2016 Regional Council Process & Consolidated Funding Applications

Background:

The Regional Economic Development Councils (REDCs) are a community driven, regional approach to economic development in New York State. Each Council consists of over 20 business, academic and government leaders from throughout the Region.

In 2011, each of the ten Regional Councils were tasked with developing a five-year strategic plan that included a comprehensive vision for economic development for that region, regional strategies to achieve that vision, and specific priority projects that are significant, regionally supported and capable of stimulating economic investment. Empire State Development Corporation developed a competitive process in which Regional Council Strategic Plans containing recommendations for funding made by each Regional Council were reviewed by a Strategic Plan Review Committee consisting of two State Agency Commissioners and three economic development experts. Members of the 2011 Review Team included: Dall W. Forsythe, Senior Fellow at the Wagner School of Public Service at New York University and former Vice President for Finance and Operations at The Atlantic Philanthropies; Walter D. Broadnax, Professor of Public Administration at The Maxwell School of Syracuse University; Bruce J. Katz, Vice President at the Brookings Institution and founding Director of the Brookings Metropolitan Policy Program; Joan McDonald, Commissioner of the New York State Department of Transportation; and Cesar Perales, New York State Secretary of State. On December 8, 2011, the Governor and Legislative Leaders announced the winners of the first round of competition.

In 2012, the Councils went a step further and produced Strategic Implementation Agendas that built upon the progress from the first round and further developed and refined their Regional Five Year Strategic Plans by undertaking four primary activities: Establishing a framework to advance the Regional Strategic Plan; Implementing the strategies laid out in the Strategic Plan; Creating a project pipeline; and providing a progress report documenting the success the Council has had in implementing its Strategic Plan.

In 2013, all ten of the Regional Councils competed against each other to be designated as a “Top Performer”. The 2013 Council competition was designed with a similar framework as 2012 but added several new activities for the council to focus on that would continue to help develop and advance the original strategic plans. Regional Councils were asked to develop an Opportunity Agenda, identify Innovation Hot Spots, and advance regional Cleaner, Greener Community Sustainability Plans.

In 2014, the regional councils developed strategies for several new initiatives including a Global NY Plan to identify import/export and foreign direct investment (FDI) opportunities. Councils also created a Veteran’s Work Group to address the unemployment of returning veterans in New York. The REDC’s were asked to identify projects as part of NY Rising to assist in the rebuilding of areas devastated by natural disasters. The Councils also provided an update on their Opportunity Agenda, workforce development challenges, and their project pipeline.
In 2015, the Regional Economic Cluster Program was launched to ensure continued focus on the importance of industry cluster growth in statewide economic development efforts through partnerships between business, academia, and venture capital. All the regional councils focused on initiatives that will drive implementation of their regional strategic plans, and to continue support for various State initiatives. Regional Council priorities include: development of strategies and projects that focus on the growth of regional economic clusters; advancement of plans and projects that strengthen the Global NY agenda; implementing additional strategies in their strategic plan; maintaining a pipeline of projects; training the workforce for today and tomorrow; and measuring the performance and progress of the strategic plan and CFA projects.

In 2016, all REDC’s participated in the $100 million Downtown Revitalization Initiative (DRI) which will invest $10 million in one community in each region to develop a vision, articulate a plan, and identify projects and other implementation steps. Each Regional Council solicited interest in the program from communities in the region and considered how those communities met the criteria put forth from the State. The Council nominated one Downtown in each Region to receive the award.

These actions were designed to encourage and accelerate implementation, performance, and collaboration within the regions. Priority projects that aligned with each region’s plan were chosen by the Councils from the applications submitted to the Consolidated Funding Application portal. These projects were published in the regions’ Progress Report, which are publicly available online at www.regionalcouncils.ny.gov. Projects were scored by both the state agencies and the Regional Councils. The agencies scored their projects based on a technical evaluation in adherence with existing funding program guidelines and awarded a project up to 80%. The remaining 20% is awarded by the Regional Councils, and were based off the following endorsement standards:

**Statewide Endorsement Standards**

Regional Council members will determine the degree to which the application implements the regional strategic plan and assign the corresponding number of points as a score.

<table>
<thead>
<tr>
<th>IMPLEMENTATION OF THE PLAN</th>
<th>DEGREE</th>
<th>POINTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>The proposal is identified as a priority project by the Regional Council.</td>
<td>Priority</td>
<td>20</td>
</tr>
<tr>
<td>The proposal is identified in the plan and has regional benefits.</td>
<td>Very Strong</td>
<td>15</td>
</tr>
<tr>
<td>The proposal advances the plan and has local benefits.</td>
<td>Strong</td>
<td>10</td>
</tr>
<tr>
<td>The proposal is consistent with the plan and has project level benefits.</td>
<td>Moderate</td>
<td>5</td>
</tr>
<tr>
<td>The proposal has limited relationship to the plan</td>
<td>Weak</td>
<td>0</td>
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Since the inception of the REDCs in 2011, members have been required to sign a Code of Conduct, Conflict of Interest documents, and have undergone training from legal counsel. Both documents are updated annually and new members are required to complete these documents upon appointment. Members with conflicts of interest must recuse themselves from reviewing or discussing identified projects.

