



**Finger Lakes**  
**Regional Economic Development Council**

**Public Meeting**  
**8/21/2013**  
**Monroe Community College**

- Welcome from Co-Chairs
- Eastman Business Park Update
- Round III Update: CFA, Report, Schedule
- Workgroup Presentations
- Questions & Discussion



# #1 PRIORITY

*FLREDC UNANIMOUS VOTES: 2011, 2012, 2013*

## NYS-Kodak EBP Global Settlement Agreement:

*Approved 8/20/2013 by US Bankruptcy Court*

- **Utilities** – Recycled Energy Development (RED)
  - NYS-approved ownership/operation; \$7.1 MM ESD incentive
  - Kodak and other tenants become customers of RED
- **Environmental Liability** – Environmental Trust Fund (ETF)
  - DEC oversight of Kodak-funded \$49 MM trust, remediation
  - DEC *covenant not to sue*: Kodak, RED, EBP property owners
  - Modified to address federal EPA concerns
- **Predictability** – Future Kodak Operations at EBP





# #1 PRIORITY

*FLREDC UNANIMOUS VOTES: 2011, 2012, 2013*

## The *next* phase for Eastman Business Park:

- Kodak **bankruptcy emergence** being finalized in near future
- Recruit **owner/operator** for Kodak real estate
- Continue **project pipeline** development to attract and grow more businesses in these *key* technology areas:
  - Functional Films and Printing
  - Biomaterials and Specialty Chemicals
  - Energy Storage
- **CONTINUED COMMUNITY PARTNERSHIP**



**Finger Lakes**

**Regional Economic Development Council**

## **Important Upcoming Dates:**

- 8/23: NYS agency eligibility ruling for all CFAs
  - 8/30\*: Scoring Committee CFA recommendations
  - 9/3\*: CFA scores sent to Council members for voting
  - 9/6\*: Complete e-voting on all CFA scores
  - 9/9\*: Draft report & priority project list to Council
  - 9/13: FLREDC meeting to approve report & project list
  - 9/24: Round III progress report due to NYS
- \**Target date only (not a deadline)*



**Finger Lakes**  
**Regional Economic Development Council**

# **Workgroup Presentations**

# Finger Lakes Economic Development Council

Eastman Business Park

Work Group

August 21, 2013



EASTMAN  
Business Park



EASTMAN  
Business Park



## VISION/STRATEGY

- NYS Premier Center for Commercialization of new technology in the areas of energy storage, functional films and biomaterials.
- Key growth projects will build on the Finger Lakes Region's deep manufacturing competence and EBP's unique capacities.



## KEY PERFORMANCE METRICS

Key Metric	2012 Baseline	2013 August	2017 Goal
Grow Jobs @ EBP	6533	6700	7887
EBP Payroll	\$542 M	\$556 M	\$613M
Clean Tech Firms	2	6	15
Clean Tech Jobs	14	37	985
Capital Investment	<\$1M	\$42 M	\$600M





## FIRMS AND JOBS IN THREE TECHNOLOGY AREAS

<b>Company</b>	<b>2012 Baseline</b>	<b>2013 August</b>	<b>Capital Invest</b>
Cerion - Baseline	10	12	\$1M
Natcore Solar - Baseline	4	8	\$1M
Graphene Devices		8	\$0.1M
NOHMs		4	\$5M
UniPixel		4	\$25M
Kingsbury		1	\$10M
<b>Total</b>	<b>14</b>	<b>37</b>	<b>\$42M</b>



## 2013 CFA PRIORITY PROJECTS

- Fermentation Cluster - Transformational
- Functional Films Commercialization Center - Transformational
- Epiphergy - Priority



# Update on Kodak Chapter 11 Emergence



## Life Sciences Work Group

### Mission/Vision Statement

The Finger Lakes Region is a national hub for biomedical research and commercialization. Over the next five years, the region will:

- **Invest** in academic/private R&D projects
- **Accelerate** the translation of scientific discoveries into commercial opportunities by increasing the region's capacity to support and fund new start-up companies
- **Sustain** and expand regional capabilities in biotechnology and pharmaceutical manufacturing
- **Expand** capacity and reach of the region's life sciences incubation and acceleration facilities

### Existing Conditions

- Growing number of life sciences companies with many large, established firms/smaller start-ups
- Challenges in the local market – Bausch + Lomb – Valeant Pharmaceutical, UCB - Unither
- Sector employs more than 10,000 individuals in the region
- Highly educated workforce with strong life science-related education and training programs
- Strong foundation of university-based life science research
- History of successful academic-industry collaboration

