

2017 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.

In 2017, all REDC's once again participated in another round of the \$100 million Downtown Revitalization Initiative (DRI). In addition, the regions focused on closing the skills gap by working with industry leaders and education providers to develop workforce development strategies. The Councils also identified projects for the state's Life Science cluster and continued to implement their strategies through the project pipeline.

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 publically 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.

IMPLEMENTATION OF THE PLAN	DEGREE	POINTS
The proposal is identified as a priority project by the Regional Council.	Priority	20
The proposal is identified in the plan and has regional benefits.	Very Strong	15

The proposal advances the plan and has local benefits.	Strong	10
The proposal is consistent with the plan and has project level benefits.	Moderate	5
The proposal has limited relationship to the plan	Weak	0

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.

2017 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 2017 for up to \$150 million in capital funds and \$75 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; closing the skills gap; identifying projects for the State's life science cluster; 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 2017 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.*
- 4) Identifying projects for the State's Life Science cluster*
- 5) Working with industry and education leaders to close the skills gap*

In 2017, the Regional Councils competed against each other to be designated as a "Top Performer".

The 2017 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, Homes and Community Renewal Commissioner Ruth Ann Visnaskus, Agriculture and Markets Commissioner Richard Ball, and Canals' Director Brian Stratton. The SIAT also included members appointed by the Legislature including Hon. Donna Lupardo, State Assembly District 123, Hon. Helene Weinstein, State Assembly District 41, Hon. James Seward, State Senate District 51 and Hon. Kenneth LaValle, State Senate District 1. The SIAT reviewed each region's Progress Report based on established criteria. In 2017, the SIAT traveled to each region and received a summary of the REDCs' 2017 activities and priorities, which included PowerPoint presentations, videos, and tours of project sites. 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 \$35 million in funding consisting of \$20 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 \$575 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 2017 REDC initiative was launched on April 24 and the CFA opened for applications on May 1 and closed on July 28. All details about CFA resources were made available online via the 2017 CFA Resources Available Document, the New York State Register and the Grants Gateway. When the portal closed on July 28, 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 2, the REDCs submitted their final 2017 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 Wednesday, December 13, 2017, the Governor announced that 1,041 projects totaling \$755.6 million had been awarded through Round Seven of the Regional Economic Development Council initiative. Top Performer awards were given to the Mid-Hudson, Capital Region, Mohawk Valley, Central New York and Long Island regions in adherence to the competition guidelines detailed above.

MEMORANDUM

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

From: Rossana Rosado, Secretary of State
Richard Ball, Commissioner, Department of Agriculture & Markets
RoAnn Destito, Commissioner, Office of General Services
Matthew Driscoll, Commissioner, Department of Transportation
Roberta Reardon, Commissioner, Department of Labor
Brian Stratton, Director of Canals, NYS Canal Corporation
RuthAnne Visnauskas, Commissioner, Homes and Community Renewal
Sabrina Ty, President and CEO of the Environmental Facilities Corporation
Assemblywoman Donna Lupardo, 123rd District
Senator James Seward, 51st District
Senator Kenneth LaValle, 1st District
Assemblywoman Helene Weinstein, 41st District

Subject: Review of Progress for the 2017 Regional Economic Development Council Initiative

Date: December 12, 2017

We are honored to serve as the Strategic Implementation Assessment Team (SIAT) for Governor Cuomo's Regional Economic Development Council (REDC). In the past seven years, the REDC initiative has made serious progress in job creation and the growth of new industries across New York State. For a second year, the REDC initiative has been enhanced by a \$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. Each Regional Council was also asked to develop strategies and identify projects related to key regional industry clusters; the State life sciences cluster; downtown revitalization; workforce development and shrinking the skills gap through collaboration with industry and educational institutions; help people in distressed Opportunity Areas to overcome barriers to entry into the workforce; promote veterans' participation in the workforce; regional Hot Spots; and local government engagement. In many of the regions, strategies developed in response to the Upstate Revitalization Initiative continue to be embraced; and in Western NY REDC strategies are complemented by the Buffalo Billion Plan.

The REDC program shifted the state's economic development approach from top-down mandates to a community-driven planning process involving 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 2017, the Downtown Revitalization Initiative again supported a community planning process where each community develops the key ingredients needed for successful downtown revitalization. Each Regional Council solicited interest in the program and chose from among the many applicants the community it considered most 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.

In October and November, we had the privilege and responsibility of assessing the progress of the Regional Councils, through their written annual reports, oral presentations, and regional site visits. The Regional Councils presented their progress, talked about plans to implement their economic development strategies, and reported on the status of the DRI plans. We are impressed and encouraged by the continuing results of the collaborative strategic plan implementation process.

