



**Finger Lakes
Regional Economic
Development Council**

**United for
Success**



FINGER LAKES *FORWARD*

**FLREDC Public Meeting
Monroe Community College
February 1, 2017**

Finger Lakes Region



ANDREW M. CUOMO
GOVERNOR



**New York State has made
remarkable economic and social progress.**



**Not since the time of FDR and Robert Moses
has our government produced more...**



achieved more...



passed more meaningful legislation...



or built more for the people.

The background image shows a wide-angle view of a large, modern transit station. The ceiling is a complex, vaulted structure with a grid of steel beams and a translucent, ribbed glass or plastic covering. The floor is a light-colored, polished surface. In the foreground and middle ground, many people are walking in various directions. There are several escalators and stairs visible. Signs for "AMTRAK TICKETING", "LIRR TICKETING", and "LIRR INFORMATION" are visible on the walls. The overall atmosphere is one of a busy, modern public space.

We are building a new New York
with an unprecedented **\$100 billion** program...



New Penn Station-Farley Complex

STATE-OF-THE-ART TRAIN HUB



New Airport at LaGuardia

UNDER CONSTRUCTION



New JFK Int'l Airport

\$10 BILLION DEVELOPMENT PLAN



We are successfully
reversing Upstate's cycle of decline
with a new regional approach that is building
a new economy – and the progress is stunning...



**Here in the Finger Lakes Region, companies like
Genesee Brewery are creating jobs and opportunity.**



The State has awarded
the Finger Lakes Region
\$506 million in REDC funding...

The logo features the letters 'FLX' in a large, white, stylized font. The 'F' is a simple block letter. The 'L' is formed by a vertical bar and a horizontal bar that extends to the right, ending in a triangular arrowhead pointing right. The 'X' is formed by two 'L' shapes mirrored horizontally. Below the 'FLX' logo, the words 'FINGER LAKES FORWARD' are written in a smaller, white, sans-serif font. The background is a photograph of a city skyline with various buildings under a clear blue sky.

FLX
FINGER LAKES *FORWARD*

Plus

\$500 million in URI funding...

ROCHESTER TRAIN STATION \$13M



**Plus \$240 million to build the
I-390/490 Lyell Ave, I-390 Southern Corridor,
Inner Loop and the Rochester Train Station...**



Plus **\$40 million** to transform

Greater Rochester International Airport...



datto

Most recently, we invested **\$2.1 million** for Datto to expand its operations in Rochester's new Downtown Innovation Zone, creating up to **200 new high-tech jobs...**



Center for URBAN
ENTREPRENEURSHIP

And **\$2.6 million** to relocate the **RIT Center for Urban Entrepreneurship** to Downtown Rochester to provide greater small business support across the region...



Totaling a State investment of
more than \$1.3 billion
In the Finger Lakes Region.

WXXI NEWS

Go Public.

Rochester's millennial growth outpaces other Upstate cities and country overall

By BETH ADAMS

JAN 16, 2017

8.8%

INCREASE IN POPULATION
OF
20-34 YEAR OLDS
SINCE 2010

Today millennials
are staying, returning or coming to Rochester
at one of the fastest rates in the nation.



TOURISM

\$150 million State investment in tourism since 2011

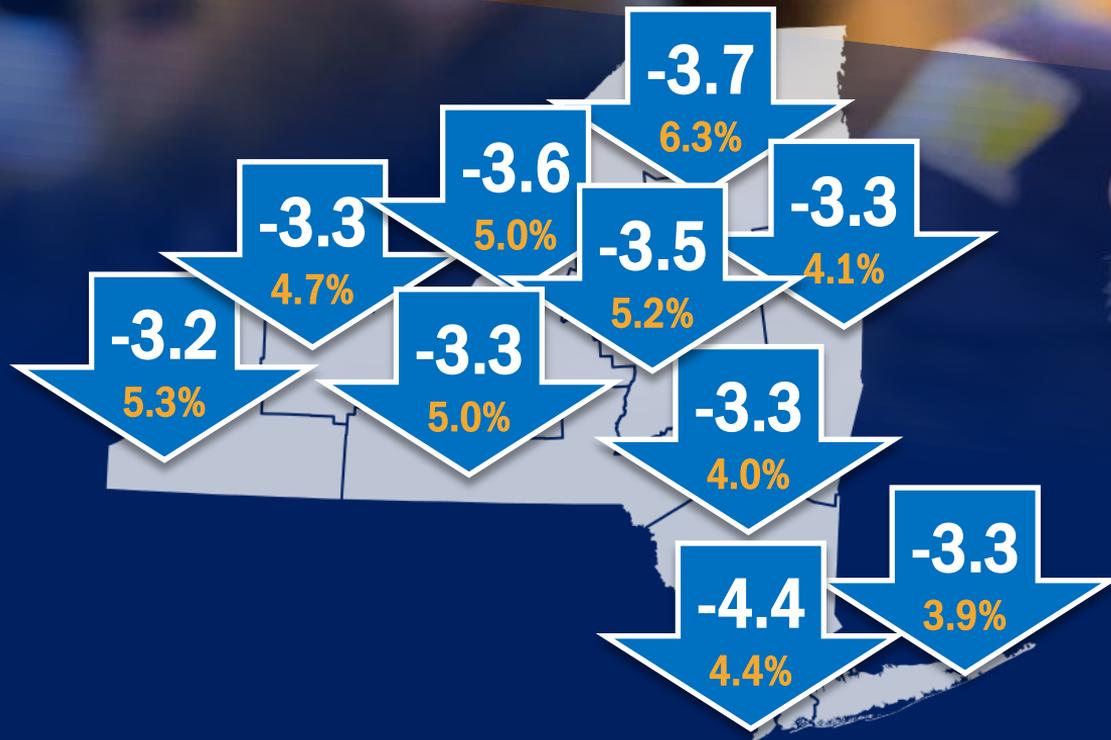
- Since then, direct visitor spending has increased by \$9 billion from \$54 billion to \$63 billion
- Visitors up 15.3% from 202.9 million to 234 million

And the State's

record investment in tourism is paying dividends.



**Our statewide unemployment is down from
8.4 percent 6 years ago to 4.9 percent today.**



And the good news is that our economic success is shared all across the state...

**Today New York State has the highest number
of jobs in history:**

7.9 MILLION

PRIVATE SECTOR JOBS

22,700

NEW JOBS

in the Finger Lakes Region since 2010



What makes our economic progress
even sweeter is that it is matched by
unprecedented social progress.