2016 Competition:

To encourage the implementation of the Regional Economic Development Councils’ strategic plans and to continue to motivate investment opportunities and job creation, the Regional Councils competed in 2016 for up to $175 million in capital funds and $70 million in Excelsior Tax Credits for projects identified by the Regional Councils in their regions.

As part of this year’s competition, all the regional councils focused on initiatives that will drive implementation of their regional strategic plans, and to continue support for various State initiatives. Regional Council priorities include: supporting the Downtown Revitalization Plan and beginning to identify projects to implement it; implementing strategies through the project pipeline; training the workforce for today and tomorrow; and measuring the performance and progress of the strategic plan and CFA projects.

By incentivizing implementation of the strategic plans, Regional Councils, businesses, educational institutions, local governments, not-for-profit groups and other stakeholders are further motivated to work together to accomplish the regional vision. While project funding was awarded in all ten Regional Councils through the 2016 CFA, the competition placed an emphasis on Regional Council performance and action to implement strategies.

The competition was focused on the following:

1) Implementation of regional strategic economic development plans;

2) Performance in encouraging economic growth through job creation and investment;

3) Support for the Downtown Revitalization Initiative.

In 2016, the Regional Councils competed against each other to be designated as a “Top Performer”.

The 2016 Strategic Implementation Assessment Team (SIAT) was led by Secretary of State Rosanna Rosado and included Office of General Services Commissioner RoAnn Destito, Department of Transportation Commissioner Matthew Driscoll, Environmental Facilities Corporation President and CEO Sabrina Ty, Department of Labor Commissioner Roberta Reardon, and Parks, Recreation and Historic Preservation Commissioner Rose Harvey. Due to the unprecedented commitment of state funds to economic development in the 2016 State Budget, the SIAT was expanded to include an additional member that was appointed by the Legislature, Hon. Donna Lupardo, State Assembly District 123. The SIAT reviewed each region’s Progress Report based on established criteria. Members of all REDC’s traveled to Albany and presented a summary of their 2016 activities and priorities to the SIAT which
included PowerPoint presentations, videos, and regional exhibit booths. The SIAT was also given time to ask questions of the REDC’s about their progress reports and regional priority projects.

The SIAT provided an assessment of each plan and made recommendations to Howard Zemsky, President & CEO, Empire State Development Corporation of the five reports that most closely aligned with the criteria outlined in the guidebook. President Zemsky accepted the recommendations of the Committee and, pursuant to his statutory powers as head of the Urban Development Corporation, awarded five regions with the Top Performer up to $40 million in funding consisting of $25 million in capital grants and up to $15 million in Excelsior tax credits for priority projects identified in their Strategic Plans. The balance of the incentives was awarded to projects identified by the Councils as in alignment with their strategies and priorities.

In addition, project sponsors applied for over $510 million in economic development resources available from twelve state agencies through the Consolidated Funding Application (CFA). The CFA allows businesses and other entities to apply for multiple agency funding sources through a single, web-based application. Awards for CFA projects were made based on the endorsement of the local Regional Council and the technical program review of the agencies providing resources, subject to interagency review team analysis and agency discretion.

The 2016 REDC initiative was launched on April 29 and the CFA opened for applications on May 2 and closed on July 29. All details about CFA resources were made available online via the 2016 CFA Resources Available Document, the New York State Register and the Grants Gateway. When the portal closed on July 29, agencies immediately began marking project eligibility. All eligible projects were then made available to the Regional Councils for their scoring process and the agencies for their technical evaluation. On October 3, the REDCs submitted their final 2016 progress reports to the State. After the SIAT presentations concluded in November, the Inter-agency team met to review the projects and make final funding decisions.

The interagency team reviewed projects based on relevant factors including Regional Councils Implementation Agendas and designation of priority projects, project alignment with regional goals and objectives, funding availability and regional need. Priority projects are those specifically enumerated in the Regional Council Reports, receiving a score of 20 from the Regional Council, and identified as significant, regionally supported and capable of stimulating economic investment.

The interagency team once again consisted of professional staff from relevant agencies and authorities’ with detailed knowledge of their respective CFA program funding. This group conducted an analytical assessment that provided the basis for project funding recommendations made by individual agencies for final approval by respective agency or authority head. As provided in the budget, the Regional Council Grant funds were awarded by ESD in its discretion.

