INC.	Martin Sidor Capital	Black
<i>Natural Assets Priority Projects Funded in 2014 (Round 4)</i>			
42301	PECONIC LAND TRUST, INCORPORATED	Agriculture Capital Equipment Grant Program	Green
<i>Natural Assets Priority Projects Funded in 2015 (Round 5)</i>			
53499	VILLAGE OF THE BRANCH	Greenbelt Trailhead Facilities	Green
54431	SUFFOLK COUNTY	Suffolk County Agricultural Tourism Center Capital	Green
55044	MANNA FISH FARMS, INC.	Manna Fish Farms Capital	Green
56020	VIVALARTE, INC.	Vivalarte Capital	Green
<i>Opportunity Agenda Priority Projects Funded in 2012 (Round 2)</i>			
15892	TOWN OF BABYLON	Wyandanch Rising - Phase 2 Capital	Green

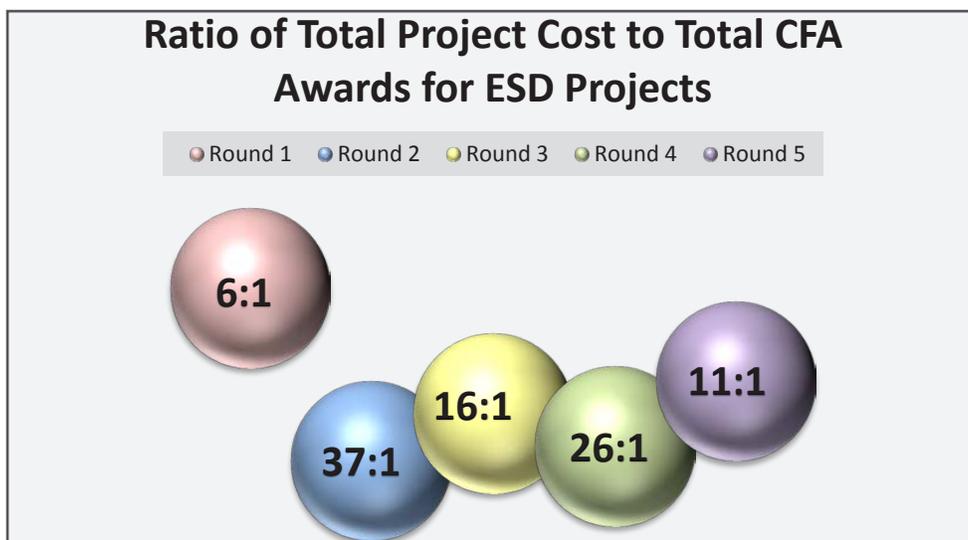
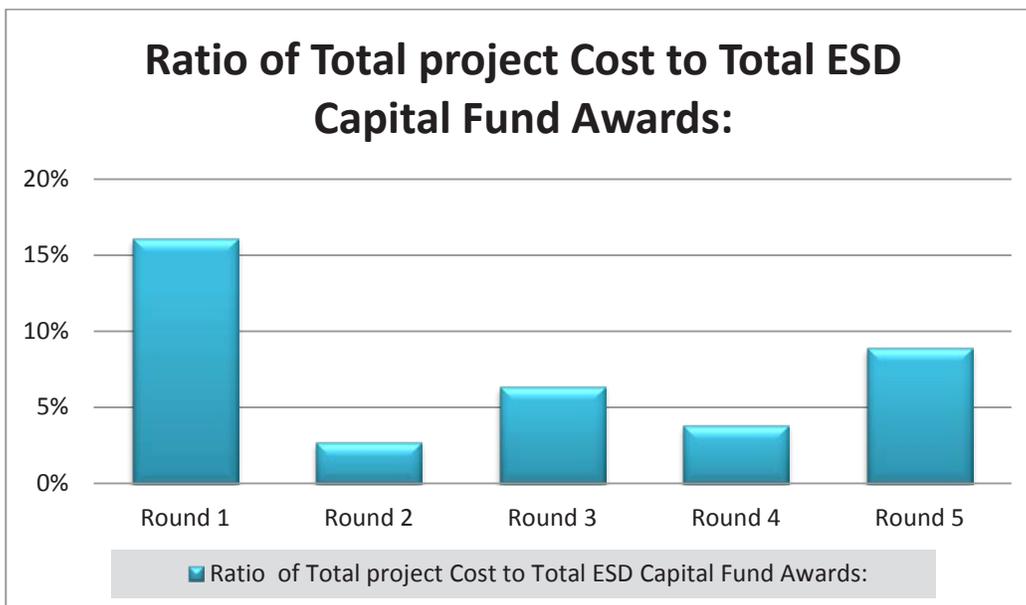
What the Numbers tell us...

Opportunity Agenda Priority Projects Funded in 2013 (Round 3)			
30804	SUFFOLK COUNTY COMMUNITY COLLEGE	Suffolk County Community College	Blue
31820	LONG ISLAND HIGH TECHNOLOGY INCUBATOR, INC.	Stony Brook University Wyandanch Capital	Blue
26392	TOWN OF BABYLON	Wyandanch Rising Phase 3 Capital	Green
30155	SUFFOLK COUNTY COMMUNITY COLLEGE	SCCC Wyandanch Opportunity Agenda Working Capital	Green
31820	STONY BROOK UNIVERSITY, LI HIGH TECH INCUBATOR	Workforce Intelligence Pilot	Black
Opportunity Agenda Priority Projects Funded in 2014 (Round 4)			
40329	ALBANESE DEVELOPMENT CORPORATION	Wyandanch Rising Building C	Green
41155	TOWN OF BABYLON	Wyandanch Rising: Streetscape Enhancements and Long Island Music Hall of Fame Museum	Green
42132	SUFFOLK COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT & PLANNING	Wyandanch Rising STEaM Center Phase II Design and Construction	Orange
38995	SUFFOLK COUNTY COMMUNITY COLLEGE	Workforce Development Initiative	Black
Opportunity Agenda Priority Projects Funded in 2015 (Round 5)			
55863	YOUNG MEN'S CHRISTIAN ASSOCIATION OF LONG ISLAND,	YMCA of Long Island Inc. Capital	Green
Path Through History Priority Projects Funded in 2013 (Round 3)			
23953	HECKSCHER MUSEUM OF ART SIP	Heckscher Museum Capital	Green
27389	ALTITUDE EXPRESS, INC.	SkyDive Long Island Capital	Black
Path Through History Priority Projects Funded in 2015 (Round 5)			
51214	TESLA SCIENCE CENTER AT WARDENCLYFFE/FRIENDS OF SCIENCE EAST	Friends of Science East Capital	Green
52467	TOWN OF SOUTHAMPTON	Good Ground Park Capital	Green

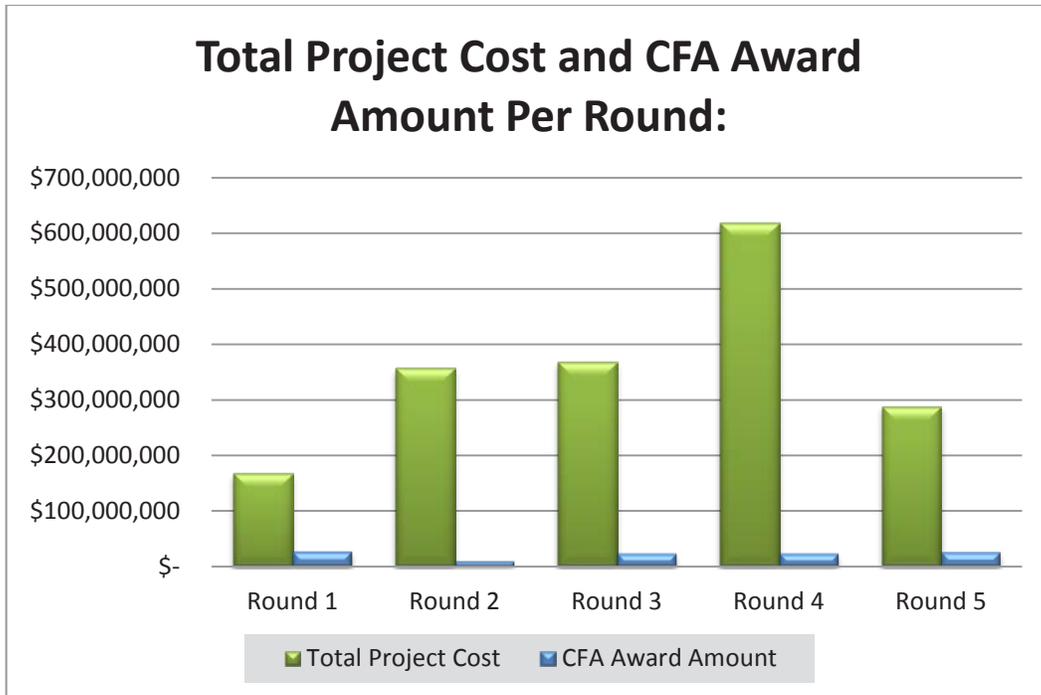
What the Numbers tell us...

Leverage of State Investment in Priority Projects

Round	Number of Priority Projects	Ratio of Total Project Cost to Total CFA Awards for ESD Projects	Total Project Cost	CFA Award Amount
Round 1	17	16%	\$ 167,377,840	\$ 26,916,435
Round 2	23	3%	\$ 357,524,997	\$ 9,520,000
Round 3	29	6%	\$ 368,629,439	\$ 23,338,378
Round 4	25	4%	\$ 619,052,514	\$ 23,325,321
Round 5	47	9%	\$ 288,403,288	\$ 25,569,500



What the Numbers tell us...



Aggregated Status of All Projects

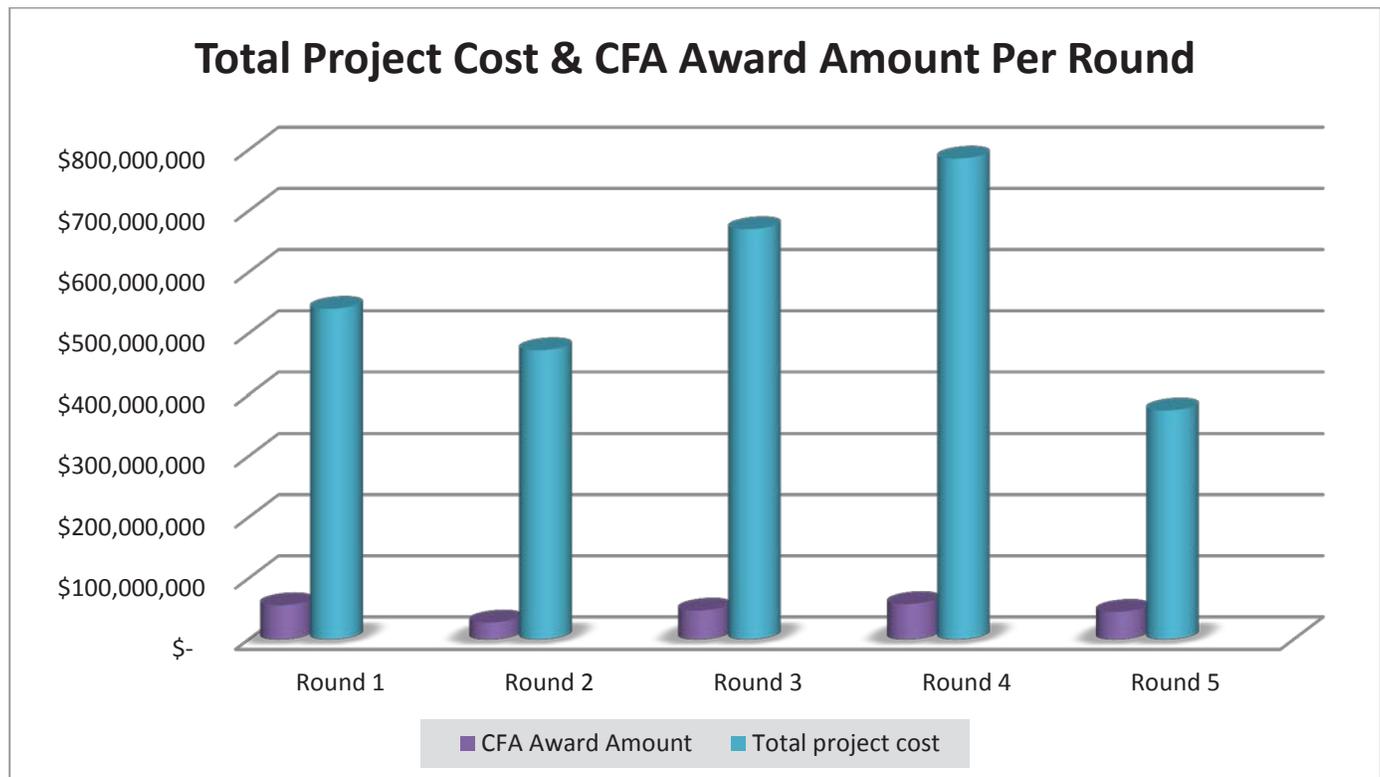
	Project Status	2011	2012	2013	2014	2015	Total	% of Projects
	Completed	35	44	37	13	1	130	29%
	On schedule	10	25	44	62	96	237	53%
	Contract In Progress	0	0	1	3	12	16	4%
	Delayed	4	4	2	2	0	12	3%
	Concerns	1	0	0	1	0	2	0%
	Terminated	12	10	17	7	7	53	12%
	TOTALS	62	83	101	88	116	450	100%

* Does not include Excelsior Projects

What the Numbers tell us...

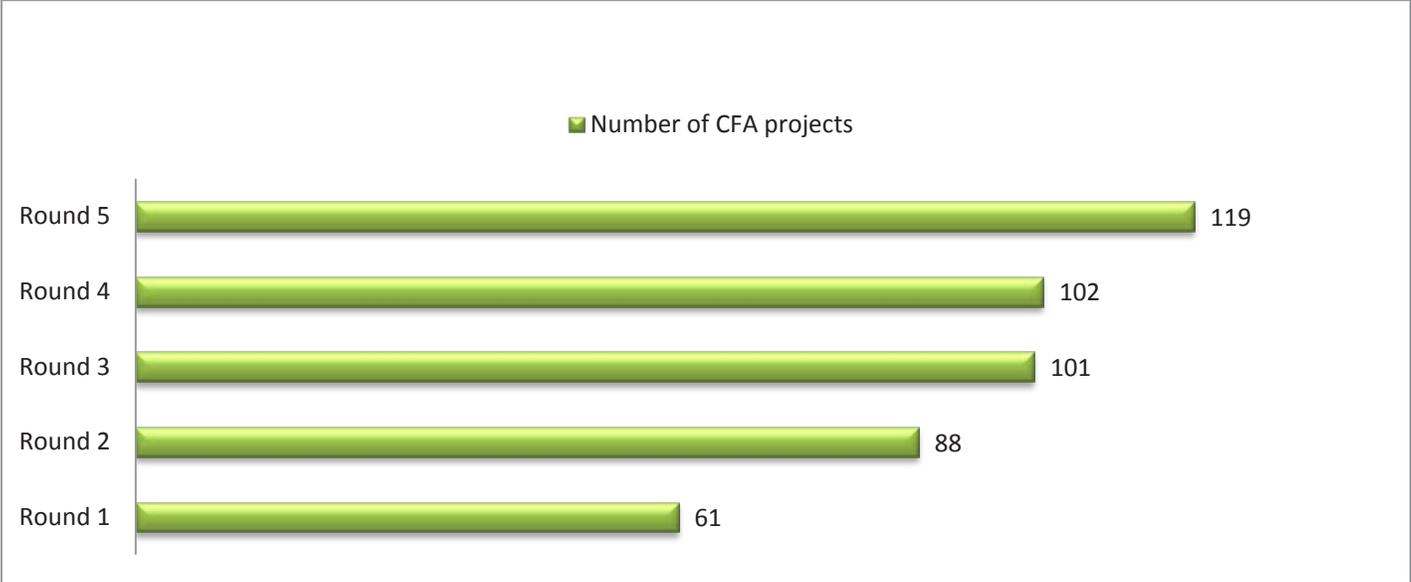
Leverage of State Investment in All CFA Projects

Round	Number of CFA projects	Ratio of Total Project Cost to Total CFA Awards for all Projects	Total Project Cost	CFA Award Amount
Round 1	61	10%	\$ 540,023,407	\$ 55,931,475
Round 2	88	6%	\$ 472,370,248	\$ 27,638,794
Round 3	101	7%	\$ 670,134,086	\$ 47,253,232
Round 4	102	7%	\$ 817,828,843	\$ 60,816,274
Round 5	119	12%	\$ 374,828,987	\$ 45,106,386



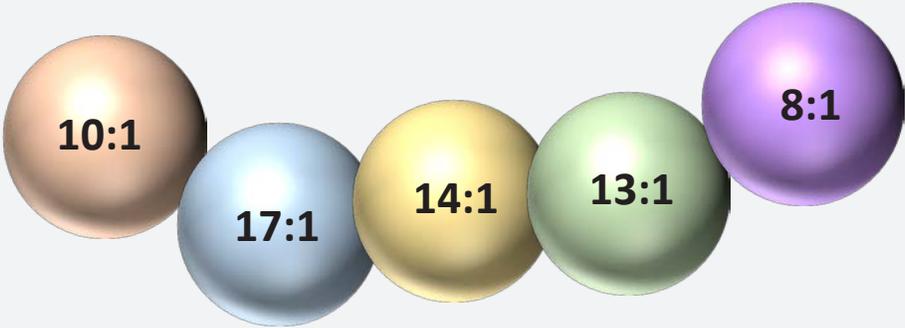
What the Numbers tell us...

Number of CFA projects



Total project cost to total CFA awards for all projects

● Round 1 ● Round 2 ● Round 3 ● Round 4 ● Round 5



WHAT WE'RE DOING ...

ESD JOB CEATION

Round 1
Retained at Risk: **676**
Projected to Create: **1008**

Round 2
Retained at Risk: **2507**
Projected to Create: **1368**

Round 3
Retained at Risk: **540**
Projected to Create: **1058**

Round 4
Retained at Risk: **487**
Projected to Create: **1952**

Round 5
Retained at Risk: **1005**
Projected to Create: **778**

ALL OTHER AGENCY JOB CREA

Round 1
Retained: **520**
Created: **89**

Round 2
Retained: **1350**
Created: **266**

Round 3
Retained: **1522**
Created: **24**

Round 4
Retained: **1700**
Created: **73**

Round 5
Retained: **1211**
Created: **286**



LEAH ARNOLD

EASTERN SUFFOLK BOCES CTE

In 2012, Eastern Suffolk BOCES hired Leah Arnold to bring Career and Technical Education (CTE) programs into a progressive and promising future. It's Long Island's future that may depend on her success in training students prepared for a high-tech economy.

So far, so good.

As Director of Career, Technical, and Adult Education, Leah and the leadership at BOCES rebranded the tech centers as the Eastern Long Island Academy of Applied Technology, which boasts a post-secondary rate of more than 80 percent annually. The Academy is not your parents CTE, which was once stereotyped as a place for students not college bound. "Our goal is to provide a breadth of opportunities to a wide range of students from diverse backgrounds," said Leah. "Every day an average student becomes extraordinary with technical skills."

In addition to overhauling the CTE image, Leah and her team set out to meet the growing demands of engineering and high-tech manufacturing on Long Island. In 2014, they opened the STEM High School of Engineering and Applied Sciences. "I am honored to lead in a place where everyone is focused on building students' skill sets and meeting the needs of local employers," said Leah. "What is unique about our STEM HS is that we've created an interconnected system of academic courses that supports the Engineering curriculum. Because we've built in supports across classes, we are grooming students to become world class engineers."

The first group of graduates is attending Vaughn College of Aeronautics and Technology, University of Buffalo, Rochester Institute of Technology and Emory & Henry College, all with full or partial scholarships. With local partners like Precipart (a high design, precision manufacturing company), students solve real problems faced in the workplace. For example, the company didn't have the expertise in-house to program a mechanical hand, so they turned to our robotics team members to complete the task.

Part Three: Implementation

Workforce, Education and Veterans

An Opportunity Economy Through Education and Training

We were down, no doubt about it, when representatives of the business, labor non-profit, and public sectors met through the summer of 2011 to set an agenda for improving the regional workforce system. Under the auspices of the new Long Island Regional Economic Development Council, the roundtable sessions marked a critical turning point in our five-year resurgence.

At the time, Long Island suffered from elevated unemployment and a gun shy financial sector, languishing in the same post-recessionary doldrums that affected most of the country. But several challenges stood out as specific to the region or were felt more acutely here than elsewhere. Long Island was still struggling to reinvent itself after the downsizing and departure of major defense contractors. It was riven by segregation and educational inequalities, which divided its workforce as much as its neighborhoods. And it was hampered by an education and training system composed of institutions that did not coordinate often enough – or well enough – gears that spun but did not engage, a whole that was less than the sum of its parts.

Thus, the LIREDC's most important achievement may also be its most elementary: drawing the region's workforce and education stakeholders into the same room to plan with one another. The collaborations that have emerged have inspired thousands of students and supported them through college, offered training and job placement to those marginally connected to the workforce and enabled entrepreneurs to innovate. The collaborations have provided established companies with the talent they needed to become industry leaders, and they have created synergies among sectors where training and education in one also prepares workers for careers in others. The achievements of the LIREDC and its awardees stand as a testament to the strength of these relationships.



WHAT WE'RE DOING ...

In Round One, input from members of the **Workforce and Education Work Group** informed two of the LIREDC's original key strategies:



Key Strategy: *Create a cohesive education and workforce training strategy through partnerships among a range of stakeholders – business, trade groups, labor, government agencies, educational institutions, parents and students – with the goal of ensuring that workers from all of Long Island's communities are prepared to take advantage of new job opportunities in key economic growth sectors.*



Key Strategy: *Reinvigorate Long Island's manufacturing sector through continued transformation from traditional defense and aerospace work to advanced technology products, creating skilled, high-value jobs and a network of nimble companies that can develop synergistic partnerships with companies in other regions of the state.*

The work group also developed strategies for job creation in high-wage growth sectors – **Advanced Manufacturing, Information Technology, Health Care, Life Sciences, and Green Technologies** – for workers with varied levels of formal education. In Round Three, the LIREDC intensified its commitment to support college-bound youth, while also providing options for youth and un- and underemployed workers who do not plan to attend four-year colleges in the immediate future. The following year, the LIREDC devoted special attention to the skills and job readiness of



veterans, who had already been identified as key workers in the 2013 Opportunity Agenda. Simultaneously, the work group followed the Council's directive to broaden its scope to a wider group of industries, including export-oriented sectors such as agriculture and tourism.

As the council takes stock of what it has accomplished, we realize that identifying strategies to train the workforce of the future – and developing the partnerships needed to realize them – is not a task that is ever “finished”, not a goal that culminates in a static end state. The economic landscape's threats and opportunities shift under our feet. New products and growth sectors emerge to prominence while key institutions and companies enter and exit the region. Building a functional workforce development system requires constant refinement, and workforce strategies must be revisited.

This year, we sought new ideas as we looked ahead, and found them both inside and outside the region. From elsewhere in the state, we were inspired by the approach of the **Mid-Hudson Region**, which carefully aligns its **BOCES**, college systems, and major employers – such that employers can expect leadership, expertise, and robust, industry-current curriculum from specific institutions. On Long Island, we tapped deeply into the Workforce, Education and Veterans Work Group's networks. Several members had pointed out that the region was still hampered by a lack of publicity surrounding



BOCES

Board of Cooperative Educational Services

existing available training resources and an overall lack of everyday coordination. Yet, there was also an opportunity to build on the relationships that the work group had formed while developing its special projects, and on the growing coordination between the region's **Local Workforce Development Boards** and workforce partners like the **Long Island Regional Adult Education Network (LI-RAEN)** and **BOCES**. The goal is to deliver on the successful Round One

STEM-directed strategy – to “forge partnerships between industry, research institutes, business, government, schools and universities, non-profits, and organized labor to provide job pathways” – but generalize it to Long Island's economy.

WHAT WE'RE DOING ...

The Work Group therefore advanced three closely related initiatives:

- **First**, it formed five industry advisory groups for the key sectors of Health Care, Manufacturing, Information Technology, Agriculture, and Retail, Hospitality and Tourism.
- **Second**, it charged each of these groups with conducting outreach to industry partners, who had become underrepresented at formal work group meetings. This allowed the advisory groups to learn more about persistent skill gaps and unmet labor needs within each sector, while also beginning to think through sector-specific labor market challenges – such as how to surface “hidden labor markets” in sectors that do not typically post jobs online, so as to broaden the applicant pool to the region.
- **Third**, the sector advisory committees undertook outreach to all institutions of higher education, to develop a database of existing regional degree and training programs that will serve as a dynamic resource for educational institutions, workforce intermediaries, labor unions, and employers. This data could eventually be used to supplement job listings with descriptions of the types of formal education and training required, providing guidance for high school and college students, as well as for un- and underemployed workers seeking services at intake.

A representative from the **Workforce Development Institute** led the organization of these sector advisory groups, posed several guiding questions about skills and training needs, and assembled the resulting reports. A summary of each group’s report follows below, along with a summary of key LIREDC sector strategies and selected projects, which are provided for context. A full list of those who participated in the sector advisory groups can be found in Appendix A.

Sector Based Reports

Health Care

Current Strategies

- *Improve the skill sets of the advanced workforce across the healthcare professions, including registered nurses, medical technologists, and physician’s assistants.*
- *Provide training and credentialing for home health and nurse’s aides to meet the needs of the region’s rapidly aging population.*

Selected Projects to Date

Molloy College, a Round Two awardee, completed its **Center for Nursing Excellence**, which opened in January 2016. The center consolidates the college’s nursing programs under a single roof, and features seven laboratories with 20 simulator patients that allow students to practice clinical procedures and provide nursing care in varied clinical situations.



The Hempstead Works Health Care Sector Strategies Project creates career pathways in the Health Care Technology and Direct Care sector. LIREDC Round Four funding supported training in computer and software use, electronic search and reporting, medical information technology, direct care skills, office operations, and administration and management. Hempstead Works coordinates closely with partners such as the Department of Labor and Veterans Service Organizations to recruit unemployed workers and veterans; and with area businesses such as Northwell Health on placement. The project is connecting people in poverty with skilled employment in the healthcare industry, as well as other growing industries that depend on healthcare technology skills.

WHAT WE'RE DOING ...

Adelphi University's Nursing Innovation Lab and Training Center is located in the university's new Nexus Building, which is scheduled to open this Fall. A Round Four LIREDC project, the lab is equipped with cutting edge digital learning devices and simulated hospital settings such as operating rooms and family medical offices. It will offer ongoing continuing education to ensure that regional nurses remain well trained to meet the changing nature of healthcare. The university anticipates graduating an additional 200 nurses over its baseline, starting with the 2016 class.



LIREDC funding has also enabled **St. Joseph's College** to offer a **Pre-Licensure Program** and renovate its nursing simulation laboratories. The first class for the new program began on time in the fall of 2015. Plans for the renovations are being finalized and construction is due to begin in the fall of 2016, and should be completed by September 2017 in time for fall training in the simulation labs. Currently, 7 percent of enrolled nursing students are veterans, and the college plans to focus on increasing that share in future student cohorts.



Health Care Advisory Group Report

Although many training programs – including those listed above -- provide many necessary skills for a healthcare career, there remain several job categories with significant unmet labor demand:

- **Entry Level Positions:** Educational institutions must develop and update training programs to prepare students for jobs such as Medical Assistant, Ambulatory Technician, and Patient Care Technician. This need has intensified as schools that provide this training close on Long Island, even as entry-level healthcare workers are expected to master new skills.
- **Post Bachelors Positions:** Healthcare providers often require expertise in specific areas (e.g., ER, OR, and Critical Care), but local training and degree programs train generalists rather than specialists. As hospitals grow and their demands expand, we face a shortage of these “expert RNs”.
- **Future Healthcare Positions:** Policy changes in New York State have created new job categories. For example, the implementation of the Delivery System Reform Incentive Payment Program (DSRIP) will create an imminent need for community-focused positions such as Health Coaches and Health Navigators.



WHAT WE'RE DOING ...

Manufacturing / Advanced Manufacturing Current Strategies

- Strategic job creation by recognizing that advanced manufacturing and IT cross-cut other industry sectors and that local production/IT enterprises reduce input costs and multiply growth.
- Identify and pursue emerging opportunities to “re-shore” manufacturing jobs.

Selected Projects to Date



In Round Three, **Stony Brook University and Brookhaven National Laboratory** partnered in a joint **High Performance Computing** project to upgrade computer equipment at both locations. These improvements will strengthen advanced manufacturing in the region. As manufacturing re-shores, Long Island firms will be able to capture additional activity in areas including visualization and digital manufacturing, advanced material design, bio-manufacturing and bio-informatics, advanced sensing, measurement and process control – all of which are essential to the industry sectors targeted in the regional vision and all of which depend on high performance computing. The \$1 million LIREDC grant supported 100 Intel Haswell nodes in **Stony Brook's Institute for Advanced Computation Science**, which held a formal opening ceremony in the renovated Life Sciences Research Annex on September 18, 2015. Early user access for the cluster began in late September 2015, and full operation started in October. By the end of February 2016, the system was 100% utilized. Through the HPCNY collaboration, multiple regional companies are directly benefiting from use of the cluster.



Hofstra's Robotics, Automation and Advanced Manufacturing Laboratory, another Round Three project,



focuses on training the region's future engineers in the fields of Robotics, Artificial Intelligence, and 3-D and 4-D printing. The Robotics and Advanced Manufacturing Laboratory gives students experience in multidisciplinary systems engineering that is academically rigorous and reflects industry best practices. The lab contributes to industrial productivity by involving regional industry as partners in solving real-world challenges. Hofstra used its LIREDC grant to fit out and equip the lab, which includes a complete six-work-cell automation facility with two robots, conveyor, and vision system; 10 two-person lab stations with the latest measurement and control hardware and software; a mechanical prototype tester; laser cutter; 3-D printer; seven degrees-of-freedom robotic arm; and parallel robot.

The **Suffolk County Community College Advanced Manufacturing Training Project** and **Regional Workforce Intelligence Pilot**, described in the Opportunity Agenda section, are two additional projects that connect workers to training in the manufacturing sector.



WHAT WE'RE DOING ...

Manufacturing Advisory Group Report

The chair of the Manufacturing Sector Advisory Group surveyed 18 manufacturing companies in Suffolk County representing the aerospace and defense, pharmaceutical, commercial products, and general metal fabrication subsectors. The survey found that:

- The top five jobs that respondents needed to sustain company productivity are machinists, quality control inspectors, product costing/estimators, pharmaceutical blenders, and purchasing / supply chain managers.
- The highest-need skills are mathematical and measurement skills, problem solving in the context of customer service, scientific aptitude, engineering and technology transfer, and quality and safety.
- Employers expect that quality awareness, safety, purchasing, methodizing, cost estimation, pharma aptitude, and engineering will become increasingly necessary in the next five years. Companies envisioned emergent job classifications such as 3D designers, 3D methodizers, and integrated product team leaders (who would act as a combination of a mechanical engineer, project manager, and quality assurance/control expert).
- Most companies currently post most of their open positions with the Department of Labor but when pressed they indicated that they would prefer going to local manufacturing trade associations like ADDAPT and Suffolk County Community college for their needs.

Technology / IT Current Strategies

- *Achieve IT "literacy for all" that supports the workforce at various skill tiers.*
- *Educate and re-train workers to integrate green technologies into new construction and to support the development of green retrofitting enterprises. Support the shift to local renewable energy sources, including smart grid for the region, and develop education and training programs to meet new workforce needs.*

Selected Projects to Date

The Hempstead Workforce Development Board is using Round Five LIREDC funding to implement a second phase of the **HempsteadsWorks Sector Strategies Project**, creating career pathways within the **Information Technology (IT) sector**. Workers will be able to acquire a broad range of skills, including computer operation, programming, software training, information systems management, network administration, electronic search and reporting, web design, medical IT applications, office operations, accounting, bookkeeping, billing, data entry, and administration and management.



WHAT WE'RE DOING ...

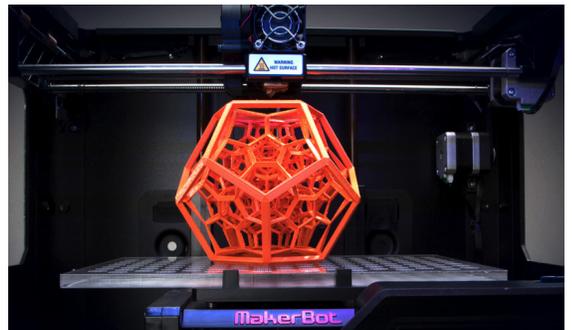


The **Molloy-Baldwin Collaboratorium** is an innovative and interdisciplinary partnership between Molloy College and the Baldwin School District that will advance digital media/literacy and social entrepreneurship, and focus on building transferable skills for the workplace. Students will experiment with physical technologies and coding platforms in open workspaces that facilitate mobility between projects and enhanced teamwork and creativity, including production space for video and interactive visual media. It is anticipated that the project will begin in September 2017.

Technology Advisory Group Report

The IT advisory group included educators, representatives from business and two non-profits, and benefited from an ancillary effort spearheaded by the Workforce Development Institute and Launchpad Huntington to gather data on the Manufacturing Technology sector. Based on initial surveys with a small group of area technology companies (including manufacturers), the advisory group found that:

- From high school through graduate level, the technology “stack” taught in regional schools and universities is often selected according to factors such as teacher proficiency and cost. This software is seldom the software used by professionals.
- There is an unmet need for workers skilled with 3D printing and digital routing technologies that drive product prototyping through production line manufacturing, and this shortage is slowing sector growth on Long Island.
- Career counselors are not directing technology track students to “traditional” manufacturing opportunities, even though manufacturing technologies are often more sophisticated than those encountered in a college curriculum.
- While some employers believe that programming is the sole requirement for employment, other necessary aptitudes include strong verbal and written communication skills, ability to document one’s work, interpersonal skills and the ability to work in a collaborative environment and cross technology boundaries when required, creativity, artistic sense, understanding of usability and human factors, computer science, engineering, math, and behavioral analysis.
- Employers identified several skill gaps and emergent trends:
 - Those with educational credentials nevertheless fail to demonstrate good programming skills and are unfamiliar with both standard operating systems and leading-edge development platforms. Some workers also lack written communication skills, and are unable to think creatively.
 - The educational pathway for bioinformatics is not yet developed, and few applicants possess the appropriate combination of scientific and technology training.
 - Scientific staffs from entry level to senior level are used to working in a lab environment, not a working production facility, and are not trained in "manufacturing" processes and management. They lack a technical understanding of processes (large scale production of an item, deadlines) and the ability to communicate with and present to a group.



WHAT WE'RE DOING ...

