

# **STRONG ISLAND**

A CONTINUING STORY OF  
**RECOVERY**  
AND  
**RESURGENCE**



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

**2014 UPDATE**

# LONG ISLAND REGIONAL ECONOMIC DEVELOPMENT COUNCIL

August 15, 2014

Mr. Kenneth Adams  
President and CEO  
New York State Empire State Development  
633 Third Ave., 37<sup>th</sup> Floor  
New York, NY 10017

Dear Commissioner Adams:

The Long Island Regional Economic Development Council is pleased to submit the 2014 update to its Five-Year Strategic Economic Development Plan including our Progress Report and recommended projects for Round Four funding. This report contains exciting new Global marketing initiatives involving the New York City and Mid-Hudson Regional Economic Development Councils to further interregional collaboration, as well as support for projects that further veterans' employment and regional workforce priorities.

With the addition of new work groups, our volunteer force has grown and, with it, new ideas and initiatives furthering the vision of the region and implementation of our strategies. The success of the Long Island Opportunity Agenda has already been demonstrated and this year's proposals will continue the momentum by furthering both capital project development as well as human skills and capacity development. Notably, projects are breaking down barriers between sectors, institutions and levels of government, addressing strategies across multiple work groups and regional priorities. This is a strength of the region and results in the appearance of some projects in various contexts.

Continuing our work and focus on rebuilding after Superstorm Sandy, coordination with the 21 NY Rising Community Reconstruction Plans resulted in the submission of eight projects that are recommended for funding in order to fill needed gaps for impacted municipalities. These priority projects, selected by local residents and based on strong regional recovery plans as well as on a strong regional economic development plan, are critical to our success in improving the economy of the region and New York State.

From ensuring consistency with the region's Cleaner Greener Sustainability Plan to its Path Through History Plan to its Opportunity Agenda to the multiple NYRCR Plans, the Long Island Regional Economic Development Council is the hub of an increasingly complex alignment of regional plans and priorities to achieve a higher level of economic strength for the region. We applaud your leadership and that of Lt. Gov. Robert Duffy and Governor Andrew Cuomo for the roles you have played in this ongoing initiative.

Sincerely,



**Kevin S. Law**  
*President & CEO*  
*Long Island Association*



**Stuart Rabinowitz**  
*President*  
*Hofstra University*

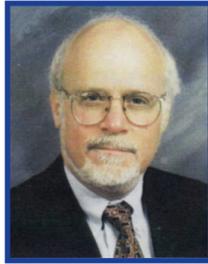
# LONG ISLAND REGIONAL ECONOMIC DEVELOPMENT COUNCIL

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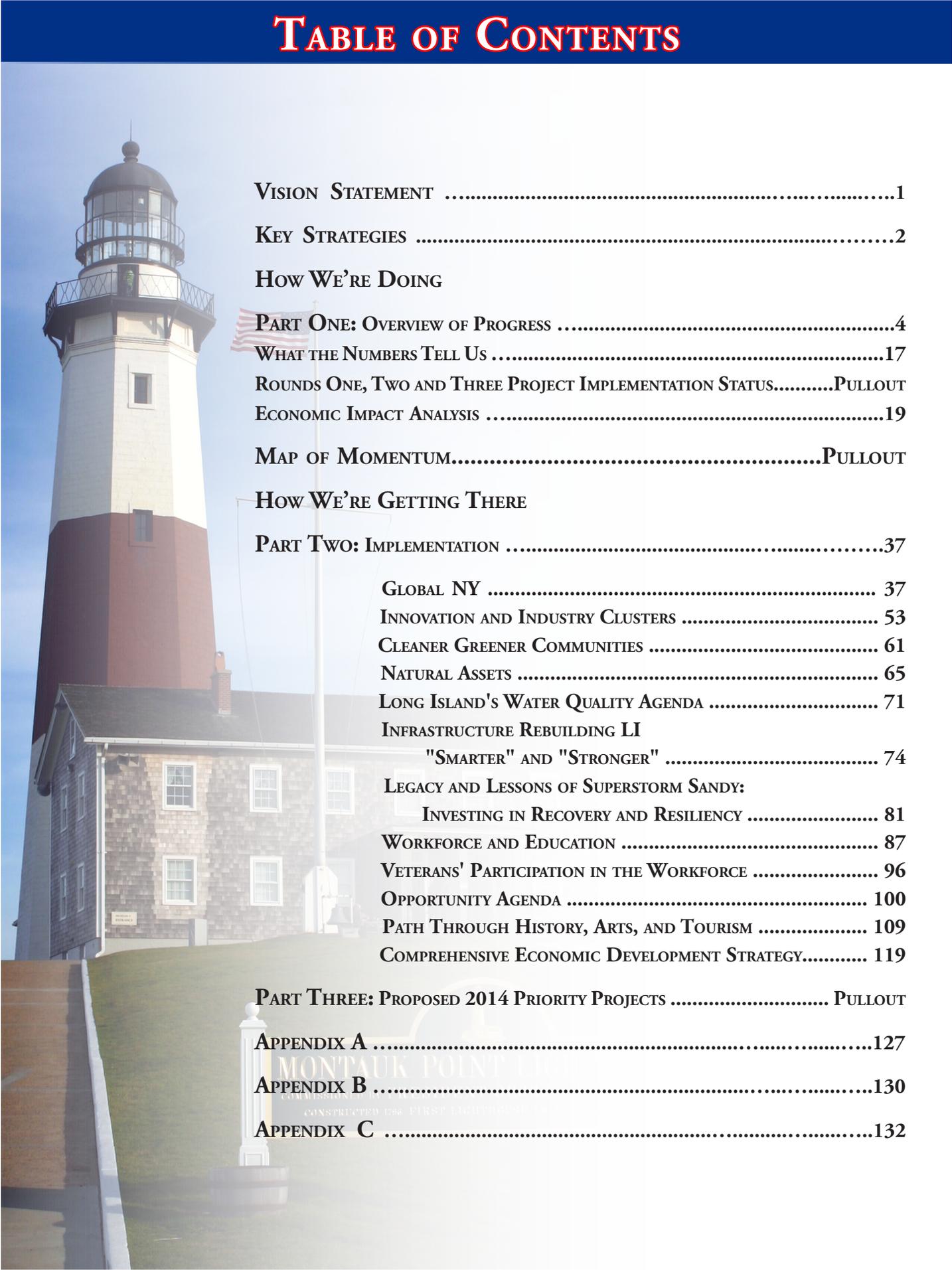
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# VISION STATEMENT



*For Long Island's economy, innovation has been our past and will be our future. This is a region whose agriculture and fishery harvests have fed the nation, whose natural assets have inspired poets and tourists alike, whose businesses produced the aircraft that helped win a world war and first put men on the moon and whose institutions cracked the genetic code. Long Island will reassert itself as a global center for innovation and the model for a knowledge-based suburban economy that creates new high-paying jobs and improves the quality of life for every one of our residents.*

*The Long Island Regional Council's vision for long-term economic growth is characterized by increased collaboration among academia, the private and public sectors and labor to protect and grow our advanced manufacturing base while encouraging innovation in the life sciences, information technology, clean energy, defense and homeland security industry clusters.*

*To accomplish this, we will build on the successes of our existing businesses, commercialize the valuable research conducted at our world-class research institutions, and strengthen our highly skilled and educated workforce. At the same time, we will be vigilant in promoting and protecting our unrivaled natural resources and in providing equal opportunity in housing, employment and education. Furthermore, we will continue to invest in our students, transportation, housing and sewer infrastructure, as well as our tourism and harvest-based agriculture and fishery industries. Our goal is to support a sustainable, innovative and inter-connected job-generating economy that also redevelops areas suffering from disinvestment and mobilizes the entire region for years to come.*

# KEY STRATEGIES FOR ECONOMIC GROWTH



**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.



**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.

# KEY STRATEGIES FOR ECONOMIC GROWTH



***GLOBAL NY*** Augment the export capacity of Long Island companies and attract direct foreign 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.



## ***VETERANS WORKFORCE DEVELOPMENT***

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...

## PART ONE: OVERVIEW OF PROGRESS

### What a difference a *job* makes.



A year ago, Erica Prince could barely provide for her two children, much less afford a home. Now, the military veteran and her family are in a different place - literally. Erica found her way to the Wyandanch Resource Center, an innovative initiative run by Babylon Town, funded by New York State and supported by the Long Island Regional Economic Development Council. There she learned construction and other skills that earned her a union job at an LIREDC-backed project, being built by the Albanese Organization, critical to the revitalization of her home hamlet of Wyandanch. Now she is proudly helping to rebuild her community, even as she rebuilds her own life. "It's about dreams, man, and learning how to work hard for them," said Erica. "Now I have skills I can use forever. My children and I are on our way. Now we have a new home!"

### What a difference a *dream* makes.



Emma Q. Li-Xu's family moved from China to Long Island nearly 20 years ago to pursue their version of the American Dream. For her father, a successful pharmaceuticals entrepreneur, that dream was to apply high-tech U.S. production techniques to manufacture high-quality dietary supplements for China. A&Z Pharmaceutical, a poster-child for Governor Cuomo's GlobalNY export initiative, has created well-paying jobs and pioneered a new sector for Long Island's innovation economy. "Long Island is unique," said Emma, now chairperson of the Hauppauge-based company hoping to expand with LIREDC support. "It's a great place to live and do business."

### What a difference a *team* makes.



Bryan DeLuca had his hands full managing an East End hotel, aquarium and conference center. But he knew that his businesses could attract more visitors if he could partner with the operators of other tourism sites to promote their collective charms -- especially in the slower fall and winter seasons. Farmers and sport fishermen needed to work with restauranteurs and retailers. With the help of an LIREDC-endorsed marketing grant, the East End Tourism Alliance has realized its vision for an East End-wide marketing campaign. Said Bryan, "The partnership has been a big success in attracting new visitors, keeping people working and adding profits."

### What a difference a *plan* makes - the inclusive, collaborative and responsive plan of the LIREDC.



In story after story, many of which we tell throughout our 2014 update, Long Islanders from all walks of life are better off because they and the region have come together - people and institutions that rarely communicated, much less cooperated - around a collective vision for economic growth. We believe our efforts are paying off, measurably and inspiringly, not just in new jobs and buildings but in confidence and hope. "I started the Medical Scholars Pipeline Program as a girl unsure of my own potential," said Karen Lopez, about an

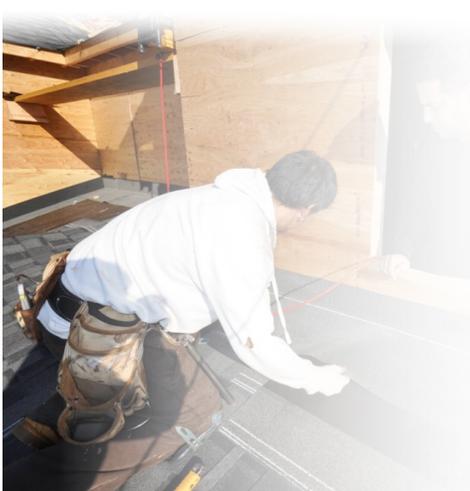
# HOW WE'RE DOING...



LIREDC-supported initiative of the Hofstra North Shore-LIJ Medical School. “I’m now ending it as a young woman confident in my abilities and ready to take on Columbia University on a full scholarship.”

In project after project, we have made steady progress in all the ways we promised in our five-year strategic plan. The LIREDC’s enthusiasm and expertise is embedded in our key strategies for an innovation economy across sectors, embodied in the quality and success of our funded projects, and endowed by the hundreds of hours our volunteer Work Groups devoted to analyzing data, developing new investment opportunities and - most importantly - engaging the public.

What the numbers - as well as our neighbors - tell us after three years is that the region is transforming in a more cohesive way.



The metrics themselves should be seen as particularly impressive in light of the staggering and unexpected challenges of recovering from Superstorm Sandy and the Great Recession: Three annual rounds of state funding have delivered \$244.3 million for 250 projects worth \$2.2 billion. The state investment has already leveraged nearly \$60 million in private investment to date and created or retained more than 12,000 jobs, including highly-skilled positions at high-tech firms, STEM education centers and high-end medical research institutions. During that period, Long Island’s unemployment rate has dropped dramatically. And long-delayed construction, to support the expansion of everything from affordable housing, sewers and deep sea fishing to advanced manufacturing and genetic research, is rising from one end of the Island to the other.

“Today’s groundbreaking on Wincoram Commons will transform this community eyesore into a local economic engine,” said LIREDC Co-chair Kevin Law, President & CEO, the Long Island Association, before dozens of officials and residents at a spirited ceremony for an affordable, mixed-use Smart Growth project at the site of a defunct theater. “The Council identified Wincoram Commons as a Priority Project and invested in its future because it will help meet the need for rental housing and be a model for growth and economic development.”



Wincoram was one of numerous groundbreaking events that Council members attended in many communities and involving many sectors. Why? To show solidarity with our partners, to stay in touch with our projects and to reaffirm the importance of community engagement for our work. In last year’s report, we called it “the LIREDC way” - a fundamental focus on listening to each other, our fears and frustrations, our ideas and aspirations, and working systematically and strategically to address them. Beyond ground-breakings, Council and work group members took time from their “day jobs” to attend dozens of public events to preach the “gospel” of our mission - to turn Long Island into a job-creating engine of growth. Wyandanch, where LIREDC members worked with community activists and officials at one meeting after another, was hardly the only example of deep engagement. LIREDC members and staff, including co-chair Law and co-chair Hofstra University President Stuart

# HOW WE'RE DOING...

## LIREDC AT WORK

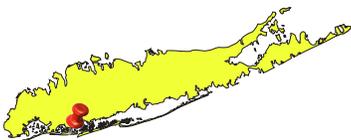


**JACK SCHNIRMAN**  
**LONG BEACH CITY MANAGER**

*Superstorm Sandy caused more damage in Long Beach than in any community on Long Island. But the city rallied back faster than even some of its biggest boosters imagined. "The City administration's mantra after Sandy has been to rebuild stronger, smarter, and safer," said City Manager Jack Schnirman, aka Cheerleader in Chief, who led the recovery effort with state and federal officials. "Ultimately public investment in protection and resiliency will leverage much bigger private investment."*

*In addition to rebuilding the city's famous boardwalk and working with the Army Corps of Engineers and others to implement flood prevention measures, Long Beach is looking to the LIREDC to sharpen the city's focus on economic development. The key proposals, part of a Complete Streets concept, would connect the ocean and bay fronts, the business districts and residential neighborhoods. Based on experiences elsewhere, it is estimated that the proposals would spark a 10% boost in economic activity, generating \$8,222,613 total indirect investment, 100 permanent jobs and 20 construction jobs.*

*"We are working hard to ensure that Long Beach reaches its potential - not just as a Seaside City, but as the Shining City by the Sea, a leader and model of resiliency, sustainability and innovation that constantly works to improve the quality of life for our residents, businesses and visitors."*



Rabinowitz, represented the Council at many region-wide events. Among those we attended were the Local Government Leadership Institute on Technology, the Town of North Hempstead's Downtown Revitalization Conference, and numerous meetings of business groups and the New York Rising Community Reconstruction Committees. Over and over, the LIREDC and its Work Group members and Empire State Development staffers consciously and aggressively put out the word about how and under what circumstances the state can help. But we also listened. Praise is appreciated but critique is critical in order for the initiative to become more effective. Not a Council or Work Group meeting occurred without some member bringing back an idea or insight heard on our "streets of ideas."

### *Yet there is more to be done.*

As we pivot toward completion of our five-year plan, one thing is certain: For all the progress we've made toward creating a new paradigm for innovative economic development, for all the new jobs and relationships that might not exist without us and our state partners, Long Island has a long way to go to be deemed truly successful. Sandy and the Recession are hardly distant memories for hundreds of thousands of Long Islanders devastated by these manmade and natural disasters. The hundreds of millions of dollars in state and federal assistance funneled to Nassau and Suffolk counties have contributed greatly but have only built us back to where we were before Sandy surged ashore. Our economy, though improving, remains as fragile as the psyches of many residents whenever the forecast is heavy rain. Long Island is a beautiful place to live but not yet as environmentally resilient as we must be. Long Island has a highly-trained workforce but also too many pockets of poverty marked by struggling schools and an aging workforce with insufficient rental housing for the youth that we are trying to retain.

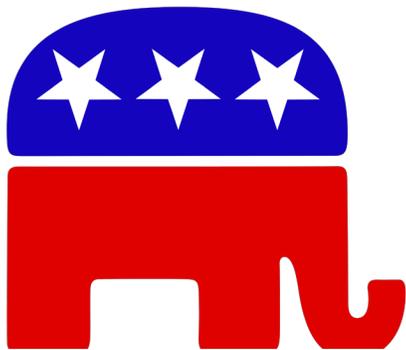
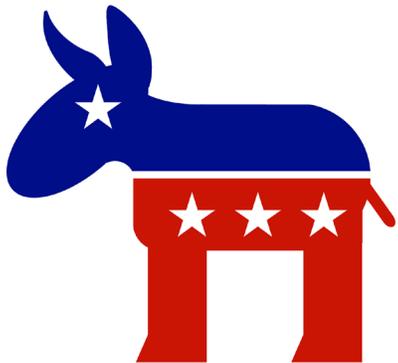
While we are a "strong island" and getting stronger - while we are proud of how well the region has coalesced and how hard Long Islanders are working at recovery and resiliency - the region is not yet the economic engine it has historically been and needs to be for the health of the entire state.

To achieve this goal, the continued catalyst of the state's economic development funding is critical.

Although our 2011 five-year, consensus-driven plan was deemed a "best in state," we aren't fooling ourselves about the difficulty and duration of our task. Unleashing Long Island's economy -- for the long haul - can't be completed within a neat quinquennial framework. The last three years have taught us that sustainable economic growth demands intense and continuous attention to everything from the projects selected and people affected to the metrics of whether or how the investment is helping families, communities and the region. We've also learned that, regardless of what the plan says, we must be flexible and responsive, adapting to changing circumstances, even as we stay the general course. That's why we've added three new strategies this year, for exporting, veterans and tourism. And why we have devoted so much attention to helping communities build resiliency, something that wasn't on our radar

# HOW WE'RE DOING...

*...we can promise you  
that the LIREDC  
remains committed to  
our mission - our quest  
-- to improve Long  
Island for all its  
residents.*



three years ago. Sustained growth demands patience and persistence, building consensus and collaborations - sometimes playing matchmaker among businesses, governments, not-for-profits and neighborhood groups. It is hard work, intellectually and even physically. But we can promise you that the LIREDC remains committed to our mission - our quest - to improve Long Island for all its residents.

**And we mean *all*:** We are proudest of ensuring, through our Opportunity Agenda focus on Wyandanch and other under-served places, that our poorest residents and neighborhoods have been part of the planning and have shared in the benefits of the LIREDC's efforts. In fact, from the start, we had targeted and prioritized the revitalization of Wyandanch and other lagging communities two *years* before the state required all Regional Economic Development Councils to name an Opportunity Area. We didn't just identify problems, fund them and consider our job finished. We tried to be creative, broadening our job-creating reach to skills training and even public art. And as the LIREDC has expanded its priorities this year to veterans and global markets, we have continued to consider Wyandanch and its residents for inclusion in all sector initiatives and guaranteed them a strong hand in shaping their own priorities. As Governor Cuomo said three years ago in commissioning the Council, top-down planning is ineffective and even disrespectful; it is not planning at all.

In addition to business and community groups, the LIREDC tried hard to engage elected and appointed officials - the people who best know their constituents and who have the vision or merely the "permitting power" to make or break development projects. They also have ideas for job creation and community building that could benefit from the pump priming of public investment. Our approach has been - and will always be - respectful and non-partisan; we work closely with people from all political parties and ideologies. Relationship building with local officials from both major parties was especially important in moving infrastructure proposals off the drawing boards and into construction jobs. The Ronkonkoma Hub and Wyandanch Rising redevelopment projects are prime examples. The relationships developed with local and state officials through the collaborative LIREDC process, as well as the ties between our Council and Work Group members to their communities, were especially critical in helping us move quickly to address recovery and resiliency issues in the wake of Sandy.

The Long Island Regional Council, at its inception, fiercely debated how we would measure and report progress. So critical was this issue that our 2012 report was titled *Progress and Promise*. Progress, in helping people and places; Promise, as in what we will do - our plans and proposals - and in how we will keep our word. But great successes don't always show up in performance reports or tracking systems. That's why we've made sure to include throughout this update the stories of individuals with whom we've worked, stories that would be hard to find in spread sheet columns or data charts. And that's why we have taken great care to be sure that our projects, large and small, reflect the ideas and aspirations of the people we serve.

# HOW WE'RE DOING...



**KAREN LOPEZ**

**HEMPSTEAD HIGH SCHOOL**

*When the Hofstra North Shore-LIJ Medical School created the Medical Scholars Pipeline Program, Karen Lopez was just who the administrators had in mind - a bright, eager and high-achieving student in a poor, problem-plagued under-achieving school. The sort of student in danger of being dragged down by the troubles swirling throughout the community*

*"The Pipeline Program not only gave me a focus and opened my eyes to the medical field, it provided me access to positive people who believed in my potential," Karen said. "I was able to find a safe haven within the program... and be reminded that the negativity surrounding my district did not have to define my success."*

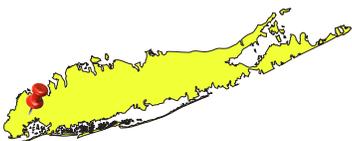
*During her first summer in the program, Karen attended medical lectures and became CPR certified. The next summer she analyzed STEM programs in low-income schools. She founded a medical club at her school. She also took the free SAT prep that helped boost her chances to be accepted to a competitive college. "Overall, the program helped me find my true passion," Karen said. "I started it as a girl unsure of my own potential. I'm now ending it as a young woman confident in my abilities and ready to take on Columbia University on a full scholarship."*

Another important Long Island asset is our immigrant community which has been growing exponentially and generates billions of dollars in economic activity, from research scientists and entrepreneurs to farm laborers and service workers. The LIREDC strongly endorses efforts to reach out to immigrants to help with identifying export opportunities to their home countries and crafting culturally competent, bi-lingual training programs. We also support strengthening immigrant ties to Long Island by encouraging programs such as *Pathway to Citizenship*, launched as a public-private partnership between the New York State Department of State, Citi Community Development and not-for-profit service deliverers. According to Secretary of State Cesar Perales, the combination of citizenship and skills training efforts among Latino, African, Asian and other immigrant groups could be a tremendous benefit to the Long Island economy: "This pilot program will ensure that eligible Long Island immigrants are able to take full advantage of the civic and economic benefits of citizenship and leverage the education they earned in their place of origin."

A focus on immigrants not only offers connections across sectors but across regions. Due to the strong economic and social ties that bind the three downstate regions, whether it's historical immigration portals or international transportation hubs, the Round Four Global NY exporting initiative presents a natural point for collaboration between the Long Island, Mid-Hudson and New York City REDCs. Promoting joint export seminars, trade mission events, exploring mutually beneficial infrastructure projects, engaging in exporting and foreign direct investment projects, as well as spurring international tourism, would significantly help the tri-regional area.

Redevelopment of a John F. Kennedy International Airport air cargo facility, a critical export hub, would greatly aid companies within the NY Metro area. Nearly 1.4 million tons of air cargo pass through JFK each year supporting about 34,000 jobs. The project will attract new cargo business and create approximately 35 jobs along the supply chain for every additional 1,000 tons of cargo handled by the airport. The importance of JFK in connecting regions with other NY airports and the rest of country has prompted the three downstate councils to explore a potential large-scope effort to encourage the linkage between other regionally-significant hubs, including LI (MacArthur), NYC (JFK), and MHV (Stewart). Supporting infrastructure investment – roads, freight, ports, and air cargo facilities – to enhance intermodal connectivity and ease the movement of goods in and out of the Metro area would encourage foreign direct investment and attract foreign production operations.

Interregional cooperation holds promise beyond immigration and export opportunities. A Long Island leader in working beyond a single region is the Long Island Forum for Technology, whose collaborative ventures to create



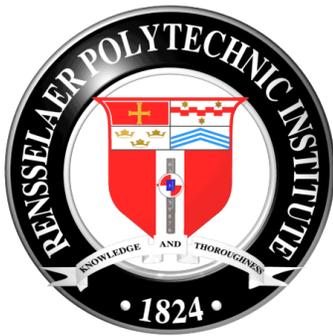
# HOW WE'RE DOING...



highly-skilled jobs in research and manufacturing extend across the state. LIFT's recent submission of a proposal to the federal Department of Energy for the development of a Clean Energy Manufacturing Institute for Composite Materials and Structures incorporates prestigious upstate partners, including GE Research, Rensselaer Polytechnic Institute, Union College, Alfred University and Automated Dynamics in Schenectady. Cooperative opportunities also exist for the Regional Councils themselves.



GE Global Research



The LIREDC is exploring a coordinated strategy with its counterparts in NYC and Mid-Hudson Valley that would capitalize on the unique strengths of each region. The idea is to offer a range of options for companies that want to expand in Metro New York, including affordable locations, ability to move goods to export hubs and markets, a positive regulatory environment, access to suppliers, and skilled labor to meet workforce needs. Ultimately, this program could be extended state-wide. Through its marketing outreach and various programs, ESD serves as a broker and intermediary between companies and regions around the state. Institutionalizing these functions in collaboration with the REDCs and local economic development agencies would result in a more efficient and comprehensive approach to matching companies seeking to invest and expand.

**UNION**  
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Performance in Composites

The three regional REDCs propose creating an **Inter-Region Export Pipeline**, which would establish a virtual network for sharing information and resources between regions, aimed at maximizing investment and job creation in the tradable goods sector. It would coordinate broad-based support for interregional infrastructure, such as the air cargo, port and rail links that are necessary to improve logistics for exporters and exporting companies. Building on the work of ESD, START-UP NY and the local economic development agencies, the Global NY Work Groups in participating regions would proactively identify manufacturers that are poised for growth and maintain a roster of export service and resources available to assist them. The pipeline would connect with relevant city & state agencies and institutions that can contribute to supporting growth of individual companies and their export activity.

**The key to success** in any collaborative enterprise, especially one that involves as many interests as the LIREDC and Long Island, is the perception - and reality - that everyone has a place at the table and a fair chance to be heard. It's more than just good politics: The only way for the region to thrive is if every sector realizes its full potential. And that means practicing what we preach about inclusiveness. In the summer of 2011 when the newly-established Council was identifying its work groups and members, the message we received from the East End of Suffolk County, especially from the agriculture community, was that we seemed overly focused on innovation and technology. They feared their "less glamorous" interests would be overlooked. We responded to their



# HOW WE'RE DOING...

*...the REDC process promulgated by the governor has allowed a variety of interests and ideas to be heard and created a new sensitivity and understanding among groups who would not have worked together before the new REDC paradigm.*

calls to emphasize investment in these natural assets by creating a unique Natural Assets Work Group and proactively recruiting promising projects. It turned out to be a smart move for economic development. Through collaborative discussions, we found ways to bring innovative approaches to our “old-fashioned” legacy industries. The Round One Agri-Park project helped farmers, wineries and fishermen enter more profitable markets. State-of-the-art docks and shore-side processing facilities are nearing completion in Montauk and the research-driven bay scallops project on the East End has produced significant increases in scallop harvests. New thinking - and investment - in old industries has produced new jobs and profits.

Similar concerns were heard from the arts community, a sector with a role to play in economic development, especially as a critical component of downtown renewal. Following the Governor’s Path Through History kickoff in 2012, arts and tourism strategies were developed and projects with economic development impact were supported for funding. Overall, the LIREDC process promulgated by the governor has allowed a variety of interests and ideas to be heard and created a new sensitivity and understanding among groups who would not have worked together before the new LIREDC paradigm.



By being open to different ideas and accessible to potential innovators, we’ve also sown the seeds for future funding. In early June, two members of a not-for-profit board attended one of our work group meetings to talk about potential funding for a STEM-focused Tesla Science Museum. Named after the famed inventor Nikola Tesla, the museum was one of ten potential applicants scheduled to make brief, if passionate, presentations to a group of very busy Long Island tech leaders, including the president of a flagship SUNY university, the director of one of the nation’s top research institutions and a leading venture capitalist. The Work Group members listened carefully and sensed that it was clearly too early for capital funding -- but not too early for them to respectfully suggest key ways for the Tesla board to advance the project. The Tesla team seemed grateful for the suggestions, the invaluable contacts they made that day, the personal offers of help moving forward. To assemble an audience of this firepower would have been impossible before the Regional Council process. In the end, the Tesla group decided not to apply through the CFA for funding this year while pursuing some of the ideas they gleaned at the meeting. P.S. The museum recently received a \$1 million corporate grant from the developer of the Tesla electric car. With new private sector leverage, the museum expects to consider the input received from the LIREDC work group members and return in the future with a revised, and much stronger, CFA proposal.

# HOW WE'RE DOING...

## Round Four and Our Future: Keeping the Momentum Going



The Long Island Round Four funding recommendations reflect the same attention to detail and desire to expand all sectors of the economy. The new initiatives, large and small, continue to advance our key strategies and new state priorities, such as aiding veterans and Sandy-ravaged communities; leverage hundreds of millions of dollars in private investment; create or retain thousands of jobs; and meet the needs of neighborhoods, businesses and people from one end of our Island to the other. Many of the projects overlap our traditional categories of Innovation, Infrastructure, Natural Assets, Workforce and Education as well as the Opportunity Agenda - a good thing for a region looking to break down barriers that discourage communication and collaboration. But the heart of our transformative efforts centers on the 22 primary and Priority Projects, and the \$26.2 million in proposed state support, an 8-1 leveraging of \$208 million in total investment. Detailed summaries of the Priority Projects are provided in Part Three of this report. In addition to our top, big-ticket priorities, over 70 additional projects are proposed for funding, including important initiatives for veterans, disadvantaged youth, water quality, arts and tourism, parks, transportation, advanced manufacturing, resiliency, clean energy, training and research. Yes, we are a “strong island” in many ways, but we continue to face challenges to economic growth that plagued us even before Sandy and the Great Recession. We are doing our part to meet them head on. But the region still needs a lot of help to maintain our momentum toward a soaring economy with opportunity for all.

## Investments in Our Innovation Economy

**Cyber Security for the Energy Grid.** Stony Brook University will create the nation’s only Research and Development Center for the cyber-security of the energy grid system. SBU will invest \$5 million in new equipment at the Center for Wireless and Information Technology and the university’s computer science facility, adding 40 high-skilled engineering jobs.



**Advanced Bio-Medical Research.** Cold Spring Harbor Laboratory, the world’s premier biology and genetics research campus, will invest over \$4 million in a Center for Metabolomics to study therapies for metabolic, cancer, and neurologic disorders. In addition to advancing the frontiers of knowledge in these critical areas, the Center has great potential for, and a track record of, spinning off bio-tech firms.

**“Classic” Innovation Incubator.** Long Island University will invest over \$2.6 million to convert a classic gold coast mansion into a 10,000 sq ft business incubator space on their Brookville campus and to establish a Research, Innovation, and Technology Park for start up companies in Nassau County.

# HOW WE'RE DOING...



**Innovation Hot Spot.** Central to our goal of building industries around cutting-edge research, Stony Brook University will lead a five-year effort to provide entrepreneurship and technology commercialization programs and services to tenants in multiple incubators across Long Island. Partners include: Launchpad, NYIT, Hofstra, and Broad Hollow Bio Science Park.

## Investments in Infrastructure - Rebuilding Long Island Communities "Smarter"

**Reclaiming Our Waters.** This design and engineering phase of an advanced wastewater infrastructure will build resiliency and improve water quality as proposed in Suffolk's crusade against nitrogen pollution and in several NY Rising Community Reconstruction Plans. The work includes Mastic, Shirley, Mastic Beach, Deer Park, North Babylon, Wyandanch, Great River, and Oakdale.

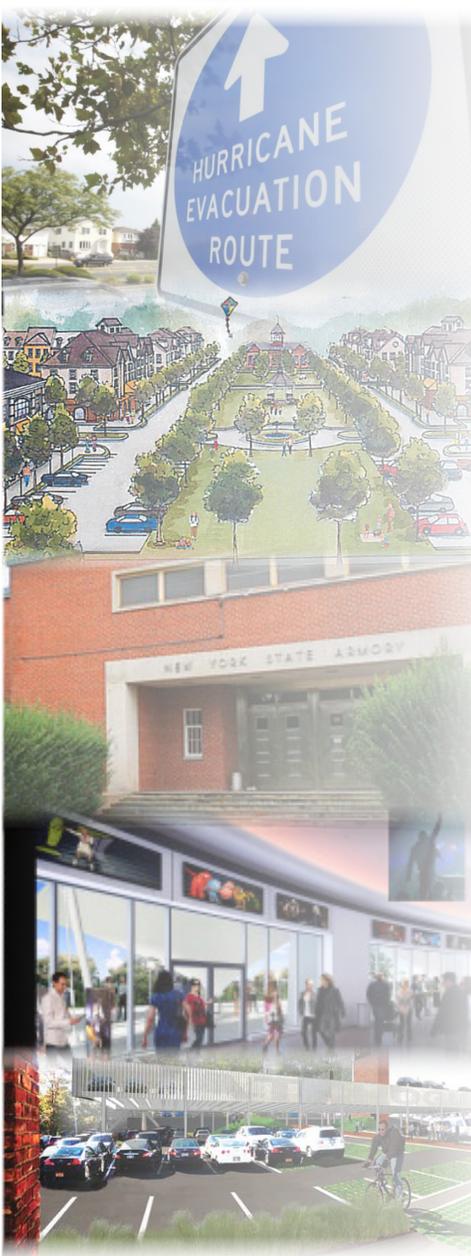
**Protecting the South Shore.** A post-Sandy resiliency measure, Nassau County's Check Valve Flood Mitigation Program seeks to install 800 valves in existing outfall piping to prevent large scale inundation of storm water systems along Long Island's south shore. The county and NYRCR Plans support these outfall check valves as priority infrastructure improvements.

**Barrier Island Resiliency.** The design and construction of drainage improvements along Park Avenue and Beech Street in East Atlantic Beach will protect key transportation and evacuation routes from the western portion of the Long Beach barrier island. This project, which also will improve long-term economic activity, is in the area's NYRCR Plan.

**Housing for Research Community.** Phase II of the Meadows at Yaphank includes the replacement of a sewage treatment plant, as well as a main boulevard for the mixed use development. In addition, a 120-suite hotel will meet an important regional need by serving visiting researchers at Brookhaven National Laboratory.

**"Re-purposeful" Community Center.** Huntington Town will create the James D. Conte Community Center within a former state Armory building, located in a Brownfield Opportunity Area in Huntington Station that has been targeted for revitalization. The project also will serve as a satellite location for the Huntington Opportunity Resource Center and Business Incubator.

**Recreating Nassau's Economic Hub.** This initiative will support infrastructure redevelopment associated with the Nassau Coliseum Sports and Entertainment District, essential to realizing the full potential of the county's last large developable parcel. Several commercial tenants are anticipated including a movie theater and restaurants.



# HOW WE'RE DOING...



## RIVERHEAD FARMERS' MARKET



**Parking in Patchogue.** The final design of a parking structure for the central business district in Patchogue will add to the village's revitalization momentum. Regionally heralded, the initial project design was developed by Dub Studios for the ParkingPlus challenge of the Long Island Index, as part of its campaign to promote Smart Growth TOD in our downtowns.

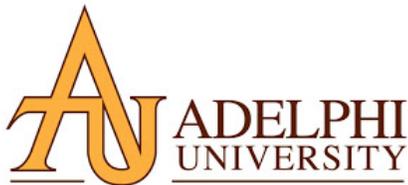
## Investments in Our Natural Assets

**Farmers of the Future.** A unique \$5 million program, administered by the Peconic Land Trust, Suffolk County and the Long Island Farm Bureau, will support the next generation of farmers with capital for critically-needed farm equipment. These funds will leverage Farm Credit East and conventional loans to assure that farming remains viable and land remains open and farmed.

**Horseshoe Crab and Bacteria Detection.** Molloy College will spend \$5 million for a Center for Environmental Research and Coastal Oceans Monitoring in West Sayville, with a focus on studying the use of the blood of the Atlantic Horseshoe Crab in detecting bacterial contaminants. The Center is expected to attract bio-pharma and aquaculture firms to the state under START-UP NY.

**A Gateway to Tourism.** A public-private partnership, an East End gateway tourism center in an historic firehouse in downtown Riverhead will showcase tourism and agriculture, as well as provide educational classes and tours. It likely will be home to a successful farmer's market that draws visitors to Riverhead's revitalizing downtown.

**A "Place-making" Park.** Transformation of the 36-acre town-owned Good Ground Park in the Hampton Bays, Southampton, central business district will bolster revitalization efforts in this important tourism area by protecting and utilizing valuable open space and bringing additional visitors and residents to the downtown area.



## Investments in Our Workforce

**Innovation in Health Care.** Adelphi University will invest \$15 million to equip a 22,000 sq ft Innovation Lab and Training Center at its Garden City Campus to train the region's workforce in greatly-desired healthcare careers, with an emphasis on nursing and veterans' training needs.

**Collaborators of the Future.** The region's largest private university, Hofstra, will create a lab to teach multiple STEM curriculums with an innovative collaborative method. The facility, called a Collaboratorium, will educate students in biology, geology, environment and sustainability, to better prepare them for STEM careers. Hofstra will spend over \$4.3 million for renovations and equipment.



# HOW WE'RE DOING...



**Nursing Skills Lab.** St. Joseph's College will expand its Pre-Licensure Nursing Program to include the creation of state-of-the-art simulation and skills labs for prospective nursing students, especially veterans, seeking to enter the healthcare industry. The college will invest over \$3.2 million and add 26 new faculty and administrative positions to support the program.

**Career Assistance Labs.** Suffolk Community College will invest \$683,000 in portable learning labs for welding, machining, and 3D printing. Enhancing our Opportunity Agenda, these labs will offer a virtual experience in a variety of locations, including underserved communities, veterans services locations, and job centers, to evaluate individual aptitude, skill sets, and interests in various careers.



## Continued Support for Our Opportunity Agenda

**Wyandanch Still Rising.** A key to our work in Suffolk's poorest community and complementing a nearly-completed mixed-use apartment complex, the Albanese Organization will invest \$37 million in a commercial building next to the LIRR Station. The top two floors of Building C will be for offices; the street level will feature "place-making" retail and cultural attractions and walk-in services for veterans and others. Some of the 115 construction jobs will go to Wyandanch residents trained in a NYS DOL-funded project.



**Hall of Fame "Street-scaping."** Babylon Town will invest \$2.4 million for streetscape enhancements around Building C, as well as for planning and design to attract and accommodate the Long Island Music Hall of Fame museum. The project will support the creation of 14 construction jobs as well as private investment in the new downtown.

**Mezzanine Reading (and More).** An oasis of calm and learning in the community, the Wyandanch Library will expand its critical services by investing \$500,000 to add a mezzanine level, as well as make several green infrastructure updates, including the installation of new LED lighting, a new HVAC system, and rooftop solar panels.



**Wyandanch STEAM Rising.** This is the design phase for a center dedicated to the hands-on learning of STEM subjects with an arts-oriented approach. The center, in Building C, will feature metal fabrication, woodworking, and glassblowing stations. Instruction will be provided to adults and students alike in ArtCam and Computer Aided Manufacturing software that will enable them to convert designs into artwork to sell in the center's retail and exhibition portion.

# HOW WE'RE DOING...

## Regionally Significant Project Update



The identification of projects and sites in 2011 with the potential to be regionally transformative was intended to recognize those that were not yet positioned for REDC funding but - once local governments, residents, regulators, developers and other funders were aligned - would generate significant economic growth. Among these projects are several which have subsequently received positive publicity and funding through the LIREDC and have made progress in advancing our strategies and creating jobs. These are examples of the follow-up and follow-through that distinguishes the LIREDC approach to economic development.

**Ronkonkoma Hub:** Since its initial designation in 2011, a master developer has been selected, sewer design has advanced and property assemblage is underway involving 19 parcels. Funding recommended by the LIREDC has supported the sewer connection and treatment infrastructure components of this 50-acre TOD project that has involved cooperation among the state, county and two towns.



**Double Track Long Island Railroad:** Phase 1 on-site construction between Ronkonkoma and Central Islip has already begun on this critical regional generator of economic activity. This includes clearing, grading, installation of retaining walls, relocation of utilities and the establishment of fenced staging areas for contractor field offices, equipment and materials. Phase 2 funding will be included in the next MTA Capital Plan in fall 2014.

**EPCAL:** The Town of Riverhead has made advances in positioning the 2,900-acre site for redevelopment. Legislation passed by the State Legislature in 2013 will expedite permitting for reuse of this underutilized enterprise park – by far the island’s largest developable parcel -- and funding awarded by the LIREDC (Round Three \$1.34 million) and the state (\$5 million) will provide an upgraded sewage treatment system with both environmental and economic development benefits.



**Glen Cove:** This proposal has received \$3 million from the LIREDC for reconstruction of a key access road to the planned mixed-use project, ferry terminal and planned Garvies Point Park and an important connection to downtown Glen Cove. Detailed design and engineering are progressing and right-of-way acquisitions estimated in the fourth quarter 2014 will allow for project letting.

# HOW WE'RE DOING...

**Nassau Hub:** Spurred by two LIREDC awards, Nassau County's Hub redevelopment has advanced by the designation of Forest City Ratner and partner Blumenfeld Development Group as master developer for the coliseum sports and entertainment component of the 77-acre Hub area. Nassau's most significant developable parcel, the County is expected to use the \$1 million award for infrastructure, planning and construction to support the entire project.

**Heartland:** In April 2014, the Islip Town Board voted to accept the final environmental impact statement for this \$4 billion mixed-use project for the redevelopment of the former Pilgrim State Psychiatric facility in Brentwood. The first phase of this project will include 3,500 rental apartments, which will require a change of zone and a site plan approval.

**Cerro Wire:** The former Cerro Wire property is no longer a site for an upscale enclosed mall. The property has been acquired by Simon Property Group and Castagna Realty Co., who have also acquired adjacent property from the Town of Oyster Bay. This assemblage now totals over 90 acres and presents one of the largest redevelopment opportunities in recent Nassau history. The LIREDC looks forward to working with the new owners to support a project that can be transformative for the region.

**Shoreham:** The LIA has met with offshore wind developers and has had discussions with the Governor's office and ESD regarding use of the LIPA-owned land at Shoreham for a clean energy manufacturing park.



## What the Numbers tell us...

### Confronting the Generational Challenge: Readyng Long Island for Baby Boom Retirements by Training and Retaining the Workforce of the Future

The numbers are, in a word, perplexing. Thanks in part to the work of the Long Island Regional Economic Development Council, our region's unemployment rate is dropping steadily on the strength of hiring in healthcare and service sectors. Other economic and social indicators are up as well. But we know better than to declare victory; the job is far from done. Long Island still has a long way to go to recover what we lost in the Great Recession and to Sandy. And while there are encouraging signs of progress, we can't expect to maintain a truly sustainable economy if we don't continue to pursue our strategic goals of creating higher-paying jobs in all our sectors. Here is what the latest numbers say about our overall economic health:

Projects supported by the Regional Council are progressing well including those designed to retain Long Island's youth but 2013 census data indicates that the region's population is aging faster than both New York State's and the nation's. Nassau's median age is 41.6 and Suffolk's is 40.9, according to 2013 estimates. Not only are there more baby boomers over 50 on Long Island than ever before, other areas of the country are attracting some of our youth. Addressing both the availability and cost of housing options for young people and marketing the job opportunities with career paths in the region are two areas of focus of the LIREDC.

The labor market on Long Island continues to improve albeit with a number of caveats. The May 2014 unemployment rate dropped to 4.9% from 6.1% a year ago, and while some of that improvement came from an increase in the number of employed Long Islanders, the larger decline in the number of unemployed suggests that discouraged jobseekers dropped out of the labor force or a lack of opportunities has forced older workers to retire. July reports indicate that the Island had 18,400 more jobs in June than the year before. This is encouraging and may reflect more optimism that the economy is stronger and there is less hesitancy in hiring. However, large losses in the financial activities sector due to a consolidation of the industry nationwide has held down average wages in the region. 2013 marked the first year since 2000 that private sector average annual wages fell on Long Island, a reflection of increases in the retail and tourism sectors and a decrease in the higher-wage financial services sector.



# HOW WE'RE DOING...

Much of the strength was focused in areas championed by the LIREDC. Thanks to an emphasis on revitalizing downtowns and building affordable housing, the construction industry has been growing its payrolls by record amounts. In June alone, specialty trade contractors added 4,300 jobs over-the-year. Nascent growth in other areas such as manufacturing and professional, scientific, and technical services, suggests that LIREDC initiatives are seeing results. While headlines continue to focus on larger companies leaving the region, the economic climate on Long Island is attracting smaller businesses.

Specifically, in the period June 2013 - June 2014, the NYS Department of Labor reported that seven of nine private industry sectors added jobs over the year: education and health services (+6,600), trade, transportation, and utilities (+6,400), natural resources, mining, and construction (+5,100), and professional and business services (+2,600). Financial activities (-2,800) was the only private industry sector to shed more than 1,000 workers and the government sector lost 3,300 jobs over-the-year.

Overall, total net private sector jobs on Long Island increased by 18,400, or 1.7 percent, to 1,120,900 in June 2014 as compared to the state's growth rate of 1.8 percent and the nation's growth rate of 2.2 percent over the same period. This pattern suggests that the focus of the LIREDC on small and startup businesses as well as in the areas of healthcare, tourism and hospitality is showing results and should be continued. Growing and retaining companies in biotech and life sciences/pharmaceuticals, energy, IT and manufacturing and supporting the training of the region's workforce to support these sectors is a key strategy that warrants continued attention and funding. State agencies funding projects on Long Island in all three rounds report a high level of progress including DOL which reported (pursuant to data collected by the OSOS system) that over 1,800 persons have been trained as a result of grants to 72 recipients of DOL funding. State Parks reports completion of three projects, strong progress on 11 and termination of three.

To meet the LIREDC's commitment to monitor progress by our grant and tax credit recipients, ESD's Long Island Regional Office developed an electronic data-gathering system that achieved a remarkable response rate of more than 90%. (That is but one example of the exceptional initiative shown by the office to assist the LIREDC.) The recipients of ESD capital funding in Rounds One, Two and Three reported that 794 full-time, permanent jobs created over the past year and 1,622 construction jobs. Total reported expenditures made by recipients on project-related capital investments was \$57.6 million with projected investments to be made between June 1, 2014 and May 31, 2015 of \$695.8 million. A compilation of results for Round One, Two and Three Priority Projects is presented in the following chart and the economic impacts of all Round One, Two and Three projects at build-out are provided in the Economic Impact Analyses prepared by the LIA's Chief Economists.