2017 Annual REDC Competition

Our task was to evaluate all ten regions based on the competition and Regional Council priorities as described in the 2017 REDC Guidebook. We focused on the following areas:

- Support for downtown revitalization
- Workforce development and identification of strategies to shrink the skills gap
- Implementation of regional strategic economic development plans and strategies through the project pipeline
- Continued advancement of state priorities and identification of projects that implement related strategies, including:
 - The Regional Economic Cluster Plans
 - The State Life Sciences Cluster
 - The regional Opportunity Agenda
 - Regional hot spots
 - Veterans' participation in the workforce
- Measuring the performance and progress of the strategic plan and consolidated funding application (CFA) projects

Awards

All ten regions competed for up to \$150 million in capital funds and \$75 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 plan and implement projects identified through the Downtown Revitalization Initiative, and projects from all ten regions submitted through the CFA were eligible for over \$575 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 \$20 million each in ESD Capital Grants. As it is every year, it was a difficult challenge to evaluate the variety of approaches to very different challenges and opportunities, and the progress which was made by the regions in implementing their strategic plans. However, after careful consideration we selected as Top Performers the following regions: **Capital Region, Central New York, Long Island, Mid-Hudson, and Mohawk Valley.**

- The **Capital Region Regional Economic Development Council (CRREDC)** continues support for past strategies, and introduces a new strategy focused on *Gaming/Software*; where colleges and universities contribute to an ecosystem that supports development of games that may also serve therapeutic purposes by countering cognitive decline or adding a gaming component to respiratory therapy. The region's *Talent* strategy seeks a cradle-to-career approach to workforce development that connects job-seekers and employers with higher education institutions. Many of the projects supported for funding by the CRREDC address workforce development, including the proposed Global Foundries Manufacturing Tech Education Center that will be built in partnership with SUNY Albany, Clarkson University, and the Northeast Advanced Technology Education Center. The spirit of collaboration can also be found in the region's support for its priority cluster, research and development to commercialization, known as its *Lift-Off* strategy. For example, healthcare providers, health maintenance organizations, and insurance carriers will develop a shared database to assist with population health data analytics. Royalties, primarily associated with the region's intellectual property, were responsible for \$500 million in exports in 2016. Investments that promote smart growth and drive job creation in urban areas are part of the region's *Metro* strategy that addresses concentrated urban poverty in support of the Opportunity Agenda. DRI investment in the Hudson Bridge District will drive the continued success of existing private and public ventures; emphasize job growth and the attractiveness of the area; and set the stage for economic and civic expansion in Hudson.
- The **Central New York Regional Economic Development Council (CNYREDC)** continued to follow regional strategies from its winning Upstate Revitalization Initiative plan. The CNYREDC developed a Talent Task Force that included private, public, and nonprofit representatives to identify jobs in demand and establish strategies to address demand. The life sciences cluster is a significant portion of the region's economy, and several new initiatives would address biological threats, medical device innovation, and personalized medicine. The Unmanned Aerial Systems training corridor between Griffiss International Airport and Syracuse is advancing in a cluster category that blends life sciences and advanced manufacturing technology into a Data to Decisions (D2D) cluster. The D2D target cluster saw average wages increase 14 percent since 2010. The agriculture and agribusiness cluster also turned around, and is on the fifth year of growth in establishments (25 percent) with many more projects supported for funding this year. Investing in key growth drivers includes support for projects like a commercial food processing, packaging, and distribution center in Cayuga County. Like the state's Opportunity Agenda, CNYREDC is supporting projects to develop enablers of prosperity, such as conversion of underutilized properties in three distressed neighborhoods of Syracuse, or supporting veteran training and services. The City of Cortland,

a magnet for tourism, was selected as the DRI community. Cortland envisions new space for community activities and additional housing to accommodate an expanding residential and tourism population.

- The **Long Island Regional Economic Development Council (LIREDC)** is focusing workforce development efforts on preparing students for the jobs in key biotech sectors like pharmaceuticals and high-demand STEM fields like engineering. It is backing a proposal by the Center for Science, Teaching, and Learning, a not-for-profit based in Rockville Center, to create nine community STEM centers in high need communities. Support for STEM and biotech projects at many regional institutions continues to strengthen the region's framework for its identified regional economic cluster, biotechnology, which overlaps with the State focus on life sciences. For example, LIREDC is recommending projects such as the Computational Genomics Center at Feinstein Institute for Medical Research; expansion of the chemistry laboratory at Hofstra; a structural biology shared screening facility at Cold Spring Harbor Laboratory; expansion of a life science and technology lab at Adelphi University; and a research and technology innovation bioengineering laboratory at New York Institute of Technology. Creating diverse, transit-linked neighborhoods where people can live, work and play remains a priority as downtowns are crucial to economic vitality. Walkable, exciting places with affordable apartments appeal to Millennials and will help retain baby-boomers. The LIREDC continues its support for Wyandanch Rising and downtown projects in the Village of Hempstead and Riverhead. The region's 2017 DRI community of Hicksville, a transit-rich and diverse community, will plan how to capitalize on improvements to the Long Island Rail Road and provide safer space for downtown pedestrians.
- The **Mid-Hudson Regional Economic Development Council (MHREDC)** continued its momentum, refining its economic development strategies to best leverage the region's key assets: its proximity to New York City; highly educated workforce; diverse urban centers; and scenic beauty. The region's strategies of WORK and PLAY are supported by its focus on priority projects in the cluster representing the food and beverage manufacturing supply chain, such as the proposed food exchange in Kingston that will be a food hall, food manufacturing facility, and grocery with an emphasis on locally sourced food. The State Life Sciences cluster fits neatly into the region's emphasis on biomedical and healthcare, shown by its continued support for core institutions; willingness to partner with other regions to create a research corridor; and support for biotechnology business incubator at NY Medical College. Stakeholders in the region are working together to identify ways to close the skills gaps identified. Commitment to downtown revitalization, part of its LIVE strategy, is evident in MHREDC funding recommendations, including support for a project in its round one DRI community of Middletown. Chosen by the MHREDC as the DRI community, additional investments in the Kingston Stockade Business District will continue the area's economic revitalization and create new opportunities for the surrounding neighborhoods, towns and counties.
- The **Mohawk Valley Regional Economic Development Council (MVREDC)** identified placemaking and tourism as an important component to creating a strong and desirable