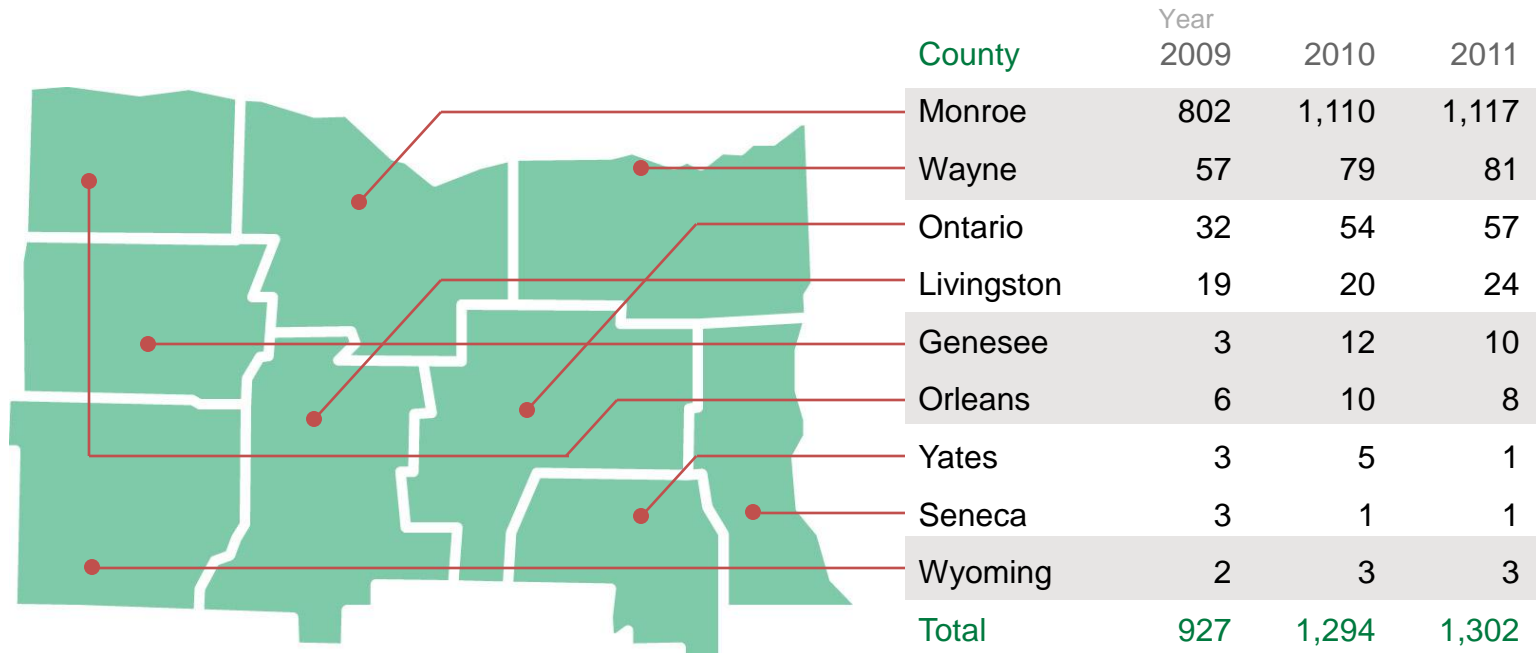
### Sector Performance Measure

- Patents Awarded





## Sector Performance Measure: Patents Awarded







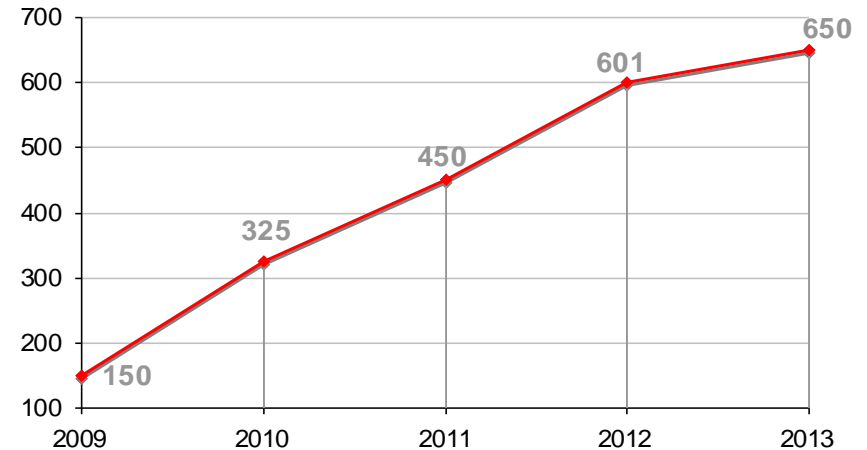
## Priority Project

# Health Sciences Center for Computational Innovation (HSCCI)

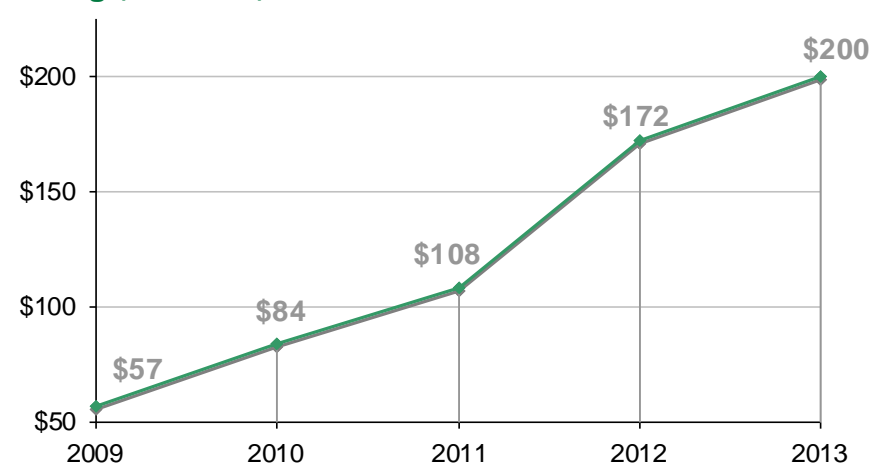
- Goals**
- To create one of the most advanced computer systems dedicated to health research in the world.
  - Leverage \$205 million in external research funding in 10 years



HSCCI Users



Funding (in millions)





## Priority Project Recommendations

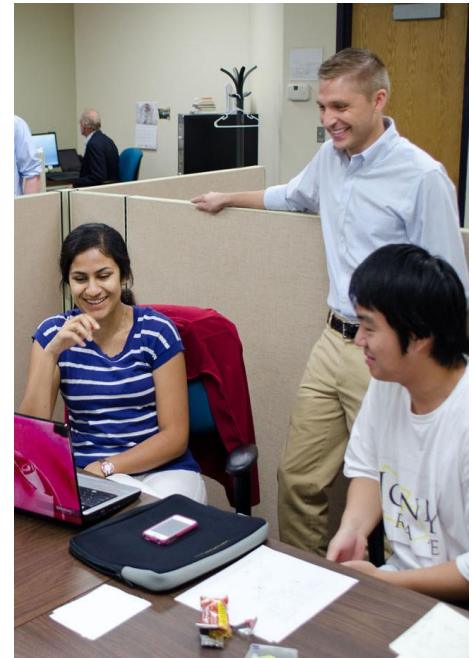
Project	Sponsor	Estimated Job Creation	2013 CFA Request
<b>Business Accelerator Cooperative (BAC)</b>	HTR	1,000 in 5 years	\$3.5 million for Phase B project construction
<b>Finger Lakes Hot Spot Consortium</b> (Innovation Hot Spot/Business Incubator Proposal)	HTR/Venture Creations	Up to 100 per year	\$375,000 to expand entrepreneur mentoring programs and start up support
<b>HSCCI/cGMP Capital Equipment Proposal</b>	University of Rochester	Up to 10 over 5 years	\$1 million capital equipment request
<b>cGMP Toxicology Center</b>	University of Rochester	To Be Determined	N/A – 5 year project



## Priority Project

# Business Accelerator Cooperative

- Goal** Create an interconnected hub and node business support infrastructure to provide needed incubation facilities and support services throughout the region.
- Progress**
- Site identified and LOI signed with developer
  - <http://rocgrowth.com/> - Online resource guide completed
  - Video conferencing system read for installation (2013)
  - HTR applying for additional U.S. EDA support (Fall 2013)
- Timeline** Total of \$5 million through REDC CFA Process for “Phase A”
- \$2.5 million 2011 CFA Award
  - \$2.5 million 2012 CFA Award
- 2013 CFA Request** \$3.5 million to fund “Phase B” construction (remaining offices and wet labs)







## New Priority Project

# HSCCI/cGMP Capital Equipment Request

### Goal

- Expand capabilities and capacity of HSCCI and Upstate Stem Cell cGMP facilities in clinical genomics and high throughput screening
- Accelerate clinical trials and commercialization of new stem cell products
- Refine/optimize cell production processes to create safe, reproducible materials for human use
- Further strengthen cGMP facility collaborations with SUNY Upstate, UB, Roswell, and Albany Medical Center

### Job

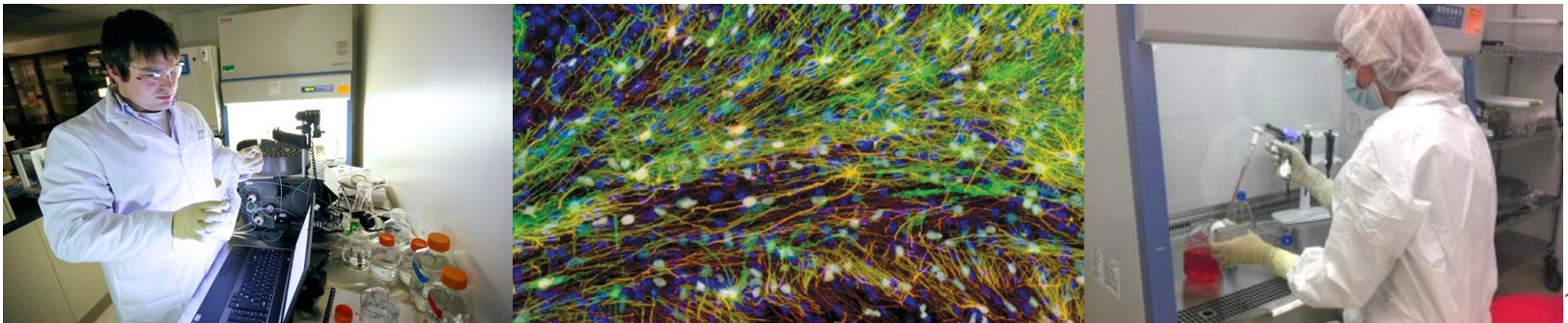
### Creation

Create up to 10 jobs over 5 years

### 2013 CFA

### Request

\$1 million through ESD for capital equipment





## Five Year Project

### cGMP Toxicology Center

- Project Goals**
- Advance R&D in the field of preclinical toxicology
  - Capitalize on investment in University-based technology and life science companies
  - Develop efficient, cost-effective drug safety evaluation methods prior to human testing
  - Accelerate growth in regional biopharmaceutical industry by facilitating translation of scientific discoveries into new commercial opportunities

### Potential Funding Request

- To be determined







# **Vision / Mission**

**Diversify and increase the value of agriculture and food products**

**Gain Access to new markets**

**Provide incentives and resources for the creation and expansion of the region's food supply chain (Farm to Fork)**

**Develop academic and other private partnerships to increase production and manufacturing efficiencies**

**Invest in projects that create synergy between the region's agriculture and green energy sectors**



## 2013 Round III Priority Project Recommendations:

**Top Priorities- High priorities and/or potential  
“Transformational” projects for ESD competitive funding**

<b>Project Name</b>	<b>Sponsor Organization</b>	<b>Brief Description/Note</b>
Kitchen/Small Scale Processing	Cornell Technology Farm	Shared use kitchen for developing small scale entrepreneurial agriculture and food opportunities