This process resulted in funding of projects that aligned with a long term, regionally generated implementation agendas and are capable of stimulating economic growth and investment.
On Thursday, December 8, 2016, the Governor announced that 950 projects totaling $716.9 million had been awarded through Round Six of the Regional Economic Development Council initiative. Top Performer awards were given to the Mid-Hudson, Capital Region, Mohawk Valley, Finger Lakes, and New York City regions in adherence to the competition guidelines detailed above.
MEMORANDUM

December 8, 2016

To: Howard Zemsky, President and CEO of the Empire State Development Corporation

From: Rossana Rosado, Secretary of State
RoAnn Destito, Commissioner, Office of General Services
Matthew Driscoll, Commissioner, Department of Transportation
Rose Harvey, Commissioner, Office of Parks, Recreation & Historic Preservation
Roberta Reardon, Commissioner, Department of Labor
Sabrina Ty, President and CEO of the Environmental Facilities Corporation
Assemblywoman Donna Lupardo, of the 123rd District

Subject: Review of Progress for the 2016 Regional Economic Development Council Initiative

We are honored to serve as the Strategic Implementation Assessment Team (SIAT) for Governor Cuomo’s Regional Economic Development Council (REDC). In the past six years, the REDC initiative has made serious progress in job creation and the growth of new industries across New York State. This year, the REDC initiative has been enhanced by the $100 million Downtown Revitalization Initiative.

In 2011, each Regional Council was charged with developing a five-year Strategic Economic Development Plan that emphasized their region’s unique assets and provided strategies to harness local resources, both human and capital, to stimulate regional economic development, and create jobs statewide. The Strategic Economic Development Plans continue today with annual updates to address emerging state and regional challenges and opportunities. Each region has a unique set of strategies to achieve greater economic prosperity. These include strategies to focus on developing certain industry clusters; global marketing and export strategies; help people in distressed Opportunity Areas to overcome barriers to entry into the workforce; promote veterans’ participation in the workforce; and regional sustainable growth strategies. In many of the regions, strategies have been further refined in response to the Upstate Revitalization Initiative and Western NY’s Buffalo Billion Plan.

The REDC program redesigned the relationship between state government, businesses, and academia to stimulate regional economic development and create jobs. With this shift, the State asked the REDCs to use their unique understanding of their regional economies to implement important State priorities.

In 2016, in addition to updating their Strategic Economic Development Plans, the regions identified communities ripe for development into vibrant communities where tomorrow’s workforce will want to live, work and raise families. The $100 million Downtown Revitalization Initiative (DRI) is investing $10 million in one community in each region to develop a vision, articulate a plan, and identify projects and other implementation steps. Each Regional Council solicited interest in the program from communities in the region; considered how interested communities met the DRI criteria and any other local criteria; nominated one downtown to receive a DRI award; and received certification by the state of the one downtown that the Regional Council deemed best positioned to take advantage of the DRI.
This November, the Regional Councils came to Albany to present their progress, talk about plans to implement their economic development strategies in 2016-2017, and to report on the status of the DRI plans. Their oral presentations complemented the regional progress reports submitted by the Regional Councils in October. We listened to those presentations and have the responsibility of assessing the progress of the ten Regional Councils.

2016 Annual REDC Competition

Our task was to evaluate all ten regions based on the competition and Regional Council priorities as described in the 2016 REDC Guidebook. We focused on the following areas:

- Support for the Downtown Revitalization Plan and identification of initial projects to implement it
- Implementation of strategies through the project pipeline
- Training of the workforce for today and tomorrow
- Continued advancement of state priorities and regional strategic economic development plans, and identification of projects that implement related strategies, including:
  - The regional economic cluster plan
  - The region’s global marketing and export plan
  - The regional Opportunity Agenda
  - Regional hot spots and business incubators
  - SUNY, CUNY, and community college plans
  - Veterans’ participation in the workforce
  - Local government engagement in the Regional Council process
- Measuring the performance and progress of the strategic plan and consolidated funding application (CFA) projects

Awards

All ten regions competed for up to $175 million in capital funds and $70 million in Excelsior Tax Credits for projects identified by the Regional Councils as priorities in their regions. In addition, each region was awarded $10 million to implement projects identified through the Downtown Revitalization Initiative, and projects from all ten regions submitted through the CFA were eligible for over $510 million in other state agency funds.

The Strategic Implementation Assessment Team has identified five regions that merit the designation as Top Performers and awards of up to $25 million each in ESD Capital Grants. This was a difficult challenge, as the regions are taking a variety of approaches to very different challenges and opportunities, and are all making progress implementing their strategic plans. However, after careful consideration we selected as Top Performers the following regions: Capital Region, Finger Lakes, Mid-Hudson, Mohawk Valley, and New York City.