workforce. This was complemented by workforce development in high-paying, in-demand STEM sectors, with a mechatronics/robotics BOCES program sponsored by manufacturers and the Otsego County Chamber of Commerce as an example. The MVREDC continued to advance the cyber and internet technology cluster, leveraging both the Marcy Nanocenter and the region's designation as an FAA Test Site to create a strong concentration of cyber and unmanned aerial systems (UAS) research and development companies. The MVREDC is continuing its strategy of supporting agribusiness, and the craft food and beverage industry is growing through small and mid-sized breweries, farms and other producers. Rome, the DRI community, has been making targeted investments to provide an ecosystem necessary to attract and retain young professionals and their families, and will further that transformation with DRI funding. The region continues to open doors for refugees, with support for the One World Welcome & Opportunity Center for the Mohawk Valley Resource Center for Refugees. The Center will work to support community engagement, workforce development for refugees, and ultimately develop inclusiveness in the region. A proposed re-purposing of the Herkimer County nursing home will target a challenged population, people with chronic addiction issues seeking recovery, by providing a space for rehabilitation and life skills training.

Five regions should receive awards of up to \$10 million each in ESD Capital Grants to help attract and grow business in their regions. The following regions are designated as Regional Awardees: **Finger Lakes, New York City, North Country, Southern Tier, and Western New York.**

- The **Finger Lakes Regional Economic Development Council's** (FLREDC) momentum is being fueled by a region united around a plan to grow jobs, increase regional wealth, drive private sector investment, and reduce poverty. The FLREDC requires that all projects identify a link to workforce development, including projects supporting the Opportunity Agenda and veterans. For example, Foodlink links together agriculture, food processing, the Opportunity Agenda, and the DRI in Batavia, to foster a creative class of workers who will spur continued job growth. The region may use its Upstate Revitalization Initiative (URI) award to create a "Workforce Development Fund" to address job skills that would specifically support the clusters of optics, photonics and imaging (OPI); agriculture and food processing; and next generation manufacturing. Monroe Community College (MCC) led an analysis of the "middle skills gap," which investigates the set of workers who have more than a high school degree, but do not have a four-year degree. By effectively understanding these areas, the region has successfully created jobs in tooling and machining and optics technicians. It has made significant progress in achieving many of its original overarching goals, including expanding the Eastman Business Park; leveraging the region's colleges and universities for direct employment and preparing workers for the new economy; and expanding and linking agricultural producers and food producers and exporters. The agriculture and food processing cluster has had significant growth since 2010, with total wages increasing by 40 percent, average wages by 17 percent, and the number of jobs by 20 percent (nearly 2,000 jobs).
- The **New York City Regional Economic Development Council** (NYCREDC) continues to focus on its "Opportunity Zones," 15 areas of New York City which have been historically distressed but are primed for investment and growth. It concentrates investment in these areas to ensure an inclusive approach to community revitalization and job creation. The South Bronx

is one of the opportunity areas, and includes the Bronx Civic Center, which was selected as the DRI community. The region is hoping to extend the already booming economic activity to lower-income residents of the community. Employment in New York City is at an all-time high, and competition for jobs is fierce, especially for jobs requiring less formal education. At the same time, high current and future demand exists for skilled applicants in the financial, technology, life sciences and healthcare sectors. The region is taking a sector-based approach to engaging businesses, educational institutions, and nonprofits to help direct state funding to job training and educational programs in high growth sectors. For example, the nonprofit Per Scholas in the South Bronx is partnering with the Fortune 500 company Cognizant to provide no-cost technology skills training and career development resources to create a talent pool for the company. NYREDC now counts the life sciences sector as its regional economic cluster, and has a plan for advancing the cluster that involved other New York regions. The NY Genome Center research consortium will leverage investments in basic research and incubator facilities in a sector primed for growth.

- The **North Country Regional Economic Development Council** (NCREDC) introduced a new strategy this year to attract international sporting events to stimulate private investment and job growth and spark the refurbishment of sports and hospitality facilities. A new Lodging Task Force is creating a model for lodging development that can be replicated to drive sustainable private sector investment. Several projects recommended for funding would improve tourism accommodations. Not only is tourism an important industry for the North Country, it also serves to provide entry level employment and training in soft skills, a need identified most frequently by employers in a regional skills-gap survey. This fall, Clinton Community College offered classes through a new Institute for Advanced Manufacturing, which provides flexible funding to support manufacturing in the transportation equipment and aerospace sector. NCREDC considers TE&A its key industry cluster. Average wages in that sector are nearly 66 percent higher than the total average for the region, and employment has grown by 67% since 2016, with more jobs to come as Norsk Titanium continues its expansion. Employment increased by double digits in the information technology sector (35 percent) and back office sector (24 percent). The region's Opportunity Agenda to support employment of hard-to-place workers is focused this year on projects in St. Lawrence County. Located in Jefferson County, the City of Watertown was selected as the DRI community for 2017. It will use DRI funds to strengthen its position as the primary hub of commerce and culture for Jefferson and neighboring counties.
- The **Southern Tier Regional Economic Development Council** (STREDC) has been consistent in its support for its 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. State funds are being used to support mixed-use and mixed-income developments in the region's three "iDistricts" to attract and retain college graduates and skilled workers. A recommended priority project will continue development of the Health Sciences Campus in Johnson City which will house the SUNY Binghamton School of Pharmacy and Pharmaceutical Sciences. Support for downtown revitalization extends beyond those core cities in include places like Watkins Glen,