- In the coming years, there will be an increased emphasis on cloud technology and cloud-based architectures, mobile device development, and development related to the Internet of Things.
- Based on this initial survey, the committee made several preliminary broad recommendations: expanding competency-based workforce development initiatives in the field, aligning STEAM curriculum with industry requirements at all grade levels, expanding internships within industry for pay and course credit, building partnerships with larger companies to mentor and train job candidates, supporting corporate training and the development of soft skills alongside technical training. This committee will continue to gather data from additional companies during the remainder of the year.

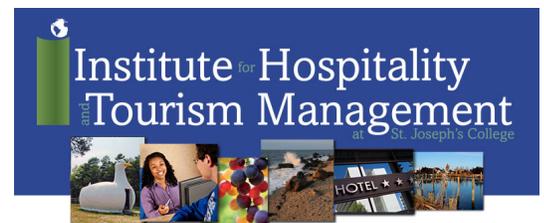
Retail, Hospitality and Tourism

Current Strategies

- *Attract travelers from across the globe by leveraging Long Island's unique heritage and tourism assets to convey our rich contributions to American history, the arts, and culture.*

Selected Projects to Date

The LIREDC has supported the development of this sector by funding the new **Institute for Hospitality and Tourism Management (HTM) at St. Joseph's College**. In August 2015, SJC completed its Admissions Hospitality Center and a Student Success Center, and construction is underway on the Student Hospitality Lounge; HTM Program offices are located near the entry to these new spaces. SJC has developed alliances with the **Huntington Business Incubator** and **LaunchPad Huntington**, which provide the expertise and best practices necessary to develop, site, and attract tenants for SJC's first-of-its-kind HTM business incubator in Patchogue. Through its partnership with the Huntington Business Incubator, SJC is offering workshops at the **Huntington Opportunity Resource Center**. These training workshops target unemployed displaced workers, persons with disabilities, and veterans, emphasizing the skills needed to succeed in the hospitality industry.



Retail, Hospitality and Tourism Advisory Committee Report

In Round Four, the LIREDC expanded its efforts to stimulate job growth in tourism and hospitality. These jobs already account for 9% of Long Island employment (Newsday, June 3, 2016), and the Department of Labor projects that employment among certain entry-level positions is projected to grow over 20% from 2012 to 2022.

Yet, there remains tremendous untapped potential for training initiatives in the sector. Hospitality, for example, is relevant not only in hotels and restaurants, but in settings such as hospitals: Medicare and Medicaid reimbursements are now tied to customer satisfaction scores, and New York State scores poorly. As a result the healthcare industry is recognizing the importance of hospitality within their industry, and health systems like Northwell have begun to hire administrators with backgrounds in hospitality.

Additionally, Long Island's efforts at downtown revitalization increase the demand for hospitality workers, but workers must be prepared to take those opportunities. This is particularly important in communities where local job hiring, including entry-level hiring, is advanced as one of redevelopment's key benefits.

WHAT WE'RE DOING ...

Members of the advisory group identified several commonly-observed barriers to employment and training needs:

- **Worker Barriers**

- o Transportation: Workers lack sufficient transportation to and from off-site training locations. On-site training provides the best opportunities for maximum worker turn-out.
- o Financial Constraints: Entry-level workers often earn close to the minimum wage and cannot afford to pay for education and training.
- o Multiple Jobs: Workers often have two or three part-time jobs with no guaranteed hours/schedules and may be unable to commit to multiple training sessions.

- **Employer Barriers**

- o Scheduling: Employers are often unable to commit to reducing already tight scheduling demands to provide sufficient time for workforce training.
- o Fierce competition: Low margin industries often make employer subsidized training cost prohibitive. "On-the-job" worker-to-worker training is becoming industry practice. Competition and the growth of e-commerce and Airbnb have resulted in fewer "brick and mortar" based services, exacerbating the problem.
- o Transient Workforce: Employers may not see the value of investing heavily in formal training due to the quick turn-over of entry-level workers.
- o Lack of space/necessary equipment: Retail employers often have little to no space available onsite to provide formal training. There is insufficient Long Island based training sites located close to retail hubs (malls, downtowns, etc.)

- **Training needs**

- o Workforce programs could include an investment in "soft skills" and employability/job search workshops; general courses in computer skills, applied business math/finance, customer service, and problem solving/critical thinking; English-language courses; and industry specific courses such as Visual Merchandising, Food Handling, and Hotel Management Basics.
- o The ideal training program would be built on a partnership between the retail/hospitality industry workforce training organizations, and educational institutions. Training should be flexible, convenient, and accessible, and should take place at one-stop resource centers, industry-run workforce centers, or online.

The advisory group incorporated several of the above elements into a new proposed program that would enable workers to secure entry-level positions, and then advance through additional on-the-job training and experience. The design would include the required skills training, stress industry specifics, and be offered in flexible formats to accommodate employer and employee needs. Insofar as possible, it would include incentives for employees and engage employers, providing them with career-ready potential hires.

WHAT WE'RE DOING ...

Agriculture

Current Strategies

- Produce a new generation of sustainable, well-paying jobs in the legacy sectors of agriculture, aquaculture, fisheries and tourism by expanding export opportunities, infrastructure, recreation facilities, research partnerships and workforce training.

Sector Advisory Committee Report

To date, the LIREDC has focused on capital needs within the agricultural sector, but as with hospitality, there are untapped opportunities to develop the sector's workforce. These include enhancing entrepreneurship, for example, by helping farmers market directly to consumers. Long Island's farmers have traditionally subsisted on sales at farm stands and farmers markets, but the most successful have diversified into products like cheese and other direct-to-consumer products, relying heavily upon grants (for marketing, delivery, etc.). Those farmers who have not yet done so need to learn how to diversify and how and where to promote new products. Legacy farmers could use assistance with new product development and marketing through social media platforms.



Recruitment poses a second major challenge for farmers, as many students do not consider – and are not guided towards – careers in agriculture. Possible solutions could include farm internships and training through BOCES that would allow students to experience a variety of farm tasks, from food production to soldering and mechanical work.

The lack of a local workforce interested in farming, combined with increasing wages, has created hardship for employers. It has forced several to consider using technology for irrigation and other farm functions. These farmers need training on these new techniques, and on equipment maintenance. They also need help pursuing certifications for nurseries and greenhouses.

Further developing a workforce training approach for the sector will require a bottom-up approach based upon continuous employer engagement.



WHAT WE'RE DOING ...

SUNY 2020

Farmingdale State College (FSC)'s recent SUNY 2020 award demonstrates how the SUNY system can serve as a vital nexus that crosses sectors and draws together employers, future talent, and other institutions of higher education. FSC's \$6.65 million grant will establish the Infrastructure, Transportation and Security Center (ITSC), a multidisciplinary center with three commensurate goals:

**Farmingdale
State College**
State University of New York



- **Education and Training:** The ITSC will offer certificates and classes such as Aviation Security and Computer Security, and will eventually add new programs and certificates in the areas of Infrastructure and Transportation Security (as well as related certificate programs);
- **Research:** The ITSC anticipates initially conducting research under the Intelligent Transportation Systems category; and
- **Outreach and Awareness:** The ITSC will be involved in activities similar to the National Summer Transportation Institute Program, designed by the U.S. Department of Transportation and the Federal Highway Administration, which promote greater awareness of the transportation industry's career opportunities and diverse workforce.

The ITSC is a partnership with Stony Brook University (SBU), where FSC graduates can pursue their Master's degree. SBU will support the ITSC's curriculum development, research, and outreach activities, while Nassau Community College (NCC) will focus on Associate degrees that provide pathways to immediate employment or to articulated transfer to baccalaureate programs at FSC. NCC has also been active in developing science and technology programs that will contribute to the infrastructure and security initiative.

Construction of the ITSC is estimated to be completed by mid-2018, and faculty and staff recruitment will continue until December 2020. The first new faculty member will be recruited by FSC's School of Engineering Technology for fall 2017. Further staffing needs will be determined over the course of project. Equipment delivery will be scheduled for after construction is finished, and the procurement process will begin six months prior to construction completion, after at least one new faculty member has been hired to provide additional input. Equipment acquisition is scheduled to be completed by December 2020, and the ITSC will be fully implemented by 2022.



WHAT WE'RE DOING ...

Round Six Priority Projects in Workforce, Education and Veterans

The LIREDC continues to deepen its support for the core sectors first identified in 2011, while simultaneously broadening its ambitions. Several of Round Six's priority projects – supporting the training of healthcare medical records workers, pharmaceutical manufacturers, and aerospace engineers – respond to major labor needs and skill gaps in Long Island's well-established and growing healthcare and manufacturing sectors. Yet, there are also projects that expand into new and important arenas for the region's workforce system: **HempsteadWorks** will continue training in the core sectors identified by LIREDC, while expanding into sectors identified by NYSDOL. **Hofstra's** consumer behavior lab will produce research that is relevant to businesses in the retail sector. And **Suffolk County Community College** and **Greater Uniondale Area Action Coalition** will prioritize particular populations (veterans and underemployed workers), connecting them to job opportunities in multiple sectors. It is the strength and the diversity of these projects that allows the region to succeed in the "three-dimensional approach" that the LIREDC delineated in our 2014 progress report:

- Pursuing general strategies to strengthen the partnerships, services, and educational institutions that build skills across the economy (also exemplified by the sector advisory groups described above);
- Focusing on key sectors, including export-oriented sectors like advanced manufacturing and tourism.
- Ensuring that all Long Islanders benefit from the rising economy - meeting the needs of disadvantaged communities, the un- and under-employed, youth, and veterans.

Suffolk County Community College Veterans Resource Center

The College proposes to establish a Veterans Resource Center (VRC) that will serve as a single point of contact for more than 700 military-connected students as they transition into the academic environment. The facility, planned for SCCC's Ammerman Campus, will provide a full complement of resources, including veterans' benefit advisement, resume writing workshops, referrals for support services, and academic tutoring. It will also facilitate collaborations with employers to better prepare student-veterans for their return to the workforce.



Hofstra University Consumer Behavior Market Research Laboratory

Located in the new, state-of-the-art Frank G. Zarb School of Business building, this new 1,660-square-foot laboratory will provide a highly sophisticated window into consumer behavior. In addition to educating students, the lab will help businesses better serve their existing customers, and conduct effective outreach to potential customers as well. The space will include areas for observation, focus groups, discussion, meetings, and storage. It will also provide access to 26 computers, audio-video recording and analysis technology, and specialized equipment and software used to measure facial reactions and expressions, response latency, and biometric indicators (e.g., breathing, heart rate, electrodermal activity). This project will create 3 new jobs.

WHAT WE'RE DOING ...

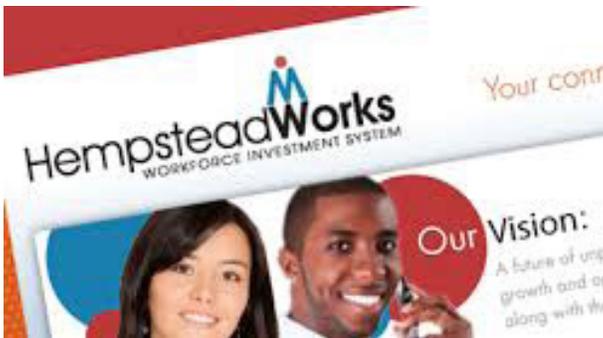
Greater Uniondale Area Action Coalition - The Uniondale Bridge Project

This grant will fund real-time analysis of workforce needs in Uniondale, design for a new workforce site, and planning to ensure that the site becomes financially sustainable. The project will build upon a pilot collaboration between the Greater Uniondale Area Action Coalition, Nassau County, Forest City Ratner, and United Way of Long Island to recruit and train a workforce for employment at the Nassau Coliseum. With the enthusiastic support of the county executive, the long-term goal is to partner with a developer to rehabilitate a vacant site located in the community's downtown core as a mixed-use workforce training and occupied commercial space. GUAAC's envisions a training site that nimbly responds to regional labor needs and remediate skill gaps, training and/or certifying 20-50 residents per year, hosting networking events and job fairs, and providing 10-20 jobs in the commercial space.



Town of Hempstead Department of Occupational Resources – Hempstead Works Career Pathways Project and Sector Strategies Project - Significant Industries

The two projects will provide training for eligible dislocated workers within special populations from across Long Island, enabling them to enter employment and advance along career pathways. The project will operate at the **Hempstead Works Career Center**, which offers wrap-around services, including assessment, development of individual employment plans, supportive services, career counseling, career development workshops, computer skills workshops, and basic skills remediation. NYS-approved Eligible Training Providers will provide instruction leading to credentials required for employment within the regional growth sectors identified by the LI LIREDC, such as STEM, advanced manufacturing, information technology, healthcare/life sciences, and green technology.



The first project will train approximately 25 dislocated workers, including 5 veterans. The second project will train an additional 68 dislocated workers, including 10 veterans, but will extend the training to a wider group of sectors that include those identified as significant industries by the New State Department of Labor. The expected outcome of both projects is for approximately 80% of the trainees to enter employment. Both projects support the LIREDC's priority of "training the workforce for today and tomorrow," and builds upon successful sectoral training initiatives that have been developed and implemented by the **Long Island Local Workforce Development Boards**.

Suffolk County Department of Labor, Licensing and Consumer Affairs – Project School

The SCDOLLCA, on behalf of the **Suffolk County Workforce Development Board (WDB)**, is seeking \$100,000 to train 37 dislocated workers in healthcare electronic records-related job titles, as job opportunities in the field are expected to grow in New York by 17% annually. The WDB, in support of this initiative, will leverage additional local formula funds. The target population will reside within the LIREDC's **Huntington Station Opportunity Agenda** area and low-income areas of Brentwood and Central Islip. The courses will be provided by Hunter Business School, Western Suffolk BOCES, Eastern Suffolk BOCES and Suffolk County Community College. Course offerings will include Medical Billing Specialist, Medical Office Administration, Medical Biller-Coder, Medical Coding, and Health Information Technology. Graduates will receive certificates recognized by the New York State Department of Education, and will be referred to area employers.



WHAT WE'RE DOING ...

Suffolk County Community College – Unemployed Worker Training

Suffolk County Community College (SCCC) will provide training to 32 participants for careers in high-demand manufacturing jobs openings identified by partner employers. Currently, many of these high-demand jobs remain unfilled on Long Island. Eight participants will receive training in CNC machining in a 180-hour course leading to nationally-recognized certification through the National Institute of Metalworking Skills. Twenty-four participants will be trained in manufacturing workforce



readiness, including measurements, design and technical drawings. This 84-hour course will lead to OSHA safety certification. Employer commitments will facilitate access to employment opportunities and an advanced manufacturing career pathway that provides family-sustaining wages. The training will be held on the Michael J. Grant Campus in Brentwood, which is located in close proximity to both the Suffolk County Employment Career Center and the Opportunity Agenda communities of Wyandanch and Huntington Station.

Amneal Pharmaceuticals – Existing Employee Training

This existing-employee training project, which will be conducted at Amneal Pharmaceutical's operating facilities in Hauppauge and Brookhaven on Long Island, is designed to improve the process/project management, technical writing skills, quality systems, and lean manufacturing skill-set of Amneal's employees. Product safety and quality are core issues in pharmaceutical manufacturing, and manufacturing must safely and intelligently remove any impediments to high performance, all while remaining in compliance with federal regulations. By developing strong internal processes, Amneal will not only provide job opportunities, but will reduce waste, and operate in a more productive and cost-effective manner. This project will train 176 employees.



GKN Aerospace Machining Training Project 2016



GKN's project emphasizes employee education in the form of machining training, a skill set that is considered an industry standard for middle-skill factory to engineering personnel. Educational investments will help GKN-Monitor to improve quality, delivery, and cost, and thereby improve its global competitiveness. This project will train 298 employees.





NICOLE FICARRA
AVERY BIOMEDICAL

Long Island STEM companies are not only creating jobs for millennials with STEM degrees, but they are providing career opportunities for graduates with diverse backgrounds who, in the past, may not have been able to find a good job. People like Nicole Ficarra.

When Nicole was four years old, she was in a horrific car accident and suffered a C3/C4 spinal cord injury. As a result of the accident, the 26-year-old Deer Park woman is a quadriplegic. She was on a ventilator for 7 years until she was introduced to a breathing pacemaker for her diaphragm. In a situation where many individuals would have given up hope, Nicole was determined to be productive. Now, Nicole is proudly putting both her NYIT bachelor's degree in Advertising and her knowledge of diaphragm pacemakers to valuable use.

"After graduating college I was looking for a job for about a year and a half. I was constantly applying for jobs," said Nicole. "Then, one day, the staff from Avery Biomedical came to check on my pacemaker system. I took the opportunity to give them my resume and I am now the Communications Coordinator for Avery Biomedical. For those who believe that technology driven companies are just for STEM majors, that's definitely not the case. As proven by my story, there's a place for everyone who has the passion and drive to be a part of this exciting new economy on Long Island."

Nicole enjoys being as independent as possible - going to concerts, shopping, the movies, and hanging out with friends. In the past year alone, she's been on a jet ski and traveled to the Bahamas to swim with the dolphins. Her job at Avery Biomedical provides her with the means to live an active lifestyle and cross off many of the items on her bucket list.

Innovation and Industry Clusters

Measurable momentum toward a high-tech future



Key Strategy: Identify and support industry clusters, especially biotechnology, that possess the potential to bring together researchers, educators, investors, manufacturers, and others in a collaborative effort to accelerate the commercialization of technical and scientific discovery and generate jobs at every rung of the employment ladder.

Long Island: An Innovation Ecosystem

The Long Island Regional Economic Development Council has successfully responded to Governor Cuomo's visionary challenge to identify and focus on a single industry cluster to develop and sustain long-term job growth for our region. After much data analysis, consulting with experts, and examining both national and global economic trends, LIREDC selected **Biotechnology** as its cluster, strategically investing in innovative research, private-public partnerships, and educating and training a STEM workforce to breed an innovation ecosystem. To support the mission, the **Long Island Association**, the region's leading business group, has formed the **LI-Bio Committee** to foster collaborative and inclusive approaches to biotech job creation. As a result of LIREDC – recommended strategies and projects in the biotech cluster on Long Island, not only is New York State witnessing a return on public investments, but private sector innovation companies find their prospects enhanced by an environment that organically nurtures jobs, growth and profit. Indeed many nascent biotech companies have been attracted to Long Island universities due to the StartUp NY program. More than 20 StartUp NY biotech firms now call Long Island their home.



Long Island's flourishing innovation economic ecosystem – which has been nourished by and nourishes world-renowned research institutions such as **Cold Spring Harbor Labs, Brookhaven National Lab, Feinstein Institute for Medical Research and Stony Brook University** – is not limited to one cluster or segment of the workforce. Accelerate Long Island has made venture capital investments in a range of companies, often rooted in our major research centers, with the potential to create jobs and synergies with other industries. We also have paid careful attention to creating opportunity for underserved populations and to make sure that our children – our future workforce – are immersed in high-tech subjects and experiences and in turn serve the industries themselves. The goal is to create an Opportunity Ecosystem for all.

WHAT WE'RE DOING ...

For instance, our innovation projects include advanced educational tech products – some produced on Long Island – to teach K-12 students about STEM and develop their passion for biotech and biomedicine at an early age. These students, including a number in the poorest communities, apply their passion and knowledge to earning STEM degrees from Long Island universities like Stony Brook and Hofstra. Or they receive more vocationally oriented training at the community colleges and through not-for-profit job-training organizations. College and other STEM graduates often intern at the many biotech companies on Long Island where they gain even more knowledge and obtain hands-on experience as well. Upon graduation, some students become new innovative entrepreneurs, while others secure jobs at Long Island companies. It is a virtuous circle. And regardless of a graduate's path, these STEM go-getters are filling the new demand for a well-trained STEM workforce serving the regional, national and global economic needs.



In addition to growing and sustaining the new biotech driven economy on Long Island, our success in innovation is permeating our borders – and that includes supporting our export strategies – and breeding success for our entire regional economy. For example, in June 2016, **Modern Meadow**, a biofabrication company based in Brooklyn that grows animal-free leather made from living cells, announced a \$40 million Series B round of financing led by Horizons Ventures and Iconiq Capital. The funding, bringing Modern Meadow's total funds raised to \$53.5 million, will enable the company's transition from research and development to manufacturing – and the commercialization of biofabricated leather for the first time.

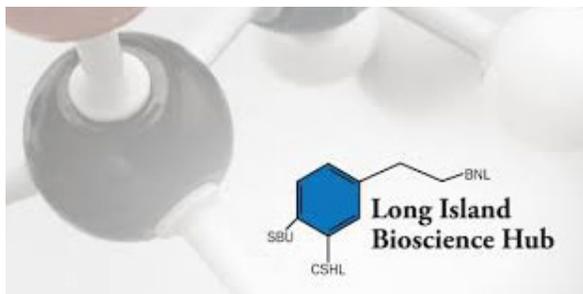
According to CEO Andras Forgacs, "Long Island represents an ideal ecosystem for Modern Meadow's future in combining world class institutions across research, academia and industry. We look forward to building collaborations with Cold Spring Harbor, Stony Brook, Farmingdale and other leading institutions that could help accelerate our R&D and energize our growth. It would only be fitting that biofabrication as an industry would emerge in the region where some of the most pioneering discoveries in molecular biology were made."

We know we've made a lot of promises. And we believe we've delivered on them. It's important to note that by selecting the biotech cluster, Long Island is certainly not putting all its economic eggs in one basket. The far reaching success of the biotech cluster has positively impacted advancements in the fields of medicine, clean energy, cyber security, education, fresh food and clean water, just to name a few.

STRATEGY: *Increase supply of trained employees*

To sustain and grow an innovation economy, a pipeline of well-trained, diversified – and diverse – workers is a necessity. In addition to the **Long Island Biotech Education Consortium's** continued efforts to revamp K-12 curriculum aimed at training over-looked and under-served students in the biotech industry, **Stony Brook University** will be leading new training efforts. The world-class research institution is home to the new Long Island Regional MEP Center, the Manufacturing and Technology Resource Consortium (MTRC). Though MTRC was not yet online during the period of April 1, 2016 to June 30, 2016, initiatives within the MTRC Program Partners centers have already yielded positive results in improving the skillsets and knowledge of entrepreneurs, researchers and other employees.

WHAT WE'RE DOING ...



Other training efforts include BioStrategy Sessions, organized by the **Center for BioTechnology**, allowing corporate clients to deliver presentations about their business to a panel of industry executives. The presentations are followed by an intense strategic discussion to address critical issues, highlighting potential weaknesses and provide actionable guidance. A soon-to-be-launched team mentoring initiative, modeled after the successful MIT Venture Mentor Service, will provide ongoing guidance to emerging bioentrepreneurs. **The Stony Brook Regional Small Business**

Development Center runs two events which are of key interest to biotechnology companies as well. The first is an SBIR Equipment Matching Program wherein companies which are SBIR awardees are eligible for up to \$50,000 toward equipment in the same project for which the SBIR was awarded. Two submissions, both from biotechnology companies, were processed during this quarter. The second is an SBIR clinic run by SBIR expert Sharon Ballard of EnableVentures, which aims to sharpen the skills of enthusiastic innovators who are preparing for Phase I and Phase II SBIR/STTR grants.

And what better way for folks to build their muscles in biotech than Stony Brook University's annual **Innovation Boot Camp**, an intensive series of workshops and homework assignments for up-and-coming startups. The campers, early-stage – and earlier – companies from LI's growing innovation ecosystem, deliver presentations at **Stony Brook's Long Island High Technology Incubator**. The 15-minute exhibitions, a dry run for potential investor pitches, are made by each team's "idea champion" and critiqued by a panel of well-known Long Island commercialization experts. Among them: Mark Lesko, the former Accelerate Long Island director now running **Hofstra University's Center for Entrepreneurship**, and Steve Winick, managing director of private equity firm **Topspin Partners**, a longtime supporter of Long Island startups. Also providing critique and guidance are **Brookhaven National Laboratory** commercialization director Connie Cleary, **Long Island Angel Network** board member Samir Nizam and Jeff Saelens, SBU's manufacturing and technology czar. Camper companies leave "boot camp" with a better defined vision and new tools to help their companies succeed.



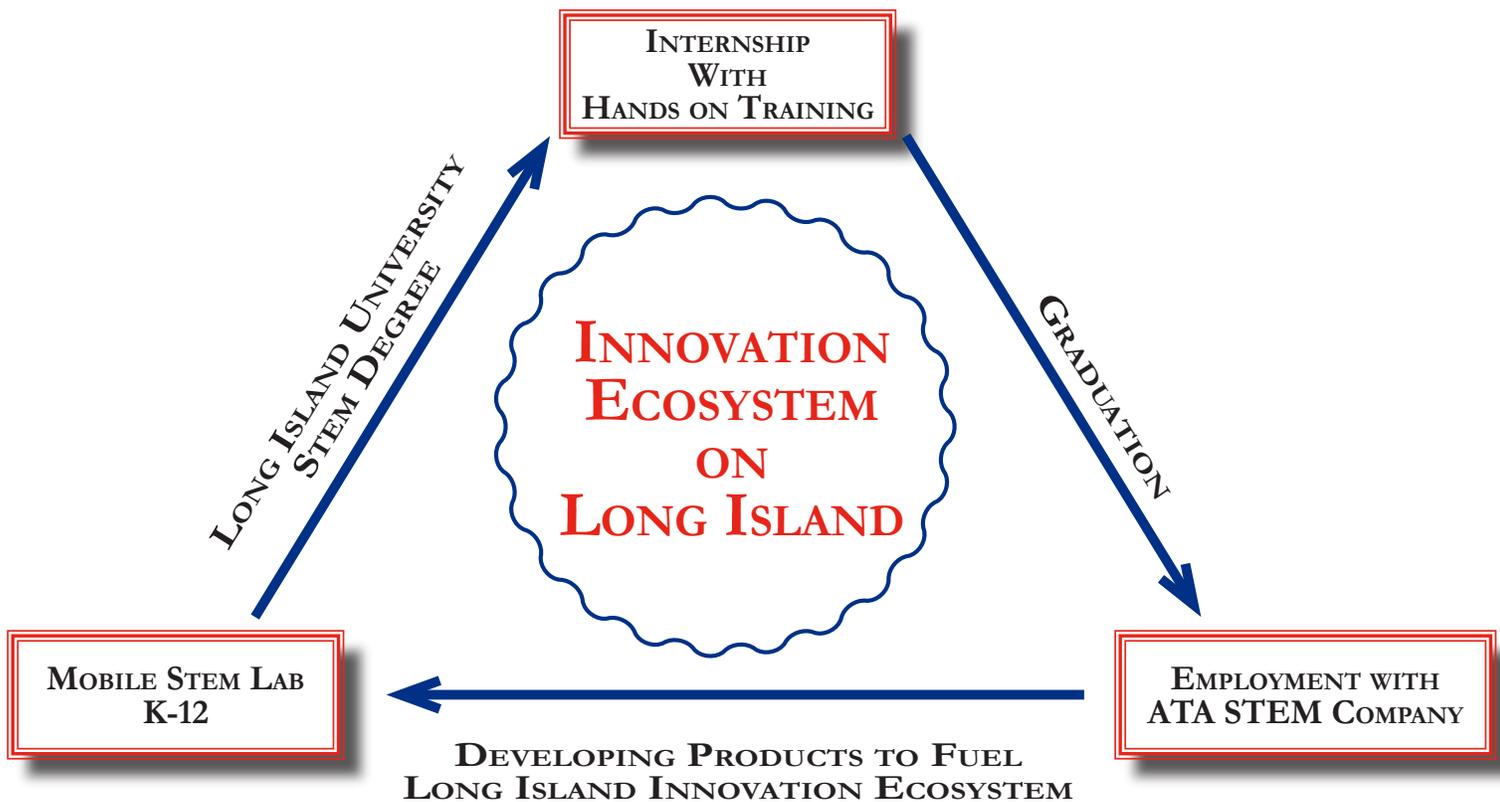
INNOVATION BOOT CAMP

The **Clean Energy Business Incubator Program** at Stony Brook is providing valuable assistance and resources to developers of disruptive renewable and clean energy technologies. Bringing an innovation to market can be a difficult process that requires technical and business guidance, successful acquisition of funding, and maintaining a competitive advantage. By mentoring entrepreneurs, CEBIP assists our clean energy tech companies in bringing their innovative technologies to market.

The efforts of private companies stepping up to the plate to train our next generation of workers is integral to the success of Long Island's new biotech driven economic ecosystem. Based in Bay Shore and a LISTnet success story, **Advance Convergence Group (ACG)** is a prime example of a company both benefiting from and contributing to Long Island's innovation economy. Its three subsidiaries, A+ STEM Labs, IPVideo Corporation and A+ Technology & Solutions, each contribute uniquely to the local, regional and national economy. Together they are part of Long Island's technology-centric collaborative that highly values STEM education in K-12, provides tremendous higher education for scientists and engineers, supports cutting-edge research and development, and provides expansive employment opportunities for workers with STEM-related education and skills.

WHAT WE'RE DOING ...

The company's president and founder, David Antar, has successfully closed the circuit of an innovation ecosystem by developing a mobile STEM lab. These technology-packed carts can be rolled into any K-12 classroom to create an immediate, high-tech learning laboratory for students. Many of these students leave the classroom so excited about STEM that they go on to pursue STEM degrees at Long Island universities. Antar welcomes these students during their college years as interns at his company, adding to their base of knowledge and providing hands-on professional training. Upon graduation, Antar seeks to hire these students at his company, while other graduates take other opportunities to fulfill the high demand for a well-trained STEM workforce on Long Island. It also should be noted that the LIREDC supported a Farmingdale State College project that purchased two of the mobile stem labs to bring STEM education to underserved Long Island school districts.



WHAT WE'RE DOING ...



ANDREW HAZEN
LAUNCHPAD

Long Island may have many world-renowned research institutions that generate great ideas for potential businesses, but unlike Silicon Valley and even nearby Silicon Alley in New York City, our entrepreneurs don't see a strong flow of venture capital to develop our discovery. Until Long Island earns the confidence of major investors around the world, it's a problem that regional leaders will have to deal with on their own.

Andrew Hazen is one of those leaders and LaunchPad is his vehicle for change.

With a passion for startups, early stage ventures and working with fellow entrepreneurs, Hazen founded LaunchPad as a way to help grow new businesses by providing collaborative co-working spaces and incubators with direct access to resources and capital. "LaunchPad is unique because it is one of ten New York State certified Incubators and Innovation Hot Spots, which means early-stage companies working with LaunchPad may qualify for 5 years of no State income tax and other benefits," said Hazen. "In addition, LaunchPad as a platform helps entrepreneurs and early-stage companies with mentoring, educational content/events, services and access to raising capital."

In less than three years, LaunchPad has become home to more than 70 companies with locations in Mineola, Huntington, Great Neck, Westbury, New York Institute of Technology in Old Westbury and at Stony Brook University. In both 2007 and 2008 the leading full-service digital company he founded was listed on the INC List of Fastest Growing Companies in the US.

In 2012, Andrew founded Angel Dough Ventures, which is a seed fund and startup accelerator for new business ideas and opportunities that are identified, internally developed, and launched as new products and services. Angel Dough presently has more than a dozen Portfolio companies including eGifter, LaunchPad, CharityWait, ThermoLift, BSafe Electrix.

In 2015, Angel Dough Ventures made the Inc. List of Fastest Growing Companies ranking #72 in the U.S. and #4 in NY. A member of the Long Island Technology Hall of Fame, Andrew's success exemplifies the passion for coupling technological innovation with entrepreneurship, which people like Andrew Hazen can help thrive on Long Island.

STRATEGY: *Strengthen the innovation and discovery pipeline*

There is no other better partner in discovery than Long Island. Our region is making monumental progress in working together to create new and innovative ways to enhance healthcare, technology and improve our environment.

In a collaboration that promises to accelerate cutting-edge research and foster tomorrow's medical discoveries, **Stony Brook Medicine** and **Mount Sinai Health System** have entered into an affiliation agreement aimed at heightening research collaboration and enhancing academic programs and clinical care initiatives. "This is a momentous day for academic medicine, healthcare, our respective students, faculty and staff, and for all those who are cared for by our teams of highly trained, dedicated clinicians," said Stony Brook University President Samuel L. Stanley Jr., MD. "Each institution has so much to offer, so this is an opportunity that will prove to be beneficial for all – now and in the future – as we explore and grow this incredible collaboration." Combining expertise from two premier medical schools, the partnership offers boundless opportunities to promote discovery, enrich academic medicine and enhance clinical care through large-scale research and clinical collaborations that will transform healthcare from



Manhattan to Montauk and beyond. In addition, Mount Sinai and Stony Brook will invest a combined \$500,000 to launch competitive and unique pilot programs, with the intent to receive collaborative external funding. The joint pilots in research have immense promise to advance health at the most exciting time in the biomedical sciences, including advanced computational, bioinformatic and engineering approaches.

Over in Nassau County, **Winthrop University Hospital** has taken preliminary action to collaborate with NYU Langone Medical Center to create an integrated healthcare network for the New York metropolitan region. Winthrop has benefitted from LIREDC – supported investments in its research and care capacity, as well as for what the institution has brought to the transit-oriented development in Mineola, laying the groundwork for this new partnership. It would reflect a commitment to the highest standards of clinical care, supported by the most advanced technologies, and integrated with world-class research and teaching programs that would further enhance the collective abilities of the two entities to solve the health challenges facing our nation and world.



**Stony Brook
Medicine**

WHAT WE'RE DOING ...



Another promising development that could lead to groundbreaking job-creating discoveries is the addition of The Feinstein Institute for Medical Research, the research arm of **Northwell Health**, to the Long Island Bioscience Hub (LIBH). By working with LIBH, Feinstein joins Stony Brook University, Brookhaven National Laboratory and Cold Spring Harbor Laboratory. The addition of the Feinstein Institute fulfills one of the Hub's goals of coordinating comprehensive technology commercialization efforts across all four major bioscience research institutions on Long Island.

In the realm of **clean water initiatives**, Long Island is emerging as an epicenter for the development and deployment of cutting-edge decentralized wastewater technology. This comes as the region prepares for a widespread infrastructure upgrade of its more than 500,000 septic systems and cesspools, in favor of technologies that can remove high percentages of nitrogen and other contaminants from household wastewater. The state's investments in water quality data gathering and modeling are laying the groundwork for nitrogen reduction targets, which will inform infrastructure needs. On a parallel track, the state is supporting the efforts of Suffolk County to launch a pilot testing program for innovative alternative onsite wastewater technology. The program has attracted twelve vendors from around North America, Germany and Japan since launching in 2014. Further, significant investment in the **NYS Center for Clean Water Technology at Stony Brook** has been made to accelerate the pace of innovation within the onsite wastewater treatment sector, a strategy that is designed to deliver increasingly cost-effective technologies that are more suitable for widespread deployment. The implementation of Long Island's onsite wastewater technology upgrade is projected to result in 218 new full-time employees by 2026, with 98 associated with the Center's efforts.



STRATEGY: *Grow and Retain Businesses.*

Long Island's biotechnology industry has achieved its current level of success through a combination of key state investments, creative strategies implemented by research institutions to foster new companies, and the passion of Long Islanders to thrive in our innovation economic ecosystem.