The Capital Region Regional Economic Development Council (CREDC) embraces the Capital 20.20 Plan it created last year. Key priorities integrated into the 2011 strategic plan include Next Tech - investments in innovative technology and advanced industries, such as health care, clean energy, advanced analytics, and cybersecurity; Lift-Off - focusing on the cluster of research and development and commercialization; Gateway - investments in port infrastructure, waterways, rail, and ground transport; Talent - a cradle-to-career approach to workforce development that connects job-seekers and employers with higher education institutions; and Metro - projects that address concentrated urban poverty in support of the Opportunity Agenda. Many ongoing projects support
more than one component of the CRREDC’s plan, like the Park South Neighborhood revitalization in Albany, which is leveraging support from the City of Albany, Albany Medical Center, and neighborhood stakeholders to produce $250 million in new investment, while addressing concentrated urban poverty. The CREDC also identified many projects to continue to grow its commercialization of research and development, and has been supporting construction at SUNY Albany of the Emerging Technology and Entrepreneurship Complex. Downtown revitalization projects were identified for the DRI community of Glens Falls, as well as Troy, Albany, and Schenectady. Glens Falls, the CREDC’s DRI selection, imagines possible DRI projects ranging from mixed-use development, façade improvements, and pedestrian trails, to a Science, Technology, Engineering and Math (STEAM) kids’ museum and indoor farmers market.

The **Finger Lakes Regional Economic Development Council’s (FLREDC) momentum** is being fueled by a region united around a focused plan to grow jobs, increase regional wealth, drive private sector investment, and reduce poverty. FLREDC focused on three industry clusters: Optics, Photonics, and Imaging; Agriculture and Food Production; and Next Generation Manufacturing and Technology. A comprehensive partnership of private companies, local colleges and universities, federal sources, and state entities support the Optics, Photonics, and Imaging cluster. Apprentice programs at community colleges provide support services to at-risk students and apprenticeships in the OPI area for technicians. The FLREDC significantly refocused its economic development efforts on reducing regional poverty by requiring each proposed priority project to describe how it will address poverty. The City of Geneva was selected as the DRI community because its vision is strongly aligned with the FLREDC goals to grow jobs, increase private sector investment, and reduce poverty. The FLREDC supports the Rochester Monroe Anti-Poverty Initiative (RMAPI) dual generational action plan which is focused on adult mentoring; early childhood supports; and systems integration of social supports. Opportunities for employment are growing in the agricultural and food processing sector, with worker training, expanding food production and processing, growing downtown food and beverage clusters across the region, and waste to energy recycling.

The **Mid-Hudson Regional Economic Development Council (MHREDC)** continued to refine its economic development strategy to best leverage the region’s unique assets (e.g., its proximity to New York City, highly educated workforce, and scenic beauty) and opportunities. Its LIVE, WORK, and PLAY strategies provide a clear road map for choosing projects to invest in and workforce initiatives to support, and industries in the LIVE and PLAY clusters showed growth in employment and the number of establishments. Stakeholders in the region are working together to identify means to address workforce development needs, including workers for which English is a second language and individuals targeted by the regional Opportunity Agenda program. Almost all of the proposed Priority Projects support workforce training. Commitment to downtown revitalization is evident in MHREDC funding recommendations, as half of the proposed Priority Projects are located in urban centers like Poughkeepsie, Kingston, New Rochelle, Yonkers, and Middletown. Chosen by the MHREDC as the DRI community, Middletown hopes to continue its success in adaptive reuse and expand academic partnerships. Many projects meet multiple objectives. For example, the proposed Poughkeepsie Landing Waterfront Redevelopment Project would help revitalize a distressed community identified as part of the Regional Opportunity Agenda, and provide public access and amenities along the Hudson River. Thanks to the intensive efforts to involve stakeholders and inform the public, the region had many consolidated funding applications for which to offer its support.
The Mohawk Valley Regional Economic Development Council (MVREDC) focuses heavily on creating vibrant, diverse, creative, innovative and safe communities. They believe that this may be the most important building block upon which to build a culture of innovation and opportunity. MVREDC is taking an ecosystem approach, investing in the people and the places that make the economy work and leveraging its core strengths in manufacturing, tourism, and agriculture. Nearly 40% of proposed Priority Projects and more than 55% of CFA applications are for downtown projects across the region. Oneonta, the DRI community, will invest in a Craft Food and Beverage Innovation District to enhance Oneonta’s appeal to the next generation of employees and employers. Throughout the progress report, they discuss how doors are opened to refugees and hard to place workers for entry level advancement opportunities, as evidenced by the Mohawk Valley Resource Center for Refugees’ partnership with food processors in the region. Four out of the top ten firms hiring refugees in the region are food processing and agribusiness supply chain companies, accounting for more than 500 new placements since 2009 and 90 in 2015 alone. The MVREDC industry cluster is Internet Technology (IT) and Cybersecurity. The region has been focusing on increasing the number of patents coming out of their research and development institutions. The Commercialization Academy at the Griffiss Institute is turning Air Force Research Laboratory (AFRL) technologies into commercial products and businesses, providing a continuous source of new businesses and products to support the economy.