ANDREW M. CUOMO



New York State Governor

Marriage equality...



Paid family leave...

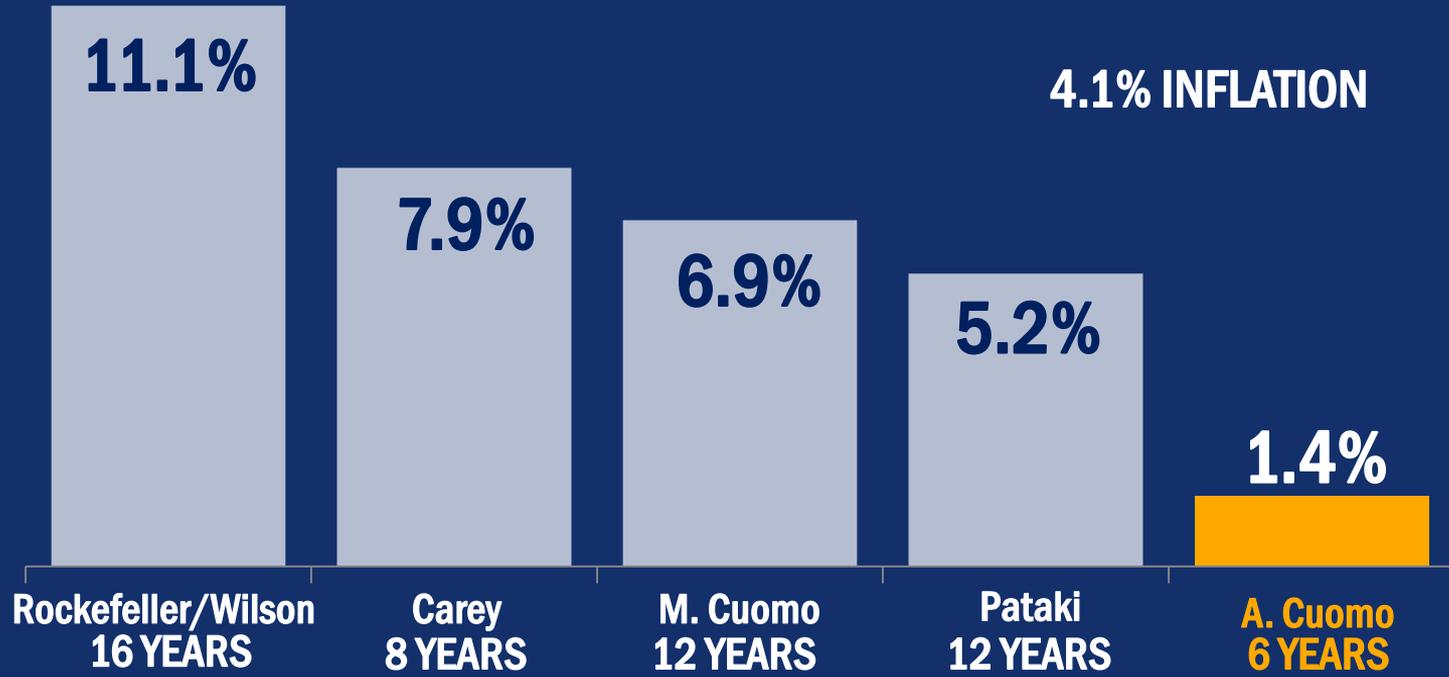


And minimum wage.



We made dramatic progress

because we took dramatic action.



Since 2011, we have limited spending increases to under 2% a year – the lowest since they’ve kept budget numbers.



Everyone in New York pays a lower income tax rate today than they did the day Governor Cuomo took office



Lowest middle class tax rates since 1947



Lowest manufacturers tax rate since 1917



Lowest corporate tax rate since 1968

Tax rates are down for every New Yorker.



MOODY'S

Aa1

best
since 1964

FITCH

AA+

best Fitch
rating in
State's
history

S&P

AA+

best
since 1972

And New York State's

credit ratings are up across the board.



In this progress,
we recognize there is more to do - particularly to
lift up our middle class and working class
who feel left out of our economic recovery.



NEW YORK CITY



**At the same time,
there is a recent and powerful belief that America's
diversity, openness and acceptance is in conflict with
the success of America's middle class working families.**

TWO PATHS FORWARD

JOB 1:

**Advance the
Middle Class**



TWO PATHS FORWARD

JOB 1:

**Advance the
Middle Class**

JOB 2:

**Protect
Progressive
Values**

JOB 1

Middle Class Recovery Act



Middle Class Recovery Act

1. Jobs & Infrastructure
2. Access to Education
3. Lower Taxes



Middle Class Recovery Act

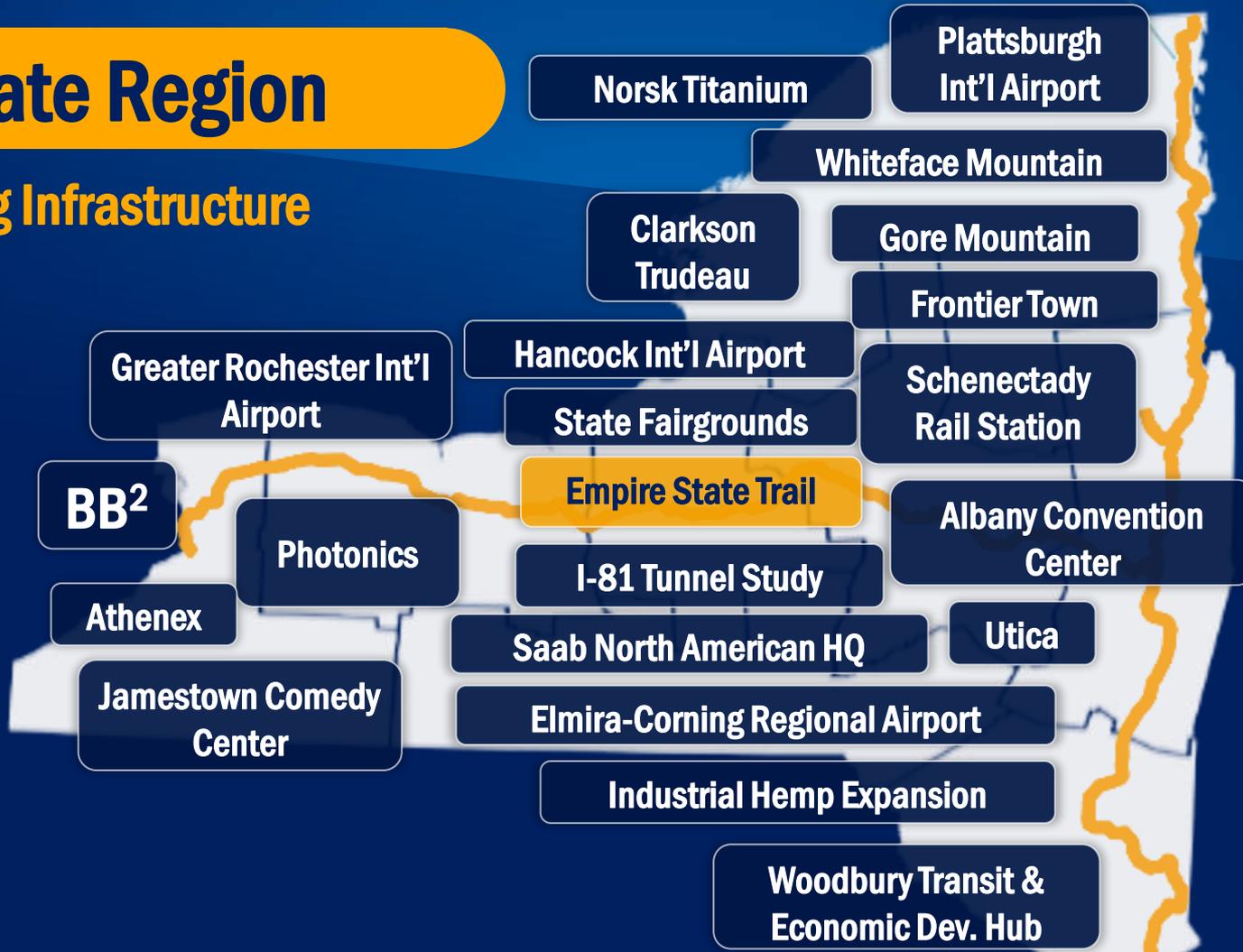
Jobs & Infrastructure



**We are undertaking most
comprehensive redevelopment of
New York State facilities and infrastructure
in modern history.**

Upstate Region

Building Infrastructure





As part of our **\$100 billion** statewide investment in infrastructure, we are paving more than 10,200 miles of roads and repairing 2,650 bridges across New York State.

THE STATE HAS ALLOCATED
\$593 MILLION FOR ROADS & BRIDGES
IN THE FINGER LAKES REGION



\$593M

- Funding over the next 5 years from the State's DOT Capital Plan
- \$389 million for Monroe County
- \$26 million for the City of Rochester



**Today manufacturing jobs account for
5% of all jobs in New York State, and close to
\$70 billion in goods are manufactured here each year.**



**New York State has a
responsibility to support our people and our jobs...**

Governor Cuomo is proposing the Buy American Act

- Expands the Buy American provisions to all procurement over \$100,000, protecting and expanding our state's manufacturing and construction sectors.





The New York Buy American Act will have

the nation's strongest

mandated preference for American products.



And to get us started:

The new Tappan Zee Bridge is 100% American-made, including all of the steel used in its construction. It will be ready on time and on budget in 2018.



To

grow more jobs...



We are embracing the innovation economy –
and ridesharing is part of it.



Right now it is
only legal in New York City...

UNFAIR



Ridesharing creates jobs, saves lives and produces alternatives.

GOVERNOR CUOMO IS PROPOSING TO
PASS RIDESHARING
ACROSS NEW YORK STATE





We are proposing the **Empire State Trail** – a **750 mile** finished pathway that travels through our parks, valleys and along our waterways...



NEW YORK
Empire State
Trail

ERIE CANALWAY
Buffalo to Albany

**HUDSON RIVER
VALLEY GREENWAY**
Tip of Manhattan to Lake George

And we will connect it
to:

**STATE BIKE
ROUTE 9**
Lake George to
Canadian border

We propose **\$53 million**
for Phase I of the Empire State Trail.



We propose investing **\$2 billion** for the Clean Water Infrastructure Act.

- Local water systems/filtration
- Protecting water sources
- Testing

Reigning in the Cost of Prescription Drugs

- **Cap the price of prescription drugs that are sold to the State's Medicaid program by a State review board.**
- **In the private marketplace, impose a surcharge on any amount in excess of the set price.**
- **The surcharge amount is returned to health insurance plans to reduce the cost of insurance.**

NO COST TO THE STATE

HEROIN



2 mL
FENTANYL CITRATE
Injection, USP Rx only
1 mcg Fentanyl/2 mL
(0.05 mg/mL)
NDC 0409-9093-32
II

There is work to do on combating addiction –
Emerging and more **potent drugs such as Fentanyl**
are wreaking havoc on communities across the state.

Our 6-Point Plan to Combat Drug Abuse:

- 1. Eliminate prior authorization requirements to make substance use disorder treatment available to all.**
- 2. Add fentanyl analogs to the New York controlled substances schedule to subject emerging synthetic drugs to criminal drug penalties.**
- 3. Increase access to life-saving buprenorphine treatment by recruiting health care providers to become prescribers.**
- 4. Establish 24/7 crisis treatment centers to ensure access to critical support services.**
- 5. Require emergency department prescribers to consult the Prescription Monitoring Program registry to combat “doctor shopping.”**
- 6. Create New York's first recovery high schools to help young people in recovery finish school.**

Governor Cuomo Also Proposes

- **\$750 million for Round VII of the REDC Competition**
- **\$100 million to revitalize 10 more downtowns across New York State – Geneva won in 2016**
- **\$300 million for the Environmental Protection Fund**