At Stony Brook's Center for Biotechnology, two clients have recently announced major fundraising rounds. **Rgenix**, a cancer therapeutics company developing first-in-class drugs targeting novel cancer pathways, announced a \$33 million Series B financing. **TheraSource LLC** has received a \$3 million three-year Small Business Innovation Research



(SBIR) grant from the National Institute of Allergy and Infectious Diseases (NIAID), part of the National Institutes of Health (NIH). The grant will support the development of human ghrelin as an innovative treatment to alleviate health damage caused by unintentional radiation exposure. Additionally, **Traverse Biosciences** has secured \$500,000 in convertible debt financing to support operations and advance product development efforts.



WHAT WE'RE DOING ...



As the LIREDC and New York State continue to raise the economic waters of Long Island through strategic investments, a lot of economic boats are rising with them – not just the ones receiving direct funding. **United Biomedical Inc.** is a multinational biopharmaceutical company dedicated to discovery, development, and commercialization of immunotherapeutics and vaccines for chronic and infectious diseases. Calling Hauppauge its home, the company's product pipeline is filled with a new line of synthetic peptide-based biologicals for the treatment and prevention of Alzheimer's Disease, AIDS, Autoimmune diseases, and Allergy, along with a portfolio of Animal health diseases.

IPVideo Corporation is a manufacturer of physical security solutions, including surveillance and command-center software based in Bay Shore. In many cases, its solutions protect the very schools where its sister company's STEM labs are in use, as well as serving a much wider market that includes school districts, universities, municipalities, law enforcement, utilities, transit authorities and private and public corporations across North America. Also located at the same Bay Shore facility, A+ Technology & Security Solutions is a technology systems integrator which sells and installs a wide range of security, LED lighting, IT and AV technologies that allow customers to operate more safely, efficiently and effectively.



QOSMEDIX

In addition to the new innovation companies catching the “innovation bug,” Long Island's veteran biotech and biomed companies are performing better than ever by capitalizing on the new pool of STEM talent. **Qosina and Qosmedix**, located on Long Island for over 35 years, are suppliers to the medical device manufacturing and cosmetic industries, respectively. “We are proud to be a part of the Long Island business community and benefit from a local talent pool that clearly wants to add value and make a difference”

said Scott Herskovitz, Vice President of Sales and Marketing at Qosina. “We look forward to continued growth by investing in the development of talented people who believe in the guiding principle of continuous improvement.” Qosina and Qosmedix serve customers here on Long Island and around the world.

STRATEGY: Recruit a “Big Dog” Pharma Company

Long Island's selection of biotechnology as its industry cluster is obsessively focused on diverse job creation. As such, our plan is not only to foster hundreds of biotech firms, but to attract the “big dogs” that would garner national attention to this region and provide jobs at all levels from maintenance and customer service to research and development.



The LIA has established **LI-Bio**, a committee dedicated to advancing the biotech sector on Long Island. With several prominent institutions on Long Island already collaborating and close to 300 companies in the bioscience space successfully doing business on Long Island, the time is ripe to develop a comprehensive strategy to proactively woo companies to Long Island and to ensure early-stage ventures remain here. That's precisely the mission of LI-Bio and in a few short months it already has begun outreach and support efforts.

WHAT WE'RE DOING ...

Devoted to supporting the development of biotech start-up companies, **Broad Hollow Bioscience Park** located at **Farmingdale State College** has already successfully graduated several profitable biotech companies including Helicon Therapeutics, Inc. and IRX Therapeutics, Inc. Currently, innovative companies like Certerra, Codagenix, and Mitogenetics are using this key **StartUp NY** space to commercialize new technologies in the field of biotechnology and grow their companies. Broad Hollow Bioscience Park recently hired a commercial real estate broker to exclusively market the building to biotech companies that are eager to play an important role in Long Island's innovation ecosystem.

**Farmingdale
State College**
State University of New York

STARTUP NY

Anyone still doubting the importance of the pharmaceutical and biotech industries to the Long Island economy need look no further than **Rechler Equity Partners'** portfolio. Headquartered in Plainview, these titans of Long Island real estate and their 6 million square feet of commercial space, have embraced the innovation economy. When Rechler Equity Partners went private in 2003, splitting off from publicly traded Reckson Realty Corp., about 4 percent of its commercial portfolio was filled by pharmaceutical-industry tenants. Today it's up to 25 percent; a tremendous amount of growth.

"What's going on is science – at North Shore University Hospital and other Northwell Health facilities, at Cold Spring Harbor and Brookhaven National laboratories, at regional colleges and universities and bioscience parks and high-tech incubators," Mitchell Rechler told InnovateLI. "Scientific R&D has become a huge industry and spurred growth," Rechler added, much as the rise of Grumman and other manufacturing stalwarts once did.

STRATEGY: Increase financial resources for biotech

A unique collaboration among Long Island's research institutions and business community to commercialize research and spur entrepreneurship, Accelerate Long Island continues to successfully advance the growth of biotech start-ups. Empire State Development recently awarded **Accelerate Long Island** an additional \$1.5 M in venture capital funds to invest on Long Island. Most recently, **Right Dose Inc.**, a Stony Brook startup working on software that monitors radiation dosages for patients undergoing CT scans, has received \$100,000 from Accelerate Long Island and the Long Island Emerging Technologies Fund. This funding will allow a small company with tremendous potential to strengthen its marketing efforts and continue working on its product, called Scannerside. The Scannerside gives medical providers a way to view radiation levels and how they stack up against nationally recognized safety standards. Right Dose has already sold its Scannerside to eight healthcare providers on Long Island.

**TRAVERSE
BIOSCIENCES**

Another Accelerate Long Island recipient, Stony Brook University's **Traverse Biosciences**, received an additional \$1.32 M in NIH funding to study the pre-clinical safety and effectiveness of its dental pharma product. The award highlights the success of Long Island's Accelerate Long Island winners to leverage federal funds to help them grow. Founder and CEO of the company, Joseph Scaduto, was an entrepreneur in residence at Stony Brook's Center for Biotechnology, demonstrating the successful company development strategies provided by Long Island research institutions.

Similar to Traverse Biosciences, two other companies from Stony Brook's Center of Biotechnology have secured additional federal funding. **iCell Gene Therapeutics** announced that the U.S. Food and Drug Administration (FDA) has granted Orphan Drug Designation for the treatment of peripheral T-cell lymphoma. The Orphan Drug Designation program provides development incentives for drugs and biologics



WHAT WE'RE DOING ...



intended for the safe and effective treatment, diagnosis or prevention of rare diseases or disorders. **Codagenix** has announced that it has been awarded a \$99,710 Phase I Small Business Innovation Research (SBIR) grant from the United States Department of Agriculture (USDA) to commence the development of an influenza vaccine for swine. Codagenix will apply its next-generation platform technology to construct a vaccine against influenza viruses that infect swine, which, according to the USDA's 2014 Census of Agriculture, is a \$22.5 billion industry here in the United States.

STRATEGY: Bolster efforts to manufacture more biotech products

Winning the recent **Manufacturing Extension Partnership** (MEP) competition, managed by **NYSTAR**, Stony Brook University has received designation as the Long Island Regional Technology Development Center (RTDC). The award is \$950,000 per year for five years; the total annual budget is expected to be \$1.27M including the \$320,000 annual Stony Brook match. As New York's only campus-based RTDC/ MEP, MTRC's new consortium approach to the organization of the MEP provides a far broader and deeper array of services by mobilizing Stony Brook's NYSTAR programs. MTRC will also use the resources of Long Island's two NYS Small Business Development Centers, as well as the Center for Corporate Training and Center for Operational Excellence and their partners. LIFT's Composite Prototyping Center, complemented by new Stony Brook programs in additive manufacturing, amount to regionally unique program assets. Over 300 companies currently have relationships with Stony Brook University or have worked with a campus program in the last three years.

The Regional Council's extensive multi-year efforts to bolster manufacturing are joined by other initiatives led by the private sector. Regional Council member Anne Shybunko-Moore leads a new effort called the Manufacturing Consortium of Long Island with a mission to strengthen manufacturing across a broad spectrum of regional industries.

Ann Shybunko-Moore notes: "MCLI is going to be a coordinated effort to highlight our regions' strengths and capabilities on a global scale - drive business to Long Island, engage our current and future workforce and bring to light the amazing products and services offered by Long Islanders."



WHAT WE'RE DOING ...



SETTING THE RECORD STRAIGHT IN *NEWSDAY* RE: *STARTUPNY*

I was surprised to read the July 8 editorial, "Shut down Start-Up NY."

This visionary program, like the new companies it was created to grow, also needs an adequate incubation period to gain the momentum needed to thrive.

The 19 Start-Up NY companies at Stony Brook University have 42 employees. These companies are contractually committed to create 238 jobs in the first five years of the program, with specific milestones in each of the four intervening years. Sixteen of them are still in or have just completed their first year of operation; several are already generating income. That is why it is far too early to project the outcome of Start-Up NY.

Facebook, a telling example, had seven employees its first year, 15 in its second year and, now, 12 years later, boasts more than 12,000 employees.

Stony Brook's Start-Up NY companies are working in exciting technology sectors — from the smallest, lightest positron emission tomography scanners in the world, to engineered materials for 3D printing applications, to the automation of home energy management and new targeted cancer therapies. The aggregate market for products in these sectors exceeds \$40 billion annually.

It was Start-Up NY that attracted these companies to develop their technologies on Long Island. Let's give this time to prosper.

Dr. Samuel L. Stanley Jr., President, Stony Brook

National and international businesses that have already come to New York because of Start-Up NY are proof that in this first phase, the program is working ["Start-Up NY needs time to grow," Letter, July 14]. Expanding companies like the kind that Start-Up benefits most does not happen overnight. Like all sustainable growth, it takes time.

What differentiates Start-Up NY in the marketplace are its incentives to attract business, including tax-free status for 10 years, partnerships with local colleges and universities and new opportunities for young people to get meaningful work.

Opponents who say this program is not working are misguided. Start-Up NY offers only tax relief; thus there is no cost to the system other than the advertising that brands the program and tends to promote the state. This program is attracting new jobs and new companies.

With Start-Up NY, and other state-sponsored economic development programs, Gov. Andrew M. Cuomo has been trying to reverse New York's outdated, anti-business attitude. Good for him! Business growth and job creation should be supported.

Sometimes economic development is a long-term play. If the preliminary results of Start-Up NY are indicative of what's to come, success is on the horizon.

Kevin S. Law, CEO, LIA and Co-vice Chairman LIREDC

STRATEGY: *Create economic incentives tailored to biotech needs*

New York State, Long Island companies, and research institutions are working together to ensure that the innovation economic ecosystem continues to flourish by creating incentives for biotech companies and start-ups. For example, PSEG Long Island offers rate discounts for NY Excelsior-certified companies and for start-up businesses that graduate from a New York State - sponsored incubator program and locate outside the incubator facility.

Additionally, Stony Brook is home to the region's Innovation Hot Spot program, a state initiative that offers tax breaks, mentoring, education and business development help for startup companies housed in or affiliated with a half dozen of the Island's incubator programs. Administered by ESD and run locally by Stony Brook, the program exempts participating companies from state corporation and sales taxes for five years and provides reduced-rate patent services, help with grant writing and investor pitches, and assistance in leaping the many other potential obstacles to start up success.

Round Six Priority Projects in Innovation and Industry Clusters

Despite substantial successes in high-tech sectors, we are hardly standing on our laurels. In keeping with our recognized commitment to establishing a strong project pipeline, the LIREDC will be recommending the following innovation-related proposals for state funding. They will help us advance our strategies and priorities, as detailed above, to make our region one of the nation's centers of innovation-based job creation, especially in biotech and healthcare, as well as in aerospace and other legacy industries.

Modern Meadow: Now based in Brooklyn, Modern Meadow does nothing less spectacular than grow leather from a protein found in animal hide. The company is seeking a new facility for research and development, pilot manufacturing, commercial demonstration and corporate offices, and has identified a potential site at the LIREDC-supported Broad Hollow Bioscience Park at Farmingdale State College. The planned project has a budget of \$19 million and the company is seeking \$3.8 million in state support. The project will include renovation of an existing 62,000 square foot lab and office space. The LIREDC believes the company would enhance Long Island's drive to create innovative high-tech firms and meld seamlessly with many of the state's prominent industries, including biotech, engineering, and fashion design, manufacturing and merchandising. Its this-isn't-science-fiction appeal would garner much attention for the region through coverage of its commercial progress.



WHAT WE'RE DOING ...



Luminati Aerospace: Research, testing and manufacturing of the next generation of solar-electric unmanned aerial vehicles (UAVs) would be ensured a home on Long Island through state support of Luminati Aerospace. A “back to the future project,” the \$80-million facility would be located on the grounds of the historic Calverton airbase where Grumman Aerospace tested generations of aircraft. Luminati was aggressively sought out by other states but owner Daniel Preston chose Calverton in part because he grew up in the area and because of Long Island’s strong supportive core of engineering, energy and other scientific research centers. Luminati and its “dream team” of engineers and university professors hopes to establish itself as a global force in high-tech aerospace manufacturing with a particular focus on super-light structures of composite fabric.

LIU Innovation and Entrepreneurship Park: Located conveniently on the main commercial artery of Long Island’s North Shore, the Long Island University Innovation and Entrepreneurship Park will stimulate economic growth and development through new company formation and incubation with a concentration on the commercialization of technology. By promoting the park at one of the nation’s largest private universities, the \$4.8 million project – part of the innovative **StartUp NY** program – enhances the ability of another important Long Island campus to create high-tech jobs and attract venture capital. This phase includes planning, engineering and other development related aspects of creating the complex which recognizes that the key to Long Island’s future is in entrepreneurialism.



Winthrop University Hospital in Hempstead: This socially important innovation project will see one of the region’s best hospitals expand its presence in one of Nassau County’s poorest communities, creating jobs and improving healthcare access for tens of thousands of mostly minority patients. The \$10-million initiative will boost specialized care for women and children, as well as offering a full range of medical services at a new Family Medicine Clinic. The center will generate the

equivalence of at least 80 full time jobs and provide opportunities for training and research. Winthrop already has a small Women’s Wellness clinic in an existing building that will be renovated as the hospital leases six times its current space. A prestigious new commercial facility will be a shot in the arm for Hempstead Village’s downtown revitalization.

Feinstein Institute for Medical Research: The world-class research arm of Northwell Health, by far the region’s largest employer, would establish a Center for Advanced Engineering to discover new ways to treat disease and severe injury through technology. This \$10.2 million project will create 20 new permanent high-tech jobs and 10,000 square feet of new research space that will include clean room facilities for microfabrication, electronics and biosensors and a range of other activities. One key initiative would be the development of prototypes of devices that will allow completely paralyzed patients to regain normal movement by re-routing signals from the brain directly to the muscles.



Stony Brook University eMINDSET: Short for entrepreneurship, mentoring and innovation to nurture discovery and success from engineering talent, this \$2.1 million program is a critical follow up to the successful ESD funded EngiNE award that increased enrollment of engineering students 400 percent. The eMINDSET phase is expected to boost enrollment in engineering and applied science by 700 percent, helping the region meet the expected demand for engineers in increasingly complex and entrepreneurial-minded endeavors. The program also will focus on the recruitment and graduation of more minority group members who can bring diverse experiences to technical teams but

whose numbers in engineering are significantly below their proportion of the population.

WHAT WE'RE DOING ...

Stony Brook Preclinical Screening Center: This highly complex facility will advance the university's capacity for pure medical research and advance the region's commitment to being a center of cutting-edge discovery. The \$4.3-million project will be located at the medical school's Basic Science Tower, in existing space that will need to be reinforced to stand the weight of the MRI scanners and other rare equipment systems. Another important consideration in supporting the project is that one of the firms that will manufacture and install some of the equipment is from Buffalo and another key provider is from Oneonta. So all ESD funds will be entirely invested within the state.



**Stony Brook
Medicine**



Incubator Kitchen: The Nassau County Department of Parks, Recreation and Museums is partnering with Cornell Cooperative Extension to refabricate an existing but outdated kitchen facility in an incubator for the burgeoning food industry. Nassau and Cornell – the latter with expertise in food and agriculture – plan to bring in a private sector partner with a proven track record in assisting small businesses to grow and flourish. The \$1-million project would speed the rise of organic and artisanal food

businesses that use local produce, create healthier eating options and often provide opportunities to women and minority owned businesses. After 1-3 years of classes and coaching, it is hoped the fledging food business will move into commercial space and create research and manufacturing jobs.

Southampton Cancer Center: One of the East End's premier medical facilities is planning to build a \$14-million complex to bring more sophisticated, coordinated and timely cancer care available only by traveling great distances. Currently there are no top-tier cancer treatment centers on the geographically isolated East End. This is especially problematic for the poor who make up a substantial share of Southampton Hospital's patient census. Its association with Stony Brook University Hospital all but guarantees that the treatment will be of the highest standards of quality and accountability, and provide educational opportunities for careers in healthcare that would boost the East End economy.



WHAT WE'RE DOING ...

Global NY



Key Strategy: Augment the export capacity of Long Island companies and attract foreign direct investment in the region by bringing together experienced exporters, relevant government agencies and our world class education and research institutions to identify and pursue potential business opportunities overseas.

Long Island needs the world and, we believe, the world needs Long Island.

That's why we welcomed Governor Cuomo's challenge to the state's ten regional economic development councils and businesses in 2014 to "Bring New York to the World" through Global NY. This innovative program helps to introduce New York to foreign businesses while it provides an excellent opportunity for local companies to succeed globally.



The Long Island Regional Economic Development Council immediately embraced this initiative by developing a Global NY Work Group to help simplify issues and streamline processes to make exporting more manageable for New York businesses. After devoting a considerable amount of time to its critical and complex tasks, the Global NY Work Group is excited about having a dedicated source of funding that will help to catapult Long Island products and services to foreign countries.

We are especially proud of how the Work Group and ESD followed through on an ambitious and sophisticated Implementation Agenda, detailed later in this section. Long Island continues to be a leader in economic development and is fertile for exports, not only in our legacy industries, such as aerospace and computer science, but from our promising new technology clusters, especially in biotech and our renowned research centers.

Our Global NY Work Group has been diligently working to educate businesses about Global NY and its potential, collaborating with the **Long Island Export Assistance Center, LIFT, Stony Brook University, the Long Island Association,** and **Hofstra University,** among others. Since its inception in 2014, over 80 companies have leveraged the **State Trade and Export Promotion (STEP), Export Marketing Assistance Services (EMAS),** and **Trade Missions** through Global NY. Nearly 20 companies have taken advantage of the EMAS program in 2016. Our event on May 2, 2016, at The Morrelly Homeland Security Center, was especially helpful in raising awareness.

"We love working with Global New York and the STEP program. We're a small, family run business here in New York, and Global NY and STEP are vital to our success in reaching more customers worldwide," Shervin Rezale, General Manager, Aircraft Lighting International

"We are looking forward to collaborating with Empire State Development and Global New York on any and all future initiatives that will support Long Island companies," Linda Towler, Chief Executive Officer, Avery Biomedical.

New York is the state of opportunity, and Global NY allows us to capitalize on its tremendous assets, as well as on our own. Long Island is primed for business expansion through exports, as well as foreign direct investment. Long Island is incredibly accessible with three airports serving the region, strong ground transportation via our expressways, the **Port Authority of New York and New Jersey,** and the **Long Island Rail Road.** In 2015, Avery Biomedical took part in a Global NY trade mission and the benefits of that trip continue today. Avery Biomedical is located on Long Island in Commack and manufactures breathing pacemakers that assist people suffering from quadriplegia, sleep apnea, congenital central hypoventilation syndrome, and diaphragm paralysis.

WHAT WE'RE DOING ...

Global NY Success Story

On July 1, 2015, three long-time employees of Avery Biomedical Devices, Dilys Gore, Tony Martins, and Linda Towler purchased the Company from the Dobelle Estate. Since the 1970's, Avery has been manufacturing diaphragm stimulators right here on Long Island. The Avery diaphragm stimulator or breathing pacer, as it is known, is an alternative to the mechanical ventilator for those with quadriplegia, central sleep apnea and diaphragm paralysis. All manufacturing is done at their facility in Commack.

Collectively, the three employees had been working for Avery for well over 60 years; they knew it was a great company, with a life-changing product, and a dedicated group of employees. Like most small start-ups, however, they had debt, and needed capital.

That's when they turned to Empire State Development (ESD) and Global NY. They applied for and were awarded an ESD grant to purchase manufacturing equipment and to hire additional employees over the next five years. Indeed, in less than 13 months they have increased their workforce by over 30%, and purchased thousands of dollars in capital equipment. In addition, they applied for the NY Step Grant, which is intended to offset the costs associated with traveling overseas to promote their products in foreign countries. Indeed, it is very difficult for a small company to compete with the large institutions even though they may have built a better mouse trap. The grant certainly helped Avery expand overseas.

"I am delighted to report our foreign sales trip was most successful as we generated positive leads and closed two foreign sales while there," said Avery CEO Linda Towler. Since last year's LIREDC update, Avery has seen additional sales in Poland and Israel due to Global NY.

Raising Awareness Through Community Outreach

The success of implementing a solid strategic plan hinges on ensuring that the public and private sectors are fully engaged and knowledgeable about the economic roadmap. It is in promoting Global NY that we have been especially active in reaching out to stakeholders throughout Long Island. And it has paid off. Since the inception of Global NY, the LIREDC and the Global NY Workgroup have provided over a dozen workshops and learning opportunities regarding exporting goods and services from Long Island. Below is a sample of some of the events and seminars conducted since our last progress report:

- *Doing Business in Canada*
- *Export Controls Under ITAR & EAR*
- *Export University 101*
- *Global NY Fund Tour*
- *Global NY Round Table*
- *How Small Businesses Can Go Global*
- *Trade Mission To China Import Expo*
- *Word Trade Week Breakfast Seminar*

Hundreds of people have attended our events to learn how to leverage the Global NY initiative and do business in foreign countries. Our Export University 101 event was a great program to help inform companies about the process and procedures to export Long Island made goods and services. This program targeted small and medium sized businesses, the backbone of our economy. Held in September 2015, more than 30 people attended. This was a collaborative project with the **New York District Export Council**, the **Long Island U.S. Export Assistance Center**, and the **Long Island Forum for Technology**.

In November, the Region provided small and medium sized businesses the opportunity to learn about export controls under the **International Traffic in Arms (ITAR)** and the **Export Administration Regulations (EAR)**. This was a one-day seminar and 40 people attended. They were able to learn about what has changed and what has not, as well as what items ITAR previously controlled that are now under the supervision of EAR.

WHAT WE'RE DOING ...

In April, our Region offered another seminar on export compliance. Nearly 30 people attended to learn how non-compliance can be costly and lead to the loss of export privileges. This program provided an overview of changes in the regulations and the necessary steps small and medium sized businesses need to take to be compliant.

In May we offered the World Trade Week Breakfast Seminar that focused on globalizing a brand. Nearly 40 people learned how to best present their business brand to an international audience.

Trade Missions

Again this year, the state organized several international trade missions and Long Island businesses leveraged Global NY to participate in two events, one in Hannover, Germany and the other in Kunshan, China.

Hannover Messe



Hannover Messe is considered one of the world's leading industrial technology trade shows with over 200,000 attendees. This year was historic as the United States was the official Partner Country and New York State was there with six companies from Long Island due to the Global NY initiative.

Below are the profiles of the participating companies from Long Island at Hannover Messe:

Electro Industries/GaugeTech (EIG) has been an independent company for over 40 years and manufactures all of their equipment in the United States. EIG is one of the leading metering suppliers in the world with hundreds of thousands of power instruments installed.



ENECON® **Enecon** is a world leader in advanced polymer composites technology, including high performance polymer systems for rebuilding, resurfacing and protecting all types of fluid flow machinery, equipment and structures.

Recognized as an Inc. 500 Fastest Growing Company, **Ultraflex Power Technologies** provides customer-focused solutions for induction heating, melting, and casting applications worldwide.



"The Global NY team has been a pleasure to work with. With their assistance and the STEP Grant program, Ultraflex Power Technologies attended the Hannover Messe tradeshow in Europe. The exposure and experience with that international market has been invaluable," said Kira Schmitt, Business Development Manager, Ultraflex Power Technologies.

WHAT WE'RE DOING ...



NorcaTec is a global solution provider assisting companies with engineering, procurement, light manufacturing and materials management. NorcaTec provides spare parts, manufacturing and logistic support to original equipment manufacturers, militaries, both foreign and domestic, governments and other operators since 1946.

Applied Power Systems, Inc. has been a power electronics engineering and manufacturing company specializing in power conversion systems and thermal management of high power semiconductors based on Long Island since 1996. APS applies unique, high technology solutions in the design and manufacture of a broad array of power control systems, ranging from high power AC and DC Power Supplies to Driver Circuits for IGBT, SCR, MOSFET devices and power blocks.



Universal Photonics is a world-leader in critical surface preparation materials. Their dedication to the advancement of surfacing and polishing technology in all phases of fabrication spans nearly a century, and is supported with state-of-art laboratory, manufacturing and distribution facilities throughout the United States, Europe, and Asia.

"I attended Hannover Messe at the end of April 2016 with the aid of Global NY and the STEP program. Receiving this grant allowed my management to quickly approve our attendance at the trade show. Being at the trade show allowed us the additional exposure to markets we have not really developed yet in the industrial arena. So far we have one new customer who has placed almost \$10K in orders. We are in the process of pursuing many other leads generated at the show as well. Additionally, I was able to visit several of our already existing customers in Germany, Spain and Italy that has certainly lead to or will lead to over \$100K in new business."

NY State's financial support was the driving force behind expanding our business.

*Matthew London, International Sales Manager
Eltronics/Norcatec LLC, Garden City NY*



China Import Expo



On the heels of the Hannover Messe Trade Show, Empire State Development Global NY group attended the China Import Expo (CIE) to showcase New York businesses, along with 4 companies from Long Island. The latter included Electro Industries/GaugeTech (EIG), these are the three others from Long Island:

Enerac, located in Holbrook, NY, is the leading manufacturer of portable emission and combustion analyzers in the world. More than 30 years of experience in measuring combustion efficiency and monitoring emissions have given rise their smallest, most advanced instruments ever.



Altenew, located in East Meadow, is a manufacturer high quality photopolymer stamps, dies, and inks that are manufactured in the US. Altenew serves customers in over 50 countries around the globe.

WHAT WE'RE DOING ...

Industrial Metals International, LTD (IML) is a full line stocking steel distributor specializing in the supply of Aerospace raw materials. Founded after the Second World War, Industrial Metals was formed to supply and help rebuild the European Aerospace Industry. IML is headquartered on Long Island, and has locations worldwide. IML has grown to become a single source supplier for all grades of raw materials.



Long Island Business Visits China

Industrial Metals Intl. participated in the 2015 and 2016 CIE events in Kunshan, China with the ESD group. The firm had been exporting material into China on a Honeywell LTA for 4 years, but had been unable to really break into the Chinese market beyond that. This was primarily due to language barriers, the 12-hour time difference and lack of real understanding on how to establish contacts at the places that were purchasing our material.

“IML first attended the 2015 CIE, and the ESD team in New York and in China were amazing and were able to arrange some B to B meetings with potential customers. This event was a real learning experience for IML and we came away from the event with a clear understanding that we needed a person or company in China to represent IML's interests while understanding what our strengths are and also communicating with us very openly about all issues and concerns that they and our potential customers have about purchasing raw material from the US. The time and money was well worth it, but even more the access and introduction to the ESD team in China made this trip a real success for our thinking about the Chinese market.”

In 2016 IML learned that ESD was going to be taking a group to the CIE again. “This year we were much better prepared for China. I believe that we had expectations that were in line with the event and knew what we could ask Wendy Chen and her team for in advance and during the event. The event allowed us to follow up with 2 companies that we met in 2015. The companies had very different models and thoughts about how to represent IML in China – one of which has come to Long Island for a follow up meeting last month and we have now signed an agreement with them to represent our interests in China. We also had a chance this year to travel to the Honeywell facility in Nanjing, China after the show and meet with the people who have been receiving our material. This meeting led to further contact with the Honeywell facility in Suzhou, which we weren't doing business with.

“Our experience at the Kunshan CIE event, but more than that, the ESD Team in New York and in China, the past 2 years was very good for IML and has been the catalyst for new export work for us into China. The 2015 CIE event for IML was more about attendance for understanding the local market needs and to gain an understanding of where we should set our expectations. The 2016 CIE event and B2B meetings were really the start of executing and trying out a marketing plan for China that we have high hopes will result in an increase to our export business. I will re-state again that the ESD Team has really helped us out and we found that our participation was very positive for the future of our export growth.”

We applaud Governor Cuomo for creating Global NY. This innovative initiative provides a great resource for Long Island businesses to compete globally and create more jobs locally through exporting goods and services. Our Global NY Work Group is excited about Round Six and knows that exporting activity will only increase for businesses on Long Island. And that they will create new jobs as they prosper from global successes. We plan to increase our outreach to local and international businesses. We are Strong Island, and the great work we have done and will continue to do globally will only help to generate more business and jobs here on Long Island. We have the transportation infrastructure, a great workforce, and a proven track record to grow our economy.



We are confident our Region is where the world will look to do business.

WHAT WE'RE DOING ...

Meeting the Global Implementation Agenda

In the 2015 Plan Update we outlined an aggressive but carefully crafted implementation agenda to advance our Global NY Strategies. The Global Implementation Agenda and Timeline in Round Five listed five critical actions/strategies identified by the workgroup as needing to happen quickly. Here is what we accomplished:

The Export Toolkit

It was clear that many resources were available both from **NYS's International Division** and from the **U.S Department of Commerce's Long Island Export Assistance Center**. The myriad of programs and acronyms were confusing, sometimes duplicative and often hard to find. The work group mandated early on that these resources should be catalogued in a document accessible to businesses. Staff at the Long Island ESD office researched, compiled and printed an export tool kit that has been distributed and made available at global events. This is a living document, and ESD hopes it can be updated on the website as programs evolve and new ones are added. Feedback on the tool kit has been very positive and it is available from the Long Island regional office and on the LIREDC website.



Collaboration between Long Island, Mid-Hudson and New York City Regions

The idea of multi-regional collaboration was one shared by several of our work groups, but the Global NY group got there first in June 2015 when it held a multi-regional export event. Many common issues were discussed and it was agreed that this idea would be pursued. We have been challenged to meet this goal because of staff changes in the Long Island Regional Office, but one of the Long Island staffers overseeing this initiative has transferred into the ESD NYC office, offering an opportunity to move the idea forward. That ESD staffer already has a keen understanding of Long Island's global strength and challenges and will be getting as deeply involved in NYC's global issues. Thus we hope multi-regional global collaboration will begin in earnest in 2016 and 2017. It is anticipated that the three regions can hold events, jointly recruit for trade missions and strengthen the attractiveness of downstate NY from a foreign direct investment perspective. These three regions share access to major international airports, shipping ports and hundreds of export eager manufacturers, and we can leverage those assets by better collaboration.



WHAT WE'RE DOING ...

Develop an Export Survey to Identify Export Ready Businesses

ESD faces challenges in recruiting for trade events and even reaching out to potential export ready businesses. The ESD regional office staff meets with hundreds of companies annually to help them expand or just to be a sounding board for advice and referrals. We do not, however, have a good mechanism to compile data on export interest. This could be because we tend to speak with CFOs about capital investment decisions and not the export sales people. The Global Work Group tasked ESD with developing an export database so information was available on what companies wanted to export, what products or services they can supply and to which markets around the world. The survey was developed, tweaked and distributed but the number of returned surveys was surprisingly low. Staff at the regional office and at the International Division (now called Global NY) did not have available staff to do the necessary follow-up. This coming year we will endeavor to complete this task with new staff augmented possibly by summer interns. It was suggested that use of Survey Monkey may make the task easier and using a third party like the Long Island Association may be useful in completing the task. We recognize that this data must be continually vetted and updated which does present some staffing challenges but must be a Global Work Group priority.

Host Export Seminars and Events



We have exceeded goals in this strategy but of course there is always room to expand. The productive **ExportTech seminars**, done with our colleagues at **U.S Commerce**, continue. ESD supports these companies with critically important tuition subsidies. ESD held a successful roll out of the Global NY programs in the spring of 2016 and over 70 companies learned how to access STEP grants and Global NY funding. Our Global section highlights other successful seminars and meetings. Once the export survey data is compiled ESD hopes to hold industry cluster specific workshops and seminars to support biotech, food manufacturing and aerospace just to name a few. We have a strong backlog of Long Island companies in the Global NY pipeline with applications pending.

ESD's Division of Science, Technology & Innovation in 2016 selected a new MEP – **Manufacturing Extension Partnership Regional Technology Development Center**. Stony Brook University was selected to lead this effort to assist small to mid-size manufacturers in close collaboration with other universities and not for profits. This audience of companies is precisely the right candidates to pursue global sales and we will be working closely with the new MEP on global outreach. In 2016 and 2017 we expect to fully engage the new MEP to align their outreach efforts with ours. ESD now has the funds to help these companies but must bolster efforts to reach these businesses with a smarter and more targeted effort. There are many Long Island organizations targeting the same businesses and sectors, and we risk diluting the message, or worse confusing businesses, if efforts are not well coordinated. The Regional Council and specifically the Global Work group can help.



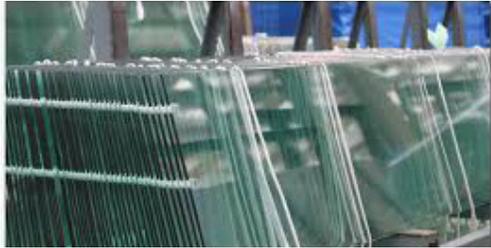
**Division of
Science, Technology
& Innovation**

A Division of Empire State Development

WHAT WE'RE DOING ...

Utilize StartUP NY to Attract Companies From Abroad to Long Island

Stony Brook University is the **StartUP NY** lead campus on Long Island and only stands behind University of Buffalo in StartUP NY successes. With over 20 StartUP NY technology companies, Stony Brook University has garnered global attention from companies as far away as Israel and Korea. **Zuznow**, a software company from Israel, is a Long Island success story we outlined in last year's report. The region continues to see success in attracting global companies but the cost of doing business on Long Island compared to competing states in the south continues to be a real challenge in foreign direct investment. In January 2016 ESD provided an aggressive incentive package to **WHTB Glass of China**, which supplies their unique glass products to the construction industry. The ESD package was enhanced



by similar incentives from the Town of Brookhaven and PSEG. This collaboration produced a commitment from WHTB to construct a 40,000 s.f. specialty glass plant that will eventually employ 140 Long Islanders. That project is still in the planning stages.



Stony Brook University's CEWIT Conference in October of 2015 included large delegations of IT businesses from Israel and Japan with a goal of attracting foreign direct investment to Long Island. ESD held special sessions with each delegation to outline how StartUP NY can be



a catalyst in helping establish operations in NYS. These sessions were well attended and highly productive. At SBU's Advanced Energy Conference at the Javits Center in April of 2016, dozens of global companies attended this annual event to learn about the latest developments in advanced energy throughout NYS.