The New York City Regional Economic Development Council (NYCREDC) strategic plan and project priorities are designed to help the state make investments and policy decisions that effectively address fiscal and economic challenges facing the city, such as increased competition for investment, persistent poverty, rising household costs, and reduced federal funding to address aging infrastructure and housing stock. NYCREDC has consistently prioritized projects that support their strategic plan strategies to improve quality of life, invest in the future, and foster innovation. Through the strength of the community’s commitment to planning, Jamaica earned designation as the region’s DRI community. This long-dormant community is addressing the needs of the local population through expanded educational, workforce development, employment and entrepreneurial opportunities. A shift in the regional economic cluster plan to Life Sciences will leverage investments in basic research and incubator facilities in a sector primed for growth. NYCREDC recognized the necessity to develop innovative long-term partnerships to accommodate the type of skills and work-based learning programs that are required to create most quality jobs. For example, the Classrooms to Career Project was successfully completed with collaboration from seven high schools; employers in IT, healthcare, engineering, energy utilities and advertising; and CUNY colleges that provide mentoring, internship and post program support to students.

Five regions should receive awards of up to $10 million each in ESD Capital Grants to help attract and grow business in their regions: Central New York, Long Island, North Country, Southern Tier, and Western New York.

The Central New York Regional Economic Development Council (CNYREDC) added the three pillars of economic growth (Invest in Key Growth Drivers; Build an Inclusive Economy; and Develop Enablers of Prosperity) contained in its winning Upstate Revitalization Initiative plan to the strategic goals identified in 2011. A neighborhood within the City of Oswego was designated the DRI community in recognition of its many assets, such as a scenic waterfront location, compact and walkable downtown, rich cultural history, and strong anchor institutions. Many downtown revitalization projects are identified in other community centers, such as Cortland, Auburn, and Syracuse. Progress has been made on innovation corridor projects in downtown Syracuse, which includes raising capital and creating jobs at Clean Tech Center and expanding services at Tech Garden. The CNYREDC targeted industry cluster of Data to Decisions includes precision
medicine, thermal and electronic controls, cybersecurity and information assurance, and unmanned aerial systems which saw tangible progress in 2015-2016 through project U-SAFE and planning for NUSTAR and Unmanned Aircraft System Traffic Management (UTM). The ongoing Advanced Manufacturing Jobs and Innovation Accelerator Challenge (AMJIAC) cluster group provides a variety of networking, capacity building, and reporting activities to assist 64 firms employing 6,300 individuals in the D2D cluster. The strong contribution of agriculture to the regional economy was also addressed. Overlap with other regions in agribusiness proposals was recognized by the CNYREDC, which formed an interregional group to assure projects are mutually reinforcing.

The Long Island Regional Economic Development Council (LIREDC) continues support of the strategies identified in its strategic plan. It is maintaining its momentum in the biotechnology sector through ongoing projects like the Broad Hollow Bioscience Park and Ronkonkoma Hub, nine projects supported for priority project funding this year, as well as others being advanced through other funding sources. The LIREDC supported workforce development initiatives like eMINDSET at Stony Brook University, expected to boost enrollment in engineering and applied science by 700% and to help the region meet the expected demand for engineers in increasingly complex and entrepreneurial-minded endeavors. LIREDC developed five sector advisory groups (health care, manufacturing, information technology, agriculture, and retail/hospitality/tourism) to identify skills gaps and unmet labor needs; assemble a database of existing degree and training programs in the region; and then propose a program to address identified needs. Through its Opportunity Agenda, LIREDC continues to support Wyandanch Rising infrastructure improvements and programs that target hard-to-place workers. LIREDC recognizes the need for improved infrastructure as a foundational element for downtown revitalization, and its selection of Westbury as the DRI will allow the community to plan how to capitalize on improvements to the Long Island Rail Road. To support a new Foodie Long Island cluster, local agencies will partner to establish a proposed Nassau County Food Production Incubator to support fledgling new food producers.