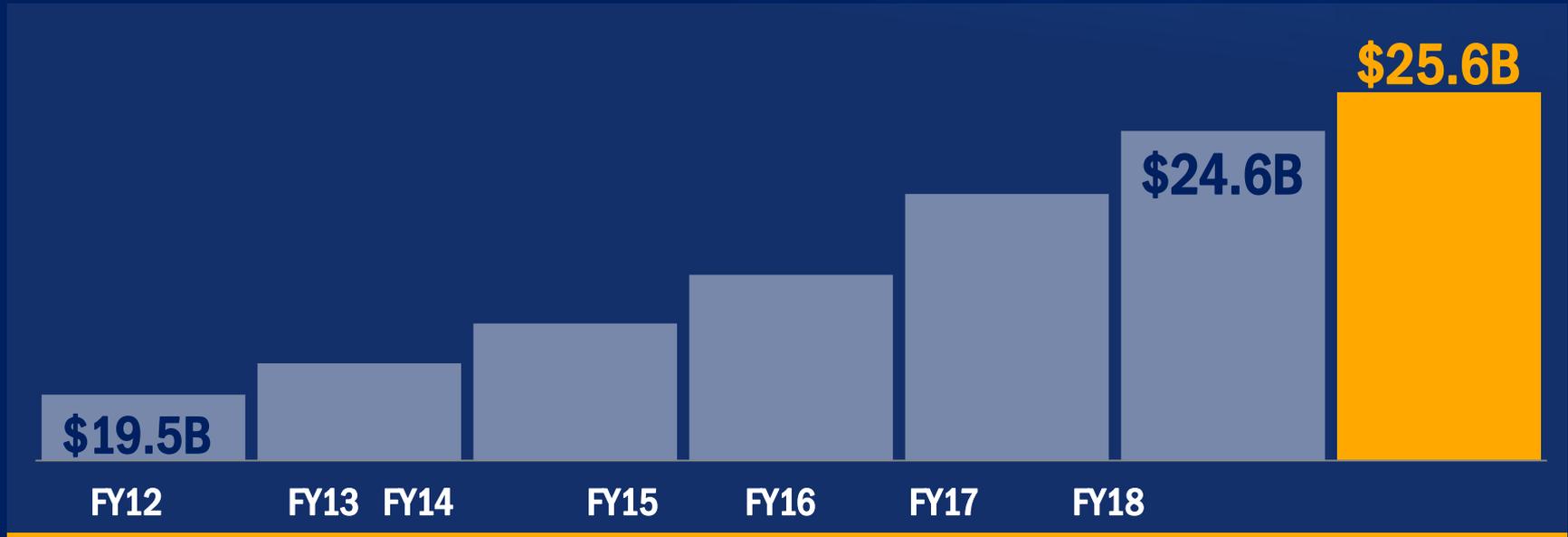
Middle Class Recovery Act

Access to Education



Education

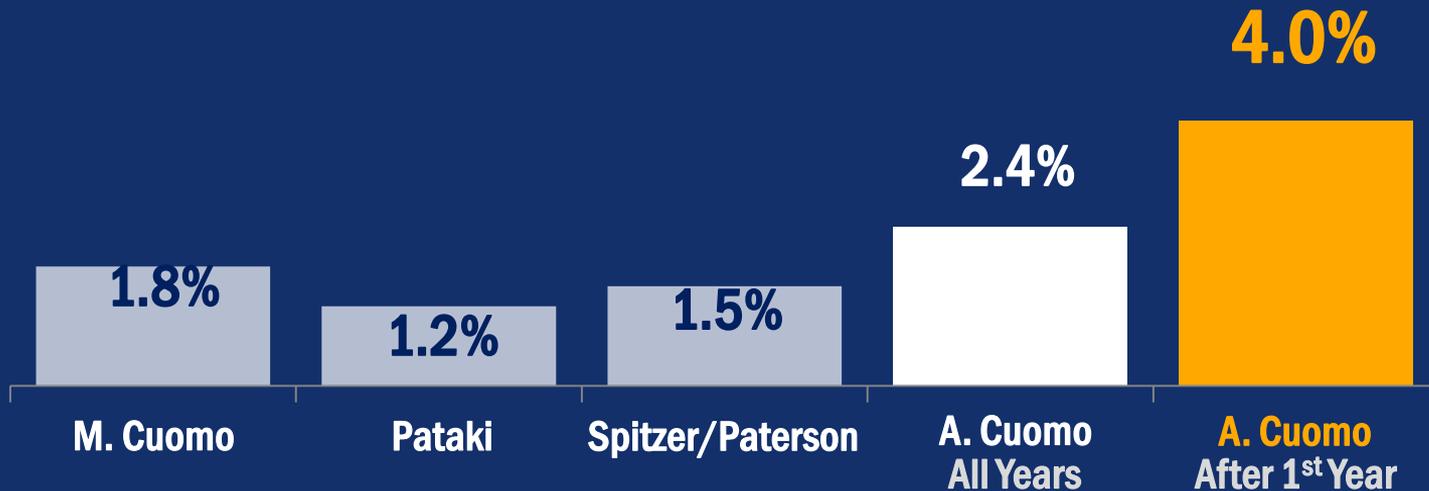
In just 6 years, we have increased education spending by 31% - a total \$6.1 billion.



Education

School Aid: \$1 billion
growth cap 3.9% = \$961 million

Past Governors' Spending Proposals





We propose investing **\$150 million**
to support the continued transformation of
high-need schools into community hubs.



**Plus \$800 million for
Pre-Kindergarten...**



And **\$35 million** to create
22,000 new after school slots in high poverty areas.

HIGHER EDUCATION

3.5 MILLION

**JOBS WILL REQUIRE COLLEGE EDUCATION
IN NEW YORK STATE BY 2024**

In today's economy,
you need a college education
to compete for most middle class jobs.



**In 2015, the average
student loan debt in New York was \$29,320.**



**Governor Cuomo proposes
investing \$163 million for**

tuition-free college

**to our public universities for students
from families earning \$125,000 or less.**



79% of all families in the Finger Lakes
would qualify for tuition-free public college.

Middle Class Recovery Act

Lower Taxes



We are cutting middle class taxes for 6 million taxpayers.