the region's DRI community. The region has been highly effective at supporting projects that either create or retain new jobs, such as using URI funds to support a major expansion of Alstom for train manufacturing which will create nearly 200 jobs and retain an existing workforce of 1,000. Several projects support growth in the food and agriculture industry, such as industrial hemp, and the number of food processing firms increased from 2016 to 2017. There is extensive cooperation between the public, non-profit, and private sectors to address hard-to-place workers. For example, the Broome County Calice Advanced Manufacturing Center links together social services, academia, industry, and workforce development systems to provide relevant workforce training and upskilling to both traditional and hard-to-place workers.

- The **Western NY Regional Economic Development Council** (WNYREDC) continues its focus on creating job opportunities and building the quality of life that will attract young adults to settle in the region. It is using the smart growth strategy of placemaking to focus investment near existing infrastructure and connecting people with jobs. Nearly all recommended priority projects relate to downtown revitalization, and several projects would help implement the region's first DRI Plan in Jamestown. Support for projects in Olean, the 2017 DRI community, would add to the assets being leveraged in its downtown. Many projects support workforce development, such as phase II of the Gerald Place Community Center to provide space for community needs and training related to health care research and education. WNYREDC demonstrated understanding of the labor market and how to provide training for the middle skills market. WNYREDC works with many different colleges and trade skill schools, such as the Buffalo Center for Art and Technology, the Finishing Trade Institute of Western and Central New York, and the Southern Tier Business Center at Alfred University. The region's key economic cluster is the materials and machinery advanced manufacturing cluster. This year, Alfred University dedicated the Center for High-Temperature Materials Characterization, which is helping to increase the development and analysis of materials crucial to renewable energy systems; and Jamestown Community College opened and expanded Manufacturing Technology Institute.

Conclusion

The Strategic Implementation Assessment Team was impressed by the continued dedication of Regional Council members, work group volunteers, and staff of the Regional Empire State Development offices who serve the Regional Councils. We continue to believe that the continuation of this bottom-up process is taking New York down a path of great success, driven by the informed perspective of REDC members, spurred on by the advancement of new ideas and products by business leaders and educational institutions, and fueled by the development of a workforce across all age groups and socioeconomic strata.

While we may only recommend five regions as top performers, we believe all the regions are winners and 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

2017 Annual Report Assessment

I. Performance

a. Impact on job creation and retention

Strengths

- From 2011 – 2016 all CFA projects created 1,465 jobs and retained 5,163. In 2016, CFA projects retained 527 jobs and created 278 jobs.
- Since 2011, unemployment stayed steady at 4.7 percent compared to 4.3 percent for the state.
- Total annual wages increased 10 percent from 2011 – 2016, and average annual wages increased 9 percent.
- Visitor spending in the Mohawk Valley is up nearly 26 percent from 2011-2016, compared to 20 percent statewide. Since 2010, private wage growth in tourism is up 37%.

Weaknesses

- Average annual private employment increased one percent since 2011, as compared to 13% statewide.

b. Business growth and leverage of private sector investments

Strengths

- From 2011 – 2016, the ratio of total project cost to total ESD Capital Fund awards for all Priority Projects was 7:1.
- From 2011 – 2016, the ratio of total project cost to all CFA projects was 8:1. For 2016, the ratio was 15.5:1.
- Exports per capita have increased 24% since 2010.

Weaknesses

- Between 2014 and 2015 the number of private establishments decreased 17.6 percent.

II. Projects

a. Solicitation and development of projects that advance the regional economic cluster

Regional Cluster

- Cyber and IT – including cybersecurity, unmanned aerial systems, and sensor systems used in industrial machine-to-machine communication.

Strengths

- The region has created a unique concentration and domination of drone R&D and drawn global corporations to the region to test UAS technology. The report notes, however, that cyber and UAS R&D are not brick and mortar industries.
- The MVREDC is very focused on continuing to build off past projects that advanced the cluster to ensure the high demand continues and will be met down the road.

- Griffiss International Airport Rehab of Building 100, a priority project, this would improve and expand the incubator center for UAV and UAS business development.