The North Country Regional Economic Development Council (NCREDC) identified a diverse set of strategies to deliver a continuous series of "firecrackers" through the tailored targeting of key communities described in the progress report. Plattsburgh, selected as the region’s DRI community, is showing strong continuing growth as heart of region's Transportation Equipment & Aerospace Cluster, including the current development of Norsk Titanium, major expansion of capabilities at Plattsburgh International Airport, and construction of a new Institute for Advanced Manufacturing. Watertown retained Fort Drum as NYS's largest single site employer, meeting housing needs and creating energy independence. In Clayton, ripple effects from investment in the 1000 Islands Harbor Hotel illustrate the payoff in investing in new accommodations for many distressed tourism communities across the region. The region’s tourism fund used $1.12M of state dollars to leverage $8.67M of private investment. Tupper Lake boosted visitation and spending with a multi-phase investment in the Wild Center "Wild Walk" and new businesses downtown. Several proposed Priority Projects link tourism to downtown revitalization as a driver for private investment, such as the Downtown Campus Revitalization of Clarkson University in Potsdam. The NCREDC is working hard to be a successful member of the global community as well, attracting foreign direct investment in more than 20 companies, growing exports, enhancing global logistics, and forming new international partnership agreements.

The Southern Tier Regional Economic Development Council (STREDC) maintained its focus on picking priority projects that address one or more of the four regional strategies (Build the Greater Binghamton Innovation Ecosystem; Invest in the Advanced Manufacturing Industry; Transform the Food and Agriculture Industry; and Promote the Southern Tier's Innovative Culture). For example, Binghamton University purchased and installed the NECCES Battery Dry Room at the Center of Excellence to create a testing facility for new materials and devices related to the energy storage industry. The creation of GLASE (Greenhouse Lighting and Systems Engineering) allowed for more affordable LED crop lighting for New York growers, increasing
local crop production and the availability of year-round fresh vegetables. Downtown Elmira, selected as the region’s DRI community, has strong links between its proposed downtown revitalization strategies and the STREDC emphasis on entrepreneurship, advanced manufacturing, and the innovation culture. STREDC supports several different programs/training options to appeal to various demographics, such as impoverished residents, veterans, people without formal education or English language skills, and people with sustained and severe vision loss. The STREDC also provides numerous examples of collaboration between employers and educational institutions to offer training for jobs skills of various levels and experience. There are signs of economic improvement in the region – increases in manufacturing wages; increasing numbers of 30-34 year olds migrating into the region; and growth in employment in food manufacturing.

The Western NY Regional Economic Development Council (WNYREDC) presents “A Strategy for Prosperity” that encompasses 10 strategies, including implementation of smart growth principles like downtown investment, neighborhood revitalization, brownfield redevelopment, and water resource protection. One smart growth project is accelerating the redevelopment of a long-vacant, major brownfield site, Bethlehem Steel. WNYREDC focuses on seven industry sectors, which helps drive investment decisions. The region experienced job growth in several sectors such as agriculture, bi-national logistics, professional services, and tourism. Its targeted cluster of Materials and Manufacturing has seen an increase in total wages, and total job count and firm count have decreased in the past few years. Buffalo has been a focus of investment, but other communities are benefiting from ESD Capital Funds and other state investments. For example, parkways are being rethought in Niagara Falls; riverfront access restored; and downtown areas revitalized. In addition, recent investments in adaptive reuse projects, complete streets, tourism, and the waterfront positioned Jamestown as the community most ready to benefit from DRI funding. Job training and engagement of hard-to-place workers is a regional priority (Prepare our Workforce), and includes efforts for unskilled workers, construction trades, and high tech/bio tech workers. As part of its Opportunity Agenda, the WNYREDC is taking steps to ensure that education, transportation and support services are growing so that economic prosperity is reaching all segments of the population.

**Conclusion**

In each of the regions, the Strategic Implementation Assessment Team was impressed by the continued dedication of the Regional Council members, work group volunteers, their selection of strategic and realistic projects, and staff of the Regional Empire State Development offices who serve the Regional Councils. We continue to believe that the REDC process is a recipe for success, bringing together the key ingredients of economic development, academic advancement of new ideas and products, and development of a workforce across all age groups and socioeconomic strata. While we may only recommend five regions as top performers, we believe all of the regions are winners.

We extend our thanks and our congratulations to all Region Council members for the outstanding work they are doing to strengthen New York’s economy.
Mohawk Valley REDC
2016 Progress Report Assessment

Section I. Performance

Impact on job creation and retention

**Strengths**
- For 2015, the region reports that past CFA projects that are moving forward created and retained 1,790 jobs, surpassed only by the creation and retention of 2,730 jobs by CFA projects funded in 2012.

**Weaknesses**
- None noted.

Business growth and leverage of private sector investments

**Strengths**
- From 2011 – 2015, the ratio of total project costs to ESD capital investments for priority projects is 6.1:1. For 2015 it was 6.2:1.
- From 2011 – 2015, the ratio of total project costs to all CFA investments was 5.4:1. For 2015 it was 6.6:1.
- From 2013 to 2015, the number of establishments increased from 12,158 to 11,344, according to data provided by ESD.
- The region is focused on increasing the number of patents coming out of their research and development institutions. The Commercialization Academy, which is based at the Griffiss Institute, is turning AFRL technologies into commercial products and businesses. In this way the region has a continuous source of new businesses and products to support the economy.