## Other Priorities - Projects strongly supported and recommended for maximum 20-point score from the FLREDC

Project Name	Sponsor Organization	Brief Description/Note
Rural Enterprise & Agricultural Loan+	Wayne Econ. Development Corp.	Pool of funds to incent ag and food processing businesses to expand in Wayne County.
Sustainability in Food Processing	NYSP2I –RIT	Advancing the Food Processing Industry through Sustainability in 3 NYS Regions
Red Jacket Orchards Growth Project	Red Jacket Orchards	Increase production and market reach for this premier Seneca County Fruit business
Food Hub Project	Food Link	Equipment addition to allow locally grown foods more year round availability to underserved markets



## Supported Projects – Projects with workgroup support and recommendations for 15-point FLREDC score

Project Name	Sponsor Organization	Brief Description/Note
Storm Water Runoff	NYS Wine and Grape Foundation	Demonstration system for controlling runoff from farm wineries.
Winery Waste Water Treatment project	NY Wine and Grape Foundation	Demonstration system for processing waste water from wine and grape processing





# Tourism & Arts Workgroup

Priority Projects Presentation

August 21

Monroe Community College





# Vision

The Finger Lakes Region has world class tourism, arts and culture assets. These assets help produce jobs, positively impact economic development and enhance our quality of life in the region. We grouped these assets into four sectors:

1. Lakes, rivers and canals;
2. Sports, recreation, and entertainment;
3. Arts and culture;
- and 4. Culinary, wine and beverage assets.

Our goal will be to broaden and strengthen our national and international reputation for Tourism and Arts using collaborative marketing and promotion to more fully realize our potential.



## Finger Lakes Region Marketing Plan: Brand: Finger Lakes – It's a lifestyle!



*Canandaigua Lake*



## PGA Championship

*Oak Hill Country Club*



## NASCAR

*Watkins Glen International*



**\$1.49 Billion Economic Impact**





Fairport Canal Days



Xerox Rochester International Jazz  
Festival



Tourism & Arts Industry

**21,000 Direct Jobs**





# Priority Projects

## Arts & Culture

The Strong & Toy Industry  
National Hall of Fame

*Toy Industry National Hall of Fame.*



## Wine & Culinary

Finger Lakes - America's #1  
Wine & Culinary Destination

*Guest chefs program, top sommeliers,  
media tours and wine and food festival.*





# Priority Projects

Lakes, Rivers, Canals

## Show Ship

*Floating stage on the Erie Canal for visual, performing and culinary arts.*



Sports, Recreation, Entertainment

## Canadian Tourism Campaign

*Canadian travel beyond border communities, attract new business and strengthen awareness.*



## Taste NY LPGA

*New York foods featured at LPGA, proceeds to benefit Children's Success Fund.*







## Other Priorities

### **Bristol Mountain Aerial Park**

*Addition of aerial park leveraging a year-round destination, compliments spring and fall travel and families.*



### **Geva Theatre Center**

*Transform NYS Naval Arsenal and Convention Hall to a cultural venue.*

### **Canandaigua Lakefront**

*Strong support of Canandaigua Lakefront improvements, going through community development workgroup.*





END

Don Jeffries  
President & CEO  
VisitRochester

Sarah Lentini  
President & CEO  
Arts & Cultural Council





# ***Community Development***

**Vision and Strategy**—Invest in Community Development, Industrial Development and Infrastructure:

- Improve quality of life.
- Address poverty, affordable housing, graduation rates, unemployment.
- Increase access to opportunities.

**Performance**—Measure direct impact of projects and trends of community health indicators.

**Meetings**—30 organizations, 9 meetings.

**Outreach**—Solicited proposals, reviewed submissions, presentations.



# ***Priority Projects Update***

## **College Town**—Under construction:

- \$4 million ESD / \$97 million investment.
- 821 construction jobs / 330 new FTE.

## **Midtown Rising**—Construction begins in Fall:

- \$5.2 million NYS / \$54.3 million investment.
- 400 construction jobs / 86 new FTE.

## **Port of Rochester**—Marina out to bid. Private development RFP:

- \$4.48 million NYS / \$19.74 million marina and \$20-39 million private Phase I.
- 200 construction jobs marina only and 75 to 100 new FTE Phase I.

## **Penn Yan Waterfront**—Construction starts in Fall:

- \$490,000 ESD / \$19 million investment.
- 250 construction jobs / 30 new FTE.

## **PathStone Enterprise Fund**—Reviewing loan applications:

- \$2 million ESD / \$4 million projected investment.
- Projected 34 loans, 234 direct jobs, 50 indirect jobs.



# **Performance and Conditions**

**Performance**—Impact of 4 priority projects on previous slide:

- Investment—\$190 million.
- Leverage—13 to 1!
- Job Creation—1,671 construction jobs / 521 new FTE.
- Housing Units—300.

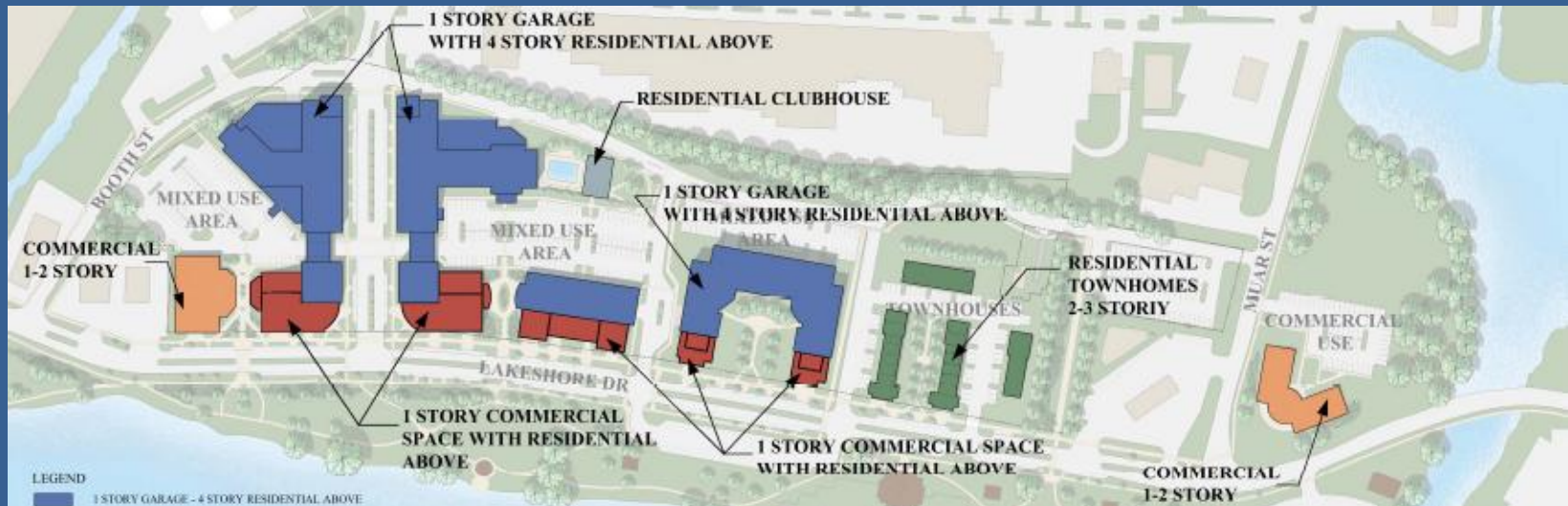
**Existing Needs & Conditions**—City/Rural indicators:

- Poverty (2000 to 2011): City—26% to 31% / Rural—9% to 11%.
- Unemployment (6/10 to 6/13): City—10.8% to 9.4% / Rural—7.9% to 6.8%.
- Graduation Rate (2010 to 2011): City—46% to 45% / Rural—82% to 83%.
- Housing Affordability (2000 to 2011): City—34% to 42% / Rural—26% to 31%.

# Transformational Projects

## Canandaigua Lakefront Redevelopment:

- Mixed use project on 21 acres along Canandaigua Lake.
- \$4.8 million funding request for infrastructure and public facility.
- Phase I: \$46 million, 69 new jobs and 250 construction jobs.
- Total Project: \$117 million, 175 new jobs and 400 construction jobs.
- Increase the City's tax base by nearly 10%.
- Urban infill project will clean up a state-designated Brownfield site.
- Position Canandaigua lakefront area as a major destination.