## Overview of Progress

### Long Island Rounds 1, 2, and 3 Project Implementation Status

| ROUND             | Project Name:                                  | Applicant Name:                         | CFA Award Amount: | Total Project Cost: | FTEs Created 6/30/13 - 5/31/14               | Total FTEs Created since acceptance of the ESD award letter | # of Construction Jobs (if applicable) | Capital Expenditures Incurred 6/30/13- 5/31/14 | Projected Capital Investment 6/1/14 - 5/31/15 | % of Project Complete | Impediments to the project  | Describe project progress through 5/31/14   |
|-------------------|--|---|-------------------|---------------------|--|---|--|--|---|-----------------------|---|---|
| <b>Innovation</b> |  |   |                   |                     |  |   |  |  |   |                       |   |   |
| 1                 | Amneal Pharmaceuticals of New York, LLC        | Amneal Pharmaceuticals of New York, LLC | \$ 3,000,000      | \$ 86,000,000       | 35   | 36  | 100                                    | \$ 22,021,901                                  | \$ 47,769,324                                 | 44%                   | Project has been delayed due to extreme adverse weather conditions.   | The exterior shell is approximately 99% complete. Site work is underway including recharge basin.   |
| 1                 | Sciegen Pharmaceuticals Excelsior              | Sciegen Pharmaceuticals Inc.            | \$ 2,421,000      | \$ 19,050,000       | 19   | 40  | 10                                     | \$ 9,100,000                                   | \$ 7,000,000                                  | 16%                   | The pace of hiring has slowed given the slowdown of FDA approval process for new drug applications.   | Headcount additions and real estate and construction progress are on track.   |
| 1                 | Cantiague Rock Road PL Development             | P&L Development of New York Corporation | \$ 2,668,040      | \$ 13,200,000       | 19   | 44  | 4                                      | \$ 3,538,382                                   | \$ 300,000                                    | 100%                  | Projected investment is completed. New hires of 44 is compared to 25 for 1st year, goal is 150 by 2017.   | Vacant Building was purchased, renovated and beautified and is utilized as a corporate office and distribution center. 44 people were hired.  |
| 1                 | Preclinical Experimental Therapeutics Facility | Cold Spring Harbor Laboratory           | \$ 2,000,000      | \$ 15,007,500       | 4  | 12  | 4                                      | \$ 2,015,697                                   | \$ 9,015,697                                  | 30%                   | Protracted winter weather resulted in delays of 3-4 months.   | All site work completed, including excavation, relocation of gas and electric utilities, and the installation of site drainage. Foundations 80% complete.   |
| 1                 | Smart Grid 3                                   | Brookhaven Science Associates           | \$ 5,000,000      | \$ 5,500,000        |  |   |  | \$ 554,250                                     | \$ 4,079,320                                  | 33%                   | Delays in contracting has had negative impact on project funding.   | Completed 5 key milestones in support of grid demonstration projects. Awarded contract and started work on pre-conceptual design for AEGIS facility. Awarded subcontract to SBU and they have initiated work on the SBU demonstration projects and conceptual design of the SGIC.   |
| 1                 | Accelerate LI Working Capital                  | Accelerate Long Island                  | \$ 500,000        | \$ 1,000,000        | .5 FTE (1 FTE or more expected after 6/1/14) | .5 FTE  |  | \$ 300,000                                     | \$ 700,000                                    | 50%                   |   | Providing grants to ten hi-tech startup firms. Seed Fund is matched by \$500k in venture capital from the Long Island Emerging Technologies Fund (LIETF). Provided \$50k grant matched by \$50k in investment from the LIETF to 3 biotech and clean energy firms. Also in negotiations with 5 firms and considering another 14 for remaining 7 slots. |
| 1                 | United Baking Excelsior                        | United Baking Co., Inc.                 | \$ 1,469,419      | \$ 3,900,000        | 7  | 4   |  | \$ 1,181,000                                   | \$ 10,600,000                                 | 45%                   | Building project on hold due to decision to purchase the assets (including a 140,000 sq. ft. building) of a local cookie company. Closed June 2014. | Will sell land originally purchased and invest the proceeds in acquired company. Should hire/rehire 110 employees by end of yr. 2. and will invest additional \$1.3M in capital improvements at SLC. Still plan on spending ~\$1.3M at current facility bringing total spend to ~\$10.6M over the next year.  |
| 1                 | Cox & Company Excelsior                        | Cox & Company                           | \$ 267,574        | \$ 1,000,000        |  | 10  |  | \$ 500,000                                     | \$ 250,000                                    | 20%                   | Delay in receiving award from customer.   | Waiting for award from customer.  |
| 1                 | D'Addario & Company Excelsior                  | D'Addario & Company, Inc.               | \$ 1,865,118      | \$ 22,500,000       | 40   | 73  |  | \$ 3,000,000                                   | \$ 2,000,000                                  | 70%                   |   | During 2014 we will have met our full project headcount requirements, and more than 75% of our 5 year capital expenditure requirement. R&D expenditures consistently exceed annual requirement.   |



## Overview of Progress

### Long Island Rounds 1, 2, and 3 Project Implementation Status

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|-------|--|--|-------------------|---------------------|--------------------------------|---|--|--|---|-----------------------|---|--|
| 2     | Applied DNA Sciences Excelsior                             | Applied DNA Sciences, Inc.                       | \$ 229,957        | \$ 1,066,000        | 10                             | 27  |  | \$ 277,263                                     | \$ 750,000                                    | 76%                   |   | Created 19 FTEs since 3/12/13. Should create 25 new positions within the time frame. As of 5/31/14, have 51 FTEs and 5 part-time employees. Capital Expenses are \$417,590.  |
| 2     | PK Metals E-Waste & Plastics Recycling Project             | Suffolk Industrial Recovery Corp d/b/a PK Metals | \$ 200,000        | \$ 963,580          | 22                             | 22  |  | \$ 983,580                                     |   | 100%                  | Project was completed and goals achieved. No further impediments. Awaiting reimbursement.   | Project goals achieved 100% and verified with LIFT. Final application sent to Suzanne Wickham of the NYS Department of Economic Development.   |
| 2     | Multi-tenant Bioscience Facility                           | Broad Hollow Bioscience Park, Inc.               | \$ 500,000        | \$ 23,700,000       |                                |   |  |  |   |                       | 5/13 OSI Pharmaceuticals announced restructuring and the closing of 3 US R&D sites incl. the 2 facilities at Broad Hollow Bioscience Park (BHBP). With the sites back in BHBP possession as of 2014, BHBP will lease the current space before constructing new facility which was the project goal. | This project has been placed on hold, with efforts refocused on Startup NY.  |
| 2     | Center for Biomedicine                                     | Stony Brook University                           | \$ 500,000        | \$ 45,000,000       |                                |   |  |  |   |                       | Delay in confirming remaining funds to complete construction budget.  | Conceptual design complete. ~50% of construction costs ID'd. Expenditure of REDC award funds deferred pending confirmation of remaining construction funds.  |
| 2     | Research & Academic Center at Winthrop-University Hospital | Winthrop-University Hospital                     | \$ 1,000,000      | \$ 100,000,000      | 2                              | 2   | 540                                    | \$ 36,000,000                                  | \$ 64,000,000                                 | 75%                   |   | Exterior façade ongoing and near completion. Major mechanical equipment delivered and being installed. Drywall installation started. Mechanical, electrical and plumbing ongoing. Perm. power scheduled for 6/14. Sitework to commence 6/14. |
| 2     | Mirimus, Inc.  | Mirimus, Inc.                                    | \$ 315,000        | \$ 3,323,500        | 2                              | 2   |  | \$ 1,200,000                                   | \$ 1,500,000                                  | 25%                   | Hiring delayed.   | Two FTEs created; 1 research technician and 1 business dev. personnel. Invested over \$1M for inventory creation to fuel business for 2015.  |
| 2     | Melville Expansion Project                                 | Kedrion Melville, Inc.                           | \$ 1,500,000      | \$ 30,000,000       |                                |   | 40                                     | \$ 9,074,000                                   | \$ 21,727,640                                 | 35%                   |   | Full-scale construction of RhoGAM manufacturing areas.   |
| 2     | SOFTHEON   | SOFTHEON   | \$ 325,050        | \$ 325,050          | 3                              | 18  |  |  | \$ 1,000,000                                  | 10%                   |   | Recruiting efforts have provided an increase in our software development headcount, and we will continue our efforts. Capital efforts continuing to ensure that we find the appropriate facility to meet our needs.                          |
| 2     | Perfumania Excelsior                                       | Perfumania Holdings, Inc.                        | \$ 2,200,000      | \$ 14,500,000       | 6                              | 6   |  | \$ 2,290,759                                   | \$ 7,855,382                                  | 16%                   |   | There are multiple projects that are part of our original submission of \$14.5M. The only project that has been initiated at this time relates to hardware and software upgrades.  |



## Overview of Progress

### Long Island Rounds 1, 2, and 3 Project Implementation Status

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|-------|---|---|-------------------|---------------------|--------------------------------|---|--|--|---|-----------------------|--|--|
| 3     | Peconic Landing Special Needs and Rehabilitation Center | Peconic Landing at Southold, Inc.       | \$ 800,000        | \$ 22,000,000       | 1                              |   |  | \$ 799,642                                     | \$ 13,858,087                                 |                       |  | Planning and Development.  |
| 3     | SBIR Matching Grant Program                             | Stony Brook University                  | \$ 1,500,000      | \$ 7,500,000        |                                |   |  |  | \$ 500,000                                    |                       |  | Contract signed. Policies and Procedures document in preparation.  |
| 3     | Electric Furnace  | Ametek Hughes-Treitler                  | \$ 160,000        | \$ 1,600,000        |                                |   | 3                                      | \$ 800,000                                     | \$ 200,000                                    | 50%                   | New electric service was required/installed.   | 1st electric furnace installed and operational. Testing being conducted as we gear up for full production.   |
| 3     | US Non Wovens - Excelsior                               | U.S. Nonwovens Corp.                    | \$ 2,000,000      | \$ 2,300,000        |                                | 35  |  | \$ 82,000                                      | \$ 2,300,000                                  |                       | Completed facility purchase at 360 Moreland. Some existing leases unexpectedly extended which resulted in facility implementation delay. | Invested \$82k & created 35 FTEs at project location thru 5/31/14.   |
| 3     | Innovation and Discovery Center                         | Stony Brook University                  | \$ 2,000,000      | \$ 60,000,000       |                                |   |  |  |   | 5%                    |  | Contract signed 2/7/14. RFI for private sector dev. partners issued 4/28/14. RFI responses rec'd 5/20/14. Additional NYS Funds committed for construction.   |
| 3     | BNL Solar R&D Center                                    | Brookhaven National Laboratory          | \$ 1,000,000      | \$ 2,217,900        |                                |   |  |  |   |                       | The agreement has been accepted and the project has not yet been initiated.  | N/A.   |
| 3     | Energy Efficient Solutions Excelsior                    | Energy Efficient Solutions              | \$ 300,000        | \$ 1,500,000        |                                |   |  |  |   |                       | Submitting for financing this week for SBA 7A loan.  | Submitting for financing this week for SBA 7A loan. Upon receiving funding, will start hiring within 90 days.  |
| 3     | High Performance Computing                              | Stony Brook University                  | \$ 1,000,000      | \$ 5,000,000        |                                |   |  |  | \$ 5,000,000                                  | 5%                    |  | Contract signed 4/10/14. Facility rehabilitation plans being completed. Requisitions & purchase orders being prepared.   |
| 3     | Cleanroom   | Air Techniques, Inc.,                   | \$ 39,025         | \$ 195,127          | 10 retained                    | 10 retained   |  | \$ 24,021                                      |   | 90%                   |  | Project scaled back from original budget submittal due to being able to outfit an existing room with the air filtration equipment, fixtures, and cleanroom accessories rather than construct a new room within the facility. |
| 3     | LI Testing Lab Expansion                                | Long Island Testing Laboratories Inc.   | \$ 150,000        | \$ 1,415,000        |                                |   |  |  | \$ 650,000                                    |                       |  | Project not yet started.   |
| 3     | American Organic Energy, LLC                            | Long Island Compost Corp.               | \$ 400,000        | \$ 40,000,000       |                                |   |  |  | \$ 40,000,000                                 |                       |  | Part 360 permit submitted in March. In final stages of EPC contract, with anticipated start date of 10/14.   |
| 3     | CARE NY   | EBDK Research at Calverton, Corporation | \$ 1,000,000      | \$ 15,000,000       |                                |   |  | \$ 73,000                                      | \$ 3,000,000                                  |                       | Zoning approved May 2014.  | Selected/hired architectural team specializing in design of addition in-patient treatment programs. Design mtgs will commence shortly.   |
| 3     | Therapeutics Discovery Center                           | Cold Spring Harbor Laboratory           | \$ 2,000,000      | \$ 25,010,000       |                                |   |  |  | \$ 200,000                                    |                       | Additional funds needed prior to project start. Construction to begin 1/16.  | We are actively fundraising for the project.   |



## Overview of Progress Long Island Rounds 1, 2, and 3 Project Implementation Status

| ROUND                 | Project Name:  | Applicant Name:                           | CFA Award Amount:    | Total Project Cost:   | FTEs Created 6/30/13 - 5/31/14 | Total FTEs Created since acceptance of the ESD award letter | # of Construction Jobs (if applicable) | Capital Expenditures Incurred 6/30/13- 5/31/14 | Projected Capital Investment 6/1/14 - 5/31/15 | % of Project Complete | Impediments to the project  | Describe project progress through 5/31/14   |
|-----------------------|--|---|----------------------|-----------------------|--------------------------------|---|--|--|---|-----------------------|---|---|
| 3                     | Food Distribution Warehouse                          | C&S Wholesale Grocers, Inc.               | \$ 2,500,000         | \$ 130,000,000        |                                |   |  |  |   |                       | Unable to locate/acquire appropriate parcel for project. Continuing work with local consultants to ID available sites.                    | There has been no progress to date, given the lack of a suitable building site.   |
| <b>Subtotals</b>      |  |   | <b>\$ 40,810,183</b> | <b>\$ 699,773,657</b> | <b>170</b>                     | <b>331</b>  | <b>701</b>                             | <b>\$ 93,815,495</b>                           | <b>\$ 244,255,450</b>                         |                       |   |   |
| <b>Infrastructure</b> |  |   |                      |                       |                                |   |  |  |   |                       |   |   |
| 1                     | Wyandanch Rising Station Plaza                       | Town of Babylon                           | \$ 3,800,000         | \$ 12,884,303         | 183                            | 189   | 63                                     | \$ 4,035,000                                   | \$ 8,000,000                                  | 25%                   | There are no impediments to this project and related site work and preparation to ready the site for construction have been taking place. | The project will go to bid in summer 2014. Estimated construction period is one year. Ground has broken on 2 private buildings, a \$70M+ investment, and an LIRR Parking Garage is in the site mobilization phase. FTEs should increase in coming months. |
| 1                     | Heartland Town Square Crooked Hill Road Improvements | Suffolk County Dept. of Public Works      | \$ 2,500,000         | \$ 12,000,000         |                                |   |  | 151,782.95 for engineering fees                | \$ 50,000                                     | 85%                   | Changes/additions to the initial road design requested by Suffolk County.   | The survey/design of Crooked Hill Rd. improvements from LIE to campus road is approximately 85% complete.   |
| 1                     | Ronkonkoma Hub Sewer                                 | Suffolk County Department of Public Works | \$ 4,000,000         | \$ 25,000,000         | 5                              | 5   |  | \$ 250,000                                     | \$ 1,375,000                                  | 5%                    |   | Design is 25% complete.   |
| 1                     | Phase 1- Sewer Study                                 | Village of Hempstead                      | \$ 5,000,000         | \$ 5,500,000          |                                |   |  |  |   | 10%                   | Project is on hold.   | Phase 1a complete.  |
| 2                     | Wincoram Commons                                     | CV Village at Coram, LLC                  | \$ 1,000,000         | \$ 33,031,210         |                                |   | 6                                      | \$ 2,715,632                                   | \$ 16,213,164                                 | 9%                    |   | Acquired land and completed construction finance closing in first quarter 2014. Existing theater building demolished and site work is underway. Preparation of first building pads has begun.   |
| 2                     | Wyandanch Rising Train Station                       | Town of Babylon                           | \$ 1,000,000         | \$ 4,100,000          |                                |   |  | \$ 400,000                                     | \$ 3,690,000                                  | 10%                   |   | The Train Station is in the design development phase, and completion of design is expected by the end of Summer 2014. Groundbreaking on the station is expected for October 2014, and the anticipated construction period is 6 months.                    |
| 2                     | Ronkonkoma Hub Sewer Extension                       | Trek Ronk Hub, LLC                        | \$ 500,000           | \$ 5,213,000          |                                |   |  |  | \$ 125,000                                    |                       | Final entitlement approval from Town of Brookhaven expected mid-2014.   | Received unanimous approval of DGEIS 1/14. Unanimous approval of resolution to accept FGEIS findings received 5/14. SC Planning approval expected 6/14. Final approval in June/July from Town of Brookhaven.  |
| 2                     | Glen Cove Water Transmission System Improvements     | City of Glen Cove                         | \$ 230,000           | \$ 330,000            |                                |   |  | \$ 67,000                                      | \$ 240,000                                    | 30%                   |   | Designs for the expansion of the Water Main were started in November 2013 and are 90% complete. Legal assistance for ROW and Fee Acquisition of the requisite parcels is underway.  |
| 2                     | Sheltair Farmingdale Capital                         | Sheltair Farmingdale LLC                  | \$ 365,000           | \$ 6,100,000          |                                | 19 Retained   |  | \$ 62,202                                      |   | 1%                    | Project is still under environmental review.  | Project is still under environmental review.  |



## Overview of Progress

### Long Island Rounds 1, 2, and 3 Project Implementation Status

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|------------------|--|---|----------------------|-----------------------|--------------------------------|---|--|--|---|-----------------------|---|--|
| 2                | Elmont Parking Lot                             | Town of Hempstead                         | \$ 500,000           | \$ 500,000            |                                |   |  |  | \$ 50,000                                     |                       | Parking project is dependent on the progress of Restore II (W035).  | The qualified developer for Restore II (W095) is in acquisition negotiations with the property owners involved in the proposed project area.   |
| 2                | Refrigerated Storage Warehousing               | Brookhaven Terminal Operations, LLC       | \$ 500,000           | \$ 95,000,000         | 2                              | 8   | 1                                      | \$ 7,050                                       | \$ 25,000                                     |                       | Delayed.  | Top refrigerated warehousing firm engaged to study refrigerated warehousing viability, develop a facility design, and conduct a feasibility study.   |
| 3                | Wyandanch Rising Ice Rink                      | Town of Babylon                           | \$ 1,000,000         | \$ 3,941,200          |                                |   |  |  | \$ 4,000,000                                  |                       |   | Rink will be completed with intermodal plaza. Design near complete and project expected to go to bid 6/14 and begin construction 8/14. Est. construction pd.= 9 months.  |
| 3                | EPCAL sewer upgrade                            | Town of Riverhead                         | \$ 1,340,000         | \$ 6,700,000          |                                |   |  |  |   |                       | Working with NYS EFC to finance the full award amount.  | Secured balance of funding (\$5 million grant from NYS Capital Budget). Local municipal public hearings held and bond authorization issued. To qualify for certain grant funding these items must be in place. Much of the preliminary work is complete.   |
| 3                | The Meadows at Yaphank                         | Rose - Breslin Associates, LLC            | \$ 1,500,000         | \$ 51,486,000         |                                |   |  |  | \$ 25,000,000                                 |                       | Permits/approval.   | The project has received almost all necessary approval and is waiting on a few more permits. Construction to begin summer 2014.  |
| 3                | City of Glen Cove Waterfront Connector Project | City of Glen Cove                         | \$ 2,500,000         | \$ 18,720,000         |                                |   |  |  | \$ 2,500,000                                  | 90%                   | The project is progressing through the Detailed Design and Right-of-Way (ROW) Acquisition phases with no foreseeable impediments. | Design consultant submitted 90% plans for City review. Once approved, they will be submitted to NYSDOT. The 90% plans resolve all NYSDOT submitted comments. City and Design Consultant finalizing details/logistics. Detailed Design/ROW Acquisition to be completed 3rd quarter 2014, with project to commence 4th quarter 2014. |
| 3                | East Farmingdale Planning Study                | Town of Babylon                           | \$ 500,000           | \$ 1,145,000          | 1                              | 1   |  | \$ 5,165                                       | \$ 700,000                                    | 1%                    |   | Hired 1 FTE with over 10 yrs experience in land use and planning for mgmt. of the East Farmingdale project. Anticipated that an RFP or RFPs for planning studies will be released Summer 2014.   |
| 3                | Glen Cove Piazza                               | GCVS, LLC                                 | \$ 1,000,000         | \$ 29,400,000         |                                |   |  |  | \$ 10,000,000                                 |                       |   | Completed revised site plan approval. Commencing demolition.   |
| 3                | Kings Park Sewers                              | Suffolk County Department of Public Works | \$ 1,000,000         | \$ 22,036,000         |                                |   |  |  |   |                       | Acquiring full funding.   | Design documents are 100% complete.  |
| <b>Subtotals</b> |  |   | <b>\$ 28,235,000</b> | <b>\$ 333,086,713</b> | <b>191</b>                     | <b>203</b>  | <b>70</b>                              | <b>\$ 7,542,049</b>                            | <b>\$ 71,968,164</b>                          |                       |   |  |



## Overview of Progress

### Long Island Rounds 1, 2, and 3 Project Implementation Status

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|----------------------------------|---|---|-------------------|---------------------|--------------------------------|---|--|--|---|-----------------------|--|--|
| <b>Workforce &amp; Education</b> |   |   |                   |                     |                                |   |  |  |   |                       |  |  |
| 1                                | Long Island Business and Workforce Investment Project | Town of Hempstead Department of Occupational Resources                | \$ 427,535        | \$ 540,000          | 37                             | 74  |  | \$ 425,460                                     |   | 100%                  | Business closures and unemployment caused by Superstorm Sandy created challenges in participant placement.   | The project exceeded its goals. Our goal for the # of individuals trained was 114 and the actual number was 130. Our goal for the # placed was 57 and the actual number was 76. The avg. wage at placement was \$19.50/hr. ESD Board approved.   |
| 1                                | Long Island STEM Hub Working Capital                  | Brookhaven Science Associates   | \$ 320,000        | \$ 420,000          | 2                              | 2   |  | \$ 56,381                                      | \$ 208,000                                    | 15%                   | Delays in contracting.   | Established STEM Hub Core Team committees to address key areas. Regional Industry Councils are progressing as well. Held Annual LI STEM Hub Celebration on 4/9/14 with robust attendance. Competitions developed and Gap Analysis Report published 8/13.   |
| 1                                | ENGine - Hofstra                                      | Hofstra University  | \$ 1,000,000      | \$ 3,991,758        |                                | 2   |  | \$ 2,991,758                                   |   | 100%                  |  | The lab renovation in Weed Hall and acquisition/installation of specialized engineering machinery/equipment completed. Strong student enrollment and some new hires. ESD Board approved and funds disbursed are pending.   |
| 1                                | EnglNE - Stony Brook                                  | Stony Brook University  | \$ 1,000,000      | \$ 3,340,000        | 13                             | 20  |  | \$ 1,704,713                                   | \$ 1,090,000                                  | 93%                   |  | Capital expenditures at 95% of target. New faculty quadrupled target. New faculty payroll exceeded target by 61%. Enrollment increase doubled target.  |
| 1                                | NY Institute of Technology                            | New York Institute of Technology Entrepreneurship and Training Center | \$ 400,000        | \$ 1,680,000        | 4                              | 8   | 1                                      | \$ 71,281                                      | \$ 2,334,719                                  | 5%                    |  | Completed design and specification phase. Currently advertising request for proposals. Private industry advisory board is actively working on plans to create high-tech teaching and research labs meeting industry workforce demands and projections.   |
| 1                                | Farmingdale State College STEM Diversity Roundtable   | Farmingdale State College   | \$ 100,000        | \$ 200,000          |                                |   |  |  |   | 90%                   |  | A STEP Summer Academy exposes underserved students to advanced sciences. Also provides program space, and leverages funds from a grant provided by Long Island Community Foundation. Grant also provides funding for part time lab assistant to manage the Mobile Lab. Additionally, the lab will be in used in the Wyandanch community summer 2014.   |
| 1                                | Advanced Manufacturing Composites Training            | Long Island Forum for Technology (LIFT)                               | \$ 136,000        | \$ 245,000          |                                |   |  | \$ 30,000                                      |   | 25%                   | Original program was scheduled to commence 1st cohort of composite designers on 10/31/12, but Super Storm Sandy struck and the class was cancelled. LIFT was unable to attract students and reschedule training in 2013. | The Composite Prototype Center is operational, and LIFT is able to commence training program. Formal training of technicians in the use of the composite manufacturing equipment began in 2nd quarter of 2014. LIFT provided machine operator training to 6 individuals amounting to over 260 hrs. and will continue to hold such classes for incumbent workers in fulfillment of the objectives and contractual requirements. |
| 1                                | New York Label  | New York Label  | \$ 4,472,400      | \$ 248,361          | 2                              | 3   |  | \$ 850,000                                     | \$ 250,000                                    | 25%                   |  |  |



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|------------------|--|--|----------------------|----------------------|--------------------------------|---|--|--|---|-----------------------|--|---|
| 2                | Medical Scholars Pipeline Program  | Hofstra North Shore - LIJ School of Medicine   | \$ 152,417           | \$ 602,417           |                                |   |  | \$ 98,867                                      | \$ 53,550                                     | 65%                   |  | As of May 31, 2014, the project is well underway. Several components have either been completed and/or are currently in-progress.   |
| 2                | Molloy College - Center for Nursing Excellence                           | Molloy College   | \$ 250,000           | \$ 24,600,000        |                                |   |  | \$ 1,073,075                                   | \$ 15,669,895                                 | 9%                    |  | Groundbreaking occurred June 17, 2014.  |
| 2                | EngINE - NYIT  | New York Institute of Technology   | \$ 250,000           | \$ 1,555,000         | 1                              | 1   | 2                                      | \$ 191,137                                     | \$ 304,888                                    | 20%                   |  | Materials Lab renovation complete. Currently in design phase for new Clean Room. Continuing purchase of equipment to increase research capability/student enrollment.   |
| 2                | EngINE - Farmingdale State College                                       | The Research Foundation for the State of New York on Behalf of Farmingdale State College | \$ 250,000           | \$ 1,550,000         | 3                              | 3   |  | \$ 100,000                                     | \$ 550,000                                    | 20%                   | College admin. finalizing budget. Made offers to 4 faculty to create 4 FTEs. 1 member unable to complete required authorization to begin work. | Continuing work with Physical Plant and College Admin. to finalize budget and architect plans and hire contractors. Reopened search for 1 more faculty and made offer to new faculty member starting 8/15/2014. This will allow us to meet the 4 FTEs agreed in offer letter. |
| 3                | HTM Program Reinvigorating the LI Tourism Industry-Facility Construction | St. Joseph's College   | \$ 800,000           | \$ 7,500,000         |                                |   |  |  | \$ 1,500,000                                  |                       |  | Interviewing architects to begin construction/renovations to LI Campus. Projects expected to begin summer 2014.   |
| 3                | Creation of Big Data and Robotics Laboratories and Classrooms            | Hofstra University   | \$ 2,000,000         | \$ 5,000,000         |                                |   |  |  | \$ 2,000,000                                  | 5%                    |  | Completed preliminary design for both labs. New lab equipment purchases ID'd and equipment purchase orders being prepared.  |
| <b>Subtotals</b> |  |  | <b>\$ 11,558,352</b> | <b>\$ 51,472,536</b> | <b>62</b>                      | <b>113</b>  | <b>3</b>                               | <b>\$ 7,592,672</b>                            | <b>\$ 23,961,052</b>                          |                       |  |   |



## Overview of Progress

### Long Island Rounds 1, 2, and 3 Project Implementation Status

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|-----------------------|--|---|---------------------|---------------------|--------------------------------|---|--|--|---|-----------------------|---|---|
| <b>Natural Assets</b> |  |   |                     |                     |                                |   |  |  |   |                       |   |   |
| 1                     | Bay Scallop Fisheries Restoration        | Cornell Cooperative Extension of Suffolk County | \$ 182,900          | \$ 503,341          | 300 part time                  | 4 part time   |  | \$ 64,360                                      |   | 100%                  |   | Produced greater numbers of scallops, increased hatchery capacity. Collected larvae from natural populations to increase ability to produce bay scallops for our system. Encouraged oyster farmers to add bay scallops as a new crop. Worked with 4 oyster growers to acquaint the industry to methods to grow and market cultured bay scallops.  |
| 2                     | Satur Farms Capital                      | Satur Farms LLC                                 | \$ 120,000          | \$ 810,000          | 10                             | 10  |  | \$ 449,344                                     | \$ 375,000                                    | 50%                   | Need to secure funds for wash line.   | Expanded Refrigerated production rooms fully completed. Utility services upgraded and operating. Yet to move/install certain equipment. Once operating, we intend to order final piece of equipment.  |
| 2                     | Montauk Inlet Seafood Reconstruction     | Montauk Inlet Seafood Inc.                      | \$ 300,000          | \$ 1,500,000        |                                |   | 8                                      | \$ 600,000                                     | \$ 900,000                                    | 40%                   | Bulkhead work was delayed due to severe winter weather.   | Bulkhead 40% completed (240' of 600'). Work remaining cement, electrical service, water service incl. hydrant, and lighting.  |
| 2                     | Montauk Fish Dock Reconstruction         | Montauk Fish Dock Inc.                          | \$ 120,000          | \$ 600,000          |                                |   | 40                                     | \$ 400,000                                     | \$ 200,000                                    | 80%                   | Weather.  | Bulkhead completed, building shell constructed along with necessary infrastructure incl. power & water. Refrigeration and insulation (i.e. temperature control) needs to be completed. 80% complete.  |
| 2                     | Hatchery Electrical Distribution project | HF Corwin                                       | \$ 250,000          | \$ 2,000,000        |                                |   | 3                                      | \$ 900,000                                     | \$ 1,000,000                                  | 40%                   | Weather.  | Electric lines/new electrical building complete. Refrig. plant nearing completion. 7k sq.ft. hatchery vendor still under review but several designs have been ID'd.   |
| 3                     | Twin Trawl Technology Transfer           | L & G Fisheries, LLC                            | \$ 105,000          | \$ 525,000          |                                |   |  |  | \$ 525,000                                    |                       |   | F/V Jason & Danielle Twin Trawl Technology Transfer-ESD incentive proposal signed. Actual work not started. Soliciting bids.  |
| 3                     | Cor-J Seafood Expansion                  | Cor-J Seafood Enterprises                       | \$ 100,000          | \$ 500,000          |                                |   |  |  |   |                       |   | ESD incentive proposal signed. Actual work not started. Soliciting job bids.  |
| 3                     | Poultry Mobile Processing Unit MPU       | Browder's Birds                                 | \$ 61,375           | \$ 287,100          | 1                              | 1   |  | \$ 125,000                                     | \$ 80,000                                     | 65%                   | Must attain 5-A slaughter license from NYS Ag and Markets. Also need letter of support from the SC Health Dept. | Purchased MPU from original owner 1/14 for \$100k. Hooked up necessary infrastructure and beginning to use facility. Built 2 new chicken tractors for housing broilers on pasture, purchased/installed new walk-in freezer for product storage, refitted existing greenhouse for housing of baby chicks, purchased a truck for towing MPU, and installed farm stand on property to sell our products. |
| 3                     | North Fork Potato Chips                  | Martin Sidor Farms Inc.                         | \$ 50,000           | \$ 478,000          |                                |   |  |  |   |                       |   | Project not started.  |
| <b>Subtotals</b>      |  |   | <b>\$ 1,289,275</b> | <b>\$ 7,203,441</b> | <b>11</b>                      | <b>11</b>   | <b>51</b>                              | <b>\$ 2,538,704</b>                            | <b>\$ 3,080,000</b>                           |                       |   |   |



## Overview of Progress

### Long Island Rounds 1, 2, and 3 Project Implementation Status

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|-----------------------------|---|--|-------------------|---------------------|--------------------------------|---|--|--|---|-----------------------|--|--|
| <b>Path Through History</b> |   |  |                   |                     |                                |   |  |  |   |                       |  |  |
| 2                           | Discover what you love... Discover Long Island's East End | East End Tourism Alliance                | \$ 335,000        | \$ 335,000          |                                |   |  |  |   | 100%                  | None.  | Over the project period, the East End Tourism Alliance used a \$335k ESD grant to promote/market the 5 East End towns of LI. Our marketing campaign, "Taste the East End," was comprised of TV, radio, print, and internet advertising/marketing. Our "Free Shuttle" for public transportation drew substantial numbers of tourists. Grant created a return of over \$17 million to the local economy. |
| 2                           | Arts Alive LI   | Long Island Arts Alliance                | \$ 110,000        | \$ 102,613          |                                | 1   |  |  |   | 100%                  | There were few impediments to the project in its second year.  | The 2nd Annual Arts Alive LI Festival returned in October, successfully launching tri-state media campaign inviting residents and visitors to arts events across LI. The website continues to be a portal for arts events and a growing artist exchange. Successes included unprecedented community support and collaboration, as well as increased brand awareness and media coverage.                |
| 3                           | Expansion Project   | Heckscher Museum of Art                  | \$ 800,000        | \$ 24,284,382       |                                |   |  | \$ 38,300                                      | \$ 50,000                                     | 3%                    | No impediments other than raising necessary funds to build/sustain expansion.  | Project cost estimates updated, design revisions complete, and architectural presentation model complete for marketing/fundraising. Recruitment for the Capital Campaign Steering Committee underway.  |
| 3                           | Long Island Winterfest                                    | East End Arts & Humanities Council, Inc. | \$ 162,000        | \$ 338,401          |                                |   | n/a                                    | \$ 106,700                                     | \$ 55,300                                     | 85%                   | Reimbursement models arduous for small organizations. Bridge loan required to initiate project, with no accommodation for interest fees. | Held 2/7 -3/23/14. 6 week schedule extended due to snowstorm. 95 performances at local wineries, hotels, performing arts venues, & restaurants, with attendance of ~7k. ~285 musicians hired during festival.  |
| 3                           | Access East End   | Long Island Wine Council                 | \$ 285,000        | \$ 385,000          |                                |   |  |  |   | 10%                   | Program details being finalized with partners. With Delta Airlines' contributions, the project will now move ahead quickly.              | Have yet to receive contract for "Access East End" grant, so have not spent any of the funding. However, moving forward with finalizing all program details for launch prior to peak season.   |
| 3                           | Indoor Skydiving New York                                 | Skydive Long Island                      | \$ 250,000        | \$ 4,500,000        |                                |   |  |  | \$ 4,500,000                                  |                       |  | Received all approvals from the Town of Riverhead; contract being negotiated for land use.   |
| 3                           | Arts Alive LI   | Long Island Arts Alliance                | \$ 150,000        | \$ 349,950          |                                |   |  |  |   | 1%                    |  | In planning stages. Arts Alive LI's 3rd annual celebration of LI Arts returns 10/14 as a month-long showcase of LI's arts attractions. Festival takes place from 9/27-10/31/14. Website being upgraded to better handle the large # of events throughout the year, and to be mobile-friendly.  |



## Overview of Progress

### Long Island Rounds 1, 2, and 3 Project Implementation Status

| ROUND            | Project Name:   | Applicant Name:      | CFA Award Amount:   | Total Project Cost:  | FTEs Created 6/30/13 - 5/31/14 | Total FTEs Created since acceptance of the ESD award letter | # of Construction Jobs (if applicable) | Capital Expenditures Incurred 6/30/13- 5/31/14 | Projected Capital Investment 6/1/14 - 5/31/15 | % of Project Complete | Impediments to the project | Describe project progress through 5/31/14   |
|------------------|---|----------------------|---------------------|----------------------|--------------------------------|---|--|--|---|-----------------------|----------------------------|---|
| 3                | St. Joseph's College HTM Program Reinvigorating the LI Tourism Industry | St. Joseph's College | \$ 197,551          | \$ 197,551           |                                |   |  |  |   |                       |                            | Received incentive proposal 5/11/14. College will create marketing campaign to promote new HTM program. |
| <b>Subtotals</b> |   |                      | <b>\$ 2,289,551</b> | <b>\$ 30,492,897</b> |                                | <b>1</b>  |  | <b>\$ 145,000</b>                              | <b>\$ 4,605,300</b>                           |                       |                            |   |



## Overview of Progress

### Long Island Rounds 1, 2, and 3 Project Implementation Status

| ROUND | Project Name: | Applicant Name: | CFA Award Amount: | Total Project Cost: | FTEs Created 6/30/13 - 5/31/14 | Total FTEs Created since acceptance of the ESD award letter | # of Construction Jobs (if applicable) | Capital Expenditures Incurred 6/30/13- 5/31/14 | Projected Capital Investment 6/1/14 - 5/31/15 | % of Project Complete | Impediments to the project | Describe project progress through 5/31/14 |
|-------|---------------|-----------------|-------------------|---------------------|--------------------------------|---|--|--|---|-----------------------|----------------------------|---|
|-------|---------------|-----------------|-------------------|---------------------|--------------------------------|---|--|--|---|-----------------------|----------------------------|---|

#### Opportunity Agenda

|                  |   |  |                       |                         |            |             |             |                      |                       |     |   |   |
|------------------|---|--|-----------------------|-------------------------|------------|-------------|-------------|----------------------|-----------------------|-----|---|---|
| 3                | Youth Entrepreneurial Financial Literacy and College Preparation Initiative | Suffolk County Community College - Entrepreneurial Assistance Center | \$ 22,500             | \$ 25,000               |            |             |             |                      |                       | 10% | Setback due to a change in top Wyandanch Union-Free School District administration. Now due to resume 9/14. | SCCC EAP Center submitted the Youth Entrepreneurial Financial Literacy and College Preparation Initiative to the SCCC Board for approval in Jan./Feb. Currently have full approval from all parties, and budget has been created in college's financial mgmt. system to fully implement project.  |
|                  | Manufacturing Training Program for Wyandanch Rising- Opportunity Agenda     | Suffolk County Community College                                     | \$ 32,500             | \$ 39,750               |            |             |             |                      |                       | 5%  | Project pending approval by College Board of Trustees.  | Projector has begun work with Wyandanch Resource Ctr. Director. An instructor has been ID'd and curriculum is under development.  |
| 3                | Workforce Intelligence Pilot Project  | Stony Brook University   | \$ 45,000             | \$ 49,500               |            |             |             | \$ 49,500            |                       | 20% | Contract signed 6/14.   | Infrastructure established; survey designed/distributed to 657 companies, flyer designed/distributed; survey results being received/tabulated; meetings with supply & demand side have established data retrieval systems, corporate focus group scheduled 6/5/14. Actively seeking data on immediate openings, coordination with SCDOL ongoing, WRC capacity building support services offered, 200 companies contacted via telephone follow-up. |
| <b>Subtotals</b> |   |  | <b>\$ 100,000</b>     | <b>\$ 114,250</b>       | -          | -           | -           | -                    | <b>\$ 49,500</b>      |     |   |   |
| <b>TOTALS</b>    |   |  | <b>\$ 168,564,722</b> | <b>\$ 2,208,518,090</b> | <b>868</b> | <b>1318</b> | <b>1650</b> | <b>\$ 22,021,901</b> | <b>\$ 695,789,432</b> |     |   |   |

# HOW WE'RE DOING...

## Economic Impact Analysis

### Analysis of the Economic Impact of Round I CFA Awards from the Governor's Long Island Regional Economic Development Council

By Dr. Pearl M. Kamer\*, Chief Economist, Long Island Association, Inc.

In the following analysis, appropriate multipliers from the RIMS II input-output model of the Long Island economy were applied to Round I CFA awards from the Long Island Regional Economic Development Council. The Bureau of Economic Analysis of the U.S. Commerce Department developed this model. Three types of multipliers are available - for output, earnings and employment. The output multiplier shows how much Long Island's output of goods and services, its gross metropolitan product, is likely to increase as a result of these awards. The earnings multiplier shows how much Long Island earnings are likely to increase as a result of these awards. The employment multiplier shows how many indirect Long Island jobs are likely to be created as a result of these awards. The transformative projects analyzed received \$46.0 million in grants and tax credits during the first round of funding by the Long Island Regional Economic Development Council. Their total project budgets exceeded \$452 million.

### Multipliers for Transformative Projects from Round I

| CFA # | Project Name           | CFA Award         | CFA Project Budget | RIMS II Output Multiplier | RIMS II Earnings Multiplier | RIMS II Jobs Multiplier |
|-------|------------------------|-------------------|--------------------|---------------------------|-----------------------------|-------------------------|
| 2432  | Heartland              | \$2,500,000       | \$46,000,000       | 2.0316                    | 0.6357                      | 15.2009                 |
| 3133  | United Baking          | 1,469,419         | 3,900,000          | 2.0316                    | 0.6357                      | 15.2009                 |
| 3714  | NY Label & Box         | 248,361           | 4,497,400          | 2.0316                    | 0.6357                      | 15.2009                 |
| 3774  | Sciegen Pharma         | 2,421,000         | 19,050,000         | 1.7539                    | 0.3086                      | 5.6645                  |
| 3856  | Cox & Co.              | 267,574           | 1,135,000          | 2.1312                    | 0.6909                      | 22.1086                 |
| 4049  | Wyandanch Rising       | 6,000,000         | 120,000,000        | 2.0316                    | 0.6357                      | 15.2009                 |
| 5101  | Evans & Paul           | 901,942           | 5,850,000          | 2.0316                    | 0.6357                      | 15.2009                 |
| 5322  | CSHL                   | 2,000,000         | 15,007,500         | 2.0316                    | 0.6357                      | 15.2009                 |
| 5661  | Thought Box            | 3,000,000         | 21,000,000         | 2.0316                    | 0.6357                      | 15.2009                 |
| 5784  | D'Addario & Co.        | 1,865,118         | 9,000,000          | 2.0316                    | 0.6357                      | 15.2009                 |
| 5943  | Vision Lighting        | 600,000           | 2,503,000          | 1.9573                    | 0.5680                      | 18.8070                 |
| 6169  | Northrop Grumman       | 1,100,000         | 11,562,000         | 1.9399                    | 0.6740                      | 13.3022                 |
| 6294  | Amneal Pharma          | 3,000,000         | 50,000,000         | 2.0316                    | 0.6357                      | 15.2009                 |
| 6400  | Hempstead Village      | 5,000,000         | 5,500,000          | 2.0316                    | 0.6357                      | 15.2009                 |
| 6697  | LI STEM Hub            | 320,000           | 420,000            | 2.1312                    | 0.6909                      | 22.1086                 |
| 6862  | P&L Development        | 2,668,040         | 12,929,375         | 2.1312                    | 0.6909                      | 22.1086                 |
| 7156  | Ronkonkoma Hub         | 4,000,000         | 23,500,000         | 2.0316                    | 0.6357                      | 15.2009                 |
| 7441  | Smart Grid 3           | 5,000,000         | 90,000,000         | 1.9399                    | 0.6740                      | 13.3022                 |
| 7750  | Cornell Coop Extension | 182,900           | 182,900            | 1.8046                    | 0.5286                      | 21.2724                 |
| 7895  | Agric. Enterprise Park | 500,000           | 1,000,000          | 2.0316                    | 0.6357                      | 15.2009                 |
| 8115  | Accelerate LI          | 500,000           | 1,400,000          | 1.9399                    | 0.6740                      | 13.3022                 |
| 8117  | Engine Stony Brook     | 1,000,000         | 2,340,000          | 2.0316                    | 0.6357                      | 15.2009                 |
| 8309  | New York Tech          | 400,000           | 1,685,000          | 2.0316                    | 0.6357                      | 15.2009                 |
| 8552  | Farmingdale STEM       | 100,000           | 200,000            | 2.1312                    | 0.6909                      | 22.1086                 |
| 18140 | Engine Hofstra         | 1,000,000         | 3,500,000          | 2.0316                    | 0.6357                      | 15.2009                 |
|       | <b>Total</b>           | <b>46,044,354</b> | <b>452,162,175</b> |                           |                             |                         |

Source: RIMS II Input-Output Model of the Long Island economy based on ESD Data

\* Deceased

# How We're Doing...

Multipliers from the RIMS II input-output model of the Long Island economy indicate that the first round awards to transformative projects could cause Long Island's output of goods and services to increase by \$92.5 million, including the original awards. This is equivalent to a net or secondary output increase of \$46.5 million. Long Island earnings could increase by almost \$29 million and an estimated 691 secondary or indirect jobs could be created just from Round I awards. Approximately 6,600 jobs could be created when the entire budgets allocated to these projects are expended.

## Economic Impact of Transformative Projects from Round I

| CFA # | Project Name         | CFA Award         | CFA Project Budget | Output Increase   | Earnings Increase | Job Gain From Award | Job Gain From Project Budget |
|-------|----------------------|-------------------|--------------------|-------------------|-------------------|---------------------|------------------------------|
| 2432  | Heartland            | \$2,500,000       | \$46,000,000       | \$5,079,000       | \$1,589,250       | 38                  | 699                          |
| 3133  | United Baking        | 1,469,419         | 3,900,000          | \$2,985,272       | \$934,110         | 22                  | 59                           |
| 3714  | NY Label & Box       | 248,361           | 4,497,400          | \$504,570         | \$157,883         | 3                   | 68                           |
| 3774  | Sciegen Pharma       | 2,421,000         | 19,050,000         | \$4,246,192       | \$747,121         | 14                  | 108                          |
| 3856  | Cox & Co.            | 267,574           | 1,135,000          | \$570,254         | \$184,867         | 6                   | 25                           |
| 4049  | Wyandanch Rising     | 6,000,000         | 120,000,000        | \$12,189,600      | \$3,814,200       | 91                  | 1,824                        |
| 5101  | Evans & Paul         | 901,942           | 5,850,000          | \$1,832,385       | \$573,365         | 14                  | 89                           |
| 5322  | CSHL                 | 2,000,000         | 15,007,500         | \$4,063,200       | \$1,271,400       | 30                  | 228                          |
| 5661  | Thought Box          | 3,000,000         | 21,000,000         | \$6,094,800       | \$1,907,100       | 46                  | 319                          |
| 5784  | D'Addario & Co.      | 1,865,118         | 9,000,000          | \$3,789,174       | \$1,185,656       | 28                  | 137                          |
| 5943  | Vision Lighting      | 600,000           | 2,503,000          | \$1,174,380       | \$340,800         | 11                  | 47                           |
| 6169  | Northrop Grumman     | 1,100,000         | 11,562,000         | \$2,133,890       | \$741,400         | 15                  | 154                          |
| 6294  | Amneal Pharma        | 3,000,000         | 50,000,000         | \$6,094,800       | \$1,907,100       | 46                  | 760                          |
| 6400  | Hempstead Village    | 5,000,000         | 5,500,000          | \$10,158,000      | \$3,178,500       | 76                  | 84                           |
| 6697  | LI STEM Hub          | 320,000           | 420,000            | \$681,984         | \$221,088         | 7                   | 9                            |
| 6862  | P&L Development      | 2,668,040         | 12,929,375         | \$5,686,127       | \$1,843,349       | 59                  | 286                          |
| 7156  | Ronkonkoma Hub       | 4,000,000         | 23,500,000         | \$8,126,400       | \$2,542,800       | 61                  | 357                          |
| 7441  | Smart Grid 3         | 5,000,000         | 90,000,000         | \$9,699,500       | \$3,370,000       | 67                  | 1,197                        |
| 7750  | Cornell Coop Ext.    | 182,900           | 182,900            | \$330,061         | \$96,681          | 4                   | 4                            |
| 7895  | Agric. Enterpr. Park | 500,000           | 1,000,000          | \$1,015,800       | \$317,850         | 8                   | 15                           |
| 8115  | Accelerate LI        | 500,000           | 1,400,000          | \$969,950         | \$337,000         | 7                   | 19                           |
| 8117  | Engine Stony Brook   | 1,000,000         | 2,340,000          | \$2,031,600       | \$635,700         | 15                  | 36                           |
| 8309  | New York Tech        | 400,000           | 1,685,000          | \$812,640         | \$254,280         | 6                   | 26                           |
| 8552  | Farmingdale STEM     | 100,000           | 200,000            | \$213,120         | \$69,090          | 2                   | 4                            |
| 18140 | Engine Hofstra       | 1,000,000         | 3,500,000          | \$2,031,600       | \$635,700         | 15                  | 53                           |
|       | <b>Total</b>         | <b>46,044,354</b> | <b>452,162,175</b> | <b>92,514,299</b> | <b>28,856,290</b> | <b>691</b>          | <b>6,607</b>                 |

Source: RIMS II Input-Output Model of the Long Island economy based on ESD Data

A similar methodology was used for all other Long Island projects that received Round 1 funding, except for projects involving worker skills upgrading. These projects have been listed separately. Awards for non-transformative projects other than those involving worker skills upgrading totaled about \$8.9 million. The aggregate budgets for these projects totaled about \$47.8 million.

The findings show that \$8.9 million in spending for the foregoing projects could cause Long Island's gross output to increase by about \$17.6 million, including the original expenditure. This is equivalent to a net output increase of about \$8.7 million. Long Island earnings could increase by about \$5.3 million. Some 127 indirect jobs could be generated by these awards. A total of 704 indirect jobs could be generated when the budgets allocated to these projects are expended.

# HOW WE'RE DOING...

## Multipliers for Other First Round Projects (Non-Transformative)

| CFA # | Project Name                    | CFA Award        | CFA Project Budget | RIMS II Output Multiplier | RIMS II Earnings Multiplier | RIMS II Jobs Multiplier |
|-------|---------------------------------|------------------|--------------------|---------------------------|-----------------------------|-------------------------|
| 2019  | Huntington Lighthouse           | \$250,000        | \$250,000          | 2.0316                    | 0.6357                      | 15.2009                 |
| 2718  | Pipes Cove                      | 389,341          | 778,682            | 1.4199                    | 0.1564                      | 4.7686                  |
| 3222  | Concern for Independent Living  | 1,251,916        | 17,351,621         | 2.0316                    | 0.6357                      | 15.2009                 |
| 3345  | Ships Hole Farm                 | 400,000          | 1,465,000          | 1.4199                    | 0.1564                      | 4.7686                  |
| 3356  | Pt. Jefferson Harborwalk        | 100,000          | 200,000            | 2.0316                    | 0.6357                      | 15.2009                 |
| 5193  | Oyster Bay Wastewater           | 45,000           | 91,191             | 2.1312                    | 0.6909                      | 22.1086                 |
| 7448  | New Cassel Housing              | 2,586,743        | 11,864,514         | 2.0316                    | 0.6357                      | 15.2009                 |
| 7463  | Planting Fields Foundation      | 114,332          | 438,000            | 2.0316                    | 0.6357                      | 15.2009                 |
| 14127 | Oyster Bay Main Street          | 500,000          | 1,153,125          | 2.0316                    | 0.6357                      | 15.2009                 |
| 14237 | Long Island Housing Partnership | 1,750,000        | 6,677,378          | 2.0316                    | 0.6357                      | 15.2009                 |
| 14238 | Community Housing Innovations   | 640,000          | 4,400,000          | 2.0316                    | 0.6357                      | 15.2009                 |
| 14239 | Habitat for Humanity            | 105,000          | 722,395            | 2.0316                    | 0.6357                      | 15.2009                 |
| 14240 | Habitat for Humanity            | 770,000          | 2,420,000          | 2.0316                    | 0.6357                      | 15.2009                 |
|       | <b>Total</b>                    | <b>8,902,332</b> | <b>47,811,906</b>  |                           |                             |                         |

Source: RIMS II Input-Output Model of the Long Island economy based on ESD Data

## Economic Impact of Other First Round Projects (Non-Transformative)

| CFA # | Project Name               | CFA Award        | CFA Project Budget | Output Increase     | Earnings Increase  | Job Gain From Award | Job Gain From Project Budget |
|-------|----------------------------|------------------|--------------------|---------------------|--------------------|---------------------|------------------------------|
| 2019  | Huntington Lighthouse      | \$250,000        | \$250,000          | \$507,900           | \$158,925          | 4                   | 4                            |
| 2718  | Pipes Cove                 | 389,341          | 778,682            | \$552,825           | \$60,893           | 2                   | 4                            |
| 3222  | Concern for Ind. Living    | 1,251,916        | 17,351,621         | \$2,543,393         | \$795,843          | 19                  | 264                          |
| 3345  | Ships Hole Farm            | 400,000          | 1,465,000          | \$567,960           | \$62,560           | 2                   | 7                            |
| 3356  | Pt. Jefferson Harborwalk   | 100,000          | 200,000            | \$203,160           | \$63,570           | 2                   | 3                            |
| 5193  | Oyster Bay Wastewater      | 45,000           | 91,191             | \$95,904            | \$31,091           | 1                   | 2                            |
| 7448  | New Cassel Housing         | 2,586,743        | 11,864,514         | \$5,255,227         | \$1,644,393        | 39                  | 180                          |
| 7463  | Planting Fields Foundation | 114,332          | 438,000            | \$232,277           | \$72,681           | 2                   | 7                            |
| 14127 | Oyster Bay Main Street     | 500,000          | 1,153,125          | \$1,015,800         | \$317,850          | 8                   | 18                           |
| 14237 | LI Housing Partnership     | 1,750,000        | 6,677,378          | \$3,555,300         | \$1,112,475        | 27                  | 102                          |
| 14238 | Community Housing          | 640,000          | 4,400,000          | \$1,300,224         | \$406,848          | 10                  | 67                           |
| 14239 | Habitat for Humanity       | 105,000          | 722,395            | \$213,318           | \$66,749           | 2                   | 11                           |
| 14240 | Habitat for Humanity       | 770,000          | 2,420,000          | \$1,564,332         | \$489,489          | 12                  | 37                           |
|       | <b>Total</b>               | <b>8,902,332</b> | <b>47,811,906</b>  | <b>\$17,607,620</b> | <b>\$5,283,365</b> | <b>127</b>          | <b>704</b>                   |

Source: RIMS II Input-Output Model of the Long Island economy based on ESD Data

Projects related to the upgrading of worker skills were considered separately because they generate jobs indirectly rather than directly. The aggregate first round CFA awards for these projects were about \$1.3 million. Their aggregate project budgets were almost \$1.5 million. The RIMS II input-output analysis shows that these project awards could increase Long Island's gross output of goods and services by about \$2.77 million. This would be equivalent to a net output increase of about \$1.47 million. Long Island earnings could increase by about \$898,600 and some 28 to 32 indirect jobs could be created.

# HOW WE'RE DOING...

## Multipliers for First Round Projects Related to Worker Skills Upgrading

| CFA # | Project Name             | CFA Award        | CFA Project Budget | RIMS II Output Multiplier | RIMS II Earnings Multiplier | RIMS II Jobs Multiplier |
|-------|--------------------------|------------------|--------------------|---------------------------|-----------------------------|-------------------------|
| 2273  | Roman Stone              | \$49,915         | \$49,915           | 2.1312                    | 0.6909                      | 22.1086                 |
| 2277  | Catalina Instrument      | 21,000           | 76,704             | 2.1312                    | 0.6909                      | 22.1086                 |
| 3157  | Bryit Group              | 26,955           | 36,000             | 2.1312                    | 0.6909                      | 22.1086                 |
| 3826  | LI WIB                   | 427,535          | 427,535            | 2.1312                    | 0.6909                      | 22.1086                 |
| 4113  | Fil-Coil Inc.            | 35,000           | 35,000             | 2.1312                    | 0.6909                      | 22.1086                 |
| 4286  | Green Long Island        | 13,500           | 13,500             | 2.1312                    | 0.6909                      | 22.1086                 |
| 4750  | LiRO Engineers, Inc      | 14,896           | 8,777              | 2.1312                    | 0.6909                      | 22.1086                 |
| 4998  | Contract Pharmacal       | 48,200           | 48,200             | 2.1312                    | 0.6909                      | 22.1086                 |
| 5307  | Disc Graphics            | 48,400           | 48,400             | 2.1312                    | 0.6909                      | 22.1086                 |
| 5428  | Jemco Aerospace          | 42,120           | 42,120             | 2.1312                    | 0.6909                      | 22.1086                 |
| 6153  | Air Techniques           | 47,500           | 47,500             | 2.1312                    | 0.6909                      | 22.1086                 |
| 6162  | LIFT Training            | 136,000          | 245,000            | 2.1312                    | 0.6909                      | 22.1086                 |
| 6213  | B & R Industries         | 42,000           | 42,000             | 2.1312                    | 0.6909                      | 22.1086                 |
| 6371  | Mikim Industries, Inc    | 24,600           | 24,600             | 2.1312                    | 0.6909                      | 22.1086                 |
| 6451  | P&L Developments         | 41,600           | 41,600             | 2.1312                    | 0.6909                      | 22.1086                 |
| 7062  | Next Gen Training        | 80,000           | 90,000             | 2.1312                    | 0.6909                      | 22.1086                 |
| 7376  | Multiline Technology     | 44,850           | 44,850             | 2.1312                    | 0.6909                      | 22.1086                 |
| 7531  | So. Nassau Hospital      | 21,268           | 21,268             | 2.1312                    | 0.6909                      | 22.1086                 |
| 7774  | Stony Brook University   | 49,875           | 49,875             | 2.1312                    | 0.6909                      | 22.1086                 |
| 7856  | 1-Source Components      | 46,410           | 46,410             | 2.1312                    | 0.6909                      | 22.1086                 |
| 7971  | American Pride Fasteners | 39,000           | 39,000             | 2.1312                    | 0.6909                      | 22.1086                 |
|       | <b>Total</b>             | <b>1,300,624</b> | <b>1,478,254</b>   |                           |                             |                         |

Source: RIMS II Input-Output Model of the Long Island economy based on ESD Data

## Economic Impact of Projects Related to Worker Skills Upgrading

| CFA # | Project Name             | CFA Award        | CFA Project Budget | Output Increase  | Earnings Increase | Job Gain From Award | Job Gain From Project Budget |
|-------|--------------------------|------------------|--------------------|------------------|-------------------|---------------------|------------------------------|
| 2273  | Roman Stone              | 49,915           | 49,915             | \$106,379        | \$34,486          | 1                   | 1                            |
| 2277  | Catalina Instrument      | 21,000           | 76,704             | 44,755           | 14,509            | 0                   | 2                            |
| 3157  | Bryit Group              | 26,955           | 36,000             | 57,446           | 18,623            | 1                   | 1                            |
| 3826  | LI WIB                   | 427,535          | 427,535            | 911,163          | 295,384           | 9                   | 9                            |
| 4113  | Fil-Coil Inc.            | 35,000           | 35,000             | 74,592           | 24,182            | 1                   | 1                            |
| 4286  | Green Long Island        | 13,500           | 13,500             | 28,771           | 9,327             | 0                   | 0                            |
| 4750  | LiRO Engineers, Inc      | 14,896           | 8,777              | 31,746           | 10,292            | 0                   | 0                            |
| 4998  | Contract Pharmacal       | 48,200           | 48,200             | 102,724          | 33,301            | 1                   | 1                            |
| 5307  | Disc Graphics            | 48,400           | 48,400             | 103,150          | 33,440            | 1                   | 1                            |
| 5428  | Jemco Aerospace          | 42,120           | 42,120             | 89,766           | 29,101            | 1                   | 1                            |
| 6153  | Air Techniques           | 47,500           | 47,500             | 101,232          | 32,818            | 1                   | 1                            |
| 6162  | LIFT Training            | 136,000          | 245,000            | 289,843          | 93,962            | 3                   | 5                            |
| 6213  | B & R Industries         | 42,000           | 42,000             | 89,510           | 29,018            | 1                   | 1                            |
| 6371  | Mikim Industries, Inc    | 24,600           | 24,600             | 52,428           | 16,996            | 1                   | 1                            |
| 6451  | P&L Developments         | 41,600           | 41,600             | 88,658           | 28,741            | 1                   | 1                            |
| 7062  | Next Gen Training        | 80,000           | 90,000             | 170,496          | 55,272            | 2                   | 2                            |
| 7376  | Multiline Technology     | 44,850           | 44,850             | 95,584           | 30,987            | 1                   | 1                            |
| 7531  | So. Nassau Hospital      | 21,268           | 21,268             | 45,326           | 14,694            | 0                   | 0                            |
| 7774  | Stony Brook University   | 49,875           | 49,875             | 106,294          | 34,459            | 1                   | 1                            |
| 7856  | 1-Source Components      | 46,410           | 46,410             | 98,909           | 32,065            | 1                   | 1                            |
| 7971  | American Pride Fasteners | 39,000           | 39,000             | 83,117           | 26,945            | 1                   | 1                            |
|       | <b>Total</b>             | <b>1,300,624</b> | <b>1,478,254</b>   | <b>2,771,889</b> | <b>898,602</b>    | <b>28</b>           | <b>32</b>                    |



# HOW WE'RE DOING...

## Analysis of the Economic Impact of Round II CFA Awards from the Governor's Long Island Regional Economic Development Council

by Dr. John Rizzo, Chief Economist, Long Island Association as of September 1, 2013

In the following analysis, appropriate multiplier from the RIMS II input-output model of the Long Island economy were applied to Round Two CFA awards from the Long Island Regional Economic Development Council. The Bureau of Economic Analysis of the U.S. Commerce Department developed this model. Three types of multiplier are available - for output, earnings and employment. The output multiplier shows how much Long Island's output of goods and services, its gross metropolitan product, is likely to increase as a result of these awards. The earnings multiplier shows how much Long Island earnings are likely to increase as a result of these awards. The employment multiplier shows how many indirect Long Island jobs are likely to be created as a result of these awards. The transformative projects analyzed received \$15.9 million in grants and tax incentives during the second round of funding by the Long Island Regional Economic Development Council. Their total project budgets amounted to nearly \$421.7 million.