Weaknesses

- Only one of the proposed priority projects would advance the regional cluster and only one non-priority project.

b. Identification of projects to advance State and regional priorities

Strengths

- The MVREDC supports several priority projects to aid in the growth of the agribusiness sector, including the construction of a warehouse for the Compassion Coalition that works to improve “fresh” healthy food access and choice. Another example is the project to expand the Adirondack Distilling Company
- Eleven projects are identified as addressing STEM priorities. For example, the ONC BOCES would create a new Mechatronics/Robotics program sponsored by manufacturers and the Otsego County Chamber of Commerce. It will address a widespread issue in the region, as well as state, by providing advanced manufacturing training to high school students BOCES students.
- The progress report describes MVREDC’s efforts to identify ways to get the region heavily involved in the Life Sciences cluster even though they do not have the same sort of base that other regions in the state may have. They are looking for projects to build the base, such as the laboratory renovation for the Masonic Medical Research Laboratory that will allow for expanded research venture; and the project to expand primary care access and overall population health in Dolgeville with the Little Falls Hospital Primary Care Build.
- The Council supported several priority projects to advance tourism and placemaking in the region, such as the improvements to the Cobleskill Fairgrounds stage to draw in more tourists and Amsterdam’s Southside Hotel Development.
- The MVREDC supported several priority projects to advance the craft manufacturing and food systems in the region, including the renovation of the Hall of Agriculture building on the Cobleskill Fairgrounds for year-round community use.
- The MVREDC identified several priority projects that support and advance the Opportunity Agenda, such as repurposing the former Herkimer County nursing home to allow The Neighborhood Center (TNC) space for a rehabilitation and healing facility for treatment and life skills training for chronic substance abusers seeking recovery.

Weaknesses

- None noted.

c. Advancement of projects to meet workforce development needs

Strengths

- The MVREDC supports several priority projects with workforce development components, such as a new building at Utica College that will house its construction management program.
- One of this year’s priority projects is the establishment of a physical building to house the One World Welcome & Opportunity Center for the Mohawk Valley Resource Center for Refugees. The Center will work to support community engagement, workforce development for refugees, and ultimately develop inclusiveness in the region.

- Three applicants for Department of Labor training funds were supported, including Springbrook NY, the Mohawk Valley Resource Center for Refugees, and Mohawk Valley Community College.

Weaknesses

- One priority project supporting workforce development for veterans was identified, but how it would do so is not stated.

d. Identification of projects in the region that would revitalize downtowns

Strengths

- Eighteen proposed priority projects were listed as having a downtown revitalization component, including renovation of the YMCA in Oneonta, last year’s DRI recipient.
- The MVREDC recognized that downtown revitalization and placemaking is an important component to creating a strong and desirable workforce. It listed six downtowns and the CFA projects it supported in each area. The downtowns were Amsterdam, Cobleskill, Cooperstown, Gloversville, Sharon Springs, and Utica.

Weaknesses

- None noted.

III. Progress

a. Implementation of strategies in the 5-year regional strategic economic development plan and plan updates

Strengths

- The region has embraced strategies it developed for the Upstate Revitalization Initiative (URI) called “Sparking Transformation.” There is a strong focus on vibrant communities and using the opportunity agenda as a means of creating desirable places to live work.
- As part of the URI Plan, the region pushed for a cyber technology cluster that would have a strong focus on unmanned aerial systems. The region has received designation as an FAA Test Site and has created a strong concentration of cyber and UAS research and development companies.
- Another focus of the URI Plan was STEM Intensive Industries. The projects and funding directed by the MVRECC toward the Marcy Nanocenter are creating a strong draw for companies looking to increase capacity and research and development opportunities.
- The Hartwick College Center for Craft Food & Beverage is successfully adding to the growth of the craft food and beverage industry in Mohawk Valley through its support of small and mid-sized breweries, farms and other producers. This continues the URI strategy of supporting agribusiness.
- Brewery Ommegang has been bringing together agribusiness with tourism with assistance from multiple CFA rounds. The MVREDC is supporting a current project for a hospitality expansion that will draw more visitors to the brewery.

Weaknesses

- None noted

b. Execution of strategies that address emerging state and regional challenges and opportunities

Strengths

- The Opportunity Agenda has been advanced through numerous projects that increased training and employment opportunities for low income and hard-to-place residents; in the case of Mohawk Valley, that is the large refugee population and veterans.
- One challenge in the region is the legacy of brownfields throughout cities and villages. Projects like the revitalization of Beech-Nut are transforming the region and helping to create the vibrant communities needed to attract desirable talent.
- A Hot Spot partnership between SUNY Cobleskill and the Center for Agricultural Development and Entrepreneurship has created the opportunity for businesses in the region to lease space for branded cheese, ice cream and milk production with the Mohawk Valley Farm and Food Business Incubator.
- The state's prioritization of creating a Life Sciences cluster highlighted a challenge for Mohawk Valley – the lack of a strong foundation that regions like the Finger Lakes and Capital Region have for life sciences. The MVREDC has pointed to its unique assets such as Vireo Health's advanced medical cannabis cultivation operation to show that it has a means of promoting growth in this sector.

Weaknesses

- None noted.

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

Strengths

- The idea of ensuring that hard-to-place workers are addressed in the advancement of regional plans has been a strong focus over the past few years of the MVREDC's progress reports. Last year the progress report had examples of ways that veterans' needs were being addressed; this year, the needs of refugees are being addressed.
- The Innovation Hot Spot in Utica – thINCubator – helped organize a group of refugee women who were interested in collaborating in creating artisan jewelry, clothing and art into One World Artisans. This support helped to create a strong community for women who may not have been able to participate in region's economy.
- The MVREDC has recognized the need to address unmet demand for middle-skills jobs and knows the network of BOCES and community colleges in the region are working to fill that need. One example of this is ONC BOCES' Mechatronics/Robotics program that is filling the demand from advanced manufacturing companies.

Weaknesses

- There seems to be only one priority project for this round dedicated to the large population of refugees in the region, and none for veterans.

d. Advancement and completion of prior round Priority Projects

Strengths

- 74 percent of all priority projects are completed or on schedule.
- 78 percent of all CFA projects are complete or on schedule.