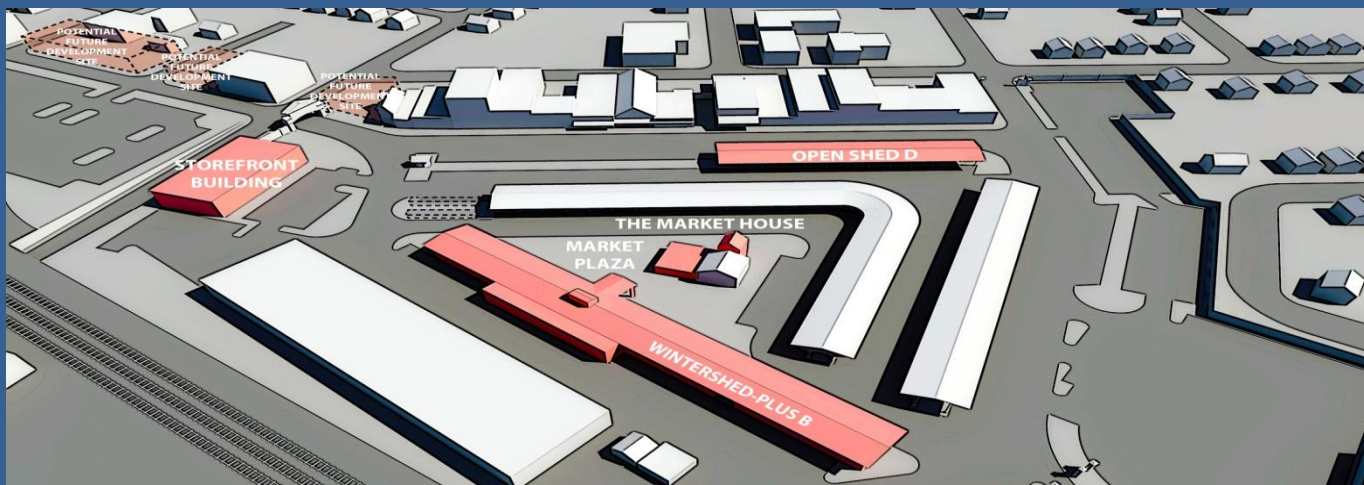




# Transformational Projects

## Rochester Public Market:

- Expand vending and provide options for private development.
- Coordinates with community development in Marketview Heights.
- \$4.0 million funding request.
- \$25 million investment (\$15 million complete / \$10 million proposed)
- 291 new jobs and 55 construction jobs.
- Retail outlet contributes to resurgence of local farms.
- Largest, market based, food stamp EBT program in the country.
- Benefits small businesses, farmers, community development, tourism.



# Transformational Projects

## Foodlink Food Hub:

- Build stronger and more equitable food system and create wealth by linking local producers to underserved markets.
- Train individuals for food industry careers that pay a livable wage.
- \$1.1 million funding request.
- \$4.9 million investment.
- 20 new jobs and 20 construction jobs.





# ***Transformational Projects***

## **RIT Center for Urban Entrepreneurship:**

- Reshape regional economy and build wealth within the urban community with a hub for entrepreneurial programs and research.
- Renovation of the historic Rochester Savings Bank downtown.
- \$2.2 million funding request.
- \$8.2 million investment.
- 700 new jobs and 30 construction jobs.



# Higher Education Workgroup Dashboard Update

August 21, 2013

Co-chairs: William Destler, RIT  
Dr. John Halstead, SUNY Brockport

Report presented by:  
Daan Braveman, Nazareth College



# Existing Conditions

- Higher Education in the Finger Lakes region contributes to a “Triple Bottom Line” as:
  - Major employer
  - Engine of research, innovation and economic development
  - Anchor of the region’s overall quality of life
- Number of Employees/Payroll
  - Jobs: 34,882
  - Payroll: \$1.9 billion
- Total Economic Impact, over \$5 billion
- 90,000 students from all 50 states and beyond our borders
- Ranked **3<sup>rd</sup>** in degrees per capita (one of the most productive regions in the nation)
  - **1<sup>st</sup>** in degrees in the physical sciences and mathematics
  - **2<sup>nd</sup>** in the biological and life sciences fields
  - **3<sup>rd</sup>** in engineering and engineering-related fields
  - **6<sup>th</sup>** in computing and information sciences

# Performance Measures

- Increase overall market share of student enrollment
- New Facilities/New Academic Programs
- Meeting regional workforce needs
- Increase funding for research and development
- Business Incubation and Company Spinoffs = Jobs and Wealth Creation

# 2011 & 2012 Funded Priority Projects

## **Golisano Institute for Sustainability \$5 million**

Incentive contract with ESD signed  
Building opened and dedicated on April 12  
Equipment acquisition in process



## **Health Sciences Center for Computational Innovation \$10 million**

2011 contract approved; 2012 incentive proposal signed  
IBM Blue Gene Q installed, Data Center renovations  
completed  
Facility dedicated – August 2012  
\$200 million in external research generated  
100 faculty & 650 scientists & staff users



# Priorities

- Top Priorities
  - Wellness & Rehabilitation Center, Nazareth College, \$3 million (Total Cost: \$18 million)
  - Center for Urban Entrepreneurship, RIT, \$2.6 million (Total Cost: \$7.5 million)
- Other Priorities
  - Pathway to Employment, Food Processing Technology, GCC, \$193K (Total Cost: \$356K)
  - Functional Printing Innovation Center, RIT, \$413K (Total Cost: \$1.2 million)
  - Integrated Health & Science Building, St. John Fisher College, \$1 million (Total Cost: \$14 million)

NOTE: All ESD Capital funding requests, except for GCC project, which is Workforce Development



# Other Supported Projects

- Center for Business Analytics and Health Informatics, Keuka College, \$2 million  
(Total Cost: \$16 million)
- Next Gen Health & Sciences Initiative, Roberts Wesleyan College, \$2.5 million  
(Total Cost: \$19 million)
- Performing Arts Center, Hobart and William Smith Colleges, \$5 million (Total Cost: \$30.5 million)

NOTE: All ESD Capital funding requests, except for GCC project, which is Workforce Development



# NYSUNY2020 Projects





# Energy Innovation Sub Group Update

Matt Fronk

Co-Chair

August 21, 2013





# Energy Innovation Sub Group Mission Statement

From the 2011 Strategic Plan:

- Encourage “Energy” Companies to expand and relocate to the region thru the development of shovel ready sites and other incentives – **MAKING PROGRESS.**
- Create the resources and infrastructure that will accelerate R&D and Commercialization of new energy technologies – **MAKING PROGRESS.**



# Status & Metrics

## Status:

Finger Lakes Region	2011 Employment	2012 Employment	2011-12 Job Growth	
Energy Innovation	7,855	8,144	290	3.7%

\* Suggest a Post Mortem on the loss of 350 GM Fuel Cell jobs

## Metrics for future:

- # of Companies in the region involved in energy innovation as it relates to manufacturing of products in the energy storage and generation spaces
- Number of employees in these related businesses
- Growth in sector from:
  - Current companies expanding manufacturing
  - New companies coming to the area/starting up in the area



# Project Updates and Momentum

## NY BEST Product Commercialization Center

- Announcement of program made by Governors office on 7/23/2013
- Will move into EBP Bldg #308
- \$3.5M of FLREDC leverages \$16M from DNV KEMA

## NOHMs

- Move into EBP Bldg #320 began on 8/12/2013 from Ithaca – program underway
- \$2.0M award from FLREDC in 2012

## Seneca Bio Fuels

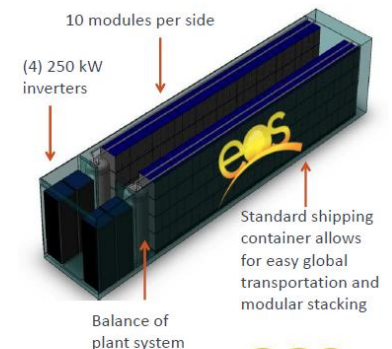
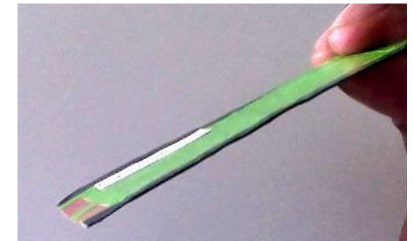
- Operates a pilot-scale **biodiesel** plant – Underway in 2013 for production capacity of 1000 gallons per day with supported plans for expansion
- **Finger Lakes Grape Seed Oil** – SBE operates commercial wineries waste pomace processing and grape seed oil production – Underway in 2013
- **Akron Ag Products** – Operating waste paper pulp drying and processing operations and producing the region's first alternative dairy bedding materials
- \$7Million tax exempt bond financing package from FLREDC