StartUP NY had staff and booth space to highlight the program. ESD markets the StartUP NY program overseas.



WHAT WE'RE DOING ...

Infrastructure *Building Long Island's Future*

Build we have; build we must; build we are: In advancing LIREDC strategies and stakeholder desires, Long Island is building more rentals, co-ops, condos and other multifamily homes than it has in past decades, but we recognize there is still an enormous gap between what is being produced and what the region needs. Unlike in our “mother and father’s suburbs,” housing preferences are changing, among both Millennials living in their first home and Baby Boomers in their last. Younger and older Long Islanders alike are expressing – sometimes with their feet – a desire for walkable mixed-use environments in village downtowns. Long Island’s pace of housing development has lagged behind regional competitors relative to the size of its population and is not affordable to large sections of the region’s population. And along with relatively high property taxes, the lack of sufficient housing production is driving up housing costs – and risks driving away people we don’t want to lose. That’s why in the first five rounds of REDC funding, we have consistently advocated for affordable, mixed use housing developments where they are needed most – poor and middle class neighborhoods. That’s also why we so enthusiastically have embraced **Governor Cuomo’s Downtown Revitalization Initiative** (which culminated in the selection of Westbury as our first downtown under the new program). It is territory we know well.

Long Island has over 100 downtowns. Some are flourishing as more and more people discover their advantages – and more and more state and private investment finds its way to them. Young people often choose townhouses, condominiums, and apartments out of necessity, until they can afford their dream houses. Large numbers of seniors and empty-nesters are looking to move the opposite way, downsizing from single-family homes for the economic advantages and easier maintenance. Downtowns offer the convenience of town life, where shopping, recreation, and companionship are all within easy reach.

Wider housing options benefit the entire region, and help minimize the loss of our young people to other areas. Downtown development can also reduce highway congestion, ease pressure on open space, and lower the cost of government services. Building in our downtowns takes advantage of transit facilities and other infrastructure, regenerates blighted areas, and creates vibrant social centers that attract the talented young people employers need. Importantly, vibrant downtowns work to enhance their surrounding communities.



Patchogue Downtown

WHAT WE'RE DOING ...



But “densifying” downtowns and adding exciting new housing, shopping and recreational options means investing in the most basic of infrastructure – sewage treatment. That’s why our Infrastructure Work Group has emphasized laying this critical foundation – actually, below foundation construction – as a precursor to more visible projects. But these **investments are paying off** in revitalized centers in once-depressed communities, such as **Wyandanch, Patchogue, Riverhead and Coram**. And as we are proposing to add to this inventory of infrastructure, as our stakeholders have told us in outreach after outreach, the benefits will continue for years on end. We are building carefully, with an eye toward balancing the environment and the economy. We are building sustainably, to last generations.

The village downtowns, especially those with easy access to the Long Island Rail Road and other mass transit, are the key to our smart growth, transit oriented development strategy. For Long Island to remain competitive, we must account not only for our precious environment, but ensure that the region’s infrastructure is equipped to handle a balanced variety of housing and other commercial ventures. If we are to develop transformative solutions to the high cost of living and a shortage of affordable housing, as well as the safety of our communities, then the focus must be on creating pedestrian-friendly neighborhoods.



But building in our downtowns is hardly the end of our infrastructure priorities. Under Governor Cuomo and the state legislature, hundreds of millions of dollars will be spent on Long Island to advance a number of LIRED C strategies and tie the region together through its roads, bridges, airports and other critical infrastructure. Expansion of our industry clusters, especially in the biotech sector, also relies on new or improved infrastructure, and we are committed to providing support.



In 2016, Governor Cuomo initiated a series of actions designed to transform and expand vital infrastructure within our region. These initiatives include a **LIRR Improvement Program** for the addition of a third track as part of the **Floral Park-Hicksville** expansion project. It will allow the LIRR to increase service and enable running “reverse-peak” trains to allow people to take the train to jobs on Long Island during traditional business hours. Additionally, the Governor’s focus aims to strengthen Long Island’s transportation infrastructure – specifically by investing in its airports and exploring the potential for new access projects. The LIRED C will continue its efforts to expand capacity throughout our region.

WHAT WE'RE DOING ...

LIRR Improvement Program: Floral Park-Hicksville Expansion

The **Long Island Railroad Third Track** project has long been considered the infrastructure lynchpin needed to unlock the full potential of the Long Island economy and exploit the full benefits of the railroad's \$13 billion investment in the East Side Access and Double Track projects currently under construction. Plans call for adding a third railway alongside the existing two tracks on the 9.8-mile stretch of the Main Line corridor between Floral Park and Hicksville in Nassau County. The existing tracks were constructed in the 19th century when Long Island's population consisted of approximately 100,000 residents. Today, with a population of nearly 3 million, four branches of the LIRR converge on what has become the busiest commuter railroad in the United States. At peak times, demand is so great that trains only run in one direction: into NYC in the morning and back east in the evening. This condition prohibits reverse commuting needed to expand the pool of skilled labor available to power Long Island businesses; hobbles the system at times during equipment breakdowns; and precludes expansion of service to points east of Hicksville.



Research conducted by the Long Island Index reports that, during its construction, the Third Track project will create 2,250 jobs; \$910 million in cumulative personal income; and \$910 in cumulative gross regional product. Within 10 years of completion it will produce 14,000 new permanent jobs; 35,000 new residents (40% will be within the crucial range of 25 – 44); \$40 million in new sales tax revenue; \$103 million in new property tax revenue; \$3 billion in new personal income; and add \$5.6 billion to the Long Island gross regional product.

Federal Inspection Station at MacArthur Airport



In Round Five the LIREDC supported, and the Town of Islip was awarded \$ 3 million for construction of a federal inspection station at MacArthur Airport. The State will close a \$6 million funding gap to support the \$10 million renovation and expansion of an existing 10,500 sq. ft. facility. The expansion will accommodate a Federal Inspection Station that will allow flights from Europe and the Western Hemisphere to land at the airport without preflight immigration screening. This facility will allow up to 400 passengers to be processed per hour and will pave the way for significant economic growth resulting from an estimated 1,200 new jobs located at the airport from airlines and the federal government as well as additional regional tourism. The airport is in the final stages of executing a contract with the consultant, AECOM, for preliminary engineering for the Customs Facility. It is anticipated that this phase of work will take approximately 4-6 months.

WHAT WE'RE DOING ...

Progress in Infrastructure Planning

Nassau HUB

Since the inception of Regional Councils, the LIREDC recognized the 77-acre parcel surrounding Nassau Coliseum as being one of the most significant redevelopment opportunities in the region. The HUB property is in the heart of Nassau County, surrounded by Hofstra University, Nassau Community College, Museum Row and numerous office buildings. Zoning allows up to 3 million square feet. of development that will, at full buildout, create an estimated 8,500 jobs. The LIREDC has supported the HUB site in previous funding rounds – two \$500,000 grants and one \$3 million grant to the County and one \$1,000,000 grant to the developer. After previous false starts, the Nassau HUB redevelopment is taking shape and the LIREDC once again recommends funding for the infrastructure work required on the site.

Memorial Sloan Kettering has announced plans to build a \$140 million cancer outpatient facility and parking garage on a five acre parcel at the site. The Town of Hempstead recently issued site plan approval and adopted an amendment to the Mitchel Field Mixed-Use District Conceptual Master Plan. MSK is currently working with New York State to acquire all required licensing permits before commencing construction. This is significant as Nassau County hopes to create a biotech hub at the development complex within walking distance to Hofstra University / Northwell's new \$25 million medical school.

The renovation of the Nassau Coliseum and the development of a surrounding sports and entertainment district also are underway at the Uniondale site. The Coliseum renovations are transforming the interior into a state-of-the art venue that will host sports and entertainment events. Work on the exterior and façade of the Coliseum is expected to begin early this fall. Nassau Events Center, LLC is currently finalizing the design and site plan of the sports and entertainment district in an effort to commence construction shortly after the reopening of the Coliseum.



WHAT WE'RE DOING ...

East Farmingdale Downtown Center

The Town of Babylon plans to redevelop approximately 136 acres in East Farmingdale with new businesses as part of mixed-use development along the Route 110 corridor. The corridor is home to 20% of Suffolk County's workforce and is the largest job center on Long Island, with much of this economic activity concentrated in East Farmingdale and Melville. This project, the East Farmingdale Downtown Center, would be a regional destination with new development around a planned Republic Station, including retail, residences, public uses and parking, and could become a major hub of pedestrian activity and mass transit. In Round Three, the Town of Babylon received \$200,000 from NYSERDA and \$500,000 from ESD to advance site planning for the transit-oriented development project. The outreach plan for the project has been developed including multiple charrette sessions with all involved stakeholders. In addition, an engineering firm was recently selected to perform the environmental review/SEQRA for the project.



Reclaiming Suffolk County's Water and Improving Coastal Resiliency

Long Island is home to over 2.8 million people and its residents are dependent on, and benefit from, the precious water resources of the region. The sole source aquifer is the only source of water for all human activity on the island. There is no greater challenge to Long Island's future than the water quality crisis from nitrogen infiltration of surface and groundwater from failing septic systems and cesspools. Rising levels of nitrogen in groundwater is a concern where such groundwater will be used as a drinking water source. More than ever, upgrading our wide-ranging infrastructure to ensure economic growth requires a multi-faceted strategy to improve our sewer systems.

Consistent with recommendations of the LIREDC, as well as Governor Cuomo's 2100 Commission Report, to reduce nonpoint source pollution and restore wetlands, Suffolk County proposes to strengthen our south shore coastal wetlands. The project will provide advanced wastewater infrastructure to reduce nitrogen currently discharged into the Carlls, Connetquot, Patchogue and Forge Rivers. The county recently closed on the EFC loan for the design funds (total of \$22.1M) and consultants for each area have been selected. Suffolk County's Department of Public Works is currently in the process of finalizing the contracts for each consultant so that their subsequent design work can begin. The environmental review is approximately 90% complete for the Forge and Patchogue Rivers. Improved wetlands through nitrogen reduction will not only have environmental benefits, but will also help mitigate property and business losses associated with future storms.

New York State's Department of Environmental Conservation (DEC), the Long Island Regional Planning Council (LIRPC), Suffolk County and Nassau County are working with stakeholders to develop the Long Island Nitrogen Action Plan (LINAP) to reduce the level of nitrogen in the surface and ground waters around Long Island. In the 2015-16 State Budget, \$5,000,000 was appropriated to the effort. The LINAP will provide an assessment of conditions based on existing data regarding groundwater quality and quantity, and surface water quality. The plan will determine nitrogen load reduction targets as well as alternatives and strategies to meet those targets. The plan's scope may be modified as conditions evolve or more information becomes available.

WHAT WE'RE DOING ...

Patchogue Village

During the past decade, the **Village of Patchogue** has received \$55 million in federal, state, and county grants for infrastructure, development and other improvements. These funds helped to support \$400 million dollars of private



investment including workforce housing within the Village's downtown. The New Village development in Patchogue has created 291 residential units and 15,000 square feet of office space. This key project was supported by a \$1 million Restore NY Grant award. Several more housing developments – including one for artists, a key part of the village's and LIREDC's economic development strategy – have since been added within the Village, creating over 600 units of housing as part of a highly regarded transit-oriented development initiative. The residential units are all within walking distance of the downtown's commercial district and the Long Island Rail Road.

In 2011, with the help of New York State Grant Funds, the Village of Patchogue upgraded its wastewater treatment plant to increase its capacity to 800,000 gallons per day. This infrastructure improvement was critical towards the Village's planning for downtown redevelopment and economic growth. Additionally, in support of Patchogue's long-term water quality needs, an Empire State Development grant of \$1.4 million dollars was awarded to provide sewers to 57 homes, including street drainage, in low lying areas to help clean the Great South Bay.

The Village's progress would not have been possible without public-sector support. In the last several years, the state has committed funds for several downtown initiatives. These include façade improvements to businesses funded with a New York State and administered through the Business Improvement District. Business owners taking part in the program provided a financial match which produced over \$2.6 million dollars of investment in the downtown area. In addition, a planning feasibility study for a tiered parking garage within the Village has been funded by a regional council grant award.

Glen Cove

The Piazza Development Project in Glen Cove will become a mixed-use project in the heart of the downtown. The initiative will help to revitalize the downtown by encouraging pedestrian activity at a public plaza that will create a large gathering space and walkable destination for residents. The first phase of the project was completed in May 2015 with the opening of Panera Bread and the addition of 42 full time jobs. Site clearing for phase 2 started in July, 2015 with construction on the first of three planned buildings during the last quarter of 2015. The Glen Cove Waterfront Connector is the crucial link between downtown Glen Cove, the Waterfront Revitalization Area, and key regional transit hubs in the New York Metropolitan Area. The completion of the Connector is the integral piece to the redevelopment of Glen Cove's downtown and waterfront properties. The project will ultimately transform a one-mile, degraded and inadequate roadway into a "complete street" with new pedestrian sidewalks; sewer, water, and electrical utilities; and storm management infrastructure. In addition, the roadway will be elevated, with utilities relocated underground, providing resiliency measures for future storm events. It will connect to a ferry and the planned Garvies Point residential project.



WHAT WE'RE DOING ...

Peconic Crossing, Riverhead



Peconic Crossing will create 45 energy-efficient, one and two bedroom apartment homes with a preference to artists and those displaced by Superstorm Sandy. The Round Five LIREDC investment in the ground floor public gallery space on Main Street will enhance the project's streetscape while adding to the artsy destination that Riverhead is pursuing after renovating its performing arts theater. The dramatic design of the complex includes a rooftop terrace overlooking the Peconic River, a true visual inspiration to the artists in residence. Providing housing and gallery space for the artists to display their wares is necessary to encourage them to gather in large enough numbers to inspire a

vibe that makes others follow. The environment created by the project will also be enticing to visitors, young people, families and even empty nesters seeking entertainment on an evening or weekend. Located in the heart of Downtown Riverhead, home to the East End Arts Council, its residents will enjoy walking or biking to work, restaurants, shops and more.

Ronkonkoma Hub

The Town of Brookhaven and Ronkonkoma's Master Developer TRITEC Real Estate Company LLC are partnering to build one of the most exciting transit-oriented developments on the east coast. A priority for LIREDC from its inception, the project will transform a blighted area, in the center of the island within steps of a Long Island Railroad station, into a brand new live-work-play destination within minutes of Long Island's only major commercial airport, Long Island MacArthur Airport (LIMA). It is a perfect example of our patient, step-by-step, approach to sensible, sustainable development.



The Hub project will offer new and diverse housing opportunities for Long Island residents and address the critical need of fulfilling the shortage of multifamily rental housing for our young, educated population and empty nesters. Strategically located between the Long Island Expressway and MacArthur Airport, the Ronkonkoma Hub will be at the center of road, rail and air. The development is in close proximity to major research assets including Stony Brook University and Brookhaven National Laboratory. When complete the project will be a transit-oriented, mixed use, walkable community which will serve as the Gateway to Eastern Long Island.

WHAT WE'RE DOING ...

Phase One of the development includes six distinct multifamily buildings with 489 market rate flats and town homes. The LEED neighborhood development is comprised of sustainable features including single stream recycling, green roofs, permeable pavers, and low flow fixtures for reduction in domestic water consumption. During the past year, the initial phase of Ronkonkoma Hub received site plan approval. Further, all outstanding issues involving engineering, storm water, and traffic safety have been resolved. Ongoing collaboration with several related agencies including the MTA/Long Island Rail Road, Federal Aviation Administration, and Department of Public Works has successfully taken the project forward.

TRITEC, the Master Developer, is currently in contract with five property owners that control eight parcels, or 17.21 acres within the overall redevelopment area. Plans are to break ground on Phase 1 in 2016 and Phase 2 in 2017, ultimately comprising a mix of residential, office and retail uses.

Meadows at Yaphank

The Meadows is expected to have 850 housing units, a hotel and 327,000 square feet of retail space when construction is completed in about 10 years. Officials have noted the mixed-use development on William Floyd Parkway could fill critical housing needs for young professionals and staff at nearby Brookhaven National Laboratory in Upton.



The **Smart Growth** project design encourages walkability by offering a mix of uses and providing connections between the residential and commercial areas. It is projected to generate substantially less traffic than the uses currently permitted on the site. Residents and employees can shop or run personal errands without moving the car. The **Commons Office Park** at the Meadows will be the corporate anchor for the community, providing a stimulus for sustainable job growth in the region. With a variety of quality housing options, shopping opportunities, and excellent access, it will be an attractive location for businesses, large or small. Meadows residents will benefit from the convenience of having neighborhood offices and services nearby.



WHAT WE'RE DOING ...

Round Six Priority Projects In Infrastructure

Building on a strong record of job-creating development, our proposals for Round Six advance a range of strategies and priorities. These projects, some continuations of prior initiatives, others breaking new ground, in new places, are overwhelmingly generated from locally originated plans. These are what the people want in their communities. These are not “top-down” ideas foisted on neighborhoods neither desiring nor prepared for them. This is the LIREDC way. It has worked for five years and we expect for a sixth and longer. Certainly, we are doubling down in our downtowns. Beyond the DRI community of Westbury – and more on that in another section – we are targeting several exciting places that are progressing well toward a “smarter” way of living.

Long Island is home to a variety of downtowns — from major employment centers and transit hubs to cultural destinations and quaint waterfront villages. Those that have become popular destinations offer many reasons to visit, from great dining, shopping, and people-watching to arts, culture, and recreation. The most engaging downtowns are those that have the greatest variety of things to do, including **Huntington, Port Jefferson, Sayville, Babylon, Rockville Centre, and Garden City.**

Today, many downtowns are undergoing a revitalization effort to reinvigorate the community. There is no one-size-fits-all solution for creating a downtown that attracts local residents and visitors, but in analyzing the ones who prosper, they all have some combination of the following characteristics: pedestrian-friendly environments, low commercial vacancy rates, availability of community center resources, and a range of housing choices within the downtown area. Making these types of projects happen takes vision, leadership, and community support. Here are some examples of projects that will help our downtowns meet their goals:



Winthrop Hospital's Family Care Center is an economic investment in the Village of Hempstead, one of Nassau's most challenged, and will support its revitalization efforts. The \$10 million project will establish a pediatric and family medicine clinic, creating a comprehensive healthcare center to accommodate the needs of working families who cannot afford to miss a day of work to receive care. Many Hempstead residents have difficulty accessing healthcare for various reasons including location, transportation, child care and insurance challenges. The Family Care Center will be easily accessible via public transportation and plans call for an extended operating schedule to provide after-hour patient visitation. The clinic will also focus on continuity of care to prevent illness and disease by engaging patients in self-care management education. Follow-up education programs will include visiting local food establishments to learn to make healthy choices. The Center will result in the creation of 80 jobs at various levels from receptionists to medical residents.



WHAT WE'RE DOING ...

LGBT's Center in Patchogue was awarded ESD grant funds in 2015 to renovate a vacant 8,000 square foot facility for an LGBT health center including services for runaway and homeless youth, and computer training for workforce development. Current plans will expand the space to 20,000 square feet to include dental services, additional workforce development, and a violence prevention program. Phase II of the LGBT Center enhances workforce development efforts by expanding partnerships with companies to provide internships and potential job placements, including for veterans, in LGBT-affirming workplaces. Additionally, the new dental suite will foster an apprenticeship program. The Center will ultimately serve as a community-training resource for organizations to receive training by LGBT Network staff to create non-discrimination policies while maintaining supportive environments conducive for retaining LGBT employees.



Main Street Theatre Partners LLC will be acquiring the former Babylon Village Movie Theater on Main Street, a historic property built nearly one hundred years ago in the heart of the Village. The vacant space will be converted from its current configuration of three screens to one stage, repurposing the former movie theater as a live theatrical venue. The resulting state-of-the-art Broadway-style 470-seat theater, with a new stadium seating structure from the front of the stage to the existing balcony, will become a major destination for the region. This \$2.6 million theatrical attraction project establishes a cultural anchor for Babylon Village, producing professional Broadway-caliber theatre year-round as well as concerts, comedy, touring acts and films. Performing Arts educational programs will be offered year-round through an academy and summer camp. The theater project will create a local business boom with hundreds of patrons flooding the downtown streets on show days throughout the year.



NEW YORK
STATE OF
OPPORTUNITY

Past Downtown Projects



Coram residents have realized their dream, as well as a collaborative, locally produced plan, to see new apartments, shops and offices rise on the site of a derelict movie theater that had dragged down not only real estate values but the morale of a community that now believes its best days are ahead.

GATEWAY TO THE HAMPTONS REAL ESTATE



Riverhead is regenerating itself through aggressive marketing as a gateway to the Hamptons, this former agricultural market town reviving itself around the arts, an aquarium, affordable apartments (emphasis on artists and veterans), wineries and “a river runs through it” to the bay.



Project Status Key:	
Black:	Project cancelled or funding declined
Blue:	Project is complete
Green:	Project is on schedule
Orange:	Project contract not yet executed
Yellow:	Project progressing more slowly than anticipated



Uniondale, are neighborhood and business organizations are working with Nassau County, Hempstead Town and a major developer, to boost the revitalization of this diverse hamlet through job access and training and transportation improvements, linked to the massive Nassau Hub redevelopment nearby.



Wyandanch, one of Long Island's poorest places, has a new downtown around a soon-to-be new commuter rail station, a continuing project with apartments, shops, offices and parks that arose from a holistic community “visioning” and included career training for residents in building trades.



THERESA A. REGNANTE
UNITED WAY OF
LONG ISLAND

One of the Long Island Regional Economic Development Council's stalwart stakeholders is the United Way of Long Island. Under the leadership of Theresa Regnante, United Way has delivered a steady stream of support for people and communities, in the toughest of times. Whether it is playing a principal role in recovery efforts after Superstorm Sandy – work that continues four years later – or focusing on the needs of veterans and other underserved populations, United Way has lead the way.

“Helping people to develop the skills they need to compete for today's jobs can transform lives and strengthen economies,” said Theresa, who has led the organization as a catalyst for positive change since 2009. “YouthBuild and VetsBuild provide young people and veterans pathways to high-quality training and skills to compete for jobs. We believe that all of these individuals deserve a pathway to economic success.”

That's a major reason why United Way of Long Island has invested in expanding high-quality career-focused education programs that lead to well-paying jobs and long-term careers. “Economic opportunity is increasingly out of reach for far too many vulnerable people on Long Island,” Theresa said. “Failing to prepare the young and veterans with the right skills and education for these jobs is not just a missed opportunity for them—it's a missed opportunity for businesses to hire the talent they need to grow and compete.”

United Way of Long Island has worked closely with the LIREDC to advance a number of our strategies, from rebuilding communities and promoting clean energy to developing and expanding the workforce needed to create a high-tech economy. Theresa Regnante and United Way of Long Island have shown the creativity and flexibility to be a prime partner “to ensure that people are trained and competitive for the skilled jobs of the 21st century.”

Opportunity Agenda

Wyandanch Rising, a model of progress and possibility

From day one we knew we couldn't ignore the poor. Not people, not places. We knew we couldn't afford to leave any behind.

Since the first meeting in 2011, the LIREDC has recognized that its efforts must be part of a process to mitigate inequalities, providing access to training and job opportunities for all communities and un- and underemployed workers in the region. Although the Council had developed strategies to ensure that these inequities were addressed rather than aggravated, the creation of the Opportunity Agenda provided a framework for community engagement and the targeted investment of resources in a high-need area.

By selecting Wyandanch, the council took on an immense challenge; this was anything but low-hanging fruit within easy reach. But by working with the community and other interested and influential stakeholders, and by focusing intently on the task at hand, the revival of Wyandanch is well under way – and under way well. The apartments are, in a word, gorgeous – inside and out. The public spaces sparkle. Dozens of people received training that has led not just to jobs but careers, including opportunities for veterans and former offenders. The sense of hope in Wyandanch after years of despair is palpable.

Wyandanch Rising has been so successful, at least so far, that we are confident it can serve as a statewide model for combining infrastructural investments with workforce development, so that transit-oriented downtown revitalization “lifts all boats” for current residents as well as new ones. In fact, it already has.

In the last round, the LIREDC sought to use the successes and insights of the Wyandanch OA to inspire and guide investments elsewhere in the region. In Round Five, OA included planned collaborations with training providers in Huntington Station, and this year these initial efforts to spread the OA model have begun to bear fruit. These notably include the **St. Joseph's College HTM** project (described in the Workforce and Education section). HTM has partnered with the **Huntington Business Incubator** and **LaunchPad** Huntington to offer training workshops at the **Huntington Opportunity Resource Center**. Since Round Four, ESD has also supported the revitalization of the **James Conte Community Center**, a multi-use space which will include new classrooms for job training and employment seminars.

Several ongoing projects, funded by ESD in past rounds, are renewing Wyandanch's infrastructure while strengthening the multi-sectoral collaborations required to foster local talent and integrate it fully into the regional economy:

WHAT WE'RE DOING ...

Suffolk County Community Colleges Advanced Manufacturing Training Project, is a pre-apprenticeship program that provided participants with a basic introduction to machining and tool use including training in computer numerical control (CNC), AutoCAD, and shop floor safety. Funded in Round Three, the project was completed in May 2015, and the majority of its 21 graduates secured jobs soon after completion, including positions at GE Aviation and Telephonics. The project was extended in Round Four with the addition of **Portable Learning Labs** that provided simulations in areas such as welding and CNC to assess interest and talent in these high-demand manufacturing skills. Training with this portable lab will soon be delivered to Huntington.



AEROSPACE MANUFACTURING

The **Regional Workforce Intelligence Pilot** conducted by Stony Brook University, LIFT and Suffolk County, funded in Round Three, has focused on maximizing successful job placements of Wyandanch residents, particularly in the manufacturing trades. The pilot project identified employer needs by distributing 900 surveys, and conducting three focus groups with local manufacturers. The project launched a pre-employment readiness program for aerospace manufacturing that began in June 2016. Suffolk Community College is offering the adapted curriculum. Twelve workers are enrolled and two employers, GKN Aerospace and Thurometal, are assisting with training and on the job mentoring. The Suffolk County DOL funded the program with support from the **Workforce Development Institute** and the LIREDC.

The **Youth Entrepreneurial Financial Literacy and College Preparation Initiative** conducted the **Youth Entrepreneurial Boot Camp** in April 2015. Twenty students from Wyandanch High School and **Milton L. Olive Middle School** attended Suffolk County Community College in Brentwood during their spring break to learn about entrepreneurship. During the week-long program students created two businesses and a business plan for each venture. A business plan competition was held at the end of the week, and students were awarded prizes based on their performance. In November, students from both schools attended Tech 808, a one-day tech, hip-hop, and entrepreneurship conference at New York University for minority and millennial entrepreneurs. The conference included a diverse range of leaders, speakers, and panelists to educate and inspire future CEOs. The grant was used to support a middle school store, a venture that supported the middle school's Entrepreneur Club.



In Huntington, **St. Joseph's College** has partnered with the **Huntington Business Incubator** to bring the opportunities of its growing hospitality program – also detailed in the Workforce, Education and Veterans section – to this opportunity area. SJC has begun providing training workshops that target unemployed displaced workers, persons with disabilities, and veterans at the Huntington Opportunity Resource Center. These training sessions, which began in May 2016 emphasize the skills needed to succeed in the hospitality industry, Session I has already served 12 un- and underemployed and special populations workers and Session II, which concluded in August 2016, served 5 un- and underemployed and special populations workers. Session III is set to begin in September 2016.

WHAT WE'RE DOING ...

Progress continues on **Wyandanch Rising** infrastructure improvements. Thanks to the dedicated support of community leaders, the Albanese Organization, LIREDC, and their partners in the public and private sector, the **Plaza and Ice Rink** are nearly completed. The plaza has become an attractive and vibrant public space, and this summer hosted fairs, food trucks, and evening concerts. Leasing for **Building C** has continued, in cooperation with



major commercial brokers on Long Island, the Suffolk County IDA, and the Town of Babylon IDA. The Albanese Organization is pursuing tenants in the healthcare and financial service fields, as well as other businesses that will benefit from a transit centered location. Building C will also host the **Long Island Music Hall of Fame**, and the Town of Babylon is coordinating its timetable with the developer, and a draft RFP for design services has been prepared.

Round Six Priority Projects for the Opportunity Agenda

Our next slate of projects would advance our Opportunity Agenda not only in Wyandanch but other communities targeted for its collaborative, bottom-up approach to creating a sense of place through capital improvements and jobs through intensive outreach and training for unemployed and under-employed, with a special emphasis on veterans.

Qosina Corp. Clean Room: Addressing LIREDC strategies for workforce training and Global NY, as well as OA, Qosina will construct a new Clean Room and train employees in clean room packing procedures. The company sells to international and domestic customers who demand ever increasing health and cleanliness standards, and the new clean room will help meet customer expectations and increase sales. Further training in ISO will demonstrate that Qosina operates at a high quality standard, while training in inventory management, shipping, receiving, inspection,



packing, and fulfillment will enable the implementation of an efficiency-maximizing Warehouse Management System. The project will be contained in the company's facility, located close to Wyandanch and the Ronkonkoma - MacArthur Airport transit hub, and will include installation of new building equipment and software. State funding will train 70 of 102 existing employees, and result in the creation of 10 net new full-time jobs.

Checkmate Growth and Expansion Project: Checkmate Industries plans to expand near their current location in Wyandanch, acquiring another facility, renovating it, and purchasing additional production equipment. The company will add 35 employees, and use its R&D expenditures to modernize its operations.

WHAT WE'RE DOING ...

Suffolk County Community College: Building on previously funded programs, the college will provide training to 32 participants in the field of advanced manufacturing. Currently, many jobs in this sector remain unfilled on Long Island, and there is a strong demand for a skilled workforce. Eight participants will be trained in CNC machining in a 180-hour course leading to nationally-recognized certification through the National Institute of Metalworking Skills. Twenty-four participants will be trained in manufacturing workforce readiness – including measurements, design, and technical drawings – leading to OSHA safety certification. Employer commitments will ensure that trained workers have access to employment opportunities and advanced manufacturing career pathways that provide family-sustaining wages. The training will be held on the Michael J. Grant Campus in Brentwood, which is located in close proximity to the Suffolk County Employment Career Center and the Opportunity Agenda communities of Wyandanch and Huntington Station.

Suffolk County Department of Labor, Licensing and Consumer Affairs, Project SCHOOL: The SCDOLLCA, on behalf of the **Suffolk County Workforce Development Board** (WDB), is seeking \$100,000 to train 37

dislocated workers in healthcare electronic records-related job titles, as job opportunities in the field are expected to grow in New York by 17% annually. The WDB, in support of this initiative, will leverage additional local formula funds. The target population will reside within the LIREDC's Huntington Station Opportunity Agenda area and low-income areas of Brentwood and Central Islip. The courses will be provided by Hunter Business School, Western Suffolk BOCES, Eastern Suffolk BOCES and Suffolk County Community College. Course offerings will include Medical Billing Specialist, Medical Office Administration, Medical Biller-Coder, Medical Coding, and Health Information Technology. Graduates will receive certificates recognized by the New York State Department of Education, and will be referred to area employers.



Community Development Corporation of Long Island, Wyandanch Rising Building E: The project will develop

a mixed-income, mixed-use transit oriented residential and commercial space as part of Wyandanch Rising. The addition of 117 apartments for our workforce (41 of them market-rate), along with 1,200 square feet of retail fronting Straight Path, is the next phase in transforming a blighted area into a vibrant downtown. ESD funds are critical to support the infrastructure component of the project, while tax credit equity will support the residential component. Ultimately, Building E will generate economic activity for the community and the recommended infrastructure project will improve parking access to the adjacent mixed-

use buildings. A preference will be given to veterans for a certain number of apartments, subject to discussion with HCR.

WHAT WE'RE DOING ...

Wyandanch Train Station: The Town of Babylon proposes to construct a new, architecturally-significant train station as the centerpiece of the first phase of the Wyandanch Rising revitalization initiative. This station will be prominently located at the center of the Long Island Rail Road Wyandanch platform, at the head of the Town's recently constructed Wyandanch Plaza. This new station will serve as a welcoming gateway into the Wyandanch community, greeting residents, commuters, and visitors alike, and affirming the preeminent role of transit in the Wyandanch Village development. The Town has undertaken extensive design coordination with the Long Island Rail Road on this structure, has assembled a final set of construction bid documents, and is prepared to go to bid immediately upon receipt of an ESD grant award.



*Advancing the Arts
on Long Island*

Long Island Arts Alliance, Long Island Art and Culture Tourism Initiative: The Long Island Arts and Culture Tourism Initiative strengthens local development and revitalization efforts by engaging new audiences, expanding business opportunities and supporting the arts, culture and heritage workforce on Long Island.

Until now, there has not been a regional effort to leverage the existing artistic and cultural assets of local communities to appeal to the cultural tourist. The Long Island Arts Alliance will collaborate with the Long Island Convention and Visitors Bureau, not-for-profits, for-profits, artists, businesses, and municipalities to plan and implement cultural tourism packages. Long Island cultural tourism will be marketed to the international, national and local travel trade as well as to individuals and families through a targeted social media campaign and cross-promotion. Marketing unique and authentic Long Island cultural experiences will increase the world's perception of Long Island as a destination, and harness the power of the creative economy. The packages could highlight "Gatsby"-related tourism on the North Shore as well as the cultural assets of Westbury, Wyandanch, Long Beach, Riverhead and Patchogue. In fact, Wyandanch is the planned site of the Long Island Music Hall of Fame; nearby Amityville for a museum and research center on indigenous people.



NEW YORK
STATE OF
OPPORTUNITY

WHAT WE'RE DOING ...



KRISTEN JARNAGIN

Long Island Convention and Visitors Bureau and Sports Commission

Tourism is big business on Long Island and Kristen Jarnagin wants to make it bigger. The key is establishing the region as a “positive brand” in a way that will boost economic activity in all sectors.

Tourism is a \$5.5 billion industry on Long Island, supporting more than 100,000 local jobs and generating more than \$600 million annually in tax revenues. More than 80% of the industry is made up of small business, which directly benefits the economies of our many vibrant downtowns and villages.

“Establishing a positive brand for Long Island reaches far beyond attracting visitors,” said Kristen, who was recently named to her important position. “Our goal is not to simply increase tourism to Long Island, but to attract the visitor who provides the most benefit to our destination - which is the international visitor who stays longer and spends more money, as well as the business traveler who travels during the weekday and offers business attraction opportunities.”

Jarnagin and her staff are charged with the critical task of marketing, promoting and selling Long Island as a leisure and meetings destination. They meet with planners, media, tour operators, travel agents and sports event organizers. Jarnagin came to Long Island from the Arizona Lodging & Tourism Association, where she spent almost seven years as the senior vice president and the past three years as the registered lobbyist for the statewide tourism industry.