Incomes of \$40k - \$150k

6.85% → 6.45% (2018) to 5.5% (fully effective)

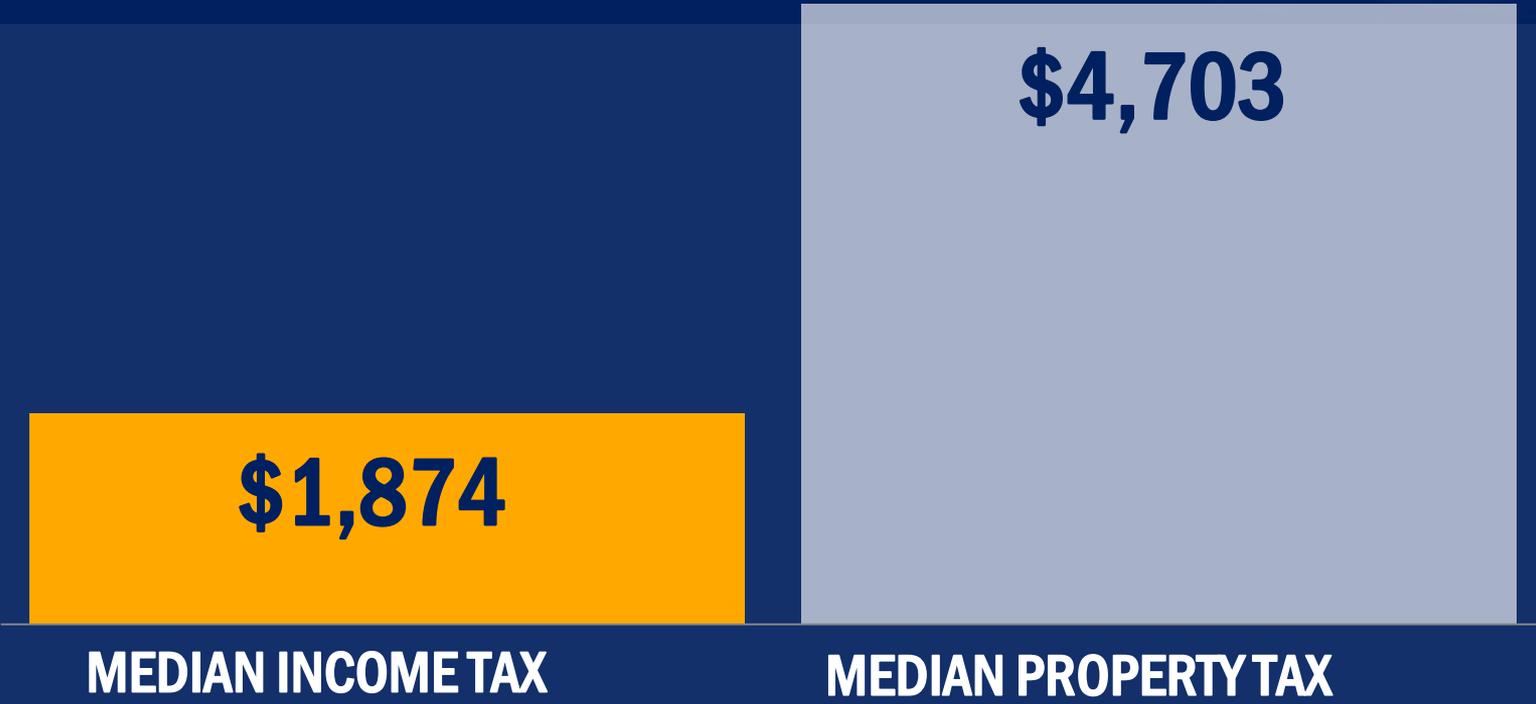
Incomes of \$150k - \$300k

6.85% → 6.65% (2018) to 6.0% (fully effective)

Average middle class savings next year will be \$250 and when fully effective will be \$700 annually.



And this year
we are proposing
no tax increases.



Source: 2014 ACS, State Dept. Taxation & Finance

The typical New York homeowner pays 2.5x more in local property taxes than in State income taxes.



And in terms of home value,
New York taxpayers pay the
highest property taxes in the nation.



**Six years ago, we vowed to
tackle the century-old local tax problem by
signing into law the 2% property tax cap.**



To date, the State's tax cap, freeze and cut programs
have saved New York homeowners \$16 billion...



Including \$1.45 billion here
in the Finger Lakes Region – with the
typical homeowner in New York saving \$2,100.



Our Property Tax Relief Plan calls on County Executives to bring together their local governments, communities, businesses, labor and other stakeholders to create a plan to share services, find efficiencies and reduce costs.

EMPOWERING CITIZENS TO LOWER THE COST OF LOCAL GOVERNMENT:

- **County Executives will put together plans to share services, find efficiencies and reduce costs.**
- **The public will vote on these plans this November as a referendum.**
- **If the plan is rejected, the county and local government would prepare a new one for submission the following year.**

LET'S
EMPOWER CITIZENS
TO LOWER COST OF LOCAL GOVERNMENT





The Governor proposed providing further relief to working class families with the **Middle Class Child Care Tax Credit...**



Under the Middle Class Child Care Tax Credit, more than **200,000 working families** will see their **tax benefits more than double** on average.

**Our Middle Class Recovery Act
will impact the entire state.**



On the Numbers...

Numbers Overview

Deficit	\$3.5 billion
Education	\$1 billion
K-12	(3.9% growth cap + \$40M)
College Affordability	\$163 million
Free tuition for families earning <\$125,000/year	
Medicaid	\$567 million
	(3.2% growth gap)
Remainder of Agencies	FLAT
State Operating	\$98.06 billion
Total State Budget	\$152.3B

Finger Lakes Region



ANDREW M. CUOMO
GOVERNOR

Executive Director Update (Last Meeting: 9/28/2016 @ MCC)

- Round 6 Recap: Progress Report, SIAT Present, Top Performer Awards
- 11/2: Sustainable Development Conference in Rochester
- 11/30: Anti-Poverty Projects Announced: RMAPI/CFC, HSWC, MCC FWD Center
- 12/14: NYS Photonics Board Meeting: AIM Photonics TAP Facility to EBP
- 1/11: County/DOL Job Fair @ MCC
- 1/24: Excelsior Budget & State of State Presentation by Gov Cuomo in Roch
 - Included: Photonics Venture Challenge, Datto Expansion, RIT REMADE Institute
- Other Announcements:
 - Charter Communications, GW Lisk, McAlpin, Main Ford, NY-BEST Pilot Mfg @ EBP
 - Food: American Packaging, Pride Pak, Cheribundi, WNY Cheese
 - RIT: AmPrint Center, MAGIC Spell Studios construction launch

TOTAL POPULATION: 1,220,000

9-County Finger Lakes (FLX) Region

Genesee, Livingston, Monroe, Orleans, Ontario, Seneca, Wayne, Wyoming, Yates

GOAL 1: Grow Jobs

Total Jobs: **548,000** (11,000 Net New Jobs Since 2011)

Regional Growth: Up 2% (NYS: 7%, Upstate: 2%)