**Weaknesses**
- None noted.

Section II. Progress

Implementation of strategies in the 5-year regional strategic economic development plan

**Strengths**
- Although not selected for Upstate Revitalization Initiative (URI) funding, the MVREDC chose to embrace its URI Plan, “Sparking Transformation,” as its roadmap to the future.
- While the URI strategies were embraced, the strategies from the 5-year strategic plan are still reflected in progress over the past year, including: (a) enhance regional concentrations, (b) align workforce and education, (c) use infrastructure to enable innovation, (d) increase spatial efficiency and (e) strengthen government and civic effectiveness.
- Some new and old strategies have been consolidated. Aligning workforce and education was folded into the strategy of building the STEM economy; while the spatial efficiency strategy was merged with Making Great Places.
• In order to address Aligning the Workforce and Education, the MVREDC Veterans and Opportunity Agenda Work Group includes members from the ThINCubator, Mohawk Valley Community College (MVCC) and the area’s Workforce Development Board.

• The MVREDC Veterans and Opportunity Agenda Work Group have been working to ensure that the region’s hard-to-place workers are getting the resources they need, and secured an American Apprenticeship grant from USDOL for use in the region’s cyber technology industries.

Weaknesses
• None noted.

Execution of strategies in annual plan updates that address emerging state and regional challenges and opportunities

Strengths
• The UAS Test Range, an emerging industry, is on track with both funding and attraction of private sector clients.
• The Griffiss Institute is providing opportunities for blind or vision impaired students to participate in STEM education leading to employment through the CABVI program.
• The MVREDC helped secure funding for the Middleburgh Grocery to provide a source of healthy and affordable food that was lost due to flooding.
• One of the region’s challenges (and opportunities) is the large refugee population – the Regional Council has been working to create a close partnership with the Mohawk Valley Resource Center for Refugees.

Weaknesses
• None noted.

Success in job training and engagement of hard-to-place workers

Strengths
• Actions taken related to employment for veterans and refugees primarily involve creating closer partnerships with the Mohawk Valley Resource Center for Refugees. By working with them, the Regional Council is tapping into a population that has the potential to become integrated with the workforce.
• The Workforce Development Board, which participates in the MVREDC work group, secured a federal apprenticeship grant to help move lower-skilled residents into higher-skilled jobs.
• The MVREDC reports that SUNY Cobleskill is partnering with Stewarts Corporation to build the Dairy Processing Center to train dairy producers; this will be a way to tap into the booming Greek Yogurt industry for the region.

Weaknesses
• None noted.

Advancement and completion of prior round Priority Projects

Strengths
• Based on the report of project status, it is clear that the region is moving forward well with most, if not many of the projects.
• Thirty percent of Priority Projects from 2011-2015 are completed, and another 40% are on schedule.
• Twenty-three out of 32 Priority Projects from 2015 are on schedule.
The UAS Test Range has significantly advanced in the past year. In July, the Senate passed the FAA reauthorization bill that ensured the UAS test site designation at Griffiss International Airport; and Griffiss is currently installing a “Test Bed” range instrumentation system. The Test Site has already attracted many private clients plus the FBI, NASA and the FAA.

Weaknesses
- Twenty-six percent of Priority Projects have been cancelled or the funding was declined in the past five rounds.

Section III. Planning

Quality of the Progress Report

Strengths
- The report is well-organized and easy to follow.
- The report addressed the ways MVREDC can support state priorities, clearly identifying strategies, progress, and actions to advance state priorities.

Weaknesses
- None noted.

Coordination with institutions of higher learning to address regional workforce development needs

Strengths
- Most of the region’s higher education institutions are clearly connected with many regional and state priorities. This benefits a region whose major focus is the Science-Technology-Engineering-Math (STEM) economy.
- The MVCC Rome Campus has created a program on Unmanned Aerial Systems to support the region’s preferred industry cluster.

Weaknesses
- Workforce development strategies don’t make a strong connection to resources available at higher education institutions in the region. There seems to be a missing link which would connect programs like the new MVCC UAS degree to efforts to address hard-to-place workers in the region.

Collaboration with local governments in advancing opportunities for improved efficiency

Strengths
- Many of the work groups include local officials from across the region to gain their perspective in the selection of projects to support.
- The selection of the City of Oneonta for participation in the Downtown Revitalization Initiative was helped by the City’s use of Smart Growth principles, energy efficiency, transit-oriented development and their participation in the six-county Land Bank.

