



# Central New York Regional Economic Development Council

## MEETING SUMMARY

### **Introductory Information:**

Date and Time Meeting Commenced: 1:36pm - **March 7, 2017**

Location: SUNY Oswego Metro Center, 2 Clinton Square, Syracuse, NY 13202

Council Members Present: T. Baird, J. Currier, K. Hicks, M. Johnson, D. Laraque-Arena, N. Murphy, R. Paniagua, T. Penix, K. Ruscitto, R. Simpson, M. Szidat, A. Taliercio, M. Treadwell, G. VanGorder, T. Verrier, R. Wolken, J. Becker, K. Batman, S. Miner.

Council Members Substitutes: S. Kulick, J. McBride, C. Slocum

State Agency/Local Government/ESD Staff: P. Baxter, D. Brittain, T. Deuel, J. Cerio, A. Fish, B. Fisher, I. Harris, N. Spillane, B. Sio, J. Fayle, J. Chiesa, M. Mills

Special Guests: Howard Zemsky, President & CEO, Empire State Development; Rick Clonan, VP Innovation & Entrepreneurship

Time Adjourned: 3.26pm

### **Welcome and Remarks:**

#### Call to Order:

Preamble requesting disclosure of any conflicts of interest read.

Conflicts noted: (Please List)

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Recusals noted: (Please List)

Rob Simpson recused himself from Genius NY discussion, comments or any decisions made having to do with GeniusNY. Andrew Fish and Ben Sio also left room during discussion.

No conflicts noted.

The record of recusals was noted and acknowledged at the meeting.



## Central New York Regional Economic Development Council

### **Reports/Discussions/Motions:**

Howard Zemsky opened the meeting. Welcomed everyone and thanked the Council and teams working with the Council for all their efforts and hard work.

Minutes from January 19, 2017 meeting were approved and accepted as presented. Motion made by Neil Murphy, seconded by Tim Penix, vote was unanimous to accept.

### **GeniusNY**—Rick Clonan, VP, Innovation & Entrepreneurship, The Tech Garden

Rick Clonan gave a powerpoint presentation providing the history of Genius NY. Key features are: in-residence business competition accelerator for one year. An industry specific focus on unmanned systems, cross-connected platforms, related lot aligned to the URI; two-phases: phase I-two month competitive; building business case, prepare for pitch; phase II - 10 month non-competitive; connect to resources; immerse competitors in CNY; 6% equity exchange with all participants; incentives to build in CNY. Six teams will deliver their pitch on March 15 for \$2.75M award. An overview of the 6 teams was included in the presentation and is attached.

### **Priority Investments**

Substantial discussion on this topic with regard to where focus should be to entice applications consistent with strategic plan. Also will help Scoring Review Committee as they start to develop a new system for scoring Round 7 CFA's. Some areas to consider are applications that focus on:

- Creating a career path for middle skill jobs by using the talent still there to train talent to fill the job of retirees
- attracting/retaining our own talent
- developing apprenticeships, internships, mentoring as means to build skills, train/educate employees as part of their project
- leveraging capital projects into non-capital projects
- focusing on youth employment and developing a career path
- capacity building not just projects
- developing a project in a distressed census track
- identifying projects that are ready to start within 12 months and have an economic benefit to the region
- facilitating projects with training agencies/partnerships

All these items should be taken into consideration by Scoring Review Committee when developing new criteria for scoring CFA's.



## Central New York Regional Economic Development Council

### **Scoring Criteria Suggestions**

Scoring Review Committee to review the 2011 Scoring Criteria as well as the State scoring guidelines in an effort to revamp the way CFA's are scored. Committee wanted to develop a checklist, however Regional Council preferred the Committee to come up with a point system to score projects. The new scoring would help to better align the focus area of projects for the smaller pot of money. Committee to have new scoring prior to April 20, 2017 meeting.

Some of the focus area would be:

- Distressed census tracts – connecting employers to training employees
- Manufacturing jobs – 30 and 40 yr. olds no career ladder within companies
- Youth – underemployed create the career pathway.

Dr. Danielle Laraque-Arena suggested putting the new system to test with a subset of existing projects as a means of validating the new system.

### **Outreach and Technical Assistance**

Andrew Fish gave presentation with regard to outreach, technical assistance and public participation. Recently, 6 forums were held to educate the public with regard to “intent to propose” form on CNY REDC website. This form has been revamped and forums were held to assist people in letting them know what the important factors were in an effort to increase the quantity and quality of projects. Over 350 participants attended these 6 events alone which is more participants than last year at this time. Ten “intent to propose” forms have already been received. There was good diversity at all forums. Individuals were given a list of the Technical Outreach Team and also the Council website as sources for additional information. Council suggested continued outreach over the month.

### **Project Status**

Jim Fayle gave summary and update of all projects, including specialized reports on IP status of Round 6 CFA's, Summary of all rounds of projects including color status with list of individual projects by color status, URI project status, and Year 1 Strategic Investments and their status.

Meeting adjourned by Howard Zemsky at 3:25pm at which time Council Members went to Executive Session.



## GENIUS NY

GENIUS NY is a business competition with a focus on businesses that leverage spawning technologies in Unmanned Systems and Unmanned Cross-connected Platforms. The program takes place at CenterState CEO's The Tech Garden (TTG); a regional business incubator located in downtown Syracuse, New York. The Genius NY program aims to create a world-class acceleration experience for high quality business startups in focused industries, while encouraging the establishment and growth of these businesses in Central New York. The 2017 cohort consists of the following teams:

**AutoModality** is dedicated to creating autonomous mobile systems that sense, explore, and analyze the world around us. They are developing a solution for automated close-up inspection using modified off-the-shelf drones with an advanced flight stack and additional sensors along with a Cloud-based system for data presentation and analytics. They are currently focused on inspection of Agriculture and Infrastructure assets, however our technology could be used in a broad range of other markets.

**Ascent AeroSystems** designs, manufactures, sells and supports small unmanned aerial vehicles (small UAVs, or "sUAVs"), commonly known as "drones" for personal, professional, commercial, government and military customers. The Company has designed a unique vehicle configuration that is superior to typical multirotors.

**EZ3D's** uniquely automated process uses drones to photograph and measure buildings without climbing a ladder or waiting for a dated aerial report. Home inspections, repair estimates, claims adjusting, and real estate photography can be done on-demand in a fraction of the time and cost, replacing traditional methods for a \$1B+ market.

**Akrobotix** develops RObust and Stable Autonomous Vision-Inertial Navigation System (ROSAVINS) is a cross-platform technology for onboard Guidance, Navigation and Control of autonomous unmanned vehicles in any unknown (indoor or outdoor) environment without external navigation aids like GPS or optical tracking systems. Akrobotix LLC is developing autopilot products for reliable and safe unmanned ground, aerial, and marine vehicles based on the proprietary ROSAVINS technology and guaranteed to be safe and reliable.

**SkyOp** is a Small Unmanned Aerial Systems Training Company. We deliver classes directly and through Workforce Development Partnerships currently at a growing list of 10 Community Colleges. The need for Drone training is exploding with FAA Part 107 requiring Commercial sUAS Remote Pilot Certification. We are an authorized FAA Knowledge Testing Center. We're expanding across the country to become leading provider of drone training Nationally.

**OmniMesh** - A Mesh Network is a self-forming network of devices that does not rely on a central network service provider. Our smartphones already have the ability to mesh together via apps like Firechat and WhatsApp; and Mesh routing protocols are already on the market. We propose to assemble mesh networks to improve information access and solve real-world problems. These networks will form the foundation for what will ultimately become a Global Mesh network.