### Multipliers for Transformative Projects for Round Two

| CFA # | Project Name                                   | CFA Award           | CFA Project Budget   | RIMS II Output Multiplier | RIMS II Earnings Multiplier | RIMS II Jobs Multiplier |
|-------|--|---------------------|----------------------|---------------------------|-----------------------------|-------------------------|
| 12740 | Fil-Coil                                       | \$45,000            | \$150,000            | 1.7631                    | 0.506                       | 9.088                   |
| 12867 | Satur Farms                                    | 120,000             | 810,550              | 1.8822                    | 0.6349                      | 13.3951                 |
| 13796 | Hosftra North Shore LIJ School of Medicine     | 152,417             | 602,417              | 1.8822                    | 0.6349                      | 13.3951                 |
| 14289 | PK Metals                                      | 200,000             | 899,107              | 1.8822                    | 0.6349                      | 13.3951                 |
| 14831 | JM Haley                                       | 200,000             | 1,200,000            | 1.8822                    | 0.6349                      | 13.3951                 |
| 14899 | AJES Pharmaceuticals                           | 250,000             | 3,050,000            | 1.8822                    | 0.6349                      | 13.3951                 |
| 15506 | Wincoram Commons                               | 1,000,000           | 33,366,832           | 1.8822                    | 0.6349                      | 13.3951                 |
| 15641 | Montauk Inlet Seafood                          | 227,583             | 1,500,000            | 1.8822                    | 0.6349                      | 13.3951                 |
| 15892 | Wyandanch Rising - Phase 2                     | 1,000,000           | 4,100,000            | 1.8822                    | 0.6349                      | 13.3951                 |
| 16372 | Montauk Fish Dock                              | 120,000             | 600,000              | 1.8822                    | 0.6349                      | 13.3951                 |
| 16478 | Quality King                                   | 675,000             | 11,000,000           | 1.8822                    | 0.6349                      | 13.3951                 |
| 16559 | Sheltair Farmingdale                           | 365,000             | 6,100,000            | 1.8472                    | 0.6872                      | 12.2337                 |
| 16802 | Applied DNA Sciences                           | 229,957             | 1,066,000            | 1.8822                    | 0.6349                      | 13.3951                 |
| 17211 | Broad Hollow Bioscience Park                   | 500,000             | 34,900,000           | 1.8822                    | 0.6349                      | 13.3951                 |
| 17277 | Ronkonkoma Hub I                               | 1,050,000           | 5,213,000            | 1.8822                    | 0.6349                      | 13.3951                 |
| 17455 | Brookhaven Terminal Operations                 | 500,000             | 80,000,000           | 1.8822                    | 0.6349                      | 13.3951                 |
| 17515 | Molloy College                                 | 250,000             | 24,600,000           | 1.8822                    | 0.6349                      | 13.3951                 |
| 17537 | Mirimus  | 315,000             | 3,323,500            | 1.8472                    | 0.6872                      | 12.2337                 |
| 17735 | Wenner Bread                                   | 1,410,264           | 8,100,000            | 1.8822                    | 0.6349                      | 13.3951                 |
| 17833 | Kedrion Biopharma                              | 1,500,000           | 30,000,000           | 1.8822                    | 0.6349                      | 13.3951                 |
| 17885 | Winthrop Research Institute                    | 1,000,000           | 80,000,000           | 1.8822                    | 0.6349                      | 13.3951                 |
| 18509 | NYIT   | 250,000             | 1,550,000            | 1.8822                    | 0.6349                      | 13.3951                 |
| 18527 | Stony Brook University- Center for Biomedicine | 500,000             | 45,000,000           | 1.8822                    | 0.6349                      | 13.3951                 |
| 18823 | Farmingdale State College                      | 250,000             | 1,550,000            | 1.8822                    | 0.6349                      | 13.3951                 |
| 19075 | Town of Islip                                  | 500,000             | 23,550,000           | 1.8822                    | 0.6349                      | 13.3951                 |
| 19136 | Softheon                                       | 325,050             | 300,000              | 1.8822                    | 0.6349                      | 13.3951                 |
| 19201 | H. F. Corwin and Sons                          | 250,000             | 2,155,000            | 1.8822                    | 0.6349                      | 13.3951                 |
| 19322 | Perfumania                                     | 2,200,000           | 14,500,000           | 1.8822                    | 0.6349                      | 13.3951                 |
| 19867 | Nassau County HUB                              | 500,000             | 2,500,000            | 1.8822                    | 0.6349                      | 13.3951                 |
|       | <b>Total</b>                                   | <b>\$15,885,271</b> | <b>\$421,686,406</b> |                           |                             |                         |

Multipliers from the RIMS II input-output model of the Long Island economy indicate that the second round awards to transformative projects could cause Long Island's output of goods and services to increase by \$29.9 million, including the original awards. This is equivalent to a net or secondary output increase of \$14.0 million. Long Island earnings could increase by \$10.1 million and an estimated 212 indirect jobs could be created just from Round Two awards. The RIMS II analysis indicates that 5,637 jobs could be created when the entire budgets allocated to these projects are expended.

# HOW WE'RE DOING...

## Economic Impact of Transformative Projects from Round Two

| CFA # | Project Name                                   | CFA Award           | CFA Project Budget   | Output Increase     | Earnings Increase   | Job Gain From Award | Job Gain From Project |
|-------|--|---------------------|----------------------|---------------------|---------------------|---------------------|-----------------------|
| 14899 | AJES Pharmaceuticals                           | \$250,000           | \$3,050,000          | \$79,340            | \$22,770            | 0                   | 1                     |
| 16802 | Applied DNA Sciences                           | 229,957             | 1,066,000            | 225,864             | 76,188              | 2                   | 11                    |
| 17211 | Broad Hollow Bioscience Park                   | 500,000             | 34,900,000           | 286,879             | 96,770              | 2                   | 8                     |
| 17455 | Brookhaven Terminal Operations                 | 500,000             | 80,000,000           | 376,440             | 126,980             | 3                   | 12                    |
| 18823 | Farmingdale State College                      | 250,000             | 1,550,000            | 376,440             | 126,980             | 3                   | 16                    |
| 12740 | Fil-Coil                                       | 45,000              | 150,000              | 470,550             | 158,725             | 3                   | 41                    |
| 12867 | Satur Farms                                    | 120,000             | 810,550              | 1,882,200           | 634,900             | 13                  | 447                   |
| 13796 | Hosftra North Shore LIJ School of Medicine     | 152,417             | 602,417              | 428,357             | 144,492             | 3                   | 20                    |
| 14289 | PK Metals                                      | 200,000             | 899,107              | 1,882,200           | 634,900             | 13                  | 55                    |
| 14831 | JM Haley                                       | 200,000             | 1,200,000            | 225,864             | 76,188              | 2                   | 8                     |
| 15506 | Wincoram Commons                               | 1,000,000           | 33,366,832           | 1,270,485           | 428,558             | 9                   | 147                   |
| 15641 | Montauk Inlet Seafood                          | 227,583             | 1,500,000            | 674,228             | 250,828             | 4                   | 75                    |
| 15892 | Wyandanch Rising - Phase 2                     | 1,000,000           | 4,100,000            | 432,825             | 146,000             | 3                   | 14                    |
| 16372 | Montauk Fish Dock                              | 120,000             | 600,000              | 941,100             | 317,450             | 7                   | 467                   |
| 16478 | Quality King                                   | 675,000             | 11,000,000           | 1,976,310           | 666,645             | 14                  | 70                    |
| 16559 | Sheltair Farmingdale                           | 365,000             | 6,100,000            | 941,100             | 317,450             | 7                   | 1,072                 |
| 17277 | Ronkonkoma Hub I                               | 1,050,000           | 5,213,000            | 470,550             | 158,725             | 3                   | 330                   |
| 17515 | Molloy College - Center for Nursing Excellence | 250,000             | 24,600,000           | 581,868             | 216,468             | 4                   | 41                    |
| 17537 | Mirimus  | 315,000             | 3,323,500            | 2,654,399           | 895,377             | 19                  | 109                   |
| 17735 | Wenner Bread                                   | 1,410,264           | 8,100,000            | 2,823,300           | 952,350             | 20                  | 402                   |
| 17833 | Kedrion Biopharma                              | 1,500,000           | 30,000,000           | 1,882,200           | 634,900             | 13                  | 1,072                 |
| 17885 | Winthrop Research Institute                    | 1,000,000           | 80,000,000           | 470,550             | 158,725             | 3                   | 21                    |
| 18509 | NYIT   | 250,000             | 1,550,000            | 941,100             | 317,450             | 7                   | 603                   |
| 18527 | Stony Brook University- Center for Biomedicine | 500,000             | 45,000,000           | 470,550             | 158,725             | 3                   | 21                    |
| 19075 | Town of Islip                                  | 500,000             | 23,550,000           | 941,100             | 317,450             | 7                   | 315                   |
| 19136 | Softtheon                                      | 325,050             | 300,000              | 611,809             | 206,374             | 4                   | 4                     |
| 19201 | H. F. Corwin and Sons                          | 250,000             | 2,155,000            | 470,550             | 158,725             | 3                   | 29                    |
| 19322 | Perfumania                                     | 2,200,000           | 14,500,000           | 4,140,840           | 1,396,780           | 29                  | 194                   |
| 19867 | Nassau County HUB                              | 500,000             | 2,500,000            | 941,100             | 317,450             | 7                   | 33                    |
|       | <b>TOTALS</b>                                  | <b>\$15,885,271</b> | <b>\$421,686,406</b> | <b>\$29,870,098</b> | <b>\$10,115,322</b> | <b>212</b>          | <b>5,637</b>          |

A similar methodology is used for all other Long Island projects that received Round Two funding, except for projects involving worker skills upgrading. These projects have been listed separately. Awards for non-transformative projects other than those involving worker skills upgrading totaled about \$8.0 million. The aggregate budgets for these projects totaled about \$42.7 million.

# HOW WE'RE DOING...

## Multipliers for Other Second Round Projects (Non-Transformative)

| CFA # | Project Name  | CFA Award          | CFA Project Budget  | RIMS II Output Multiplier | RIMS II Earnings Multiplier | RIMS II Jobs Multiplier |
|-------|---|--------------------|---------------------|---------------------------|-----------------------------|-------------------------|
| 14275 | RVC Parks 2012  | \$500,000          | \$2,000,000         | 1.8822                    | 0.6349                      | 13.3951                 |
| 14359 | Walled Garden Restoration   | 300,000            | 842,750             | 1.8822                    | 0.6349                      | 13.3951                 |
| 14720 | Discover Long Island's East End   | 335,000            | 470,000             | 1.8472                    | 0.6872                      | 12.2337                 |
| 15244 | Accabonac Harbor Storm Water Remediation  | 150,000            | 300,000             | 1.8822                    | 0.6349                      | 13.3951                 |
| 15345 | Arts Alive LI   | 90,000             | 180,000             | 1.832                     | 0.5414                      | 16.3411                 |
| 15882 | Village of Patchogue 2012 NYMS Program  | 250,000            | 324,167             | 1.8822                    | 0.6349                      | 13.3951                 |
| 16007 | Design of Water System Transmission Improvements                                    | 165,000            | 330,000             | 1.8472                    | 0.6872                      | 12.2337                 |
| 16007 | City of Glen Cove Water Transmission System Improvements                            | 65,000             | 330,000             | 1.8822                    | 0.6349                      | 13.3951                 |
| 16167 | Increasing Cooling Space for Small Farms  | 207,000            | 435,000             | 1.8822                    | 0.6349                      | 13.3951                 |
| 16350 | Port Jefferson Pedestrian Trail Enhancements and Waterfront Parking Reconfiguration | 106,530            | 213,060             | 1.8822                    | 0.6349                      | 13.3951                 |
| 16686 | Western Greenport Sewer Extension Engineering Study                                 | 23,300             | 29,125              | 1.8472                    | 0.6872                      | 12.2337                 |
| 16850 | Town of Hempstead - Elmont Improvements   | 500,000            | 13,888,000          | 1.8822                    | 0.6349                      | 13.3951                 |
| 16873 | SparkBoom   | 80,000             | 160,000             | 1.832                     | 0.5414                      | 16.3411                 |
| 16955 | Swan River Restoration and Trailhead  | 1,750,480          | 1,750,480           | 1.8822                    | 0.6349                      | 13.3951                 |
| 16955 | 536 East Main St  | 400,000            | 2,909,452           | 1.8822                    | 0.6349                      | 13.3951                 |
| 17147 | Construction of Havens Beach Storm Water Improvements                               | 146,982            | 293,964             | 1.8822                    | 0.6349                      | 13.3951                 |
| 17321 | Village of Greenport Water Quality Improvements                                     | 287,801            | 319,779             | 1.8822                    | 0.6349                      | 13.3951                 |
| 17327 | Downtown Riverhead Artist Housing 2012  | 250,000            | 3,598,750           | 1.8822                    | 0.6349                      | 13.3951                 |
| 17414 | Mill and Hatchery   | 150,000            | 603,130             | 1.8822                    | 0.6349                      | 13.3951                 |
| 17607 | Puppets Take Long Island Festival   | 150,000            | 400,000             | 1.832                     | 0.5414                      | 16.3411                 |
| 17709 | Economic Development Assessment   | 45,000             | 90,000              | 1.8472                    | 0.6872                      | 12.2337                 |
| 17727 | East Cost CNG Tractors  | 1,000,000          | 3,702,400           | 1.8822                    | 0.6349                      | 13.3951                 |
| 17800 | Mitchell Park Bulkhead Feasibility Study  | 92,636             | 185,272             | 1.8472                    | 0.6872                      | 12.2337                 |
| 18379 | Gateway Park Improvement at 12 Academy Place Huntington Station                     | 370,000            | 740,000             | 1.8822                    | 0.6349                      | 13.3951                 |
| 18453 | Southold Watershed and Sewershed Mapping  | 33,955             | 67,910              | 1.8472                    | 0.6872                      | 12.2337                 |
| 18659 | DeForest Williams Preserve Acquisition  | 500,000            | 8,500,000           | 1.8472                    | 0.6872                      | 12.2337                 |
| 18914 | Eastern Greenport Sewer Extension Feasibility Study                                 | 25,500             | 31,875              | 1.8472                    | 0.6872                      | 12.2337                 |
|       | <b>Total</b>  | <b>\$7,974,184</b> | <b>\$42,695,114</b> |                           |                             |                         |

The findings show that \$8.0 million in spending for the foregoing projects could cause Long Island's gross output to increase by about \$14.5 million, including the original expenditure. This is equivalent to a net output increase of about \$6.6 million. Long Island earnings could increase by about \$5.1 million, and 106 indirect jobs could be generated by these awards. A total of 563 jobs could be generated when the budgets allocated to these projects are expended.

# HOW WE'RE DOING...

## Economic Impact of Other Second Round Project (Non-Transformative)

| CFA # | Project Name  | CFA Award          | CFA Project Budget  | Output Increase     | Earnings Increase  | Job Gain From Award | Job Gain From Project Budget |
|-------|---|--------------------|---------------------|---------------------|--------------------|---------------------|------------------------------|
| 14275 | RVC Parks 2012  | \$500,000          | \$2,000,000         | \$941,100           | \$317,450          | 7                   | 27                           |
| 14359 | Walled Garden Restoration   | 300,000            | 842,750             | 564,660             | 190,470            | 4                   | 11                           |
| 14720 | Discover Long Island's East End   | 335,000            | 470,000             | 618,812             | 230,212            | 4                   | 6                            |
| 15244 | Accabonac Harbor Storm Water Remediation  | 150,000            | 300,000             | 282,330             | 95,235             | 2                   | 4                            |
| 15345 | Arts Alive LI   | 90,000             | 180,000             | 164,880             | 48,726             | 1                   | 3                            |
| 15882 | Village of Patchogue 2012 NYMS Program  | 250,000            | 324,167             | 470,550             | 158,725            | 3                   | 4                            |
| 16007 | Design of Water System Transmission Improvements                                    | 165,000            | 330,000             | 304,788             | 113,388            | 2                   | 4                            |
| 16007 | City of Glen Cove Water Transmission System Improvements - Capital                  | 65,000             | 330,000             | 122,343             | 41,269             | 1                   | 4                            |
| 16167 | Increasing Cooling Space for Small Farms  | 207,000            | 435,000             | 389,615             | 131,424            | 3                   | 6                            |
| 16350 | Port Jefferson Pedestrian Trail Enhancements and Waterfront Parking Reconfiguration | 106,530            | 213,060             | 200,511             | 67,636             | 1                   | 3                            |
| 16686 | Western Greenport Sewer Extension Engineering Study                                 | 23,300             | 29,125              | 43,040              | 16,012             | 0                   | 0                            |
| 16850 | Town of Hempstead - Elmont Improvements Capital                                     | 500,000            | 13,888,000          | 941,100             | 317,450            | 7                   | 186                          |
| 16873 | SparkBoom   | 80,000             | 160,000             | 2                   | 43,312             | 1                   | 3                            |
| 16955 | Swan River Restoration and Trailhead  | 1,750,480          | 1,750,480           | 3,294,753           | 1,111,380          | 23                  | 23                           |
| 16955 | 536 East Main St  | 400,000            | 2,909,452           | 752,880             | 253,960            | 5                   | 39                           |
| 17147 | Construction of Havens Beach Storm Water Improvements                               | 146,982            | 293,964             | 276,650             | 93,319             | 2                   | 4                            |
| 17321 | Village of Greenport Water Quality Improvements                                     | 287,801            | 319,779             | 541,699             | 182,725            | 4                   | 4                            |
| 17327 | Downtown Riverhead Artist Housing 2012  | 250,000            | 3,598,750           | 470,550             | 158,725            | 3                   | 48                           |
| 17414 | Mill and Hatchery   | 150,000            | 603,130             | 282,330             | 95,235             | 2                   | 8                            |
| 17607 | Puppets Take Long Island Festival   | 150,000            | 400,000             | 2                   | 81,210             | 2                   | 7                            |
| 17709 | Economic Development Assessment   | 45,000             | 90,000              | 83,124              | 30,924             | 1                   | 1                            |
| 17727 | East Cost CNG Tractors  | 1,000,000          | 3,702,400           | 1,882,200           | 634,900            | 13                  | 50                           |
| 17800 | Mitchell Park Bulkhead Feasibility Study  | 92,636             | 185,272             | 171,117             | 63,659             | 1                   | 2                            |
| 18379 | Gateway Park Improvement at 12 Academy Place Huntington Station                     | 370,000            | 740,000             | 696,414             | 234,913            | 5                   | 10                           |
| 18453 | Southold Watershed and Sewershed Mapping  | 33,955             | 67,910              | 62,722              | 23,334             | 0                   | 1                            |
| 18659 | DeForest Williams Preserve Acquisition  | 500,000            | 8,500,000           | 923,600             | 343,600            | 6                   | 104                          |
| 18914 | Eastern Greenport Sewer Extension Feasibility Study                                 | 25,500             | 31,875              | 47,104              | 17,524             | 0                   | 0                            |
|       | <b>Total</b>  | <b>\$7,974,184</b> | <b>\$42,695,114</b> | <b>\$14,528,875</b> | <b>\$5,096,716</b> | <b>106</b>          | <b>563</b>                   |

Projects related to the upgrading of worker skills were considered separately because they generate jobs indirectly rather than directly. The aggregate project budgets were more than \$2.0 million. The RIMS II input-output analysis shows that these project awards could increase Long Island's gross output of goods and services by about \$3.7 million. This would be equivalent to a new output increase of about \$1.8 million. Long Island earnings could increase by about \$1.4 million and approximately 38 jobs could be created.

# HOW WE'RE DOING...

## Multipliers for Second Round Projects Related to Worker skills Upgrading

| CFA # | Project Name                             | CFA Award          | CFA Project Budget | RIMS II Output Multiplier | RIMS II Earnings Multiplier | RIMS II Jobs Multiplier |
|-------|--|--------------------|--------------------|---------------------------|-----------------------------|-------------------------|
| 8258  | Shinnecock Pools, Inc.                   | \$50,000           | \$50,000           | 1.9103                    | 0.7071                      | 19.8406                 |
| 14823 | New York Label & Box Corporation         | 50,000             | 50,000             | 1.9103                    | 0.7071                      | 19.8406                 |
| 15170 | Island Pro Digital, Inc.                 | 23,500             | 23,500             | 1.9103                    | 0.7071                      | 19.8406                 |
| 15283 | CleanEdison, Inc.                        | 72,010             | 72,010             | 1.9103                    | 0.7071                      | 19.8406                 |
| 15419 | Curtiss-Wright Flow Control Corporation  | 64,000             | 64,000             | 1.9103                    | 0.7071                      | 19.8406                 |
| 15495 | Twinco Mfg. Co. Inc.                     | 100,000            | 100,000            | 1.9103                    | 0.7071                      | 19.8406                 |
| 15603 | W & H Stampings, Inc                     | 49,140             | 49,140             | 1.9103                    | 0.7071                      | 19.8406                 |
| 15792 | South Nassau Communities Hospital        | 58,999             | 58,999             | 1.9103                    | 0.7071                      | 19.8406                 |
| 15823 | Accurate Industrial Machining, Inc.      | 54,000             | 54,000             | 1.9103                    | 0.7071                      | 19.8406                 |
| 16016 | Time Base Corporation dba TBC Consoles   | 82,225             | 82,225             | 1.9103                    | 0.7071                      | 19.8406                 |
| 16095 | Electronic Machine Parts, LLC            | 22,425             | 22,425             | 1.9103                    | 0.7071                      | 19.8406                 |
| 16547 | Dentsply International LLC               | 73,834             | 73,834             | 1.9103                    | 0.7071                      | 19.8406                 |
| 16812 | St. John's Episcopal Hospital            | 50,000             | 50,000             | 1.9103                    | 0.7071                      | 19.8406                 |
| 16812 | St. John's Episcopal Hospital            | 50,000             | 50,000             | 1.9103                    | 0.7071                      | 19.8406                 |
| 17240 | Country Life, LLC                        | 48,500             | 48,500             | 1.9103                    | 0.7071                      | 19.8406                 |
| 17463 | Duro Dyne Corporation                    | 48,500             | 48,500             | 1.9103                    | 0.7071                      | 19.8406                 |
| 17720 | Flagpoles, Incorporated                  | 24,000             | 24,000             | 1.9103                    | 0.7071                      | 19.8406                 |
| 17720 | Flagpoles, Incorporated                  | 12,000             | 12,000             | 1.9103                    | 0.7071                      | 19.8406                 |
| 17760 | Stony Brook University                   | 99,000             | 99,000             | 1.9103                    | 0.7071                      | 19.8406                 |
| 17882 | Winthrop-University Hospital Association | 22,061             | 22,061             | 1.9103                    | 0.7071                      | 19.8406                 |
| 17925 | Clever Devices Ltd.                      | 93,600             | 93,600             | 1.9103                    | 0.7071                      | 19.8406                 |
| 18495 | Winthrop-University Hospital Association | 77,939             | 77,939             | 1.9103                    | 0.7071                      | 19.8406                 |
| 18920 | Community Care Home Health Services      | 55,000             | 55,000             | 1.9103                    | 0.7071                      | 19.8406                 |
| 19050 | Air Techniques, Inc.                     | 48,000             | 48,000             | 1.9103                    | 0.7071                      | 19.8406                 |
| 19097 | Maloya Laser, Inc.                       | 99,060             | 99,060             | 1.9103                    | 0.7071                      | 19.8406                 |
| 19148 | Nassau Candy Distributors, Inc.          | 91,000             | 91,000             | 1.9103                    | 0.7071                      | 19.8406                 |
| 19228 | Atlantic Industrial Technologies, Inc.   | 85,357             | 85,357             | 1.9103                    | 0.7071                      | 19.8406                 |
| 19442 | Oldcastle APG, Inc.                      | 49,950             | 49,950             | 1.9103                    | 0.7071                      | 19.8406                 |
| 19482 | Catalina Instrument Corp.                | 35,000             | 35,000             | 1.9103                    | 0.7071                      | 19.8406                 |
| 19813 | Rolling Frito-Lay Sales, LP              | 100,000            | 100,000            | 1.9103                    | 0.7071                      | 19.8406                 |
| 19938 | Green Building Training                  | 250,000            | 344,750            | 1.9103                    | 0.7071                      | 19.8406                 |
|       | <b>Total</b>                             | <b>\$2,039,100</b> | <b>\$2,133,850</b> |                           |                             |                         |

# HOW WE'RE DOING...

## Economic Impact of Projects Related to Worker Skills Upgrading

| CFA # | Project Name                             | CFA Award          | CFA Project Budget | Output Increase    | Earnings Increase  | Job Gain From Award | Job Gain from Project Budget |
|-------|--|--------------------|--------------------|--------------------|--------------------|---------------------|------------------------------|
| 8258  | Shinnecock Pools, Inc.                   | \$50,000           | \$50,000           | \$95,515           | \$35,355           | 1                   | 1                            |
| 14823 | New York Label & Box Corporation         | 50,000             | 50,000             | 95,515             | 35,355             | 1                   | 1                            |
| 15170 | Island Pro Digital, Inc.                 | 23,500             | 23,500             | 44,892             | 16,617             | 0                   | 0                            |
| 15283 | CleanEdison, Inc.                        | 72,010             | 72,010             | 137,561            | 50,918             | 1                   | 1                            |
| 15419 | Curtiss-Wright Flow Control Corporation  | 64,000             | 64,000             | 122,259            | 45,254             | 1                   | 1                            |
| 15495 | Twinco Mfg. Co. Inc.                     | 100,000            | 100,000            | 191,030            | 70,710             | 2                   | 2                            |
| 15603 | W & H Stampings, Inc                     | 49,140             | 49,140             | 93,872             | 34,747             | 1                   | 1                            |
| 15792 | South Nassau Communities Hospital        | 58,999             | 58,999             | 112,706            | 41,718             | 1                   | 1                            |
| 15823 | Accurate Industrial Machining, Inc.      | 54,000             | 54,000             | 103,156            | 38,183             | 1                   | 1                            |
| 16016 | Time Base Corporation dba TBC Consoles   | 82,225             | 82,225             | 157,074            | 58,141             | 2                   | 2                            |
| 16095 | Electronic Machine Parts, LLC            | 22,425             | 22,425             | 42,838             | 15,857             | 0                   | 0                            |
| 16547 | Dentsply International LLC               | 73,834             | 73,834             | 141,045            | 52,208             | 1                   | 1                            |
| 16812 | St. John's Episcopal Hospital            | 50,000             | 50,000             | 95,515             | 35,355             | 1                   | 1                            |
| 16812 | St. John's Episcopal Hospital            | 50,000             | 50,000             | 95,515             | 35,355             | 1                   | 1                            |
| 17240 | Country Life, LLC                        | 48,500             | 48,500             | 92,650             | 34,294             | 1                   | 1                            |
| 17463 | Duro Dyne Corporation                    | 48,500             | 48,500             | 92,650             | 34,294             | 1                   | 1                            |
| 17720 | Flagpoles, Incorporated                  | 24,000             | 24,000             | 45,847             | 16,970             | 0                   | 0                            |
| 17720 | Flagpoles, Incorporated                  | 12,000             | 12,000             | 22,924             | 8,485              | 0                   | 0                            |
| 17760 | Stony Brook University                   | 99,000             | 99,000             | 189,120            | 70,003             | 2                   | 2                            |
| 17882 | Winthrop-University Hospital Association | 22,061             | 22,061             | 42,143             | 15,599             | 0                   | 0                            |
| 17925 | Clever Devices Ltd.                      | 93,600             | 93,600             | 178,804            | 66,185             | 2                   | 2                            |
| 18495 | Winthrop-University Hospital Association | 77,939             | 77,939             | 148,887            | 55,111             | 2                   | 2                            |
| 18920 | Community Care Home Health Services      | 55,000             | 55,000             | 105,067            | 38,891             | 1                   | 1                            |
| 19050 | Air Techniques, Inc.                     | 48,000             | 48,000             | 91,694             | 33,941             | 1                   | 1                            |
| 19097 | Maloya Laser, Inc.                       | 99,060             | 99,060             | 189,234            | 70,045             | 2                   | 2                            |
| 19148 | Nassau Candy Distributors, Inc.          | 91,000             | 91,000             | 173,837            | 64,346             | 2                   | 2                            |
| 19228 | Atlantic Industrial Technologies, Inc.   | 85,357             | 85,357             | 163,057            | 60,356             | 2                   | 2                            |
| 19442 | Oldcastle APG, Inc.                      | 49,950             | 49,950             | 95,419             | 35,320             | 1                   | 1                            |
| 19482 | Catalina Instrument Corp.                | 35,000             | 35,000             | 66,861             | 24,749             | 1                   | 1                            |
| 19813 | Rolling Frito-Lay Sales, LP              | 100,000            | 100,000            | 191,030            | 70,710             | 2                   | 2                            |
| 19938 | Green Building Training                  | 250,000            | 344,750            | 477,575            | 176,775            | 5                   | 7                            |
|       | <b>TOTALS</b>                            | <b>\$1,939,100</b> | <b>\$2,033,850</b> | <b>\$3,704,263</b> | <b>\$1,371,138</b> | <b>38</b>           | <b>40</b>                    |

**Conclusion** - The projects that received Round Two state funding through the Governor's Regional Economic Development Council for Long Island should contribute materially to Long Island's Gross Metropolitan Product, its output of goods and services. The output increase attributable to this funding is about \$10.1 million. Other second round projects are estimated to increase output by \$14.5 million and earnings by \$5.1 million. Grants for worker skills upgrading could boost output by another \$3.7 million and earnings by \$1.4 million. Some 356 in indirect jobs could be created by all three grants and 6,240 secondary jobs. This will confer substantial benefits to the Long Island economy.

## Combined Economic Impact of Second Round CFA Awards

| Type of Project Award             | Output Gain         | Earnings Gain       | Job Gain From Award | Job Gain From Project Budget |
|-----------------------------------|---------------------|---------------------|---------------------|------------------------------|
| Transformative Rd 2               | \$29,870,098        | \$10,115,322        | 212                 | 5,637                        |
| Other 2 <sup>nd</sup> Rd Projects | \$14,528,875        | \$5,096,716         | 106                 | 563                          |
| Workers Skill Upgrades            | \$3,704,263         | \$1,371,138         | 38                  | 40                           |
| <b>Total</b>                      | <b>\$48,103,236</b> | <b>\$16,583,176</b> | <b>356</b>          | <b>6,240</b>                 |

# How We're Doing...

## Analysis of the Economic Impact of Round III CFA Awards from the Governor's Long Island Regional Economic Development Council

By Dr. John Rizzo, Chief Economist, Long Island Association

In the following analysis, appropriate multipliers from the RIMS II input-output model of the Long Island economy were applied to Round Three CFA projects. The Bureau of Economic Analysis of the U.S. Commerce Department developed this model. Three types of multipliers are available -- for output, earnings and employment. The output multiplier shows how much Long Island's output of goods and services, its gross metropolitan product, are likely to increase as a result of these awards. The earnings multiplier shows how much Long Island earnings are likely to increase as a result of these awards. The employment multiplier shows how many indirect Long Island jobs are likely to be created as a result of these awards. The transformative projects analyzed received \$32.7 million in grants and tax credits during the third round of funding. The total project budgets amounted to nearly \$490 million.

### Multipliers for Transformative Projects for Round Three

| CFA # | Project Name  | CFA Award         | CFA Project Budget | RIMS Output Multiplier | RIMS Earnings Multiplier | RIMS Job Multiplier |
|-------|---|-------------------|--------------------|------------------------|--------------------------|---------------------|
| 27180 | ADDAPT Advanced Manufacturing Competitiveness Project Capital   | 1,000,000         | 5,000,000          | 1.9983                 | 0.7084                   | 17.4458             |
| 29658 | Air Techniques Capital  | 39,025            | 195,127            | 1.8822                 | 0.6349                   | 13.3951             |
| 30230 | AL Energy Solutions LED LLC Excelsior   | 1,143,500         | 7,770,000          | 1.8822                 | 0.6349                   | 13.3951             |
| 24626 | Ametek Expansion Project Capital  | 160,000           | 1,600,000          | 1.612                  | 0.4473                   | 7.2856              |
| 32484 | BNL Solar R&D Center Capital  | 1,000,000         | 2,217,900          | 1.5417                 | 0.45505                  | 7.69325             |
| 30982 | Browder's Birds - Capital   | 61,375            | 287,100            | 1.8822                 | 0.6349                   | 13.3951             |
| 30180 | C&S Wholesale Grocers Excelsior   | 2,500,000         | 130,000,000        | 1.8822                 | 0.6349                   | 13.3951             |
| 26163 | Chembio Market and Product Development Excelsior  | 610,416           | 11,300,000         | 1.8822                 | 0.6349                   | 13.3951             |
| 27121 | Cor J. Seafood Enterprise Capital   | 94,600            | 473,000            | 1.8822                 | 0.6349                   | 13.3951             |
| 32035 | East Farmingdale Downtown Center Planning Capital   | 500,000           | 1,145,000          | 1.8822                 | 0.6349                   | 13.3951             |
| 30882 | EBDK Research at Calverton LLC  | 1,000,000         | 15,028,072         | 1.8822                 | 0.6349                   | 13.3951             |
| 27178 | Energy Efficient Solutions Excelsior  | 300,000           | 5,282,700          | 1.8822                 | 0.6349                   | 13.3951             |
| 30748 | Glen Cove Piazza Capital  | 1,000,000         | 44,083,056         | 1.8822                 | 0.6349                   | 13.3951             |
| 29041 | Glen Cove Waterfront Connector Capital  | 2,500,000         | 18,720,000         | 1.8822                 | 0.6349                   | 13.3951             |
| 27587 | Health Career Academic Readiness and Excellence   | 50,000            | 168,754            | 1.9103                 | 0.7071                   | 19.8406             |
| 27601 | Hofstra University Robotics Automation and Advanced Manufacturing Laboratory Capital                  | 1,000,000         | 5,000,000          | 1.8647                 | 0.66105                  | 12.86605            |
| 28600 | Innovation and Discovery Facility Capital   | 2,000,000         | 60,000,000         | 1.8647                 | 0.66105                  | 12.86605            |
| 26616 | L & G Fisheries - Twin Trawl Technology Capital   | 105,000           | 504,000            | 1.8822                 | 0.6349                   | 13.3951             |
| 31430 | Long Island Testing Laboratories Capital  | 150,000           | 1,415,000          | 1.8822                 | 0.6349                   | 13.3951             |
| 30903 | Martin Sidor Capital  | 50,000            | 478,000            | 1.8822                 | 0.6349                   | 13.3951             |
| 31459 | MPI Consulting Inc. Excelsior   | 212,784           | 4,585,000          | 1.8822                 | 0.6349                   | 13.3951             |
| 29409 | Hofstra University Multipurpose Big Data and Parallel Processor Cyber Security Laboratory Capital     | 1,000,000         | 5,000,000          | 1.8647                 | 0.66105                  | 12.86605            |
| 32378 | Nassau County HUB Plan Capital  | 500,000           | 2,500,000          | 1.8822                 | 0.6349                   | 13.3951             |
| 27289 | Peconic Landing Special Needs and Rehabilitation Center Capital                                       | 800,000           | 22,000,000         | 1.8822                 | 0.6349                   | 13.3951             |
| 25548 | Pool Cover Corp Excelsior   | 849,888           | 2,600,000          | 1.8822                 | 0.6349                   | 13.3951             |
| 25793 | Powertech Controls Company, Inc. Excelsior  | 267,638           | 2,850,000          | 1.8822                 | 0.6349                   | 13.3951             |
| 30065 | Precare Corporation   | 300,000           | 1,800,000          | 1.8822                 | 0.6349                   | 13.3951             |
| 28332 | Rose Breslin Meadows at Yaphank Capital   | 1,500,000         | 51,486,000         | 1.8822                 | 0.6349                   | 13.3951             |
| 28451 | Stony Brook University High Performance Computing Capital   | 1,000,000         | 5,000,000          | 1.8647                 | 0.66105                  | 12.86605            |
| 26728 | School Business Partnership of LI Robotics Program Transforming STEM into Tomorrows Workforce Capital | 100,000           | 537,000            | 1.8647                 | 0.66105                  | 12.86605            |
| 27389 | SkyDive Long Island Capital   | 250,000           | 4,266,748          | 1.8822                 | 0.6349                   | 13.3951             |
| 28560 | St. Josephs College HTM Capital   | 800,000           | 3,950,000          | 1.8822                 | 0.6349                   | 13.3951             |
| 31820 | Stony Brook University Regional Workforce Intelligence Pilot  | 145,000           | 159,050            | 1.9103                 | 0.7071                   | 19.8406             |
| 28594 | Stony Brook University Small Business Development Center Capital                                      | 1,500,000         | 7,500,000          | 1.8472                 | 0.6872                   | 12.2337             |
| 30804 | Suffolk County Community College Manufacturing Capital  | 32,500            | 95,850             | 1.9103                 | 0.7071                   | 19.8406             |
| 30155 | Suffolk County Community College Wyandanch Opportunity Agenga Working Capital                         | 22,500            | 25,000             | 1.9103                 | 0.7071                   | 19.8406             |
| 30809 | Suffolk County Kings Park Sewers - Capital  | 1,000,000         | 20,600,000         | 1.8822                 | 0.6349                   | 13.3951             |
| 29534 | Therapeutics Discovery Center   | 2,000,000         | 25,010,000         | 1.8647                 | 0.66105                  | 12.86605            |
| 32557 | TNS Aerospace Capital   | 200,000           | 5,000,000          | 1.8822                 | 0.6349                   | 13.3951             |
| 27195 | Town of Riverhead - EPCAL Capital   | 1,340,000         | 6,700,000          | 1.8822                 | 0.6349                   | 13.3951             |
| 29734 | US Non Wovens - Excelsior   | 2,000,000         | 2,300,000          | 1.8822                 | 0.6349                   | 13.3951             |
| 32345 | WCDC Affordable Housing   | 150,000           | 340,000            | 1.8822                 | 0.6349                   | 13.3951             |
| 26392 | Wyandanch Rising -Phase 3 Capital   | 1,000,000         | 3,941,200          | 1.8822                 | 0.6349                   | 13.3951             |
| 32473 | Wyandanch Rising STEaM Center   | 100,000           | 110,000            | 1.9103                 | 0.7071                   | 19.8406             |
| 28672 | Wyandanch Weed and Seed   | 90,120            | 195,884            | 1.8822                 | 0.6349                   | 13.3951             |
| 29668 | Youth Build Wyandanch   | 300,000           | 600,000            | 1.9103                 | 0.7071                   | 19.8406             |
|       | <b>TOTALS</b>   | <b>32,724,346</b> | <b>489,819,441</b> | <b>86</b>              | <b>30</b>                | <b>643</b>          |

# How We're Doing...

Multipliers from the RIMS II input-output model of the Long Island economy indicate that the third round awards to transformative projects could cause Long Island's output of goods and services to increase by \$61.2 million, including the original awards. This is equivalent to a net or secondary output increase of \$28.5 million. Long Island earnings could increase by \$21 million and an estimated 434 indirect jobs could be created just from Round Three awards. The RIMS II analysis indicates that 6,505 jobs could be created when the entire budgets allocated to these projects are expended.

## Economic Impact of Transformative Projects from Round Three

| CFA # | Project Name   | CFA Award         | CFA Project Budget | Output Increase    | Earnings Increase  | Job Gains from Award | Job Gains from Project |
|-------|--|-------------------|--------------------|--------------------|--------------------|----------------------|------------------------|
| 27180 | ADDAPT Advanced Manufacturing Competitiveness Project Capital  | 1,000,000         | 5,000,000          | 1998300            | 708400             | 17,4458              | 87,229                 |
| 29658 | Air Techniques Capital   | 39,025            | 195,127            | 73452.855          | 24776.9725         | 0.522743778          | 2.613745678            |
| 30230 | AL Energy Solutions LED LLC Excelsior  | 1,143,500         | 7,770,000          | 2152295.7          | 726008.15          | 15.31729685          | 104.079927             |
| 24626 | Ametek Expansion Project Capital   | 160,000           | 1,600,000          | 257920             | 71568              | 1.165696             | 11.65696               |
| 32484 | BNL Solar R&D Center Capital   | 1,000,000         | 2,217,900          | 1541700            | 455050             | 7.69325              | 17.06285918            |
| 30982 | Browder's Birds - Capital  | 61,375            | 287,100            | 115520.025         | 38966.9875         | 0.822124263          | 3.84573321             |
| 30180 | C&S Wholesale Grocers Excelsior  | 2,500,000         | 130,000,000        | 4705500            | 1587250            | 33.48775             | 1741.363               |
| 26163 | Chembio Market and Product Development Excelsior   | 610,416           | 11,300,000         | 1148924.995        | 387553.1184        | 8.176583362          | 151.36463              |
| 27121 | Cor J. Seafood Enterprise Capital  | 94,600            | 473,000            | 178056.12          | 60061.54           | 1.26717646           | 6.3358823              |
| 32035 | East Farmingdale Downtown Center Planning Capital  | 500,000           | 1,145,000          | 941100             | 317450             | 6.69755              | 15.3373895             |
| 30882 | EBDK Research at Calverton LLC   | 1,000,000         | 15,028,072         | 1882200            | 634900             | 13.3951              | 201.3025272            |
| 27178 | Energy Efficient Solutions Excelsior   | 300,000           | 5,282,700          | 564660             | 190470             | 4.01853              | 70.76229477            |
| 30748 | Glen Cove Piazza Capital   | 1,000,000         | 44,083,056         | 1882200            | 634900             | 13.3951              | 590.4969434            |
| 29041 | Glen Cove Waterfront Connector Capital   | 2,500,000         | 18,720,000         | 4705500            | 1587250            | 33.48775             | 250.756272             |
| 27587 | Health Career Academic Readiness and Excellence  | 50,000            | 168,754            | 95515              | 35355              | 0.99203              | 3.348180612            |
| 27601 | Hofstra University Robotics Automation and Advanced Manufacturing Laboratory Capital                 | 1,000,000         | 5,000,000          | 1864700            | 661050             | 12.86605             | 64.33025               |
| 28600 | Innovation and Discovery Facility Capital  | 2,000,000         | 60,000,000         | 3729400            | 1322100            | 25.7321              | 771.963                |
| 26616 | L&G Fisheries - Twin Trawl Technology Capital  | 105,000           | 504,000            | 197631             | 66664.5            | 1.4064855            | 6.7511304              |
| 31430 | Long Island Testing Laboratories Capital   | 150,000           | 1,415,000          | 282330             | 95235              | 2.009265             | 18.9540665             |
| 30903 | Martin Sidor Capital   | 50,000            | 478,000            | 94110              | 31745              | 0.669755             | 6.4028578              |
| 31459 | MPI Consulting Inc. Excelsior  | 212,784           | 4,585,000          | 400502.0448        | 135096.5616        | 2.850262958          | 61.4165335             |
| 29409 | Hofstra University Multipurpose Big Data and Parallel Processor Cyber Security Laboratory Capital    | 1,000,000         | 5,000,000          | 1864700            | 661050             | 12.86605             | 64.33025               |
| 32378 | Nassau County HUB Plan Capital   | 500,000           | 2,500,000          | 941100             | 317450             | 6.69755              | 33.48775               |
| 27289 | Peconic Landing Special Needs and Rehabilitation Center Capital                                      | 800,000           | 22,000,000         | 1505760            | 507920             | 10.71608             | 294.6922               |
| 25548 | Pool Cover Corp Excelsior  | 849,888           | 2,600,000          | 1599659.194        | 539593.8912        | 11.38433475          | 34.82726               |
| 25793 | Powertech Controls Company, Inc. Excelsior   | 267,638           | 2,850,000          | 503748.2436        | 169923.3662        | 3.585037774          | 38.176035              |
| 30065 | Precare Corporation  | 300,000           | 1,800,000          | 564660             | 190470             | 4.01853              | 24.11118               |
| 28332 | Rose Breslin Meadows at Yaphank Capital  | 1,500,000         | 51,486,000         | 2823300            | 952350             | 20.09265             | 689.6601186            |
| 28451 | Stony Brook University High Performance Computing Capital  | 1,000,000         | 5,000,000          | 1864700            | 661050             | 12.86605             | 64.33025               |
| 26728 | School Business Partnership of U Robotics Program Transforming STEM into Tomorrows Workforce Capital | 100,000           | 537,000            | 186470             | 66105              | 1.286605             | 6.90906885             |
| 27389 | SkyDive Long Island Capital  | 250,000           | 4,266,748          | 470550             | 158725             | 3.348775             | 57.15351613            |
| 28560 | St. Josephs College HTM Capital  | 800,000           | 3,950,000          | 1505760            | 507920             | 10.71608             | 52.910645              |
| 31820 | Stony Brook University Regional Workforce Intelligence Pilot   | 145,000           | 159,050            | 276993.5           | 102529.5           | 2.876887             | 3.15564743             |
| 28594 | Stony Brook University Small Business Development Center Capital                                     | 1,500,000         | 7,500,000          | 2770800            | 1030800            | 18.35055             | 91.75275               |
| 30804 | Suffolk County Community College Manufacturing Capital   | 32,500            | 95,850             | 62084.75           | 22980.75           | 0.6448195            | 1.90172151             |
| 30155 | Suffolk County Community College Wyandanch Opportunity Agenga Working Capital                        | 22,500            | 25,000             | 42981.75           | 15909.75           | 0.4464135            | 0.496015               |
| 30809 | Suffolk County Kings Park Sewers - Capital   | 1,000,000         | 20,600,000         | 1882200            | 634900             | 13.3951              | 275.93906              |
| 29534 | Therapeutics Discovery Center  | 2,000,000         | 25,010,000         | 3729400            | 1322100            | 25.7321              | 321.7799105            |
| 32557 | TNS Aerospace Capital  | 200,000           | 5,000,000          | 376440             | 126980             | 2.67902              | 66.9755                |
| 27195 | Town of Riverhead - EPCAL Capital  | 1,340,000         | 6,700,000          | 2522148            | 850766             | 17.949434            | 89.74717               |
| 29734 | US Non Wovens - Excelsior  | 2,000,000         | 2,300,000          | 3764400            | 1269800            | 26.7902              | 30.80873               |
| 32345 | WCDC Affordable Housing  | 150,000           | 340,000            | 282330             | 95235              | 2.009265             | 4.554334               |
| 26392 | Wyandanch Rising -Phase 3 Capital  | 1,000,000         | 3,941,200          | 1882200            | 634900             | 13.3951              | 52.79276812            |
| 32473 | Wyandanch Rising STEaM Center  | 100000            | 110000             | 191030             | 70710              | 1.98406              | 2.182466               |
| 28672 | Wyandanch Weed and Seed  | 90,120            | 195,884            | 169623.864         | 57217.188          | 1.207166412          | 2.623885768            |
| 29668 | Youth Build Wyandanch  | 300,000           | 600,000            | 573090             | 212130             | 5.95218              | 11.90436               |
|       | <b>TOTALS</b>  | <b>32,724,346</b> | <b>489,819,441</b> | <b>61167647.04</b> | <b>20951366.28</b> | <b>434.4084371</b>   | <b>6504.575775</b>     |

A similar methodology is used for all other Long Island projects that received Round Three funding, except for projects involving worker skills upgrading. These projects have been listed separately. Awards for non-transformative projects other than those involving worker skills upgrading totaled about \$10.2 million. The aggregate budgets for these projects totaled about \$112.1 million.

# HOW WE'RE DOING...

## Multipliers for Other Third Round Projects

| CFA # | Project Name   | CFA Award         | CFA Project Budget | RIMS Output Multiplier | RIMS Earnings Multiplier | RIMS Job Multiplier |
|-------|--|-------------------|--------------------|------------------------|--------------------------|---------------------|
| 23953 | Heckscher Museum Capital   | 800,000           | 24,191,942         | 1.8822                 | 0.6349                   | 13.3951             |
| 26873 | Cherry Grove Community Center and Theatre Renovation                 | 334,863           | 712,070            | 1.8822                 | 0.6349                   | 13.3951             |
| 27578 | Planning for Good Ground Park  | 128,519           | 257,037            | 1.8822                 | 0.6349                   | 13.3951             |
| 27881 | Town of East Hampton Commercial Fishing Docks Infrastructure Project | 253,641           | 507,282            | 1.8822                 | 0.6349                   | 13.3951             |
| 27940 | Arts Program Development   | 100,000           | 200,000            | 1.832                  | 0.5414                   | 16.3411             |
| 28007 | Town of Smithtown Local Waterfront Revitalization Program Update     | 30,000            | 60,000             | 1.8822                 | 0.6349                   | 13.3951             |
| 28597 | Long Island Winterfest Expansion Project                             | 261,408           | 668,571            | 1.832                  | 0.5414                   | 16.3411             |
| 28686 | Municipal Cooperative Procurement Program                            | 317,700           | 480,000            | 1.8822                 | 0.6349                   | 13.3951             |
| 28998 | Connect Long Island Bus Rapid Transit                                | 1,500,000         | 6,993,600          | 1.8822                 | 0.6349                   | 13.3951             |
| 29014 | Waterfront Park Bulkhead Replacement                                 | 250,000           | 976,475            | 1.8822                 | 0.6349                   | 13.3951             |
| 29212 | Supreme Screw Products Excelsior                                     | 600,000           | 6,715,000          | 1.8822                 | 0.6349                   | 13.3951             |
| 29510 | North Hempstead Alternative Fuel Network                             | 1,000,000         | 1,775,000          | 1.8822                 | 0.6349                   | 13.3951             |
| 29511 | Town of North Hempstead Waterfront Revitalization Plan               | 125,000           | 250,000            | 1.8822                 | 0.6349                   | 13.3951             |
| 29515 | Increased Efficiencies in Home Health Care and Senior Services       | 58,000            | 65,000             | 1.8822                 | 0.6349                   | 13.3951             |
| 29540 | Green Infrastructure Retrofit (Planting Fields Arboretum)            | 800,000           | 1,000,000          | 1.8822                 | 0.6349                   | 13.3951             |
| 29716 | Arts Alive LI 2014- Working Capital                                  | 150,000           | 349,950            | 1.832                  | 0.5414                   | 16.3411             |
| 30013 | Access East End- Working Capital                                     | 285,000           | 385,000            | 1.832                  | 0.5414                   | 16.3411             |
| 30080 | Campus Stormwater Initiative   | 393,043           | 436,714            | 1.8822                 | 0.6349                   | 13.3951             |
| 30919 | Camellia House Restoration   | 250,000           | 514,475            | 1.8822                 | 0.6349                   | 13.3951             |
| 31123 | LI Compost Anaerobic Digester Capital                                | 400,000           | 40,000,000         | 1.8822                 | 0.6349                   | 13.3951             |
| 31134 | CNG Stations For Refuse Trucks On Long Island                        | 1,000,000         | 2,600,000          | 1.8822                 | 0.6349                   | 13.3951             |
| 31225 | Maritime Traditions Program  | 50,000            | 105,000            | 1.832                  | 0.5414                   | 16.3411             |
| 31258 | Operational Consolidation of 22 Sewer Districts                      | 25,000            | 30,000             | 1.8822                 | 0.6349                   | 13.3951             |
| 31434 | Javin Machine - Excelsior  | 200,000           | 1,574,500          | 1.8822                 | 0.6349                   | 13.3951             |
| 31494 | Long Island Park & Preserve Access Improvement Project               | 200,000           | 8,830,000          | 1.8822                 | 0.6349                   | 13.3951             |
|       | Digital Projection System  | 25,500            | 51,000             | 1.832                  | 0.5414                   | 16.3411             |
| 31838 | SparkBoom  | 74,000            | 212,000            | 1.832                  | 0.5414                   | 16.3411             |
| 32035 | The Town of Babylon Form Based Code Adoption                         | 200,000           | 11,450,000         | 1.8822                 | 0.6349                   | 13.3951             |
| 32090 | Design of Peconic River Pedestrian Bridge                            | 85,875            | 171,750            | 1.8822                 | 0.6349                   | 13.3951             |
| 32550 | Creating Resilience: A Planning Initiativ                            | 75,000            | 150,000            | 1.8822                 | 0.6349                   | 13.3951             |
| 32550 | Comprehensive Plan (CP) Update                                       | 187,500           | 400,000            | 1.8822                 | 0.6349                   | 13.3951             |
|       | <b>TOTALS</b>  | <b>10,160,049</b> | <b>112,112,366</b> | <b>58</b>              | <b>19</b>                | <b>436</b>          |

The findings show that \$10.2 million in spending for the foregoing projects could cause Long Island's gross output to increase by about \$19.1 million, including the original expenditure. This is equivalent to a net output increase of about \$8.9 million. Long Island earnings could increase by about \$6.4 million, and 139 indirect jobs could be generated by these awards. A total of 1,508 jobs could be generated when the budgets allocated to these projects are expended.