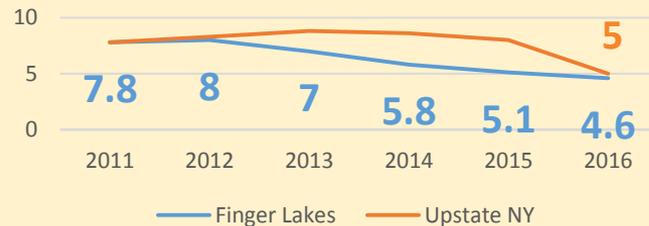
Finger Lakes Employment

NYS Department of Labor, QCEW



Unemployment Rate (October 2016)

NYS Department of Labor, Local Area Unemployment Statistics



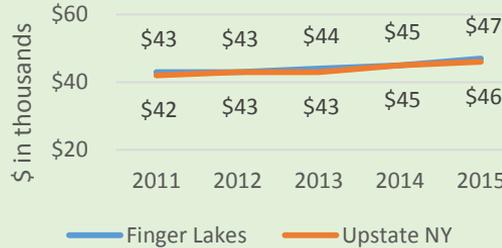
GOAL 2: Increase Regional Wealth

Average Annual Wage: **\$46,800**

Regional Growth: Up 11% (NYS: 6%, Upstate: 9%)

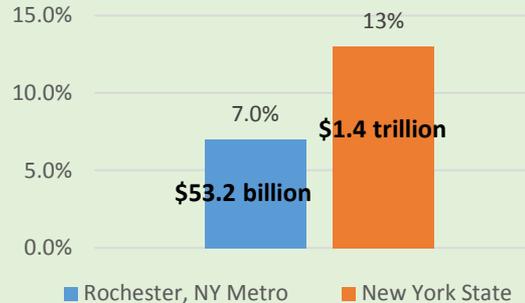
Average Annual Wages

NYS Department of Labor, QCEW



Gross Metropolitan Product (2011-14)

U.S. Bureau of Economic Analysis



GOAL 3: Drive Private Investment

Regional Growth: Up 4%

(NYS: 7%, Upstate: 2.5%)

Establishments (2011-15)

NYS Department of Labor, QCEW



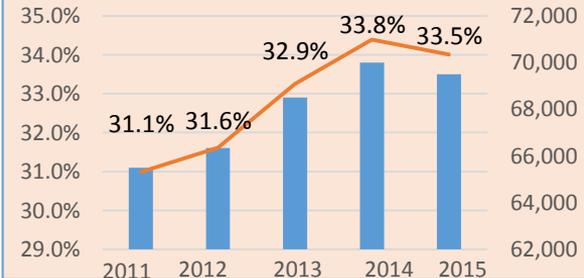
GOAL 4: Reduce Poverty

Rochester Poverty Rate: 33.5% = **70,350 Residents**

FL Region Poverty Rate: 14.3%

City of Rochester Poverty Rate

U.S. Census Bureau, American Community Survey



CFA CATEGORY	ROUND 1 (2011)	ROUND 2 (2012)	ROUND 3 (2013)	ROUND 4 (2014)	ROUND 5 (2015)	ROUND 6 (2016)	% of PROJECTS	TOTALS
Total Projects Funded	94	80	94	104	145	97		614
Total Project Cost (Millions)	\$273.5	\$266.4	\$196.3	\$361.2	\$877.2	\$257.1		\$2.23 Billion
Total Amount Awarded (Millions)	\$53.4	\$41	\$24.1	\$42	\$71.7	\$37.5		\$269.7 Million
Ratio of TPC to Awards	5:1	6.5:1	8:1	9:1	12:1	7:1		8:1
Jobs Created (est.)	1,130	756	143	115	1,063	354		3,561
Jobs Retained (est.)	3,781	900	363	931	4,260	430		10,665
 Complete	75	53	43	24	7	0	33%	202
 On Schedule	14	13	44	72	125	97	60%	366
 Contract Not Yet Executed	0	0	0	3	9	0	2%	12
 Progressing Slow	0	3	1	1	3	0	1%	8
 Concerns To Be Resolved	1	0	0	1	0	0	1%	2
 Cancelled or funding declined	4	9	4	2	1	0	3%	20

**Only includes projects awarded NYS funding in annual REDC/CFA Rounds (and not other NYS-supported projects)*

\$500M Committed: \$199,410,000

Leverage (Direct): \$500,557,000

GOALS

Reduce poverty

Grow jobs | Increase regional wealth | Drive private investment

**Highlighted Initiative
in the FLXFWD URI Plan*

Optics, Photonics, & Imaging	Agriculture & Food Production	Next Gen Manufacturing & Technology
<p><u>COMMITTED: \$96,160,000 (TARGET: \$50M)</u> AIM Photonics* (additional requests TBD) Avogy (project status TBD) CFA Round V (\$160K)</p>	<p><u>COMMITTED: \$15,400,000 (TARGET: \$75M)</u> North American Breweries Genesee Eco-Brewing* American Packaging Corp WNY Cheese Project Organic* @ EBP CFA Round V (\$1.4M)</p>	<p><u>COMMITTED: \$29,100,000 (TARGET: \$125M)</u> 1366 Tech* @ STAMP NY-BEST Cell Assembly Pilot Manufacturing @ EBP Datto @ DIZ CFA Round V (\$7.8M)</p>
Pathways to Prosperity	Entrepreneurship & Development	Higher Education & Research
<p><u>COMMITTED: \$15,900,000 (TARGET: \$100M)</u> MCC FWD Center* @ EBP Hillside Work-Scholarship* RMAPI/CFC Adult Mentors* North American Breweries* Project Organic* CFA Round V (\$2M)</p>	<p><u>COMMITTED: \$10,275,000 (TARGET: \$75M)</u> Photonics Venture Challenge* CFA Round V (\$275K)</p>	<p><u>COMMITTED: \$21,100,000 (TARGET: \$75M)</u> REMADE Institute @ RIT CFA Round V (\$1.1M)</p>

Foundation (Quality of Life): Education, Healthcare, Skilled Workforce, Diverse Economy, Cost of Living, Arts & Culture (CFA Round V: \$11.3M)

22,700 New Jobs – net new private sector jobs in FLX region since 2010

- Despite continued downsizing, including 3,800 jobs losses in Chemical Manufacturing in last 5 years

4.7% Unemployment Rate – down from 8.0% in Dec 2010

8.8% Millennial Growth – increase in 20-34 year-olds since 2010 (US Census)