Spending time out of state – and having to consider the needs of an entire state -- has given Kristen a broad perspective in establishing relationships with stakeholders in other regions and countries. In fact, the bureau’s REDC projects include working with New York City to promote LI as an extension of NYC’s booming tourism industry.

“It all starts with the positive brand,” said Kristen, a positive new leader for LI’s tourism industry.

Natural Assets and Tourism

Where farming, fishing and fabulous landscapes preserve our heritage, protect our environment and promote economic growth



Long Island is known for its beautiful beaches, pristine landscapes, unique Main Streets and boutique communities, history, arts, culture, fresh fish and artisanal food. It is no surprise that

tourism, which currently generates more than \$5.5 billion a year on Long Island, offers an important opportunity to improve the region’s economy. Agriculture, fisheries, and aquaculture are also economic drivers in the region. Suffolk County is ranked first in the state for aquaculture and is third for agricultural sales. With 90 wineries, Long Island is the third ranking region in the state in terms of grape production. Overall, **Long Island has 659 farms and about 39,000 acres of farmland**, most of which is in Suffolk. Not only does Long Island provide agricultural commodities and jobs for the region, this rich farmland maintains vast open spaces preserving Long Island’s heritage and protecting the environment.

Natural assets and tourism were highlighted in the LIREDC’s award-winning Strategic Plan due to the significant economic impact of agriculture, fisheries, and tourism. In the initial plan in 2011, the Natural Assets Work Group identified three key strategies that would maximize economic benefits while preserving our natural landscapes. The strategies were 1) to improve sustainable agriculture enterprises, 2) improve the economic potential and employment of fisheries and aquaculture, and 3) enhance ecotourism activities and infrastructure.

In the second year, the LIREDC formed the **“Path Through History”** Work Group in response to Governor Cuomo’s statewide “Path Through History” initiative through the “I Love NY” tourism campaign. The “Path Through History” initiative was created to identify and market the historical assets in New York State. In its first year, the “Path Through History” Work Group developed a comprehensive **Long Island Vision Plan**, identified priority project themes, and inventoried the vast historically significant assets across Long Island. The working group also developed a marketing plan to increase patronage at these tourist destinations.



WHAT WE'RE DOING ...

For over three years, the plan linked Long Island to New York State's "I Love NY" program. Long Island also has a dedicated website, Discover Long Island (www.discoverlongisland.com) which tells compelling stories of the region's heritage and provides tourists with information on Long Island historical attractions. And each year, the "Path Through History" Work Group evaluated and recommended priority projects that met the Vision laid out in 2012.

This year, however, the Natural Assets and "Path Through History" groups were combined as their key strategies (presented below) and project goals focused heavily on tourism.



"Natural Assets" Key Strategy. Produce a new generation of sustainable, well-paying jobs in the legacy sectors of agriculture, aquaculture, fisheries and tourism by enhancing the economic value of our parks, historic places, and arts venues and organizations, and expanding export opportunities, infrastructure, recreation facilities, research partnerships and workforce training.



"Path Through History" Key Strategy. Attract travelers from across the globe by leveraging Long Island's unique heritage and tourism assets to convey our rich contributions to American history, the arts, and culture.

Over the past five years, hundreds of our priority projects supported both key strategies, and we expect that the combination of the natural assets and tourism work groups will create synergies in outreach, ideas and project development. We are seeing this already. This sixth round of priority project applicants not only continues to support these strategies but also exemplify innovative projects to promote sustainable food and agriculture and to market Long Island as a destination in eco-tourism, the arts, historical sites, and cultural events. These tourist assets include hiking, biking, and kayaking through Long Island's beautiful natural landscapes, enjoying the many agri-tourist and winery destinations on the north and south forks, and visiting the many historical treasures found across the island.



WHAT WE'RE DOING ...

Evaluating Progress in Rounds One Through Five

Agriculture/ Aquaculture

In order to improve sustainable agriculture enterprises on Long Island, the Natural Assets Work Group identified a number of strategies that include enhancing environmental stewardship, marketing Long Island's agriculture as high-quality to enhance patronage and tourism, building strong processing centers, and developing tools and programs to keep farming competitive. The projects in the first five years have reflected the commitment to these strategies. Over the past five rounds of funding, more than \$10 million have enabled 12 projects that support Long Island agriculture and food industries.

One completed project that supports our strategies of continuing to grow, process and create food on Long Island was awarded to **Satur Farms** to acquire equipment and machinery that would



allow it to expand and modernize

its vegetable production facility. Two completed projects specifically support the poultry industry with funding applied toward capital improvements at **HF Corwin**, a duck hatchery, and to build a facility to process organic chickens, at **Browder's Birds**.

The continuing projects support food processing and agri-tourism. Five of these projects fund improvements to bakery operations at **United Baking** and **Kitchen Table** and improvements to food processing and warehouse

facilities on projects awarded to **North Harbor Trading Company**, **Air Stream Foods**, and **Brookhaven Terminal Operations**. Another open project includes an award to the **Long Island Farm Bureau**, which funded a regional processing facility in Riverhead to increase markets for all agricultural products that are "Grown on Long Island." To support the theme of agri-tourism, **Suffolk County** has been awarded a project to



**BROWDER'S
BIRDS**



construct a multi-purpose **Agricultural Tourism Center**, which was contracted this year and is scheduled for completion in 2020. The last remaining open project in this category was awarded to the **Peconic Land Trust** to create an agricultural capital equipment grant program.



WHAT WE'RE DOING ...

Agriculture Capital Equipment Grant

Farming has a long and lustrous legacy on Long Island and the LIREDC wants it to have a great future, especially for the next generation of farmers.

In 2014, \$1 million was awarded under an Empire State Development Grant to the Peconic Land Trust to establish the Agriculture Capital Equipment Grant Program under their “Farms of the Future” initiative. The funds established a pool of financial resources to help full-time farmers make capital investments. The program was estimated to help 100-150 emerging and established farmers over three years to acquire the equipment to start or grow their business and meet the increasing demands for food quality and safety standards.

On May 29, 2015, the Peconic Land Trust announced it would issue an RFP for the Farmer of the Future Program. Since being formally announced, the Agriculture Capital Equipment Grant Program has received 28 applications, 19 of which have been pre-approved (\$298,613), and 7 award checks have been issued (\$65,726). According to the Peconic Land Trust, applications will pick up again in the winter once the growing season is over. The Trust is planning another advertising push in late fall. This project is 33 percent complete.

The Peconic Land Trust is a nonprofit organization founded in 1983 to preserve and protect farmland, natural lands, and heritage. The Trust has preserved more farmland on Long Island than any other organization. The “Farms for the Future” initiative was formally initiated in 2008 specifically to protect and grow farmland in Long Island. This project has been used as a model for a similar program in Long Island’s fishing industry which has been identified as a strong Round Six project. Both these projects specifically reflect the strategy to help farmers and fisher men and women with tools to keep agriculture and aquaculture affordable.

In order to improve the economic potential and employment opportunities for fisheries and aquaculture, the initial Natural Assets Work Group identified four strategies that include improving water quality, expanding some sectors of the fishing industry, developing and improving fishery infrastructure, and marketing Long Island seafood as locally produced high quality products. Over the past five rounds, \$1.65 million dollars have been awarded to nine projects that support these strategies.



Seven of these nine projects have been completed. A restoration project was awarded to **Cornell Cooperative Extension** of Suffolk County to bring back the Peconic Bay scallop population. To improve the fishing industry’s infrastructure projects in Montauk, awards have been allotted to **Montauk Inlet Seafood** to improve fish processing and distribution and to **Montauk Fish Dock** to advance fish packing, processing and distribution. In another project that is on track to be completed, **Cor J. Seafood Enterprise** used funding to renovate its buildings to make ice for its pack-out facility. The **Town of East Hampton** designed and constructed two existing docks to support local fishing fleets. The **Friends of Connetquot** underwent a restoration project of the **Nicoll Grist Mill and Fish Hatch House** in a state preserve. And lastly, **L&G Fisheries** acquired and installed trawling equipment for a fishing vessel. All of these have supported and enhanced the fishing industry’s infrastructure.

The two remaining open projects include the **Town of East Hampton** which is conducting a historical study of the socio-economic impact of fishing industry to determine areas of growth, and **Manna Fish Farms** is developing the initial phase for a commercial fish farm operation off the coast of Long Island. These nine projects awarded in Rounds 1 through 5 highlight the commitment to restore, protect, support, and advance the fishing industry on Long Island.

WHAT WE'RE DOING ...

Tourism



One of the original strategies identified by the Natural Assets Work Group was to enhance ecotourism by improving tourism infrastructure, preserving natural landscapes and beaches, and marketing Long Island as an agri- and eco-tourist destination. At the same time, the key strategy supporting “Path Through History” focused on bringing visitors to our unique heritage assets that include historical, artistic, and cultural attractions.



Cumulatively, nearly 80 projects have been awarded in the broad category of tourism with more than \$16 million appropriated to date. The projects that address the strategies outlined in the working groups over the past five years can be generally categorized into preservation and trails, parks and recreation, and arts, history, and marketing.

Preservation and Trails

The priority projects that preserve natural resources have also been used to promote eco-tourism. To date, ten projects have been awarded funding to support this strategy. **The North Shore Land Alliance** was awarded two projects to preserve habitat in Deforest Williams Preserve and along Shore Road in Cold Spring Harbor. This land acts to not only preserve natural assets but connects trails used by naturalists. Along the same line, the Village of Greenport was awarded a project to purchase property to create a hiking trail.



Biking and Kayaking projects also support eco-tourism strategies. Projects to construct and link pathways for pedestrians and bikers have been awarded to several municipal governments, including Nassau County, Suffolk County, and the Village of the Branch. And to create new destinations for kayaking, Nassau County, the Town of Oyster Bay, and the Village of Freeport have been awarded funds to create “blueways.”

Parks and Recreation

Parks and recreation projects funded over the past five years have improved many of Long Island’s tourist destinations with a side benefit of improving the quality of life for local residents. In this category, more than 20 projects have been awarded. For example, **Planting Fields Arboretum and Historic Park** has been awarded five projects to improve the park’s assets (Camellia House, Manor House, Sensory Garden, Green Infrastructure, and Paving projects) and **Caumsett State Historic Park Preserve** was awarded a project to restore its famed Walled Garden.

WHAT WE'RE DOING ...



In addition, numerous municipal parks and recreation projects have been awarded to improve the quality of life for residents and draw out-of-town visitors. For example, **Geiger Lake Park** in Wyandanch is being updated to become the gem of the Town of Babylon's park system. **Good**



Ground Park has been awarded multiple times to improve the park in Hampton Bays, and **Centennial Park** in Rockville Centre is getting funding to upgrade the public space. In addition, two community center projects have also been awarded including aid to a **YMCA in**

Huntington and the creation of a state-of-the-art ecofriendly community center is being created for the **LGBT community** in Patchogue.

Other tourist destination projects awarded include redeveloping the **Nassau Coliseum** into a sports and entertainment destination, building an **Ice Skating Rink** in Wyandanch, and establishing a science, education, and innovation center in Wardencllyffe (**Tesla Science Center**).



Tesla Science Center

In Round Five, The Friends of Science East, Inc. was awarded \$700,000 to establish the Tesla Science Center at Wardencllyffe for science, education, and innovation. The 16-acre site includes the last remaining laboratory of Nikola Tesla. It will be comprised of two primary components, the Science Zone and the Technology Zone. Friends of Science East aim to inform people about Tesla and his inventions. The site will include a Museum, a Science Center for educational events, and entrepreneurial space for innovative technology companies.

Renovation of the former laboratory facilities began immediately upon the award. Within one year, buildings permits were submitted for the new center and architectural designs were created to renovate and restore the existing historical buildings. Asbestos removal, hooking up water lines, demolition, and landscaping have also begun.

The Friends of Science East has been working to develop the center since its inception in 1996. In 2008, the Tesla Science Center at Wardencllyffe was officially established and through fundraising, acquired the property in 2013. Volunteers have been cleaning the property for three years. This grant was crucial to quickly develop the site as a world class tourist destination.

Summary of Arts, History, Festival, and Marketing Campaign Projects (Rounds One through Five)

The Arts	History
<ul style="list-style-type: none"> • Capacity Building at the Babylon Citizens Council on the Arts • Second Year support for the Byrd Hoffman Water Mill Artist Program • Cherry Grove Community Center and Theatre Renovations in Fire Island • Vivalarte Tourism Education Center/Gallery Space in Riverhead • Andreas Gursky Exhibit at the Parrish Art Museum • Digital Projection System Program to Promote Art and Media Literacy • New Risers at the Southampton Cultural Center • Improvements to the Long Island Music Hall of Fame in Wyandanch • North Hempstead Cultural Master Plan • An Art Gallery in Peconic Crossing • Heckscher Museum of Art's Renovation 	<ul style="list-style-type: none"> • Fireboat Firefighter Restoration • Nicoll Grist Mill Historic Site Restoration • Maritime Traditions Program • Restoration of the 1838 Keepers Quarters at the Montauk Historical Society • Old Bethpage Village Historic Monument Restoration • Raise the Eagle Renovation of a Historical Justice Building • Huntington Lighthouse Restoration • Gateway Park Improvements of a Historic Farmhouse • Restoration and Preservation of the Grist Mill Historic Preservation in Roslyn • Sea Cliff Village Hall Rehabilitation • Construction of a Historic Oyster Dredge Ship in Oyster Bay
Marketing and Programs	Festivals
<ul style="list-style-type: none"> • Casbah Films Video Marketing Campaign • Building Bridges Long Island Project Campaign • SparkBoom Program Development in Huntington • Changing Tides Exhibits and Tours on the South Shore • The Art of Climate Change Program • Long Beach, NY: More Than Just a Beach" Campaign • "Discover Long Island" Marketing Campaign • Hampton Jitney – "I Love NY" Bus Marketing • Long Island Wine Council Campaign 	<ul style="list-style-type: none"> • Gold Coast Film Festival in North Hempstead • The Village of Greenport maritime culture and Tall Ships Festival • Four awards to Arts Alive Festival which is an island wide multi-venue arts festival • Puppets Take Long Island Festival Three awards for the Winterfest Festival on the East End

WHAT WE'RE DOING ...

Round Six Priority Projects in Natural Assets and Tourism

During this funding cycle, the following were identified as Priority Projects. These diverse proposals exemplify the key LIREDC strategies. Two of the recommended projects support our agricultural businesses, two support fisheries, and six support Long Island tourism (i.e., improving our parks and creating tourism opportunities).

Natural Assets



Riverhead - East End Food Market in Downtown Riverhead. A vacant, blighted building on Main Street in Historic Downtown Riverhead will be converted to a “Riverhead East End Market.” The facility is located on the Peconic River and when complete, the front of the building will house small food vendors with larger spaces for anchors; production space and commercial kitchens inside the building; and outdoor seating open to the riverfront. The project will provide a market for local food producers and a destination for tourists. In addition to these benefits, the project will bring much needed revitalization to downtown Riverhead.



Satur Farms Salad Bag Filler in Calverton. Satur Farms is a local leafy green producer on Long Island and completed a project to acquire new machinery and equipment in Round One. This Round Six project proposes to enhance their salad bagging potential so they can package more field-grown leafy greens on Long Island. The new equipment would allow them to expand their business exponentially by increasing their single head bag filler with a 14-bag filler which will also allow for smaller bagging choices. The project also includes reducing their clam-shell hard plastic packaging which is good for the environment. The project will provide Long Islanders with more locally-grown produce and is anticipated to provide an additional ten jobs.

Inlet Seafood Ice Project in Montauk. Montauk Inlet Seafood successfully completed a project that was funded in Round Two to improve their infrastructure and commercial fish operation. This Round Six project proposes to provide a supply of essential ice for the Montauk fishing boats. Montauk Inlet Seafood would expand its ice making, storage and distribution system to supply their offloading operation. The project will involve the demolition of the existing structure and construction of the new ice-making facility. In addition an existing shipping and receiving platform will be resurfaced and a new loading and unloading platform will be constructed. This project is recommended so that Montauk can remain the largest fishing port in New York and to ensure that locally-harvested fish is served up in local restaurants. This project is anticipated to create five new jobs.



WHAT WE'RE DOING ...



Long Island Fisheries Future Fund. The Fisheries Future Fund (FFF) is a cost-share grant program designed to build upon the successes of the "Agricultural Capital Equipment Grant Program" previously funded by the LIREDC in Round Four. This project will be developed in partnership with numerous entities and will serve as an investment vehicle sustaining existing and new generations of fishermen. Currently, private investment in the commercial fishing industry is constrained by high local production costs, regulatory uncertainty, and a lack of supporting infrastructure and shared resources. This program is expected to benefit approximately 50 fishermen who will now be able to acquire the capital equipment needed to invest in their businesses.

Tourism

Good Ground Park Completion in Hampton Bays (Phase 2).

This project is the final phase for the 36.2 acre Good Ground Park which is owned by the Town of Southampton and will include a comfort station, play areas for children and toddlers, street and park lighting, park furnishings, extensive landscape work, and architectural elements to complete the park's amphitheater. This park received funding from three prior rounds that included designing the park, building the outside concert venue, bicycle and walking paths, bike racks, and children's play area. The park is at the core of the Hampton Bays revitalization effort, and is envisioned as the downtown anchor that will increase economic activity and livability in the central business district.



Inclusive Downtown Play Park in Port Jefferson. The Village of Port Jefferson proposes a full playground/park upgrade to include the purchase and installation of 12 separate "inclusive play/ADA" park features to be more hospitable to disabled youngsters. It also will deliver irrigation and landscaping (shade trees, community garden area, etc.). The park is located in the waterfront central business district that has sustained considerable blight in the past two years. The park will be located near newly-created high-density housing and is intended to be a recreational anchor of a downtown revitalization project.

Historic Argyle Lake Park Shoreline Restoration in Babylon. Argyle is a popular park in the Village of Babylon that is accessed by hundreds of people daily for fishing, exercise, dog walking, and other recreation. Due to a lack of funds, prior attempts at stabilizing the shoreline have been piecemeal, resulting in ineffective erosion control. The application is for naturalizing the shoreline to be more resilient and to beautify the park. The Village is also restoring the pathway that encircles the lake. This project is part of a larger downtown revitalization program which, in addition to improving water quality, will provide a destination for residents and tourists.



Jackie Connelly-Fornuff

WHAT WE'RE DOING ...



“Find It On the Forks” East End Tourism Marketing Videos. The project will build on the “I Love NY” partnership with **Orbitz** to create a virtual tourism resource exclusively for Long Island’s East End and produce a series of short video clips on Long Island attractions on the East End. The applicant will use funds to create a searchable catalogue of events, modify their website and upgrade their social media strategy and search engine optimization. They also would use funds to join Brand USA/NY and other specialized tour marketing programs. This project would support all tourism activities on the East End, including agriculture, aquaculture, artisanal food, history, parks, preserves, and other treasured landmarks unique to Long Island.

“Pride on the Beach” 3-Day Celebration in Long Beach. For 2017, the LGBT Network is partnering with the City of Long Beach to produce "Pride on the Beach," a three-day destination celebration leveraging Long Island's beaches as a natural asset to stimulate out-of-state tourism. With the beach as a backdrop, Pride on the Beach will contribute to revitalization efforts for the City of Long Beach after being devastated by Superstorm Sandy. Pride on the Beach will incorporate the marketing and outreach plan emphasizing the natural beauty of Long Island’s beaches and promote diversity. This plan will target the LGBT population, many of whom are dual-income/no children households. The event will provide economic benefits with a surge for local services and in hospitality. Funding will also support the hiring of an event consultant.

In conclusion, over the past five years, approximately \$30 million has been strategically invested in projects that are protecting Long Island’s natural assets, promoting tourism and expanding farming and fishing. The projects have demonstrably improved our agri-business and tourist industries. This year’s round of project proposals carries on the tradition and further support LIREDC’s Strategic Vision to enhance economic development through sustainable agriculture and fisheries and tourism while simultaneously protecting Long Islands natural assets.



WHAT WE'RE DOING ...



JARED BELL
B&S Bialy

Bialys and bagels are big – and delicious – business. And now, with the help of the LIREDC and other economic development stakeholders, one of the nation's biggest and best producers is coming to Long Island.

Pardon us while we drool, like B&S Bialys' customers have been doing for nearly seven decades. That's how long three generations of the Bell family has been keeping and refining the time-honored tradition of baking authentic, old-world bialys. Hand crafted, then baked in a hearth oven, the product offers genuine home-style flavors that evoke times past. Martin Bell started baking bialys in a basement in Borough Park, Brooklyn New York. The business later moved to a storefront in Canarsie. After many successful years the business was passed on to his son Warren Bell. He, in turn, created a global market for his products. He brought manufacturing bagels and bialys to a whole new level, and became one of the largest Bialy Bakeries (a hand-made product) in the country.

Now Jared Bell, Martin's grandson, is running the booming bagel and bialy business and is excited to announce that he will be relocating the company to Oceanside thanks to the assistance of Empire State Development and Nassau County. "As we continue to expand and work to meet the high demand for our unique handmade product, it is clear that the best space for our growing business is on Long Island," said Bell. "We are looking forward to making Long Island our new home, creating jobs, and playing an important role in Long Island's economy." Empire State Development recently awarded B&S Bialy \$400,000 in tax credits. The company will retain 40 jobs and add 30 new jobs.

B&S Bialys' bagels and bialys are available at major retail supermarkets chains throughout the Northeast, as well as in Florida and California. Additionally, the company's distribution has expanded its reach internationally, to include export of bialys and bagels to Japan.

Foodie LI: Growing our Legacy Sector

Not everyone in a white coat is discovering new pharma breakthroughs: Some are making cheesecakes that will be loaded into boxes and shipped frozen to Japan. Or growing scallop seedlings to be planted in our bays and harvested for the best known restaurants for hundreds of miles around.

No other cluster of industries better blends Long Island's past and present – its legacy successes in agriculture, fishing with high-tech advances in processing – than food. No other cluster has such a demographically and educationally diverse workforce, from the field hands who toil in the dust and sun to the scientists in the climate-controlled clean rooms of our top research labs.

No other cluster touches so many lives and is as important to so many other sectors, such as tourism and exports, and priorities, such as protecting the environment as we promote growth.

That's why we need to do more to protect and promote its expansion. In truth, we know, we have not done enough.



Legacy names like **Entenmann's** cakes and cookies and **Doxee Clam** products were made on Long Island for many decades. Over 100 years ago The Entenmann's family moved their Brooklyn bakery to Bay Shore and began delivering baked goods to Long Island homes by horse drawn wagon. The Doxee family has been processing clam products in Point Lookout since 1933. Long Island ducks are world-famous and ubiquitous, even though relatively few are actually raised here anymore.

Although some of the many highly recognizable names have failed or been acquired and moved, many have survived and grown. Companies like **Arizona Beverage** catapulted their ice teas into a global leader from their Woodbury headquarters and continue to be the innovation leader in beverages.



Severoli Foods in Garden City turned a small family ravioli business



WHAT WE'RE DOING ...

into the leader in artisan filled pasta and sauce products sold frozen globally. **United Baking** in Shirley is a leader in desserts and muffins and recently bought a struggling cookie company in Islip.



Freeport's **Love and Quiches'** workforce lovingly creates cheese cakes and desserts under the watchful eye of the Axelrod family. Susan Axelrod is a quintessential Long Island story and emblematic of how many such companies began their journey to success. She started the company by making quiches at home and driving them to many NYC restaurants.

Hain Celestial is the world's leader in organic and natural foods and owns dozens of highly recognizable brands. CEO and Founder Irwin Simon lead his team from their Lake Success headquarters. These are just a few examples of success stories in our food cluster. The common element in these success stories have been visionary CEOs who create and lead great companies, sometimes starting in their home kitchens and basements.

But there's something about Long Island's legacy of fishing and farming – the bays and oceans and fields and farm stands – that we believe is especially inspirational for these innovative culinary leaders.

You will find Long Island products not only in supermarkets, big box stores and local specialty stores on Long Island, but across the world. The region is understandably proud of our heritage in the food industry. Other New York State regions can boast similar food cluster successes. Our challenge is to leverage that strength to help local food visionaries create new ventures and retain the important food manufacturers we already have.

Our goal is to find the right recipe to grow this cluster which provides thousands of jobs in our region. The key ingredient has always been talented food entrepreneurs who take the risk but the region must provide a supportive environment, a trained workforce and strategies to grow the cluster. Our successes of the past may not foretell our future in food manufacturing. The global food business is much more complex, upstarts are competing against well-funded brands and shelf space becomes more scarce and costly. This is our challenge.

There are several sub-sets of this cluster including food distribution, wineries and craft beverage and the fishing and farming industries.

While we have aided this cluster, it would be disingenuous to take too much credit. Unlike other "tech clusters" which received millions of dollars in help – to build bio labs, the National Synchrotron Light Sources, cancer therapeutics facilities and engineering education buildings -- the food cluster on a macro level has received quite modest help from

Being Organic and Natural Is In Our Heart.



WHAT WE'RE DOING ...

state and local economic development programs. Individual companies that have approached ESD with projects, or those with whom we have developed long term relationships, have received needed help and the resultant additional job creation has been impressive. The majority received grants to buy new production equipment, loans to purchase or renovate new factories and Excelsior tax credits tied to jobs as well as low cost electricity through PSEG and ReCharge NY. ESD in the last several years has developed robust new programs in craft beverage and agribusiness and has hired food and distribution specialists supporting the cluster statewide. This has been helpful for this group of recipients but many more companies struggle to grow here and perhaps do not know about ESD programs or the Regional Council.

Cluster strategies for the food industry on Long Island

We need to more effectively support the expansion of this cluster. Changes in the economy, high utility costs, scarcity of trained labor all can make for a rough road ahead for food companies. They are chasing the same workers and competing to buy the same industrial buildings as other clusters like pharma and nutraceuticals. There is a shortage of skilled mechanics who can upkeep production lines in food as well as pharma plants. Because the profit margins in food are considerably lower it can be more challenging for food companies to compete on Long Island. In addition the nature of the industry, the cost and time to get products to consumers and the concentration of the cluster in mid-west areas like Chicago can present distribution challenges. How can the region support Food cluster companies?

- **It's time to re-convene a food CEO round table.** Let's hear from these visionary food CEOs about their issues and suggested solutions. ESD's past "foodie" roundtables led to great ideas including a group of CEOs who now work together to buy flour and sugar commodities by rail. Maybe they can come together to apply for a group training project or develop a uniform curriculum with the community colleges. Maybe they will support ideas on joint marketing, sharing distribution channels and exploring joint product development.
- We will ask the new **MEP** to explore training opportunities as a cluster.
- ESD will explore food manufacturing **Global trade missions**, perhaps in conjunction with NYC and Mid-Hudson food manufacturers and supported with ESD STEP or Global NY funds.
- We will be sure that food companies are included in the **Export survey** to identify ways to use **Global NY** to enter new foreign markets.
- We will more fully engage an existing food production incubator at **Stony Brook's Riverhead** campus and link it programmatically and with the newly supported **Old Bethpage Food incubator**. Linking new food entrepreneurs with marketing opportunities like the Round **Six Riverhead Food Market** can help test products and train fledgling food CEOs on marketing.
- Considering the symbiotic relationship and synergy between our fisheries and farmers, the Natural Assets Work Group can explore new relationships with Agri- partners like the **LI Farm Bureau** and the **LI Wine Council**. Maybe in Round seven they can jointly apply for Market NY funds to promote Grown and Made on Long Island.



WHAT WE'RE DOING ...

Round Six Priority Projects in the Foodie Cluster

Investments in our food cluster will continue in **Round Six**. Yes, we will put our money where our mouth – and taste buds – are:

Nassau County's Food Production Incubator to be built at Old Bethpage in the county- owned Village Restoration. This might sound like an odd place for food- incubation but the village restoration has a county run farm and an empty commercial kitchen that can be converted into food production space. Local food entrepreneurs can use space in the kitchen but more importantly get help from food experts like Cornell Cooperative food technologists. Idea-developers of new products often need mentoring, training in food safety and guidance in marketing – all to be supplied in space along-side the commercial kitchen.



L and S Packing will be supported with Regional Council funds to grow their tomato paste and sauce business and they will seek locally grown produce for their products.

Montauk Inlet Seafood is recommended for funds to add new ice-making equipment to support their operations and those of other local fisherman who currently must seek other ice operations off Long Island.



As part of its downtown revitalization, an exciting new **Riverhead food market** highlighting locally grown and made foods will be supported to create a hip and healthy “vibe.”

In prior rounds we supported many food projects such as Round One's Agri-Park dubbed “**Grapes and Greens**” which provides subsidized cold storage space for farmers, wineries and fisherman at a J. Kings-owned complex in Riverhead. **Kitchen Table Bakers** received Excelsior tax credits and now produces their 100% cheese baked crackers in their new Farmingdale plant. Last round the council supported a new high pressure processing facility in Riverhead to enable food producers to greatly enhance shelf life. In Round Four we committed to help build new cold storage space at the **Brookhaven Rail Terminal**. Some of these larger projects like high pressure processing and cold storage space are still in the planning phases.

It is worth noting that ESD, throughout the year supports and funds many food related businesses that come to them directly. These business expansions are handled outside the round because the decision process for nimble food producers does not always align with Regional Council calendars.



WHAT WE'RE DOING ...

In just the last several months ESD has funded a distribution, headquarters and food incubator space for a growing supermarket chain. That company will receive Excelsior Tax credits and become the anchor of a food Hub at the former 500,000 square foot Entenmanns' campus in Bay Shore adding over 100 jobs. ESD also just approved Excelsior tax credits for a third generation family-owned bagel manufacturer that cannot keep up with wholesale demand for new bialys from grocery chains along the east coast. ESD's help will allow them to buy a building in Oceanside, empty since Superstorm Sandy, and invest, renovate and equip into a modern new bagel and bialy production plant adding 30 new jobs. A new distillery will soon open in Greenport with ESD's help creating liquors and vinegars produced with locally grown produce. Bottom line is NYS supports the food cluster both within and

Even as we focus on growing technology clusters like biotech, we must keep supporting our heritage clusters like food production. It provides jobs for thousands of Long Islanders and we consider it an important and expanding cluster worthy of its own growth strategies. Times have changed, the market for food manufacturing is hyper - competitive and Long Island can be a costly region. We will learn the needs of the cluster, align existing and new strategies and support individual food business. We also will financially support the regional infrastructure they need to grow with investments in cold storage, rail opportunities, global opportunities and workforce training.



WHAT WE'RE DOING ...

A Cleaner, Greener Long Island

An aggressive agenda for sustainable communities

It's all about balance, about healthier living and making a better living. Since the inception of the Long Island Regional Economic Development Council in 2011, achieving both environmental and economic sustainability has been one of our top strategic priorities. So has spreading the word through outreach and education, and providing the resources for local governments, businesses and homeowners to reduce their fossil fuel consumption and energy costs. In 2013, as part of Governor Cuomo's Cleaner, Greener Communities program, Long Island developed a regional sustainability plan that outlined the region's vision, goals, and objectives for a sustainable future. The plan examined sources of regional greenhouse gas emissions and developed goals in the following subject areas to help reduce future pollution:

- **Energy**
- **Transportation**
- **Land Use and Livable Communities**
- **Waste Management**
- **Water Management**
- **Economic Development**
- **Agriculture/Forestry**

Since the development of this plan, much progress has been made in advancing sustainability on Long Island and across the State. On August 1, 2016, Governor Cuomo announced the State Public Service Commission's approval of New York's Clean Energy Standard, the most comprehensive and ambitious clean energy mandate in the state's history. The mandate will require 50 percent of New York's electricity to come from renewable energy sources like wind and solar by 2030, with an aggressive phase-in schedule over the next several years. Long Island is leading the way in accomplishing these goals and has the track record to prove it.

The projects following demonstrate that leadership and show how the region is progressing in terms of meeting the goals laid out in the **Cleaner, Greener Long Island Regional Sustainability Plan**.



WHAT WE'RE DOING ...

Highlights from 2015-2016

The **Long Island Green Homes Initiative**, a project of the **Sustainability Institute** at Molloy College in partnership with **Community Development Corporation of Long Island**, **LI Green**, **United Way of Long Island**, and multiple Long Island Towns, launched in November 2015. An REDC-supported project, the outreach provided to date has resulted in over 1,000 Long Island homeowners signing up for free home energy audits. Notably, **New York State Assemblyman Chad Lupinacci** received an audit through Long Island Green Homes, and hosted a press conference at his residence in July 2016 to bring attention to the economic and environmental benefits of home energy efficiency.



The **Weatherization Assistance Program (WAP)** is a free service provided to low-income Long Islanders, especially the elderly and disabled, to make their homes more energy efficient. The program, which is administered by CDCLI, is a partnership of the U.S. Department of Energy and the U.S. Department of Health and Human Services. Over the course of the last year, **CDCLI** received \$2.8 million to weatherize the homes of 415 low-income households.



New York State Clean Energy Communities, the program formerly known as the New York State Community Partnership, is a collaboration of **Solar1**, **Cameron Engineering, Sustainability Institute at Molloy College**, and **CDCLI**. The program will provide grants, direct technical support to municipalities, and recognition to local governments that demonstrate leadership in the area of clean energy. Funded by **NYSERDA**, the partnership will assist municipalities with completing a variety of high-impact actions that will save money, foster a vibrant economy, and improve the environment. By completing at least four of the ten actions, applying municipalities will earn the Clean Energy Community designation as well as a grant, up to \$250,000 per municipality with no local match, to support additional clean energy projects.

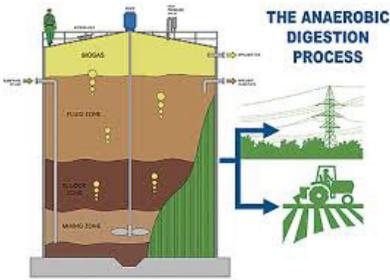


In August 2016, solar panels were being installed on five affordable single family homes that are owned by **CDCLI** and occupied by tenants earning below 50% of the Area Median Income. The project is being funded by a \$25,000 grant from **NeighborWorks America** and another \$25,000 grant from **Bridgehampton National Bank**. **GRID Alternatives Tri-State** is performing the installations, and providing additional grant funding. Utility savings will go entirely to the tenants. A team of volunteers from Bridgehampton National Bank assisted in the installation of panels on one home in Bellport, and **YouthBuild** students from **United Way of Long Island** assisted in the installation of panels on a home in Riverhead. **GRID Alternatives** has also recruited and trained volunteers as part of their education mission.



WHAT WE'RE DOING ...