- The MVREDC has highlighted the fact that 89 percent of the funding for projects that were cancelled or declined has been repurposed for new mixed-use downtown, business expansions, and industrial site development projects.

Weaknesses

- Since 2011, 23 percent of priority projects awarded have been cancelled or funding was declined.

IV. Planning

a. Quality of the Annual Report

Strengths

- The progress narrative of the progress the region has made over the past few years nicely tied together the range of efforts, such as the importance of downtown revitalization and vibrant communities in the development of a strong, desirable workforce.
- The report is attractively presented.

Weaknesses

- The addition of information on employment and wages in the region for the Cyber/UAS and IT cluster would show the short-term impact of development of the cluster.

b. Ability to take the next steps in growing the regional economy

Strengths

- It is clear the MVREDC has a good understanding of regional assets that can ultimately advance overall growth and development.
- The strong emphasis the Council has placed on the importance of downtown revitalization throughout the region (not simply limited to the DRI Rounds I and II winners) shows that they recognize the potential for growth and progress for the region through the growth of their community cores.
- The region has coalesced around the unmanned aerial vehicle (UAV) industry to successfully receive designation as an FAA Test Site with advanced capability for integration of UAV and aviation traffic management. Mohawk Valley Community College is one of few nationwide to offer certificate programs in unmanned aircraft system (UAS) technology.

Weaknesses

- Nearly 46 percent of working-age individuals in the region are on the sidelines. Reasons vary, but they include language barriers, prior criminal records, disabilities, perceived or systemic barriers to employment, or individuals have simply given up.
- Over 26 percent of children 18 and younger were in poverty in 2015, and 17 percent of the total population of the region.

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

Strengths

- MVREDC is working with academic institutions on workforce development needs – as shown with the recognition of the high demand for Mechatronics graduates and the need for high school level programs.
- The Council’s work groups are comprised of many individuals that represent higher education institutions.

Weaknesses

- More information about the ways regional higher educational institutions are working with entrepreneurs, incubating businesses, and responding to middle skills gaps would help fill out the picture of the region.

d. Collaboration with local governments in advancing opportunities for improved efficiency

Strengths

- The MVREDC supported three DOS Local Government Efficiency Grants, including a shared Wi-Fi project at Northville Central School; a weights and measures project in Otsego County; and a study of Otsego County Highway Assets by the Otsego County Planning Department.

Weaknesses

- None noted.

e. Development of regional metrics to monitor performance

Strengths

- None noted.

Weaknesses

- The addition of information on employment and wages in the region for the Cyber/UAS and IT cluster would show the short-term impact of development of the cluster.

V. Participation

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

Strengths

- The region’s six work groups and committees were wide-ranging and inclusive, with people from all six counties participating.
- The progress report highlights the MVREDC’s work with SUNY Cobleskill in aligning their grant from the USDA to build agricultural capacity in Schoharie County and beyond with the REDC’s overall regional strategies.

Weaknesses

- None noted.

b. Regional unity and support of the Annual Report

Strengths

- None noted.

Weaknesses

- None noted.

CFA #	Region	Agency	Program	Project Name	Business Name	Agency Score	REDC Score	Total Score	Award	Awarded / Not Awarded	Recusal(s)
72949	Mohawk Valley	Ag & Markets	Ag & Mkts GCAP	New York State Grown Certified Agricultural Producers Grant Program	Cornell Cooperative Extension of Oneida County	73.67	20	93.67	\$500,000	Awarded	
71948	Mohawk Valley	Arts	Arts ACFIP	Glimmerglass Festival Capital Improvements	Glimmerglass Opera Theater, Inc.	68.00	20	88.00	\$600,000	Awarded	
75733	Mohawk Valley	Arts	Arts ACFIP	Rome Capitol Arts Complex	Capitol Civic Center, Inc.	26.00	20	46.00	\$0	Not-Awarded	
75946	Mohawk Valley	Arts	Arts ACIP	Art in Public Places Building Connections with the Earth	Schoharie River Center	59.00	20	79.00	\$35,070	Awarded	
76465	Mohawk Valley	Arts	Arts ACIP	The REACH Center ? A Rome-Utica Creative Arts Incubator	Cornell Cooperative Extension Oneida County	35.00	20	55.00	\$0	Not-Awarded	
72796	Mohawk Valley	Arts	Arts WIP	Oneida Square Project Creative Arts Director/Educator	Oneida Square Projects Inc	57.00	10	67.00	\$0	Not-Awarded	
74181	Mohawk Valley	Canals	Canals	Fonda Canalside Park Phase III	Village of Fonda	72.00	20	92.00	\$30,000	Awarded	Kenneth Rose, Mark Kilmer
74324	Mohawk Valley	Canals	Canals	Village of Sylvan Beach Bathhouse Welcome Center Design and Construction Documents	TMS Building Associates, LLC	59.00	20	79.00	\$0	Not-Awarded	
72924	Mohawk Valley	Canals	Canals	Village of Ilion Marina and RV Park Improvements	Village of Ilion New York	64.00	5	69.00	\$0	Not-Awarded	
75100	Mohawk Valley	Canals	Canals	One World Welcome Opportunity Center	Mohawk Valley Resource Center for Refugees	15.00	20	35.00	\$0	Not-Awarded	Shelly Callahan
75166	Mohawk Valley	DEC	DEC CSC C	Comprehensive Plan Update - Rome Rising	City of Rome	15.00	20	35.00	\$0	Not-Awarded	
72884	Mohawk Valley	DEC	DEC CSC I	Fulmer GreenPlain Floodplain Project - Water Main Relocation	Village of Mohawk	62.75	5	67.75	\$155,455	Awarded	
73584	Mohawk Valley	DEC	DEC CSC I	Grove Street Culvert Replacement Project	Village of Cooperstown	42.00	20	62.00	\$297,700	Awarded	
76342	Mohawk Valley	DEC	DEC CSC I	Construction of Grandview Drive Drainage Improvements	Village of Cobleskill	29.75	20	49.75	\$81,000	Awarded	
74170	Mohawk Valley	DEC	DEC EPG	Wastewater Rehabilitation and Upgrade	Town of Webb	80.00	15	95.00	\$24,900	Awarded	
76314	Mohawk Valley	DEC	DEC EPG	Wastewater Treatment Plant Evaluation	Village of Boonville	75.00	20	95.00	\$30,000	Awarded	
74924	Mohawk Valley	DEC	DEC EPG	Sewer Evaluation	City of Sherrill	75.00	15	90.00	\$30,000	Awarded	
74013	Mohawk Valley	DEC	DEC EPG	Trunk Sewer Investigation	City of Gloversville	47.00	20	67.00	\$100,000	Awarded	
75675	Mohawk Valley	DEC	DEC EPG	Inflow and Infiltration Study	Village of Herkimer	47.00	5	52.00	\$30,000	Awarded	
75676	Mohawk Valley	DEC	DEC EPG	Inflow and Infiltration Study	Village of Remsen	37.00	15	52.00	\$30,000	Awarded	
75893	Mohawk Valley	DEC	DEC EPG	Wastewater Treatment Plant Rehabilitation	Village of Mayfield	32.00	20	52.00	\$30,000	Awarded	