# HOW WE'RE DOING...

## Economic Impact of Other Third Round Projects

| CFA # | Project Name   | CFA Award         | CFA Project Budget | Output Increase   | Earnings Increase | Job Gains from Award | Job Gains from Project |
|-------|--|-------------------|--------------------|-------------------|-------------------|----------------------|------------------------|
| 23953 | Heckscher Museum Capital   | 800,000           | 24,191,942         | 1505760           | 507920            | 10.71608             | 324.0535               |
| 26873 | Cherry Grove Community Center and Theatre Renovation                 | 334,863           | 712,070            | 630279.1386       | 212604.5187       | 4.4855234            | 9.538249               |
| 27578 | Planning for Good Ground Park  | 128,519           | 257,037            | 241898.4618       | 81596.7131        | 1.7215249            | 3.443036               |
| 27881 | Town of East Hampton Commercial Fishing Docks Infrastructure Project | 253,641           | 507,282            | 477403.0902       | 161036.6709       | 3.3975466            | 6.795093               |
| 27940 | Arts Program Development   | 100,000           | 200,000            | 183200            | 54140             | 1.63411              | 3.26822                |
| 28007 | Town of Smithtown Local Waterfront Revitalization Program Update     | 30,000            | 60,000             | 56466             | 19047             | 0.401853             | 0.803706               |
| 28597 | Long Island Winterfest Expansion Project                             | 261,408           | 668,571            | 478899.456        | 141526.2912       | 4.2716943            | 10.92519               |
| 28686 | Municipal Cooperative Procurement Program                            | 317,700           | 480,000            | 597974.94         | 201707.73         | 4.2556233            | 6.429648               |
| 28998 | Connect Long Island Bus Rapid Transit                                | 1,500,000         | 6,993,600          | 2823300           | 952350            | 20.09265             | 93.67997               |
| 29014 | Waterfront Park Bulkhead Replacement                                 | 250,000           | 976,475            | 470550            | 158725            | 3.348775             | 13.07998               |
| 29212 | Supreme Screw Products Excelsior                                     | 600,000           | 6,715,000          | 1129320           | 380940            | 8.03706              | 89.9481                |
| 29510 | North Hempstead Alternative Fuel Network                             | 1,000,000         | 1,775,000          | 1882200           | 634900            | 13.3951              | 23.7763                |
| 29511 | Town of North Hempstead Waterfront Revitalization Plan               | 125,000           | 250,000            | 235275            | 79362.5           | 1.6743875            | 3.348775               |
| 29515 | Increased Efficiencies in Home Health Care and Senior Services       | 58,000            | 65,000             | 109167.6          | 36824.2           | 0.7769158            | 0.870682               |
| 29540 | Green Infrastructure Retrofit (Planting Fields Arboretum)            | 800,000           | 1,000,000          | 1505760           | 507920            | 10.71608             | 13.3951                |
| 29716 | Arts Alive LI 2014- Working Capital                                  | 150,000           | 349,950            | 274800            | 81210             | 2.451165             | 5.718568               |
| 30013 | Access East End- Working Capital                                     | 285,000           | 385,000            | 522120            | 154299            | 4.6572135            | 6.291324               |
| 30080 | Campus Stormwater Initiative   | 393,043           | 436,714            | 739785.5346       | 249543.0007       | 5.2648503            | 5.849828               |
| 30919 | Camellia House Restoration   | 250,000           | 514,475            | 470550            | 158725            | 3.348775             | 6.891444               |
| 31123 | LI Compost Anaerobic Digester Capital                                | 400,000           | 40,000,000         | 752880            | 253960            | 5.35804              | 535.804                |
| 31134 | CNG Stations For Refuse Trucks On Long Island                        | 1,000,000         | 2,600,000          | 1882200           | 634900            | 13.3951              | 34.82726               |
| 31225 | Maritime Traditions Program  | 50,000            | 105,000            | 91600             | 27070             | 0.817055             | 1.715816               |
| 31258 | Operational Consolidation of 22 Sewer Districts                      | 25,000            | 30,000             | 47055             | 15872.5           | 0.3348775            | 0.401853               |
| 31434 | Javin Machine - Excelsior  | 200,000           | 1,574,500          | 376440            | 126980            | 2.67902              | 21.09058               |
| 31494 | Long Island Park & Preserve Access Improvement Project               | 200,000           | 8,830,000          | 376440            | 126980            | 2.67902              | 118.2787               |
|       | Digital Projection System  | 25,500            | 51,000             | 46716             | 13805.7           | 0.4166981            | 0.833396               |
| 31838 | SparkBoom  | 74,000            | 212,000            | 135568            | 40063.6           | 1.2092414            | 3.464313               |
| 32035 | The Town of Babylon Form Based Code Adoption                         | 200,000           | 11,450,000         | 376440            | 126980            | 2.67902              | 153.3739               |
| 32090 | Design of Peconic River Pedestrian Bridge                            | 85,875            | 171,750            | 161633.925        | 54522.0375        | 1.1503042            | 2.300608               |
| 32550 | Creating Resilience: A Planning Initiativ                            | 75,000            | 150,000            | 141165            | 47617.5           | 1.0046325            | 2.009265               |
| 32550 | Comprehensive Plan (CP) Update                                       | 187,500           | 400,000            | 352912.5          | 119043.75         | 2.5115813            | 5.35804                |
|       | <b>TOTALS</b>  | <b>10,160,049</b> | <b>112,112,366</b> | <b>19,075,760</b> | <b>6,362,173</b>  | <b>139</b>           | <b>1,508</b>           |

Projects related to the upgrading of worker skills were considered separately because they generate jobs indirectly rather than directly. The aggregate third round CFA awards for these projects were about \$1.8 million. Their aggregate project budgets were more than \$55.6 million. The RIMS II input-output analysis shows that these project awards could increase Long Island's gross output of goods and services by about \$3.4 million. This would be equivalent to a net output increase of about \$1.6 million. Long Island earnings could increase by about \$1.3 million and approximately 36 jobs could be created.

# HOW WE'RE DOING...

## Multipliers for Third Round Projects Related to Worker Skills Upgrading

| CFA # | Project Name  | CFA Award        | CFA Project Budget | RIMS Output Multiplier | RIMS Earnings Multiplier | RIMS Job Multiplier |
|-------|---|------------------|--------------------|------------------------|--------------------------|---------------------|
| 25793 | ISO Quality Management System and Lean Manufacturing Training | 50,400           | 2,932,098          | 1.9103                 | 0.7071                   | 19.8406             |
| 26163 | Lean Manufacturing and Operations Training                    | 100,000          | 11,300,000         | 1.9103                 | 0.7071                   | 19.8406             |
| 27178 | CNC Machine and Operations Training                           | 61,500           | 5,282,700          | 1.9103                 | 0.7071                   | 19.8406             |
| 27290 | Lean Manufacturing Training                                   | 77,000           | 139,229            | 1.9103                 | 0.7071                   | 19.8406             |
| 27366 | Lean and Advanced Manufacturing Training                      | 50,600           | 91,466             | 1.9103                 | 0.7071                   | 19.8406             |
| 28222 | Medical Operations Skills Training                            | 99,897           | 104,273            | 1.9103                 | 0.7071                   | 19.8406             |
| 29102 | CNC Machine and Operations Training                           | 15,000           | 270,632            | 1.9103                 | 0.7071                   | 19.8406             |
| 29773 | Advanced Lean Manufacturing Training                          | 48,500           | 48,500             | 1.9103                 | 0.7071                   | 19.8406             |
| 29841 | Advanced Lean Manufacturing Training                          | 48,500           | 48,500             | 1.9103                 | 0.7071                   | 19.8406             |
| 29927 | Manufacturing Transformation Training                         | 100,000          | 267,302            | 1.9103                 | 0.7071                   | 19.8406             |
| 30065 | Operational Skills Training                                   | 61,572           | 8,462,337          | 1.9103                 | 0.7071                   | 19.8406             |
| 30088 | Lean Manufacturing and Process Improvement Training           | 99,350           | 2,422,780          | 1.9103                 | 0.7071                   | 19.8406             |
| 30218 | Advanced Manufacturing Skills Training                        | 30,000           | 56,218             | 1.9103                 | 0.7071                   | 19.8406             |
| 30230 | Metal Fabrication and Software Training                       | 89,775           | 7,770,000          | 1.9103                 | 0.7071                   | 19.8406             |
| 30301 | Process Improvement and Lean Manufacturing Training           | 90,725           | 238,448            | 1.9103                 | 0.7071                   | 19.8406             |
| 30351 | Project Planning and Control Training                         | 100,000          | 338,155            | 1.9103                 | 0.7071                   | 19.8406             |
| 30410 | Operational Skills Training                                   | 86,700           | 398,958            | 1.9103                 | 0.7071                   | 19.8406             |
| 30710 | Operational Skills Training                                   | 95,200           | 95,200             | 1.9103                 | 0.7071                   | 19.8406             |
| 30724 | Operational Skills Training                                   | 79,490           | 179,036            | 1.9103                 | 0.7071                   | 19.8406             |
| 30952 | Information Technology and Medical Coding Training            | 53,604           | 53,604             | 1.9103                 | 0.7071                   | 19.8406             |
| 31328 | AS9100 Quality Management System Training                     | 29,100           | 70,450             | 1.9103                 | 0.7071                   | 19.8406             |
| 31342 | Operations and Software Training                              | 42,900           | 92,694             | 1.9103                 | 0.7071                   | 19.8406             |
| 31430 | Non-Destructive Testing Training                              | 15,000           | 1,500,725          | 1.9103                 | 0.7071                   | 19.8406             |
| 31432 | Process Improvement and Operations Training                   | 50,000           | 6,735,400          | 1.9103                 | 0.7071                   | 19.8406             |
| 31434 | Lean Manufacturing and ISO Quality Management Training        | 42,810           | 1,769,024          | 1.9103                 | 0.7071                   | 19.8406             |
| 31459 | Operations and Quality Management Training                    | 69,300           | 4,823,300          | 1.9103                 | 0.7071                   | 19.8406             |
| 31580 | Operations and Software Training                              | 75,000           | 75,000             | 1.9103                 | 0.7071                   | 19.8406             |
| 32254 | ISO 9001 Quality Management Systems Training                  | 29,100           | 79,688             | 1.9103                 | 0.7071                   | 19.8406             |
|       | <b>TOTALS</b>   | <b>1,791,023</b> | <b>55,645,717</b>  | <b>53.4884</b>         | <b>19.7988</b>           | <b>555.5368</b>     |

# HOW WE'RE DOING...

## Economic Impact of Projects Related to Worker Skills Upgrading

| CFA # | Project Name  | CFA Award        | CFA Project Budget | Output Increase   | Earnings Increase | Job Gains from Award | Job Gains from Project |
|-------|---|------------------|--------------------|-------------------|-------------------|----------------------|------------------------|
| 25793 | ISO Quality Management System and Lean Manufacturing Training | 50,400           | 2,932,098          | 96279.12          | 35637.84          | 0.999966             | 58.17458               |
| 26163 | Lean Manufacturing and Operations Training                    | 100,000          | 11,300,000         | 191030            | 70710             | 1.98406              | 224.1988               |
| 27178 | CNC Machine and Operations Training                           | 61,500           | 5,282,700          | 117483.45         | 43486.65          | 1.220197             | 104.8119               |
| 27290 | Lean Manufacturing Training                                   | 77,000           | 139,229            | 147093.1          | 54446.7           | 1.527726             | 2.762387               |
| 27366 | Lean and Advanced Manufacturing Training                      | 50,600           | 91,466             | 96661.18          | 35779.26          | 1.003934             | 1.81474                |
| 28222 | Medical Operations Skills Training                            | 99,897           | 104,273            | 190833.239        | 70637.1687        | 1.982016             | 2.068839               |
| 29102 | CNC Machine and Operations Training                           | 15,000           | 270,632            | 28654.5           | 10606.5           | 0.297609             | 5.369501               |
| 29773 | Advanced Lean Manufacturing Training                          | 48,500           | 48,500             | 92649.55          | 34294.35          | 0.962269             | 0.962269               |
| 29841 | Advanced Lean Manufacturing Training                          | 48,500           | 48,500             | 92649.55          | 34294.35          | 0.962269             | 0.962269               |
| 29927 | Manufacturing Transformation Training                         | 100,000          | 267,302            | 191030            | 70710             | 1.98406              | 5.303432               |
| 30065 | Operational Skills Training                                   | 61,572           | 8,462,337          | 117620.992        | 43537.5612        | 1.221625             | 167.8978               |
| 30088 | Lean Manufacturing and Process Improvement Training           | 99,350           | 2,422,780          | 189788.305        | 70250.385         | 1.971164             | 48.06941               |
| 30218 | Advanced Manufacturing Skills Training                        | 30,000           | 56,218             | 57309             | 21213             | 0.595218             | 1.115399               |
| 30230 | Metal Fabrication and Software Training                       | 89,775           | 7,770,000          | 171497.183        | 63479.9025        | 1.78119              | 154.1615               |
| 30301 | Process Improvement and Lean Manufacturing Training           | 90,725           | 238,448            | 173311.968        | 64151.6475        | 1.800038             | 4.730951               |
| 30351 | Project Planning and Control Training                         | 100,000          | 338,155            | 191030            | 70710             | 1.98406              | 6.709198               |
| 30410 | Operational Skills Training                                   | 86,700           | 398,958            | 165623.01         | 61305.57          | 1.72018              | 7.915566               |
| 30710 | Operational Skills Training                                   | 95,200           | 95,200             | 181860.56         | 67315.92          | 1.888825             | 1.888825               |
| 30724 | Operational Skills Training                                   | 79,490           | 179,036            | 151849.747        | 56207.379         | 1.577129             | 3.552182               |
| 30952 | Information Technology and Medical Coding Training            | 53,604           | 53,604             | 102399.721        | 37903.3884        | 1.063536             | 1.063536               |
| 31328 | AS9100 Quality Management System Training                     | 29,100           | 70,450             | 55589.73          | 20576.61          | 0.577361             | 1.39777                |
| 31342 | Operations and Software Training                              | 42,900           | 92,694             | 81951.87          | 30334.59          | 0.851162             | 1.839105               |
| 31430 | Non-Destructive Testing Training                              | 15,000           | 1,500,725          | 28654.5           | 10606.5           | 0.297609             | 29.77528               |
| 31432 | Process Improvement and Operations Training                   | 50,000           | 6,735,400          | 95515             | 35355             | 0.99203              | 133.6344               |
| 31434 | Lean Manufacturing and ISO Quality Management Training        | 42,810           | 1,769,024          | 81779.943         | 30270.951         | 0.849376             | 35.0985                |
| 31459 | Operations and Quality Management Training                    | 69,300           | 4,823,300          | 132383.79         | 49002.03          | 1.374954             | 95.69717               |
| 31580 | Operations and Software Training                              | 75,000           | 75,000             | 143272.5          | 53032.5           | 1.488045             | 1.488045               |
| 32254 | ISO 9001 Quality Management Systems Training                  | 29,100           | 79,688             | 55589.73          | 20576.61          | 0.577361             | 1.581058               |
|       | <b>TOTALS</b>   | <b>1,791,023</b> | <b>55,645,717</b>  | <b>3421391.24</b> | <b>1266432.36</b> | <b>35.53497</b>      | <b>1104.044</b>        |

Conclusion - The Long Island projects that received Round Three state funding through the Regional Economic Development Council should contribute materially to Long Island's Gross Metropolitan Product, its output of goods and services. The output increase attributable to the transformative projects funded in Round Three is estimated at \$61.2 million. The earnings increase attributable to this funding is about \$21 million. Other third round projects are estimated to increase output by \$19.1 million and earnings by \$6.4 million. Grants for worker skills upgrading could boost output by another \$3.4 million and earnings by \$1.3 million. Some 609 direct jobs and 9,117 secondary jobs could be created by the projects funded by all three types of grants. This will confer substantial benefits to the Long Island economy.

## Combined Economic Impact of Third Round CFA Awards

| Type of Project Award      | Output Gain         | Earnings Gain       | Job Gain From Award | Job Gain From Project Budget |
|----------------------------|---------------------|---------------------|---------------------|------------------------------|
| Transformative Round Three | \$61,167,647        | \$20,951,366        | 434                 | 6,505                        |
| Other Third Round Projects | \$19,075,760        | \$6,362,173         | 139                 | 1,508                        |
| Workers Skill Upgrades     | \$3,421,391         | \$1,266,432         | 36                  | 1,104                        |
| <b>Total</b>               | <b>\$83,664,798</b> | <b>\$28,579,971</b> | <b>609</b>          | <b>9,117</b>                 |





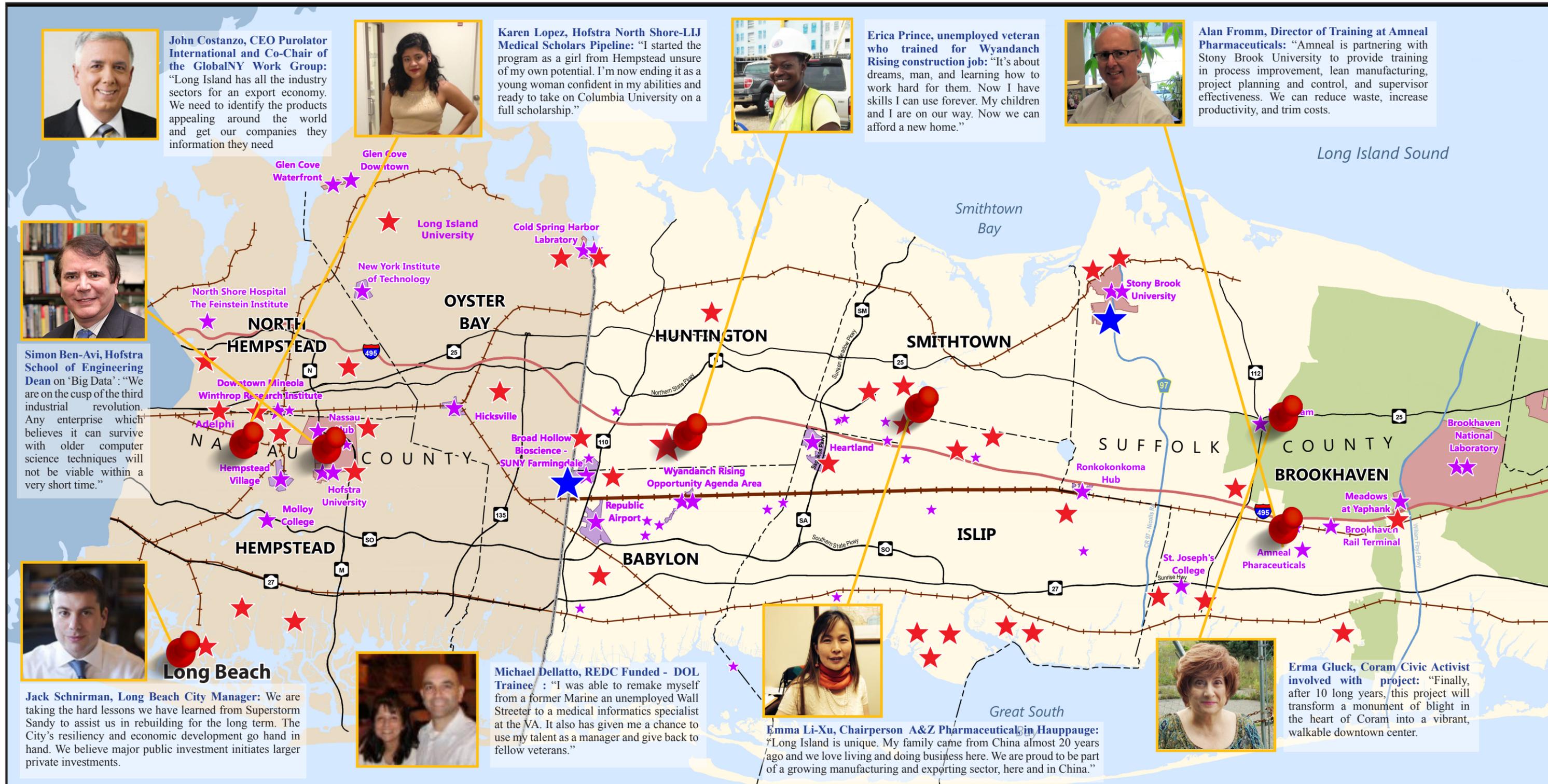
# *A Map of Momentum*

## *Long Island Regional Council's Selected Priority Projects*



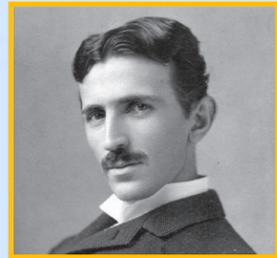
# A Map of Momentum:

## The Long Island Economic Development Council's Priority Projects



# Legend

-  Major Projects Rounds 1,2 and 3
-  Major Projects Round 4
-  **STARTUP**NY
-  Long Island Rail Road
-  Long Island Rail Road, Double Track
-  Interstate Highway
-  New York State Highway
-  County Road



**Tesla Science Center, on the Shoreham site of Wardencllyffe, inventor Nikola Tesla's only remaining laboratory:** Excited about working with the LIREDC to build on the \$1million gift from Elon Musk, the magnate and inventor behind electric-car company Tesla Motors.



**Bryan DeLuca, East End Tourism Alliance:** "The East End is very popular in the summer, a major tourism destination. The LIREDC helped us realize our vision of retaining jobs and building profits by promoting the 'shoulder seasons' of the spring and fall."



**Cornell's Regional Seaweed Aquaculture:** A reconstruction project supporting the east end aquaculture industry while achieving environmental and economic impacts – "producing a new generation of sustainable, well-paying jobs in the legacy sectors of agriculture, aquaculture, fisheries and tourism..."



**Paul Farnham, co-owner Montauk Docks, which received state funds to repair and expand:** "Insurance coverage would not have allowed us to build back stronger after the fire. The better materials will last longer and benefit the entire community that relies on the fishing industry."



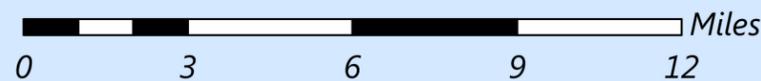
**Gateway to Tourism, an historic firehouse** showcasing tourism and agriculture, providing educational classes and tours.



**Good Ground Park**  
Transformation of the 36-acre Town-owned Good Ground Park located in the central business district will bolster revitalization efforts by protecting and utilizing valuable open space and bringing additional visitors and residents to the downtown area



**Hatcheries in the Peconic :** A reconstruction project supporting the east end aquaculture industry while achieving environmental and economic impacts – "producing a new generation of sustainable, well-paying jobs in the legacy sectors of agriculture, aquaculture, fisheries and tourism..."



*Nassau - Suffolk*

*Long Island Region*

# HOW WE'RE GETTING THERE...

## PART TWO: IMPLEMENTATION

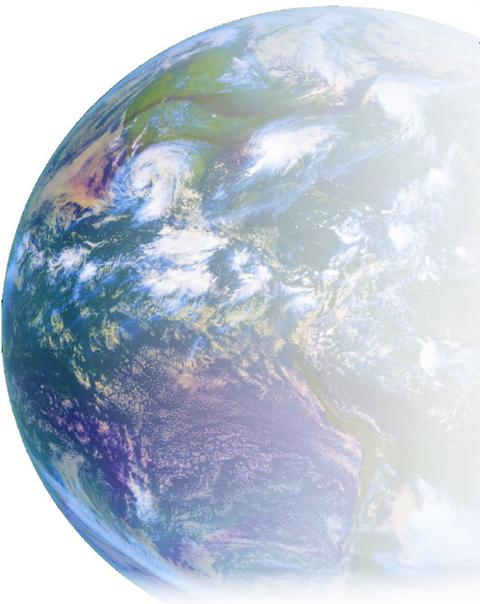
For the Long Island Regional Economic Development Council, it's all about progress. All the research and outreach - all the brainstorming, barnstorming and beating the bushes - would be a terrible waste if great ideas don't generate great proposals and, in turn, the great proposals aren't turned into great job-creating, place-making projects. And as we have learned over the last three years, the finding and funding of projects is just the beginning of another process - working closely with awardees to make sure that their state funding is spent wisely to create jobs and opportunity for all Long Islanders. The heart of our efforts is our Work Groups. Comprised entirely of volunteers, these hundreds of men and women from all walks of life have worked hard to develop goals and strategies, to seek out and evaluate project proposals and to monitor progress. What follows are reports from these Work Groups, including exciting new initiatives focusing on foreign direct investments, exports and veterans employment.

### GLOBAL NY

In order to unlock the full economic potential of Long Island and the rest of the state, Governor Andrew Cuomo has asked each region to design and implement impactful strategies to expand the state's export business and ability to attract foreign investment. This is a critical economic imperative. In 2012, according to a study prepared for the LIREDC, the top goods exports in the New York metro area were pharmaceuticals (\$7.1 billion), jewelry and sporting goods (\$2.9 billion), basic chemicals (\$1.7 billion), medical equipment and supplies (\$1.5 billion), and precision instruments (\$1.5 billion). According to the report, which is available online at [www.regionalcouncils.ny.gov](http://www.regionalcouncils.ny.gov), the top five services exporting industries in the area were: financial services (\$13.3 billion), IT royalties (\$4.9 billion), management and consulting (\$2.9 billion), film and music industry royalties (\$2.8 billion), and air transportation services (\$2.4 billion).

The nature of exports, including the need for major infrastructure to move goods to overseas markets, requires collaboration between regions. And the LIREDC recognizes this in supporting projects at JFK and others in New York City that will aid exporting. In fact, the Global NY initiative has sparked a dialogue between the REDCs of Long Island, New York City, and Mid-Hudson about the significant benefits of collaboration that hadn't previously occurred.

But the data also suggests that Long Island, which has a long and strong history as an exporter of everything from aircraft to seafood, has the potential to do even more for itself in the export and foreign investment arenas. The Long Island region possesses an abundance of desirable assets that can be employed to dramatically transform our trade profile, including world-renown education and research institutions, a highly



# HOW WE'RE GETTING THERE...

skilled workforce, an increasing number of successful immigrant entrepreneurs with ties to their homelands, an exceptional quality of life, numerous industry clusters and tourist destinations, and close proximity to the world's economic and cultural capital of New York City. The key is leveraging these resources to attract companies and cash to our shores. "The business/university partnerships around which both the Governor's REDC and START-UP NY programs have been designed," the report said, "provide a model for a successful GLOBAL NY initiative as well."



**New Key Strategy** - Augment the export capacity of Long Island companies and attract direct foreign 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.

## The components of the LI Global NY strategies include:

- START-UP NY
- International contractors
- ESD international and strategic business divisions
- International students on Long Island
- Long Island companies with foreign ownership and/or leadership
- Long Island companies with a presence in foreign markets

Implementation of global marketing and export strategies requires engaging with international contacts through business connections and government agencies and outreach to resident companies with a clear path to exporting. The existence of government and private resources to assist with exploration of the export market and to overcome hurdles is not widely recognized. There are as many "accidental exporters" as deliberate exporters. We need to change this reality. Utilizing the START-UP NY program and new intergovernmental and business connections formed as part of the Global NY initiative, we will cultivate foreign investment and elevate the global consumption of Long Island goods and services.



Long Island convened a Work Group for the Global NY initiative chaired by John Costanzo President, Purolator International, Robert Isaksen Sr. VP, Bank of America, and Jim D'Addario CEO, D'Addario & Company, Inc. The group included leaders from companies with international trade experience, government representatives from international trade agencies, as well as Long Island trade and business organizations. Utilizing the comprehensive experience of the Work Group participants, strategies were designed to promote the export of Long Island goods and services and attraction of foreign direct investment. Projects to be undertaken in the short term without reliance on state funding were developed to further these strategies.

# HOW WE'RE GETTING THERE...

**Strategy:** Utilize the START-UP NY program to attract companies from abroad and to foster foreign direct investment, connections, and exchanges with international companies.

**Project** - Create a START-UP NY - LONG ISLAND collaboration for public and private college campus leaders to exchange information about their START-UP NY plans, space and priorities. A unified STARTUP/ GLOBAL NY effort with a joint marketing plan is envisioned.

**Strategy:** Identify and support projects that will enable Long Island businesses to expand their exports and/or Long Island communities to attract foreign direct investment.

**Project** - Develop comprehensive export and foreign direct investment surveys to determine business experiences, familiarity with government assistance programs, any significant obstacles, and how best to render assistance. A cross section of companies in selected industries will be surveyed to assess their current levels of exporting and knowledge of export practices.

**Project** - Craft an Export Toolkit with detailed information on government and trade organization export resources including contacts at each organization and online material links. A basic Toolkit has been developed to include the US Small Business Administration, US Department of Commerce, Export-Import Bank and ESD International Division resources (APPENDIX A).

**Project** - To build on the Export Toolkit, a One-Stop-Shop website is proposed as an excellent way to ease navigation of the numerous resources available to companies by all levels of government. The ESD International Division website is an option for hosting an export/foreign direct investment database.

**Project** - Develop a statewide "Made in NY" branding initiative to distinguish quality New York goods so that consumers worldwide easily recognize the origin and increase their interest in buying from other New York State firms. Below is an example of a "Made in NY" seal currently in use by D'Addario & Company, Inc.

**D'Addario®**



# HOW WE'RE GETTING THERE...

**Strategy:** *Harness the vast international trade expertise available on Long Island and in NYC through exchanges of information, contacts, foreign market experience, and partnerships among companies and trade organizations to advance regional trade strategies.*



**Project** - Create a pilot program consisting of 10 export-ready companies interested in exporting and match them with the information, resources, and expertise necessary to achieve their exporting potential. These companies will be provided targeted export assistance by the U.S. Small Business Administration, U.S. Department of Commerce, and ESD's International Division and their progress tracked to measure the effectiveness of this program at increasing exports. A larger-scale project is envisioned in the future based on available state or federal funding.

**Strategy:** *Expand the number of trade missions and events to which Long Island companies have access, provide subsidies to encourage participation in these missions and increase the trade events held on Long Island for foreign companies.*

As part of the Work Group's overall strategy to grow Long Island exports and foreign direct investment, the potential for expanded trade missions and local trade events has been identified as a significant economic driver. The relationships formed when a US company travels abroad and meets with foreign companies can result in rapid access to untapped overseas markets. To this end, it is crucial that New York companies are availed of every opportunity to participate in these events by utilizing the resources available through ESD International, the Department of Commerce, Small Business Administration, and other agencies and organizations.

**Project** - Identify resources to subsidize opportunities for Long Island companies to participate in foreign trade events specifically targeted to their identified markets.

The Bellport based manufacturer of general use and specialty industrial lubricants, Orelube, utilized the Export Marketing Assistance Service (EMAS) program offered by ESD International and grew into new export markets including Canada, Czech Republic, South Africa, and Mexico. Vice President of Orelube Robert Silverstein was quoted saying,

***“EMAS has been instrumental in our growth in new export markets...”***



# HOW WE'RE GETTING THERE...

A Holbrook-based company has attested that as a result of ESD's EMAS assistance, it was able to establish lucrative export relationships with companies in South Africa and Israel. ESD's Long Island trade event in 2009 sought to familiarize consulates, trade offices, and bi-national chambers of commerce with the Long Island research and education institutions and infrastructure suitable for foreign direct investment. The Feinstein Institute of North Shore LIJ, Brookhaven National Laboratory, and Stony Brook University were all on display for the 200+ attendees.

In the past year, ESD has undertaken trade missions to South Africa, Namibia, Paris and Dubai. As a result of these events, New York companies made contacts from around the world from which they can secure future contracts. Following the Paris Airshow, a Bay Shore-based company reported a connection with a Finnish company which resulted in a series of contracts valued at close to \$1 million, with prospects of more to follow. A West Babylon-based company also signed contracts with agents at the Paris Airshow, covering the Netherlands and Japan respectively, and have since fulfilled contracts resulting in "at least \$200,000 in sales to date."

**Project** - Sponsor events to expose downstate companies to international opportunities.

In furtherance of the Global NY initiative, the LIREDC, ESD, and the Long Island Forum for Technology co-sponsored an international engagement event on June 11, 2014 to introduce Long Island and other NYS companies to the U.S.-Israel Bi-national Industrial R&D (BIRD) Foundation. BIRD can provide up to \$1 million in funding for collaborative partnerships between a US and Israeli company in clean energy technology, life science, healthcare IT, medical equipment, and aerospace. The event was attended by 50 representatives of companies and organizations across Long Island and was highly informative. The Global NY Work Group supports the expansion of international trade shows and events, both domestically and abroad, of which Long Island companies can take advantage.

**Project** - A proposed grant fund to provide financial assistance for companies to participate in trade missions in other countries as part of the Federal State Trade and Export Promotion (STEP) program, Gold Key program, New York State Export Marketing Assistance Service, or other federal or state trade programs.

**Project** - Add bonus points or funding to existing state programs for applicants that can demonstrate how their project will expand exports or enhance of a community's foreign direct investment appeal.



# HOW WE'RE GETTING THERE...



**EMMA LI-XU**

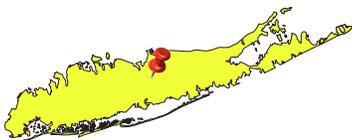
## **A&Z PHARMACEUTICAL**

*On May 16, 1996, when A&Z Pharmaceutical executives cut the ribbon on a facility in Hauppauge, it was big news. And Emma Li-Xu, now chairperson of A&Z and daughter of the company founder, still has the newspaper clipping. At a time of trade strife between China and the U.S., and only a decade removed from the Cold War, A&Z was the first mainland Chinese manufacturing company to locate in the state.*

*“Our mission was to use the high quality control in America to make high quality products for China,” said Li-Xu, for whom the pharmaceutical industry is a “legacy” she feels deeply. “This is a great country to live and do business in.”*

*A&Z was part of Long Island’s post-Cold War shift from an economy centered on major defense contractors to one fueled by many smaller, more nimble innovators. The Long Island-A&Z partnership has paid off with the island building its pharmaceutical sector and A&Z growing steadily. Now it is the second largest dietary supplement brand in China and largest imported.*

*And with the help of an LIREDC-endorsed state incentive package, A&Z will grow larger - creating more jobs and tax revenues and building the island’s export reputation. “Long Island is unique,” Li-Xu said citing the highly-trained workforce, the concentration of high-tech businesses and nearness to Manhattan and international transport hubs. “We love it here.”*



**Strategy:** *Promote the development of education programs that address the workforce needs of regional exporters and foreign firms on Long Island including highly skilled labor in the advanced manufacturing industry and creative international business graduates.*

Over the last three rounds of the Regional Council process, workforce development has been at the forefront of our plans for an economically revitalized Long Island. As we scan the horizon for business opportunities around the world, a highly skilled workforce is all the more vital to attract foreign investment. Long Island must have a comparative advantage in our labor force compared to that of other regions of the United States and the world. We must identify the segments of the workforce desirable to companies considering investment on Long Island. One of Long Island’s most significant export sectors, advanced manufacturing, requires skilled but not always college-educated employees. Instead of a strict collegiate program, employees and employers could be better served by an intensive mentoring process that combines hands-on vocational and classroom experience to produce highly sophisticated mechanists.

Across the United States, governments, education institutions, and companies are realizing the benefits of utilizing German-styled skills training to develop a highly productive workforce. Hans-Herbert Jagla, Volkswagen’s human resources chief at its one-year-old Chattanooga plant, was quoted saying, “We’ve learned it is better to build our own workforce instead of just relying on the market.” Given the shortage of qualified machinists, this approach has greatly benefited Volkswagen by ensuring an adequate supply of skilled employees to fill their future positions. American companies and communities have begun to follow suit. In Charlotte, North Carolina US companies have joined a cluster of German manufacturers in developing their own employee skills training program with the nearby Central Piedmont Community College. Representatives from Northern Virginia have recently visited Siemens in Germany to learn how they can adopt its skills training program. The White House and Department of Education have also taken an interest in this approach to workforce training and how it might be implemented across the country (Germany’s New Export: Job Training, Fuhrmans, WSJ 2012).

**Project** - In 2013 the Obama administration unveiled the National Network for Manufacturing Innovation (NNMI), designed to create regional hubs that will accelerate the development and adoption of cutting-edge manufacturing technologies for making new, globally competitive products ([www.manufacturing.gov/nnmi.html](http://www.manufacturing.gov/nnmi.html)). Our own Regional Technology Development Center, Long Island Forum for Technology (LIFT), is vying to become one of these designated sites and is supported by the LIREDC and ESD as well as by a collaboration of

# HOW WE'RE GETTING THERE...

upstate companies and academic institutions including GE Research, RPI, Union College, Alfred University and Automated Dynamics.

Long Island colleges and universities should not wait to replicate these successes but must begin forging their own partnerships with local companies to develop the highly skilled workforce demanded by the business community. High School students should be told that vocational training should not be discounted out of hand in favor of college education. Both career paths can be rewarding and provide comfortable levels of income. This approach will not only benefit existing employers but will also increase Long Island's attractiveness as a foreign direct investment location given that employee skills are one of the prime factors considered by companies when evaluating potential investment locations. Suffolk County Community College's Manufacturing Center and associated Job Linkages Program address this training need head-on. Development of career pathways by way of four-year, two-year or certificate programs is critical to addressing diversified employer needs and a workforce with a wide range of skills.

**Our domestic exporters** are also in need of capable employees that have knowledge of international business and marketing. Significant obstacles to foreign trade can be encountered in product adaptation, developing new advertising strategies, learning local business laws and regulations, and language translation. In these arenas there is great potential for Long Island universities. Programs are currently offered at Stony Brook and Hofstra that specialize in Marketing and International Business at both the undergraduate and graduate levels. Stony Brook offers a master's degree concentration in Global Operation Management and Hofstra offers an MBA with the opportunity to study abroad in China. Education with a global perspective is becoming a more valuable commodity as shown by the results of a 2013 survey of 2,100 U.S. CFOs, 69 percent of whom said having expertise in "international tax laws and global regulatory requirements will be somewhat or very necessary for accounting and finance professionals five years from now" (2014 U.S. Business Needs for Employees with International Expertise, Daniel, Xie, Kedia, 2014). This finding corresponds with a 2009 survey of more than 1,400 US CFOs, which found that "multilingual skills and international experience are among the top six qualifications needed by job candidates" (2014 U.S. Business Needs for Employees with International Expertise, Daniel, Xie, Kedia, 2014). As US businesses become more engaged in the global economy, employers look more and more to hire employees with international experience.

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**Project** - Internships can provide students with valuable international business experience. Given the large number of undergraduates studying abroad, internships in their host country, coordinated with their university, could present a unique opportunity for enterprising students to learn about business practices in a different culture.

**Project** - Opportunities for expanded international partnerships with Long Island universities should also be explored. Foreign direct investment can often be drawn from a company's desire to work with education and research institutions, specifically for the research partnership and professorial collaboration offered by these institutions. Long Island colleges and universities would benefit from leveraging their existing relationships with international universities and build upon them to include business partnerships. Stony Brook, Hofstra, and the New York Institute of Technology are prime examples of educational institutions with strong existing international connections that have the potential for further development. Presenters during a foreign direct investment best practices webinar sponsored by the NADO Research Foundation and US Economic Development Administration noted that partnerships with public economic development organizations and universities, long-term commitments, understanding of local clusters, and cultural acceptance are key aspects of a successful FDI operation. A common FDI approach is a "soft landing," where a foreign firm invests in a small way and, as time goes on, gradually expands the FDI partnership (NADO Research Foundation and U.S. Economic Development Administration Webinar, 2013).

**Project** - Another potential opportunity exists for the cultivation of "sister city" relationships in which two cities from different countries forge a partnership to give preference for local business investment in each other's communities (NADO Research Foundation and U.S. Economic Development Administration Webinar, 2013). A targeted and sustained effort to develop ties with a community in a foreign country, while utilizing local education and research institution connections, could act as a significant catalyst for foreign direct investment and new export markets. With the introduction of the START-UP NY program, Long Island colleges and universities are positioned now more than ever to seize on foreign direct investment partnership opportunities.

Students taught at our universities receive a world-class education and have great entrepreneurial potential. However, in the case of international students who graduate, their potential is lost to New York when they are forced to return home immediately upon completion of their degrees. To remedy this talent drain, visa

# HOW WE'RE GETTING THERE...

extensions for select foreign-born students who complete a degree in the State and start their own businesses are needed. New York should not shutter its doors to talented students who demonstrate entrepreneurial ambition.

**Strategy:** *Encourage greater collaboration between Nassau and Suffolk Counties and greater high level local, county, and state government engagement to bring foreign companies to Long Island.*

Greater engagement by public officials at the local, county, and state levels is recommended when orchestrating and participating in NYS trade events. The participation of high level government officials sends a strong signal of interest to foreign businesses and communicates the state's serious intent to bring them to Long Island.

**Strategy:** *Continue to identify sectors with the potential for high export growth on Long Island and target export assistance outreach to companies in those industries.*



As a starting point for the LIREDC Global NY discussions, Work Group co-chair John Costanzo developed an analysis outlining the major industries and companies located on Long Island and a regional export profile. The analysis focused on specific industries of greatest impact including aerospace parts and products manufacturing, miscellaneous machinery manufacturing, pharmaceuticals, financial services, computer and electronics development, R&D services, and education. Each of these sectors was ranked among the most significant exporters in Nassau and Suffolk counties by volume. Based on the data, the export survey and outreach efforts of the LIREDC will be focused on companies in these sectors.

**Round Four** projects supporting this strategy of export growth in advanced manufacturing include expansion of a leading surface solutions provider and an OTC pharmaceutical manufacturer.



**Project** - Sulzer Metco US Inc., a Swiss-owned company with a global presence, seeks incentives to expand its Long Island operation by providing training to its existing employees, and purchasing machinery and equipment.

**Project** - A&Z Pharmaceutical currently exports various OTC products exclusively to China and plans to expand into new markets. Expansion requires acquisition of an additional facility and the addition of 112 new employees.

# HOW WE'RE GETTING THERE...



U.S. COMMERCIAL SERVICE

**DISCOVER  
GLOBAL MARKETS**

BUSINESS FORUM SERIES **2014**

**Regional clusters serve** as a driving force for regional economic activity. The shared labor requirements by like firms attract skilled employees to the region and high industry density can accelerate technological innovation through knowledge sharing between firms. According to data collected by the Georgia Tech Enterprise Innovation Institute on foreign direct investment best practices, “exporting and FDI initiatives grounded in regional innovation clusters were most apt to be successful” (Best Practices in Foreign Direct Investment and Exporting Based on Regional Industry Clusters, Georgia Tech Enterprise Innovation Institute, 2013). Export assistance provided to businesses within our existing clusters, including pharmaceutical, aerospace manufacturing, biomedical, and information technology, has the potential to spillover to the other businesses as the new best practices are communicated.

Over the coming months, Long Island businesses will have two extraordinary opportunities to forge international partnerships and develop new trade relationships. The State will be holding an event in the fall 2014 in which businesses from around the globe will be invited to learn about the new economic opportunities available to companies that locate their operations in the State, including those through the START-UP NY program. Businesses from each of the 10 regions of New York will simultaneously have the ability to meet foreign country representatives and discuss the sale of their goods and services in new markets.

Following this event, the US Department of Commerce will be hosting the DISCOVER GLOBAL MARKETS: Greater China Business Forum. This two-day conference will be held on October 7 - 8, 2014 and will educate US companies on how to successfully navigate the markets of Greater China. Experienced US Commercial Service Diplomats will be present to answer questions and provide advice. Companies interested in expanding into one of the most dynamic economic regions in the world should attend.

**Tourism** is a significant aspect of our region's economy and can be augmented through the introduction of programs designed to target the foreign tourist market. According to a 2012 study conducted by Tourism Economics, foreign tourist spending represents 30% (\$17.3 billion) of the aggregate annual tourism spending in the State (The Economic Impact of Tourism in New York, Tourism Economics 2012 PPT).

**Strategy:** *Build on existing attraction mechanisms for foreign investment, including utilizing the hospitality industry to draw interest and revenue to the region.*

**Strategy:** *Enhance Long Island international tourism through expanded marketing and language accommodation.*

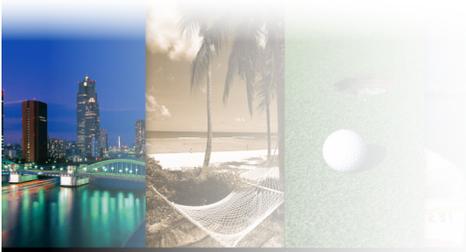
# HOW WE'RE GETTING THERE...

**Project** - Long Island has already begun taking steps to make the Long Island tourism market more accessible to tourists in New York City. In Regional Council Round Three, the Long Island Wine Council's Access the East End project was funded to transport visitors from New York City to Long Island's East End. A Round Four project - **Long Island Wine Country Global Trade and Tourism Initiative** - is focused on increased advertising and promotion of Long Island travel to the international tourism market. Funding will encourage foreign tourism through updated and expanded agreements with transportation partners, advertisements for local businesses and events, the targeting of the foreign wine, food and travel media, and the translation of websites and ads into foreign languages.



**Strategy:** *Redevelop infrastructure that hastens the movement of goods on and off Long Island to help companies export and make Long Island a more attractive foreign direct investment destination.*

A robust export infrastructure is crucial. Ensuring that Long Island companies have access to the means to bring their goods and services to worldwide markets is another vital component of our Global NY strategies. Long Island communities should evaluate their attractiveness as a foreign direct investment location and consider new investments as well. Foreign direct investment has been well documented to produce significant regional economic benefits in the form of additional taxes paid to local governments, income spent in the community, and potential attraction of other industry related companies. To strengthen our export infrastructure, the LIREDC recommends the projects that will improve including rail, ports, roads, bridges, and airports.



**Strategy:** *Collaborate with other regions, and particularly with New York City, to support mutually beneficial trade opportunities including joint trade events, partnerships between universities, company interactions, infrastructure improvement projects and joint marketing initiatives.*



**Project** - Due to the strong economic ties that bind the three downstate regions, the Round Four Global NY initiative presents a natural focal point for a collaboration between the Long Island, Mid-Hudson and New York City regional economic development councils. Improvements to the cargo-handling infrastructure at JFK Airport in Queens, for example (CFA# 42816), would improve exporting logistics and expand markets for companies in the downstate region.

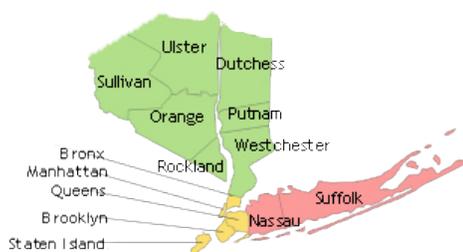
# HOW WE'RE GETTING THERE...

Nearly 1.4 million tons of cargo, including perishable food, electronics, and pharmaceuticals, move through the airport each year in the bellies of passenger planes and in all-cargo freighters. JFK ranks first among all airports by value of imported and exported goods, but air cargo volumes at JFK have been flat since the early 2000s, as cargo shipping has grown at other airports such as Atlanta, Chicago, and Dallas. The proposed project will attract new cargo business to JFK, creating jobs through a metric of 35 jobs along the supply chain for every 1,000 additional tons of cargo flown through the airport. By encouraging the development of ports like JFK, the LIREDC supports larger, regional export-oriented growth proposals.

The port at JFK should also be tied to greater utilization of the Foreign Trade Zone at Long Island MacArthur Airport and its subzones in order to increase the cost effectiveness of the import-export market for Long Island companies. Similar benefits may accrue to the Mid-Hudson region and its regional airport at Newburgh.

The downstate region forms a strong cluster in the biotech/life sciences/pharmaceuticals sector. The Mid-Hudson, New York City and Long Island regions are developing coordinated strategies to spur growth including projects that involve their universities and research institutions with strong ties to the pharmaceutical/life sciences industry. Collaborative events to promote this cluster in a manner that harnesses the assets of each region in a noncompetitive approach are anticipated to result from this joint strategic approach.

**An Interregional Global NY Initiative** should address the benefits and growth potential of increased exports in common sectors as well as the regional benefits of foreign direct investment. Companies with successful exporting experience, the Small Business Administration and Department of Commerce, ESD's International Division, the Export-Import Bank and other organizations can provide technical and financial assistance for companies that are interested in exploring exporting opportunities but are uninitiated in the complexities of entering foreign markets.



The Global NY initiative has sparked a dialogue between the REDCs of Long Island, New York City and Mid-Hudson about the significant benefits of collaboration that hadn't previously occurred. Opportunities in global business marketing, international tourism, mutually-beneficial infrastructure projects, and increased access to export services for NYS companies which have been kick-started by the REDC Global NY initiative this year. Considering that over 75% of the world's economic activity and 95% of global consumers are outside of the U.S., international trade development presents an exceptional economic opportunity for Long Island and its regional partners.

# HOW WE'RE GETTING THERE...



**JOHN COSTANZO**  
CEO

## PUROLATOR INTERNATIONAL

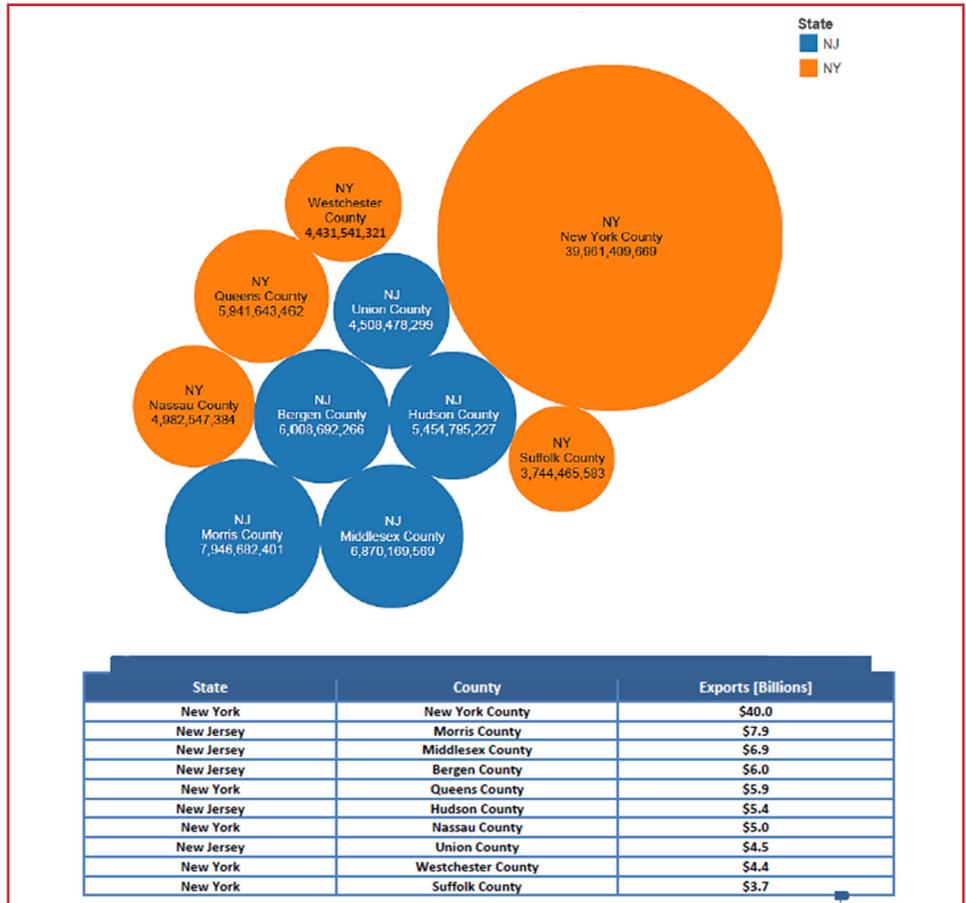
If Long Island is to grow its export businesses, which is essential, then it needs to hear from firms like Purolator International and experienced executives like its president, John T. Costanzo. "Only one per cent of the businesses in the nation export, but they make a lot of money," said Costanzo, speaking recently before the LIREDC. "Long Island has all the industry sectors for an export economy."

Costanzo didn't just talk: When the Council needed guidance in formulating its exporting goals and strategies, Costanzo raised his hand - to lead, along with Bank of America's Robert Isaksen, its GlobalNY Work Group. GlobalNY is a statewide economic development initiative of Governor Cuomo and the LIREDC was tasked to do its part.

"We need to identify Long Island products appealing to consumers around the world and see which of our companies has a foothold in these markets," said Costanzo, noting the importance of learning from and working with other regions. "There's a lot of information available but it's not always in a form that's useful. We need to get our companies the information they need to reach customers overseas."

Costanzo emphasized that producing appealing goods and services is only a beginning. The products need to be delivered in a timely and cost-effective manner. "We need to focus on logistics," Costanzo said. "We need to make a sustained effort."

## 2012 New York Metropolitan Area Counties' Exports to the World



The following narrative is the Executive Summary of a report prepared for the LIREDC Global NY Work Group by Yevgeniy Guyduy of Purolator International titled, "National & Regional Economies: Long Island, NY Market Research, February 2014." The full report can be found on the Long Island Regional Council website [www.regionalcouncils.ny.gov](http://www.regionalcouncils.ny.gov).

Long Island is part of the NY Metro export area for which data includes not only what is being produced in the market but what is shipped through it as well. Analysis provides useful insight into how to support and stimulate regional markets on a local level. For example, New York estimates of exports shipped out of New York State based on origin of movement against exports that were actually produced in New York State yield almost a \$33 billion difference. Overall, in 2012 New York metropolitan area exports (based on production location) of services accounted for 62.9 percent of its total exports, while exports of goods accounted for 37.1 percent. On the other hand, in New York's center state region (Syracuse, Ithaca, Watertown and Utica-Rome), exports of goods accounted for almost 60 percent of the region's exports. This shows how diverse one state can be.

# HOW WE'RE GETTING THERE...



In 2012, the top goods exports (based on production location) in the New York metro area were pharmaceuticals (\$7.1 billion), jewelry and sporting goods (\$2.9 billion), basic chemicals (\$1.7 billion), medical equipment and supplies (\$1.5 billion), and precision instruments (\$1.5 Billion). The top five services exporting industries in the area were: financial services (\$13.3 billion), IT royalties (\$4.9 billion), management and consulting (\$2.9 billion), film and music industry royalties (\$2.8 billion), and air transportation services (\$2.4 billion). This data has a direct correlation to prosperity in counties that neighbor and support the New York metropolitan area economy and exports, namely those of Long Island, NYC and Mid-Hudson, and correlate with the priority industries /sectors for these regions.

**As historical data shows,** innovations create a need for financial and management centers, boosting primary seats of commerce, such as New York, Amsterdam and London. In order to prosper and grow employment, U.S. companies need to focus not only on the domestic market, but on expanding opportunities outside of the United States. They need to be innovative, efficient and global in order to create a sustainable value-chain. However, the most recent statistics show that only 1 percent of American firms are exporting. While New York City has an enormous amount of companies producing incredible output in exports of financial, management and consulting services, the rest of New York relies on old infrastructure and businesses that survived recession and turmoil. Over the past decade, many New York manufacturers relocated from the traditional regions of the Northeast and Midwest toward cheaper, more business- friendly environments in the South and Southwest regions of the country. Mergers and acquisitions of local firms impacted the Center State region with the removal of local, corporate decision-makers for many large firms. These shifts formed the basis of a new New York State storyline based on considerable knowledge assets, including research and development activities that were retained after major manufacturers moved to production elsewhere, creating strong R&D capacity: noteworthy colleges, universities and research centers. These continue to attract many talented students and scholars to the area along with deep talent pools in technical occupations such as engineers and scientists. Though manufacturing as a general economic activity has declined in the state, many of its core economic strengths - such as cleantech, digital and electronic devices, and biosciences - have retained strong and advanced manufacturing components (Source: The Brookings-Institution) and align with the strengths and priorities of the Long Island economy.