# 2013 CFA Submissions Supported

- Arnold Magnetics (NY BEST) – Business expansion of high technology commercial magnetics into auto sector from there aerospace, energy exploration, motorsports, and general industrial commercial products. Manufacturing focused. EBP prime location due to low cost power.
- Seneca Bio Fuels – Rail Expansion within Depot supporting site revitalization
- Paper Battery (NY BEST) – Scale up and Manufacturing of advanced energy storage at EBP with test support from NY BEST Center
- EoS Energy Storage (NY BEST) – Product Development and manufacturing scale up for grid support energy storage technology with test support from NY BEST Center







# Business Services Workgroup

August 23, 2013



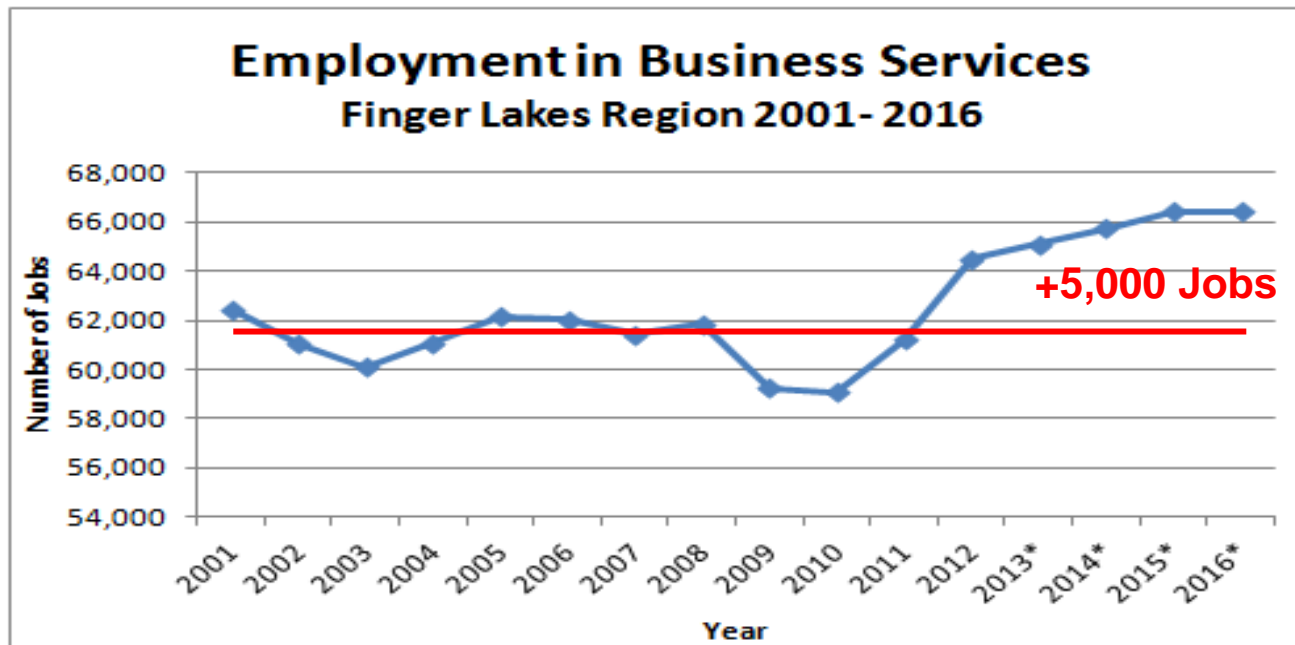


## Strategy/Vision

- “Capitalize on the recent trends in the business services sector and drive incremental job growth thru 2016. While focusing on both the higher wage earning segments and middle skills segment.”

## Performance Measures

- Grow 5,000 Jobs
- Increase number of graduates placed in the Region





## 2011 Granted CFA's Creating job growth



*Sutherland Global Services received \$900,000 in Excelsior Jobs tax credits for their expansion at Rochester Technology Park.*

*Sutherland has more than fulfilled their CFA obligation to hire 363 people by hiring more than 360 people in 2012 while continuing to hire into 2013.*

## Sample of Projects outside the CFA Creating job growth



*"Maximus Federal Services will invest nearly \$1.7 million to expand its Medicare Appeals back office operation in Pittsford, New York, retaining 159 at-risk jobs and creating 308 new jobs"*



*"Xerox Corporation will establish a call center in Webster, NY, and create 500 jobs over the next two years according to an announcement made by Gov. Andrew Cuomo"*



*Continued growth of Paychex has resulted in 174 additional jobs the past 18 months*





## Priority Project Pipeline

### Placing College Interns & Keeping Graduates in our Region

#### Goals & Benefits

- More “in college” jobs (internships, co-op, etc.)
- Early “capture” of talent feeder base
- Keep more local graduates employed within the region

#### Project Overview

- “Matchmaking Platform” to connect our Region’s college students with area employment opportunities
- Companies from start-up to large
- Includes undergrad / graduate and recently graduated students, and local students attending college outside the Region

#### Next Steps

- Finalize the technology solution / software platform. Potential to partner with Project ION in Syracuse region or Intern Avenue in the UK where similar platforms are operational
- Gather additional input from area colleges and businesses to clearly understand requirements
- Identify and establish an owner to maintain the site and coordinate between colleges and businesses
- Consider expanding to all of Western NY





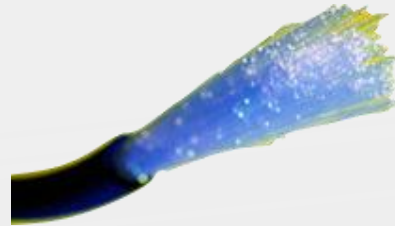
# Finger Lakes Region Economic Development Council Optics, Imaging & Photonics

Rochester, New York  
August 22, 2013

# The \$500 Billion Optics, Imaging and Photonics (“OIP”) Market



Flat Panel Displays



Photonic & Fiber Optic Communications



Clinical Diagnostic Instruments

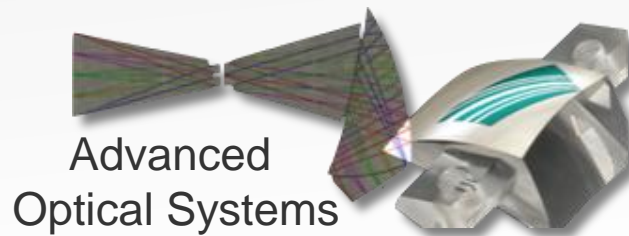


Lenses for Computer Chip Manufacturing

Smartphone Cameras



Infrared Imaging



Advanced Optical Systems



Minimally Invasive Surgical Tools

# Finger Lakes OIP Situation Analysis



## Rochester's "Big Three"

- Kodak
- Xerox
- B & L



Rochester" 50+ small and mid-size OIP companies added ~ 1,500 jobs in 2012 (~13% growth).

# Finger Lakes OIP Customers



OIP is about 50% of the Region's \$10 billion industrial output.