CFA #	Region	Agency	Program	Project Name	Business Name	Agency Score	REDC Score	Total Score	Award	Awarded / Not Awarded	Recusal(s)
72332	Mohawk Valley	DEC	DEC EPG	Sewer Engineering Report	Town of Paris	31.00	15	46.00	\$0	Not-Awarded	
72681	Mohawk Valley	DEC	DEC WQIP Salt	Salt Shed	Town of Remsen	74.00	10	84.00	\$142,188	Awarded	
75691	Mohawk Valley	DEC	DEC WQIP Salt	Salt Storage Facility	Town of Boonville	62.00	20	82.00	\$380,517	Awarded	
74192	Mohawk Valley	DEC	DEC WQIP Salt	Salt Storage Facility	Town of Florida	64.00	15	79.00	\$337,500	Awarded	Kenneth Rose
73053	Mohawk Valley	DEC	DEC WQIP Salt	Salt Storage Facility	Town of Blenheim	60.00	10	70.00	\$0	Not-Awarded	
73883	Mohawk Valley	DEC	DEC WQIP Salt	Salt Storage Project	Town of Newport	50.00	5	55.00	\$0	Not-Awarded	
72298	Mohawk Valley	DEC	DEC WQIP Salt	Salt Storage Project	Town of Amsterdam	33.00	5	38.00	\$0	Not-Awarded	
76584	Mohawk Valley	DEC	DEC WQIP WWT CSO/SSO	Combined Sewer Overflow Control Project A91	City of Utica	62.00	20	82.00	\$573,750	Awarded	
74179	Mohawk Valley	DEC	DEC WQIP WWT CSO/SSO	Rejuvenate Sharon Springs Sewer Investment Project	Village of Sharon Springs	62.00	20	82.00	\$1,646,960	Awarded	
74292	Mohawk Valley	DEC	DEC WQIP WWT DIS	Wastewater Treatment Plant Effluent Disinfection Project	Village of Vernon	62.00	20	82.00	\$1,000,000	Awarded	
75497	Mohawk Valley	DEC	DEC WQIP WWT DIS	Waterville Village Wastewater Plant Improvements	Village of Waterville	62.00	15	77.00	\$976,415	Awarded	
75701	Mohawk Valley	DEC	DEC WQIP WWT GEN	Contact Adsorption Settling Thickening Process Odor Mitigation	Gloversville Johnstown Joint Wastewater Treatment Facility	23.00	20	43.00	\$0	Not-Awarded	
74519	Mohawk Valley	DEC	DEC WQIP WWT GEN	Wastewater Collection System	Village of Esperance	26.00	15	41.00	\$0	Not-Awarded	
74754	Mohawk Valley	DEC	DEC WQIP WWT TMDL	Wastewater Treatment Plant Upgrade	Village of Cooperstown	74.00	10	84.00	\$1,000,000	Awarded	
73767	Mohawk Valley	DOL	DOL EET	Direct Support Professional Training	Springbrook NY, Inc.	60.30	20	80.30	\$74,670	Awarded	
74139	Mohawk Valley	DOL	DOL UWT	Workforce Training for Refugees and Immigrants	The Mohawk Valley Resource Center for Refugees	49.00	20	69.00	\$76,875	Awarded	Shelly Callahan
72078	Mohawk Valley	DOL	DOL UWT	Advanced Healthcare Skills Training	Otsego Northern Catskills BOCES	47.30	20	67.30	\$100,000	Awarded	
72336	Mohawk Valley	DOL	DOL UWT	Roads to Employment Transportation Training for Growing Jobs	Mohawk Valley Community College	44.90	20	64.90	\$97,920	Awarded	
75388	Mohawk Valley	DOL	DOL UWT	WERC to Work	Women's Employment Resource Center, Inc.	46.30	15	61.30	\$20,500	Awarded	
74411	Mohawk Valley	DOS	DOS LGE	Otsego and Chenango Consolidation of Weights and Measures Services	Otsego County	54.67	20	74.67	\$49,850	Awarded	
75944	Mohawk Valley	DOS	DOS LGE	Otsego County Highway Asset Management Program	Otsego County	44.00	20	64.00	\$94,071	Awarded	
73181	Mohawk Valley	DOS	DOS LGE	RIC One	Capital Region BOCES	38.33	20	58.33	\$0	Not-Awarded	
72869	Mohawk Valley	DOS	DOS LGE	Stream Restoration Initiative	Fulton County SWCD	19.33	15	34.33	\$0	Not-Awarded	
74938	Mohawk Valley	DOS	DOS LGE P	Shared Wi-Fi Efficiency Project	Northville Central School District	45.33	20	65.33	\$9,900	Awarded	Mark Kilmer
74181	Mohawk Valley	DOS	DOS LWRP	Fonda Canalside Park Phase III: Boat Dock and Park Improvements	Village of Fonda	69.00	20	89.00	\$496,750	Awarded	Kenneth Rose, Mark Kilmer