Nassau and Suffolk counties are home to a number of strong scientific research and educational institutions including Stony Brook University, Cold Spring Harbor Laboratory, Department of Energy Laboratory/Brookhaven National Laboratory, Hofstra University and North Shore - LIJ Hospital and Feinstein Institute that employ world-renowned faculty and leadership. There are also

# HOW WE'RE GETTING THERE...



MOTOROLA



Pall Corporation



a number of well-established companies in manufacturing sectors clustered in Hauppauge, Farmingdale, Melville, Plainview, Westbury and Bethpage. Some of the larger and internationally recognized manufacturing, design wholesale and distribution enterprises are Motorola, Systemax, MSC, Henry Schein, Luxottica, CA Technologies, NBTY, Pall Corporation, 1-800- flowers.com, CPI Aero, VOXX International, Medical Action Industries, Leviton Manufacturing, Aceto and Lifetime Brands. Long Island also has a number of well-known establishments in transportation and logistics industries such as Purolator, Aramex, DB Schenker USA, and a number of innovative start-up firms such as Research Frontiers, ICON, Vasomedical, FONAR, Applied DNA Sciences and many others. This strong base, along with the neighboring talent and materials available in New York City and the expansive infrastructure of JFK, LaGuardia and MacArthur Airports, Long Island Railroad and the Long Island Expressway, provides enough resources, capabilities and processes for this region to prosper into a high- tech research hub, and potentially transform Long Island into an innovative manufacturing cluster of specialized and niche manufacturing and research industries. This process should be supported through collaboration, integration and cooperation with the rest of New York State, including New York City. The LIREDC will play an important leadership role with its counterparts in the NYC and Mid Hudson regions to craft a road map for investment, support the strong research base and continue to develop specialized manufacturing, research and development skills and capabilities, which should ultimately lead to economic development through creation, implementation and diffusion of innovations.

By maximizing collaboration among public and private institutions and subsidies in scientific research, development and manufacturing, the downstate region has the resources to become a hub for specialized and localized high-tech engineering and manufacturing industries such as pharmaceuticals, medical supplies and precision instruments, with support from already established research, development and computer and software design services establishments and educational institutions in a shared environment. The business/university partnerships around which both the Governor's REDC and START-UP NY programs have been designed provide a model for a successful GLOBAL NY initiative as well.

The LIREDC Global NY Work Group independently, and in conjunction with the Global NY Work Groups of the NYCREDC and the Mid-Hudson REDC, has developed a plan that includes the distribution of relevant information to businesses in key sectors (see draft Export Tool Kit- Appendix A) and identification of targeted markets for certain product categories/manufacturing sectors. Data aligned to increases in imports by countries of destination would be the goal. For example, if there has been an increase in the exporting of U.S. "green" products and

# HOW WE'RE GETTING THERE...



technologies, this increase should be aligned with the leading country that imports such goods (for example, Italy). Results should yield a positive outcome through guiding local “green” product manufacturers who are interested in exporting or increasing their exports to regions with the best opportunities for their product.

**Coordination** with well-established downstate manufacturing, exporting, wholesale and distribution firms (such as Systemax, MSC, Henry Schein, Luxottica and Aceto) and alignment with Long Island manufacturers from corresponding industries will help to facilitate partnerships, help manufacturers get their products abroad and increase their exports. A similar method can be applied in reverse to local wholesale and distribution firms. Success stories and blind case studies should be produced by examining “global firsts” that decided to land their headquarters or large subsidiaries in the Long Island area. Companies of interest include: CA Technologies, Motorola Mobility, Medical Action Industries, Systemax, Luxottica, Henry Schein, 1-800-Flowers and Purolator International.

In support of an exports initiative, annual Long Island/tri-regional business development conferences with member recognition and success stories can promote continuous flow of useful partnerships and data and increase local participation. Additional interviews and analysis should be performed in order to prioritize U.S. Mid-Atlantic region imports by manufacturing and services segments and countries of origin and align them to local importing companies in order to facilitate joint-ventures and foreign direct investment. Today over 1.4 million U.S. workers employed by foreign direct investment in advanced industries and New York metropolitan area scored second by FDI employment in a) computer systems design and related services, b) navigational, measuring, electromedical and control instruments manufacturing while scoring first place in c) pharmaceutical and medical manufacturing services.

*...alignment with Long Island manufacturers from corresponding industries will help to facilitate partnerships, help manufacturers get their products abroad and increase their exports.*

NYS's FDI strategic development efforts which are focused on biotechnology/ life sciences, software and ICT including nanotechnology, renewable energy and business and financial services, precision manufacturing (including aerospace, medical, and automotive), communications, food processing and retail align well with the strengths of the LI, NYC and Mid-Hudson regions. Foreign investment in NYS, particularly in startup companies, could provide needed investment resources to support their growth.

## Innovation and Industry Clusters

### *Tangible Progress Toward an Innovation Economy: Building Critical Facilities*

The key strategies developed by the Long Island Regional Economic Development Council's Innovation and Industry Cluster Work Group are standing the test of time. These strategies encourage collaborative partnerships, improvements in manufacturing productivity, support for advanced technology assistance programs, education and training in "lean and green" manufacturing processes, assistance for young entrepreneurs, increase in STEM education, and utilization of the Excelsior Tax Credit program to improve competitiveness. These projects help us implement three of Long Island's over-arching Key Strategies aimed at promoting an ongoing focus on technology industry growth sectors.



**Key Strategy:** *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.*

**Key Strategy:** *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.*

**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.*

Fully a third of our region's transformative projects are in the biotechnology/biomedicine/life sciences sector. This reflects the scope of the region's biomedical and life sciences R&D community, showing continuity from scientific discovery through early-stage technology development and commercialization to full-scale production.

Investments totaling \$150 million from all sources will fund new facilities for cutting edge medical research. Two such facilities will extend **Cold Spring Harbor Laboratory's** capacity to move beyond discovery into technology development with facilities for pre-clinical experimental therapeutics and therapeutics discovery. Sitework and foundations have been completed on the **Preclinical Experimental**

# HOW WE'RE GETTING THERE...



**ALAN FROMM**  
**AMNEAL PHARMACEUTICALS**

*Alan Fromm knows an opportunity when he sees one. And as Director of Training at Amneal Pharmaceuticals, one of the largest generic drug manufacturers in the U.S., he seized it -- to help his Long Island production staffers upgrade their skillsets and remain employable in a highly competitive industry. That opportunity came in the form of \$90,000 in LIREDC-endorsed funding for advanced training in process management and lean manufacturing.*

*"Product safety and quality are critical requirements in pharmaceuticals manufacturing," said Fromm. "As we develop world-class process management capabilities with this program, we can reduce waste, increase productivity, and trim costs, allowing us to remain competitive as we add to our headcount in Suffolk County."*

*Under the LIREDC grant, Amneal is partnering with Stony Brook University's Corporate Training Program to provide a year of training in process improvement, lean manufacturing, project planning and control, and supervisor effectiveness. Amneal participants will earn certificates recognized throughout the world.*

*Amneal is a rapidly-growing Long Island employer in the advanced manufacturing sector. With over 500 employees in Hauppauge, Brookhaven, and Commack, the company draws its workforce from a diverse spectrum of residents. The Brookhaven plant will double in size and add more than 300 jobs by mid-2015. According to Fromm, "Our growth will benefit the communities in which we do business as well as the entire Long Island region."*



**Therapeutics Facility** while fundraising proceeds for the \$25 million **Therapeutics Discovery Center**. A 95,000 sq ft **Research and Academic Center at Winthrop University Hospital** in Mineola will focus on diabetes research and treatment. The facility is part of a transformational, transit-oriented redevelopment at the Nassau County seat in Mineola, a 34-minute train ride from the center of Manhattan. The \$100 million project is 75% complete.

Three industry projects, **Anneal Pharmaceuticals, PL Development** and **Sciengen**, representing more than \$110 million in total projected investment, and expected to support more than 1,400 jobs, demonstrate the continuing growth and significant further potential of the region's generic pharmaceuticals subsector. McKinsey reported last year that, with \$217 billion worth of originator products scheduled to come off patent by 2018, industry analysts are anticipating \$60 billion in net growth over the next six years. Public sector support through LIREDC awards aggregating \$8 million has leveraged these projects.

There has been a diversity of exciting developments in cleantech, another of the key technology industry sectors identified in the regional vision. In the spirit of the Chinese character for "crisis," which combines the characters for "danger" and "opportunity," the neighbors of **Long Island Compost's** outdoor facility are welcoming the company's LIREDC-assisted program that will total \$40 million and include the installation of the first anaerobic digester for recycling of organic materials on Long Island. This enclosed biological processor converts organic matter into biogas, a renewable energy source, and compost. On the solar front, a **Solar Energy R&D Center** will enable the industry to utilize the 200-acre 32 MW solar farm at Brookhaven National Laboratory, the largest solar array in the eastern U.S. It will function as a test bed for new photovoltaic devices and components as the industry advances its technology toward the mainstream as an energy source. **SGRID3**, the Brookhaven Lab-Stony Brook University collaboration to create the Smarter Electric Grid Research, Innovation, Development, Demonstration and Deployment Center moved forward this year. The project saw the completion of five key milestones in support of demonstration projects for the BNL microgrid, implementation of the LIPA (PSE&G LI) utility grid planning model, implementation of probabilistic risk assessment techniques for the LIPA (PSEG LI) utility grid, the inauguration of Stony Brook Smart Grid projects including grid cyber security and performance reliability, new technologies for grid management and optimizing energy storage for grid integration. Pre-conceptual design for the AEGIS facility at Brookhaven is under way; bids have been received and are being evaluated for design of the Smart Grid Innovation Center at Stony Brook.

A critical information technology resource is being created, the implications of which reach far beyond IT, the region's largest technology sector with more than 115,000 jobs. The nation noticed the effectiveness of IBM's Watson supercomputer

# HOW WE'RE GETTING THERE...



against human competitors in the Jeopardy game show, but the potential economic impact of **High Performance Computing (HPC)** is enormous. Currently foreseeable technology will increase HPC by a factor of 1,000, from the current petascale target to a 2020 target of exascale computing (10<sup>18</sup> – 1 million-trillion calculations per second, or 10,000 times faster than the largest supercomputer in any NYS center today). The ability to crunch huge volumes of data at blinding speeds is already affecting researchers in fields as diverse as genomics, energy management and financial modeling. Brookhaven National Lab and Stony Brook University are partnering in equipment upgrades at both locations that will assist not only researchers but also the advanced manufacturing community -- another key target of the regional vision. 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 bioinformatics, 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.

Because the regional vision is broadly scoped, a number of Long Island’s innovation agenda projects cross technology sector boundaries. A selection of these includes:

**Accelerate Long Island.** With the mission of accelerating the development and commercialization of technologies from the region’s four major research institutions, ALI is partnering with two private VC funds in the Long Island Emerging Technologies Fund to co-invest in pre-seed proof of concept projects. The first five of these investments, totaling \$500,000, were announced on June 5, including Goddard Labs (biotechnology - Stony Brook Incubator at Calverton), Green Sulfcrete (Brookhaven Lab; NYSERDA Clean Energy Business Incubation Program at Stony Brook), PolyNova (biotechnology, Stony Brook), SynchroPET (biomedical instrumentation, Brookhaven Lab) and Traverse Biosciences (Stony Brook).



**SBIR Equipment Match.** This imaginative program, for which Stony Brook University was awarded \$1.5 million in Round Three, is available to recipients of federal Small Business Innovation Research grants. Companies throughout Long Island are eligible for up to \$50,000 in grant funding toward purchases of equipment and instrumentation - stretching their federal award dollars and kick-starting their technology development projects.

**State-designated Incubator and Innovation Hot Spot.** These linked programs are intended 1) to support tenant companies in state-designated incubators with \$125,000 a year for five years for new programs, and 2) to increase the impact of those incubators across a region by enabling them to extend new services, at \$250,000 a year for five years to tenants of partner incubators in the region in an

# HOW WE'RE GETTING THERE...

Innovation Hot Spot. Startups there will also receive five years of state corporate tax benefits which they take with them when they “graduate,” as long as they remain in business somewhere in New York State. Stony Brook Incubation Programs, the university’s network of four incubators comprising 106,000 sq ft of wet lab, dry lab and office space, received the state designation in Round Three resulting in \$125,000 per year for five years for the team to implement innovative programs for the benefit of startup and small businesses across the region.

In 2014, Stony Brook leads an application for Hot Spot designation that embraces all the incubators and accelerators on Long Island and, following other state-wide models, resource sharing with these regional partners is anticipated.

To realize the regional vision of “a sustainable, innovative and inter-connected job-generating economy,” driven significantly by powerful life sciences, information technology, clean energy, defense and homeland security industry clusters, we must “grow our own” - build new companies on the foundation of the region’s formidable research strengths and technology industry assets. Through the LIREDC process and such vehicles as Accelerate Long Island, regional institutions - which represent a billion dollars a year in research activity - are moving forward to accelerate the transfer of their technologies to the private sector. With their sophisticated R&D facilities, they also are assisting Long Island’s existing and emerging technology companies to stay ahead of the curve. Long Island’s formidable incubation assets are already driving the growth of the companies that are commercializing new technologies. Thus, they are contributing to the target clusters, through their established relationships with these entities. They include Stony Brook in and of itself and through its management relationship with Brookhaven National Lab, Broad Hollow Bioscience Park with Cold Spring Harbor Laboratory, and both through Accelerate with North Shore-LIJ Health Systems.

The participants in **Long Island’s Innovation Hot Spot** proposal currently house 98 startup companies, and aid 49 non-occupants, in well over 300,000 sq ft of dedicated space. But this isn’t enough: the whole must be greater than the sum of the parts. Building on the foundation of relationships already established by Stony Brook - Long Island’s applicant for the state incubator designation - this unprecedented partnership of all the region’s incubators and accelerators will transform the geographic dispersion that has always challenged Long Island collaborations into a strength: As each participant becomes a local nucleus of entrepreneurial energy, the Hot Spot will nurture the regional entrepreneurial environment and fuel the critical mass of entrepreneurial venturing that it will take to flourish as a vibrant, self-generating and self-sustaining innovation ecosystem like Silicon Valley. The Innovation Hot Spot partners are:



# HOW WE'RE GETTING THERE...



## Physical Office and Lab Spaces

Stony Brook Incubation Programs (Long Island High Technology Incubator, Stony Brook Incubator at Calverton, CEWIT Incubator, AERTC Incubator)

Broad Hollow Bioscience Park at Farmingdale State College

Morrelly Homeland Security Center: Long Island Forum for Technology and Applied Science Foundation for Homeland Security

New York Institute of Technology Entrepreneurship and Technology Innovation Center (ETIC)

## Co-working Spaces

LaunchPad Long Island

Long Island Tech COMETS Program (LISTnet)

## “Virtual” Incubator

Clean Energy Business Incubation Program

**The Round Four Hot Spot** proposal directly addresses three of the fundamental strategies articulated in the strategic regional economic development plan, *multi-faceted, interdisciplinary incubation, enhancing research/education/industry collaboration, and developing technology entrepreneurs*. Together, the multidisciplinary partnering incubators address all four of the key industry clusters. In the Hot Spot, they agree to continuously improve best practices to service their own clients - embracing new incubator partners as they emerge in the future - while strengthening their ties with the region's industry, education and research resources. They have jointly identified critical gaps in the regional innovation ecosystem and developed new programs to fill the gaps.



All of the additional services address critical unmet client needs because volunteers can do only so much, especially as startups' needs become more complex. All involve specific applications of specialized knowledge beyond the capacity of professional management, volunteer mentors and SBDC business advisers, and none is available at the proposed level at any of the partner sites. They fall into these two categories: business development assistance and technology assistance.

Local firms have agreed to provide professional business services at 50% discounted rates; additional providers may be identified after Year One.

- Specialized legal advice
- Specialized accounting assistance
- Specialized HR assistance (PEO)

# HOW WE'RE GETTING THERE...

Technology Assistance includes new technology protection, financing early stage technology development, market analysis support and a robust internship program drawing from Farmingdale State College, Hofstra University, NYIT, Touro Law Center and Stony Brook University to encourage students to follow an entrepreneurial pathway and provide valuable manpower to emerging companies.

**START-UP NY** promises to make a significant impact on Long Island's innovation agenda, starting with the Round Three - supported Innovation and Discovery Center, Stony Brook University's early response to this astonishingly bold program. Envisioned as a 200,000 sq ft multi-tenant, multi-sector facility, the IDC will be the next building to be constructed at the university's Research and Development Park and the first to be dedicated to the attraction of companies seeking to participate in the START-UP NY program. The Council's \$2 million Round Three commitment toward planning and design has leveraged a \$60 million state construction award, driving the project on a fast track to design and construction. An RFI process was completed in June 2014 as the first step toward identifying a private developer partner who will augment the state resources and ensure a product that will satisfy the program's aspirations.

As we move into year four and the maturing of the REDC process, momentum has increased and project results are impressive. Growth of prescription and nutritional product manufacturer **A&Z Pharmaceutical** has resulted in a need for additional facilities to meet demand from the overseas market, specifically in China. A proposed Excelsior tax credit incentive to support this Global NY project will leverage over \$40 million in private investment and create a projected 112 new jobs. **CareMed Pharmaceutical Services** is a Round Four expansion project that will create 250 new jobs and retain 100. **BioRestorative Therapies**, a Florida biotechnology company that develops medical procedures and therapies using cell and tissue protocols primarily involving adult stem cells, is seeking to relocate to Melville or Farmingdale and will create 15 new jobs. **Certerra Inc.**, a Cold Spring Harbor Lab startup, helps pharmaceutical and biotechnology companies to significantly improve the predictability of preclinical animal studies and the related human outcomes in clinical trials. Both companies benefit from the proximity of others in the pharma/biotech cluster and their growth is expected to be supported by NYS in the form of tax credits or START-UP NY program incentives. Funding for equipment purchases by Cold Spring Harbor Lab to create a **Center for Metabolomics** within the Therapeutics Initiative is a Round Four request that has the potential for additional biotechnology spin-off companies created by graduate students of CSHL and Stony Brook University as well as visiting scientists in this emerging area of translational research.

## Medications

biorestorative  
therapies

Company Stem Cell  
Programs

News

Blog

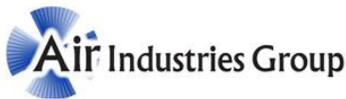
# HOW WE'RE GETTING THERE...



**Long Island University** is seeking funding in Round Four for planning, engineering, a feasibility study and renovations to existing space in order to house startup companies that would participate in the state's START-UP NY initiative. The new space, **LIU Research, Innovation and Technology Park**, will support new company formation and incubation, technology commercialization and improved competitive performance of entrepreneurial ventures for the LIU community.



Continuing our commitment to supporting private sector companies in key Long Island sectors, the LIREDC strongly recommends funding for the following pharmaceutical, aerospace, advanced manufacturing, IT and food production companies:



## Pharmaceuticals/Biotech

- A&Z Pharmaceutical
- Contract Pharmacal
- CareMed Pharmaceutical Services
- BioRestorative Therapies, Inc.
- Certerra, Inc.



## Aerospace

- Air Industries
- Posimech, Inc.
- Lasticks Aerospace, Inc.
- Elite Manufacturing Technologies
- American Pride Fasteners



## Advanced Manufacturing

- Ancon Gear & Instrument Corp.
- Big Apple Sign Corp.
- J&K Electronics, Inc./M3 Technology
- Exergy



## IT

- mindSHIFT Technologies



## Food Production/Distribution

- Kitchen Table Bakers
- Air Stream Foods Corp.



# HOW WE'RE GETTING THERE...



These key companies, as well as employers in the manufacturing, publishing and distribution industries, such as Nationwide Exhibitor Services, Rising Sun Woodworking, Richner Communications and Eyeking, LLC., represent the creation of 847 jobs and \$116 million in leveraged private investment. The breadth of industries represented by our recommended projects reflects the strength of Long Island's economy. No longer is the region dependent on a single industry but instead is well diversified so our highly-skilled workforce can support many clusters. The recommended business projects capitalize on our entrepreneurial spirit driven by innovation. The diversity of our business projects provides an important hedge against future economic downturns.

**NATIONWIDE  
DISPLAYS**

**Rising Sun**



**Woodworking**  
Custom Architectural Components 631-298-2190

**RCI**  
RICHNER COMMUNICATIONS, INC.



# HOW WE'RE GETTING THERE...

## CLEANER GREENER COMMUNITIES

*Where Innovation Meets the Environment*



We are becoming cleaner and greener. For the past several years, Long Island has made consistent and strong progress on innovative projects funded by NYSERDA under the Cleaner Greener Communities program. The goal has been to increase sustainability and reduce greenhouse gas emissions. And no effort has been more broadly supported than the development of a Regional Sustainability Plan for the Long Island region, a Round Two-funded project, which was led by the Town of North Hempstead with input from members of the **Cleaner Greener Consortium** and multiple municipal, private and nonprofit partners. Based on extensive research involving existing plans and studies, this vibrant 150-page plan sets out clear goals and strategies towards regional sustainability in the areas of economic development and housing, energy and greenhouse gas reduction, transportation, land use, waste management, and water. Published in April 2013, this Sustainability Plan has served as a guidance document for applicants seeking funding in Rounds Three and Four. The plan can be viewed at: ([http://regionalcouncils.ny.gov/themes/nyopenrc/rcfiles/longisland/CGLI\\_Plan\\_FINAL\\_1.pdf](http://regionalcouncils.ny.gov/themes/nyopenrc/rcfiles/longisland/CGLI_Plan_FINAL_1.pdf))



Additionally, the participation of a **Cleaner Greener Consortium** member in every LIREDC work group over the past two years has facilitated the alignment of projects with the strategies set forth in the plan and provided important dialogue across all work groups for the benefit of applicants and all Long Islanders.

What follows are highlights of the progress of “cleaner greener” projects funded in Round Three:

**An Anaerobic Digester** will be constructed in Yaphank to produce energy from organic (food) waste. **Long Island Compost** has initiated the permitting process with the NYS Department of Environmental Conservation and the Town of Brookhaven. Once a NYSERDA grant contract is executed for this exciting and innovative project, expected July 2014, detailed engineering will be completed and the equipment will be competitively bid and installed.

The **Town of North Hempstead** has requested bids to build and equip the town’s first compressed natural gas charging station in Port Washington and to purchase several natural gas-powered vehicles for the Town fleet. This is being accomplished using prior funding from the federal Department of Energy and \$1 million funded by NYSERDA.



# HOW WE'RE GETTING THERE...



The **City of Long Beach** was awarded funds to add hazard mitigation measures to the comprehensive plan to increase the City's resilience to weather-related events and its overall sustainability. As the City was also awarded funds by the Department of State (DOS) for a coordinated but separate planning project, the two State agencies and the City have synchronized the contract process to fulfill the requirements of both agencies.



A **Bus Rapid Transit** system on the Nicholls Road corridor between Stony Brook and Ronkonkoma was proposed by Suffolk County to include the procurement of two new hybrid buses and pedestrian infrastructure. As of June 2014, the County is in the process of finalizing a scope of work with NYSERDA for the project and is proposing a Round Four project to extend the BRT project east to Patchogue Village, consistent with the county's BRT Feasibility Study. The implementation of this north-south mass transit connection between key assets at Stony Brook, the most heavily utilized LIRR station in Suffolk County, and a revitalized village with new high-density housing, will create a critical mass of commuters, reduce congestion, harmful greenhouse gas emissions (GHG) and vehicle miles traveled (VMT). These milestones are all in furtherance of the Cleaner Greener Communities initiative.

## Additional Round Four projects that align with the Cleaner Greener Sustainability Plan include:



**Town of North Hempstead's Electric Vehicle Charging Station** is promising to lower greenhouse gas emissions and reduce energy dependence in a project proposed for the LIE Corridor. This project depends on the collaboration of all towns along the LIE to facilitate the installation of four Level 2 charging stations per town. Increasing availability of charging stations both alleviates the apprehension that consumers have about electric vehicles and offers environmental benefits.



**The LI Green Homes Consortium**, under the leadership of **Molloy College**, as well as **Powersmith Home Energy Solutions** and **Mosaic**, propose improved homeowner utilization of energy efficiency audits, retrofits, oil heat conversions and EV charging options. The **Town of East Hampton's** proposal for Category 2 funding to develop a DREAM (decentralized resilient energy network) plan is particularly robust and relies on strong and continued community and political support to achieve the desired outcome of 100% renewable energy dependency by 2020. This initiative is a game-changer which shifts responsibility from energy and utility providers to towns and communities, but advances are already being made and RFPs have been issued for large-scale solar farms on town-owned land for the first 30 MW of solar generation.

# HOW WE'RE GETTING THERE...

**Village of Mastic Beach** and the **City of Long Beach** were heavily impacted by Superstorm Sandy. Waterfront planning funds are recommended for the Village of Mastic Beach, a Suffolk County community with a serious and long-neglected need for a comprehensive plan. The plan must map its future based on new flood zones and address sustainability, resiliency and energy efficiency. Long Beach in Nassau County has moved quickly to design and develop plans for a more sustainable, resilient business district and funding is recommended to implement key improvements including integrated green infrastructure, solar-powered lighting, pedestrian and bicycle amenities and flood mitigation activities. The goals of this proposal are to improve safety, reduce greenhouse gas emissions, increase energy efficiency and generate economic activity.



Aquaculture projects proposed by the Town of East Hampton and Cornell Cooperative Extension of Suffolk County promise outcomes of reduced greenhouse gas emissions, increased resiliency and economic development. East Hampton's proposal to reconstruct **Hatcheries in the Peconic** to LEED Platinum standards and **Cornell's Regional Seaweed Aquaculture** project support the East End aquaculture industry while achieving environmental and economic impacts, thereby furthering the region's strategy of "producing a new generation of sustainable, well-paying jobs in the legacy sectors of agriculture, aquaculture, fisheries and tourism ..."



A "green" renovation to a 1950s NYS Armory in a NYS Brownfield Opportunity Area by the Town of Huntington will include combined heat/power or geo-thermal, solar, green roof, LED lighting and high-efficiency windows and insulation to achieve efficiencies 20% higher than state code. In the economically-distressed community of Huntington Station, the proposed **James D. Conte Community Center** will serve critical needs for recreation, education and community gathering. Next door, the Town of Smithtown is taking a proactive approach to the reuse of organic waste by proposing to study the environmental impacts associated with waste management in an indoor organic waste processing facility (Indoor Organic Waste Processing Facility Code Amendments).



The "**Climate Smart Communities**" of Huntington, East Hampton, North Hempstead, Long Beach and Smithtown are to be commended for their innovative project proposals in furtherance of Cleaner Greener strategies set forth in the Strategic Plan. On an interregional level, the **Lower Hudson Long Island Resource Conservation and Development Council's Foodway Corridor Project** aims to impact economic development by cultivating mid-sized farms, cooperatives and community-based farmer organizations that will benefit by gaining access to NYC's consumer market.



# HOW WE'RE GETTING THERE...



**Wyandanch is rising, greener than ever.** As part of the community-envisioned Wyandanch Rising initiative, the **Albanese Organization** is building a Smart Growth, environmentally sustainable, mixed-use development. Historically, land use on Long Island has been characterized by low density housing and distinct separation of residential and commercial uses. This has resulted in continued consumption of “green fields”; dependence on the automobile and increasing development of big box retail. Wyandanch Rising seeks to establish a new paradigm for development and revitalization on Long Island - higher density residential (approximately 30 units/acre), mixed-use development located within walking distance of the LIRR and bus connections and augmented by recreational opportunities. Development in Phase I represents infill development, converting brownfields, parking lots and derelict warehouse spaces in what has been a long-neglected, distressed community into a vibrant downtown.

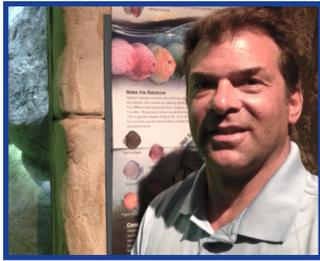


Introducing office and service uses into Phase I will add to the vibrancy of the area by increasing daytime activity. That is the goal of Building C. As a LEED Silver structure, Building C will incorporate energy-efficient components such as high SEER HVAC systems; energy efficient boilers; sustainable building materials; energy efficient facades (windows, roofing systems, insulation) and sustainable landscaping, permeable pavement and porous asphalt in parking areas. The applicant will require that the fit-out of the commercial spaces also meet LEED criteria and exceed NYSERDA energy targets for lighting and energy use and provide individual metering and energy utilization reporting and analysis to improve energy use profiles. These opportunities have had very limited implementation in the Long Island office marketplace. (Albanese developed the first LEED certified office building on Long Island.) But the truly transformative impact is the demonstration that there is a market for office, retail and residential uses developed in proximity to each other and to intermodal transit options.



**Regional Opportunities for Replication.** There are many opportunities on Long Island for replication of the Wyandanch TOD model, further reducing dependence on the automobile. Land use restrictions, societal concerns and uncertainty of acceptance have deterred the public and private sectors from taking advantage of these potential TOD areas. The contribution of the mixed-use development comprised of Buildings A, B and C by the Albanese Organization and complemented by the infrastructure and recreational improvements undertaken by the town with strong state support, will go a long way in demonstrating the benefits of Transit Oriented Development in the Long Island marketplace.

# HOW WE'RE GETTING THERE...



**BRYAN DELUCA**

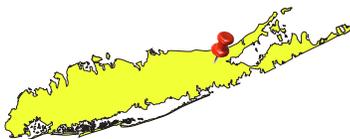
## **EAST END TOURISM ALLIANCE**

*It wasn't as if Bryan DeLuca didn't have enough to do with his "day job" - make that jobs - of managing the new Hyatt hotel and the popular Long Island Aquarium, all in downtown Riverhead. But DeLuca decided the only way the hotel and other properties could reach their full potential was if he took on another job - creating an organization of tourism attractions throughout the East End. The result was the East End Tourism Alliance, which he founded six years ago with Janine Nebons, general manager of the Tanger outlet mall.*

*The Alliance decided to focus on the so-called "shoulder seasons" before and beyond June, July and August when East End businesses already are jammed. "What's critical is to extend the season into the spring and fall," DeLuca said, "to make sure that people know that the East End doesn't close after Labor Day."*

*It's about jobs and profits. "The longer we can keep our businesses open, the longer people can keep their jobs and the more businesses will earn."*

*With an LIREDC-endorsed grant, the Alliance developed a comprehensive marketing campaign - reaching into the New York City market - and created maps and bus loops to bring visitors to key sites. Attendance rose dramatically at festivals and individual businesses. Said DeLuca: "It has been a tremendous success."*



## Natural Assets

### *Green Island: Transforming Long Island's Agricultural and Fisheries Sectors and Enhancing Parks and Natural Assets*

When Governor Cuomo initiated the regional economic development process in New York, no one could have imagined how this new paradigm would transform the conversation about the future of agriculture, fisheries, and open space on Long Island.

Long Island's history is rooted in agriculture. However, in the last several decades, large areas of agricultural land holdings have been developed into suburban subdivisions and rich fisheries damaged by pollution. Thankfully, this trend not only has been halted but is being reversed. A key strategy of the Long Island Regional Economic Development Council is to retain and renew this important sector of Long Island's economy by focusing on improving opportunities for agriculture and fisheries while finding ways to preserve open space and parks. It is the beauty of our parks and preserves that gives Long Island its special character, a key to attracting a high-quality workforce.

To date, the council has funded several projects that focus on agriculture, fisheries, and preserving parks and open land. This section of the report reviews the progress of three of the projects.

#### **Bay Scallop Fisheries**

*Once upon a time...* Long Island was a thriving center for the U.S. shellfish market. However, pollution in Peconic Bay killed the many prime shellfish grounds and ended a way of life for many of the baymen and baywomen who relied on shellfishing to support their families. A Round One grant to Cornell Cooperative Extension of Suffolk County is helping to bring back to the Peconic Bay one type of high-value shellfish, the bay scallop.

Cornell Cooperative Extension of Suffolk County has long led the effort to restore the scallop crop of Long Island. It has worked to expand scallop seeding and to find ways to enhance the annual harvest. The CFA award of \$182,900, toward a total project cost of just over \$500,000, allowed the Cornell team to boost the production of scallops by increasing their ability to produce larval seed stock, collect natural scallop larvae via spat bags, plant over 100,000 scallop seeds in Flanders Bay, and encourage oyster farmers to expand into bay scallops to diversify their business. While small in funding, the project has been a great success. The expansion project

# HOW WE'RE GETTING THERE...



created four part-time jobs but the real long-term success is seen in the restoration of approximately 300 part-time jobs associated with harvesting bay scallops and many more jobs associated with the retailing and processing of the scallops. According to the project leaders, the scallop catch went from a dockside value of \$271,383 in 2008 to \$1,120,741 in 2012. And that value is increasing due to the efforts of the Cornell team.

Although we have not recovered to the peak scallop harvests of the past, there is no doubt that Long Island shellfish are on the rebound—and so are the jobs for baymen and baywomen.

## North Fork Potato Chips

*Once upon a time...* Long Island was the home to thousands of acres of potato fields from which potatoes were exported all over the country. Over time, most of Long Island's agricultural land has evolved to higher-value crops like grapes and greens, leaving the remaining potato farms struggling to compete. One such farm, Sidor Farms, was awarded LIREDC funding to build a potato chip processing plant and an associated Long Island Potato Museum. This project will help tell the story of east end agriculture and augment regional agriculture and winery tourism efforts.

While there are plenty of destinations where one can enjoy fantastic Long Island wine, the Long Island Potato Museum will help to kindle an interest by visitors in the broader agricultural heritage of Long Island. It will serve as a tribute to all of the potato farm families that tilled the soil for generations.

Currently, the Sidor Family is finalizing a development rights arrangement for the property to ensure that it will stay in agricultural land use indefinitely. Owner Carol Sidor “envisions fields of potatoes and sunflowers for visitors to enjoy.”

## Satur Farms

*Once upon a time...* farmers were not able to transport truck farm produce beyond the local area due to the fragility of the products, particularly of greens. But this is changing thanks to wise investments by the state.

While potatoes are Long Island's past, grapes and greens are its present. Long Island is one of the most productive wine and greens-producing regions in the country. Satur Farms is one of the reasons for its greens success.

The transformation into greens did not happen easily. Until recently, Long Island did not have the kinds of facilities needed to process and ship greens much beyond Suffolk County. Investments in agricultural processing by the LIREDC are changing the landscape.

*Potato Fields Forever at Sidor Farms.*



# HOW WE'RE GETTING THERE...



*Butterhead lettuce at Satur Farms heading to your grocery store soon.*

At Satur farms, with the help of state funding, new refrigerated production rooms are fully installed—doubling the capacity for processing. In addition, a double flume washer will soon be ordered that will allow greater processing capacity. Twelve employees have been added as a result of this investment—several of these have graduated into supervisory positions at higher salaries. A new production manager position was also created.

The ability to wash, dry and bag fragile greens has allowed Satur Farms to expand production, as well as payroll and profits. They have expanded by 35 acres in Southold, bringing their total acreage to over 200. Today, you can see Satur Farms produce in markets all over the New York region thanks to the LIREDC.

The Round One AgriPark project has also supported the expansion of markets for the East End farmers by providing a centrally-located, temperature-controlled warehouse for processing and/or storage of produce and wines. With REDC funds offsetting lease costs for the farmers and cold storage extending shelf life of product, the markets for Suffolk farmers can be extended into other regions and states.

In summary, Long Island has built on its agricultural and marine past and is finding new ways to provide economic development opportunities in the agriculture and fisheries sectors. Investments in new technologies, agricultural processing, and value-added infrastructure have created hundreds of new jobs in the last few years. With many projects underway, Long Island is becoming economically, as well as agriculturally, greener.

## Round Four Projects

The LIREDC has identified several natural assets-themed proposals as priority projects that are in support of the Strategic Economic Development Plan for Nassau and Suffolk Counties as well as in support of the Cleaner Greener Long Island Sustainability Plan.



The **Town of Southampton** received a Round Three grant from NYS Parks for design of improvements to **Good Ground Park**, a 36.2-acre park space located in the central business district in Hampton Bays. Redevelopment of this park is part of a broader downtown redevelopment initiative that will support local businesses in attracting shoppers to downtown as well as provide recreational opportunities for residents and visitors. It is envisioned that the park will include an amphitheater and stage, internal roads, parking, lighting, and open space. Round Four funding will assist with Phase 1 of a two-phased construction implementation. The park will significantly add to the ambiance of downtown Hampton Bays and make it a more livable and walkable community.

# HOW WE'RE GETTING THERE...



**Southampton Town** also requests a Round Four grant for final engineering and construction of a 150-ft **Pedestrian Bridge** to connect the distressed community of Riverside in the northwest portion of the town to downtown Riverhead which has made progress with its own revitalization after decades of struggle. A component of the Riverside community redevelopment effort, the bridge will refocus development along the picturesque Peconic River waterfront, serving as a symbol for the future of these waterfront communities. The project will aid in providing walkable access to the retail and recreational opportunities in downtown Riverhead for Riverside residents and tourists. A Round Three DOS grant has supported the bridge design.



**Suffolk County** seeks to restore **Mud Creek Watershed**, the site of the former Gallo Duck Farm. No longer operational as a duck farm, years of production significantly degraded the adjacent creek. Fish and wildlife habitats were destroyed and the form of the creek was modified. The proposed shovel-ready project, which has all permits to proceed, will clean and restore the creek and its watershed. The project is important because the creek is a major tributary leading to the economically and environmentally-critical Great South Bay. The project is expected to enhance the bay's water quality.



**Port Jefferson** proposes improvements to its **Children's Park** to allow universal access. Long Island has long been a leader in providing access to spaces for disabled individuals. Indeed, Hofstra University was the first ADA compliant campus in the nation. Port Jefferson seeks to continue this trend by upgrading its existing Port Jefferson Children's Park so it meets ADA requirements. The village wishes to create a safer park surface, new adaptive swing and walking areas, seating, tile art wall, tree house, and play court. The new improvements will increase accessibility and safety for all visitors regardless of mobility level.



**The City of Glen Cove** has proposed a new **Waterfront Recreational Park**. The Long Island Sound/Glen Cove Bay waterside park is truly an extension of a broader post-industrial vision for Glen Cove that focuses on transforming waterfront brownfields into community assets. Benefitting from Brownfield Opportunity Area and other state and federal funds, Glen Cove has aggressively planned and redeveloped many blighted areas into residential and commercial community assets. The waterfront park is a key remaining component to complete the community's greenbelt and provide 0.6 miles of waterfront access. The park will also expand bike and pedestrian links from the waterfront to the downtown and residential areas of Glen Cove.



**Nassau County** seeks to build a **South Shore Blueway Water Trail** that will create new access to the shallow, interconnected bays and tidal tributaries in the western portion of the South Shore Estuary. Low impact tourism is gaining in popularity and the waters off Long Island provide ample opportunity for kayaking

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and canoeing. The trail will educate users about coastal ecosystems, help to protect wildlife habitat and water quality, and contribute to the high quality of life for Long Island residents. It will also advance ecotourism by providing opportunities to see some of the greatest expanses of coastal wetlands and estuarine systems in the northeastern United States. The funding will be used to make improvements to existing marinas, ramps, and launch sites. The **Village of Freeport** proposes a **South Shore Blueway Trail Kayak Launch at Waterfront Park**, which aligns with the Nassau project and increases blueway access.



**The Town of Hempstead** seeks to improve streets and parks as part of an overall redevelopment strategy for **Uniondale**. The hamlet recently underwent a community visioning process that created a plan for a new Uniondale. One of the central themes of the visioning was the development of parks and the enhancement of streetscapes. This project focuses on linking parks and improving streetscapes within the vision of the plan. It will fulfill the hopes of the residents of Uniondale and will advance revitalization of blighted areas in the community. Streetscape improvements in **Levittown** and a Pocket Park improvement project in **North Valley Stream** are also proposed by the Town of Hempstead to address the needs of residents in densely-developed suburban communities with inadequate amenities and aging, deteriorated infrastructure.



Fisheries and aquaculture are an important part of Long Island's heritage but could play a role in our innovation economy as well. The LIREDC has endorsed one priority project that focuses on this important economic development theme within the context of natural assets.



**Molloy College** seeks funding to renovate facilities in West Sayville to create a **Center for Environmental Research and Coastal Oceans Monitoring (CERCOM)**. The Atlantic Horseshoe Crab, which is found in Long Island waters, has risen in importance in recent years since discovery that its blood is one of the only ways to detect contamination of sterile equipment and drugs. Creating a research facility under the leadership of Molloy faculty member Dr. J. Tanacredi, one of the world's experts on the Atlantic Horseshoe Crab and, specifically, harvesting of the historic creatures for their blood, could be an attraction for biopharmaceutical and aquaculture companies.



Agriculture remains one of Long Island's most important economic activities. The value of crops produced on Long Island has been the highest in the State. The LIREDC has endorsed one priority project with a sustainable agriculture theme.

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The **Peconic Land Trust** seeks funding for an **Agricultural Capital Equipment Grant Program**. As land values have risen dramatically, fewer farmers have been able to resist pressures to sell and continue farming. A group of young farmers has emerged who are working on smaller properties and taking advantage of the high-value crops that can be produced in Long Island's unique agricultural landscape. These new farmers, as well as existing farmers, need access to equipment for production as well as to ensure food quality and safety. The Peconic Land Trust, in partnership with Farm Credit East, the Long Island Farm Bureau, Cornell Cooperative Extension, the Suffolk County Planning Commission, and Suffolk County, will administer a program to provide grants and loans to 100-150 emerging and established farmers to meet this equipment need. The three-year project is designed to create opportunities for agricultural entrepreneurialism and innovation.

Overall, LIREDC support of projects key to the sustainability of our land and water resources and the economy that relies on them-helps to define Long Island as a **Green Island**. The goal is to enhance our natural assets while advancing our long-term sustainability. Funding of Round Four Priority Projects will advance the region's diverse economic development strategy.



Credit: Steve Pfost

## Long Island's Water Quality Agenda



Life on Long Island is shaped and sustained by the quality of the water that surrounds and lies beneath us. Because of the fragility of the aquatic ecosystem, each significant economic development decision on Long Island - including those relating to housing, commercial development, transportation systems, and now resiliency - is impacted by an analysis of that decision's impact on our waters.

Starting several decades ago, regional leaders recognized that, since the region relies on a sole source aquifer directly beneath the island, declining water quality could have a negative effect on housing and other drivers of economic growth. Both sewer installation and open space preservation have been the primary tools used to confront declining water quality. Decades of open space acquisitions funded by the issuance of general obligation bonds and dedicated sales tax revenues for watershed protection were augmented by a transfer of development rights program that minimized growth in sensitive areas while enhancing the economic capacity of areas served by public sewers.

Superstorm Sandy highlighted the powerful impact that water can have on Long Island. In Nassau County, the Bay Park sewage treatment plant failed and sent raw sewage into the streets and waterways of southern Nassau County. Suffolk County's Bergen Point sewage treatment plant narrowly escaped the same fate. As a result, both counties have prioritized putting Sandy recovery funds towards sewer infrastructure upgrades. In Suffolk County, years of elevated nitrogen levels -- primarily from cesspools and septic systems -- have led to the dramatic diminishment of natural coastal vegetation defenses such as marshes and sea grass that protect coastal communities from storm damage by reducing wave energy and amplitude, slowing water velocity, and stabilizing the shoreline through sediment deposition.

Consequently, Suffolk County is seeking funding to sewer areas along the south shore in Babylon, Islip and Brookhaven. The goal is to strengthen natural coastal vegetation by reducing the amount of nitrogen flowing into the south shore bays. This advanced wastewater infrastructure project will reduce 22% of the nitrogen flow into the Great South Bay from three subregions by sewerage and is included in the Oakdale, West Sayville and Mastic Beach/Smith Point NY Rising Community Reconstruction Plans. These areas are also proximate to un-sewered commercial downtowns that would benefit from connection to the sewer system. Suffolk County's recent advances build on local efforts such as the East End Water Coalition and the Long Island Clean Water Partnership, which have sought to build momentum for making water quality protection a regional priority.



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The efforts of both counties and many of the towns to prioritize water quality and resiliency in their rebuilding efforts build on Governor Cuomo's call for innovative solutions for protecting and improving Long Island's water resources and making the region more resilient to future storms. Intergovernmental cooperation and collaboration has never been so strong as in the development of proactive solutions to our water quality concerns. The Long Island Resiliency & Clean Water Infrastructure meetings held through the spring of 2014 demonstrated a bipartisan, bi-county approach to developing short- and long-range solutions to Long Island's wastewater and public health needs.



“Water quality protection has emerged as the major environmental and economic challenge facing our region, but it also presents an interesting opportunity to foster innovative problem solving which Governor Cuomo clearly recognizes. New York State has the talent and resources to become a leader in developing water protection and restoration technology, creating the ability to address a pressing regional issue in a collaborative fashion while seeding a powerful new industry with global demand,” said Southampton Town Supervisor Anna Throne-Holst.

The LIREDC has furthered this Water Quality Agenda by supporting projects that advance clean water strategies, notably a series of public sewer projects with environmental as well as economic development impacts. Pre-Sandy recommendations set forth in the LIREDC's 2011 Strategic Plan for upgraded sewer infrastructure in Nassau County, specifically the Bay Park Sewage Treatment Plant, and replacement of aging sewer lines as well as for expanded sewer infrastructure in Suffolk County have only become more urgent.



## Round Four projects that further this agenda include:

- **Suffolk County Reclaiming our Water, Improving Coastal Resiliency with Sewer Infrastructure**
- **Town of East Hampton Coastal Erosion Plan**
- **Town of East Hampton Resilient Aquaculture Facility**
- **Town of Brookhaven Roadway Pollution Prevention**
- **Town of Hempstead Hard Clam Stock Assessment for Waters in Hempstead**
- **Town of Hempstead Water Quality Sampling for Detection of Illicit Discharges**
- **Suffolk County Mud Creek Watershed Restoration**
- **Cornell Cooperative Extension Regional Seaweed Aquaculture**
- **Village of Mastic Beach Waterfront Plan**
- **Caumsett Park Site Improvements Utilizing Green Infrastructure**

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- **Town of Brookhaven Blue Point Ave. Pond Green Improvements Wetlands Restoration**
- **Village of Great Neck Sustainable Maple Drive Parking Lot**
- **Town of Riverhead South Jamesport Ave. Project**
- **Patchogue EFC Green Innovation Grant**



Photo by A. Leslie

The cumulative impact of funding and leadership provided by the federal, state and county governments to address water quality issues including stormwater management, wastewater collection and treatment, coastal erosion and resiliency, and aquaculture is bringing these issues to the forefront of public and political attention at a critical point on Long Island. Expensive but essential solutions are unavoidable for the long-term future of the region and its residents.



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## Infrastructure - Rebuilding LI “Smarter” and “Stronger”



Long Island needed to build and rebuild - to overcome political, social and financial obstacles that had stunted economic growth and individual opportunity. And the LIREDC responded. In our Five Year Strategic Plan of 2011, we produced infrastructure strategies that have been reaffirmed in subsequent updates. These strategies targeted investments in regionally significant projects in furtherance of strategies designed to revitalize downtowns, blighted areas and commercial centers; repair and upgrade aging sewers; capitalize on transportation assets; and create new housing opportunities.



Since Governor Andrew Cuomo created the LIREDC, we recognized an opportunity to develop and then pursue strategies that focused on the rebuilding and expansion of infrastructure to improve job access, revitalize downtowns and transit hubs, speed trade and attract and retain dynamic regional businesses and highly skilled workers. Projects that had been conceived but not advanced, proposed but resisted due to NIMBYism or inadequate infrastructure were now highlighted and identified as avenues to address Long Island's rental housing shortage and affordable housing needs.



With a more holistic approach, the LIREDC process has enabled Long Island to spotlight opportunities for development and provide funding to close gaps and drive projects to the groundbreaking stage. Chief among these are Wyandanch Rising, Wincoram, Ronkonkoma Hub, the Glen Cove Waterfront, Glen Cove Piazza and the Meadows at Yaphank.

Credit: Town of Brookhaven, TRITEC Real Estate

### Progress in Construction



**Wyandanch Rising**, a LIREDC priority project in all three rounds and selected as the Council's Opportunity Agenda Area in Round Three, saw the groundbreaking of a \$35 million first phase, mixed-use, five-story development by the Albanese Organization in July 2013. With a second building now also under construction, the two offer an array of one-, two- and three-bedroom units targeted for a mix of incomes, with 60 of the 177 units designated as affordable. These units will be completed beginning in fall 2014 and the construction has employed approximately 100 workers per day, creating jobs for the unemployed and underemployed area workforce.



Precursors to the attraction of private investment were public investments by NYS Environmental Facilities Corporation, ESD and the Town of Babylon in the construction of new sewers to serve the community and support high density development. State funds are also supporting the creation of roadway configurations,

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*... an active mixed-use, transit-oriented community will provide a recreational attraction for downtown Wyandanch and will contribute to year-round vibrancy that can help draw residents and visitors to this new retail and residential core.*

a new Intermodal Plaza and ice rink, a new train station and pedestrian overpass as well as improvements to the nearby 25-acre Geiger Park which will provide important amenities to the residents of Wyandanch.

Public bidding for the construction of the Intermodal Plaza and ice rink is imminent. This centerpiece of the public-private partnership to transform the economically distressed community of Wyandanch into an active mixed-use, transit-oriented community will provide a recreational attraction for downtown Wyandanch and will contribute to year-round vibrancy that can help draw residents and visitors to this new retail and residential core.

In addition, the Town of Babylon has recently completed a replacement commuter parking lot with funding from NYS DOT and will begin construction of a second lot this summer. The Long Island Rail Road has begun construction of a parking garage adjacent to the train station, as part of a transit-oriented development that is making Wyandanch Rising a model for community investment and economic revitalization.



**Wincoram Commons**, a Round Two LIREDC Priority Project, advanced quickly following the funding announcements of a \$1 million ESD grant for sewer infrastructure, a \$1,154,390 federal tax credit and \$923,624 state tax credit award from the New York State Division of Homes and Community Renewal. A groundbreaking event on May 1, 2014 and the recent demolition of a blighted theater on the site have set the stage for the excitement and energy that accompany the three-phase development of 176 mid-rise affordable rental apartment units and townhomes, and 13,300 sq ft of commercial space. In short, the project is creating a brand new smart growth community that was developed from the grassroots. Due to the LIREDC's recognition of Wincoram as a Priority Project, additional grants, tax credits and tax exempt bond financing totaling \$8.8M were allocated to the project such that Phases One and Two are being constructed concurrently.



This \$56-million project is a partnership between not-for-profit Community Development Corporation of Long Island and for-profit Conifer Realty. The development features road and sewer improvements and a pedestrian and bike connection to an adjacent luxury housing complex. It is expected to create approximately 145 construction jobs and 40 permanent jobs and is a model that has been successful not only for Wincoram but also for the Round One-supported Cathedral Pines affordable rental apartment project in New Cassel that was completed in 2013. Other early LIREDC-funded housing projects have been completed, producing an additional 200 new units for Long Island's low and moderate income residents.



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## Progress in Development Planning



Transformative projects are large undertakings. Long Island had a futuristic vision and grand ambitions when developing its Vision Statement and Key Economic Development Strategies in 2011. Identifying the **Ronkonkoma Hub** as a transformational project was bold given the hurdles to be faced to achieve a successful 50-acre redevelopment that encompasses Suffolk County's largest town, an involved county and adjacent town (Islip) government, private developer, nearby airport and the Long Island Rail Road. But the \$5 million in LIREDC funding got the sewer design and engineering process underway, the Town of Brookhaven selected Tritec Real Estate as the master developer and steady progress through the planning and permitting process has been achieved.

Estimated to be a \$475 million project, the Ronkonkoma-MacArthur Transit Hub rental housing, retail, office and medical facilities redevelopment project received unanimous approval of its Final Generic Environmental Impact Statement from the Town of Brookhaven in May 2014 and a host of additional approvals in June. Known for its diligence and understated performance-driven approach, Tritec has entered into purchase contracts for 12 acres of property to the east of the LIRR Station. It is pursuing negotiations with other land owners and is working with the community to advance land-use strategies for the redevelopment project.



The redevelopment of the **Glen Cove Waterfront** has been recognized by the LIREDC as Regionally Significant, possessing the potential to be transformative for the region. To complete the effort to turn the blighted Glen Cove Waterfront into a new, \$1 billion mixed-use development and assisted by a Round Three \$3 million grant, the city will reconstruct Herb Hill / Garvies Point Road into a multi-modal corridor called the "Glen Cove Waterfront Connector." The linchpin to the Garvies Point mixed-use redevelopment of the waterfront area, the Waterfront Connector will provide the critical links between downtown Glen Cove, the waterfront revitalization area, and key regional transit hubs in the New York Metro area.



In the works for more than a decade, the Waterfront Connector project will 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 major storm. When completed, the redevelopment of the waterfront will involve a total transformation of a once contaminated, severely blighted area into a walkable community and public park system, all within close range of and linked to a number of transit options. All predevelopment design, engineering and ROW acquisition processes are well underway, and project letting is expected to commence in the fourth quarter of 2014.

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The \$50 million, mixed-use **Glen Cove Piazza**, with a public space modeled after a European-style piazza, is designed to be a catalyst for the revitalization of downtown by adding residents as well as a large public gathering space that will create a destination. Supported by a \$1 million Round Three grant and with groundbreaking anticipated for fall 2014, the project will add 110 one- and two-bedroom rental apartments above retail space proximate to the Long Island Rail Road station to help turn around a struggling downtown. The development will also create a strong pedestrian connection between downtown Glen Cove and the waterfront, with two anchors to put the City of Glen Cove “back on the map.”



After 20 years, aided by the increased visibility and momentum gained by the support and funding of the LIREDC process, the **Meadows at Yaphank** development has moved closer to construction. Zoning approval, Central Pines Barrens Commission approval, and Suffolk County Planning Commission approval have been received, with town and county approvals for Phase I within sight. Located on 322 acres adjacent to the Long Island Expressway in eastern Brookhaven Town, the mixed-use development including both affordable and market rate housing and retail space will provide a balance of housing types essential for sustainability. It is designed to benefit and support the unique needs of nearby Brookhaven National Laboratory and Stony Brook University for visiting researchers and faculty.

Phase I of development will create 240 apartments including workforce units affordable to families making up to 80% of the HUD median income for Long Island. In addition, fully-furnished units will be offered to serve the short-term housing needs of users of BNL with a private shuttle service to transport residents to the Lab or local train stations. An LIREDC award of \$1.5 million for off-site road improvements and sanitary sewer upgrades will enable the project to begin during the summer of 2014, creating an estimated 80 construction jobs and stimulating the Suffolk County economy.



Another transit-oriented development on the drawing board as a result of LIREDC support is the **East Farmingdale Downtown Center**, centered around the Republic train station and adjacent to the Route 110 corridor, a hub of industrial and office employment supporting 20% of Suffolk County’s workforce. The project, led by the Town of Babylon, calls for the redevelopment of 136 acres of underutilized industrial properties adjacent to and surrounding the proposed reopened train station into a major mixed-use, transit-oriented, pedestrian-friendly and environmentally sustainable “downtown” center. It will include residential and retail uses, as well as public spaces and parking to help it become a hub for mass transit.