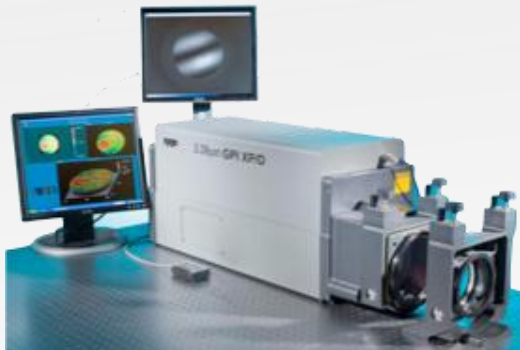
# 2013 OIP CFA Submission - 1<sup>st</sup> CFA

## 2013 - Focus on Infrared Imaging



Precision 5 Axis Non-Contact Profilometer  
for Measuring Visible and Infrared  
Free Form Optical Components

\$ 497,500



Infrared Interferometer and Associated  
Hardware for Testing Infrared Optical  
Components & Infrared Systems

\$ 497,500

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**Sub-total - \$ 995,000**

Total matching funding from OIP companies in the Region is about  
\$22,157,000

**CFA 31991 - Applicant: Photonics Industry Association of New York**

# 2013 OIP CFA Submission - 2<sup>nd</sup> CFA

## 2013 - Focus on Infrared Imaging



MOCVD Deposition Tool for  
Fabricating Photonic Sources,  
Lasers and Infrared Sensors

\$ 463,376

Total Project Cost - \$1,554,586

2nd CFA Sub-total - \$ 463,376

CFA 31288 - Applicant: Rochester Institute of Technology

1st CFA Sub-total - \$ 995,000

Total Optics, Imaging & Photonics Working Group Request - \$1,458,376

Expected outcome: 500 to 600 incremental jobs over 5 years.

Q

&

A



# Infrastructure and Transportation

## Mission/Vision

To ensure that regional infrastructure and transportation assets are distinguishing factors in the retention and attraction of jobs and investment.

## Existing Conditions

- Sufficient capacity overall to accommodate additional growth, but localized limitations/bottlenecks exist.
- Inadequate resources limit ability to maintain existing assets (many of which are reaching end of their useful life) and pursue transformational projects.
- One-third of bridges are Structurally Deficient or Functionally Obsolete (2013).
- EPA Official Water Quality Facility/Project Needs total \$420 million (2008, data for 2012 forthcoming).
- Regional energy generation is far below consumption. Significant investments are being made to enhance the system, ensure reliability, and serve new customers.
- Availability of access to broadband varies within region. Progress made through Connect NY grants awarded in Seneca and Yates Counties.







# Infrastructure and Transportation

## Performance Measures

- Regional Energy Generation Per Capita:  
*19.6 Million British Thermal Units (2010)*
- Total Water Demand Per Capita:  
*0.866 Million Gallons/Day (2010)*
- Regional Transit Service Annual Ridership:  
*18,082,000 (State Fiscal Year 2012-2013)*
- Enplanements at Greater Rochester Int'l Airport:  
*1,217,974 (2012)*
- Tons of Freight Originating in the Region:  
*34,392,000 (2010)*
- Percent of Households Served by Broadband\*:  
*91% for region / 83% outside of Monroe County (2012)*

*\*As defined by NYS Broadband Program Office based on minimum FCC Download Speed*





# Infrastructure and Transportation

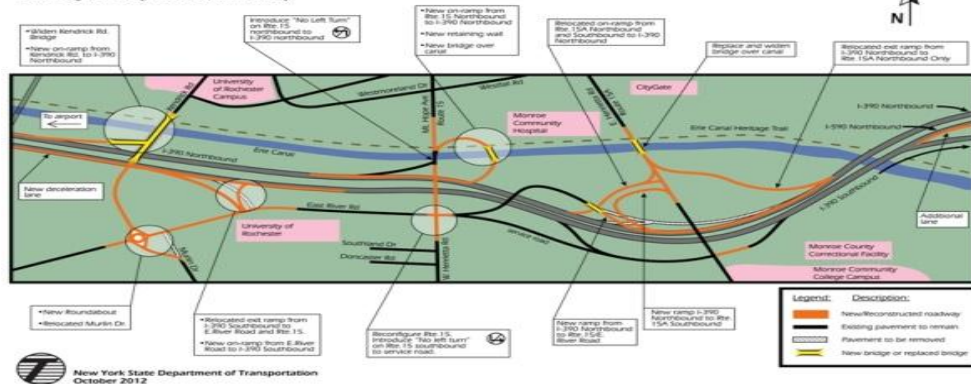
## Highest Priority Transformational Project

### ➤ Access 390 Initiative

- ✓ *New off-ramp at East River Rd. and roundabout at East River Rd./Kendrick Rd. completed August 2013 with new on-ramp at East River Rd. under construction*
- ✓ *New on-ramp at Kendrick Rd. and widening of Kendrick Rd. Bridge over I-390 begun June 2013 with completion anticipated late-2014*
- ✓ *New on-ramp at West Henrietta Rd., rehabilitation of West Henrietta Rd. bridge over I-390 fully funded and expected to begin spring 2014*
- ✓ *Funding for new East Henrietta Rd. bridge over Erie Canal and reconfiguration of I-390/East Henrietta Rd. interchange announced January 2012 by Governor Cuomo, latest affirmation of commitment to fund by NYSDOT in June 2013*



**Access 390, Interchange 16 Reconstruction Project**  
Town of Brighton and City of Rochester, Monroe County





# Infrastructure and Transportation

## High Priority Transformational Projects

- Inner Loop East Transformation Project
  - ✓ *Engineering and design underway with funding for construction being sought from NYSDOT and USDOT*
- Monroe County Sustainable Agricultural Park
  - ✓ *CFA for comprehensive plan to create 40-acre renewable greenhouse using energy from Mill Seat Landfill submitted in 2013*
- STAMP Infrastructure and Transportation Improvements
  - ✓ *CFA for site acquisition activities submitted in 2013*
  - ✓ *Traffic study completed with funding for design and construction sought from NYSDOT*
  - ✓ *Future CFAs anticipated for additional work*
- Portageville Freight Rail Bridge Replacement
  - ✓ *\$2 million awarded in 2011 CFA and \$51 million in private funds committed; additional funds being sought by Norfolk Southern*
- NYS Route 390/I-490/Lyell Avenue Interchange
  - ✓ *Reconstruct interchange and adjacent roads and bridges to ensure viability of Eastman Business Park and address identified safety and congestion issues*





# Infrastructure and Transportation

## Other Priority/Strongly-Supported Projects

- Seneca County Route 318 Corridor Sewer Project
- Batavia, Lakeville, and Perry Wastewater Planning Studies
- Crossroads Garage/Charles Carroll Plaza Rehabilitation (City of Rochester)
- Dansville & Mount Morris Railroad Rehabilitation (Livingston County)
- Dewey Avenue/Driving Park Intersection Realignment (City of Rochester)
- Dundee Water System Improvement Project
- Genesee County Airport Terminal Building and Maintenance Hangar Design and Construction
- High Falls/Brewery Line Trail (City of Rochester)
- Montezuma Street Waterline Replacement (Village of Lyons)
- Promenade at Erie Harbor (City of Rochester)
- Vacuum Oil Site – Flint Street Gateway (City of Rochester)





# Advanced Manufacturing Workgroup Dashboard Update

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Co-Chairs:

Tyrone Reaves

Charlie Cook

Nabil Nasr

August 21, 2013

# Workgroup Mission

Support the region's Advanced Manufacturing sector through the creation and preservation of industrial development and partnerships with academia to help companies meet their R&D needs and improve manufacturing processes and increase their production output and employment.

# Performance Measures

- Increase overall market share in targeted manufacturing clusters
- Increase manufacturing exports
- Increase capital investment and production capacity
- Job creation/retention
- Investment in R&D
- Investment in training and workforce development
- Business incubation and company spinoffs



# 2012 Funded Priority Projects

## Golisano Institute for Sustainability \$5 million

Incentive proposal received & returned to ESD  
Building opened and dedicated on April 12  
Equipment acquisition in process  
\$12 Research funding in 2012 and \$11 million in new contracts



## Science & Technology Advanced Manufacturing Park (STAMP) \$0.5 million

Project funding of \$.5M for STAMP leveraged an added \$1.2M in funding from the Governor's office and local sources to support land acquisition – total NYS funding of \$5.1 million committed since late 2012 will enable the acquisition of 853 acres by year end 2013.