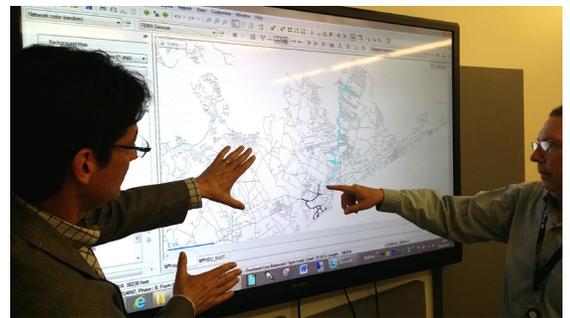
The launch of an **anaerobic digester** project on Long Island will serve as an innovative model of how clean, on-site power can significantly reduce greenhouse gas emissions and support sustainable communities. The anaerobic digester operated by **American Organic Energy** at Long Island Compost's 62-acre facility in Yaphank, New York, will process over twice as much food waste as currently processed at any existing privately-owned food waste digesters accepting offsite food waste in the State. The project will accept approximately 120,000 tons of food waste, 30,000 tons of fats, oils and greases, and 10,000 tons of grass clippings from the Long Island region annually that would otherwise have been transported and dumped into landfills elsewhere, contributing to harmful greenhouse gas emissions. The project is funded in part by the Cleaner, Greener Communities program.



American Organic Energy
is changing the world.

Learn more at USBioPower.com

NY Prize is a first-in-the-nation \$40 million competition that helps communities create microgrids – standalone energy systems that can operate independently in the event of a power outage. The **Long Island Community Microgrid Project (LICMP)**, which won a **NY Prize** Stage 1 grant in 2015 from **NYSERDA**, would provide energy support to a community susceptible to storm damage year round. The proposed microgrid would receive up to 50 percent of its electric energy requirements from local solar – avoiding hundreds of millions of dollars in transmission investments that otherwise would be required under a traditional approach to delivering power to this grid-constrained community. Technology would include up to 15 MW of local solar, a 25-MWh energy storage system, and other distributed energy resources (DER). The Clean Coalition is presently preparing its proposal to advance the Long Island Community Microgrid Project to Stage 2 of the NY Prize competition.



In August 2015, **Homegrown Change**, an all-volunteer organization, was established to teach gardening and sustainability to schools and intergenerational community groups. Since its inception, Homegrown Change has developed a year-long initiative for the United Way's YouthBuild Program which includes bi-weekly classes for 18- to 25-year-old students that teach traditional and hydroponic methods, and incorporate nutrition and healthy-living. Homegrown Change has also donated plants and seeds to the Bellport Community Garden where its board members monitor the crops and teach nutrition using the harvested produce.

The **United States Department of Energy** presented one of its **2015 Housing Innovation Awards** in the affordable category to **United Way of Long Island** for transforming a three-bedroom home into a model of energy efficiency, achieving a Home Energy Rating System (HERS) score of -3. Winners of these awards are "leading the movement to zero energy ready homes providing better places for Americans to live, stronger communities, and a more economically and environmentally resilient nation." This is the **first time** that this award has ever been presented to a Long Island builder. This house in Patchogue, New York, was also built by veterans for a veteran.



WHAT WE'RE DOING ...

The **Hempstead Plains Interpretive Center** is one of 47 certified Sustainable SITES projects in the United States. The Sustainable SITES Initiative is an interdisciplinary effort to create voluntary guidelines and a rating system for sustainable land design, construction and maintenance practices for landscapes of all types, with or without buildings. It focuses on water, soils, vegetation, materials, human health and well-being.



The Hempstead Plains Interpretive Center includes a visitor center/classroom constructed from old shipping containers with a green roof, as well as an area with photovoltaic panels. It is also located on the Nassau Community College campus and near several other universities thus providing students and professors a learning lab for both native prairie habitats and sustainable techniques.

Wickham's Fruit Farm is a 200-acre, historic bicentennial farm in Cutchogue, New York that is located on some of the oldest, continually cultivated land in the country. One of the largest farms on the North Fork, the Wickhams grow fruit trees on 120 acres and various small fruits and vegetables on the remaining 80 acres. As early adopters of the principles of Agricultural Environmental Management, Wickham's Fruit Farm has implemented several practices that protect ground and surface water, as well as other natural resources, and that have also improved the farm's profitability. Wickham's Fruit Farm was also given the 2016 Agricultural Environmental Management Award, which each year honors "the outstanding efforts of a New York State farm to protect and preserve soil and water quality." Wickham's is the first farm on Long Island to receive this accolade.



D'Addario, a Long Island music company in partnership with **Terracycle**, launched the nation's first recycling program for instrument strings. D'Addario, the world's largest manufacturer of musical instrument accessories, for years has prioritized sustainability in the way they manufacture, package and ship their products. Having committed to green methods of production, D'Addario now wants to shift its sights from the beginning of their product life cycle to the end, ensuring that they help reduce the estimated 1.5 million pounds of strings that end up in landfills in the U.S. every year.

The **Village of East Hills** in partnership with **National Grid** has instituted a new village-wide natural gas conversion program. Established in February 2016, the partnership will result in 74,000 feet of gas main being installed, making the village "100 percent saturated." A first-of-its-kind program on Long Island, residents who convert can expect to cut their home heating bills in half, a savings of thousands of dollars annually. Prior to the partnership, about half of the village's 2,287 homes had already made the switch to natural gas and now, under the new program, the village's remaining 1,000 households are eligible.



WHAT WE'RE DOING ...



The family-owned and operated **Brinkmann True Value hardware store** in Miller Place celebrated its grand opening in 2015 as the first net zero retail store in New York State. A net zero building has zero net energy consumption. This means the total amount of annual energy used is approximately equal to the amount of renewable energy created on the property. Energy efficiency measures utilized for this project included solar PV, geothermal heating and air conditioning, LED lighting equipment and a thermoplastic “Cool Roof.” By employing energy efficient measures, the hardware store will save 64,000 kilowatt hours of energy annually for a

savings of approximately \$11,000 per year and will reduce its peak electric demand by an estimated 21 kilowatts per year.

In 2015, **PSEG Long Island** helped commercial customers through its energy efficiency programs complete more than 3,200 energy efficient projects, resulting in savings of more than 112 million kWh and electric bill savings of \$20 million per year. Nearly 70 percent of the completed projects were for small- and medium-sized businesses. These programs have kept more than 5,600 jobs on Long Island, while helping to add more than 3,000 new jobs. What follows are summaries of some of them:



- **Through its Commercial Efficiency Program**, PSEG in December 2015 helped the **Long Island Marriott** save more than \$119,000 per year in electricity costs, solely from the retrofitting of more than 9,800 of the hotels' inefficient lighting fixtures and lamps to energy-saving LED lighting. The improvements made by the Long Island Marriott will help the hotel cut electric demand by 234 kilowatts (kW) and reduce electric consumption by 794,122 kWh kilowatt hours (kWh) per year. In addition to the annual savings, the Long Island Marriott received a rebate of \$147,615 for participating in the PSEG Long Island Commercial Efficiency Program. With the efficiency savings and the rebate, the project is expected to pay for itself in less than a year.
- In addition to its critical plan to clean up the county's drinking water, **Suffolk County** has undertaken a multitude of sustainability projects on County properties that have reduced carbon emissions and saved taxpayers. Suffolk's efforts are estimated to have reduced peak electric demand during the critical summer months by more than 2,600 kilowatts (kW). The energy efficient measures installed have earned the County \$3.5 million in rebates, including \$211,075 from PSEG Long Island in 2015 alone. The annual energy savings from these projects is more than 12.7 million (kWh), equivalent to more than 1,750 average-sized homes, and more than 914,000 therms of gas and oil, enough to heat about 1,300 average-sized homes for a year. These upgrades have reduced the County's annual maintenance costs by nearly \$550,000.
- The **Town of Brookhaven** received a \$73,100 rebate for upgrading Town facilities. The Town upgraded 525 fluorescent bulbs to LED panels at Town Hall and replaced 202 inefficient fluorescent systems and incandescent lamps to premium LED technology at the Animal Shelter. The upgrade is part of Supervisor Romaine's "Energy Efficiency and Sustainability Initiative," part of a five-year Capital Plan to achieve a 50 percent reduction of greenhouse gas emissions by 2020. The plan focuses on Town-owned Buildings and Facilities, Traffic Controls, Street Lights and Town Vehicles.

WHAT WE'RE DOING ...

- **Farmingdale School District** received a rebate of \$323,185 from **PSEG** for upgrading its facilities and participating in the PSEG Long Island Commercial Efficiency Program in June 2016. The school district upgraded the lighting system in classrooms, replacing more than 6,500 fluorescent lighting fixtures and incandescent light bulbs with more energy efficient lighting and installing nearly 500 occupancy sensors. With lighting accounting for the largest portion of energy used in commercial buildings, typically around 25-30 percent, according to the U.S. Department of Energy, it is estimated Farmingdale Schools will save more than 1.3 million kilowatt hours (kWh) and \$234,000 a year on their electric bill.
- **Yeshiva of the South Shore** received a rebate of \$86,280 for upgrading the lighting systems throughout their building, replacing more than 970 fluorescent lighting fixtures and incandescent light bulbs with LED efficient lighting. Through these improvements, Yeshiva is expected to save more than 165,500 kilowatt hours (kWh) and \$27,700 a year on their electric bill. Upgrading to LED lighting will also dramatically reduce the District's maintenance costs, as the average LED fixture and bulb has a 15-year lifespan.



In April 2016, **NYSERDA** announced 320 percent growth in the residential solar market on Long Island since 2012. Long Island is the first region in the state to meet its residential solar target and is considered to be self-sufficient, able to function without public subsidies available through NY-Sun. On May 20, 2016, Long Island became

home to its 30,000th solar project with the Donnellan family of Long Beach, installing solar panels on their roof. Long Island is considered a national leader in rooftop solar energy.

In April 2016, the **Town of Hempstead** opened three solar carport charging stations, which can charge up to six vehicles at a time, at no cost to residents. The charging stations cost \$200,000 and were funded by federal grants paid to the Flushing-based



Green Power Technologies and Island Park-based

EmPower Solar. The Town also has a hydrogen charging station at its Conservation and Waterways office to charge the town's electric vehicles.

Great Neck Plaza village officials unanimously adopted a climate action plan in February 2016. The plan sets nine major initiatives and specific steps for the village to complete by next year, including upgrading to energy-efficient LED lighting, and installing motion sensors and temperature-timed switches in Village Hall. The Village will also monitor energy efficiency in order to meet their goal of cutting greenhouse gas emissions village-wide by 20 percent over the next three years.



Caithness Long Island Energy received a New York state grant that allowed for modifications to its 350-megawatt power plant to reduce carbon dioxide emissions by 4,000 tons per year, the company said. The modifications, completed in December 2015, further cut emissions from what the company said is the region's most efficient gas-fired power plant. The grant, from the NYSERDA, is part of a statewide plan to reduce emissions from traditional plants. The \$163,000 award, the result of a competitive bid, came from NYSERDA's Power Generation Competitive Greenhouse Gas Reduction Pilot Program.



WHAT WE'RE DOING ...

Implementation Agenda



Workforce, Education & Veterans

Bring Workforce and Education stakeholders together to develop cohesive training programs and job pathways	Regional Council workgroup meetings brought dozens of people together to develop strategies over last six years; partnerships were solidified; needs analyses led to development of training programs to meet industry needs.	Continue established collaborations; expand to include BOCES and High Schools; work with secondary schools to develop vocational training and job pathways; inventory existing training programs and enhance existing outreach programs through State and local DOL's and other regional employment resources.
Develop sector based strategies to further workforce development goals	Workgroup identified region's sectors; subcommittees analyzed each sector relative to specific industry needs, skills gaps, labor needs, market challenges. Process led to creation of sector-based strategies.	Continue sector-subcommittees meetings; populate database with existing training programs; fill training program gaps with new industry-driven programs; develop on-line job posting to assist filling job vacancies.

Innovation

Grow and Retain Existing Long Island Bio Firms	A new, Manufacturing Extension Partnership (MEP) was selected in 2016. Stony Brook University, a powerful bio tech driver, will now be the regional lead to provide manufacturing assistance to small and mid size firms with a focus on bio technology. In addition, Stony Brook University's Biotech CAT Center has been integrated with the Innovation work group.	Stony Brook University will foster small bio tech firms with the academic strength of its faculty within the Centers of Excellence and Advanced Technology in Biotech. Many of these firms are already located at SBU's various incubators and several participate in the Start UP NY program. SBU will be providing a wide range of developmental programs and training to bio tech firms both on and off campus.
Strengthen Long Island's Innovation and Discovery Pipeline	Regional Council projects including matching grants for SBIR research is fully operational. Accelerate Long Island (ALI) has disbursed \$1M in RC grants and 90% of recipients are bio tech companies. These firms continue to receive mentoring and training from ALI. Hofstra's "Idea Lab", a space for collaboration among tech start ups, opened in 2016. Winthrop's Research Institute is fully operational and in August 2016, NYS approved \$25M for Cold Spring Harbor Lab's Cancer Therapeutics facility. These initiatives will help promote additional research and tech commercialization opportunities to LI bio tech firms.	Need to fully integrate the new Stony Brook University MEP Center into the innovation and discovery pipeline and determine how to best utilize the MEP to engage more clients in research. With the Accelerate LI funding fully disbursed, the region will need to enhance the coordination of other funding sources including venture capital and angel investors. ESD will further efforts to better inform bio tech firms of the available financial resources and opportunities for technology commercialization.

WHAT WE'RE DOING ...

Implementation Agenda

Action Identified
By Council

Progress To Date

Future Actions &
Timeline

Global NY

Provide a more comprehensive portal to Export programs including developing an Export Tool Kit

The Export Tool Kit is available and being utilized by "new to export" companies. There is better coordination among export programs from state and federal sources mainly through the Global NY work group. The Global NY workgroup is utilized to disseminate export programs and services. ESD has established a very robust suite of export programs and funding and held a kickoff information session in May of 2016. Many LI firms have applied for both Global NY grants and federally funded STEP grants to attend foreign trade shows.

ESD will provide stronger follow up services to companies attending export programs and those using the Export tool kit. ESD and Global workgroup will provide resources to complete a new export survey to establish a comprehensive and updated database of export firms.

Host Export Seminars to help businesses develop export plans

May 2016 Export Program outlined new ESD Global NY programs and STEP program. Over 80 companies attended and new applications for funding export and trade show activities resulted. ESD plans for having its Director from Europe meet prospective LI export firms and also join with federal export panel at Stony Brook University.

The Global NY workgroup will host export programs. ESD's Global NY division will lead effort and link it to recruitment for overseas trade shows and missions. ESD will work closer with U.S Commerce's LI team on joint export training. The newly designated Stony Brook University MEP will provide group export training throughout LI region.

Infrastructure

Rebuild and expand infrastructure to improve job access, revitalize downtowns and transit hubs

Regional Council awards in water quality infrastructure projects were made to improve major development sites. Infrastructure investment has included support of the region's mixed-use development projects to bolster planned revitalization of Long Island's downtowns and its transit-oriented communities.

Continue coordination between regional and local stakeholders to achieve consensus on planning sustainable, smart-growth development for the region.

WHAT WE'RE DOING ...

Implementation Agenda

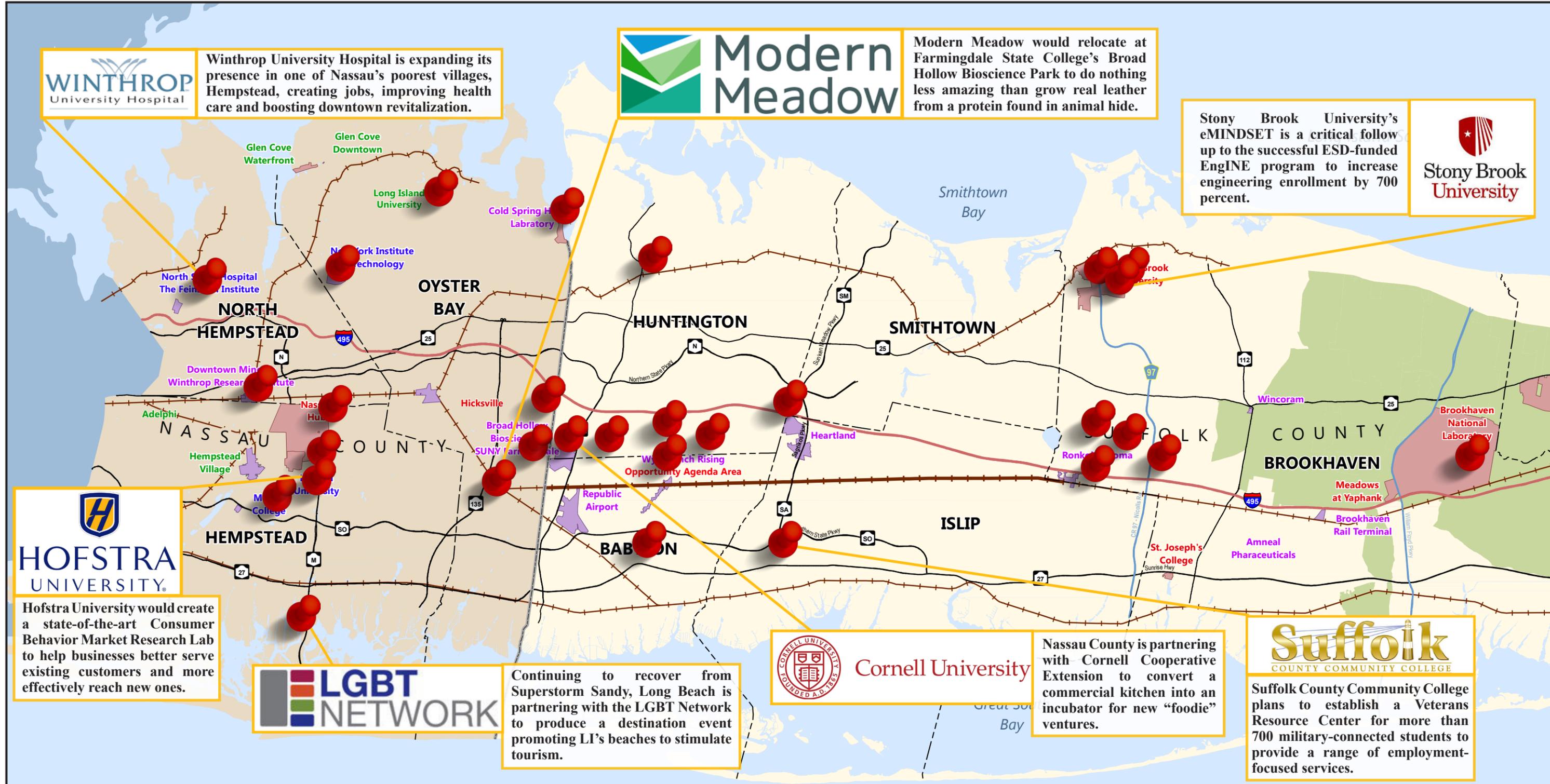


<i>Natural Assets & Tourism</i>		
Learn the needs of the heritage food cluster, align existing and new strategies and support individual food businesses	Regional Council Grants, such as the "Agricultural Capital Equipment Grant Program," were established to aid individual companies (in this case, farmers) to purchase new production equipment, loans to purchase or renovate new factories and Excelsior tax credits tied to jobs as well as low cost electricity through PSEG and ReCharge NY.	Effectively support the expansion of this "food" cluster. Financially support the regional infrastructure that individual food businesses need to grow with investments in cold storage, rail opportunities, global opportunities and workforce training.
Produce a new generation of sustainable, well-paying jobs in the legacy sectors of agriculture, fisheries and tourism	Merger of Natural Assets and Path Through History Working Groups to encompass broader concepts and conversations.	Strengthen ideas and learn from the successes of each group. Improve upon project ideas that are working towards fruition.
<i>Opportunity Agenda</i>		
Provide continued support to the Wyandanch Community	The Regional Council continues to invest in both infrastructure improvements and workforce development programs to further the economic development initiative in Wyandanch.	Strengthen coordination between local and regional stakeholders to develop future projects to continue to revitalize this community and provide workforce development support to its residents.
Replicate our best practices to other distressed communities on Long Island	In 2015, the Regional Council identified Huntington Station as its second Opportunity Agenda Area. Funding several workforce development projects including the Huntington Opportunity Resource Center Unemployed/Special Populations Worker Training Program has provided instrumental skill set training to individuals towards gaining meaningful employment.	Continue to engage other distressed communities towards development of projects that have meaningful impacts on both the communities and its residents.

Nassau - Suffolk

Long Island Region

A Map of Momentum:



Winthrop University Hospital is expanding its presence in one of Nassau's poorest villages, Hempstead, creating jobs, improving health care and boosting downtown revitalization.



Modern Meadow would relocate at Farmingdale State College's Broad Hollow Bioscience Park to do nothing less amazing than grow real leather from a protein found in animal hide.



Stony Brook University's eMINDSET is a critical follow up to the successful ESD-funded EngINe program to increase engineering enrollment by 700 percent.



Hofstra University would create a state-of-the-art Consumer Behavior Market Research Lab to help businesses better serve existing customers and more effectively reach new ones.



Continuing to recover from Superstorm Sandy, Long Beach is partnering with the LGBT Network to produce a destination event promoting LI's beaches to stimulate tourism.



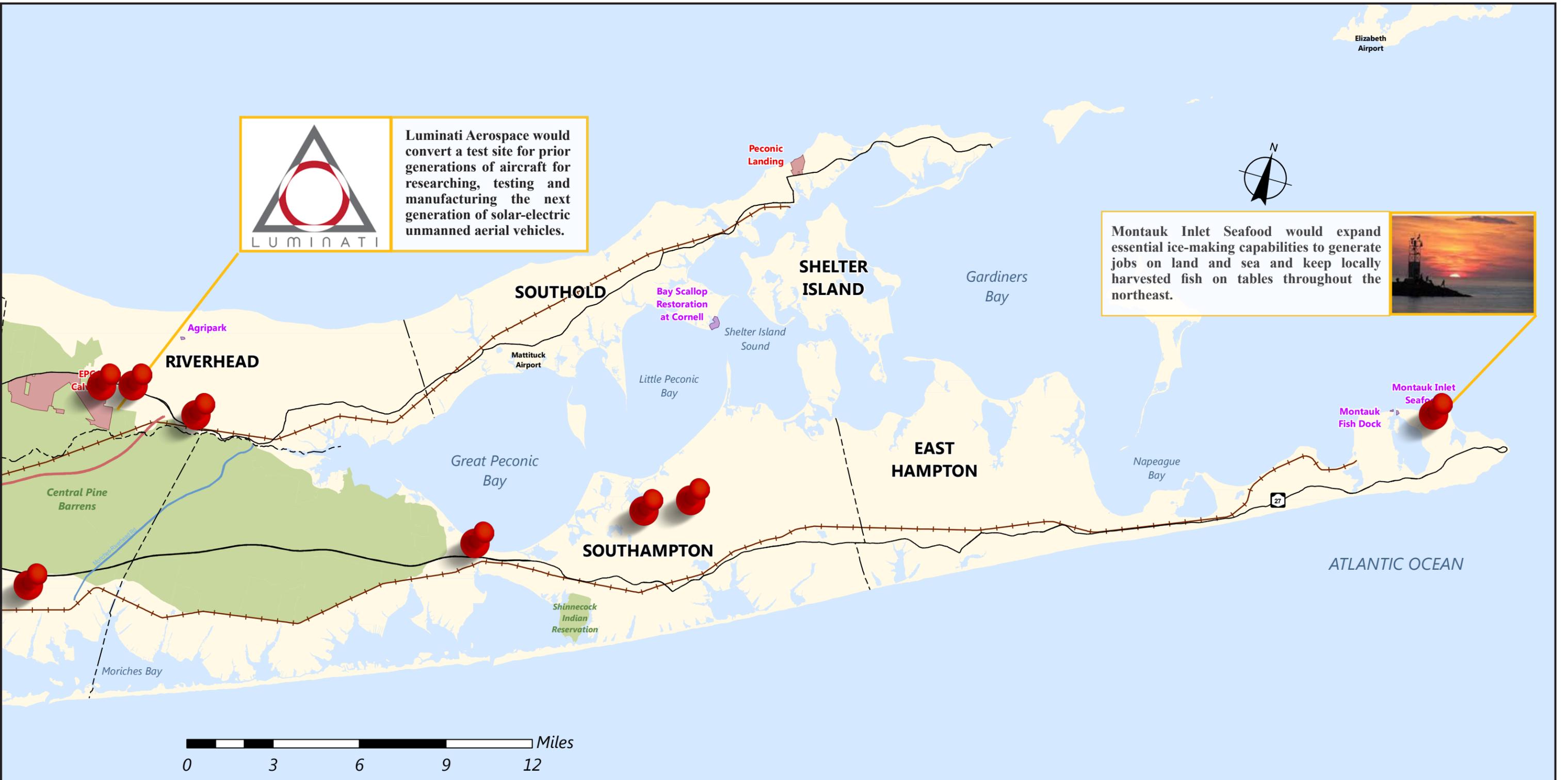
Cornell University

Nassau County is partnering with Cornell Cooperative Extension to convert a commercial kitchen into an incubator for new "foodie" ventures.



Suffolk County Community College plans to establish a Veterans Resource Center for more than 700 military-connected students to provide a range of employment-focused services.

The Long Island Economic Development Council's Priority Projects



WHAT WE'RE DOING ...

2016 PROPOSED PRIORITY PROJECTS

Modern Meadow Manufacturing Facility

Modern Meadow Inc., a Start UP NY company currently located in Brooklyn, will lease space at Farmingdale State College Bio Park for research, development and manufacturing of bio-fabricated leather products.

Applicant: Modern Meadow, Inc.



**Innovation &
Industry Cluster**

Total Project Cost: \$19,000,000
REDC Recommended ESD Grant: \$3,000,000
5 Year Jobs Created/Retained: 272
5 Year Jobs Indirect/Construction: 61

Priority Project Funding

CFA#: 67438

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$3,000,000	Construction and Equipment	\$19,000,000
Total Public Funds	\$3,000,000		
Private Sources of Funds			
Private	\$16,000,000		
Total Private Funds	\$16,000,000	Total Cost	\$19,000,000

Luminati Aerospace

Luminati Aerospace will expand the development and manufacturing of unmanned aerial vehicles at Riverhead's Calverton Industrial park. The project will enhance the renewal of Long Island's aerospace industry.

Applicant: Luminati Aerospace LLC



**Innovation &
Industry Cluster**

Total Project Cost: \$80,000,000
REDC Recommended ESD Grant: \$2,000,000
5 Year Jobs Created/Retained: 221
5 Year Jobs Indirect/Construction: 128

Priority Project Funding

CFA#: 68405

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$2,000,000	Equipment and site work	\$80,000,000
Total Public Funds	\$2,000,000		
Private Sources of Funds			
Private	\$78,000,000		
Total Private Funds	\$78,000,000	Total Cost	\$80,000,000

WHAT WE'RE DOING ...

Center for Advanced Engineering at the Feinstein Institute for Medical Research

The Feinstein Research Institute For Medical Research in Manhasset, the research arm of Northwell Health, will create a new laboratory to develop new medical devices and technologies.

Applicant: Northwell Health



Total Project Cost: \$10,200,000
REDC Recommended ESD Grant: \$1,500,000
5 Year Jobs Created/Retained: 520
5 Year Jobs Indirect/Construction: 55

Priority Project Funding **CFA#: 66563**

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$1,500,000	Lab fit out and equipment	\$10,200,000
Total Public Funds	\$1,500,000		
Private Sources of Funds			
Private	\$8,700,000		
Total Private Funds	\$8,700,000	Total Cost	\$10,200,000

Wyandanch Train Station

The Town of Babylon will construct a new LIRR Train Station in the Opportunity Agenda area of Wyandanch.

Applicant: Town of Babylon



Total Project Cost: \$4,500,000
REDC Recommended ESD Grant: \$900,000
5 Year Jobs Created/Retained: 0
5 Year Jobs Indirect/Construction: 29

Priority Project Funding **CFA#: 68311**

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$900,000	Construction/Renovation	\$4,500,000
Total Public Funds	\$900,000		
Private Sources of Funds			
Private	\$3,600,000		
Total Private Funds	\$3,600,000	Total Cost	\$4,500,000

WHAT WE'RE DOING ...

Green Pedestrian Connections at the Nassau Hub

Nassau County will construct three pedestrian bridges to connect the Nassau HUB development site with adjacent assets and attractions.

Applicant: County of Nassau



Infrastructure

Total Project Cost: \$18,400,000
REDC Recommended ESD Grant: \$3,000,000
5 Year Jobs Created/Retained: 0
5 Year Jobs Indirect/Construction: 98

Priority Project Funding

CFA#: 66747

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
Local Government	\$15,400,000	Architectural/Engineering /Soft costs	\$3,600,000
ESD Capital Funds	\$3,000,000	Infrastructure site work	\$14,800,000
Total Public Funds	\$18,400,000		
Private Sources of Funds			
Private			
<i>Total Private Funds</i>		<i>Total Cost</i>	\$18,400,000

Inlet Seafood Ice Project

Montauk Inlet Seafood will expand their ice making capacity by creating a production, storage and distribution system to support local Montauk fishing vessels.

Applicant: Montauk Inlet Seafood Inc.



Natural Assets & Tourism

Total Project Cost: \$1,500,000
REDC Recommended ESD Grant: \$300,000
5 Year Jobs Created/Retained: 0
5 Year Jobs Indirect/Construction: 8

Priority Project Funding

CFA#: 66963

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$300,000	Infrastructure/Site Work	\$200,000
		Equipment and Machinery	\$250,000
		Construction/Renovation	\$900,000
		Architectural/Engineering/Soft Costs	\$150,000
Total Public Funds	\$300,000		
Private Sources of Funds			
Private	\$1,200,000		
<i>Total Private Funds</i>	\$1,200,000	<i>Total Cost</i>	\$1,500,000

WHAT WE'RE DOING ...

LIU Innovation and Entrepreneurship Park

Long Island University will double the size of their Startup NY technology incubator on the Brookville campus and link important academic resources at LIU with future entrepreneurs.

Applicant: Long Island University



Innovation & Industry Cluster

Total Project Cost: \$4,800,000
REDC Recommended ESD Grant: \$960,000
5 Year Jobs Created/Retained: 730
5 Year Jobs Indirect/Construction: 43

Priority Project Funding **CFA#: 67149**

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$960,000	Building construction and equipment	\$4,800,000
Total Public Funds	\$960,000		
Private Sources of Funds			
Private	\$3,840,000		
Total Private Funds	\$3,840,000	<i>Total Cost</i>	\$4,800,000

Hofstra University Consumer Behavior Market Research Laboratory

Hofstra University will construct and equip a Consumer Behavior Market Research Lab within its business school to better education its students and assist businesses.

Applicant: Hofstra University



Workforce, Ed, & Veterans

Total Project Cost: \$2,500,000
REDC Recommended ESD Grant: \$750,000
5 Year Jobs Created/Retained: 0
5 Year Jobs Indirect/Construction: 10

Priority Project Funding **CFA#: 65415**

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$750,000	Furniture and Fixtures	\$794,000
		Construction and Renovation	\$1,406,000
		Architectural/Engineering/Soft Costs	\$300,000
Total Public Funds	\$750,000		
Private Sources of Funds			
Private	\$1,750,000		
Total Private Funds	\$1,750,000	<i>Total Cost</i>	\$2,500,000

WHAT WE'RE DOING ...



Innovation & Industry Cluster

Stony Brook University School of Medicine Pre-Clinical MRI Equipment

Stony Brook University's School of Medicine will invest in state of the art pre-clinical MRI equipment to enhance innovation and biotech discovery.

Total Project Cost: \$4,282,550
REDC Recommended ESD Grant: \$750,000
5 Year Jobs Created/Retained: 0
5 Year Jobs Indirect/Construction: 7

Applicant: The Research Foundation of SUNY

Priority Project Funding **CFA#: 66477**

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$750,000	Research Equipment	\$4,282,550
SUNY	\$3,532,550		
Total Public Funds (ESD)	\$4,282,550		
Private Sources of Funds			
Private			
<i>Total Private Funds</i>		<i>Total Cost</i>	\$4,282,550

Downtown Riverhead East End Market

North to South Real Estate will convert a vacant, deteriorating building in Downtown Riverhead into the Riverhead East End Market which will serve as a Food Market/Production Center.



Natural Assets & Tourism

Total Project Cost: \$2,565,750
REDC Recommended ESD Grant: \$300,000
5 Year Jobs Created/Retained: 4
5 Year Jobs Indirect/Construction: 8

Applicant: North To South Real Estate LLC

Priority Project Funding **CFA#: 66818**

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$300,000	Building Acquisition	\$980,500
Market NY	\$213,150	Building Renovation	\$677,500
		Production Machinery & Equipment	\$50,000
		Furniture, fixtures & equipment	\$100,000
		Demolition & environmental remediation	\$100,000
Total Public Funds	\$513,150	Soft Costs	\$657,750
Private Sources of Funds			
Private	\$2,052,600		
<i>Total Private Funds</i>	\$2,052,600	<i>Total Cost</i>	\$2,565,750

WHAT WE'RE DOING ...

Veterans Resource Center

Suffolk County Community College will construct and equip a Veterans Resource Center on campus to assist veterans in all aspects of transitioning to academia and work.

Applicant: Suffolk County Community College



**Workforce, Ed,
& Veterans**

Total Project Cost: \$348,000
REDC Recommended ESD Grant: \$23,575
5 Year Jobs Created/Retained: 0
5 Year Jobs Indirect/Construction: 0

Priority Project Funding

CFA#: 65700

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$23,578	Furniture and Fixtures	\$23,578
Local government	\$174,000	Renovations	\$324,422
State	\$150,422		
Total Public Funds	\$348,000		
Private Sources of Funds			
Private			
<i>Total Private Funds</i>		<i>Total Cost</i>	\$348,000

Incubator Kitchen at Old Bethpage Village

Nassau County will partner with local agencies to establish a food manufacturing incubator at The Old Bethpage Village Restoration to support fledgling new food producers.

Applicant: Nassau County Department of Parks, Recreation and Museums



**Innovation &
Industry Cluster**

Total Project Cost: \$1,000,000
REDC Recommended ESD Grant: \$200,000
5 Year Jobs Created/Retained: 0
5 Year Jobs Indirect/Construction: 2

Priority Project Funding

CFA#: 64763

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$200,000	Renovation and equipment	\$1,000,000
Nassau County	\$800,000		
Total Public Funds	\$1,000,000		
Private Sources of Funds			
Private (County funds)			
<i>Total Private Funds</i>		<i>Total Cost</i>	\$1,000,000

WHAT WE'RE DOING ...

Winthrop-University Hospital's Hempstead Family Care Center

Winthrop University Hospital will expand and renovate a family care center in the Village of Hempstead to provide needed healthcare services for Hempstead community and spur downtown revitalization efforts.

Applicant: Winthrop-University Hospital Association



Total Project Cost: \$10,000,000
REDC Recommended ESD Grant: \$1,500,000
5 Year Jobs Created/Retained: 130
5 Year Jobs Indirect/Construction: 50

Priority Project Funding

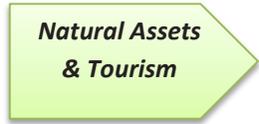
CFA#: 66642

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$1,500,000	Building renovation and equipment	\$10,000,000
Total Public Funds	\$1,500,000		
Private Sources of Funds			
Private	\$8,500,000		
Total Private Funds	\$8,500,000	Total Cost	\$10,000,000

Fisheries Future Fund

Peconic Land Trust will administer a cost-sharing grant program that will serve existing and new generations of fishermen to acquire the capital equipment needed to invest in their businesses.