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Complementing the Suffolk County Bus Rapid Transit project focused on the Rt. 110 corridor, the Round Three NYSERDA (\$200,000) and ESD (\$500,000) grants have kick-started planning activities. They include environmental assessment, conceptual site design, aviation and transit planning analyses, and development of a form-based code and regulating plan to guide development. Upon completion, and to attract high-tech, bio-tech and eco-tech jobs, the Town of Babylon will select a master developer to implement the project.



## Progress in Infrastructure Planning

**Enterprise Park - Calverton Sewers**, a Round Three Priority Project, will design and construct a 150,000 gallon per day sewage treatment plant including the installation of a groundwater discharge pipe and recharge basin. The Phase I upgrade to the existing sewage treatment plant will divert the discharge from the Peconic Estuary. Elimination of nitrogen discharge will both improve water quality and enhance conditions conducive to aquatic growth in support of the estuary's habitat.



The project is integral to the redevelopment of Enterprise Park - Calverton as it will support the transition from traditional defense manufacturing to advanced technology products. The goal is to create shovel-ready development sites that will generate sustainable revenues and jobs and enable the Town of Riverhead to utilize its large site of undeveloped land that was conveyed to the town for the sole purpose of redevelopment. An LIRED C award of \$1,340,000 towards the \$6,700,000 upgrade will immediately create 25 construction jobs and support the long-term redevelopment of the park. Having subsequently received an additional state grant of \$5 million, the grantee is fully-funded to implement this project and kick-start redevelopment of the only densely-sewered industrial property on Eastern Long Island.



Redevelopment plans for the Kings Park Central Business District adjacent to the Long Island Rail Road station received a boost with a Round Three award of \$1 million for construction of sewer infrastructure. Preceded by a downtown planning study funded by Suffolk County to identify zoning changes recommended to encourage business development, the goal of the **Kings Park Sewer Project** is to provide improved infrastructure and the resulting economic incentive for property investment. The 110-acre area including 140 lots within the central business district currently depends on on-site sewage systems that discharge ultimately to the Nissequogue River. The proposed outcomes of enlarged restaurants, apartment opportunities and improved ground and surface water quality will be both environmentally and economically beneficial to the community.

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While respected planners still maintain that “Long Island has a long way to go to become the walkable, transit-centered, innovation community that many officials and planners want it to be,... and too many projects have died and stalled” (WSJ 6-23-14), there is no denying the momentum that has occurred over the past three years because of or in conjunction with the funding and visibility generated by the LIREDC process.

**Round Four Priority Projects** continue to advance this momentum and further the intent of the strategies developed in the first year.



The **Meadows at Yaphank** proposes funding to support construction of a new sewage treatment plant to accommodate the commercial and retail components of the mixed-use project, including a 120-suite hotel. The Phase II, \$51 million project will be constructed on the heels of the Phase I, \$51 million project breaking ground this year. Commitment to projects that are fully-permitted and making measurable progress will move the region closer to achieving its vision.

Strong leadership and a relentless and tireless pursuit of a revitalized **Patchogue Village** has produced remarkable results and a parking shortage. Achievement of a lively, pedestrian-friendly downtown where young professionals and empty nesters are attracted to live and play and where visitors are attracted to shop, attend the theater, restaurants and clubs has produced a need for additional parking. As a participant in the ParkingPlus design challenge of the Long Island Index, Patchogue received the benefit of a conceptual design for an innovative parking structure that is achievable for the village. Funding for final design and development of construction documents is supported by the LIREDC.



A vacant state armory in a Brownfield Opportunity Area in Huntington Station is targeted by the Town of Huntington for environmental remediation and renovation to create the **James D. Conte Community Center** (named for the late Assemblyman). It will help meet the demand for improved services and investment. A focus of the town for several years, the area has attracted state and local government resources, a master developer has been identified, and change is beginning to take hold. Round Four funds to support the \$11.6 million project cost and the creation of 124 construction jobs in this low and moderate income, substantially minority community is a priority of the LIREDC.

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The selection of a developer for the **Nassau Coliseum Sports and Entertainment District** portion of the Nassau Hub promises a commercial/retail development creating 1,030 construction jobs for an 18-month period beginning in mid 2015. Developer Blumenfeld Development Group believes the \$11.9 million attraction will create a sense of place for Nassau County residents. Replacement of aging infrastructure with state support will accelerate this project.

Continued investment in the **Wyandanch** community in Round Four will ensure completion of critical infrastructure improvements and amenities for new and existing residents. As the Albanese Organization completes Buildings A and B, the final stimulus for Building C will leverage millions in private investment and have a profound impact on the Wyandanch economy and quality of life for years to come. The Rising of Wyandanch will be a great achievement of the LIREDC and the regional council initiative as a whole.



The successes and promises of the Long Island infrastructure projects are attributable to the commitment of both public and private organizations and the goal of funding, prioritizing and implementing projects for the benefit of all. Whether sewers or roads or housing, the connection between infrastructure and the ability of our economy to grow are inextricably linked. Without affordable, fun, safe places to live, our workforce will continue to flee. Without a workforce with a variety of skill levels, our business community will not thrive. Promoting an understanding of the importance of these partnerships and goals has been one of the stellar accomplishments of the LIREDC process.



## The Legacy and Lessons of Superstorm Sandy: Investing in Recovery and Resiliency



**Key Strategy:** *Protect the region from the perils of climate change by focusing on 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 and carbon footprint.*

**On** Oct. 29, 2012, Superstorm Sandy struck Long Island with unexpected speed and savagery. The tidal surges swamped neighborhoods and business districts far from the waterfront, stranding people in darkened homes and businesses they'd decided not to evacuate and straining emergency first-responders to exhaustion. In many debris-strewn streets the power stayed out for weeks; major transportation and other infrastructure, such as sewage treatment plants that spewed millions of gallons of untreated waste into waterways, failed. As some LIREDC members experienced first-hand at their own homes and businesses, Sandy did nothing less than transform one of Long Island's best assets into our worst nightmare. "The water is gorgeous, it's why a lot of us came here," said Jon Siebert, a member of the NY Rising Community Reconstruction Committee that developed a locally-based recovery plan for Mastic Beach and Smith Point of Shirley. "But it can also be very unforgiving, and Sandy was as bad as we've seen."

As a region we simply weren't ready. Yes, neighbors learned they could count on neighbors; people found a helping hand from people they'd never seen before. Personal acts of courage and kindness were reported all over Long Island. Many of our kids made us proud with their bravery and maturity in a time of crisis. But when the sun rose the next day, many residents described the devastation they saw as a "war zone" and dazed neighbors as "walking around like zombies with nowhere to go." It was clear that Sandy was a personal and regional disaster. It was clear we had a lot to learn about preparedness, recovery and resiliency.

"Ironically, the experience had a galvanizing effect for the community, with neighbors helping each other out, businesses getting up and running with heroic efforts to serve their clients," said Oakdale's NYRCR Committee co-chair Ron Beattie, former president of the Oakdale Chamber of Commerce. "And now it's the State and Federal governments helping us to rebuild for long term resiliency."

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## BEYOND SANDY: NASSAU CREATING RESILIENCY IN WATER QUALITY

*Nassau County's major goal in the aftermath of Superstorm Sandy has been to provide resiliency to the south shore communities from both a water quality and tidal flooding perspective. The damage from Sandy was caused primarily by storm surge, but that is not Long Island's only water-related danger. Long Island faces serious threats from sea level rise, saltwater intrusion in the aquifer, storm water, and wastewater.*

*Unfiltered storm water runoff entering the bay by way of rivers and creeks threatens the bay's ecology. Effluent from the Bay Park Sewage Treatment Plant—which is currently released in the bay—raises nitrogen levels that deteriorate salt marshes that could help protect us from storm surge. The salt marshes are also undermined by overdevelopment.*

*Repairing the severe damage to the County's Bay Park Sewage Treatment Facility and associated pumping stations were the County's initial focus. The County has been successful in receiving commitments from Federal and State resources for \$830 million dollars to properly rebuild and protect the Bay Park Facility.*

*Now the County is diligently working with the State and Federal governments to secure funding for an ocean outfall pipe at the Bay Park facility. With the proposed outfall pipe and nitrogen reduction systems, the County would provide resiliency for many additional communities along our south shore and dramatically improve the water quality in the*

**New York State stepped in big-time**, beyond these NY Rising Community Reconstruction committees. Not long after the storm, Governor Cuomo set out to centralize recovery and rebuilding efforts, with a special focus on Nassau and Suffolk Counties. Establishing the Office of Storm Recovery, the Governor aimed to address communities' most urgent needs, while also encouraging the identification of innovative and enduring solutions to strengthen the State's infrastructure and critical systems. Operating under the name of NY Rising, the Governor's Office of Storm Recovery (GOSR) is utilizing over \$4.4 billion in flexible funding made available by federal agencies to concentrate aid to four main areas (Housing, Small Business, Infrastructure and Community Reconstruction). Paired with Federal funding that had been awarded to other State agencies, the recovery program enabled homeowners, small businesses, and entire communities to build back better than before. These efforts are continuing today - and in an even bigger way. With this approach as a foundation, the Governor in January unveiled a \$17 billion transformative plan to protect New Yorkers from future instances of extreme weather. Called "Reimagining New York for a New Reality," the strategy calls for improvements in infrastructure, transportation networks, energy supply, coastal protection, weather warning systems and emergency management to pave the way for a stronger and more resilient future.

"In rebuilding for the long term, the City's resiliency and economic development go hand in hand," said Long Beach City Manager Jack Schnirman. "The efforts to rebuild more resiliently assist in the economic growth of our business community. The belief is that a major public investment initiates larger private investments."

One of the most important pieces of the Governor's recovery apparatus for the LIREDC is the **NY Rising Community Reconstruction Program (NYRCR)**, a \$650 million+ bottom-up, planning and implementation process designed to empower communities that suffered significant damage from Superstorm Sandy, Hurricane Irene and Tropical Storm Lee. The program was established in April 2013 and is funded almost entirely by federal funds through HUD's Community Development Block Grant-Disaster Recovery (CDBG-DR) program. Over an eight-month period, local leaders, experts, and officials worked together to incorporate their community's unique needs into 50 NYRCR Committees, representing more than 100 localities. These committees recommend innovative and transformative projects that will prepare them for future extreme weather. More than 500 participants serve on committees throughout the State, having proposed approximately 700 projects. Each NYRCR locality is eligible to receive between \$3 million and \$25 million to implement its plan. On Long Island, 22 NY Rising Communities, comprised of 42 localities, are eligible for up to approximately \$250 million. This summer, New York State launched Round 2 of the effort, enabling 16 additional NYRCR Committees to participate in the program.

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*Bays. In addition, this would also allow the Long Beach Sewage Treatment plant to divert its flow and consolidate into the Bay Park Facility, resulting in not only additional water quality improvement, but protection of the vital wastewater operations for Long Beach and Lido Beach.*

*The County is also working with Baldwin and the Village of Hempstead on a proposed pumping station that benefits both communities. Sanitary sewer overflows in Baldwin will be addressed bringing an added benefit of facilitating economic development.*

*To address the areas around southern Nassau's north-south tributaries that are threatened both by surge water flooding and storm inundation, the State worked with Interboro Partners to secure a \$125 million pilot project ("Slow Streams") awarded by the Department of Housing and Urban Development's Rebuild by Design Competition. The "Slow Streams" project will address these threats through a set of interconnected interventions, transforming the Mill River into a green-blue corridor that stores and filters water and provides public space from Island Park to Rockville Centre.*



Meanwhile, the federal government keeps finding additional ways to help New York's communities within the vision laid out by Governor Cuomo. Long Island recently learned it will receive nearly \$8M from the National Fish and Wildlife Foundation to restore wetlands, stabilize beaches and improve water quality through natural means. The Shinnecock Indian Nation will use its \$3.75 million grant to restore eelgrass, marsh and beach habitats on the reservation in Southampton. Tribal leaders told Newsday they hoped to address flooding during storms, control mosquitos, replenish sand and boost economic development. The not-for-profit Save the Sound will receive \$2.5 million to add resiliency to Sunken Meadow State Park on Long Island's north shore. And Suffolk County received \$1.3 million to restore 400 acres of wetlands and prepare to rebuild 1,500 more acres, targeting Islip, Brookhaven and Babylon.

The hundreds of projects developed by the NYRCR committees offer a tremendous opportunity for the LIREDC to proactively realize its strategic goals of promoting economic development in collaborative ways. A review of the dozens of Community Reconstruction Plans prepared throughout Long Island reveals that one of the most important lessons learned by local residents is the connection between resiliency and economic development.

“One thing the Mastic Beach NYRCR Committee and the community agreed upon right from the start: It is not acceptable to simply restore the community to what it was before Sandy,” said the community's NY Rising report. “That would be a squandering of an opportunity to revive Mastic Beach and Smith Point of Shirley that may never come along again. That's why the Committee focused early on strategies that would protect our natural and cultural assets in ways that both improve our resiliency and encourage economic development... The Committee and the public recognized that economic strategies are perhaps one of the most critical elements of a successful recovery.”

**The LIREDC relishes the role of helping communities** achieve resiliency through these creative, community-driven economic development projects that other state and federal agencies cannot fund. We met dozens of times with community and business groups, as well as the consultants, such as Rebuild By Design winner Interboro Partners, to see where the LIREDC could be most helpful. Just as many of the NYRCR committees noted that they knew they would not get everything they asked for - at least not right away - the LIREDC knows we cannot help everyone at once. But we must and can do as much as possible, one community at a time - and the way they want it done. That's why last year the LIREDC formed a NYRCR Work Group and formulated a new key strategy to guide and energize its Sandy-related efforts. Thus, we made recovering from Sandy a major focus of our community engagement efforts.

# HOW WE'RE GETTING THERE...



There is consent across the region's two counties, 10 towns, and 97 villages that eight post-Sandy priority areas must be addressed without consideration of politics or agendas. Building on the efforts of our Sandy-related Work Group and the work of the NYRCR committees across the Island, the LIREDC has endorsed the following priorities:

- Protect wastewater treatment, water supply and solid waste facilities and functions
- Protect utilities including electric, gas and telecommunications
- Strengthen and protect transportation including roadways and mass transit systems
- Strengthen and protect shoreline
- Strengthen, protect and expand housing stock
- Protect and expand the region's economic viability--consistent with the LIREDC's Vision Statement
- Improve, enhance and streamline the region's emergency response including emergency communications systems
- Strengthen the disaster recovery for at-risk residents who prior to the storm were already disproportionately struggling on Long Island in terms of employment, housing, health and mental well-being



## Round Four

We believe this year's Round 4 funding provides the perfect opportunity to drive dollars to Sandy community reconstruction projects that haven't yet been funded through federal relief programs and wouldn't ordinarily qualify for state economic development funds. This year, hopefully as part of a multi-year effort, the LIREDC is starting to fill the gap by supporting proposals developed through the NYRCR process. What follows are summaries of the community-based projects that the LIREDC is endorsing in this round:

### **Nassau County-Wide Stormwater Check Valves Flood Mitigation Project.**

One of two important post-Sandy proposals from Nassau, whose south shore communities were hit especially hard by Sandy, the county Department of Public Works proposes to purchase, retrofit and install check valves on 800 existing outfalls along the south shore to mitigate tidal flooding along this vulnerable area. The cost of an SCV is about \$10,000 each for a total of \$8 million. Tidal flooding during Sandy caused significant damage to residential and commercial properties. Retrofitting outfalls with check valves has proven effective by municipalities both locally and nationally in preventing large-scale total inundation of the stormwater system.



# HOW WE'RE GETTING THERE...



**Beech Street-Park Avenue Drainage Improvement Project.** The second of two Nassau projects, DPW proposes to design and construct drainage improvements along the .25 mile stretch of Park Avenue and 1.4 mile stretch of Beech Street in the hamlet of East Atlantic Beach. These parallel roads are the main evacuation routes for residents and visitors of the western part of the Long Beach barrier island. If these routes become flooded as they have in the past, the risk of deaths and injuries and environmental pollution from untreated storm water runoff would be increased. Improved drainage would aid in future storm surges by preventing and/or minimizing stormwater runoff and tidal backflow.

**Reclaiming Suffolk County's Water and Improving Coastal Resiliency** The County proposes to strengthen its south shore coastal wetlands by removing 1,390 pounds of nitrogen a day discharged into the Carlls River, Connetquot River, and Forge River from failing septic systems and cesspools. It will provide advanced wastewater infrastructure to parts of Mastic, Shirley, Mastic Beach, Deer Park, North Babylon, Wyandanch, Great River, and Oakdale. This proposal is consistent with the recommendations in the LIREDC strategic plan, as well as Governor Cuomo's 2100 Commission Report, to reduce nonpoint source pollution, reduce the related water quality impacts, and restore wetlands. Funding will enable the restoration of estuarine and bay marshlands that are a natural wave and storm buffer for 61% of the Suffolk population by cutting off nitrogen from Lindenhurst to Mastic.

**"Long Beach, New York: More Than Just a Beach."** This project is aimed at marketing Long Beach as a year-round destination for cultural events and leisure activities. The 2013 marketing campaign increased tourism, countering a potential economic downturn post-Sandy. The campaign was so effective it inspired the opening of ten new businesses. The 2014 campaign aims to market the city as a vibrant, summer and year-round destination. Advertising strategies will include: digital, radio, print, outdoor, television and web. The "I♥NY" slogan will be used. The city hopes to increase tourism and transit ridership, attract new innovative businesses, and promote overall economic growth.

**Downtown Long Beach: Resilient Connectivity for Park Avenue.** The city seeks to provide key improvements along the central business district from Magnolia Blvd to Long Beach Blvd, including the development of a more pedestrian- and bicycle-friendly streetscape and flood mitigation improvements. This will be achieved with protected bike lanes, curb extensions, crosswalk improvements, integrated green infrastructure, and solar powered lighting for emergency resiliency. These improvements address the significant flooding and safety issues apparent during Sandy while providing an opportunity to reduce greenhouse gas emissions, increase energy efficiency and generate economic activity.

# HOW WE'RE GETTING THERE...



**Repair and Replacement of Damaged Infrastructure in Island Park.** One of the hardest hit areas during Sandy, the village would like to undertake a comprehensive engineering study to determine where to replace drainage pipes that are inadequate for proper conveyance of storm flow. The use of control structures, such as swirl separators, will be evaluated to capture and retain floatable materials carried by the storm water in order to prevent them from entering the drainage system. The proposed mitigation will implement the use of sub-surface storage of storm water throughout the Village to increase the capacity of the drainage system to retain storm water so that it doesn't damage residential and commercial properties. As part of the mitigation, the existing bulkheads will have to be either raised, repaired, or replaced to protect and preserve the existing Village shoreline and properties against future storms and normal tidal erosion.



**Waterfront Planning in Mastic Beach.** The Incorporated Village of Mastic Beach is requesting funds to commission a waterfront revitalization plan. Mastic Beach is located on the south shore of Suffolk County on six miles of bay. The plan will recommend where business and residential development can proceed in a sustainable manner and which areas will need to be preserved as barriers for future coastal storms. The best known current practices relating to sustainable and resilient building will be incorporated in the plan. Focused on learning from Sandy, which devastated the village and surrounding areas, this plan will represent a new direction with the sustainable development of business, recreation, jobs and safety for the citizens.

In reviewing the NYRCR plans, the LIREDC was especially struck by the eloquence and determination in the closing lines of the Oakdale and West Sayville committee's work: "I am haunted by waters," says the aging narrator of *A River Runs Through It*. So are some of us in Oakville/West Sayville where we paid a steep price for passivity. But we will not dwell on the past, except to learn from it. We will not shrink in fear from the future, storms and all. Instead, we are ready, willing and able - with help of the federal, state and county governments and in collaboration with every other village and hamlet in our region - to take control of our collective destinies."

It is no wonder that the Oakdale/West Sayville report was recognized for "best use of innovative funding", qualifying for additional funds through NY Rising. The LIREDC embraces its spirit and stands ready to help all our communities to rebuild more resiliently and sustainably.



FEMA

# HOW WE'RE GETTING THERE...

## Workforce and Education and NYSUNY 2020



Since the LIREDC's creation by Governor Cuomo, the Workforce and Education Work Group has taken a three-dimensional approach to meeting regional needs:

- The first dimension is a set of general strategies aimed at strengthening the partnerships, services, and educational institutions that build skills and encourage entrepreneurship across the economy.
- The second dimension focuses on key growth sectors, including export-oriented advanced manufacturing and tourism.
- And finally, the third dimension concentrates on ensuring that all Long Islanders benefit from the rising economy - meeting the needs of disadvantaged communities, the un- and under-employed, youth, and veterans.

This year, the state's guidelines served as a foundation to expand the LIREDC's vision and challenge our regional stakeholders. To meet the governor's framework for growth, we will build our capacity in higher education by incorporating the progress made by Suffolk County Community College and its Next Generation Job Linkages Plan established to help it align with our academic/industry mission.



As the Governor and SUNY continue to leverage state capital funding to incentivize long-term economic development plans on campuses and in the surrounding communities, alignment with the regional planning and implementation efforts of the REDCs is critical to maximizing impacts. The LI NYSUNY 2020 Work Group has provided a forum for discussion of potential Round IV proposals that would involve input from the five Long Island SUNY campuses. The proposals also will promote strategic partnerships to increase academic and economic benefits, earning local government support and leveraging a variety of funding sources. A technology-driven, collaboratively-developed NYSUNY 2020 Round IV consortium project could increase access to innovation and entrepreneurship opportunities and expand access to learning for all students. The work group will continue discussions upon release of the Round IV solicitation by SUNY.



Even as we build on our growing Health Care and Green Technology sectors, we will further enhance key export-oriented sectors such as Advanced Manufacturing (including pharmaceuticals and nutraceuticals), Agriculture, and Tourism. And we will ensure that veterans - already identified as a key worker resource in our 2013 Opportunity Agenda - are positioned to reap the fruits of regional job creation.

Below, we outline the region's progress on its Rounds One through Three awards, along with our expected Round Four Workforce and Education priority projects. We highlight projects that exemplify one of the initial strategies that still anchor

# HOW WE'RE GETTING THERE...

the LIREDC work; yet, in many cases, the projects also implement several other strategies as well. This comprehensiveness is a direct result of the Work Group's sustained engagement over the course of its spring meetings, and indeed, over the course of the last four years. New, closer working relationships and collaborations have been forged through this process, resulting in fleshed-out, coordinated projects that meet several regional and state goals at once.

**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.*

**Strategy:** *Provide support services, incubators, and skills development for new businesses in all communities, including disadvantaged, building networks that link them with large and fast-growing businesses.*

Effective training, placement, and new job creation are essential to the region's economic success.

At the municipal level, the Town of Hempstead WIB **Workforce Investment Project** functions as a critical link in the workforce system by providing skill training and entrepreneurial development. Courses in legal and health care information technology are also available through a partnership with Hofstra University. The project has exceeded its goals, despite the challenging environment presented by the aftermath of Superstorm Sandy: 130 individuals were trained, and 76 were placed, at an average wage of \$19.50 per hour. The successful placements included Michael Dellatto, a veteran whose story was featured on page 10 of last year's report and who recently landed a full-time job with the VA in the Bronx. This year, the Town has requested additional funding to provide training that will enable 40 unemployed and low-income workers - a quarter of them veterans - to secure work in the health care industry.

At the university level, New York Institute of Technology's renovation of its Entrepreneurship and Technology Innovation Center, funded in Round Two, is well underway. Once finished, the center will provide laboratory space for innovative research in the areas of health analytics and bioengineering, IT and cyber security, and energy and green technologies. It also will provide a space where K-12 students from disadvantaged districts can work with entrepreneurs on real world problems. NYIT's private industry advisory board is actively working on plans to create high tech teaching and research labs that meet industry workforce demands and projections. The university has completed the design and specification phase of this project and is now circulating a request for proposals.



CAREER  
OPPORTUNITY

Just Ahead →

# HOW WE'RE GETTING THERE...



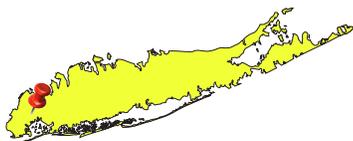
**SIMON BEN-AVI**  
**HOFSTRA UNIVERSITY**

When Simon Ben-Avi came to Hofstra two years ago to create a School of Engineering (SOE), he brought big ideas for teaching new technologies that demanded Big Data processing capacity. Last year, the LIREDC lent a hand to a new generation of high-tech engineers -- significant Round Two and Three funding for a biomedical engineering lab, a robotics lab and a "multipurpose big data and parallel processor cyber security laboratory."

In short, Big Data is the key to unleashing big ideas. "We are on the cusp of the third industrial revolution," said Ben-Avi, dean of SOE. "Manufacturing will change in nature, but new products will also spring up, altering how we currently do most things. Experts agree that nearly half of all American jobs will be affected by robotic techniques. For example, concrete house shells will be 3-D printed, taking a day for a two story house, and driving one's own car will become quaint.

"Clearly, a workforce lacking expertise in robotics will stand little chance of being part of what could be a societal sea-change, relieving people from tedious chores and freeing them to use their creativity. Big data ties into robotics and other fields extensively."

Thanks to the LIREDC, and big ideas from a big thinker, Hofstra is helping to fill the gap in engineers that Long Island needs.



**In Round Four**, Projects proposed by Suffolk County Community College's manufacturing training center, St. Joseph's College, and Adelphi University will address skill development to meet the needs of business in key growth sectors.

**Strategy:** Forge partnerships between industry, research institutes, business, government, schools and universities, non-profits, and organized labor to provide job pathways in STEM.

**Strategy:** Increase college degree production in STEM disciplines.

**Strategy:** Continue to engage a range of K-12 stakeholders - businesses, colleges, teachers, parents, and principals-in discussions about skill creation, educational/career pathways, and emerging growth sectors.

Several projects aim to generate excitement about science, technology, engineering, and mathematics for K-12 students, and to ensure that regional institutions of higher education provide them with world-class learning environments when they are ready for college.

The **Long Island STEM Hub** - a pillar of the Round One STEM collaboration-focuses on preparing students for the regional workforce by encouraging their interest in STEM and providing a conduit for industry and higher education to share information about emerging careers in the STEM fields. Today, employers and educators are working within eight defined Regional Industry Councils (RICs) to identify the workforce needs in high-growth sectors including Advanced Manufacturing, Aviation, Energy and Environment, Engineering, Global Business, Healthcare and Life Science, Homeland Security, and Information Technology. The Engineering RIC sponsored a post-Sandy competition centered around "Reconstruction and Resiliency" for middle and high school teams; awards were provided at the Annual Celebration on April 9th, which was attended by over 400 students, academic and industry partners. In the past year, the STEM Hub Core Team has written and adopted a Strategic Plan, prepared a sustainability rubric, and published a gap analysis report against which new strategies have been developed. The project has also launched additional career academies in area high schools and supported two start-up BOCES STEM schools.

Joint usage of the **Big Data Laboratory and Parallel Processor** housed at the Hofstra School of Engineering and Applied Sciences by students and LI companies, both startup and established, is expected to yield commercial software applications and produce STEM graduates with connections to the technology industry. Supporting a key new regional resource for engineers and enhancing previously funded STEM programs, the Hofstra School of Engineering will focus on processing data at much higher rates in metrology, genomics, neural imaging and biological and environmental research. The lab will teach computer science skills such as association rule learning, cluster analysis, genetic algorithms and data fusion

# HOW WE'RE GETTING THERE...

# NYIT

NEW YORK INSTITUTE  
OF TECHNOLOGY

and integration and will expose students to emerging technologies being pursued by the private sector. The state's Round Three \$1 million investment will create three jobs as well as secondary employment opportunities at area firms. Preliminary design has been completed for both labs, new lab equipment purchases have been identified, and purchase orders are being prepared for equipment.

Simultaneously, the **Hofstra Robotics, Automation and Advanced Manufacturing Laboratory** (Round Three \$1million), which plans a two-pronged approach to this specialized technological advancement, expects to purchase and install the new equipment in mid-2014. With a focus on developing technologies in the area of human assistive devices as well as to improve industrial productivity, the robotics lab will involve regional industry as a partner to solving real-world challenges.

In Round Four, NYIT seeks funding for an **Innovation Continuum: High School to College to Workforce** project that will leverage its Round Two EngINE-supported lab renovations and align with both the LIREDC's Strategic Plan and the LI Regional Planning Council's 2035 Plan which formed the basis of the Comprehensive Economic Development Strategy for a federal funding award in 2013. The proposed project will refurbish and equip laboratories for work in the fields of nanotechnology, bioelectronics, medical devices, sensor fabrication; forensics & biometrics; virtual reality, artificial intelligence and gaming; and Smart robots and unmanned vehicles. Lab spaces will notably include a new clean room for materials science and nanotechnology development. Other renovated labs will provide opportunities for bringing high school students to campus for training and expanding opportunities to underserved groups, including veterans and minorities. NYIT plans to collaborate with groups such as Girls Count to enhance and diversify the high school-to-workforce STEM pipeline. The new investment will also allow for new NYIT hires in AI and other high-tech fields, along with collaborations with the world-renowned Feinstein Institute that will help position the region as a leader in the university-driven development of medical devices and biometric technology. It is the expectation of NYIT that the labs will offer a link to global markets as the result of cutting edge research leading to the development of new products with international market appeal.

**Strategy:** *Strategize 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.*

LIREDC is placing renewed emphasis on sectors that draw income into the state, while also continuing to support other core industries that drive the region.

Advanced manufacturing has long been a key export-oriented sector for the region, but companies have struggled to find qualified employees. **The Long Island Forum for Technology's (LIFT) 21st Century Workforce Advanced Manufacturing**

# HOW WE'RE GETTING THERE...



**Composite Manufacturing Program** attempts to meet this need by training 180 technicians, designers, and engineers in the growing field of composite technology. Although the training program was delayed by Superstorm Sandy, LIFT has now initiated its training at the state-funded Composite Prototype Center in Plainview which has attracted students by providing a unique, hands-on composites training environment. Formal training of technicians in the operational use of the composite manufacturing equipment began this spring, using instructors from the Original Equipment Manufacturers (OEMs). Additionally, LIFT has already provided over 260 hours of machine operator training to six individuals, and will continue to offer new opportunities for incumbent worker training.

Addressing regional workforce development needs for key Long Island sectors has been the focus of the Workforce and Education Work Group's agenda since day one. While also targeting the needs identified in our 2013 Opportunity Agenda, Suffolk Community College's Round Three **Manufacturing Training** project and Round Four **Portable Learning Labs** workforce development initiatives aim at the heart of the need for skills development, career pathways and innovative approaches to attracting labor supply. The need is especially acute in manufacturing positions to support the aerospace supply chain manufacturers, metal fabrication shops, pharmaceutical processing and packaging, and other growing industrial sectors.

The proposed transformative project will recruit un- and underemployed Wyandanch Rising area residents using mobile, engaging and authentic learning labs with portable technology and realistic virtual experiences that allow participants to evaluate their own aptitudes, skills, and interest in a variety of career pathways, many related to advanced manufacturing. These Portable Learning Labs will include simulations related to welding, computer numerical control (CNC), alternative energy, information technology and cybersecurity, 3-D design and printing, healthcare informatics, pharmacy, and ophthalmic technology. The labs will reach interested members of the community who seek training and job opportunities in growth industries with good pay. Learning lab capacity at the college will be upgraded and expanded to serve recruits. A capstone logo art design competition will draw attention to the initiative and help engage the community.

**Strategy:** *Enhance Long Island tourism marketing directed at regional, state, national, and international communities to increase visitation.*

In 2013, Long Island recommitted to a tourism industry that was trying to recover in the wake of Superstorm Sandy. The recovery process, along with the renewed emphasis on history and the arts, led the region to highlight the importance of its tourist sector in last year's plan. The state's prioritization of industries that draw capital into the state only heightens the sector's regional importance.



# HOW WE'RE GETTING THERE...

Until 2014-2015, however, there was no four-year baccalaureate hospitality degree offered in the region. St. Joseph's College stepped forward to fill this gap by launching a program focused on tourism and hospitality management; the curriculum will include courses on ecotourism and health care, where hospitality skills are becoming more important in a variety of settings. The college received Round Three funding for building renovations to create a new **Institute for Hospitality and Tourism Management** and is preparing for fall 2014 implementation.



Groundbreaking  
June 2014, Molloy College

**Strategy:** *Improve the skill sets of the advanced workforce across the health care professions, including registered nurses, medical technologists, and physician's assistants.*

Meeting the labor needs of the health care industry has been the focus of several LIREDC projects to date, including training programs (such as the Round One North Shore-LIJ Next Generation Health Care program) that have been successfully completed.

In Round Two, Molloy College won funding for its planned **Long Island Center for Nursing Excellence**, which will improve the quality of the college's nursing program, increase enrollment as well as the number of professional nurses in the workforce in response to constant demand. The college has prepared design and construction documents, secured local approvals, and completed environmental review. A groundbreaking event was held on June 17 for this \$16 million facility.



In **Round Four**, both St. Joseph's College and Adelphi University are seeking funding to further build the skills of the regional health care workforce. Adelphi plans to develop a 22,000-sq. ft. **Nursing Innovation Lab and Training Center**, which will be located in the university's state-of-the-art Nexus Building. This high-tech training center will be outfitted with cutting edge digital learning devices, alternative and home care settings, and health-event simulators to ensure that nurses are ready to address a variety of alternative situations. The facility will become a regional asset as Adelphi partners with healthcare providers to offer ongoing continuing education to incumbent workers. The requested funding will allow Adelphi to add 200 students to its nursing programs by 2016. St. Joseph's will seek funding to expand its **Pre-Licensure Nursing Program**. This initiative will include the creation of state-of-the-art simulation and skills labs for prospective nursing and veteran students seeking to enter the health care industry. SJC's Military and Veterans program has grown from 51 students in 2009 to 223 students in 2014, growth of over 300 percent in five years. Specific outreach to the Long Island veteran population through the Farmingdale Reserve Center and other units is expected to have similar results for enrollment in the Pre-Licensure Nursing Program.

**Strategy:** *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.*

# HOW WE'RE GETTING THERE...



**Strategy:** Educate and re-train workers to integrate green technologies into new construction and to support the development of green retrofitting enterprises.

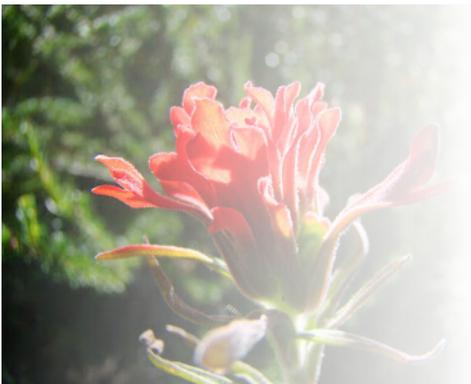
By including green technology among its key growth sectors, the LIREDC sent a clear signal that sustainability is not a drag on growth, but indispensable for economic vitality. The Council has supported projects that engage youth - including youth in its Opportunity Area - through training in green construction, energy efficiency, and rehabilitation. **The United Way YouthBuild** program secured funding to complement its Green Construction Training Lab with the development of a new pressure house in Deer Park (Round Two NYSERDA); students have learned to operate a blower door, and use the space as a laboratory to learn how to maximize energy efficiency. Similarly, the CDC of Long Island's **Green Homes** project has trained unemployed youth workers to provide efficiency audits and improvements to the regional housing stock.



In **Round Four**, Hofstra University is proposing to expand college-level education in the field through its proposed **STEM Collaboratorium**. This project will address the shortage of qualified STEM workers, closing the gap between the skills of many of Long Island's college graduates and those required for jobs in the STEM and Sustainability fields. Funds will be used for renovations to create a collaboratorium of advanced teaching and research facilities that will be shared by the Departments of Biology, Geology, Environment, and Sustainability. This project seeks to break down the physical and organizational barriers between departments that divide space and equipment, and instead match educational infrastructure to the increasing interdisciplinary nature of scientific practice. This will enable Hofstra to prepare more students, and prepare them better, to address the urgent health, environmental quality, and sustainability issues facing Long Island.



**Strategy:** Develop in-service training or professional development opportunities for high school guidance/career counselors, along with a mix of paid internships and registered apprenticeships that offer opportunities for skill development before and after career choice.



**Strategy:** Create partnerships between sectors to improve educational outcomes, close skill gaps, mitigate funding disparities, and foster cooperation between school districts.

**Strategy:** Achieve IT "literacy for all" that supports the workforce at various skill tiers.

# HOW WE'RE GETTING THERE...

**Strategy:** *Develop in-service training or professional development opportunities for high school guidance/career counselors, along with a mix of paid internships and registered apprenticeships that offer opportunities for skill development before and after career choice.*



Long Island continues to use economic development as a strategy for undoing the longstanding inequalities among groups and communities in the region. Workforce and Education projects are fundamental as the council strives towards the goals of equity and inclusion.

By focusing on under-represented students, Farmingdale State College's **STEM Diversity Roundtable** plays a pivotal role in ensuring that all K-12 students can take advantage of the new learning experiences and job pathways that other Workforce and Education projects have created. In the process, the initiative lays the groundwork for implementing general and sector-specific strategies in the communities that could benefit most from high-wage job creation.



Since its inception, the Roundtable and Center have served over 1700 individuals. These individuals include parents, teachers, administrators and approximately 1300 students from low-to-moderate income school districts. On March 21, 2014, the Fourth Annual STEM Diversity Summit drew over 975 attendees. Elementary, junior and senior high school students exhibited their STEM posters and showcased their projects. Representatives from Long Island colleges, public schools, and local businesses familiarized students with STEM careers, and with the skills that are needed in the workforce. Conference presentations also informed faculty and administrators about growth industries such as additive manufacturing. State and private funding has enabled the Center to expand its Summer Academy for the third year. Building upon Farmingdale State College's Science Technology Entry Program (STEP) for middle and high schools students, the Summer Academy exposes students from underserved districts to aviation, robotics, and health technologies, hydrogen fuel cell purification, biomass energy and hydrogen electro-chemical separation. This year, a summer STEM Camp will also be held at the College in partnership with STEP/CSTEP and Zion Youth and Family Community Center of Elmont.

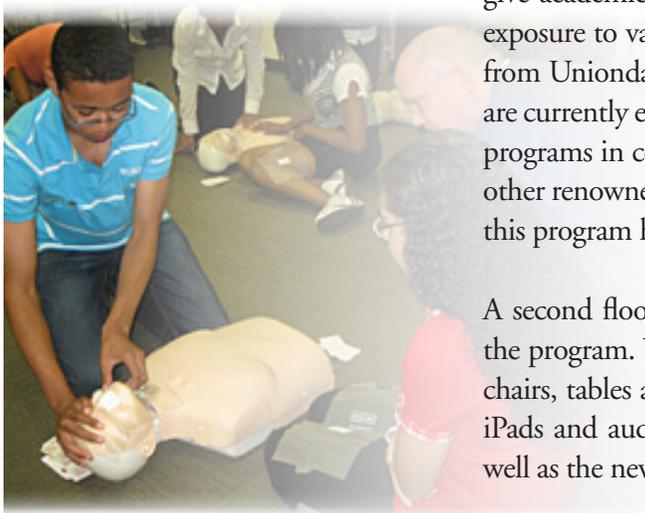
The grant also provides funding to hire a part time lab assistant to manage the STEM A+ Mobile Lab. Transportation is always a challenge for students, preventing many from attending programs on college campuses. In support of the goals of the Opportunity Agenda, this summer the Mobile Lab will be located at the Family Life Center in Wyandanch, and students will have full access for their Summer STEM program. In fall 2014, one of the A+ Mobile Labs will be placed in the Amityville School District to assist with special science topics. The project has offered teacher training sessions to align K-12 Science curriculum with A+ Mobile activities.

# HOW WE'RE GETTING THERE...



Monthly STEM Diversity Roundtables are ongoing, and offer opportunities for information-sharing between key stakeholders. The Roundtable plans to continue assessing project impacts, with the goal of deepening data on program outcomes. Early reports on the Roundtable's collaborations with school districts are very positive. In Amityville, for example, all of the students who attended a STEM program passed their Math and Science Regents Exams. Additionally, the Roundtable will continue to organize breakfast forums for guidance counselors, to raise their awareness about the range of STEM educational opportunities for high school graduates.

The Hofstra-North Shore LIJ School of Medicine has expanded opportunities for high school students interested in careers in the health care field. The Round Two **Medical Scholars Pipeline Program** is a multi-year, four-week summer program for high-achieving students from groups who are under-represented in medicine. Each year, approximately 20 rising juniors from several high schools in NYC and Long Island enter the first year of the program, which is designed to give academically talented and economically disadvantaged high school students exposure to various healthcare professions, as well as a competitive edge. Students from Uniondale and Hempstead High Schools who have completed the program are currently enrolled in biomedical engineering, BS/MD, dental and other STEM programs in colleges such as Hofstra, Dartmouth, Columbia, Vanderbilt, UB and other renowned institutions. Their exposure to a variety of STEM careers through this program has had short-term, measurable results.



A second floor space has been refurbished to accommodate students enrolled in the program. WallTalkers have been purchased and installed and furniture (desks, chairs, tables and shelving) has been purchased, as have approximately half of the iPads and audiovisual equipment. Students are utilizing the refurbished space as well as the new technology.



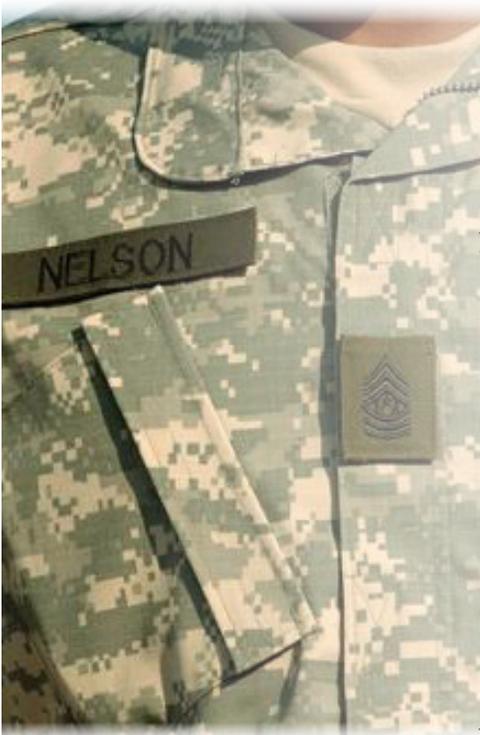
Although the initiatives described above relate directly to Workforce and Education strategies, many of the most ambitious programs that the Council has supported were developed in the context of last year's Opportunity Agenda for Wyandanch. Programs such as United Way's YouthBuild SNAP project provide a range of services and training opportunities for prospective job seekers. This year, the LIREDC will continue to develop the Wyandanch OA as a replicable model for the region and the state, while adding a new regional focus on veterans' employment. The next two sections of the report thus illustrate the council's continuing commitment to pairing growth with equity.

## Veterans' Participation in the Workforce



**New Key Strategy:** *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.*

**We** must do better by and for our military veterans - and the LIREDC is determined to do so through its new Veterans' Work Group and with a range of partnerships. As Governor Cuomo has underscored in demanding regional council focus on veterans, the need is obvious: Of the 2.8 million people residing in Nassau and Suffolk Counties, 152,897, or 5 percent, are veterans (American Community Survey, 2008- 2012). Of this number, 42 percent are under the age of 65 and 93 percent of them have at least a high school diploma. This segment of our population has skills and expertise to contribute to the region's workforce but, for a variety of reasons, access to available jobs may be impeded. According to the US Bureau of Labor Statistics, veterans on Long Island who are 24 years old and younger have an unemployment rate of 21.4 percent. That is nearly double the rate for nonveterans in that age group. And that is unacceptable, including for the economic health of the region.



Despite training and job skills acquired in the military, young veterans of recent conflicts have generally encountered more difficulty in finding work than civilians. "Veterans have the skills that employers are looking for," the BLS report said. "They make our nation's workforce more productive, our companies more profitable and our economy more competitive. Smart businesses recruit veterans because it's in their self-interest, because they know it's sound investment in their bottom line." But military skills translation has not been universally accepted and gaps continue to exist between the ways veterans present themselves and their skills in resumes and job applications and the way recruiters and corporate HR professionals react and interpret what they see.

**Job Fairs** such as the Suffolk County Department of Labor-sponsored Veteran Job Expo to be held in October, 2014 provide employers committed to hiring veterans a forum to meet and interact on a personal level with job-seeking vets.

The LIREDC has helped create nurturing networks of organizations with the dedication and expertise to make a difference. Participation in the **Veterans Work Group** by Long Island's institutions of higher education, the United Way of Long Island, FECS, Suffolk DOL, Nassau County Veterans Service Agency, Suffolk County Office of Veterans' Affairs, NYSEDA, NYS DOL, VFW, SCCC

# HOW WE'RE GETTING THERE...

Entrepreneurship Assistance Center and other stakeholders has helped generate increased attention in LIREDC Round 4 to the needs of veterans. This will include not only skills training but skills translation, education, entrepreneurship training, addressing barriers to hiring, legal services, housing and counseling.

Robust participation in the Veterans' Work Group by higher education institutions provides a logical avenue for improved communication of programs and support. **The SUNY-led "Experience Counts" program** will be a model for the private colleges and institutions to implement processes for awarding credit for military training and, in doing so, expedite and improve the affordability of attaining a college degree.

**Suffolk County Community College**, for example, supports the needs of veterans through programs under the direction of a College-wide **Office of Veterans Affairs** with a fulltime director, Dr. Thomas Tyson. College President Dr. Shaun McKay has also established an Intercampus Veterans Task Force -- a collaborative committee with representation from all campuses and central administration that reports directly to the Division of Student Affairs.

The Task Force established goals as it moves ahead, including:

- Restructuring counseling and advising programs to provide consistent support for new and continuing student veterans.
- Developing coordinated orientation programs for veterans across the College.
- Waiving fees for veterans to facilitate their ability to attend classes.
- Instituting training programs for faculty, administrators, staff and students to enhance their understanding and sensitivity to veterans' issues and needs.
- Raising funds to support veterans' needs through the College Foundation, including fundraisers and corporate partnerships.
- Reimagining the sources of support for veterans employment, including development of job leads, internship opportunities, career advisement, partnerships with local businesses and corporations and regional economic development initiatives.
- Creating dedicated space for veterans on each campus to promote peer support and mentorship

SCCC is also investigating assessment tools to provide direction about how to apply veterans' experiences toward degrees including introducing Virtual Reality career assessment tools to expand the educational delivery support system to locations that are comfortable to existing and potential veterans.

# HOW WE'RE GETTING THERE...

The concept of “**lateral credentialing**” between DOD and the private sector to increase the translation of skills as defined by the military to skills understood by the private sector is being explored by DOL. This process can be facilitated by training providers and colleges and universities, but it must be accepted by the private sector. Education in this arena is essential so the Veterans’ Work Group and leadership of the LIREDC is an excellent mechanism to evaluate the issue.

The NSLIJ “**Barracks to Business**” program is a student vet career network incorporating internships with industry employers. The Regional Industry Councils created under the LI STEM Hub program can provide an avenue for educating employers and achieving placements. Skills assessment programs developed and expanded under REDC-funded programs can be tailored for veterans. “Helmets to Hardhats” in Wyandanch is a labor-supported program to involve veterans in the construction underway in the Opportunity Agenda Area made possible by federal, state, county, town and private funds.

**Round Four** projects developed to implement these strategies include: Expanding the **United Way’s VetsBuild program** to create more hiring opportunities for vets who successfully complete the training program, incentivizing companies to hire vets, and encouraging SCCC entrepreneurship training for veterans. Adelphi University has experienced an uptick in veteran enrollment in nursing, healthcare and business fields as well as increasing interest in courses with the goal of veterans starting their own businesses. The proposed Nursing Center project will expand Adelphi’s ability to accept veterans for this major specifically.

Touro Law School is one of eight law schools in the country with a veterans’ law clinic (director is a vet) and its proposed Law Incubator will focus on assisting MWBEs, vets and the underserved in Suffolk County with recently-trained Touro lawyers providing pro-bono and "low-bono" services.



# HOW WE'RE GETTING THERE...

# EBV

Entrepreneurship Bootcamp for  
Veterans with Disabilities

Entrepreneurship training with college credit and a Boot Camp for Vets in Entrepreneurship are areas to be pursued as well as exploring a Long Island Regional Center for Veterans' Services which would provide assistance with employment, housing, legal matters, VA benefits, education and training. Additional projects proposed to implement the key strategy include developing a website containing a database of support services for veterans, producing workshops provided by social media experts to teach vets in appropriate use of social media for job search purposes, and offering training in resume writing, interviewing skills and salary negotiations. Establishing a centrally-located, point-of-access center for these programs and services in a NYS-owned facility is being pursued.

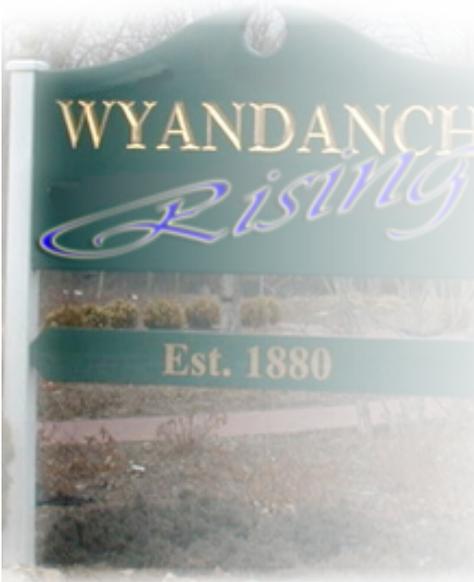
The LIREDC is determined to honor the men and women who served our country, both in times and places of war and peace. Their sacrifices, including physical and psychological injuries, demand that attention be paid. Their needs, often more complicated than for the general population, require more intensive and sensitive approaches. That is why we have been working with veterans themselves, as well as businesses, educational institutions and service providers to unleash their potential. They, and the region, will be the better for their success.



# HOW WE'RE GETTING THERE...

## Opportunity Agenda

*In Wyandanch, optimism has turned to excitement.*



When Governor Andrew Cuomo tasked the LIREDC last year with selecting an Opportunity Agenda Area, Wyandanch was the obvious choice. The community's calamitous social indicators showed it clearly lagging behind the rest of Long Island, and its lack of improvement for more than a generation was a blow to its pride and confidence. Yet, Wyandanch's civic infrastructure of community groups and devoted activists was strong. They never gave up on themselves. And neither did we at the LIREDC. Instead, the community continued to push forward its own vision for revival, Wyandanch Rising. It was a vision that focused on meeting the needs of its people beyond a block or two of shiny new buildings. With the support of the federal, Suffolk County and Babylon Town governments, local businesses and outside developers, and two rounds of critical LIREDC-backed state funding, the community was ready for real revitalization.

Thus, Wyandanch's unique combination of need, capacity and momentum presented the LIREDC with an opportunity to realize the inclusionary vision of our five-year strategic plan while keeping our pledge to effectively and creatively target state investments.



The 2013 Opportunity Agenda process represented the LIREDC's deepest and most successful grassroots engagement since Governor Cuomo created the council three years ago. Multiple, well-attended community meetings allowed local residents to express their past frustrations and current concerns - and there were many. But the overall atmosphere was one of a hope. In these forums, community leaders challenged the state, politicians, and themselves to deliver progress with equity. If Long Island's Opportunity Agenda were to become a model for the rest of the state, the key component would be the exemplary participation of local residents, the enthusiastic collaboration of public, private, and non-profit sectors, and the open and honest dialogue between all stakeholders.

The ideas that arose during those meetings directly informed the Opportunity Agenda and the new set of OA-specific strategies that supplemented those developed in the Strategic Plan. Most importantly, there was a powerful desire to ensure that the investments in physical infrastructure were complemented with commitments to workforce development and the creation of new opportunities for youth education, skills training and employment. Local institutions such as the **Wyandanch Community Resource Center** and **Wyandanch Library** were involved as key sites for service delivery. There also was a strong desire to include the arts and entertainment as part of the "place-making" of a new downtown while creating opportunities for residents as artists, employees and students. The resulting

# HOW WE'RE GETTING THERE...

implementation plan included locally-led actions that required no state funding, as well as others that led to multiple CFA-funded grants. Ultimately, after the 2013 process, nine successful CFA applications received a total of \$2 million from various state agencies and leveraged an additional \$9 million in matching funds.

Below, we report on the progress of CFA-funded initiatives during the past year. We also describe current CFA applications that reflect careful planning, coordinated action, and the new collaborations that have germinated within the Opportunity Agenda work group.

**Strategy:** *Create downtowns that are centers of economic activity and provide the community with a pedestrian-oriented sense of place - and an attractive place for young people to live, work, and play. Community participation in planning efforts is a key element in successful downtown revitalization. Government should take the lead in driving the revitalization process and work with community stakeholders and shareholders alike to build consensus for less rigid, more flexible land-use policies.*

**Strategy:** *Highlight community pride within the context of broader revitalization efforts.*

## Wyandanch Rising Plaza (Town of Babylon) and STEAM Center (Suffolk County)

Wyandanch Rising catalyzed the revitalization process and has produced visible progress throughout the community: a park has re-opened, the sewer project is complete, and construction of the first mixed-use apartment/retail buildings is nearly complete.

In Round Three, two CFA applicants successfully proposed projects that implement the LIREDC's Infrastructure and OA goals. First, the Town of Babylon received funding to build an ice rink as a component of the intermodal plaza. The design and site preparation are now near completion, and the project will go out to bid this summer. Based on a nine-month construction schedule, the plaza and ice rink will be completed by late spring 2015.

Suffolk County has invited Hofstra University to help it explore the creation of a new STEAM center, to incorporate the arts ("A") into the conventional STEM educational and economic development goals. Entertainment products are the region's second largest export, and the center will be designed to excite youth and adults about the potential of a career in arts-related STEM fields. The center will provide exhibition areas to serve as its public face and anchor a future arts district that is hoped to attract outsiders to the hamlet. The STEAM center also will host "working" spaces such as artwork conservation labs to provide hands-on experience and training.