Weaknesses
- The region did not supply information about proposed local government efficiency efforts.
Ability to take the next steps in growing the regional economy

Strengths
- The MVREDC’s focus on creating vibrant communities is a strong strategy to address a key regional weaknesses, the struggled to retain a talented workforce.
- The MVREDC focus on developing key institutions like Griffiss’ Commercialization Academy, SUNY Poly and UAS, shows a dedication to maintaining a continuous pipeline of new enterprises.
- Brightwaters Farm, the only large-scale farming operation inside the City of Utica, is an example of an investment that could help to grow the agribusiness sector, identified by the MVREDC as a sector that could provide thousands of jobs and infuse millions of dollars into the local economy. Expansion and improvement of its greenhouse facilities will help meet increasing demand for their products.

Weaknesses
- None noted.

Development of regional metrics to measure success

Strengths
- The information graphics provided were clear and easy to follow.

Weaknesses
- The MVREDC did not provide specific metrics related to regional priorities.

Section IV. Projects

Solicitation and development of projects that advance the regional economic cluster

Regional Cluster
- The Council identified Information Technology (IT) and Cybersecurity as its primary industry cluster.

Strengths
- The region has a strong foothold in this cluster; the region’s higher education institutions have already begun to grow strong programs in this industry.
- Due to the increasing importance of the Internet of Things, this cluster will be a quickly growing industry that can infuse significant economic growth into the region.
- The preexisting unmanned aerial systems industry in the region has created strong growth potential; having the Griffiss Institute and the AFRL in the region allows for further growth in this field that can bring globally competitive strengths to the region.
- The Air Force Research Laboratories (AFRL) Information Directorate is the nucleus of the Mohawk Valley’s Cyber Cluster, with a budget of more than $1 billion and an economic impact of nearly $350 million, annually, across Central New York and the Mohawk Valley.

Weaknesses
- None noted.
Identification of projects to advance State and regional priorities.

**Strengths**
- To advance STEM industries, MVREDC supported 12 priority projects, such as construction of a new manufacturing facility for Hartman Enterprises which is projected to create 5 and retain 40 private jobs.
- Agribusiness would be advanced by 6 priority projects. For example, the Susquehanna Regional Food Beverage Hub would create a mixed use neighborhood in downtown Oneonta.
- Nine projects address the Opportunity Agenda. Building on a successful program the Central Association for the Blind and Visually Impaired (CABVI) is seeking funding to expand their facility to allow for more manufacturing and employment for people who are legally blind.
- As a part of their agribusiness and veterans strategy, one proposed Priority Project is the Vets2Farm program, which helps veterans rejoin the workforce by training in skills of agriculture and animal husbandry.

**Weaknesses**
- None noted.

Advancement of projects and activities to meet workforce development needs

**Strengths**
- In addition to the Vets2Farm and CABVI projects previously mentioned, the region several projects related to developing a skilled workforce. For example, the Mohawk Valley Community College training program to assist unemployed people to become manufacturing certified production technicians.

**Weaknesses**
- There do not seem to be any Priority Projects proposed for this round that are directly related to workforce development for the refugee population.

Identification of projects in the region that would revitalize downtowns

**Strengths**
- While the City of Oneonta was designated as the municipality to receive funding for the Downtown Revitalization Initiative, the MVREDC chose to support revitalization efforts in all municipalities that applied for the nomination.
- The council has made great strides with working closely with local governments on proposals for downtown revitalization. The MVREDC decided to prioritize projects from municipalities that sought DRI designation but were not chosen.
- An examples of a CFA project that will help create a vibrant community is the renovation of Doyle Hardware. The proposed project which will revitalize a prominent and historic structure in Downtown Utica for mixed-use space, housing, and offices.
- The Rail Yard Development Project discussed in Oneonta’s DRI application, is an ambitious plan to convert old rail yard space into useable space for a variety of businesses, ranging from light industrial to food production. Development of this 50 acre site could boost downtown revitalization and the food and beverage cluster.

**Weaknesses**
- None noted.
Section V. Participation

Engagement of the community, public, and other stakeholders in the Regional Council process

Strengths

- An example that shows the level of effort that was carried out by the Council to ensure that even the smallest cities have a say in the regional strategies is Canajoharie. There, the MVREDC worked with the state, county, and American Architectural Foundation to plan for revitalization of a blighted and decayed area that once was a manufacturing hub. Local, state and federal partners are engaged in planning and implementation efforts.

- The region’s Workforce Development Board plays a large role on the Workforce Workgroup – this has clearly influenced the direction the MVREDC has taken in regard to projects and activities to move workforce development forward.

Weaknesses

- None noted.

Regional unity and support of the Progress Report and Downtown Revitalization Plan

Strengths

- Given the level of participation from the different communities across the region in the DRI, it is clear that there is significant support from across the region for downtown revitalization projects.

- One example the Council highlighted in the Progress Report was the RECLAIM NY brownfield revitalization project in Canajoharie. Local, state and federal stakeholders were engaged at every step with the community in order to revitalize the area.

- Creating vibrant communities has been identified as essential to attracting and retaining talented workers.

Weaknesses

- None noted.
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