- Faster growth than all Upstate cities and national average of 6.1%

4-Time REDC “Top Performer” – out of 6 CFA/REDC competition rounds

- Nearly 600 projects directly funded by CFA awards leveraging over \$2 Billion in private investment
- \$3.4 Billion total invested by NYS in FL region in 2011-15 (not including health care or education)

Poverty Reduction – core economic development goal per FLXFWD

- Implementation of Anti-Poverty Impact Statement and targeted anti-poverty grant incentives

Agriculture & Food Production Work Team Quarterly Progress Report

Democrat & Chronicle

SUNDAY, MARCH 6, 2016

BREAKING NEWS 24/7 AT DEM

PART OF THE USA TODAY NETWORK

100 YEARS OF WEGMANS: SUBSCRIBER-EXCLUSIVE SECTION INSIDE

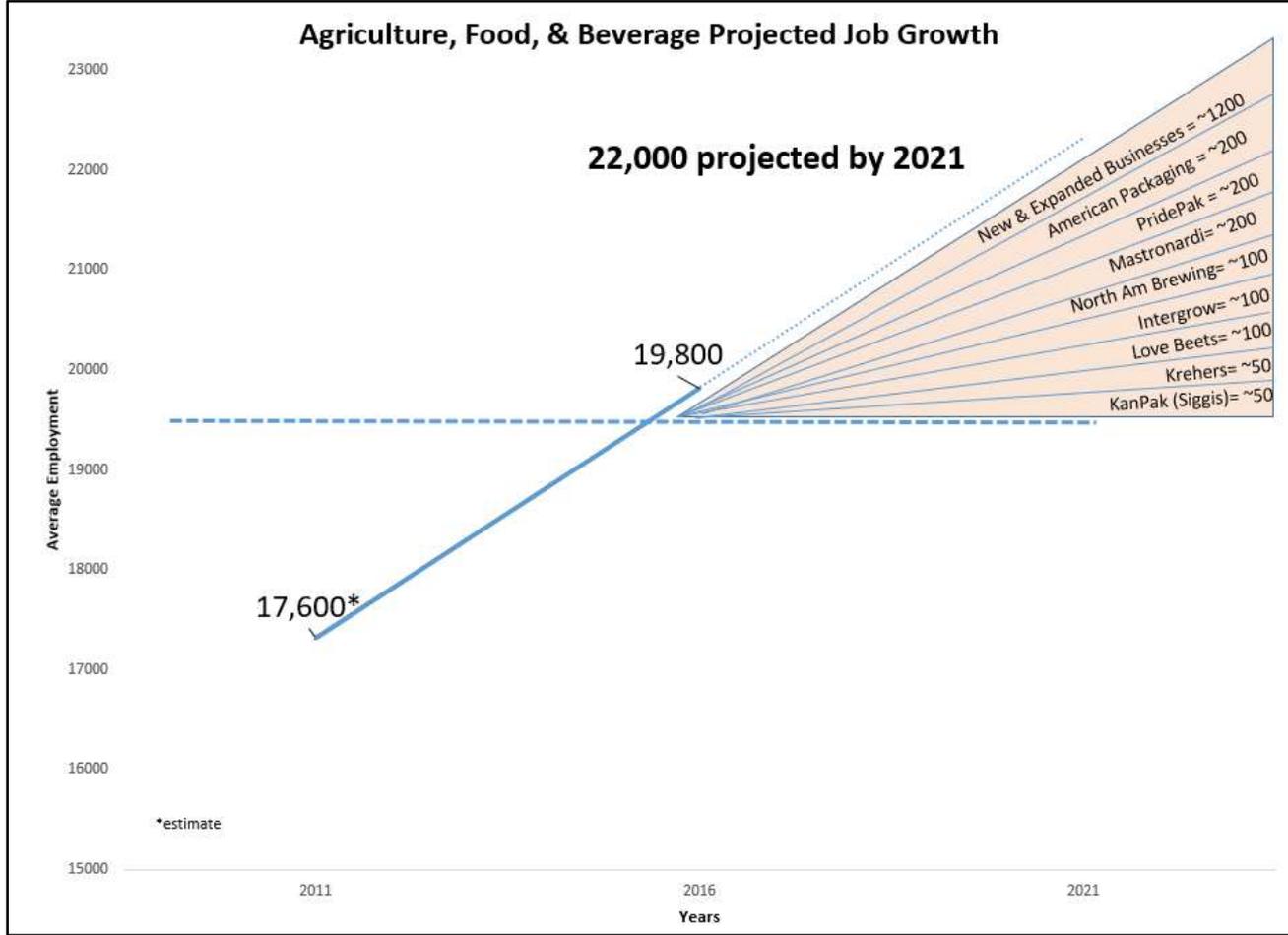
'SILICON VALLEY OF FOOD'

Wegmans a 'game changer' driving agricultural web across Finger Lakes

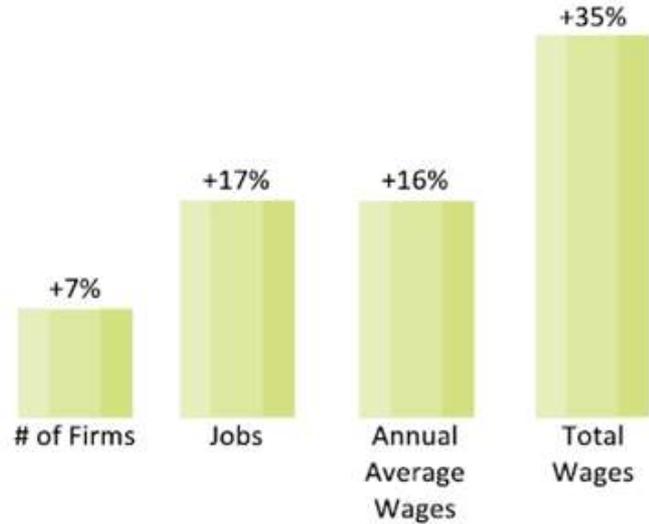


Drew Smith covers freshly sown microgreens with dirt in a greenhouse at the Wegmans organic farm in Canandaigua in February.