# HOW WE'RE GETTING THERE...

Currently, Suffolk has asked Hofstra's National Center for Suburban Studies and its nationally-accredited art museum to conduct a preliminary study of local artistic assets and community needs based on a Round Three grant from NYSCA. The study is expected to produce a programmatic profile and lay the groundwork for determining capital costs, as well as its potential for generating jobs, revenue, and improved educational outcomes.

**Round Four projects** further advance the ambitious Opportunity Agenda. Last year, residents identified veteran employment and service needs as a critical element of community improvement. While several Round Three CFA grantees sought to improve labor market outcomes across the community, none focused specifically on veterans. The Governor's 2014 list of priorities has placed renewed emphasis on this local need by the Opportunity Agenda Work Group as well as by the Workforce and Education Work Group. As a result, Veterans' Affairs staff from both Nassau and Suffolk Counties as well as local VFW representatives have attended multiple work group meetings, and the added focus on veterans has inspired a more deliberate effort to incorporate them into the design of local Round Four CFAs.

In Round Four, the Town of Babylon, the Albanese Organization, and Suffolk County have all proposed continued infrastructure improvements in the heart of Wyandanch.

With Buildings A and B under construction and producing residential and retail space for lease by 2015, Building C is envisioned to incorporate commercial and office space. The Town of Babylon proposes a Long Island Music Hall of Fame, and Suffolk County proposes funding to further develop a STEAM Center.

In anticipation of the successful completion of a STEAM Center feasibility study funded by an Opportunity Agenda grant in Round Three, Suffolk is requesting funding in Round Four for design and construction of the center to create hands-on learning of STEM subjects within an arts-making context. Some activities and equipment would include metal fabrication, woodworking and glassblowing equipment stations, instructional space and drafting tables with ArtCAM for Education software. A gallery for exhibition and sale of products will provide an additional entrepreneurial skills training opportunity for participants young and old.

During construction, Wyandanch Rising is creating union jobs and partnering with ACE to provide mentorships for high school students interested in engineering. After opening, retail uses like the Hall of Fame would create job opportunities and stimulate vibrant street life, meeting the long-term goal of an active and dynamic downtown, while simultaneously celebrating regional artistic achievement and building community pride.



# HOW WE'RE GETTING THERE...



## ERICA PRINCE AND RICARDO WATKINS WYANDANCH RESOURCE CENTER

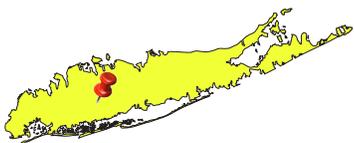
Erica Prince and Ricardo Watkins didn't know each other before they discovered the Wyandanch Resource Center, part of the Wyandanch Rising vision for reviving this underserved community, but they did have a few things in common. They both were unemployed, worried about providing for their families and wanted to be better role models for their children. They also didn't have any marketable skills or opportunities.

"I saw a sign at the Resource Center that said 'Hiring for Construction,'" said Erica, 43, a veteran with two children. "I'd never done that but when you're out of work maybe you need a change, need to try something different."

"I wanted to get a nice place for my kids," said Ricardo, 36, who has five kids. "They said, 'You want a nice place, you gotta have a good job.'"

In a program endorsed by the LIREDC as part of Governor Cuomo's Opportunity Agenda initiative, Erica and Ricardo underwent 12 weeks training. Then they became "pre-apprentices" at the Albanese Organization worksite. "Now we are part of rebuilding our community," said Ricardo.

"It's about dreams, man, and learning how to work hard for them," said Erica. "Now I have skills I can use forever. My children and I are on our way. Now we can afford a new home."



**Strategy:** Create new, affordable housing for young people, empty nesters, and low-income households.

**Strategy:** Expand resources for training and job opportunities for youth who are not four-year-college-bound in the short term.

## Wyandanch Affordable Housing and YouthBuild Wyandanch

Even as Wyandanch Rising breathes new life into the community's downtown, maintaining the quality of its housing stock remains essential. Two Round Three grants have helped make Wyandanch attractive and affordable and generated new training opportunities for local youth.

The first grant was made to **Wyandanch Community Development Corporation**, the 40-year-old CHDO that manages 23 properties and offers comprehensive housing counseling. WCDC's commitment to maintaining affordable rents, even after subsidy contracts end, contributes to community stability during a period of reinvestment. Round Three CFA/UI funding supported the soft costs for two scattered-site single-family units - a 2-bedroom unit for a special needs household and 3-bedroom family unit, both offered at rents below the federal HOME program threshold of 65% of area median income. Rehabilitation of both houses is scheduled to be completed this fall.

The United Way of Long Island also received Round Three funding to support its **YouthBuild program**, which provides on-the-job construction training, along with soft skills development and career placement to youth ages 18-24. Wyandanch Community Resource Center provides many referrals to YouthBuild. During the past year, the United Way has targeted local SNAP recipients for its upcoming cohort, which will include an expected 38 training slots with real world construction training to include rehabilitation of the local VFW post for the benefit of trainees and veterans. The Wyandanch Community Resource Center provides referrals to the YouthBuild program and sponsors a construction apprenticeship program which has provided two apprenticeship graduates to Albanese Development Group undertaking construction of the mixed-use project.

In Round Four the United Way seeks Department of State funding to enhance **VetsBuild**, a program which serves veterans with a similar combination of on-the-job and soft skills training, services, and job placement. And the Suffolk County Department of Labor proposes a **Targeted Hiring Initiative** funded by state DOL for construction training for unemployed workers who are older than the YouthBuild target population (to avoid redundancy). These classes would build

# HOW WE'RE GETTING THERE...

upon the successes of a pilot program that trained job seekers who included the formerly incarcerated (50%), SNAP recipients (60%), and veterans (30%); in the first class, 11 of 14 graduates were placed in jobs, and six of them are now in unions or working towards union membership.

**Strategy:** Encourage young entrepreneurs, especially young technology experts, to learn marketing, finance and other business skills.

**Strategy:** Develop options for job readiness and soft skills training to ensure that working education strategies benefit workers at different life stages and with varying levels of formal education.

**Strategy:** Incorporate Governor Cuomo's Next Generation Job Linkages Program as implemented by Suffolk County Community College and Nassau County Community College.

**Wyandanch Weed and Seed** (Economic Opportunity Council of Suffolk) and **Youth Entrepreneurial Financial Literacy and College Preparation** initiative (Suffolk County Community College - Entrepreneurial Assistance Center)

Investments in Wyandanch residents are as critical to the community's success as investments in its infrastructure. And certain basic skills - used inside and outside the workplace - will enable Wyandanch residents to transform ideas into businesses, talent into employment, and income into household wealth and community assets. Wyandanch Weed and Seed has used Round Three funding to expand English as a Second Language (ESL) and financial literacy programs at Wyandanch Public Library. The grant has funded the expansion of Spanish ESL enrollments from 15 to 50 students, along with the addition of Saturday classes. New financial literacy programs are now up and running, organized in partnership with area banks, credit unions, and the United Way. Recent classes at the library have focused on repairing household credit, and have been well-attended.

A second project, led by Suffolk County Community College's Entrepreneurial Assistance Center, has sought to change high school-age students from consumers into entrepreneurs, and to show them how their interests and hobbies can become viable business ventures. The initiative began with a February event that attracted 300 students from across the region, including 50 sophomores and juniors from Wyandanch High School. These students will form the core of the Entrepreneur Club that will be launched at the high school in September. The program plans to bring successful entrepreneurs to speak to the students, and to take the group on a field trip to Wall Street. The initiative will also provide financial literacy training and help with college preparedness - including FAFSA assistance (offered in partnership with the United Way).



# HOW WE'RE GETTING THERE...



**In Round Four**, Weed and Seed/EOC and the Suffolk County Community College Youth Entrepreneurial Financial Literacy and College Preparation initiative will collaborate on a third-phase project to expand entrepreneurship training for the local un- and underemployed. Participants will begin by receiving an overview of entrepreneurship, then work with SCCC to develop business plans and eventually approach lenders for conventional business loans or micro-financing. The Entrepreneurial Assistance Center hopes to develop both programs to include specifically export-oriented training, and to include exporting as a key element of a planned Small Business Technology Conference.

**Strategy:** *Improve the skill sets of the advanced workforce across the health care professions, including registered nurses, medical technologists, and physician's assistants.*

**Strategy:** *job creation by recognizing that advanced manufacturing and IT cross-cut other industry sectors.*

**Strategy:** *Identify skills gaps and career pathways for workers at different life stages and with different levels of formal education.*

**SCCC ESD Manufacturing Training** (Suffolk County Community College) and **Health Careers Academic Readiness and Excellence** (Stony Brook University)

One of the LIREDC's strategies is ensuring a stream of talent to employers in Long Island's growing STEM and export-oriented industries. The Opportunity Agenda seeks to provide the training necessary to re-link Wyandanch residents to emerging job openings in the broader regional economy.



These two goals intersect in advanced manufacturing and health care, two of the key sectors identified in the LIREDC's Strategic Plan. Suffolk County Community College is now providing manufacturing training in conjunction with the Wyandanch Community Resource Center, which will be the site for information sessions, worker intake, assessment, and the first 4-5 introductory classes. These initial stages will recruit two cohorts of 16 trainees, who will then come to SCCC to develop entry-level skills in blueprint-reading, safety, and shop map, with the goal of qualifying them for a Machinist I position upon graduation. Limited additional training will be tailored to existing openings in the sector. To secure job placements, the SCCC will also collaborate with the Resource Center to provide resume preparation assistance, and with the **Workforce Intelligence Project** to help identify employer needs.

# HOW WE'RE GETTING THERE...



In the health care field, Stony Brook University received funding to continue a successful program designed for students from disadvantaged communities. The **Health Careers Academic Readiness and Excellence program** raises awareness of allied health careers among middle and high school students; assists students with academic preparedness, mentorship, and SAT prep; and engages a range of local and regional partners in the process. The program targets 900 students, including 300 rising seniors, offering a combination of classroom and hands-on training, including clinical simulations. The experience culminates in a white coat ceremony, and over 90% of past graduates have enrolled in college. Program coordinators now have permission to interview three educational specialists - two from Wyandanch and one from Brentwood - who will deliver academic curriculum in the high schools; they have also applied for a presidential mini-grant to bring students for a tour of the campus and clinic laboratories.

**For Round Four**, Suffolk County Community College will continue its workforce development initiatives in the Opportunity Agenda Area with a proposed virtual learning initiative. This innovative project will utilize mobile, engaging and authentic learning labs with portable technology and realistic virtual experiences that allow participants to evaluate their own aptitude, skills, and interest in a variety of career pathways. These **Portable Learning Labs** will include welding, computer numerical control (CNC), alternative energy, information technology and cyber security, 3-D design and printing, healthcare informatics, pharmacy and ophthalmic technician components. The technology will be field-tested at the Wyandanch Community Resource Center and will allow job-seekers, primarily unemployed and underemployed minority males, to assess their interests and talents on-site.

**Strategy:** *Forge partnerships between industry, research institutes, businesses, government, schools and universities, non-profits, and organized labor to improve educational outcomes, close skills gaps, and provide job pathways in STEM sectors (including IT and advanced manufacturing).*

**Strategy:** *Deepen communication between area employers, employees, labor unions, training providers, and other workforce intermediaries.*

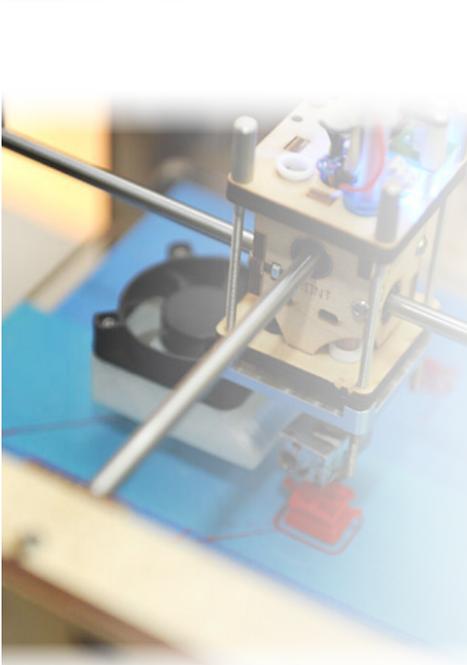


# HOW WE'RE GETTING THERE...

## Workforce Intelligence Pilot Project (Stony Brook University)



Information is critical to ensure that job seekers, training opportunities, and employer needs are aligned to maximize successful job placements. The Workforce Intelligence Pilot Project is already playing a critical coordinating role in several of the initiatives described above. It does so by tracking labor supply in Wyandanch CDP and labor demand among the businesses located within a short train ride west and east from the community.



Led by SBU's Corporate Education and Training Center, the project has partnered with the Wyandanch Community Resource Center and the Suffolk County Department of Labor to help workers gain access to job training and open positions, and to address barriers to employment. This team developed an intake form for all job-seekers (including those eventually referred to United Way YouthBuild), and has worked to develop the resume-writing, social networking, and other support services available at the Resource Center.

On the labor demand side, the project has established a multi-pronged approach to assessing employer needs through surveys, face-to-face meetings, and focus groups. To date, 675 surveys have been distributed to employers via Survey Monkey, mostly in the manufacturing sector. The initial respondents identified the need for 80 short and long-term positions, and 200 companies have been contacted via telephone for further follow-up. On June 5, the first six key Long Island employers attended a focus group, where they shared their insights on industry trends. The project leader is also coordinating with SCCC to identify real-time training needs in advanced manufacturing. A full color flyer/pdf was designed to distribute at business events, trade shows and electronically to create engagement and awareness of the project. A CRM system was established to capture and report the data.



While this study will generate a report at the end of the grant period that includes projected job openings, skills needs, educational requirements and five year projections, the data is also being translated in real time to the Wyandanch labor resource team. Conversations and survey responses from employers may, for example, indicate whether GED credentials are required for currently open positions, and thus whether the provision of additional GED programs should be prioritized. For jobs with specific training requirements, training providers are engaged to address these needs through certificate programs at SCCC or DOL-supported skills training. The project actively seeks data on immediate openings: companies who fill out the survey are also asked to fill out a job opening form, which is then submitted to the Department of Labor job bank. These forms are

# HOW WE'RE GETTING THERE...



flagged “Wyandanch” and coordinated with the Wyandanch Resource Center for available candidates. Employers who do not submit the job opening form will be contacted and coached through the process. Additionally, the process also allows project coordinators to communicate with employers about the wage rates and employment terms needed to attract applicants. This not only ensures a bidirectional flow of information, but ensures the job quality necessary to generate incomes that in turn support local economic vitality.

**Interim Results:** On-site capacity building has been offered at the Wyandanch Resource Center by Stony Brook and DOL through workshops on resume writing and social media for job seekers as well as the design and implementation of electronic forms and systems to track and link employment seekers with jobs. Systems have been designed such that data is collected and shared with relevant partners throughout the outreach timeline. Strategies to link unemployed and underemployed residents to employment, internships, training and other resources to prepare them for the identified openings can be expanded to include remedial/literacy/ skills training as well as communication/job readiness.

**Conclusions:** An agile and coordinated system between the labor department, training providers/resources and employers is essential to successful outcomes. This pilot project, funded with just \$45,000 in Round Three Opportunity Agenda funds, has infinite potential for expansion once these new systems and coordination of information and services are put in place and show demonstrated results.

**Wyandanch is rising, faster and stronger** than many had imagined just a few years ago when the community was suffering from blight, joblessness and frustration. But there is much work to do. The key to the success of the Opportunity Agenda will be in the follow through, in paying careful attention to detail in executing and evaluating program after program. But we believe that with the continued attention of the LIREDC, as well as the community’s determined and energized residents, Wyandanch is positioned to soar for years to come.



## Path Through History, Arts, and Tourism



**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.*

In the past two years, great strides have been made in the advancement of Long Island's heritage, arts, and tourism industries, and progress can be traced to the development and implementation of the Governor's Path Through History initiative. Since the unveiling of the Governor's innovative strategy to market State heritage tourism thematically, Long Island, through the tireless work of the Path Through History, Arts, and Tourism Work Group, has developed a Vision Plan. It identifies key historic sites for tourism, strategies for the further development of these heritage sites, and funded Implementation Projects to move these strategies forward utilizing the \$100,000 state Path Through History grant award. Long Island heritage and tourism sites have also been afforded the opportunity to participate in annual Path Through History weekends designed to raise the profile of heritage tourism destinations and attract greater visitation. Path Through History signs have been installed on roads across Long Island to further increase awareness of the unique historic assets Long Island has to offer. In conjunction with the Implementation Projects, numerous other projects have been funded through Parks, Recreation, and Historic Preservation grants, New York State Council on the Arts grants, Empire State Development Market NY grants, and Empire State Development capital grants. Through this combined effort, the heritage, arts, and tourism industries have undergone a significant revitalization and will continue picking up momentum as projects in Round Four are cultivated across Long Island.

The Vision Plan developed by the Path Through History Work Group has brought clarity to the incredibly complex issue of Long Island heritage tourism. Throughout the plan, disparate organizations, sites, locations, and attractions are melded together to demonstrate their shared importance as key heritage tourism assets. Unifying strategies have been developed to foster site-to-site cooperation on issues such as daily hours, event partnerships, and website linkages. This document serves as a regional resource which any company or organization can access to receive expert insight and recommendations pertaining to the growth of Long Island heritage tourism from experienced industry professionals.

*[http://regionalcouncils.ny.gov/themes/nyopenrc/rc-files/longisland/PTH\\_FINAL\\_Vision\\_Plan\\_and\\_Implementation\\_Project\\_5813.pdf](http://regionalcouncils.ny.gov/themes/nyopenrc/rc-files/longisland/PTH_FINAL_Vision_Plan_and_Implementation_Project_5813.pdf)*

# HOW WE'RE GETTING THERE...



In the year following the selection of the Implementation Projects, results are already being reported. **The Path Through History Micro-site**, contracted to be developed by the Long Island Convention and Visitor's Bureau (LICVB), has been masterfully crafted to capture the wealth and variety of heritage tourism assets present in the region from Oheka Castle to the Montauk Lighthouse. Detailed information is listed for each historic site with an accompanying map for easy travel planning. With the creation of this website, inquiring tourists will have access to a comprehensive resource with which they can discover historic Long Island <http://www.discoverlongisland.com/paththroughhistory/>.



Long Island's additional Implementation Projects include the funding of a multimedia marketing campaign, production of video vignettes covering six historical segments fundamental to Long Island's heritage, as well as the development of rack cards prominently displaying Long Island historical sites and content. To develop Long Island's targeted heritage marketing campaign, the firm Zimmerman/Edelson Public Relations was selected due to their extensive Long Island expertise and outstanding prior results. Zimmerman/Edelson intends to utilize print advertising, online pay-per-click advertising, public relations outreach, and social media to communicate the abundance of heritage tourism sites and events that can be found on Long Island. The video vignettes will be produced by Casbah Pictures, Inc., featuring historic events from the Revolutionary War and Colonial Times, Maritime History and Lighthouses, Gold Coast Mansions, U.S. Presidents, Aviation and Transportation, and Long Island Arts & Culture. These short, in-depth videos are designed to heighten interest in Long Island history and will be displayed on the micro-site, social media sites, and at trade shows. Filming is to begin in the summer 2014 with the first video to cover the Revolutionary War and colonial times. **Long Island Path Through History Rack Cards**, developed by the LICVB, will be distributed at visitor centers across Long Island and the state as well as at trade shows and Path Through History press events. To bolster Long Island's initial Path Through History Implementation Projects, future development of a mobile website will be explored to provide less restrictive access to traveling tourists.



Complementing Long Island's Path Through History efforts, the State has organized annual statewide **Path Through History Weekends**, state Path Through History signage, and designed a state Path Through History website. Building upon the success of last year's Path Through History Weekends, two additional weekends were organized and implemented in 2014 on June 7th-8th and 14th-15th. Long Island events included: A Pirate Festival at the Long Island Maritime Museum; Big Band Music & World War II discussion and performance at The Long Island Museum; Fire Island Lighthouse Tower Tour; Fire Island Lighthouse maritime art



# HOW WE'RE GETTING THERE...

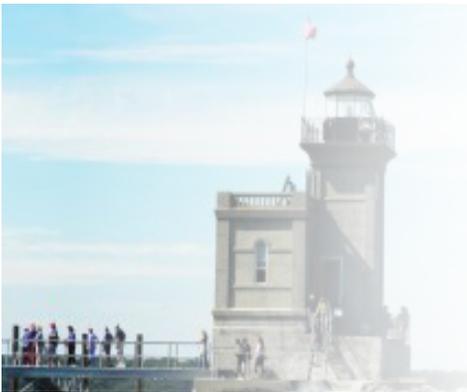


exhibition; interpretive tour of the Stony Brook Grist Mill; three-day tour of the historic sites used by the Culper Spy Ring; American medical history event at the colonial doctor's office of Doctor Samuel Thompson; Discovery Cruise of Long Island's natural assets and their use in colonial times; house tour through the Old Mastic House; "Living History Tour" of the Suffolk County Vanderbilt Museum; and the Bayard Cutting Arboretum Fundraiser & Art Exhibit Opening. In addition, events were held such as: Historic Mansion Tour of Oheka Castle; House Tour of Mill Neck Manor House, Syosset High School Art Show at the Walt Whitman Birthplace State Historic Site; Long Island Children's Museum exploration event; Garden Party Exhibition at the Nassau Museum of Art; the Heckscher Museum of Art: Rhythm & Repetition in 20th-Century exhibit and music performance; House and Garden Tours of Old Westbury Gardens; and many more. Of the 2014 events that have reported to date, House and Garden Tours, Old Mastic House Tours, Pirate Festival, and The Forgotten Chapters reported receiving a combined 3,492 attendees.

The past year has also witnessed the proliferation of **Path Through History Signage** across Long Island. New signage was previously installed on the Long Island Expressway for the Old Westbury Gardens, Walt Whitman Birthplace State Historic Site, Long Island Museum of American Art, History and Carriages, and the Heckscher Museum of Art. Additional signage has been established in the last 12 months for sites including the Sagtikos Manor, Oyster Bay Historical Society, Home Sweet Home Museum, Polish American Museum, Ward Melville Heritage Organization: Ward Melville Heritage Educational and Cultural Center and Stony Brook Grist Mill, Cold Spring Harbor Fire House Museum, David Conklin Farmhouse Museum, Oyster Ponds Historical Society, and the Mather House Museum. The remaining designated New York State Path Through History sites are slated to receive signage in subsequent phases of the rollout. The signage is predicted to increase visitation to state Path Through History sites by further raising awareness of their location and accessibility.

The list of designated state **Path Through History Sites** can be found on the New York State Path Through History website <http://www.paththroughhistory.ny.gov/>. Over the past year the list of Long Island Path Through History sites has swelled to 55 including the American Airpower Museum, Caumsett State Historic Park, Cold Spring Harbor Laboratory DNA Learning Center, Fire Island Lighthouse, Garvies Point Museum and Preserve, The Heckscher Museum of Art, Sagamore Hill National Historic Site, and dozens more. The website offers simplified information about the sites and their location to aid in trip planning. Through continued outreach and awareness more Long Island sites are expected to apply and be accepted as official New York State Path Through History sites in the coming year.

# HOW WE'RE GETTING THERE...



The Regional Council process has produced a significant number of exceptional heritage, arts, and tourism initiatives that have been of extraordinary benefit to the economy and quality of life experienced by the people that call Long Island home. In the first two rounds, the LIRECD funded the following projects designed to promote heritage tourism including the restoration of the **Huntington Lighthouse** for which a structural assessment is underway; **Planting Fields Arboretum State Historic Park** redevelopment (paving component completed/Camellia Green House ready for bidding); the **Walled Garden Restoration at Caumsett State Park** which is underway; and the **Connetquot River Mill Hatchery Restoration and Renovation** which is also progressing well.

**Strategy:** Evaluate the importance of the history, arts, and tourism industries by their economic and cultural values.

**Strategy:** Promote initiatives that will support Long Island tourism during the winter months and shoulder seasons.



Round Two also saw the debut of the Market NY project, "**Taste the East End**," formerly "Discover Long Island's East End," a collaborative project of the East End Tourism Alliance to produce a multimedia advertising campaign to increase visitation to the East End during the autumn months. This project was completed in December 2013 and delivered impressive results. Over the eleven-week advertising period between early September and early December 2013, billboards, TV, radio, social media, websites, and print space were utilized to advertise the arts events, music festivals, fine dining, and cultural activities taking place in towns and villages across the East End. This campaign resulted in the attraction of an estimated 3,500 people per each of the 44 events for a combined total of 155,000. When it is also considered that, on average, each attendee spends \$59 during their visit (LICVB statistics), it is estimated that these events generated \$9.1 million dollars in local revenue. Further evidence of the success of this project can be found by examining their website data. Traffic on the site ([www.eastendgetaway.com](http://www.eastendgetaway.com)) increased significantly from 13,233 to 36,292, up 174% from 2012 to 2013 as a direct result of this fall advertising campaign. In addition to the arts and music festivals, the Tanger Outlets in Riverhead experienced an additional 61,958 cars during that time period, averaging 2.3 persons per vehicle (142,000 people). Using the same average spending of \$59 per person, an additional \$8.4 million in revenue can be extrapolated. It can therefore be concluded that the \$335,000 "Taste the East End" tourism initiative helped spur approximately \$17 million in spending on the East End of Long Island.

*"Taste the East End" tourism initiative was able to spur approximately \$17 million in spending on the East End of Long Island.*

# HOW WE'RE GETTING THERE...



The Huntington Arts Council Round Two-funded **Sparkboom** is a NYSCA-funded arts project intended to stimulate public exposure to the arts and its impact on the economy. This initiative featured events designed to develop public access to local artists and included an event called “**Off the Walls**” in August 2013, which showcased prominent graffiti artists, local bands, and vendors. Another was the “**Long Island Voices: The Next Generation**” event held in June 2013 featuring local talent including poets and musicians performing at the Walt Whitman Birthplace State Historic Site. The museum was filled to capacity and the vast majority of those that attended were first-time visitors. The Arts Council successfully hosted fourteen Sparkboom events over the last year, drawing attendance of approximately 4,672.



In Round Three, Market NY projects which aligned with the Path Through History, Arts, and Tourism strategies were awarded over \$1 million in funding. The Huntington Arts Council kicked off its latest iteration of the **Sparkboom** program with the event, “Beards, Bards and BOOM” held on June 21st at the Walt Whitman Birthplace Historic site and drawing 600 attendees. This event showed a mix of contemporary art forms including an outdoor sculpture garden, indoor art gallery, spoken word performances, and live music from three local singer-songwriters. Part one of five of the summer production series “Movies That Rock” premiered on June 30th. Movies That Rock: Mistaken for Strangers screened an indie band documentary, opened a Skype dialogue with the director, and culminated in a live performance from a local band at The Huntington Cinema Arts Centre. This event hosted 65 attendees. Upcoming events include SPARKBOOM Unplugged ACOUSTIC in the Village of Patchogue, Off the Walls on the Road in Huntington Station, and many more. In total, 13 events are planned and are projected to reach over 4,800 Long Islanders.



East End Arts Council’s Round Three project, **Winterfest, Live on the Vine**, was a resounding success and brought over 7,000 to attend the performances at wineries, hotels, and restaurant venues this past winter despite record snow fall and low temperatures. A significant 55% increase in website visits from 31,182 (2013) to 57,788 (2014) was also reflected in web analytics with website visits more than doubling for out of state viewers in New Jersey, Connecticut, Pennsylvania, Massachusetts. In total, 95 concerts were performed over seven weeks.



**LIVE ON THE VINE**  
THE LONG ISLAND WINTERFEST

# HOW WE'RE GETTING THERE...



**Strategy:** *Rebuild historic, arts, cultural, and tourism sites impacted by Superstorm Sandy.*

The **Fire Island Cherry Grove Community Center** project will begin the theater's restoration in order to provide a community performance venue as well as a tourist destination in this eclectic area on the barrier island, which was impacted by Superstorm Sandy, and is home to one of the country's first gay and lesbian communities since the 1940s. Additional funding is requested in Round Four to restore observation and roof decks and enhance sound and lighting systems.

**Strategy:** *Support creative projects which bring together partners from the public, private, and non-profit sectors along with community members to strategically shape the physical and social character of downtown communities around arts, cultural, and heritage, activities.*



The **Wyandanch STEAM** feasibility study project, designed to expose residents of the LIREDC Opportunity Agenda Area to the technology side of art, is also making substantial progress. Hofstra University Museum (HUM) and the National Center for Suburban Studies at Hofstra University (NCSS) have been selected to spearhead this program and will conduct research necessary to determine the potential for such a center to succeed in the heart of the revitalized Wyandanch. Hofstra's work will focus on the specific elements of a STEAM Center that would revolve around the infusion of art into the STEM subjects of science, technology, engineering and mathematics. The research will explore the creation of career pathways and other means of personal and community development for residents and visitors of all ages but with an emphasis on elementary and secondary students. The expected completion date for the study is December 31, 2014.



The **Arts Alive Long Island** project is currently in the planning stages of its third annual celebration of the arts on Long Island. The month-long showcase of Long Island's many art, entertainment, and cultural attractions will take place September 27, 2014 through October 31, 2014. The website ([www.artsalivelongisland.org](http://www.artsalivelongisland.org)) is being upgraded to better handle the large number of events listed throughout the year and to be mobile friendly. This year, the focus will be on "venues" in communities instead of one event. A "Passport to the Arts" will be distributed free to the public and will feature key attractions, including community festivals, taking place at their "Featured Venues." Approximately 20,000 - 30,000 passports are expected to be distributed.

# HOW WE'RE GETTING THERE...

**Strategy:** Develop tourism transportation infrastructure on Long Island utilizing planes, trains, buses, ferries, walking trails, bike trails, comfort stations and available online information.



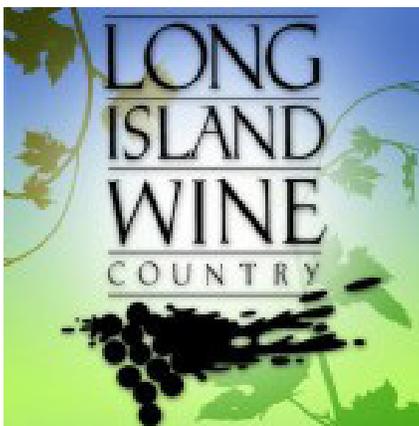
**Strategy:** Encourage collaboration between the Long Island heritage, arts, and tourism industries and related industries to improve coordination of schedules, events, and travel packages.



Round Three-funded **Access the East End** is well underway having finalized its program details for launch prior to peak season. The sponsor has contracted with Avis-Budget as the national car rental partner to offer a nationwide discount code for those visiting LI Wine Country. Zip Car promotional opportunities are being explored as well. An arrangement with Delta to be the national airline co-promotion partner has also been finalized. Delta will promote the program on its Delta Vacations website (<http://www.deltavacations.com>), web placements and special promotion pages. A list of offers from affiliated hospitality partners (hotels, B&Bs, restaurants, etc.) is in development as is an arrangement with the Hampton Jitney to offer free shuttle service on the East End. Additionally, advertising graphics for various channels including print, online, MTA posters and Hampton Jitney wrapping are in progress. This project is an innovative Market NY initiative that could be used as a model by other NYS destinations.



Utilizing the work group structure to serve as a forum for the discussion of proposed projects and their potential impacts in furthering the council's specific strategies involving arts, culture, tourism and historic preservation, the projects receiving Priority Project designation in **Round Four** are those that will continue the momentum of the Regional Council's progress in these areas. Particularly exciting are projects that overlap with the broader LIREDC strategies in furthering our Global NY and the Opportunity Agenda objectives.



**Strategy:** Enhance Long Island tourism marketing directed at regional, state, national, and international communities to increase visitation.

**Strategy:** Strive to increase the number of regional, state, national, and international tourism-related events held on Long Island.

The **LI Wine Council's Global Trade and Tourism** project aligns with new strategies to promote international tourism on Long Island and with the Global NY initiative specifically. Its focus is on facilitating transportation access to the East End of the island and targeting advertisements to the international community by employing website and advertisement translations as well as the development

# HOW WE'RE GETTING THERE...

of Long Island events that coincide with prominent international wine events to maximize foreign participation. This project has the potential to bring significant international tourism revenues to Long Island.

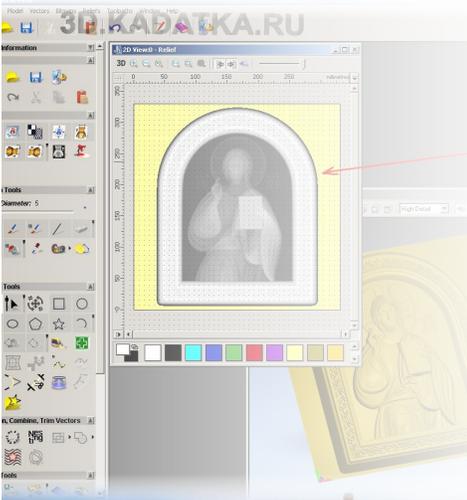
**Come Taste the East End** will build on the successful Round Two project by generating awareness of and demand for tourism events and attractions on the East End of Long Island. This project will target the NYC metro market to increase the visitation by City residents and visitors to Long Island. The campaign will be driven by a video and digital media strategy targeted to multiple consumer media outlets.

**Strategy:** *Develop centers and programs that cultivate education and entrepreneurship in the Arts and STEAM (Science, Technology, Engineering, Art, and Mathematics) education.*

The **Wyandanch Rising STEAM Center Phase II** project aligns with the strategies to develop STEM initiatives on Long Island and ties into the objectives of the Opportunity Agenda initiative to further develop the Wyandanch community and the skills of its workforce. This project will develop a center for hands-on learning of STEM subjects within an arts context. It will be outfitted with metal fabrication, woodworking and glassblowing equipment stations, a classroom for instruction, and drafting tables with ArtCAM for Education software. A gallery for exhibition of wares produced in the Center is anticipated. Instruction and participation will be open to all community members of all ages. The goal of the project is to refine the skillset required in a 21st century economy within an arts context, transferable to non-arts employment and career pathways.

**Strategy:** *Preserve, restore, and protect historic, arts, and cultural sites and our natural, agritourism, and ecotourism destinations to promote Long Island tourism.*

The **Ida May** project, a Round Four heritage project recommended for funding, will involve constructing a replica of the wooden mechanized oyster dredge, Ida May, that played an important role in the history and evolution of aquaculture in Oyster Bay during the 20th century. Of historic, educational and environmental significance, the project will further the applicant's mission "to preserve Oyster Bay's maritime heritage by involving the community in traditional boatbuilding." Once the Ida May is launched, she will be utilized for marine and maritime education and recreation, supporting an important heritage industry on Long Island.



# HOW WE'RE GETTING THERE...

*... tourism supports more than 74,000 jobs or 5.9 percent of all jobs on Long Island, is responsible for generating nearly \$628 million in state and local tax dollars, and in 2012, generated \$1.6 billion in direct labor income.*

Other Heritage and Historic Preservation projects identified by the LIREDC and recommended for funding include the **RAISE THE EAGLE** project of the **North Shore Historical Museum** in Glen Cove, a State and National Landmark, **Sea Cliff Village Hall Centennial Rehabilitation**, restoration of the historic **1838 Montauk Lighthouse Keeper's Quarters**, a National Historic Landmark, for future educational and tourism uses, and the expanded access to **Old Westbury Gardens' Westbury House** for increased programming.

Notably, the heritage, arts, and tourism sectors of the Long Island economy comprise a significant segment of the region's overall economic activity. A 2012 study by Tourism Economics found Long Island to be the second most popular tourist destination in New York State after New York City, with travelers spending nearly \$5.2 billion in the region in 2012. Of this spending, 41 percent was spent on Food, Beverage & Lodging, 26 percent on Transportation, and the remainder amongst Retail, Service Stations, Recreation and Second Homes. The study also concluded that overall, tourism supports more than 74,000 jobs or 5.9 percent of all jobs on Long Island, is responsible for generating nearly \$628 million in state and local tax dollars, and in 2012, generated \$1.6 billion in direct labor income. In aggregate, 2012's tourism spending had a phenomenal \$22.3 billion economic impact on Long Island (The Economic Impact of Tourism in New York, Tourism Economics 2012 PPT). As demonstrated by the success of Long Island's prior tourism marketing projects, there is great potential for growth if well-marketed.

The arts also play a vital role in the Long Island economy and in our communities. Today's businesses employ artistic skills in a variety of ways including product development, marketing and advertising practices, user interface, building design, interior design, and many others. It is therefore of monumental importance that projects be implemented that nurture the artistic skill sets of students that are all too often viewed as unnecessary. Successful downtown revitalizations also capture the talent of artists to produce aesthetically pleasing town centers which serve to draw more visitors and boost economic activity. Cultural attractions such as festivals, theatres, local museums, parks, public art displays, and exhibits also improve visitation to our towns and villages and should continue to be promoted across Long Island. The projects recommended in Round Four of the Regional Council process will further develop Long Island's burgeoning heritage, arts, and tourism economy.



# HOW WE'RE GETTING THERE...

GOLD COAST MANSIONS  
Historic Long Island  
New York

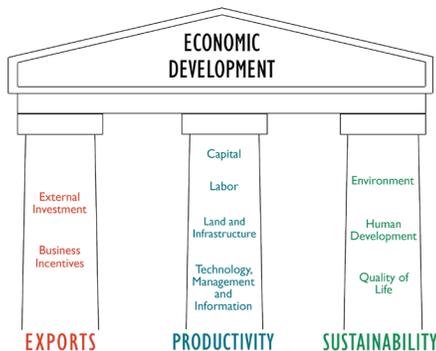
Significantly, many Long Island historic, arts, and tourism initiatives have advanced the strategies developed by the Path Through History, Arts, and Tourism work group without Regional Council funding. One such example is the Gold Coast Mansion Association. "Gold Coast Mansions Historic Long Island" was founded in 2009 with the mission "to create collaborative marketing campaigns which promote the Gold Coast Mansions as a recognizable brand, with the goal of attracting worldwide publicity which will encourage tourism and film productions to utilize and visit Long Island's Historic Mansions." The organization is comprised of representatives from Oheka Castle, Old Westbury Gardens, Vanderbilt Museum, Mill Neck Manor and NYIT De Seversky Mansion. In just a few years, the Gold Coast Mansions alliance has accomplished the development of the website ([www.goldcoastmansionsoflongisland.com](http://www.goldcoastmansionsoflongisland.com)) which attracts over 65,000 visitors a year; distributes over 60,000 rack cards annually; has active social media profiles on facebook and twitter, a video series on YouTube, and a prominent blog, authored by LI Gold Coast Mansion Historian, Paul Mateyunas; had the month of May designated "Long Island History Month"; collaborated with the Long Island Rail Road to create special "Gatsby Tours"; is a member of the LICVB; received worldwide editorial recognition in major publications and TV programs; and is an active participant in the Path Through History initiative. The organization's efforts have resulted in a significant increase in public awareness and the number of annual visitors to the mansions. In 2013, the Gold Coast Mansions alliance collectively attracted an estimated 300,000 visitors, generated an estimated revenue of \$14 million and created an estimated 250 jobs; establishing the Gold Coast Mansions as an economic and cultural asset to Long Island while preserving the mansions for future generations to experience.

As evident by the progress Long Island has made developing its heritage, arts, and tourism economy, the Path Through History initiative has been of critical importance to our success. The initiative has galvanized our region and led to the development of strategies and promotion of practices that prioritize cooperation, collaboration, and recognition of the tremendous opportunities available on Long Island to capture additional revenues by properly capitalizing on our world renowned heritage, arts, and tourism assets. As Long Island moves forward, we will build upon our achievements and augment our efforts to cultivate additional projects to advance our regional strategies.

# HOW WE'RE GETTING THERE...

## Comprehensive Economic Development Strategy

### Introduction And Executive Summary



Since the early 2013 federal approval of the Long Island Comprehensive Economic Development Strategy, qualifying entities within the region have been eligible to apply for grants from the Economic Development Administration (EDA), Department of Commerce. In its approval process, the EDA considered the submission by the LIRPC and its CEDS committee - the *Long Island Comprehensive Economic Development Strategy* dated August 2012 (which includes by reference the *LI2035 Regional Comprehensive Sustainability Plan* dated December 2010) - and Governor Cuomo's Long Island Regional Economic Development Council's ("LIREDC") *A Strategic Economic Development Plan for the Long Island Region*, dated 2011. These documents, including the LIREDC's 2012 Progress Report and 2013 Update, are accessible at [www.regionalcouncils.ny.gov/content/long-island](http://www.regionalcouncils.ny.gov/content/long-island).

As set forth in the 2013 LIREDC update, to streamline and best coordinate the LIREDC and CEDS processes, the CEDS committee became a working group of the LIREDC and the 2013 LIREDC Update included a CEDS Annual Performance Report which was accepted by EDA, thereby maintaining the region's eligibility throughout 2014. The following CEDS report, will be submitted to EDA for acceptance as the required 2014 performance report.



This report will focus on the CEDS- related issues and projects that are not covered elsewhere, specifically the distressed area qualification and CEDS-specific projects that are not LIREDC projects and therefore not discussed elsewhere in this LIREDC progress document. The LIREDC progress report contains information about the region's job creation, investments, and regional vision, plan evaluation, priority projects and public participation.

### Indentification Of Distressed Areas/Unemployment Data

Based on information provided by the New York State Department of Labor, the Long Island region (defined as Nassau and Suffolk counties) still has many areas that qualify as "distressed areas" under EDA guidelines. From June 2012 through May 2014, the average national unemployment rate was 7.4 %. During that same time period on Long Island there were 111 census tracts (of 607 total) that had unemployment rates in excess of 8.4 % (see annexed chart in Appendix B).

# HOW WE'RE GETTING THERE...

## Vital Projects Update



In 2012, the CEDS committee reviewed over 80 projects submitted and used established criteria to evaluate and rank the projects. It was determined through this process that the top 27 scored projects were the most significant economic drivers for the region and were therefore designated as *Vital Projects*. Even prior to merging the CEDS process with the LIREDC process, the two organizations worked closely together to guarantee consistency with the region's economic development priorities. Thus, the majority of the CEDS *Vital Projects* have previously been determined to be *Transformative Projects* in either the 2011, 2012 or 2013 LIREDC plan. As LIREDC *Transformative Projects*, the LIREDC has included updates of those projects in this 2014 progress report. Hence, the projects updated below are CEDS *Vital Projects* that were not also LIREDC *Transformative Projects*.

### Brentwood Sewers

Sewer construction in the historically-distressed immigrant community of Brentwood would help foster the organic growth of small businesses. Additionally, sewers would lead to increases in assessed value for the community, with the commensurate increases in much-needed tax dollars for school and government services. Lastly, sewers are recognized by the "208 Study" (Section 208 of the Federal Water Pollution Control Act of 1972) as critical to the protection of LI's sole source aquifer drinking water.

The Town of Islip received \$ 260,000 from New York State to fund a Downtown Hamlet Study in Brentwood. That study, being conducted by Saratoga Associates, is largely complete and has focused on land use recommendations, demographics and cultural analysis, and identification of "opportunity sites" for sewage treatment plants along with basic capacity analysis. The final draft is currently being reviewed by planning staff, and a meeting is anticipated with the project stakeholders in the latter half of 2014. A second meeting with the Chamber of Commerce will be held shortly after, and a public meeting thereafter.



Preliminarily, three sites have been identified as potential STP locations. One of those sites, Knoll Farms on Suffolk Avenue in Brentwood, is being considered by a new developer. This application for a change of zone is in its conceptual, pre-application phase. Consideration is being made for the STP at this location to be designed with additional capacity to allow for future expansion of the downtown area. Future construction of residential apartments and a semi-public STP at the Knoll Farm site is estimated in 2015.

# HOW WE'RE GETTING THERE...

## **Glen Cove Drinking Water Capacity Improvements**

The City of Glen Cove is completing the design of necessary potable water transmission improvements to support the Garvies Point redevelopment project. Architect/Engineering firm, H2M Water, is performing the design work, including hydraulic modeling, environmental review, design, drafting of specifications, and bid assistance. The designs are 90% completed, and bid documents will be released by the city as part of the reconstruction of Herb Hill Garvies Point Road in late 2014.

State grant funding for design was provided by the New York State Department of State in the amount of \$165,000, and by ESD in the amount of \$65,000. This is matched by local project funding.

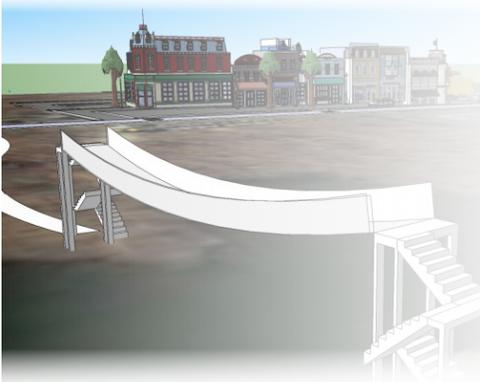
## **Town of Riverhead: Downtown Projects**

Revitalization of downtown Riverhead, an economically distressed area, is progressing on a building-by-building basis with approximately \$50 million in new construction and public space renovation projects since 2009. As vacant buildings are rehabilitated and come on line with active commercial and/or residential uses, however, additional pressure is exerted on the aging infrastructure. Desperately needed are infrastructure improvements including enhanced sewer capacity, road improvements, water improvements, public space rehabilitation, lighting and pedestrian enhancements for public safety, and mitigation of flooding from the Peconic Bay and River. The Town anticipates construction of another 200 units of next generation housing to begin pending approvals in 2014 that would require demolition of blighted, shuttered department store buildings constructed in the mid-1900s between Main Street and the Peconic River. This housing is needed to support the economy of the region but requires associated infrastructure improvements.

Funding the downtown revitalization overall is a mix of private sources leveraged with public funds from the following: Town of Riverhead (\$800,000), NYS ESD Restore New York (\$2.4 million), NYS Department of Housing and Community Renewal Main Street Grant (\$250,000 in 2012; \$500,000 in 2010; \$200,000 in 2009), Suffolk County Downtown Revitalization (\$200,000), Suffolk County Work Force Housing funding (\$2.2 million), US HUD CDBG (\$200,000), NYS DOS Brownfield Opportunity Grant (\$567,000), NYS DOT (\$2.4 million), & NYS DEC CWP Funds (\$250,000). Approximately 120 construction jobs and over 300 permanent jobs are expected to be created upon full implementation of these projects.

## **Town of Smithtown Road Improvements**

The Town is exploring funding options for design and construction of road widening improvements.



Credit Gordon M. Grant

# HOW WE'RE GETTING THERE...

## Governor Approves Riverside Traffic Circle Land Swap



New York State Governor  
Andrew Cuomo

Photo Credit: Tom W. Ratcliffe III

## Town of Southampton-Hamlet of Riverside Revitalization

**Improvements in Regional Wastewater Treatment:** The Council and Town representatives are working closely with the Suffolk County Department of Health Services (DHS) and the Department of Public Works (DPW) on their study and evaluation of a suitable location within the Flanders-Riverside area for a waste water treatment system.

As of June 2014, the County's Flanders-Riverside Feasibility study is 95% complete. The final report is expected to be released in September 2014. The study was financed by the County, built design and construction will require EDA or other types of funding. There is currently no approved funding for implementation of the recommendations set forth in the feasibility study. To supplement potential grant funding, SCDPW has applied to NYSEFC for low-interest loans.

**Expansion of the Riverside Traffic Circle:** The Suffolk County Department of Public Works has regularly reported to the Council and the Town regarding the ongoing study and evaluation of the alternatives for reconstruction of the Riverside traffic circle. SCDPW is concluding final plans for the re-design of the circle which will require a land swap between Suffolk County, surplus highway right-of-way and Town of Southampton open space land. The Town has initiated the necessary steps to place this land swap on the November 2014 ballot for a voter referendum.

### **New Road Construction:**

Through the work of the LIREDC and the recommendations of numerous planning studies and reports for the Riverside area, the Town has formulated general concepts for the redevelopment of the Riverside hamlet center, including new road construction and improvements. In concert with this element, the Town has completed the construction of an extension of Pine Street, between Vail Avenue and Old Quogue Road, that facilitates greater traffic circulation and accessibility. Further road construction and improvements will await the completion of the redevelopment Action Plan.

As noted in last year's update, the Town was embarking on the issuance of a Request for Qualifications (RFQ) for the preparation of an Action Plan that would serve to implement the recommendations and findings of previously adopted Town plans and studies for the Riverside community. On November 26, 2013, at the conclusion of the RFQ process, the Town selected Renaissance Downtowns (RD) as the Master Developer for this initiative and entered into a contract in the spring of 2014, whereby the developer will prepare and submit a Redevelopment Action Plan to the Town Board by April 2015.

# HOW WE'RE GETTING THERE...



This Action Plan, utilizing current market analysis, community input and landowner input, will build on and incorporate general concepts from past studies, resulting in a template for specific types of mixed-use development together with zoning overlay districts that will allow the specific development envisioned by the Action Plan. In addition, RD has exclusive options to acquire and develop Town-owned properties within the redevelopment area that may be integral to the Redevelopment Plan. The recommendations from Suffolk County's Flanders - Riverside Sewering Feasibility Study will be taken into consideration by RD in their preparation of the Action Plan.

## **NYS Brownfields Opportunity Area Program**

Since filing of the 2013 update, the Town was awarded a \$236,900 NYS Brownfields Opportunity Area (BOA) grant for the preparation of a Step 2 BOA Revitalization Plan encompassing a 468-acre area within the Riverside hamlet, characterized by blight and abandonment, and including 15 brownfield sites.

The Riverside BOA Plan will identify commercial redevelopment opportunities within four strategic clusters of sites and will seek to leverage investment to foster desired development. The Town is presently working with the State to finalize the grant Work Plan and anticipates issuing either an RFP or RFQ in the next month for the selection of a consultant to prepare a BOA Plan. The BOA Plan will build upon past studies and will integrate planning and development initiatives already in progress or soon to be released, such as: Suffolk County's Flanders - Riverside Sewering Feasibility Study; Suffolk County's Riverside Traffic Circle Improvement Study; Southampton Town's Waterfront Protection Plan; Renaissance Downtowns' Redevelopment Action Plan, in addition to grant applications submitted to the Governor's Regional Economic Development Council.



## **Suffolk County Sewer Feasibility**

The Suffolk County Sewer Feasibility Studies Project will develop reports containing recommendations regarding the sewerage of 25 communities. Thirteen of these communities meet the criteria of distressed areas. Sewering these areas, if feasible, will result in revitalization and business investment in these communities, provide more employment opportunities and improve the quality of life of the residents. Sewering will also improve water quality.

Credit: Newsday / John Paraskevas

The project is expected to have positive impact on all the industries that are doing business in the aforementioned communities, as it will provide opportunities for business growth and expansion. Since the boundaries of most of the study areas include downtown and/or business districts which would benefit from revitalization, the project will potentially increase the number of customers that would be patronizing the businesses resulting in an increase in revenues. Suffolk County DPW expects that the most positive impacts will be experienced by restaurant and commercial real estate industries.

# HOW WE'RE GETTING THERE...



The project will create jobs and improve housing opportunities by allowing for apartments the stores where permitted by zoning. In residential areas, the availability of the sanitary sewer infrastructure will reduce the load of nitrate to the groundwater and could help current property owners with chronic on-site system problems resulting in frequent pump-outs. The communities within the study areas currently use on-site sanitary wastewater treatment and disposal systems (a septic tank or cesspool connected to leaching pools) which could be old and, in certain instances, may not be functioning properly. Wherever feasible, this system should be replaced with the more efficient sanitary sewer collection and treatment infrastructure.

The reports evaluating the feasibility of sewerage 25 communities are expected to be followed by the design of sewerage facilities (in those areas where sewerage is feasible). The engineering design for one of the study areas listed in the project description – Smithtown-Kings Park – has already been completed. Engineering design RFPs for two additional study areas – 1) North Babylon, West Babylon, Deer Park and Wyandanch and 2) Mastic-Shirley-Mastic Beach – are expected to be released in August 2014; however, funding will be needed to complete the design and, ultimately, the construction.

Economically distressed and impacted by Superstorm Sandy, these communities are priorities for funding that will address their future economic viability.



The goal of the Bergen Point Outfall Pipe Replacement project is to evaluate and analyze the integrity and reliability of the outfall pipe located between the Sewer District 3 - Southwest wastewater treatment plant and Fire Island. The project includes engineering evaluation (completed); permit application process; soil and survey work; implementation of emergency response plan which included purchase of 72-inch pipe for emergency short-term repair (purchase completed); and final construction.

While all of the feasibility studies (and design portion of the Bergen Point Outfall Pipe Replacement project) are funded by local funds, in order to complete design and construction, EDA or other funding will be necessary for the project completion.

# HOW WE'RE GETTING THERE...

## CEDS Related Projects

1. West Islip, N. Babylon, W. Babylon, Deer Park, Wyandanch
  - a. Study cost \$394,000
  - b. Study completed, design RFP to be issued August 2014
  - c. Created 8 consulting jobs, 142 jobs expected for design and construction
2. Smithtown, Kings Park
  - a. Study cost \$237,000; design cost \$1,799,000
  - b. Study completed, design completed
  - c. Created 6 consulting jobs, 94 jobs expected for construction
3. Port Jefferson, Sag Harbor, Patchogue, Riverhead/Calverton
  - a. Study cost \$900,000
  - b. Study commenced March 2011, complete by October 2014
  - c. Created 5 consulting jobs, 235 jobs expected for design and construction
4. Bellport, Sayville, Middle Island corridor, Ronkonkoma Hub, Mastic/Shirley, Yaphank, Southampton
  - a. Study cost \$1,826,000
  - b. Completed by October 2014
  - c. Created 6 consulting jobs, 474 jobs expected for design and construction
5. Mastic/Shirley/Mastic Beach (wastewater treatment plant design)
  - a. Design cost \$20,000,000
  - b. To be commenced 2014
  - c. 800 jobs expected through design and construction
6. Center Moriches
  - a. Study cost \$200,000
  - b. Completed December 2013
  - c. Created 5 consulting jobs, 75 jobs expected through design and construction
7. Flanders-Riverside
  - a. Study cost \$250,000
  - b. Commenced November 2011, complete by September 2014
  - c. Created 5 consulting jobs, 75 jobs expected through design and construction
8. Rocky Point
  - a. Study cost \$200,000
  - b. Study completed November 2012
  - c. Created 5 consulting jobs
9. Mattituck
  - a. Study cost \$250,000
  - b. Not commenced
  - c. No jobs created yet, 80 jobs expected through design and construction

### The County is also planning capital projects for its existing wastewater treatment plants:

1. Capital Projects for existing plants in 2014-2016
  - a. Project cost \$51,000,000
  - b. Project ongoing
  - c. Created 940 consulting and construction jobs, 1250 construction jobs expected
2. Bergen Point Outfall Pipe Replacement
  - a. Project cost \$242,000,000
  - b. Design to be completed September 2015
  - c. Created 15 consulting jobs, 75 construction jobs expected
3. Capital Projects for existing plants in 2017 and beyond
  - a. Project cost \$75,000,000
  - b. To be commenced 2017
  - c. 1,400 jobs expected

# HOW WE'RE GETTING THERE...

## Funded Project Update



In September 2013, the New York Institute of Technology received a \$1.2 million grant from EDA to establish its Entrepreneurship and Technology Innovation Center (ETIC). The project is expected to create over 65 jobs from an entrepreneurship program and incubator to foster business retention, creation and expansion in the healthcare and high-tech industries -- two industries that have been highlighted in the LIREDC and CEDS Strategic Plans. The project leverages \$425,000 in investment by New York State, awarded in Round One by the LIREDC.