Applicant: Peconic Land Trust, Incorporated



Total Project Cost: \$5,050,000
REDC Recommended ESD Grant: \$1,000,000
5 Year Jobs Created/Retained: 0
5 Year Jobs Indirect/Construction: 0

Priority Project Funding

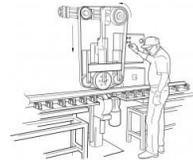
CFA#: 66167

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$1,000,000	Equipment & Machinery	\$5,000,000
Other Local Funds	\$50,000	Soft Costs	\$50,000
Total Public Funds	\$1,050,000		
Private Sources of Funds			
Private	\$4,000,000		
Total Private Funds	\$4,000,000	Total Cost	\$5,050,000

WHAT WE'RE DOING ...

GKN Machining Equipment Acquisition

GKN Aerospace in Amityville will acquire new advanced manufacturing equipment to increase efficiency and capacity.



Total Project Cost: \$4,590,748
REDC Recommended ESD Grant: \$400,000
5 Year Jobs Created/Retained: 343
5 Year Jobs Indirect/Construction: 2

Applicant: GKN Aerospace Monitor, Inc.

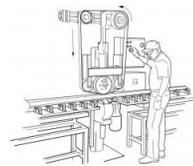
Priority Project Funding

CFA#: 64709

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$400,000	Renovation	\$300,000
Other NYS Funds	\$39,400	Equipment and Machinery	\$4,200,000
		Training and related costs	\$90,748
Total Public Funds	\$439,400		
Private Sources of Funds			
Private	\$4,151,348		
Total Private Funds	\$4,151,348	Total Cost	\$4,590,748

LS Packing Expansion

L and S Packing Company in North Amityville will purchase, renovate, and equip new food production facility to establish new product line with locally grown produce.



Total Project Cost: \$1,180,000
REDC Recommended ESD Grant: \$236,000
5 Year Jobs Created/Retained: 91
5 Year Jobs Indirect/Construction: 1

Applicant: L. and S. Packing Co., Inc.

Priority Project Funding

CFA#: 68189

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$236,000	Construction	\$150,000
		Equipment and Machinery	\$1,000,000
		Engineering / Soft costs	\$30,000
Total Public Funds	\$236,000		
Private Sources of Funds			
Private	\$944,000		
Total Private Funds	\$944,000	Total Cost	\$1,180,000

WHAT WE'RE DOING ...

Babylon Village Theater

Main Street Theatre Partners will renovate and repurpose the former Babylon Village Movie Theater to a live theatrical venue.



Infrastructure

Total Project Cost: \$2,628,750
REDC Recommended ESD Grant: \$500,000
5 Year Jobs Created/Retained: 0
5 Year Jobs Indirect/Construction: 5

Applicant: Main Street Theatre Partners LLC

Priority Project Funding

CFA#: 63604

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$500,000	Property Acquisition	\$1,000,000
		Construction	\$618,500
		Equipment and Machinery	\$591,650
		Engineering / Soft costs	\$333,600
		Furniture and Fixtures	\$85,000
Total Public Funds	\$500,000		
Private Sources of Funds			
Private	\$2,128,750		
Total Private Funds	\$2,128,750	Total Cost	\$2,628,750

Wyandanch Rising Building E

The Community Development Corporation of Long Island will construct infrastructure to support a mixed use building with affordable housing and commercial space in the Wyandanch Opportunity Agenda Area.



Opportunity
Agenda

Total Project Cost: \$40,527,464
REDC Recommended ESD Grant: \$1,500,000
5 Year Jobs Created/Retained: 2
5 Year Jobs Indirect/Construction: 235

Applicant: Community Development Corporation of Long Island

Priority Project Funding

CFA#: 68148

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$1,500,000	Infrastructure/Site Work	\$2,549,307
		Construction/Renovation	\$28,056,201
		Architectural/Engineering/Soft Costs	\$9,591,956
		Property Acquisition	\$330,000
Total Public Funds	\$1,500,000		
Private Sources of Funds			
Private	\$39,027,464		
Total Private Funds	\$39,027,464	Total Cost	\$40,527,464

WHAT WE'RE DOING ...

Patchogue Gateway Transportation Center

Suffolk County will construct a bus rapid transit station in the Village of Patchogue to further support the Suffolk County transportation plan.



Applicant: Suffolk County

Total Project Cost: \$6,500,000
REDC Recommended ESD Grant: \$1,000,000
5 Year Jobs Created/Retained: 0
5 Year Jobs Indirect/Construction: 32

Priority Project Funding

CFA#: 68097

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$1,000,000	Property Acquisition	\$1,000,000
		Site Work/Construction	\$5,000,000
		Design/Engineering/Soft Costs	\$500,000
Total Public Funds	\$1,000,000		
Private Sources of Funds			
Private	\$5,500,000		
Total Private Funds	\$5,500,000	Total Cost	\$6,500,000

Stony Brook University eMINDSET- Engineering School Expansion

Stony Brook University's School of Engineering will expand labs and teaching facilities to increase number of graduating engineers.



Applicant: The Research Foundation for The State University of

Total Project Cost: \$2,125,000
REDC Recommended ESD Grant: \$350,000
5 Year Jobs Created/Retained: 0
5 Year Jobs Indirect/Construction: 3

Priority Project Funding

CFA#: 66099

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$350,000	Construction of classrooms and labs	\$2,125,000
SUNY	\$1,775,000		
Total Public Funds (ESD)	\$2,125,000		
Private Sources of Funds			
Private			
Total Private Funds		Total Cost	\$2,125,000

WHAT WE'RE DOING ...



Innovation & Industry Cluster

Southampton Hospital Cancer Center

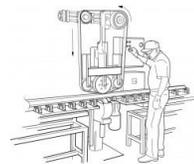
Southampton Hospital will create the Phillips Family Cancer Center to provide a broad range of cancer support services to the under served populations in Eastern Suffolk.

Total Project Cost: \$14,000,000
REDC Recommended ESD Grant: \$1,500,000
5 Year Jobs Created/Retained: 833
5 Year Jobs Indirect/Construction: 97

Applicant: Southampton Hospital Association

Priority Project Funding **CFA#: 64747**

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$1,500,000	Construction and Renovation	\$8,689,501
		Furniture and Fixtures	\$5,310,499
Total Public Funds	\$1,500,000		
Private Sources of Funds			
Private	\$12,500,000		
Total Private Funds	\$12,500,000	Total Cost	\$14,000,000



Business Bundle

Qosina Corp Clean Room Construction

Qosina Corp., a Ronkonkoma distributor of medical supplies will construct a clean room to increase new product assembly operations.

Total Project Cost: \$955,378
REDC Recommended ESD Grant: \$190,000
5 Year Jobs Created/Retained: 111
5 Year Jobs Indirect/Construction: 0

Applicant: Qosina Corp.

Priority Project Funding **CFA#: 66325**

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$190,000	Construction and Equipment	\$955,378
Total Public Funds	\$190,000		
Private Sources of Funds			
Private	\$765,378		
Total Private Funds	\$765,378	Total Cost	\$955,378

WHAT WE'RE DOING ...

C&H Machining Expansion Project

C&H Machining, Inc. in Bohemia will purchase advanced manufacturing equipment to improve quality and efficiency throughout their product line.

Applicant: Cliff Wayne Havel



**Workforce, Ed,
& Veterans**

Total Project Cost: \$66,000
REDC Recommended ESD Grant: \$13,200
5 Year Jobs Created/Retained: 10
5 Year Jobs Indirect/Construction: 0

Priority Project Funding

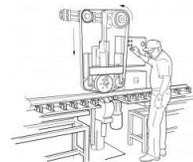
CFA#: 63648

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$13,200	Equipment and Machinery	\$66,000
Total Public Funds	\$13,200		
Private Sources of Funds			
Private	\$52,800		
Total Private Funds	\$52,800	<i>Total Cost</i>	\$66,000

Alken Capital Expenditures

Alken Industries, a Ronkonkoma aerospace company, will purchase equipment to increase its advanced manufacturing capabilities and increase its global exporting capacity.

Applicant: Alken Industries, Inc.



Business Bundle

Total Project Cost: \$2,045,000
REDC Recommended ESD Grant: \$200,000
5 Year Jobs Created/Retained: 47
5 Year Jobs Indirect/Construction: 0

Priority Project Funding

CFA#: 65043

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$200,000	Equipment and Machinery	\$1,845,000
Total Public Funds	\$200,000		
Private Sources of Funds			
Private	\$1,645,000		
Total Private Funds	\$1,645,000	<i>Total Cost</i>	\$1,845,000

WHAT WE'RE DOING ...

LGBT Community Center Phase 2

The LGBT Network will expand its Patchogue facility to offer workplace initiative training, health services and cultural exhibition space to the LGBT community.

Applicant: Long Island GLBT Health & Human Services Network



**Workforce, Ed,
& Veterans**

Total Project Cost: \$3,000,000
REDC Recommended ESD Grant: \$500,000
5 Year Jobs Created/Retained: 37
5 Year Jobs Indirect/Construction: 17

Priority Project Funding

CFA#: 66562

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$500,000	Construction/Renovation	\$2,400,000
		Furniture and Fixture	\$300,000
		Architectural/Engineering	\$300,000
Total Public Funds	\$500,000		
Private Sources of Funds			
Private	\$2,500,000		
Total Private Funds	\$2,500,000	Total Cost	\$3,000,000

Sheltair Farmingdale LLC

Sheltair in Farmingdale will construct two new hangars as part of an overall modernization of the aviation campus at Republic Airport.

Applicant: Sheltair Farmingdale, LLC



Infrastructure

Total Project Cost: \$9,400,000
REDC Recommended ESD Grant: \$500,000
5 Year Jobs Created/Retained: 0
5 Year Jobs Indirect/Construction: 62

Priority Project Funding

CFA#: 68606

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$500,000	Construction (Infrastructure)	\$1,400,000
		Construction (Building)	\$7,600,000
		Engineering / Soft Costs	\$400,000
Total Public Funds	\$500,000		
Private Sources of Funds			
Private	\$8,900,000		
Total Private Funds	\$8,900,000	Total Cost	\$9,400,000

WHAT WE'RE DOING ...

Salad Green 14-head Bag Fill Line

Satur Farms, located in Cutchogue, will acquire new and modify existing equipment for the processing and packing of field-grown leafy green salads.

Applicant: Satur Farms LLC



**Natural Assets
& Tourism**

Total Project Cost: \$455,640
REDC Recommended ESD Grant: \$75,940
5 Year Jobs Created/Retained: 69
5 Year Jobs Indirect/Construction: 0

Priority Project Funding

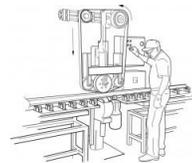
CFA#: 68466

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$75,940	Equipment & Machinery	\$455,640
Total Public Funds	\$75,940		
Private Sources of Funds			
Private	\$379,700		
Total Private Funds	\$379,700	Total Cost	\$455,640

Industrial Metals Expansion

Industrial Metals International, a Ronkonkoma aerospace company, will purchase equipment to expand its capabilities, improve efficiency, and increase its export capacity.

Applicant: Industrial Metals International, Ltd



Business Bundle

Total Project Cost: \$145,281
REDC Recommended ESD Grant: \$29,056
5 Year Jobs Created/Retained: 17
5 Year Jobs Indirect/Construction: 0

Priority Project Funding

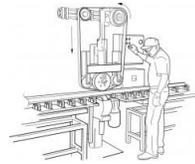
CFA#: 67652

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$29,056	Machinery Equipment	\$145,281
Total Public Funds	\$29,056		
Private Sources of Funds			
Private	\$116,225		
Total Private Funds	\$116,225	Total Cost	\$145,281

WHAT WE'RE DOING ...

Globe Grinding Expansion

Globe Grinding in Copiague will acquire new equipment for enhanced grinding manufacturing capabilities.



Business Bundle

Total Project Cost: \$1,750,000
REDC Recommended ESD Grant: \$200,000
5 Year Jobs Created/Retained: 14
5 Year Jobs Indirect/Construction: 0

Applicant: Globe Grinding, Inc.

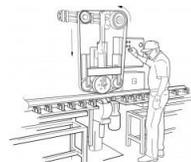
Priority Project Funding

CFA#: 67459

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$200,000	Equipment and Machinery	\$1,750,000
Total Public Funds	\$200,000		
Private Sources of Funds			
Private	\$1,550,000		
Total Private Funds	\$1,550,000	<i>Total Cost</i>	\$1,750,000

Wood Working Equipment Purchase

Framerica in Yaphank will acquire an updated wood molder machine providing greater capacity and flexibility in production.



Business Bundle

Total Project Cost: \$250,000
REDC Recommended ESD Grant: \$50,000
5 Year Jobs Created/Retained: 196
5 Year Jobs Indirect/Construction: 0

Applicant: Framerica Corporation

Priority Project Funding

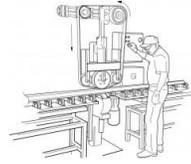
CFA#: 65695

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$50,000	Equipment and Machinery	\$250,000
Total Public Funds	\$50,000		
Private Sources of Funds			
Private	\$200,000		
Total Private Funds	\$250,000	<i>Total Cost</i>	\$250,000

WHAT WE'RE DOING ...

Advanced Manufacturing Equipment Acquisition

VE Power Door Company in Brentwood will acquire CNC work center machinery to produce components more efficiently and precisely.



Total Project Cost: \$599,141
REDC Recommended ESD Grant: \$112,000
5 Year Jobs Created/Retained: 39
5 Year Jobs Indirect/Construction: 1

Applicant: V E Power Door Co., Inc.

Priority Project Funding **CFA#: 65170**

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$112,000	Equipment and Machinery	\$560,000
Other NYS Funds	\$21,685	Training and related costs	\$39,141
Total Public Funds			
\$133,685			
Private Sources of Funds			
Private	\$465,456		
Total Private Funds	\$465,456	Total Cost	\$599,141

Long Island Manufacturing Group Competitiveness Project

The newly established Manufacturing Consortium of Long Island, a not for profit supporting manufacturing companies, will oversee a group grant initiative to help smaller manufacturers purchase new equipment.



Total Project Cost: \$7,500,000
REDC Recommended ESD Grant: \$500,000
5 Year Jobs Created/Retained: 47
5 Year Jobs Indirect/Construction: 2

Applicant: Manufacturing Consortium of Long Island

Priority Project Funding **CFA#: 68479**

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$500,000	Equipment	\$7,500,000
Total Public Funds			
\$500,000			
Private Sources of Funds			
Private	\$7,000,000		
Total Private Funds	\$7,000,000	Total Cost	\$7,500,000

WHAT WE'RE DOING ...

Mercy Medical Center Integrated Outpatient Center

Catholic Health Services will construct an Outpatient Center at Mercy Hospital in Rockville Centre to provide integrated community health services and expanded access to primary care services.

Applicant: Catholic Health Services of Long Island



Infrastructure

Total Project Cost: \$7,561,825
REDC Recommended ESD Grant: \$500,000
5 Year Jobs Created/Retained: 0
5 Year Jobs Indirect/Construction: 34

Priority Project Funding

CFA#: 67857

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$500,000	Construction	\$4,640,000
		Equipment and Machinery	\$25,000
		Architectural/Engineering/Soft Costs	\$1,871,825
		Infrastructure/Site work	\$1,000,000
		Furniture/Fixtures	\$25,000
Total Public Funds	\$500,000		
Private Sources of Funds			
Private	\$7,061,825		
Total Private Funds	\$7,061,825	Total Cost	\$7,561,825

NYIT Bio Med and Environmental Research and Training Lab

New York Institute of Technology in Old Westbury will create a new biomedical and environmental laboratory for research and teaching.

Applicant: New York Institute of Technology



Innovation & Industry Cluster

Total Project Cost: \$500,000
REDC Recommended ESD Grant: \$100,000
5 Year Jobs Created/Retained: 831
5 Year Jobs Indirect/Construction: 0

Priority Project Funding

CFA#: 66969

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$100,000	Construction/Renovation	\$105,000
		Furniture and Fixtures	\$100,000
		Equipment and Machinery	\$225,000
		Architectural/Engineering/Soft Costs	\$70,000
Total Public Funds	\$100,000		
Private Sources of Funds			
Private	\$400,000		
Total Private Funds	\$400,000	Total Cost	\$500,000

WHAT WE'RE DOING ...



Innovation & Industry Cluster

Cold Spring Harbor Laboratory Center for Renewable Energy

Cold Spring Harbor Laboratory will establish a Center for Renewable Energy to research the development of biofuels and solar energy.

Total Project Cost: \$1,000,000
REDC Recommended ESD Grant: \$200,000
5 Year Jobs Created/Retained: 0
5 Year Jobs Indirect/Construction: 0

Applicant: Cold Spring Harbor Laboratory

Priority Project Funding **CFA#: 65665**

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$200,000	Equipment and Machinery	\$1,000,000
Total Public Funds	\$200,000		
Private Sources of Funds			
Private	\$800,000		
Total Private Funds	\$800,000	Total Cost	\$1,000,000



Natural Assets & Tourism

Theodore Roosevelt Audubon New York Center for Long Island Conservation

The Theodore Roosevelt Sanctuary & Audubon Center in Oyster Bay will improve Sanctuary grounds and facilities to engage people in the protection of the Long Island ecosystem for the benefit of birds, people, and communities.

Total Project Cost: \$1,313,538
REDC Recommended ESD Grant: \$75,000
5 Year Jobs Created/Retained: 114
5 Year Jobs Indirect/Construction: 10

Applicant: National Audubon Society, Inc

Priority Project Funding **CFA#: 65252**

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$130,000	New Construction	\$1,011,856
Environmental Protection Funds	\$500,000	Demolition & environmental remediation	\$126,525
Market New York	\$130,000	Soft Costs	\$175,157
Total Public Funds	\$760,000		
Private Sources of Funds			
Private	\$553,538		
Total Private Funds	\$553,538	Total Cost	\$1,313,538

WHAT WE'RE DOING ...

Port Jefferson Village Inclusive Play Downtown Park

The Village of Port Jefferson will install ADA upgrades to its Downtown Park.

Applicant: Incorporated Village of Port Jefferson



**Natural Assets
& Tourism**

Total Project Cost: \$600,000
REDC Recommended ESD Grant: \$120,000
5 Year Jobs Created/Retained: 2
5 Year Jobs Indirect/Construction: 10

Priority Project Funding

CFA#: 65176

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$120,000	Construction/Renovation	\$600,000
Environmental Protection Fund	\$180,000		
Other Local Funds	\$300,000		
Total Public Funds	\$600,000		
Private Sources of Funds			
Private			
<i>Total Private Funds</i>		<i>Total Cost</i>	\$600,000

Phase 2 Development of Good Ground Park

The Town of Southampton will complete Phase II of Good Ground Park which will include a comfort station, play areas for children, street and park lighting, park furnishings, landscaping, and architectural elements required to complete the park's amphitheater.

Applicant: Town of Southampton



**Natural Assets
& Tourism**

Total Project Cost: \$1,064,000
REDC Recommended ESD Grant: \$100,000
5 Year Jobs Created/Retained: 0
5 Year Jobs Indirect/Construction: 11

Priority Project Funding

CFA#: 63424

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$212,800	Construction/Renovation	\$1,064,000
Environmental Protection Fund	\$500,000		
Other Public Funds	\$351,200		
Total Public Funds	\$1,064,000		
Private Sources of Funds			
Private			
<i>Total Private Funds</i>		<i>Total Cost</i>	\$1,064,000

WHAT WE'RE DOING ...



Infrastructure

The Uniondale Bridge Project

Nassau County and the Greater Uniondale Area Action Coalition will develop a plan to renovate a vacant parcel in downtown Uniondale as a workforce development and training facility.

Total Project Cost: \$100,000
REDC Recommended ESD Grant: \$40,000
5 Year Jobs Created/Retained: 0
5 Year Jobs Indirect/Construction: 0

Applicant: Nassau County

Priority Project Funding

CFA#: 67220

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$40,000	Contractual Services	\$80,000
Local government	\$60,000	Salaries	\$18,000
		Materials/supplies	\$2000
Total Public Funds	\$100,000		
Private Sources of Funds			
Private			
Total Private Funds		Total Cost	\$100,000

Wyandanch Village Recharge Basin Relocation

Suffolk County will conduct a feasibility study to relocate the Wyandanch Village recharge basin.



Opportunity
Agenda

Total Project Cost: \$50,000
REDC Recommended ESD Grant: \$25,000
5 Year Jobs Created/Retained: 0
5 Year Jobs Indirect/Construction: 0

Applicant: Suffolk County

Priority Project Funding

CFA#: 67489

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$25,000	Contractual Services	\$50,000
Total Public Funds	\$25,000		
Private Sources of Funds			
Private	\$25,000		
Total Private Funds	\$25,000	Total Cost	\$50,000

WHAT WE'RE DOING ...

Upper Port Jefferson Urban Renewal Study

The Village of Port Jefferson will complete an Urban Renewal Plan to revitalize the Upper Port Jefferson port area to be transit oriented, walkable, near housing, retail, and employment.

Applicant: Incorporated Village of Port Jefferson



Infrastructure

Total Project Cost: \$50,000
REDC Recommended ESD Grant: \$25,000
5 Year Jobs Created/Retained: 0
5 Year Jobs Indirect/Construction: 0

Priority Project Funding

CFA#: 65980

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$25,000	Contractual Services	\$50,000
Other Public Funds	\$25,000		
Total Public Funds	\$50,000		
Private Sources of Funds			
Private			
<i>Total Private Funds</i>		<i>Total Cost</i>	\$50,000

Feasibility Study Phase 2

The Family Community Life Center will conduct a feasibility study for the sewer pump station system for the contemplated Family Community Life Center development in Riverhead.

Applicant: Family Community Life Center, Inc.



Infrastructure

Total Project Cost: \$100,000
REDC Recommended ESD Grant: \$10,000
5 Year Jobs Created/Retained: 1
5 Year Jobs Indirect/Construction: 0

Priority Project Funding

CFA#: 67674

Sources of Funds		Uses of Funds	
Public Sources of Funds		Use	Amount
ESD Capital Funds	\$10,000	Architectural and Engineering	\$50,000
		Contractual Services	\$50,000
Total Public Funds	\$10,000		
Private Sources of Funds			
Private	\$90,000		
<i>Total Private Funds</i>	\$90,000	<i>Total Cost</i>	\$100,000

Long Island Round 6 Priority & Regionally Significant Projects

Recommendations for Competitive Capital Funding



Regional Cluster,

Biotechnology



Veteran Support



Global NY



Downtown Revitalization



START-UP NY



Opportunity Agenda

Project	Description	CFA #	Direct Jobs Created	Construction Jobs	Total Project Cost	NYS Funds Recommended \$25 Million	NYS Funds Recommended \$10 Million
	Modern Meadow Inc., a Start UP NY company currently located in Brooklyn, will lease space at Farmingdale State College Bio Park for research, development and manufacturing of bio-fabricated leather products.	67438	235	61	\$19,000,000	\$3,000,000	\$1,000,000
	Luminati Aerospace will expand the development and manufacturing of unmanned aerial vehicles at Riverhead's Calverton Industrial park. The project will enhance the renewal of Long Island's aerospace industry.	68405	210	128	\$80,000,000	\$2,000,000	\$500,000
	The Feinstein Research Institute For Medical Research in Manhasset, the research arm of Northwell Health, will create a new laboratory to develop new medical devices and technologies.	66563	20	55	\$10,200,000	\$1,500,000	\$500,000
	The Town of Babylon will construct a new LIRR Train Station in the Opportunity Agenda area of Wyandanch.	68311	0	29	\$4,500,000	\$900,000	\$900,000
	Nassau County will construct three pedestrian bridges to connect the Nassau HUB development site with adjacent assets and attractions.	66747	0	98	\$18,400,000	\$3,000,000	\$1,000,000
	Montauk Inlet Seafood will expand their ice making capacity by creating a production, storage and distribution system to support local Montauk fishing vessels.	66963	5	8	\$1,500,000	\$300,000	\$300,000

Long Island Round 6 Priority & Regionally Significant Projects

Recommendations for Competitive Capital Funding



Regional Cluster,

Biotechnology



Veteran Support



Global NY



Downtown Revitalization



START-UP NY



Opportunity Agenda

Project	Description	CFA #	Direct Jobs Created	Construction Jobs	Total Project Cost	NYS Funds Recommended \$25 Million	NYS Funds Recommended \$10 Million
LIU Innovation and Entrepreneurship Park  	Long Island University will double the size of their Startup NY technology incubator on the Brookville campus and link important academic resources at LIU with future entrepreneurs.	67149	0	28	\$4,800,000	\$960,000	\$500,000
Hofstra University Consumer Behavior Market Research Laboratory	Hofstra University will construct and equip a Consumer Behavior Market Research Lab within its business school to better education its students and assist businesses.	65415	3	10	\$2,500,000	\$750,000	\$500,000
Stony Brook University School of Medicine Pre-Clinical MRI Equipment  	Stony Brook University's School of Medicine will invest in state of the art pre-clinical MRI equipment to enhance innovation and biotech discovery.	66477	9	7	\$4,282,550	\$750,000	\$500,000
North to South Downtown Riverhead East End Market  	North to South Real Estate will convert a vacant, deteriorating building in Downtown Riverhead into the Riverhead East End Market which will serve as a Food Market/Production Center.	66818	4	8	\$2,565,750	\$300,000	\$200,000
Suffolk County Community College Veterans Resource Center 	Suffolk County Community College will construct and equip a Veterans Resource Center on campus to assist veterans in all aspects of transitioning to academia and work.	65700	0	0	\$348,000	\$23,575	\$23,575
Incubator Kitchen at Old Bethpage Village Restoration  	Nassau County will partner with local agencies to establish a food manufacturing incubator at The Old Bethpage Village Restoration to support fledgling new food producers.	64763	0	2	\$1,000,000	\$200,000	\$150,000

Long Island Round 6 Priority & Regionally Significant Projects

Recommendations for Competitive Capital Funding



Regional Cluster,

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Downtown Revitalization



START-UP NY



Opportunity Agenda

Project	Description	CFA #	Direct Jobs Created	Construction Jobs	Total Project Cost	NYS Funds Recommended \$25 Million	NYS Funds Recommended \$10 Million
Winthrop-University Hospital's Hempstead Family Care Center   	Winthrop University Hospital will expand and renovate a family care center in the Village of Hempstead to provide needed healthcare services for Hempstead community and spur downtown revitalization efforts.	66642	80	50	\$10,000,000	\$1,500,000	\$500,000
Fisheries Future Fund	Peconic Land Trust will administer a cost-sharing grant program that will serve existing and new generations of fishermen to acquire the capital equipment needed to invest in their businesses.	66167	0	0	\$5,050,000	\$1,000,000	\$500,000
GKN Machining Equipment Acquisition  	GKN Aerospace in Amityville will acquire new advanced manufacturing equipment to increase efficiency and capacity.	64709	3	2	\$4,590,748	\$400,000	\$250,000
LS Packing Expansion  	L and S Packing Company in North Amityville will purchase, renovate, and equip new food production facility to establish new product line with locally grown produce.	68189	18	1	\$1,180,000	\$236,000	\$100,000
Babylon Village Theater 	Main Street Theatre Partners will renovate and repurpose the former Babylon Village Movie Theater to a live theatrical venue.	63604	0	5	\$2,628,750	\$500,000	\$150,000
Wyandanch Rising Building E   	The Community Development Corporation of Long Island will construct infrastructure to support a mixed use building with affordable housing and commercial space in the Wyandanch Opportunity Agenda Area.	68148	2	235	\$40,527,464	\$1,500,000	\$500,000

Long Island Round 6 Priority & Regionally Significant Projects

Recommendations for Competitive Capital Funding



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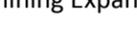
Downtown Revitalization



START-UP NY



Opportunity Agenda

Project	Description	CFA #	Direct Jobs Created	Construction Jobs	Total Project Cost	NYS Funds Recommended \$25 Million	NYS Funds Recommended \$10 Million
Patchogue Gateway Transportation Center  	Suffolk County will construct a bus rapid transit station in the Village of Patchogue to further support the Suffolk County transportation plan.	68097	0	32	\$6,500,000	\$1,000,000	\$300,000
Stony Brook University eMINDSET-Engineering School Expansion  	Stony Brook University's School of Engineering will expand labs and teaching facilities to increase number of graduating engineers.	66099	6	3	\$2,125,000	\$350,000	\$150,000
Southampton Hospital Cancer Center   	Southampton Hospital will create the Phillips Family Cancer Center to provide a broad range of cancer support services to the under served populations in Eastern Suffolk.	64747	20	97	\$14,000,000	\$1,500,000	\$500,000
Qosina Corp Clean Room Construction   	Qosina Corp., a Ronkonkoma distributor of medical supplies will construct a clean room to increase new product assembly operations.	66325	10	0	\$955,378	\$190,000	\$100,000
C&H Machining Expansion Project   	C&H Machining, Inc. in Bohemia will purchase advanced manufacturing equipment to improve quality and efficiency throughout their product line.	63648	1	0	\$66,000	\$13,200	\$13,200

Long Island Round 6 Priority & Regionally Significant Projects

Recommendations for Competitive Capital Funding



Regional Cluster,

Biotechnology



Veteran Support



Global NY



Downtown Revitalization



START-UP NY



Opportunity Agenda

Project	Description	CFA #	Direct Jobs Created	Construction Jobs	Total Project Cost	NYS Funds Recommended \$25 Million	NYS Funds Recommended \$10 Million
Alken Capital Expenditures 	Alken Industries, a Ronkonkoma aerospace company, will purchase equipment to increase its advanced manufacturing capabilities and increase its global exporting capacity.	65043	4	0	\$2,045,000	\$200,000	\$75,000
LGBT Community Center Phase 2 	The LGBT Network will expand its Patchogue facility to offer workplace initiative training, health services and cultural exhibition space to the LGBT community.	66562	9	17	\$3,000,000	\$500,000	\$250,000
Sheltair Farmingdale LLC	Sheltair in Farmingdale will construct two new hangars as part of an overall modernization of the aviation campus at Republic Airport.	68606	0	62	\$9,400,000	\$500,000	\$200,000
Satur Farms Salad Green 14-head Bag Fill Line 	Satur Farms, located in Cutchogue, will acquire new and modify existing equipment for the processing and packing of field-grown leafy green salads.	68466	10	0	\$455,640	\$75,940	\$75,940
Industrial Metals Expansion 	Industrial Metals International, a Ronkonkoma aerospace company, will purchase equipment to expand its capabilities, improve efficiency, and increase its export capacity.	67652	2	0	\$145,281	\$29,056	\$29,056
Globe Grinding Expansion 	Globe Grinding in Copiague will acquire new equipment for enhanced grinding manufacturing capabilities.	67459	4	0	\$1,750,000	\$200,000	\$150,000
Framerica Wood working equipment purchase 	Framerica in Yaphank will acquire an updated wood molder machine providing greater capacity and flexibility in production.	65695	4	0	\$250,000	\$50,000	\$50,000

Long Island Round 6 Priority & Regionally Significant Projects

Recommendations for Competitive Capital Funding



Regional Cluster,

Biotechnology



Veteran Support



Global NY



Downtown Revitalization



START-UP NY



Opportunity Agenda

Project	Description	CFA #	Direct Jobs Created	Construction Jobs	Total Project Cost	NYS Funds Recommended \$25 Million	NYS Funds Recommended \$10 Million
Advanced Manufacturing Equipment Acquisition  	VE Power Door Company in Brentwood will acquire CNC work center machinery to produce components more efficiently and precisely.	65170	11	1	\$599,141	\$112,000	\$50,000
Long Island Manufacturing Group Competitiveness Project	The newly established Manufacturing Consortium of Long Island, a not for profit supporting manufacturing companies, will oversee a group grant initiative to help smaller manufacturers purchase new equipment.	68479	47	2	\$7,500,000	\$500,000	\$0
Mercy Medical Center Integrated Outpatient Center	Catholic Health Services will construct an Outpatient Center at Mercy Hospital in Rockville Centre to provide integrated community health services and expanded access to primary care services.	67857	21	34	\$7,561,825	\$500,000	\$0
NYIT Bio Med and Environmental Research and Training Lab 	New York Institute of Technology in Old Westbury will create a new biomedical and environmental laboratory for research and teaching.	66969	5	0	\$500,000	\$100,000	\$0
Cold Spring Harbor Laboratory Center for Renewable Energy 	Cold Spring Harbor Laboratory will establish a Center for Renewable Energy to research the development of biofuels and solar energy.	65665	2	0	\$1,000,000	\$200,000	\$0
Theodore Roosevelt Audubon New York Center for Long Island Conservation	The Theodore Roosevelt Sanctuary & Audubon Center in Oyster Bay will improve Sanctuary grounds and facilities to engage people in the protection of the Long Island ecosystem for the benefit of birds, people, and communities.	65252	0	0	\$1,313,538	\$75,000	\$0

Long Island Round 6 Priority & Regionally Significant Projects

Recommendations for Competitive Capital Funding



Regional Cluster,

Biotechnology



Veteran Support



Global NY



Downtown Revitalization



START-UP NY



Opportunity Agenda

Project	Description	CFA #	Direct Jobs Created	Construction Jobs	Total Project Cost	NYS Funds Recommended \$25 Million	NYS Funds Recommended \$10 Million
Port Jefferson Village Inclusive Play Downtown Park 	The Village of Port Jefferson will install ADA upgrades to its Downtown Park.	65176	2	4	\$600,000	\$120,000	\$0
Phase 2 Development of Good Ground Park	The Town of Southampton will complete Phase II of Good Ground Park which will include a comfort station, play areas for children, street and park lighting, park furnishings, landscaping, and architectural elements required to complete the park's amphitheater.	63424	0	7	\$1,064,000	\$100,000	\$0
Recommended Funding							
		38 Projects	747	986	\$ 273,904,065	\$ 25,134,771	\$ 10,016,771



Long Island Round 6 Priority & Regionally Significant Projects

Recommendations

Project	Description	CFA #	Jobs Created	Construction Jobs	Total Project Cost	NYS Funds Recommended \$25 Million	NYS Funds Recommended \$10 Million
Strategic Planning & Feasibility Studies Recommendations							
Wyandanch Village Recharge Basin Relocation Study 	Suffolk County will conduct a feasibility study to relocate the Wyandanch Village recharge basin.	67489	0	0	\$50,000	\$25,000	\$25,000
Upper Port Jefferson Urban Renewal Study   	The Village of Port Jefferson will complete an Urban Renewal Plan to revitalize the Upper Port Jefferson port area to be transit oriented, walkable, near housing, retail, and employment.	65980	0	0	\$50,000	\$25,000	\$25,000
The Uniondale Bridge Project   	Nassau County and the Greater Uniondale Area Action Coalition will develop a plan to renovate a vacant parcel in downtown Uniondale as a workforce development and training facility.	67220	0	0	\$100,000	\$40,000	\$40,000
Family Community Life Center Feasibility Study Phase 2	The Family Community Life Center will conduct a feasibility study for the sewer pump station system for the contemplated Family Community Life Center development in Riverhead.	67674	0	0	\$100,000	\$10,000	\$10,000
Recommended Funding		4 Projects	0	0	\$300,000	\$100,000	\$100,000



Long Island Round 6 Priority & Regionally Significant Projects

Recommendations

Excelsior Jobs Program Recommendations

Project	Description	CFA #	Jobs Created	Construction Jobs	Total Project Cost	NYS Funds Recommended
Modern Meadow Manufacturing Facility   	Modern Meadow Inc., a Start UP NY company currently located in Brooklyn, will lease space at Farmingdale State College Broad Hollow Bioscience Park for research, development and manufacturing of bio-fabricated leather products.	67438	235	0	\$19,000,000	\$10,000,000
Luminati Aerospace   	Luminati Aerospace will expand the development and manufacturing of unmanned aerial vehicles at Riverhead's Calverton Industrial park. The project will enhance the renewal of Long Island's aerospace industry.	68405	210	0	\$80,000,000	\$5,000,000
Alpine Expand for Success	Alpine will expand to begin production of an assembly line for a newly patented commercial door operator.	61903	10	2	\$878,000	\$100,000
BGA Growth and Expansion	BGA Technology will add robotic capabilities to meet the growing production demand of their products.	67920	53	0	\$14,117,550	\$520,420
Checkmate Growth and Expansion	Checkmate Industries in Wyandanch will acquire a new facility, make renovations and add new manufacturing equipment to modernize their operations.	64501	35	2	\$16,340,100	\$334,614
EXCELSIOR TOTALS		5 Projects	543	4	\$ 130,335,650	\$ 15,955,034

WHAT WE'RE DOING ...