MAY SCHALTENBAUM/PHOTO STAFF PHOTOGRAPHER

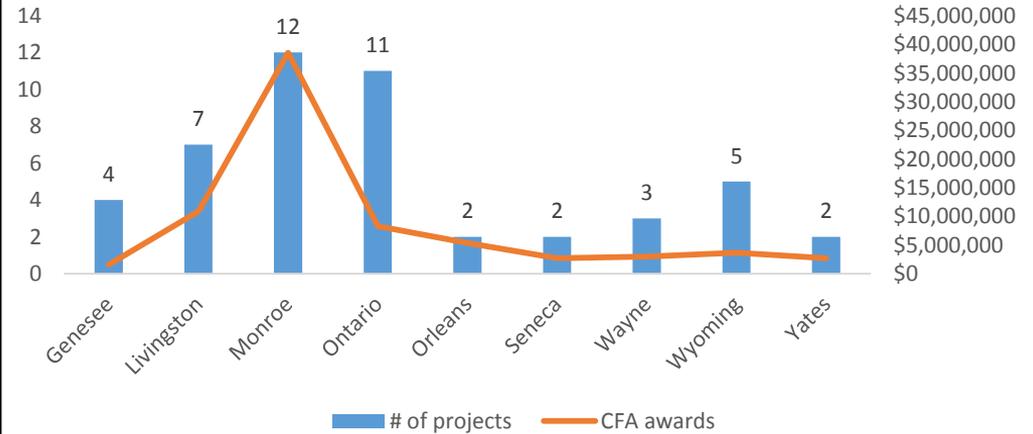


5 year (2010-2015) Food Production Growth in the Finger Lakes Region *Source: NYSDOL*



18-month Ag & Food Production CFA/URI Awards by County

(July 2015 - January 2017)



CFA Projects completed in 2015	# of jobs (anticipated)	Investment in millions
	583	\$157

Opportunities for Growth

<p>Convert conventional farmland to organic farmland</p> <ul style="list-style-type: none"> Kreher's Farm converted 2,000 acres (avg. farm size is 200 acres) 	<p>Increase the Controlled Environment Agriculture (CEA) output</p> <ul style="list-style-type: none"> Intergrow Greenhouses Clearwater Organics
<p>Develop and grow the craft beverage industry</p> <ul style="list-style-type: none"> North American Brewing Eco-Brewery 	<p>Develop a food production operation to service and co-pack for small- to mid-size food operations</p> <ul style="list-style-type: none"> Cornell Ag & Food Tech Park (Cheribundi)

Priority Projects

Project	# of jobs	investment in millions	County
North American Brewing Eco-Brewery	128	\$49	Monroe
Foodlink, Inc	150	\$5	Monroe
Yancey's Fancy	50	\$6	Genesee
Intergrow Greenhouses	100	\$60	Genesee
Kreher's Farms	60	\$4	Genesee
Marquart Brothers Potato Chip Plant	40	\$15	Wyoming
Clearwater Organics	100	\$30	Monroe
Cornell Agriculture & Food Tech Park	18	\$10	Ontario
NYSAES - HPP	8	\$1	Ontario
LeRoy Food & Technology Park	220	\$2	Genesee
Orleans County Agriculture Processing Facility Business Park	30	\$2	Orleans
GAIN! Program	150	\$3	Multiple
WNY Cheese Enterprise	30	\$50	Livingston
American Packaging Corporation	366	\$170	Monroe
NY Food & Agriculture Challenge – proposed URI			
TOTAL:	1,450	\$407	

Pathways to Prosperity Quarterly Progress Report





Youth Mentoring/Hillside Work-Scholarship Connection

Mentoring – Dedicated Youth Advocate connects students and families to academic, workforce, & social supports

Tutoring – Through Encompass, providing educational instruction and coordination of services to at risk students including those with learning disabilities. Also using “Dial a Teacher” by RTA

Job Training – Through Youth Employment Training Academy (YETA); a 25 hour workforce readiness training designed to prepare youth for first work experience; over 350 in 2016!

Jobs – through employment partners; 50% of graduates have a job!

Transportation - to and from the job site, to youth programming, college visits, summer academy, career exploration

One Community Plan



Youth Mentoring

Goal: Hillside Work-Scholarship Program

- 1,000 additional program participants by 2018
- **Increased Graduation Rate** – Based on retained students in the program, historical trends between 80 and 90%
- **Increased Employment Rate** - 50% of program participants employed at graduation

Progress

- 15 new Youth Advocates hired
- 2 new Supervisors hired
- 187 new students recruited



Adult Mentoring

Bridges to Success:

Partners professional staff with individuals and their families, enabling them to acquire the resources, skills, and sustained life changes necessary to attain and preserve their economic independence through sustained employment. Incentives are earned for accomplishments.

Family Independence Initiative:

Peer groups of 5-8 people work together to set goals, identify assets/resources and hold each other accountable in meeting goals to economic independence. Incentives are provided for sharing data which a staff liaison validates and analyzes to identify the greatest needs and then pursues obtaining and making those resources (e.g., existing resources or through grants) available to participants.



Adult Mentoring

Goal: Provide mentoring and support to 300 individuals seeking a career offering a pathway to a living wage.

Bridges to Success Progress:

- Mentor manager/1 professional mentor hired and trained
- 3 participants enrolled. 3 other referrals in queue
- Met with numerous service providers as part of developing an enhanced Partner Provider Network

Family Independence Initiative Progress:

- Contract with FII-National completed
- Initiative manager hired; starts 2/1
- Staff training planned mid-February

General

- Several strategically important recruitment events serving both offerings completed and/or planned January-March

One Community Plan



Finger Lakes Regional Workforce Development Center @ EBP

Goal: Develop a flexible workforce development center for the region.

Progress:

- Internal committee has been formed.
- Financial analysis based on budget and program needs.
- Estimated timeline:
 - 2nd quarter start
 - 1st quarter 2019 launch
- Identification of space at Eastman Business Park.





New York State “Bridge to Success” Loan Program for Minority and Women Contractors

The Purpose

Empire State Development (ESD) will expand access to short-term Loans for New York State Certified Minority and Women-Owned firms doing business with New York State. The “Bridge To Success” loan program will invest at least \$20 million to expand access to short-term bridge loans for Minority and Women owned Business Enterprises (MWBEs) The program will provide qualified MWBEs with the short-term resources they

need to participate in the up to \$1 billion in contracting opportunities with New York State. Under the terms of the “Bridge to Success” program, ESD will provide up to \$2.73 million in loan loss reserves to support the \$20 million in short term loans provided by participating lenders. Loans will typically be under \$200,000 with terms under two years and would support \$100 million in state contracts.



**Finger Lakes
Regional Economic
Development Council**

**United for
Success**



FINGER LAKES *FORWARD*