NYIT has selected a construction company to renovate the building and construction will be complete by fall 2014. Furthermore, the Industrial Advisory Board, established to guide the center, has been actively working on plans to create high-tech teaching, training and research labs to meet industry workforce demands and future projections.

## Conclusion

Through the LIREDC and CEDS processes, the Long Island region has worked collaboratively to develop and maintain a strategic vision and plan to foster economic vitality for the region. The LIREDC plans have brought millions of dollars of State funding to the region. With an accepted CEDS, the region is positioned to leverage federal dollars as well.



***Proposed 2014  
Priority Projects***

***Long Island  
Regional Economic  
Development Council***



# Long Island Round 4 Priority Projects

## Recommendations for Competitive Capital Funding

: Global NY Project  
 : StartUP NY Project  
 : Community Reconstruction Project  
 : Veteran Support Project  
 : Opportunity Agenda

| Project  | Description  | CFA #  | Existing Jobs | Direct Jobs Created | Total Jobs | Indirect Jobs | Construction Jobs | Total Project Cost | NYS Funds Recommended \$25 Million | NYS Funds Recommended \$5 Million |
|--|--|--------|---------------|---------------------|------------|---------------|-------------------|--------------------|------------------------------------|-----------------------------------|
| <b>Investments in an Innovation Economy</b>  |  |        |               |                     |            |               |                   |                    |                                    |                                   |
| <b>Stony Brook University Center of Excellence for Infrastructure and Energy Cybersecurity</b><br> | Stony Brook University will create the nation's only Research and Development Center for the cybersecurity of the energy grid system. The university will invest \$5,000,000 in new equipment at the Center for Wireless and Information Technology ("CEWIT") and the university's computer science facility, adding 40 new high-skill engineering jobs. | 43055  | 14,000        | 40                  | 14,040     | 100           | 0                 | \$ 5,000,000       | \$ 2,500,000                       | \$ 1,500,000                      |
| <b>Cold Spring Harbor Lab Center for Metabolomics</b><br>  | Cold Spring Harbor Labs, the world's premier biology and genetics research campus, will invest over \$4,000,000 to create a Center for Metabolomics to research therapies for metabolic, cancer, and neurologic disorders. In addition to major research, the Center has great potential to spin off new bio-tech firms.                                 | 42553  | 940           | 3                   | 943        | 0             | 0                 | \$ 4,000,000       | \$ 2,000,000                       | \$ 750,000                        |
| <b>Long Island University Research, Innovation and Technology Park</b><br>                         | Long Island University will invest over \$2,600,000 to convert a classic gold coast mansion into a 10,000 square foot business incubator space on their Brookville campus and establish a Research, Innovation, and Technology Park in Nassau County.  | 41275  | 1,743         | 0                   | 1,743      | 28            | 0                 | \$ 2,627,500       | \$ 500,000                         | \$ -                              |
| <b>Innovation Hot Spot (not reflected in competitive funding amounts)</b>                          |  |        |               |                     |            |               |                   |                    |                                    |                                   |
| <b>Stony Brook University Innovation Hot Spot</b>  | Stony Brook University will lead a five year effort to provide entrepreneurship and technology commercialization programs and services to tenants in multiple incubators across Long Island. Partners includes Launchpad, NYIT, Hofstra, and Broad Hollow Bio Science Park.  | 43096* | 14,000        | 0                   | 14,000     | 0             | 0                 | \$ 3,900,000       | \$ 1,250,000                       | \$ 1,250,000                      |

\* Existing jobs have been accounted for in a previously listed project by the same applicant



# Long Island Round 4 Priority Projects

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| Project   | Description   | CFA #  | Existing Jobs | Direct Jobs Created | Total Jobs | Indirect Jobs | Construction Jobs | Total Project Cost | NYS Funds Recommended \$25 Million | NYS Funds Recommended \$5 Million |
|---|---|--------|---------------|---------------------|------------|---------------|-------------------|--------------------|------------------------------------|-----------------------------------|
| <b>Investments in Rebuilding Long Island Communities "Smartly"</b>                      |   |        |               |                     |            |               |                   |                    |                                    |                                   |
| <b>Reclaiming Our Water- Improving Coastal Resiliency with Sewer Infrastructure</b><br> | Design and engineering for installation of advanced wastewater infrastructure to parts of Mastic, Shirley, Mastic Beach, Deer Park, North Babylon, Wyandanch, Great River, and Oakdale. Suffolk County has identified an action plan to reduce 22% of nitrogen flow into the Great South Bay from three subregions by sewerage. Project is included in the Oakdale, West Sayville and Mastic Beach, Smith Point NY Rising Community Reconstruction plans. | 42921  | 230           | 10                  | 240        | 10            | 100               | \$ 30,000,000      | \$ 4,000,000                       | \$ -                              |
| <b>Countywide Stormwater Check Valves Flood Mitigation Project</b><br>                  | Implement a Nassau County-wide Check Valve Flood Mitigation Program to install 800 valves in existing outfall piping for prevention of large scale inundation of storm water systems along Long Island's south shore. NY Rising Community Reconstruction Plans for Nassau County support outfall check valves as priority infrastructure improvements to reduce vulnerability.  | 42843  | 16,232        | 0                   | 16,232     | 0             | 10                | \$ 8,000,000       | \$ 2,000,000                       | \$ -                              |
| <b>Beech Street Park Avenue Drainage Improvement Project</b><br>                        | Design and construction of drainage improvements along Park Avenue and Beech Street in the Hamlet of East Atlantic Beach. The two roads are critical routes for main transportation and evacuation of residents from the western portion of the Long Beach barrier island. This resiliency-based project is part of the Long Beach planning committee's NY Rising Community Reconstruction Plan.  | 42835* | 16,232        | 0                   | 16,232     | 0             | 65                | \$ 5,000,000       | \$ 1,250,000                       | \$ -                              |
| <b>The Meadows at Yaphank - Phase II</b>  | Phase II of project includes construction of a replacement sewage treatment plant. In addition, the main boulevard for the mixed use development will be constructed to accommodate the commercial/retail components of the project. In addition, a 120-suite hotel will be built that will serve the needs of visiting researchers at the Brookhaven National Laboratory.  | 40800  | 2,600         | 0                   | 2,600      | 40            | 240               | \$ 51,241,359      | \$ 1,500,000                       | \$ -                              |

\* Existing jobs have been accounted for in a previously listed project by the same applicant



# Long Island Round 4 Priority Projects

## Recommendations for Competitive Capital Funding



: Global NY Project



: StartUP NY Project



: Community Reconstruction Project



: Veteran Support Project



: Opportunity Agenda

| Project  | Description   | CFA # | Existing Jobs | Direct Jobs Created | Total Jobs | Indirect Jobs | Construction Jobs | Total Project Cost | NYS Funds Recommended \$25 Million | NYS Funds Recommended \$5 Million |
|--|---|-------|---------------|---------------------|------------|---------------|-------------------|--------------------|------------------------------------|-----------------------------------|
| <b>James D. Conte Community Center</b>   | Town of Huntington will create a community center within the former NYS Armory building. The facility, located in a Brownfield Opportunity Area within Huntington Station, requires a complete interior renovation. The project will serve as a satellite location for the nearby Huntington Opportunity Resource Center and Business Incubator.  | 39797 | 872           | 20                  | 892        | 20            | 124               | \$ 11,600,000      | \$ 500,000                         | \$ -                              |
| <b>Nassau Coliseum Sports and Entertainment District</b>                                       | Infrastructure redevelopment associated with the Coliseum to create a sports and entertainment district. Several commercial tenants are anticipated including Chelsea Piers, a movie theater, as well as local restaurants.   | 39350 | 0             | 0                   | 0          | 1,080         | 1,030             | \$ 11,942,250      | \$ 500,000                         | \$ -                              |
| <b>Patchogue Structured Parking Design</b>   | Final design of a parking structure for the Central Business District in the Village of Patchogue. The initial project design was developed by dubStudios for the ParkingPlus design challenge of the Long Island Index. Final engineering for design phase of the project will produce a complete set of construction documents.   | 39652 | 0             | 0                   | 0          | 0             | 0                 | \$ 305,000         | \$ 60,000                          | \$ -                              |
| <b>Investments in our Natural Assets</b>   |   |       |               |                     |            |               |                   |                    |                                    |                                   |
| <b>Molloy College Center for Environmental Research and Coastal Oceans Monitoring (CERCOM)</b> | Molloy College will invest \$5,000,000 to establish The Center for Environmental Research and Coastal Oceans Monitoring ("CERCOM") in West Sayville, with a focus on preserving and studying the Atlantic Horseshoe Crab and researching this species' role in detecting bacterial contamination. The Center is expected to attract bio-pharma and aquaculture firms to participate in START-UP NY. | 41240 | 698           | 2                   | 700        | 100           | 10                | \$ 5,000,000       | \$ 1,500,000                       | \$ 500,000                        |



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# Long Island Round 4 Priority Projects

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| Project   | Description  | CFA # | Existing Jobs | Direct Jobs Created | Total Jobs | Indirect Jobs | Construction Jobs | Total Project Cost | NYS Funds Recommended \$25 Million | NYS Funds Recommended \$5 Million |
|---|--|-------|---------------|---------------------|------------|---------------|-------------------|--------------------|------------------------------------|-----------------------------------|
| <b>Agriculture Capital Equipment Grant Program- "Farmers for the Future"</b>  | A unique \$5,000,000 program administered by the Peconic Land Trust, Suffolk County, the Suffolk County Planning Commission and the Long Island Farm Bureau to support the next generation of Long Island farmers. This program will provide capital grants for the acquisition of farm equipment in conjunction with Farm Credit East and conventional bank loans to assure that Long Island's farmland remains viable and continues to produce agricultural resources. | 42301 | 659           | 100                 | 759        | 0             | 0                 | \$ 5,000,000       | \$ 1,000,000                       | \$ 500,000                        |
| <b>Town of Riverhead Agri-Tourism Visitor's Center</b>                        | A public-private partnership to establish an East End gateway tourism center in a historic firehouse in downtown Riverhead. The facility will showcase tourism and agriculture, as well as provide educational classes and tours, and likely become home to a successful farmer's market that will draw visitors to Riverhead's downtown shopping district.  | 41798 | 303           | 0                   | 303        | 0             | 10                | \$ 2,000,000       | \$ 500,000                         | \$ -                              |
| <b>Hampton Bays Downtown Revitalization- Construction of Good Ground Park</b> | A unique two-phase project to develop a 36-acre park on a Town-owned parcel in the Hampton Bays central business district, bolstering ongoing revitalization efforts and bringing additional visitors and residents to the downtown area.  | 39292 | 502           | 0                   | 502        | 0             | 48                | \$ 2,216,605       | \$ 443,321                         | \$ -                              |
| <b>Investments in our Workforce</b>   |  |       |               |                     |            |               |                   |                    |                                    |                                   |
| <b>Adelphi University Nursing Innovation Lab and Training Center</b>          | Adelphi University will invest \$15,000,000 to equip a 22,000 square foot Innovation Lab and Training Center at its Garden City Campus to train the region's workforce in greatly-needed healthcare careers, with an emphasis on veterans' training needs.   | 40305 | 1,800         | 22                  | 1,822      | 0             | 75                | \$ 15,000,000      | \$ 2,500,000                       | \$ -                              |



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# Long Island Round 4 Priority Projects

## Recommendations for Competitive Capital Funding

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| Project   | Description   | CFA # | Existing Jobs | Direct Jobs Created | Total Jobs | Indirect Jobs | Construction Jobs | Total Project Cost | NYS Funds Recommended \$25 Million | NYS Funds Recommended \$5 Million |
|---|---|-------|---------------|---------------------|------------|---------------|-------------------|--------------------|------------------------------------|-----------------------------------|
| <b>Hofstra University STEM Collaboratorium Initiative- Training the Next Generation of Long Island's Interdisciplinary Scientists</b> | Hofstra University, Long Island's largest private university, will create a learning laboratory that will enable multiple STEM curriculums to be taught in an innovative collaborative method. The new facility will cross-train students in the fields of biology, geology, and sustainability, to better prepare students for STEM careers requiring a wide range of academic training. Hofstra will invest over \$4,300,000 in renovation and equipment.   | 40500 | 2,006         | 2                   | 2,008      | 0             | 0                 | \$ 4,345,000       | \$ 1,500,000                       | \$ 750,000                        |
| <b>St. Joseph's College- Nursing Training Center</b><br>  | A unique initiative to expand the Pre-Licensure Nursing Program at St. Joseph's College, including the creation of state-of-the-art simulation and skills labs for prospective nursing and veteran students seeking to enter the healthcare industry. The college will invest over \$3,200,000 and add 26 new faculty and administrative positions to support the program.  | 39951 | 839           | 26                  | 855        | 0             | 0                 | \$ 3,222,300       | \$ 644,460                         | \$ -                              |
| <b>Suffolk County Community College Workforce Development Initiative</b><br>  | Suffolk County Community College will invest \$683,000 to acquire multiple portable learning labs for welding, machining, and 3D printing. These labs will offer a realistic virtual experience that will allow participants in a variety of locations, including distressed and underserved communities, veteran locations, and career centers, to evaluate individual aptitude, skill sets, and interests in a variety of career pathways. The college will create 3 new jobs and upgrade its existing learning lab capacity to meet the training needs of these individuals. | 38995 | 2,167         | 3                   | 2,170      | 0             | 8                 | \$ 683,844         | \$ 136,000                         | \$ -                              |

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# Long Island Round 4 Priority Projects

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| Project   | Description   | CFA # | Existing Jobs | Direct Jobs Created | Total Jobs | Indirect Jobs | Construction Jobs | Total Project Cost | NYS Funds Recommended \$25 Million | NYS Funds Recommended \$5 Million |
|---|---|-------|---------------|---------------------|------------|---------------|-------------------|--------------------|------------------------------------|-----------------------------------|
| <b>Continued Support for Long Island's Opportunity Agenda</b> |   |       |               |                     |            |               |                   |                    |                                    |                                   |
| <br><b>Wyandanch Rising- Building C</b>                       | The Albanese Organization will continue its revitalization commitment to this Opportunity Agenda community, with an investment of \$37 million in the development and construction of a three story, 96,000 square foot commercial building, to be located immediately adjacent to the LIRR Station in Wyandanch. The building will offer roughly 68,000 square feet of office space on the top two floors. The main level will offer mixed-use space for retail/restaurant, community service and cultural attractions. This project will result in the creation of 115 construction jobs. | 40329 | 41            | 0                   | 41         | 300           | 115               | \$ 37,740,000      | \$ 2,500,000                       | \$ 1,000,000                      |
| <br><b>Wyandanch Rising- Long Island Music Hall of Fame</b>   | The Town of Babylon will invest \$2.4 million for streetscape enhancements around "Building C" of the Wyandanch Village development, as well as for planning and design to establish the Long Island Music Hall of Fame museum within the village development. The project will support the creation of 14 new jobs as well as investment and revitalization in the Opportunity Agenda area of downtown Wyandanch.  | 41155 | 335           | 0                   | 335        | 0             | 14                | \$ 2,400,000       | \$ 500,000                         | \$ -                              |
| <br><b>Wyandanch Public Library- Mezzanine</b>                | The Wyandanch Library will invest \$500,000 to add a mezzanine level, as well as make several green infrastructure updates, including the installation of new LED lighting, a new HVAC system, and rooftop solar panels.  | 42678 | 10            | 0                   | 10         | 0             | 25                | \$ 500,000         | \$ 100,000                         | \$ -                              |

\* Existing jobs have been accounted for in a previously listed project by the same applicant



# Long Island Round 4 Priority Projects

## Recommendations for Competitive Capital Funding

: Global NY Project  
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 : Community Reconstruction Project  
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 : Opportunity Agenda

| Project  | Description   | CFA #              | Existing Jobs | Direct Jobs Created | Total Jobs    | Indirect Jobs | Construction Jobs | Total Project Cost | NYS Funds Recommended \$25 Million | NYS Funds Recommended \$5 Million |
|--|---|--------------------|---------------|---------------------|---------------|---------------|-------------------|--------------------|------------------------------------|-----------------------------------|
| <b>Wyandanch Rising STEaM Center Phase II- Design and Construction</b><br><br> | The Wyandanch Rising STEaM Center Phase II project is the design and buildout of a training center for hands-on learning of STEM subjects in an arts-oriented approach. The center will be located within "Building C," proposed by the Albanese Organization, and will be outfitted with metal fabrication, woodworking, and glassblowing stations. Instruction will be provided to residents in ArtCam and Computer Aided Manufacturing software that will enable them to convert their designs into actual artwork for sale in the retail portion of the center. | 42132              | 0             | 2                   | 2             | 0             | 5                 | \$ 320,400         | \$ 64,000                          | \$ -                              |
| <b>Recommended Funding</b>   |   | <b>22 projects</b> | <b>45,977</b> | <b>230</b>          | <b>46,197</b> | <b>1,678</b>  | <b>1,814</b>      | <b>208,144,258</b> | <b>26,197,781</b>                  | <b>5,000,000</b>                  |

\* Existing jobs have been accounted for in a previously listed project by the same applicant



## Long Island Round 4 Priority Projects

### Private Company Investments That Create New Jobs

#### Recommendations

| Project  | Description   | CFA #              | Existing Jobs   | Jobs Created  | Total Jobs    | Total Project Cost    | NYS Funds Recommended \$25 Million | NYS Funds Recommended \$5 Million |
|--|---|--------------------|-----------------|---------------|---------------|-----------------------|------------------------------------|-----------------------------------|
| <b>Air Industries Group</b>  | Air Industries Group, a highly successful aerospace advanced manufacturing company, will acquire a financially troubled Long Island aerospace firm and retain over 80 skilled jobs. Air Industries Group will invest in new equipment and training to save the company and expand jobs. | 43181              | 255             | 83            | 338           | \$ 1,050,000          | \$ 500,000                         | \$ -                              |
| <b>Ancon Gear and Instrument Corp.</b>   | Ancon, a precision gear and machining manufacturer located in Amityville, will invest over \$2,700,000 in new advanced machining equipment and add 9 new jobs to existing workforce.  | 43497              | 19              | 9             | 28            | \$ 2,768,700          | \$ 90,000                          | \$ -                              |
|  <b>American Pride Fasteners</b> | American Pride Fasteners, a woman-owned aerospace manufacturer located in Bay Shore, will invest \$400,000 for the expansion of an Quality Control lab and acquisition of precision power inspection equipment and create 10 new manufacturing jobs.                                    | 43130              | 23              | 10            | 33            | \$ 400,000            | \$ 50,000                          | \$ -                              |
| <b>Lasticks Aerospace</b>  | Lasticks Aerospace, a family-owned aerospace parts manufacturer located in Bay Shore, will acquire and renovate a building to consolidate its Long Island operation. The company will purchase new machinery & equipment to increase productivity and create 8 new jobs.                | 42468              | 11              | 8             | 19            | \$ 1,500,000          | \$ 50,000                          | \$ -                              |
| <b>Elite Manufacturing Technologies</b>  | Elite Manufacturing Technologies, an aerospace parts manufacturer, will acquire and renovate its existing Westbury facility, purchase machinery and equipment, and create 7 new jobs to expand its Long Island presence and increase productivity.                                      | 38596              | 4               | 7             | 11            | \$ 760,000            | \$ 50,000                          | \$ -                              |
| <b>Rising Sun Woodworking</b>  | Rising Sun Woodworking, an architectural woodworking firm, will relocate and expand its operation to Cutchogue, invest in new machinery, and hire 4 new employees to increase industry competitiveness.   | 40853              | 18              | 4             | 22            | \$ 96,000             | \$ 19,500                          | \$ -                              |
| <b>Recommended Funding</b>   |   | <b>6 projects</b>  | <b>330</b>      | <b>121</b>    | <b>451</b>    | <b>\$ 6,574,700</b>   | <b>\$ 759,500</b>                  | <b>\$ -</b>                       |
| <b>Total Recommended Competitive Capital Funding</b>   |   | <b>28 projects</b> | <b>46,307**</b> | <b>2,029*</b> | <b>46,648</b> | <b>\$ 214,718,958</b> | <b>\$ 26,957,281</b>               | <b>\$ 5,000,000</b>               |

\* Total projected job creation resulting from these projects is 2,029. \*\* Project applicants currently employ 46,307.



## Long Island Round 4 Priority Projects

### Excelsior Jobs Program Recommendations

| Project   | Description  | CFA #              | Jobs Retained | Jobs Created | Total Jobs   | Total Project Cost    | NYS Funds Recommended |
|---|--|--------------------|---------------|--------------|--------------|-----------------------|-----------------------|
| <b>CareMed Pharmaceutical Services</b>  | CareMed Pharmaceutical Services, a pharmacy and healthcare services firm located in New Hyde Park, will triple the size of its operations investing over \$3,000,000 in a new facility. CareMed will retain 100 jobs and add 250 new administrative and back-office jobs.  | 42002              | 100           | 250          | 350          | \$ 3,400,000          | \$ 1,500,000          |
|  <b>A &amp; Z Pharmaceuticals Inc.</b> | A & Z Pharmaceutical Inc. will invest over \$40,000,000 to expand OTC and pharma production into an 118,000 square foot plant. Upon completion of renovation and installation of new production equipment, the company will add 112 new jobs. Company exports nearly all the OTC and pharma products manufactured on Long Island exemplifying a truly global manufacturer. | 40505              | 56            | 112          | 168          | \$ 44,300,000         | \$ 1,500,000          |
| <b>mindShift Technologies Inc.</b>  | mindShift Technologies, a data management company, will maintain and expand its Long Island operation by relocating to a 40-50,000 square foot building to increase its data storage capacity. Investments will be made in construction, renovation, machinery, and equipment, all existing jobs will be retained, and 30 new jobs will be created.                        | 41478              | 80            | 30           | 110          | \$ 20,843,000         | \$ 1,000,000          |
| <b>Air Stream Corp.</b>   | Air Stream, a food manufacturing company located in Oceanside, will invest \$12,200,000 to acquire a new facility and reconfigure existing space, adding 84 new jobs to an existing workforce of 210.  | 42338              | 210           | 84           | 294          | \$ 12,200,000         | \$ 1,000,000          |
| <b>Contract Pharmacal Corp.</b>   | Contract Pharmacal Corporation, one of the region's fastest growing pharma, OTC and vitamin manufacturers, will invest \$6,000,000 to add new production space and create 50 new jobs in its Hauppauge facility.   | 41906              | 925           | 50           | 975          | \$ 6,000,000          | \$ 1,000,000          |
| <b>Big Apple Sign Corp.</b>   | Big Apple Sign Corp., a manufacturer of visual displays, will maintain its 30,000 square foot building in Islandia and expand it by 15,000 square feet. Machinery and equipment will also be purchased and 15 new jobs will be created at both its Long Island facility and NYC office to increase productivity and product quality.                                       | 40411              | 95            | 15           | 110          | \$ 5,000,000          | \$ 875,000            |
| <b>BioRestorative Therapies</b>   | BioRestorative Therapies Inc., currently located in Florida, will relocate to Long Island and establish a headquarters and a research operation to develop and commercialize new cell biology therapies, creating 15 new bio-tech jobs.  | 42855              | 0             | 15           | 15           | \$ 4,000,000          | \$ 500,000            |
|  <b>Exergy LLC</b>                   | Exergy LLC, a leading global supplier of heat transfer solutions will invest \$520,000 to acquire new machinery and reconfigure existing space, adding 11 new jobs to an existing workforce of 29 in its Garden City facility.   | 42989              | 29            | 11           | 40           | \$ 3,665,000          | \$ 500,000            |
|  <b>Kitchen Table Bakers</b>         | Kitchen Table Bakers, Inc. will invest over \$1,000,000 to establish a new bakery operation on Long Island and create 61 new production jobs. Company currently uses co-packers and will bring all production to Long Island.  | 37384              | 5             | 61           | 66           | \$ 1,491,607          | \$ 500,000            |
| <b>Certerra Inc.</b>  | Certerra, a successful and highly promising spin off company from the Cold Spring Harbor Laboratory, will move to Farmingdale State College's Broad Hollow Bio Science Park and create 25 new jobs. Certerra helps pharma and bio tech companies improve the predictability of clinical trials.  | 42591              | 3             | 24           | 27           | \$ 9,000,000          | \$ 436,344            |
| <b>M3 Technology Expansion</b>  | M3 Technology, an Aerospace & Defense Solutions Company based in Bellport, will create 27 new jobs and invest \$4,580,000 to renovate its existing facility and acquire new x-ray and counterfeit detection machinery and equipment.   | 42993              | 40            | 27           | 67           | \$ 425,000            | \$ 240,373            |
| <b>Richner Communications Inc.</b>  | Richner Communications Inc., a commercial printer and publisher of weekly newspapers, will invest \$3,320,000 to renovate and add new equipment to its Mineola production plant, adding 15 new jobs to a workforce of 125.   | 15312              | 125           | 15           | 140          | \$ 3,320,000          | \$ 200,000            |
| <b>Nationwide Exhibitor Services Inc.</b>   | Nationwide Exhibitor Services Inc., a tradeshow exhibit manufacturer, will acquire and renovate a 35,000 square foot Hauppauge facility and create new jobs to augment their production capacity.  | 41895              | 15            | 10           | 25           | \$ 4,522,000          | \$ 150,000            |
| <b>EyeKing LLC</b>  | EyeKing LLC, a wholesale distributor of sunglasses and sports-related eyewear, will relocate to a larger location and add 12 new jobs in Suffolk County.   | 38947              | 70            | 12           | 82           | \$ 435,000            | \$ 100,000            |
| <b>Posimech Inc.</b>  | Posimech Inc., a supplier of screw machine parts, will invest in new equipment and machinery and add 10 new jobs in Medford.   | 40030              | 18            | 10           | 28           | \$ 680,825            | \$ 30,825             |
| <b>EXCELSIOR TOTALS</b>   |  | <b>15 projects</b> | <b>1,771</b>  | <b>726</b>   | <b>2,497</b> | <b>\$ 119,282,432</b> | <b>\$ 9,532,542</b>   |

## Global NY - Export Toolkit

| Organization   | Services  | Useful links  |
|--|---|---|
| <b>Empire State Development-International Division</b> | <p>The International Division of Empire State Development provides numerous services to assist businesses in developing their international operations, including:</p> <ul style="list-style-type: none"> <li>• Export consulting, counseling, and education.</li> <li>• Export Marketing Assistance Service to help firms find sales representation abroad.</li> <li>• Sector-specific trade shows and trade missions both domestic and abroad.</li> <li>• Additional resources provided by both public and private partners.</li> </ul> <p>(212) 803-2357</p>   | <a href="http://esd.ny.gov/International">http://esd.ny.gov/International</a>   |
| <b>U.S. Department of Commerce</b>                     | <p>The U.S. Department of Commerce has launched several initiatives to assist small businesses in expanding the size and scope of their operations:</p> <ul style="list-style-type: none"> <li>• The Long Island U.S. Export Assistance Center, an extension of the U.S. Foreign Commercial Service, is equipped with an extensive network of trade specialists located throughout the world devoted to assisting U.S. companies expand their international business presence.</li> <li>• The U.S. Commercial Service, a division of the U.S. Department of Commerce, is designed to link businesses around the world and streamline regulatory processes and fees across borders. It also provides individual and customized assistance in order to best serve the interests and end goals of each firm. <ul style="list-style-type: none"> <li>○ The International Sales and Marketing division of the U.S. Commercial Service is comprised of a vast domestic and global network of trade experts to help guide businesses and provide services such as <b>information and counseling, strategy and planning, market research and due diligence, advertising and promotional events, market entry and expansion, partnership creation, and advocacy and dispute resolution.</b></li> </ul> </li> </ul> <p>(516) 876-3418</p> | <a href="http://www.export.gov/">http://www.export.gov/</a><br><a href="http://export.gov/newyork/longisland/">http://export.gov/newyork/longisland/</a><br><a href="http://export.gov/salesandmarketing/index.asp">http://export.gov/salesandmarketing/index.asp</a><br><a href="http://export.gov/salesandmarketing/eg_main_018195.asp">http://export.gov/salesandmarketing/eg_main_018195.asp</a><br><a href="http://export.gov/trademissions/">http://export.gov/trademissions/</a> |

# APPENDIX A

|  |   |   |
|--|---|---|
| <p><b>US Small Business Administration</b></p> | <p>The U.S. Small Business Administration provides counseling, training and financing to support small business export opportunities, among other important resources:</p> <ul style="list-style-type: none"> <li>• <b>U.S. Export Assistance Centers</b> provide export assistance and counseling to small businesses.</li> <li>• <b>Export loan programs</b> designed to help develop or expand trade and export activities.</li> <li>• <b>Export Business Planner:</b> a free, customizable online tool for business owners who want to begin export operations.</li> <li>• <b>State Trade and Export Promotion (STEP),</b> a 3-year pilot trade and export initiative to make matching-fund grants for states to assist “eligible small business concerns,” enter and succeed in the international marketplace. Average awards amount between \$500,000 and \$600,000.</li> </ul> | <p><a href="http://www.sba.gov/category/navigation-structure/exporting-importing">http://www.sba.gov/category/navigation-structure/exporting-importing</a></p> <p><a href="http://www.sba.gov/exportbusinessplanner">http://www.sba.gov/exportbusinessplanner</a></p> <p><a href="http://www.sba.gov/content/state-trade-and-export-promotion-step-pilot-grant-initiative-cfda-59061-1">http://www.sba.gov/content/state-trade-and-export-promotion-step-pilot-grant-initiative-cfda-59061-1</a></p> <p><a href="http://www.sba.gov/tools/local-assistance/sbdc">http://www.sba.gov/tools/local-assistance/sbdc</a></p> |
|--|---|---|

## Global NY- Export Toolkit (continued)

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|--|---|--|
| <p><b>US Small Business Administration (cont.)</b></p> | <ul style="list-style-type: none"> <li>• <b>Small Business Development Centers (SBDCs)</b> provide assistance to small businesses and aspiring entrepreneurs throughout the United States and its territories, and are hosted by leading universities and state economic development agencies. Funded in part by the US Small Business Administration, SBDC services include: <b>business plan development, manufacturing assistance, financial packaging and lending assistance, export/import support, disaster assistance, procurement and contracting aid, market research help, 8(a) program support, and healthcare guidance.</b></li> </ul>  | <p><a href="http://business.usa.gov/export-portal?newyork/longisland/">http://business.usa.gov/export-portal?newyork/longisland/</a></p> |
| <p><b>SCORE Association</b></p>                        | <p>The SCORE Association provides business counseling, mentoring, and planning services, in addition to other invaluable resources to assist in the survival and growth of small businesses.</p>  | <p><a href="http://www.score.org/">http://www.score.org/</a></p>   |
| <p><b>Export-Import Bank of the US</b></p>             | <p>The mission of the Export-Import Bank is to assist in financing the export of U.S. goods and services to international markets. The organization enables U.S. companies to turn export opportunities into real sales that help to maintain and create U.S. jobs and contribute to a stronger national economy. It provides export financing products that fill gaps in trade financing, and assumes credit and country risks that the private sector does not. The Export-Import Bank also levels the playing field for U.S. exporters by matching the financing that other governments provide to their exporters. It provides <b>working capital guarantees (pre-export financing); export credit insurance; and loan guarantees and direct loans (buyer financing).</b> On average, more than 85% of transactions directly benefit U.S. small businesses.</p> | <p><a href="http://exim.gov/">http://exim.gov/</a></p>   |

# APPENDIX A

|  |  |  |
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| <p><b>Bi-National Industrial R&amp;D (BIRD) Foundation</b></p> | <p>A joint venture formed by the governments of the United States and Israel in 1977, the BIRD Foundation exists to forge partnerships between American and Israeli businesses and research institutions.</p> <ul style="list-style-type: none"> <li>• <b>3 rounds</b> of applications annually (2 general and 1 energy-specific), with <b>10-14 applications accepted per round</b>.</li> <li>• Conditional grants with <b>maximum funding of \$1 million, and up to 50% of total project budget</b>.</li> <li>• Each grant is given with the expectation that <b>an amount up to 150% of the funding will be repaid</b> to the BIRD Foundation, depending on the level of success of each partnership. Rates of repayment average around 5% of sales revenue annually.</li> <li>• Partnerships generally pertain to innovation projects in the areas of life science, clean tech, cyber security, and mobile/digital media.</li> </ul> | <p><a href="http://www.birdf.com/">http://www.birdf.com/</a></p> |
|--|--|--|

## **Global NY- Export Toolkit (continued)**

### *Consulates General of the Top 10 US Export Partners*

**1. Canada**

1251 Ave. of the Americas  
New York, NY 10020  
Phone: 212-596-1783

**2. Mexico**

27 E 39th St.  
New York, NY 10016  
Phone: 212-217-6400

**3. China**

520 12th Ave.  
New York, NY 10036  
Phone: 212-244-9392

**4. Japan**

299 Park Ave., 19<sup>th</sup> Floor  
New York, NY 10171  
Phone: 212-371-8222

**5. Germany**

871 United Nations Plaza  
New York, NY 10017  
Phone: 212-610-9700

**6. United Kingdom**

845 Third Ave.  
New York NY 10022  
Phone: 212-745-0200

**7. Brazil**

220 E 42nd St.  
New York, NY 10017  
Phone: 917-777-7637

**8. Netherlands**

666 Third Ave., 19<sup>th</sup> Floor  
New York, NY 10017  
Phone: 877-388-2443

**9. Hong Kong**

(See China)

**10. South Korea**

460 Park Ave.  
New York, NY 10022  
Phone: 212-207-8364

# APPENDIX B

## Unemployment Rates For Nassau / Suffolk June 2012-May 2014

| County  | Census Tract | 24-month average |
|---------|--------------|------------------|
| Nassau  | 302600       | 12.0             |
| Nassau  | 303000       | 8.5              |
| Nassau  | 304001       | 10.0             |
| Nassau  | 304002       | 13.5             |
| Nassau  | 304201       | 9.2              |
| Nassau  | 304202       | 9.1              |
| Nassau  | 404800       | 9.1              |
| Nassau  | 404901       | 10.7             |
| Nassau  | 404902       | 10.4             |
| Nassau  | 405000       | 9.1              |
| Nassau  | 405100       | 9.3              |
| Nassau  | 405200       | 11.9             |
| Nassau  | 406001       | 10.5             |
| Nassau  | 406202       | 12.8             |
| Nassau  | 406700       | 14.6             |
| Nassau  | 406900       | 9.1              |
| Nassau  | 407000       | 11.7             |
| Nassau  | 407101       | 8.4              |
| Nassau  | 407401       | 11.3             |
| Nassau  | 407501       | 8.4              |
| Nassau  | 407502       | 9.9              |
| Nassau  | 408600       | 10.3             |
| Nassau  | 409300       | 9.3              |
| Nassau  | 409800       | 10.4             |
| Nassau  | 409900       | 8.9              |
| Nassau  | 410400       | 9.0              |
| Nassau  | 411100       | 16.7             |
| Nassau  | 413200       | 9.4              |
| Nassau  | 413300       | 8.4              |
| Nassau  | 413600       | 11.6             |
| Nassau  | 413900       | 10.2             |
| Nassau  | 414001       | 14.5             |
| Nassau  | 414002       | 9.4              |
| Nassau  | 414100       | 8.8              |
| Nassau  | 414201       | 12.3             |
| Nassau  | 414202       | 9.4              |
| Nassau  | 414302       | 8.6              |
| Nassau  | 416201       | 10.3             |
| Nassau  | 416500       | 9.2              |
| Nassau  | 416702       | 8.8              |
| Nassau  | 517200       | 11.9             |
| Nassau  | 519000       | 9.4              |
| Nassau  | 519704       | 10.3             |
| Nassau  | 520401       | 9.4              |
| Nassau  | 520501       | 9.2              |
| Nassau  | 520700       | 9.4              |
| Nassau  | 520800       | 9.8              |
| Nassau  | 520900       | 8.6              |
| Nassau  | 521301       | 13.9             |
| Nassau  | 522000       | 8.7              |
| Suffolk | 110901       | 8.4              |
| Suffolk | 110902       | 8.9              |
| Suffolk | 111002       | 10.1             |

# APPENDIX B

## Unemployment Rates For Nassau / Suffolk June 2012-May 2014

| County  | Census Tract | 24-month average |
|---------|--------------|------------------|
| Suffolk | 111202       | 9.3              |
| Suffolk | 111503       | 12.7             |
| Suffolk | 111803       | 9.1              |
| Suffolk | 122405       | 8.5              |
| Suffolk | 122406       | 12.8             |
| Suffolk | 122501       | 16.6             |
| Suffolk | 122502       | 16.9             |
| Suffolk | 122802       | 14.6             |
| Suffolk | 123201       | 19.9             |
| Suffolk | 123202       | 10.8             |
| Suffolk | 123301       | 10.0             |
| Suffolk | 123302       | 19.9             |
| Suffolk | 123701       | 11.6             |
| Suffolk | 124001       | 10.4             |
| Suffolk | 124102       | 10.8             |
| Suffolk | 124300       | 8.6              |
| Suffolk | 124401       | 8.6              |
| Suffolk | 134903       | 11.3             |
| Suffolk | 135205       | 8.5              |
| Suffolk | 135401       | 10.2             |
| Suffolk | 145601       | 13.7             |
| Suffolk | 145602       | 9.7              |
| Suffolk | 145603       | 14.5             |
| Suffolk | 145604       | 9.2              |
| Suffolk | 145605       | 10.6             |
| Suffolk | 145702       | 13.1             |
| Suffolk | 145704       | 8.6              |
| Suffolk | 145805       | 9.2              |
| Suffolk | 146001       | 11.8             |
| Suffolk | 146002       | 10.6             |
| Suffolk | 146003       | 10.6             |
| Suffolk | 146101       | 10.6             |
| Suffolk | 146102       | 9.4              |
| Suffolk | 146203       | 11.8             |
| Suffolk | 146204       | 9.0              |
| Suffolk | 146404       | 16.5             |
| Suffolk | 146706       | 9.1              |
| Suffolk | 147100       | 11.1             |
| Suffolk | 147502       | 9.6              |
| Suffolk | 158103       | 8.7              |
| Suffolk | 158115       | 9.6              |
| Suffolk | 158116       | 10.3             |
| Suffolk | 158202       | 8.5              |
| Suffolk | 158508       | 11.8             |
| Suffolk | 158705       | 8.9              |
| Suffolk | 158900       | 10.0             |
| Suffolk | 159103       | 18.6             |
| Suffolk | 159404       | 13.4             |
| Suffolk | 159406       | 10.6             |
| Suffolk | 159407       | 11.8             |
| Suffolk | 159408       | 9.3              |
| Suffolk | 159504       | 10.5             |
| Suffolk | 159508       | 13.8             |
| Suffolk | 169800       | 13.0             |
| Suffolk | 170101       | 16.6             |
| Suffolk | 190401       | 11.5             |
| Suffolk | 190403       | 12.2             |
| Suffolk | 201004       | 19.7             |
| US      |              | 7.4              |

# APPENDIX C

## Work Group Members and State Staff

### Comprehensive Economic Development Strategy

**Co-chair:** Kevin Law, *Long Island Association*

**Co-chair:** Cara Longworth, *Long Island Regional Planning Council*

**Staff Liaison:** Andrea Lohneiss, *Empire State Development*

David Calone, *Jove Partners*

Robert Catell, *Stony Brook University*

Resi Cooper, *Cooper Hill LLC*

Gemma DeLeon, *Retail Wholesale & Department Store Union*

Stacey Epifane-Sikes, *Accelerate Long Island*

Marty Glennon, *Archer, Byington, Glennon & Levine, LLP*

Mark Grossman, *New York State Recovery Management Team*

Richard Guardino, *Hofstra University*

Sol Marie Jones, *Long Island Community Foundation*

Joseph Kearney, *Nassau County Industrial Development Agency*

William Mannix, *Town of Islip Industrial Development Agency*

Joanne Minieri, *Suffolk County Economic Development and Workforce Housing*

Jim Morgo, *Morgo Private Public Strategies, Inc*

Theresa Sanders, *Urban League of Long Island, Inc.*

### Community Reconstruction Program

**Co-chair:** Resi Cooper, *Cooper Hill, LLC*

**Co-chair:** Jim Morgo, *Morgo Private Public Strategies, Inc*

**Staff Liaison:** Brian Scripture, *Empire State Development*

Noreen Carro, *LMN Printing*

John Durso, *Long Island Federation of Labor*

Peter Elkowitz, *Long Island Housing Partnership*

Marianne Garvin, *Community Development Corporation of Long Island*

Kevin Law, *Long Island Association*

Lawrence C. Levy, *Hofstra University*

Vanessa Lockel, *Suffolk Region CRP Lead*

Andrea Lohneiss, *Empire State Development*

Cara Longworth, *Long Island Regional Planning Council*

Kevin McDonald, *The Nature Conservancy*

Laura Munafo, *Nassau Region CRP Lead*

Belinda Pagdanganan, *National Grid*

Stuart Rabinowitz, *Hofstra University*

Theresa Regnante, *United Way of Long Island*

John Rizzo, *Long Island Association*

Richard Rotanz, *Homeland Security Solutions*

A \* denotes a participating member of the Cleaner Greener team.

# APPENDIX C

## Work Group Members and State Staff

William Wahlig, *Long Island Forum for Technology*  
*LI CRA community representatives*  
*Federal Recovery Support team representatives*  
*CRP Planning firms*

### Global NY Work Group

**Co-Chair:** John Costanzo, *Purolator International*  
**Co-Chair:** James D'Addario, *D'Addario and Company, Inc.*  
**Co-Chair:** Bob Isaksen, *Bank of America*  
**Staff Liaison:** Brian Teubner, *Empire State Development*  
Terri Alessi-Miceli, *Hauppauge Industrial Association*  
Giovanni Capella, *Fungilab*  
Ellen Cea, *Rechler Equity*  
Savio Chan, *U.S. China Partners*  
Tom Collins, *Motorola*  
Toni Corsini, *Office of International Trade U.S. Small Business Administration*  
Bob Curtis, *Long Island Forum for Technology*  
Sven Doerge, *Festo Corporation*  
Lutricia (Pat) Edwards, *Citi Community Development – Long Island*  
Shakir Farsakh, *U.S. Commerce Export Assistance*  
Brad Hemingway, *Islip Foreign Trade Zone*  
Rupert Hopkins, *XSB, Inc.*  
Harvey Kamil, *NBTY, Inc.*  
Kevin Law, *Long Island Association*  
Mark Lesko, *Accelerate Long Island*  
Andrea Lohneiss, *Empire State Development*  
John Mallano, *Office of International Trade U.S. Small Business Administration*  
Amy Newman, *Canon USA*  
Walter Oden, *Small Business Administration*  
Stuart Rabinowitz, *Hofstra University*  
Mitchell Rechler, *Rechler Equity*  
John Rizzo, *Long Island Association*  
Paul Rose, *Henry Schein*  
Susan Sadocha, *U.S. Commerce Export Assistance Center*  
Stephen Savage  
Marvin Schechter, *Empire State Development International*  
Theresa Sciarrone, *Hauppauge Industrial Association*  
Tom Sheridan, *Royal Products*  
Larry Siebert, *Chembio Diagnostics*

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# APPENDIX C

## Work Group Members and State Staff

Lorraine Spear, *Chase Bank*  
Patti Stoff, *Long Island Import Export*  
William Wahlig, *Long Island Forum for Technology*  
Ann Wysocki, *Atlantic Ultraviolet Corporation*  
Bob Zounek, *Long Island Forum for Technology*

### Infrastructure Work Group

**Co-Chair:** Jim Morgo, *Morgo Private Public Strategies, Inc*  
**Co-Chair:** Desmond Ryan, *Association for a Better Long Island*  
**Staff Liaison:** Brian Scripture, *Empire State Development*  
Mia Amorosa, *City of Long Beach*  
Patricia Bourne, *City of Long Beach*  
Fredrick Braun, *Town of Brookhaven Industrial Development Agency*  
Dwight Brown, *New York State Environmental Facilities Corporation*  
Camille Byrne, *Glen Cove CDA*  
Joseph Calderone, *Long Island Railroad*  
John Cameron, *Cameron Engineering*  
James Castellane, *Building Trades Council of Nassau and Suffolk Counties*  
Monica Cavounis, *Local 338*  
Joan Cergol, *Huntington Community Development Agency*  
Roger Clayman, *Long Island Federation of Labor*  
Margaret Conklin, *New York State Department of Transportation*  
Hon. Thomas Croci, *Town of Islip*  
William Duffy, *Operating Engineers, Local 138*  
John Durso, *Long Island Federation of Labor*  
Lutricia (Pat) Edwards, *Citi Community Development – Long Island*  
Jaime Ethier, *New York State Department of State*  
Peter Elkowitz, *Long Island Housing Partnership*  
Theresa Elkowitz, *Vanasse Hangen Brustlin, Inc.*  
Stacey Epifane-Sikes, *Accelerate Long Island*  
Mark Epstein, *Long Island Railroad Commuters Council*  
Brian Ferruggiari, *AVR Realty Company*  
Elisabeth Fiteni, *Community Development Corporation of Long Island \**  
Robert Fonti, *Long Island Business Council*  
Thomas J. Garry, *Harris Beach, PLLC*  
Marianne Garvin, *Community Development Corporation of Long Island*  
Kevin Gershowitz, *Gershow Recycling Corporation*  
Marty Glennon, *Archer, Byington, Glennon & Levin, LLP*  
Mark Grossman, *New York State Recovery Management Team*  
Michael Harrison, *Workforce Development Institute*

A \* denotes a participating member of the Cleaner Greener team.

# APPENDIX C

## Work Group Members and State Staff

Marc Herbst, *Long Island Contractor's Association*  
Thomas Kelly, *Commercial Development Director Suffolk County*  
Christina Kempner, *Town of Riverhead Community Development Agency*  
Christopher E. Kent, *Farrell Fritz, P.C.*  
Jonathan Keyes, *Town of Babylon*  
Kirk Kordeleski, *Bethpage Federal Credit Union*  
Michelle LaTorre *Bethpage Federal Credit Union*  
Brian Lee, *Newmark Knight Frank*  
Howard Mann, *New York State Department of Transportation*  
William Mannix, *Town of Islip Industrial Development Agency*  
Hon. Jack Martins, *New York State Senate*  
Linda Mathews, *Long Island Housing Partnership*  
William McShane, *Sheltair Aviation*  
Joanne Minieri, *Suffolk County Department of Economic Development and Planning*  
Glenn Murrell, *New York State Department of Transportation*  
Jack O'Connor, *Newmark Knight Frank*  
Raymond Pagano, *Oceanside Civic Association*  
Belinda Pagdanganan, *National Grid*  
Mitchell Pally, *Long Island Builder's Institute/Metropolitan Transportation Authority*  
Barbara Peebles, *City of Glen Cove*  
Dan Perkins, *Long Island Contractor's Association*  
Hon. Paul V. Pontieri, *Village of Patchogue*  
Karen Pope, *Town of Islip*  
Michael F. Puntillo, *Jobco Realty and Construction, Inc.*  
Gregg Rechler, *Rechler Equity Partners*  
Jennifer Rimmer, *AECOM*  
Jack Schnirman, *City of Long Beach*  
Roy Smitheimer, *Town of North Hempstead Business & Tourism Development Corp.*  
Robert Stricoff, *Town of Babylon Industrial Development Agency*  
Michael N. Vittorio, *First National Bank of Long Island*  
Gregory Watson, *New York State Homes and Community Renewal*  
Rick Wertheim, *United Way of Long Island*  
Judy White, *CJ2 Communication Strategies*

A \* denotes a participating member of the Cleaner Greener team.

# APPENDIX C

## Work Group Members and State Staff

### Innovation and Industry Clusters Work Group

**Co-chair:** Dr. Samuel Stanley, *Stony Brook University*

**Co-chair:** Steve Savage

**Staff Liaison:** Barry Greenspan, *Empire State Development*

Hon. Edward Ambrosino, *Hempstead Industrial Development Agency*

Linda Bianculli, *Town of Oyster Bay*

David Calone, *Jove Partners*

Robert Catell, *Stony Brook University*

Resi Cooper, *Cooper Hill, LLC*

James D'Addario, *D'Addario and Company, Inc.*

Kevin Dahill, *Nassau-Suffolk Hospital Council*

Tracey Edwards, *Verizon Communications*

Elisabeth Fiteni, *Community Development Corporation of Long Island \**

Doon Gibbs Ph.D., *Brookhaven National Laboratory*

Peter Goldsmith, *LISTnet*

Rupert Hopkins, *XSB, Inc.*

Mark Lesko, *Accelerate Long Island*

James McCaffrey, *Town of Oyster Bay Department of Economic Development*

Richard Murphy, *South Nassau Communities Hospital*

Barbara Peebles, *City of Glen Cove*

Gordian Raacke, *Renewable Energy Long Island*

Stuart Rabinowitz, *Hofstra University*

Dr. Ann-Marie Scheidt, *State University of New York at Stony Brook*

Dr. Yacov Shamash, *Stony Brook University*

Anne D. Shybunko-Moore, *GSE Dynamics*

Charles Strain, *Farrell Fritz, LLC*

Kevin Tracey, *Feinstein Institute*

William Wahlig, *Long Island Forum for Technology*

Lawrence Waldman, *Eisner Amper LLP*

A \* denotes a participating member of the Cleaner Greener team.

# APPENDIX C

## Work Group Members And State Staff

### Natural Assets Work Group

**Co-chair:** Belinda Pagdanganan, *National Grid*

**Co-chair:** Carrie Meek-Gallagher, *Suffolk County Water Authority*

**Staff Liaison:** Aida Reyes-Kuehn, *Empire State Development*

Steven Bate, *Long Island Wine Council*

Bonnie Brady, *Long Island Fishing Association*

Robert Brinkmann, *Hofstra University*

Dwight Brown, *New York State Environmental Facilities Corporation*

Rob Carpenter, *Long Island Farm Bureau*

Traci Christian, *New York State Office of Parks, Recreation and Historic Preservation*

Melissa Connolly, *Hofstra University*

Sarah Derevanik, *Assistant to the Executive Director, Cornell Cooperative Extension Association of Suffolk County*

Amy Engel, *Executive Director Sustainable LI*

Jaime Ethier, *New York State Department of State*

Elisabeth Fiteni, *Community Development Corporation of Long Island \**

Christopher Frost, *St. Joseph's College*

Joseph M. Gergela, *Long Island Farm Bureau*

John Halsey, *Peconic Land Trust*

Wayne Horsley, *New York State Office of Parks, Recreation and Historic Preservation*

Kevin McDonald, *The Nature Conservancy*

Vito Minei, *Cornell Cooperative Extension, Suffolk County*

John Pavacic, *Central Pine Barrens Joint Planning and Policy Commission*

Tim Pezzolesi, *New York State Department of Agriculture*

Paulette Satur, *Satur Farms*

Peter Scully, *New York State Department of Environmental Conservation*

Christopher Squeri, *New York Marine Trades Association*

Ed Thompson, *Molloy College*

Fernando Tirado, *Sustainable Long Island*

Francis Zappone, *Town of Southampton*

Julie Zaykowski, *Peconic Land Trust*

### Opportunity Agenda Work Group

**Co-chair:** Lutricia (Pat) Edwards, *Citi Community Development – Long Island*

**Co-chair:** Vanessa Pugh, *Suffolk County Department of Economic Development and Planning*

**Staff Liaisons:** Andrea Lohneiss and Denise Zani, *Empire State Development*

George Aridas, *Albanese Organization*

David Ashton, *New York State Department of State*

Thomas Cahill, *Citibank N.A.*

A \* denotes a participating member of the Cleaner Greener team.

# APPENDIX C

## Work Group Members and State Staff

Dr. Dana Carasig, *Adelante of Suffolk County, Inc.*  
Sammy Chu, *Suffolk County Department of Labor*  
Roger Clayman, *Long Island Federation of Labor*  
Sondra Cochran, *Wyandanch Community Development Corporation*  
Katherine Daniels, *Suffolk County Department of Labor, Licensing, and Consumer Affairs*  
Cheryl Davidson, *North Shore – LIJ Health System*  
Detective Lieutenant Robert Donohue, *Suffolk County Police Community Response Bureau*  
Elena Dundon, *Local 338 RWDSU/UFCW*  
Darlene Dungee-Wilkerson, *Wyandanch Homes and Property Development Corporation*  
Jo Anne Durovich, *St. Joseph's College*  
Tracey Edwards, *Verizon Communications*  
Peter Elkowitz, *Long Island Housing Partnership*  
Nancy Engelhardt, *Energeia*  
Reverend Connie England, *Wyandanch Family Life Center*  
Elisabeth Fiteni, *Community Development Corporation of Long Island \**  
Craig Fligstein, *United Way of Long Island*  
Denise Gibbs, *Wyandanch School District*  
Daphne Gordon, *Suffolk Community College Entrepreneurial Assistance Center*  
DuWayne Gregory, *Suffolk County Legislator*  
Michael Harrison, *Workforce Development Institute*  
Tracie Holmberg, *New York State Department of Labor*  
Michelle Isabelle – Stark, *Suffolk County Office of Films and Cultural Affairs*  
Kimberly Jean-Pierre, *Wyandanch Community Resource Center*  
Harvey Kamil, *NBTY, Inc.*  
Jonathan Keyes, *Town of Babylon*  
Lawrence C. Levy, *Hofstra University*  
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