ALL REGIONAL COUNCIL PRIORITY PROJECTS BY AGENCY (SCORE OF 20)

CFA	Applicant	Project Name	Eligible Agencies	County	Advances Regional Priorities	Supports Downtown Revitalization	Supports Workforce Development	Supports the Regional Cluster Plan - Biotechnology	Supports the Opportunity Agenda Initiative	Supports the Global NY Initiative	Supports Opportunities for Veterans
ARTS											
53403	Patchogue Arts Council	Hiring Funds	ARTS	Suffolk	X	X					X
66428	Town of North Hempstead	New Cassel Wayfinding	ARTS	Nassau	X	X					X
67931	Standby Program	Administrative Position	ARTS	Nassau	X						
66572	Long Island Arts Alliance	Long Island Art and Culture Tourism Initiative	ARTS, ESD	Nassau, Suffolk	X	X				X	
66664	Adelphi University	Integrated Marketing Plan for the AUPAC 10th Anniversary Season	ARTS, ESD	Nassau	X	X	X		X	X	X
65965	Friends of The Coltrane Home	The Coltrane Home - Restoring the Home of an American Jazz Great	ARTS, PARKS	Suffolk	X		X				X
67300	Tesla Science Center at Wardenclyffe	TSC infrastructure	ARTS, PARKS	Suffolk	X	X	X				X
DEC											
64351	Nassau County Department of Public Works	Heisser Drain Improvement Project	DEC	Nassau	X						
66415	Town of North Hempstead	Hempstead Harbor Wetland Restoration	DEC	Nassau	X						X
66830	Town of Brookhaven	North and South Shore Pumpout Stations	DEC	Suffolk	X						
67241	Suffolk County Department of Parks Recreation and Conservation	Woodhull Dam Fish Passage and Peconic River Connectivity Project Implementation and Monitoring	DEC	Suffolk	X	X	X				
67527	Village of Saitaire	Tidal Wetlands Restoration for Flood Mitigation	DEC	Suffolk	X	X					
68252	Town of Brookhaven	Swan River Fish Ladder	DEC	Suffolk	X	X	X				
68315	Town of Brookhaven	Retrofit Implementation Inventory and Prioritization	DEC	Suffolk	X		X				
DOL											
63371	Town of Hempstead Department of Occupational Resources	HempsteadWorks Career Pathways Project	DOL	Nassau	X		X				
63367	Town of Hempstead Department of Occupational Resources	HempsteadWorks Sector Strategies Project - Significant Industries	DOL	Nassau	X		X				X
63666	Suffolk County Department of Labor Licensing and Consumer Affairs	Project SCHOOL	DOL	Suffolk	X		X				
64165	Leviton Manufacturing	Training Grant 2017	DOL	Suffolk	X		X				
64251	AuChem Corporation	Advanced Manufacturing Employee Training	DOL	suffolk	X		X				
64518	Anneal Pharmaceuticals	Existing Employee Training Program	DOL	Suffolk	X		X	X			
64813	SCCC	UWT updated	DOL	Suffolk	X		X				
65153	Graphic Image Inc	Staff Training	DOL	Suffolk	X		X				

WHAT WE'RE DOING ...

ALL REGIONAL COUNCIL PRIORITY PROJECTS BY AGENCY (SCORE OF 20)

CFA	Applicant	Project Name	Eligible Agencies	County	Advances Regional Priorities	Supports Downtown Revitalization	Supports Workforce Development	Supports the Regional Cluster Plan - Biotechnology	Supports the Opportunity Agenda Initiative	Supports the Global NY Initiative	Supports Opportunities for Veterans
65239	Molloy College	Microsoft Office Specialist Training (M.O.S.T.) at Molloy College	DOL	Nassau	X		X				
65330	ClearVision Optical	CFA Grant 2016	DOL	Suffolk	X		X				
65391	CPI Aero	Apprentice Program	DOL	Suffolk	X		X				
65868	US Nonwovens Corp	US Nonwovens 2016 EET	DOL	Suffolk	X		X				
66516	Bearings Limited	Bearings Limited 2016 NYS EET Project	DOL	Suffolk	X		X				X
66967	South Nassau Communities Hospital	Existing Employee Training	DOL	Nassau	X		X				
67303	Luitpold Pharmaceuticals	Training Grant	DOL	Suffolk	X		X	X			
67322	Custom Computer Specialists Inc	Existing Employee Training Program RFP	DOL	Suffolk	X		X				
67719	Cambridge Business Institute	Certified Nurse Assistant Training	DOL	Nassau, Suffolk	X	X	X				
68264	Stony Brook University	Project Management Training for Unemployed Workers	DOL	Suffolk	X		X				
68281	C&H MACHINING, INC.	AS9100 CONVERSION REV./D TRAINING	DOL	Suffolk	X		X				
68499	Piper Plastics Corp	Advancing Efficiency and Quality for a Biotech Manufacturer	DOL	Suffolk	X		X				
68624	East West Industries	East West Industries Training Project	DOL	Suffolk	X		X				
64709	GKN Aerospace Monitor Inc	GKN Machining Training Project 2016	DOL,ESD	Suffolk	X		X			X	X
65170	VE Power Door Co Inc	Enhancing Skills for Advanced Manufacturing	DOL,ESD	Suffolk	X		X	X			X
66325	Qosina Corp	Training	DOL,ESD	Suffolk	X		X	X			X
DOS											
62311	Town of Southold	Bay to Sound Integrated Trails Initiative	DOS	Suffolk	X						
64953	City of Long Beach	The Downtown Long Beach Resilient Connectivity for Park Avenue-Phase II	DOS	Nassau	X	X					
64991	City of Glen Cove	Western Gateway to the Waterfront and the Downtown	DOS	Nassau	X	X	X				
65110	Suffolk County Department of Economic Development and Planning	Suffolk County Blueway Trail	DOS	Suffolk	X	X	X				
65301	Roslyn Landmark Society	Local Waterfront Grist Mill Village	DOS	Nassau	X	X					X
65981	Town of North Hempstead	Emergency Data and Phone Installation	DOS	Nassau	X		X		X		X
66013	Town of Oyster Bay	Town of Oyster Bay Local Waterfront Revitalization Plan Completion	DOS	Nassau	X	X					
66098	Village of Patchogue CDA	Village of Patchogue Shoreline Protection Project	DOS	Suffolk	X						
66416	Town of North Hempstead	Manhasset Bay Bay Walk Installation	DOS	Nassau	X	X					X

WHAT WE'RE DOING ...

ALL REGIONAL COUNCIL PRIORITY PROJECTS BY AGENCY (SCORE OF 20)

CFA	Applicant	Project Name	Eligible Agencies	County	Advances Regional Priorities	Supports Downtown Revitalization	Supports Workforce Development	Supports the Regional Cluster Plan - Biotechnology	Supports the Opportunity Agenda Initiative	Supports the Global NY Initiative	Supports Opportunities for Veterans
67396	Inc Village of Freeport	NEW YORK STATE WATER TRAIL TOURISM SUMMIT	DOS	Nassau	X	X					
68344	Nassau County Police Department	Nassau County Law Enforcement Records Management System Consolidation and Efficiency Project	DOS	Nassau	X						
63651	Save The Sound	Sunken Meadow	EFC	Nassau	X		X				X
ESD											
63604	Main Street Theatre Partners LLC	Babylon Village Theater	ESD	Suffolk	X	X					
63648	CH MACHINING, INC.	C&H MACHINING, INC. EQUIPMENT ACQUISITION	ESD	Suffolk	X						
64340	Stony Brook University	SBU State Certified Incubator	ESD	Suffolk, Nassau	X		X	X			X
64747	Southampton Hospital Association	Cancer Center	ESD	Suffolk	X	X	X	X			X
64763	Nassau County Department of Parks Recreation and Museums	Incubator Kitchen at Old Bethpage Village Restoration	ESD	Nassau	X	X	X	X			X
65043	Alken Industries	Alken Capital Expenditures	ESD	Suffolk	X					X	X
65415	Hofstra University	Hofstra University Consumer Behavior Market Research Laboratory	ESD	Nassau	X						
65575	Town of Smithtown Planning Department	Kings Park Hike and Bike/Greenbelt Trail Marketing Campaign	ESD	Suffolk	X	X					
65695	Framerica Corporation	Wood working equipment purchase	ESD	Suffolk	X						X
65700	Suffolk County Community College	Veterans Resource Center	ESD	Suffolk	X						X
65980	Village of Port Jefferson	Upper Port Jefferson Urban Renewal Study	ESD	Suffolk	X	X		X			X
66099	Stony Brook University	eMINDESET	ESD	Suffolk	X		X				X
66167	Peconic Land Trust Incorporated	Fisheries Future Fund	ESD	Suffolk, Nassau	X						
66477	Stony Brook Medicine	Preclinical IMR Imaging Center at Stony Brook	ESD	Suffolk	X			X			X
66562	Long Island GLBT Health Human Services Network DBA LGBT Network	LGBT Network Patchogue Center Phase 2	ESD	Suffolk	X	X	X		X		X
66563	Northwell Health	Center for Advanced Engineering at the Feinstein Institute for Medical Research	ESD	Nassau	X			X			
66642	Winthrop-University Hospital Association	Winthrop-University Hospital's Family Care Center	ESD	Nassau	X	X	X	X			X
66747	County of Nassau	Green Pedestrian Connections at the Nassau Hub	ESD	Nassau	X	X	X				X
66818	North to South Real Estate LLC	Downtown Riverhead East End Market	ESD	Suffolk	X	X	X				X
66836	St Josephs College	Long Island Hospitality Tourism Management Link to Education	ESD	Suffolk	X	X	X				X

WHAT WE'RE DOING ...

ALL REGIONAL COUNCIL PRIORITY PROJECTS BY AGENCY (SCORE OF 20)

CFA	Applicant	Project Name	Eligible Agencies	County	Advances Regional Priorities	Supports Downtown Revitalization	Supports Workforce Development	Supports the Regional Cluster Plan - Biotechnology	Supports the Opportunity Agenda Initiative	Supports the Global NY Initiative	Supports Opportunities for Veterans
66963	Inlet Seafood	Inlet Seafood Ice Project	ESD	Suffolk	X						
67149	Long Island University	LIU's Innovation and Entrepreneurship Park	ESD	Nassau	X		X		X		X
67220	Greater Uniondale Area Action Coalition	Employment and Workforce Plan for Uniondale	ESD	Nassau	X	X	X		X		X
67398	East End Tourism Alliance	FIND IT ON THE FORKS The Definitive OneStop Shop for all East End Excursions and Events	ESD	Suffolk	X					X	
67438	Modern Meadow	Modern Meadow Manufacturing Facility	ESD	Suffolk	X		X		X		X
67459	Globe Grinding	Globe Grinding Expansion	ESD	Suffolk	X					X	X
67489	Suffolk County	Wyandanch Village Recharge Basin Relocation Study	ESD	Suffolk	X	X					
67652	Industrial Metals International Limited	Industrial Metals Expansion	ESD	Suffolk	X					X	X
67674	Family Community Life Center	FCLC 2016	ESD	Suffolk	X						
67707	Long Island GLBT Health Human Services Network DBA LGBT Network	Pride on the Beach!	ESD	Nassau	X	X			X		X
68097	Suffolk County	Gateway to Patchogue	ESD	Suffolk	X	X	X		X		X
68118	Cinema Arts Centre	Youth Food Revolution	ESD	Suffolk	X		X		X		
68146	New York Institute of Technology	NYIT Business Incubator	ESD	Nassau	X	X	X	X	X		X
68148	Community Development Corporation of Long Island	Wyandanch Rising Building E	ESD	Suffolk	X	X	X		X		X
68189	L and S Packing Co Inc	LS Packing Expansion	ESD	Suffolk	X		X		X		X
68280	Long Island Convention and Visitors Bureau and Sports Commission	Welcome to New York City and Long Island A Cooperative International Marketing Initiative for two REDC Regions	ESD	Suffolk, Nassau	X					X	
68311	Town of Babylon	Wyandanch Train Station	ESD	Suffolk	X	X	X		X		
68405	Luminati Aerospace	Luminati Aerospace	ESD	Suffolk	X				X		X
68466	Satur Farms LLC	Salad Green 14head Bag Fill Line	ESD	Suffolk	X		X		X		X
68606	Sheltair Farmingdale LLC	Sheltair Farmingdale LLC	ESD	Suffolk	X		X				
66572	Long Island Arts Alliance	Long Island Art and Culture Tourism Initiative	ESD, ARTS	Nassau, Suffolk	X	X				X	
66664	Adelphi University	Integrated Marketing Plan for the AUPAC 10th Anniversary Season	ESD, ARTS	Nassau	X	X	X		X		X
66325	Qosina Corp	Training	ESD, DOL	Suffolk	X		X		X		X
64709	GKN Aerospace Monitor Inc	GKN Machining Training Project 2016	ESD, DOL	Suffolk	X		X		X		X
65170	VE Power Door Co Inc	Enhancing Skills for Advanced Manufacturing	ESD, DOL	Suffolk	X		X		X		X
HCR	Village of Patchogue CDA	Village of Patchogue 2017 NYMS Program	HCR	Suffolk	X	X	X		X		X

WHAT WE'RE DOING ...

ALL REGIONAL COUNCIL PRIORITY PROJECTS BY AGENCY (SCORE OF 20)

CFA	Applicant	Project Name	Eligible Agencies	County	Advances Regional Priorities	Supports Downtown Revitalization	Supports Workforce Development	Supports the Regional Cluster Plan - Biotechnology	Supports the Opportunity Agenda Initiative	Supports the Global NY Initiative	Supports Opportunities for Veterans
67769	Town of Riverhead	Riverhead East End Market Concept	HCR	Suffolk	X	X	X		X		
PARKS											
63401	Town of Riverhead	EPCAL Athletic Trail	PARKS	Suffolk	X	X	X		X		X
65192	Village of Babylon	Historic Argyle Lake Park Shoreline Restoration	PARKS	Suffolk	X	X	X		X	X	X
65573	Town of Smithtown Planning Department	Open space acquisition Ryan property	PARKS	Suffolk	X						
66413	Town of North Hempstead	Hempstead Harbor Shoreline Trail Extension	PARKS	Nassau	X	X	X				X
67924	Sands Point Preserve Conservancy	Hempstead House Roof Repair and Restoration Project	PARKS	Nassau	X						
68177	Town of Brookhaven	South Setauket Park	PARKS	Suffolk	X						
65965	Friends of The Coltrane Home	The Coltrane Home - Restoring the Home of an American Jazz Great	PARKS, ARTS	Suffolk	X		X				X
67300	Tesla Science Center at Wardencliff	TSC infrastructure	PARKS, ARTS	Suffolk	X	X	X				X

Part Four Participation

Work Group Descriptions

Our work groups are at the heart of our efforts to reach out to as many Long Islanders as possible and to develop an inclusive, “bottom up” agenda for transformative economic change. Literally hundreds of people are members of the work groups and the countless hours they collectively devote to their tasks – including participation in community outreach -- have been at the heart of our success.

The LIREDC has five active work groups, including a broad range of both public and private stakeholders. These volunteers lend their time and expertise to the LIREDC. Through their public outreach efforts they entice untapped applicants to bring their projects before the council; they vet these projects against our regional strategies and help to identify those priority projects that assist the LIREDC in keeping a robust project pipeline towards implementing both state and regional strategies moving forward.

Workforce, Education and Veterans Work Group

The Workforce Development work group worked intensely this year to develop new sector-based strategies to support the region’s workforce development. This is one of our larger and most active groups consisting of representatives from government, business, industry, and conventional and non-conventional educational environments. This group met multiple times, both as a whole and in sector-based subcommittees, to support the work of the regional council with the creation of both training and educational programs to produce a qualified workforce to meet the demands of business and industry on Long Island. As this work group’s primary goal is to development workforce programs we invited the members of our Veterans work group to the table to collaborate, as they have identified deficiencies in opportunities for our returning veterans. Together this group was able to increase commitments from Round six applicants to train and hire veterans on Long Island.

Innovation, Industry Cluster and Global NY Work Group

The Innovation and Industry Cluster Work Group is comprised of leadership from the region's premier universities and research institutions as well as local businesses, hospitals and economic development agencies. Last year this group identified biotechnology as the region’s industry cluster and developed specific strategies to foster that industry. This year group has continued to identify, shape and support projects that align with regional strategies for technology commercialization. Since collaboration within and between work groups is encouraged, this round Global NY was merged into the Innovation and Industry Cluster work group to further identify strategies and projects to boost Long Island exports and increase foreign direct investment.

WHAT WE'RE DOING ...

Opportunity Agenda Work Group

The Opportunity Agenda work group continues to analyze and focus on the needs of the economically distressed community of Wyandanch and expanded the revitalization resources of the Council to include Huntington Station as a secondary area of focus on Long Island. Our goal for both of these communities is ensuring the development of inclusive economic development policies that can be replicated island wide.

Infrastructure Work Group

Nearly 40 people, comprised of professionals from various backgrounds, continue their collaborative work towards developing infrastructure projects essential to growth. The infrastructure strategies established five years ago have guided their actions through every round. Project initiatives for revitalizing downtowns, creating new housing, and upgrading our infrastructure have ensured our region's growth. In 2016, the group challenged itself to achieve a broader outreach to increase the pipeline flow of new projects. Further discussion also initiated a process for reviewing metrics to measure their progress and effectiveness.

Natural Assets and Tourism Work Group

The Natural Assets and Tourism Work Group features a broad mix of individuals well-versed in the region's critical agriculture, aquaculture, and tourism sectors. Since 2011, the group has devised strategies to enhance the economic potential of our Natural Assets. The group, which was very direct about reminding the broader council of the sector's importance, is committed to Long Island's historic agricultural tradition through sustainable growth in the Island's food, fish and beverage industries. As stated above we encourage collaboration within and between work groups, so we merged our Path Through History work group into the Natural Assets. Together this group focused on projects that increase the economic potential of our Natural Assets, increase the opportunity for exports and that promote year round tourism in the Long Island Region.

Writers Work Group

The Writers Work Group consists of a dedicated staff of individuals who are embedded in our work groups and whose knowledge of Long Island and ties to the community – as well as their writing ability – allows them to weave the narrative and analytic tale of our regional progress and our promise. Our story could not be told with such aspirational eloquence and expertise without these individuals who give so much of their time and talent.



WORK GROUP MEMBERS

B. Work Group Members

Innovation, Industry Clusters

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Lisa Broughton, Suffolk County Economic Dev.
David L. Calone, Jove Partners
Bob Catell, Advanced Energy Research & Technology Center
Resi Cooper, Cooper Hill
Chris Czura, Feinstein Institute
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Tracey Edwards, Verizon Communications

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Doon Gibbs, Brookhaven National Laboratory
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Rupert Hopkins, XSB
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Ann-Marie Scheidt, Stony Brook University
Jay Schoenfeld,
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Charlie Strain, Farrell Fritz, P.C.
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Bob Isaksen*, Bank of America
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Sven Doerge, Festo Corporation
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Susan Guliani, NYS Parks
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Eileen Krieb, Nassau County Parks Recreation and Museums

Howard Kroplick, Vanderbilt Motor Parkway Historical Preservation Society
Donna Lanzetta, Manna Fish Farm
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Kevin McDonald, The Nature Conservancy
Erin McDonell, Seacliff Village Hall Interior Repair & Renovation
Nancy Melius, Gold Coast Mansions/Oheka Castle
Vito Minei, Cornell Cooperative Extension – Suffolk
James Montalto, Stony Brook University
Paul Monte, Gurney's Inn
Gary Monti, Cradle of Aviation
Beth Motschenbacher, Hallockville Museum Farm
Andrew Parton, Cradle of Aviation
John Pavacic, Central Pine Barrens Joint Planning and Policy Commission
Lance Reinheimer, The Vanderbilt Museum
August Ruckdeschel, Suffolk County
Ron Rudaitis, Cinema Arts Centre
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Michael Schantz, Heckscher Museum of Art
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Theresa Statz-Smith, Long Island Arts Alliance
Ed Thompson, Molloy College
Linda Walch, Huntington Historical Society
Sharon Wyman, Discover Long Island
Francis Zappone, Town of Southampton
Julie Zaykowski, Peconic Land Trust
Dagnia Zeidlickis, Cold Spring Harbor Laboratory

WORK GROUP MEMBERS

<u>Date</u>	<u>Event</u>	<u>Venue</u>	<u>Town</u>	<u>Attendees</u>
CFA WORKSHOP				
5/9/2016	CFA Workshop	Hofstra University	Hempstead	75
6/7/2016	CFA Workshop	Stony Brook University	Stony Brook	75
ESD CFA INFO SESSION				
6/1/2016	ESD CFA Info Sessions	ESD LIRO	Hauppauge	5
6/15/2016	ESD CFA Info Sessions	ESD LIRO	Hauppauge	14
6/29/2016	ESD CFA Info Sessions	ESD LIRO	Hauppauge	6
WORKGROUP MEETINGS				
5/16/2016	Workforce, Education and Veterans	ESD LIRO	Hauppauge	15
5/16/2016	Opportunity Agenda	ESD LIRO	Hauppauge	25
6/8/2016	Workforce, Education and Veterans	ESD LIRO	Hauppauge	25
6/8/2016	Infrastructure	ESD LIRO	Hauppauge	20
6/9/2016	Innovation	ESD LRO	Hauppauge	10
6/9/2016	Global	ESD LIRO	Hauppauge	5
6/9/2016	Opportunity Agenda	ESD LIRO	Hauppauge	20
6/17/2016	Natural Assets and Tourism	ESD LIRO	Hauppauge	20
6/23/2016	Workforce, Education and Veterans	ESD LIRO	Hauppauge	20
7/13/2016	Infrastructure	ESD LIRO	Hauppauge	40
7/18/2016	Opportunity Agenda	ESD LIRO	Hauppauge	20
7/20/2016	Natural Assets and Tourism	ESD LIRO	Hauppauge	20
7/21/2016	Workforce, Education and Veterans	ESD LIRO	Hauppauge	25
OTHER				
1/19/16	Wyandanch Leadership Committee Meeting	Wheatley Heights/Wyandanch Ambulance Corp	Wheatley Heights	75
2/23/2016	LIREDC Meeting	Hofstra University	Hempstead	100
4/15/2016	HIA- Economic Development Meeting	Stonebridge Country Club	Smithtown	80
5/2/2016	Global NY Event	The Morrelly Homeland Security Center	West Bethpage	100
5/9/2016	LIREDC Meeting	Hofstra University	Hempstead	100
5/12/2016	The Vision Long Island Board Meeting	RXR	Melville	15
5/24/2016	Nassau Bar Association Meeting	Nassau Bar Association	Mineola	30
6/21/16	Wyandanch Leadership Committee Meeting	Wheatley Heights/Wyandanch Ambulance Corp	Wheatley Heights	75
6/27/2016	Restore NY Info Session	Hofstra University	Hempstead	25
6/28/2016	MWBE Expo	Stony Brook University	Stony Brook	200
6/28/2016	LIREDC Meeting	Long Island Association	Melville	100
7/14/2016	Sayville Chamber		Sayville	40
5/2016-7/2016	DRI, Restore NY, CFA info	Email/calls		113
1/2016 – 7/2016	Social Media Outreach to General Public	Facebook, Twitter	Online	2,000
			Public Outreach Total	5,341

WHAT WE'RE DOING ...



MAYOR, PETER CAVALLARO
VILLAGE OF WESTBURY

It's no coincidence that Westbury's resurgence tracks the rise of Peter Cavallaro's role in village affairs.

As we've seen in other communities that have set the pace for progress on Long Island, it takes strong local leaders whose civic service has earned them the confidence of their neighbors and whose vision and passion can rally them toward transformative change. That describes Cavallaro to a "T" – or make that a "W" for his 30 year commitment to Westbury's revival. And it makes the village a perfect choice for the \$10 million state grant as Long Island's Downtown Revitalization Initiative awardee.

"The DRI grant is extremely important for the Village as it will enable us to continue our downtown revitalization, and take it to the next level," said Cavallaro who humbly credits literally hundreds of people for Westbury's progress. "Our revitalization efforts go back 16 or 17 years, with the façade improvements, development of many multi-family residential projects, our development of the Piazza pocket park in the center of town, and the approval and opening of The Space at Westbury, a unique performing arts theater. But we have so much more to do."

Cavallaro, who was appointed to the village planning board in 1986 before being elected a trustee and then mayor in 2009, has created a culture of collaboration that has brought together the village's diverse communities so that all are part of the planning – and that all benefit.

"I think Westbury can be a model for the future of Nassau County, and indeed for other maturing suburban communities that are faced with growing, aging and more diverse populations, that want to attract and retain younger residents," Cavallaro said after a DRI planning meeting at village hall. "We have thus far had a community consensus that we want to pursue policies and actions that will allow our community to remain attractive, stable, financially sound, relevant and sustainable for the future."

Part Five: Downtown Revitalization Plan

Downtowns matter. And Governor Andrew Cuomo's new Downtown Revitalization Initiative should give a boost to Long Islanders who believe – as the LIREDC does fervently – that revitalizing our village centers is critical to creating a diverse, sustainable economy.

Healthy downtowns, particularly those with affordable rentals and mass transportation to get people out of their cars, is a way of reducing carbon emissions, relieving congestion and retaining both Millennials and Baby Boomers who, for different reasons, don't want to live in a traditional single family home. More people living, working or playing downtown means busier shops that, in turn, can increase property values throughout the village and offset tax burdens borne primarily by homeowners.

Nowadays, more and more local leaders are open to "densifying" their downtowns. In fact, Empire State Development received 21 proposals from communities seeking the DRI designation and the \$10 million award that comes with it.

A decade ago, however – before the advocacy and outreach work of the LIREDC and other organizations that pushed a downtown agenda – a lot of villages would have walked away from the money. There still wasn't a consensus for change at the community level.

Yes, for decades after indoor malls and strip shopping centers helped drain the life out of dozens of our Main Streets, Long Islanders seemed to forget the importance of vibrant village

downtowns as places to live, work and play. Some downtowns had been centers of social and economic life since Colonial times, a waste of an historical legacy and a fiscal opportunity to generate more jobs and tax revenues. Some village hubs remained attractive to shoppers, diners, merchants and investors, but all too many became little more than places to park before catching a train to New York City. Again, a waste.

Since its inception, the LIREDC has have been determined to do something to aid Main Street revival. The Council has consistently advocated for "smart growth," transit-oriented development in downtowns where local officials, businesses and residents want it. Indeed, two Key Strategies in our first Strategic Action Plan emphasized the needs to renew downtowns around transit hubs and to provide the resources to build the sewers and other infrastructure that would permit denser apartments and commercial space.



WHAT WE'RE DOING ...

Sewers aren't sexy, to say the least, and they don't produce many jobs beyond the temporary ones for construction – yet. But our infrastructure investments laid the foundation, literally, for affordable, mixed-use developments that have moved the dial of need – and interest – throughout Long Island. And for the last five years, LIREDC-recommended projects have aided in the transformation of places like Coram, Copiague, Riverhead, Ronkonkoma and Wyandanch.

Governor Cuomo's Opportunity Agenda paved the way for the DRI. The remarkable LIREDC-supported revival of Wyandanch – featuring what amounts to a new downtown with affordable apartments, retail shops, parks, a parking garage, and a rebuilt LIRR station – has become a model of how a very poor hamlet could rise on the strength of community-created plan and targeted state resources.

What we've learned in Wyandanch and in the other downtowns where we've worked should help us help our DRI.

One thing is evident from these examples of villages on the upswing: The community and its leadership must have a vision and a plan to be successful. Thus, the LIREDC gladly accepted the challenge this year to choose one Long Island community to receive \$10 million to implement its vision for a revitalized downtown. That community is the demographically diverse Village of Westbury.

The Process

Long Island has nearly 100 incorporated villages and multitudes of unincorporated villages with distinct downtowns. The LIREDC wanted to guarantee that all potential applicants for the DRI were informed about the opportunity and had the chance to apply. Thus, extensive outreach to all village mayors and town supervisors was undertaken. The LIREDC ultimately received 21 applications. All the applications were excellent and the LIREDC had its work cut out for it to choose only one.

First we created a smaller subcommittee to review the applications and make a recommendation to the full council. After reviewing the applications in light of the established criteria, six applicants were chosen to meet with the committee and further explain their vision. Finally the top two applicants were presented to the full council which ultimately voted on Westbury to receive the award.

The Village of Westbury

Located in central Nassau County, the village chose to nominate its Downtown Business District for the DRI. This district encompasses Post Avenue, and intersecting side streets, from Jericho Turnpike on its northern border to Old Country Road on its southern edge. Post Avenue is a major north-south thoroughfare and approximately 22,000 cars pass through the village each day. The Business District is surrounded by residential neighborhoods, but significant job centers in Nassau County – the County Seat, courthouses, Hofstra University, Nassau County Community College, Winthrop Hospital, the Nassau Coliseum redevelopment site, and major retail establishments – are all within a few mile radius. Although the decision to choose Westbury was not easy, a few factors pushed it to the top of the list. One of the most important is the transit-oriented nature of the Village and its connection to the proposed LIRR Third Track expansion (more on that in Infrastructure). Also significant was the Village's proven track record of getting things done with flexible zoning laws and processes that



WHAT WE'RE DOING ...

allow for quick and efficient decisions. Too often development is delayed on Long Island due to public opposition and/or red tape. Through the extraordinary leadership of Mayor Peter Cavallaro and its board of trustees, Westbury has ameliorated these delays by developing a strong public consensus for change. Within the last 15 years the Village has created more than 800 units of multi-family housing all within walking distance of the LIRR. In addition to its unique connection to the LIRR proposed third track, Westbury has a multitude of assets that helped tilt the scales in selecting the DRI community.

Westbury is a diverse community of approximately 15,000 people. The Village has made concerted efforts to enhance the community through the arts and culture. In 2010 it supported the redevelopment of a rundown abandoned movie theater into a performing arts theater – “The Space” – which is now an award-winning showpiece in the center of the village that attracts visitors year round. In 2014 the Village created the Westbury Arts Council and the Military History Museum and undertook a Historical Landmark Designation program.



The Village has embraced planning and visioning processes, participating in the 2104 ParkingPLUS Design Challenge which developed innovative ideas for structured

Westbury's Vision and Key Projects

Westbury and its residents are proud of the progress the village has made in the last 15 years, which has seen its main street freshened, new apartments added to its traditional single family suburban-scape, and new businesses attracting young people. In fact, Westbury recently won a national award for its appeal to people under 30. Villagers also take pride in its diversity, welcoming people of all races, religions and economic levels. Mayor Cavallaro was honored along with a leader of the Long Island Muslim Center for the civilized way that community opposition to the mosque's expansion reduced to the satisfaction of neighbors and congregants.

It's this spirit of collaboration and consensus that is very much at the core of Westbury's village. Just as its leaders have brought the people together to make progress in social and economic matters, so too do they want to knit the north and south ends of its main street to create a more holistic sense of place. Although still early in planning, these efforts may include jitney service from the LIRR station at the south end to the burgeoning north end near the high school, senior center and state parkway. The village also would like to add affordable apartments that are attractive to Millennials and Baby Boomers alike, expanding its commercial and residential core to an industrial area to the east.



To make the village even more attractive, the district plans to continue its long-running program of façade improvements along Post Avenue and both side and parallel streets. And always there will be an emphasis on the arts. One way of knitting the downtown, physically and culturally, is to encourage another arts-related facility on the south end to join the Place on the north.

“Our residents have a lot of ideas and energy, and we are open to all of them,” said Mayor Cavallaro. “They care very much about this village and we are excited about continuing our revival with the DRI award. We know we had a lot of competition and we are proud to have been chosen.”

WHAT WE'RE DOING ...

Before and Beyond Westbury

As we said upfront, **downtowns matter**. And we hope we've made clear how fervently we believe this. It has been and will remain central to our strategies to inspire a new economy on Long Island. As engines of economic growth, these mini-hubs for commerce and transit are a key to boosting Long Island's economy while providing appealing places for young and old alike, affordable housing and relief from the congestion and pollution of automobiles.

Even before Governor Cuomo's creation of the DRI formalized the focus throughout the state – and will direct welcome dollars to one of our rising communities – the LIREDC has worked to create a consensus for support of smart-growth, TOD renewal that is helping to encourage more and more villages to be more supportive.

And we've put the state's money where our mouth has been. We've directed the investment of state dollars in a number of village downtowns. We have gone so far to support the development of entirely new neighborhoods, bold community-driven visions that already are paying dividends in commercial activity, tax revenues and residents' morale. The latter benefit cannot be over-emphasized.

Many of these projects, such as the multi-use complex at the center of Coram, had been stalled for years to the chagrin of so many who were losing hope for change. As one civic leader put it, "We can now believe in the possible."



LIREDC STATE AGENCY RESOURCE TEAM

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James Brown,	<i>New York State Department of Labor</i>	Amy Lowth,	<i>New York State Department of Labor</i>
Jonah Bruno,	<i>New York State Empire State Development</i>	Andrew Lynn,	<i>Port Authority of New York and New Jersey</i>
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