# Priority Projects Recommendations

## Top Priority / Transformational Project

- Manufacturing Revolving Loan Fund

## Strongly Supported and Recommended

- Functional Printing Innovation Center
- STAMP (land acquisition)

## Supported Projects

- Finger Lakes regional Center for Advanced Optics Manufacturing

## Pipeline Projects for Future Consideration

- Manufacturing Collaborative

# Manufacturing Revolving Loan Fund

- Creation of a \$5 million loan grant program directed at small and medium size companies
- Coverage in the nine-county Finger Lakes Region
- Goal is to provide financial resources to assist manufacturers expeditiously acquire machinery, and/or facilities
- Requirement is to create jobs

**1**

**4,000**

**66.7**

Finger Lakes Regional Council  
Entrepreneurship and Innovation Work Group  
Business Accelerator Cooperative  
Update

August 21, 2013





# Work Group Members

Jack Baron

Terran Birrell

Richard Glaser

Don Golini

Steve Griffin

Bill Jones

Doug Maybon

***Theresa Mazzullo***

Duncan Moore

Paul Morrell

Dr. dt ogilvie

Jan Pisanczyn

Peter Robinson

Jim Senall

***Chris Whitman***

Alex Zapesochny

Sweetwater Energy

NextPlex

Merrill Lynch

Rochester Angel Network

Finger Lakes EDC & Yates County IDA

RIT Venture Creations

SCORE

***Excell Partners, Inc.***

University of Rochester

Geneseo SBDC

RIT Saunders College of Business

Brockport SBDC

University of Rochester

High Tech Rochester

***Complemar Partners, Inc.***

I-Cardiac

- Facilitators: Josh Farrelman, Vinnie Esposito
- Volunteers: Gary Miller, Del Smith



# Vision • Strategy • Goal

- **Vision/Strategy**: To optimize business creation, retention and expansion. To strengthen and expand (both in terms of capacity and geographic reach) the region's network of incubators and acceleration facilities as well as business support and networking services.
- **Goal**: To create **1,000** new jobs in the form of start-up creation and business expansion within the first five years of operation.



# Projects & Measures

## Priority Project Components – 2013

- 1. Design and install a region wide Video Conferencing System**
- 2. Create an online Entrepreneur's Resource Guide and routing system**
- 3. Identify Facility for Finger Lakes Business Accelerator Hub**



# Video Conferencing System



- Connecting entrepreneurship Hub and Nodes across all **nine counties**
- Allowing deployment of programs and services to broader audience
- Broadcasting speakers and workshops in real time
- 1-on-1 mentoring and coaching
- Use by entrepreneurs to connect with partners, customers, investors globally



# Video Conferencing System

PROGRESS	SCHEDULED	TIMELINE
<ul style="list-style-type: none"><li>▪ Comprehensive assessment completed</li><li>▪ System has been selected</li><li>▪ Final price determined</li><li>▪ <b>All nodes have been identified</b></li><li>▪ <b>Initial nodes have committed to matching funds</b></li><li>▪ Equipment purchase and implementation pending execution of ESD contract</li></ul>	<p>Year 1: Install at first 4-5 locations</p> <p>Year 2: Remaining nodes</p>	<b>Immediately upon execution of ESD contract</b>

# Entrepreneurs' Resource Guide

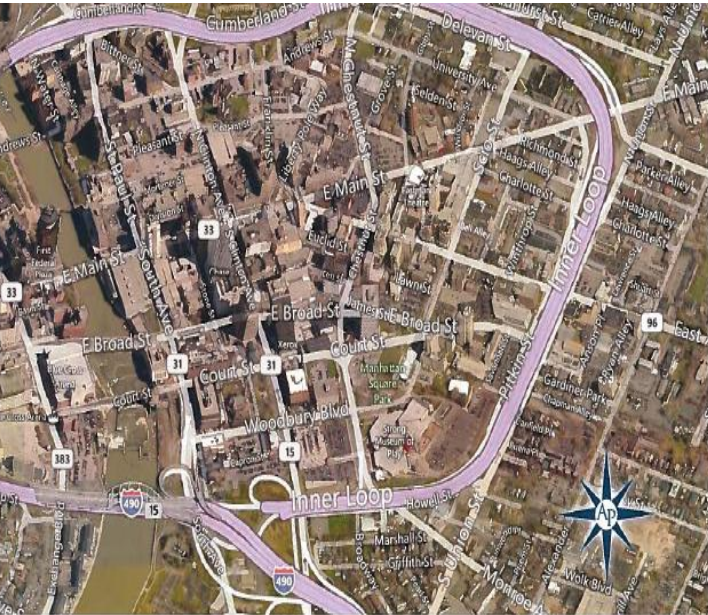
The screenshot shows a web browser window with the following elements:

- Browser Tabs:** July 31 FLREDC Meeting @ V x, High Tech Rochester Inc. - C x, RocGrowth x
- Address Bar:** rocgrowth.com
- Navigation Menu:** Home, General Resources, For Startup and Growth Businesses, For Small Businesses, About RocGrowth, RocGrowth Blog, Contact
- Logo:** RocGrowth resources for upstate NY businesses
- NY WORKS:** A circular logo with a map of New York and the text "NY WORKS".
- Hero Image:** A photograph of Center City Rochester with a blue archway in the foreground. A text box on the left reads: "Center City Rochester With over 400 new residential units and a new Tower District coming in 2014, downtown Rochester is the central business district of the Finger Lakes Region. Image ©2013 Lucia Falsetti".
- Breadcrumbs:** You are here: Home
- Section Header:** Welcome to RocGrowth: The Finger Lakes Region Business Portal
- Text:** Business is booming in our nine county region with an active startup culture, hundreds of advanced growth businesses and a healthy local company scene. RocGrowth was created to help business owners and managers find local and state resources to help you grow your Upstate business, whether it's a Finger Lakes winery, a software startup or a rapidly growing green energy company. To get started try the Resource links above. The [Startup and Growth Resources](#) link focuses on companies built to do business globally while the [For Small Businesses](#) page helps more locally-focused businesses thrive.
- Search This Site:** A search bar with the text "Search..." and a magnifying glass icon.
- Latest/Popular:** Two tabs labeled "LATEST" and "POPULAR".
- Recent News:**
  - SBIR: The Small Business Innovation Research Grant Program (Federal Government)** JULY 10, 2013
  - Seed Capital Fund of Central NY** JULY 10, 2013
  - UVANY: The Upstate Venture Association of New York** JULY 10, 2013
- Logos at the bottom:** HIGH TECH ROCHESTER (innovate. incubate. grow.) and a map of the Finger Lakes region.

# Entrepreneurs' Resource Guide

PROGRESS	SCHEDULED	TIMELINE
<ul style="list-style-type: none"><li>▪ Subcommittee identified and catalogued all entrepreneurial resources in the Finger Lakes region</li><li>▪ Contractor was hired to create a new web portal: <a href="http://www.RocGrowth.com">www.RocGrowth.com</a></li><li>▪ Initial version is completed with resources, capabilities, video presentations and other features</li><li>▪ <b>Note: Private sector funding was obtained to complete this project</b></li></ul>	<p>COMPLETED</p> <p>New content, updates and revisions will be made within the next 3-6 months.</p> <p>Additional updates on an ongoing basis</p>	<p>COMPLETED</p>

# Finger Lakes Business Accelerator Hub Facility – Alexander Street, City of Rochester





# Finger Lakes Business Accelerator Hub Facility

PROGRESS	SCHEDULED	TIMELINE
<ul style="list-style-type: none"><li>▪ Initial site location was sold so site was selected at Alexander Street in City of Rochester</li><li>▪ <b>Local developer donating existing 100,000 sq ft building</b></li><li>▪ <b>Architectural and engineering drawings developed</b></li><li>▪ <b>LOI with building owner/developer executed</b></li></ul>	<p>DELAYED</p> <p>Delay due to change in initial site location.</p> <p>Preliminary engineering/design was expected by end of 2012 and construction planned for First Quarter 2013.</p>	<p>ON TARGET</p> <p><b>Despite site change this project is still on track to begin construction in 2013</b></p>

# Dashboard

## Job Growth Over 5 Years Goal: 1000 Jobs over 5 years

- **Priority Project Performance:**
- **Time Period: 2012**
- Jobs Created or saved            857
- Frequency of meetings            Monthly
- Inclusiveness – 7 entities covering 9 counties



### PROJECT

### STATUS

Video Conferencing System	In Progress
Online Entrepreneurs' Resource Guide	Completed
Business Accelerator Hub Facility	On Target



# 2013 Top Priority Recommended “Transformational” Capital Projects

- ***Finger Lakes Business Accelerator Cooperative Hub Facility***
  - Hub interconnecting to nodes around the 9 county region to maximize access to spectrum of technology and small business entrepreneur support services
  - \$3.5M CFA request for final build out of project
- ***Center for Urban Entrepreneurship (CUE)***
  - Key Node focused on urban small business entrepreneurship and small business development with emphasis on underserved populations
  - \$ 2.6M for build out of 40 Franklin Street building



# Strongly supported project

- **Finger Lakes Region Innovation Hotspot**
  - Collaboration between HTR, RIT Venture Creations, Geneva Tech Park, Center for Urban Entrepreneurship, Cornell Tech Farm, Medtech Center, Bioventure Incubator







# FINGER LAKES

## Regional Economic Development Council

Return to FLREDC Executive Committee by August 13, 2013

### Top Priorities – High priorities and/or potential “Transformational” projects for ESD competitive capital funding

Project Name	Sponsor Organization	Main Contact	County/Town	CFA Program (if known)	Brief Description/Note
Business Accelerator Cooperative	High Tech Rochester	Jim Senall	9 counties with hub in Monroe County		Interconnected Hub & Node facility
Center for Urban Entrepreneurship [CUE]	RIT	Dr. dt ogilvie	City of Rochester Node, Monroe County		Urban entrepreneurship facility

### Other Priorities – Projects strongly supported and recommended for maximum 20-point score from the FLREDC

Project Name	Sponsor Organization	Main Contact	County/Town	CFA Program (if known)	Brief Description/Note
Innovation Hotspot	HTR, RIT Venture Creations, Geneva Tech Park & Center for Urban Entrepreneurship (CUE), Cornell Tech Farm, Medtech Center & Bioventure Incubator	Jim Senall	9 counties of Finger Lakes		Regional Incubator Collaborative

### Supported Projects – Projects with workgroup support and recommended for 15-point FLREDC score



## Plan Strategy: **Align Workforce Development Efforts with Sector Needs**

- **Align** regional middle skills workforce training programs at all levels to actual workforce demand using labor market information
- **Strengthen** regional workforce pipeline by increasing business/community/education partnerships
- **Create** regional opportunities for high impact populations with greatest need: youth, underrepresented minorities, dislocated workers, veterans
- **Implement** Round 2 Project: Multiple Pathways to Middle Skills Jobs / Mobile Labs
- **Advocate** for state and federal policies and funding to support meaningful career pathways into the middle class



## Update on Middle Skills Workforce Needs

Education	2017 Jobs	Growth 2012-17	Avg Hrly Wage
All Middle Skills	434,297	11,693	\$15.79
Associate	30,109	1,396	\$25.06
Certificate/Industry Credential	31,877	1,427	\$16.92
Experience in Related Job*	33,724	958	\$24.80
On the Job Training*	338,587	7,911	\$13.99

*Data Source: EMSI*

*\* Employers of these workers may demand degree, certificate or industry credential. These are minimum standards.*



## Regional Workforce Effectiveness – Prospective Indicator

Description: This measurement aims to provide a high-level gap analysis, comparing the total estimated number of learners completing post-secondary middle-skill training and education programs to current industry demands for middle-skill workers by occupational cluster. The measurement also conveys the high-level objectives of the FLREDC Workforce Development Workgroup.

### EXAMPLE / Middle Skill Occupational Cluster: Tooling and Machining

Middle-Skill Training Provider	Annual Completions*	Estimated Annual Job Openings**	Estimated Gap ( $\Delta$ )	Regional Response	Additional Annual Completions
Monroe Community College	32	101	-69	Accelerated Tooling and Machining Degree Certificate	30

*Data Sources:*

\*Integrated Post Secondary Education Data System (IPEDS)

\*\*EMSI, Burning Glass, Regional Skill Gap Survey, RTMA Precision Machining Survey





Dr. Bradford Berk, CEO - U of R Med. Center  
Mark Clement, CEO - Rochester Gen. Health Systems  
Warren Hern, President & CEO, - Unity Health Systems  
Dr. James Sunser, President – Genesee Community College

Regent Wade Norwood, NYS Board of Regents  
Kenneth Warner, Exec. Dir. – UNICON  
Michael Mandina, - FAME

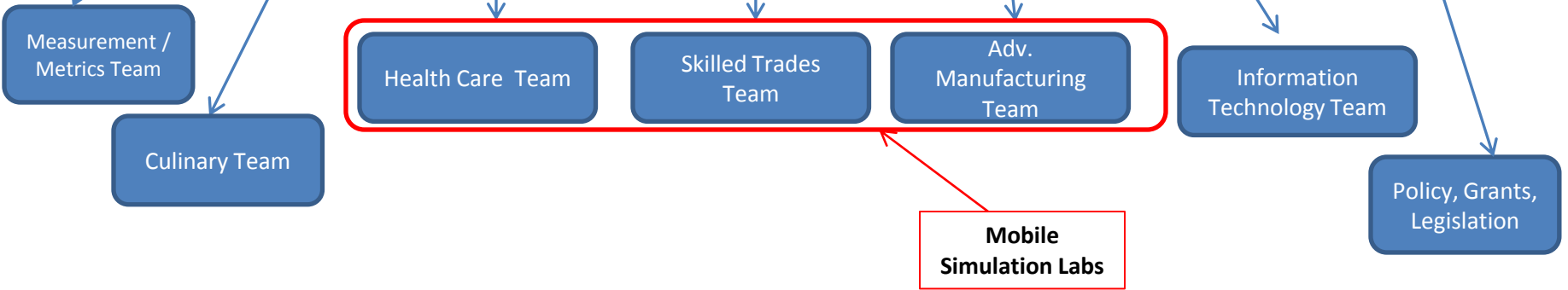
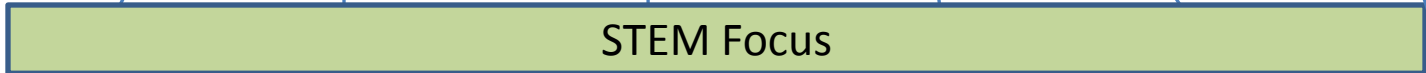
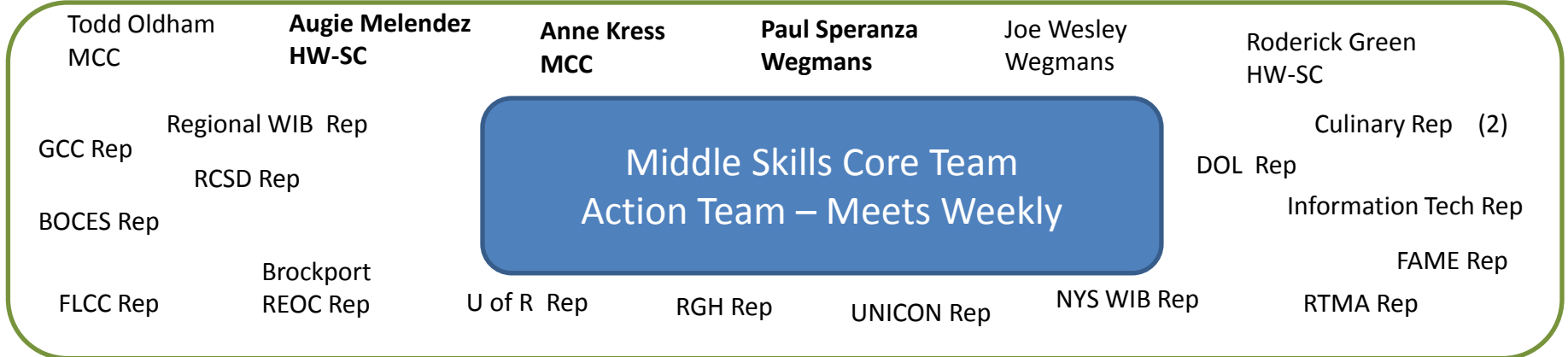
Barbara Deane-Williams,  
Superintendent  
Greece Cent. School Dist.

Jo Anne Antonacci,  
Dist. Superintendent  
Monroe 2 – Orleans BOCES

Karen Springmeier , Exec. Dir.  
Finger Lakes Workforce Invest. Bd.

Kevin Kelly,  
Executive Director, RTMA

Adam Urbanski, President  
Rochester Teachers Association



# Finger Lakes Regional Economic Development Council







**Finger Lakes**  
**Regional Economic Development Council**

**Public Meeting**  
**8/21/2013**  
**Monroe Community College**

- Welcome from Co-Chairs
- Eastman Business Park Update
- Round III Update: CFA, Report, Schedule
- Workgroup Presentations
- Questions & Discussion