CFA #	Region	Agency	Program	Project Name	Business Name	Agency Score	REDC Score	Total Score	Award	Awarded / Not Awarded	Recusal(s)
72257	Mohawk Valley	DOS	DOS LWRP	Local Waterfront Revitalization Program	Montgomery County	74.00	15	89.00	\$30,000	Awarded	Kenneth Rose
74324	Mohawk Valley	DOS	DOS LWRP	Bathhouse and Welcome Center	Village of Sylvan Beach	65.00	20	85.00	\$0	Not-Awarded	
74795	Mohawk Valley	DOS	DOS LWRP	Verona Master Plan	Town of Verona	70.00	15	85.00	\$0	Not-Awarded	
74793	Mohawk Valley	DOS	DOS LWRP	Beach Nourishment Assessment	Village of Sylvan Beach	64.00	20	84.00	\$0	Not-Awarded	
74256	Mohawk Valley	DOS	DOS LWRP	Schoharie Creek Blueway Multiuse Trail	Town of Middleburgh	69.00	15	84.00	\$0	Not-Awarded	Sarah Goodrich
75424	Mohawk Valley	DOS	DOS LWRP	Soldiers Sailors Memorial Park Improvement Project Phase 2	Village of St. Johnsville	63.00	15	78.00	\$0	Not-Awarded	
74176	Mohawk Valley	DOS	DOS LWRP	Phase IV Mohawk River Watershed Management Plan Implementation	Herkimer County	65.00	5	70.00	\$0	Not-Awarded	
75040	Mohawk Valley	DOS	DOS LWRP	Local Waterfront Access and Protection Plan	City of Oneonta	44.00	20	64.00	\$0	Not-Awarded	
75721	Mohawk Valley	DOS	DOS LWRP	Southside Culinary Incubator	City of Amsterdam	40.50	5	45.50	\$0	Not-Awarded	Kenneth Rose
76422	Mohawk Valley	EFC	EFC GIGP	Sauquoit Creek Floodplain Restoration	Oneida County	51.00	20	71.00	\$2,000,000	Awarded	Larry Gilroy
72884	Mohawk Valley	EFC	EFC GIGP	Fulmer GreenPlain Floodplain Restoration	Village of Mohawk	54.00	5	59.00	\$2,000,000	Awarded	
76621	Mohawk Valley	EFC	EFC GIGP	Valley View Golf Course Green Parking Lot	City of Utica	22.00	20	42.00	\$0	Not-Awarded	
76246	Mohawk Valley	EFC	EFC GIGP	Green Street	Oneida County Soil and Water Conservation District	30.00	10	40.00	\$0	Not-Awarded	
72924	Mohawk Valley	EFC	EFC GIGP	Village of Ilion Marina and RV Park Improvements	Village of Ilion	29.00	5	34.00	\$0	Not-Awarded	
71792	Mohawk Valley	ESD	ESD Grants	Building and Process Improvements to be competitive with large out of state galvanizers	O. W. Hubbell & Sons, Inc.	70	20	90	\$300,000	Awarded	
74055	Mohawk Valley	ESD	ESD Grants	Griffiss Intl Airport Rehabilitation of Building 100	Oneida County	70	20	90	\$1,400,000	Awarded	Larry Gilroy
76359	Mohawk Valley	ESD	ESD Grants	Water Street Facility	Rail Pro Industries Inc	70	20	90	\$170,000	Awarded	
73566	Mohawk Valley	ESD	ESD Grants	Empire State CookChill	Waterville Economic Development Corporation	69	20	89	\$1,500,000	Awarded	
75100	Mohawk Valley	ESD	ESD Grants	One World Welcome & Opportunity Center	MVRCR	69	20	89	\$248,000	Awarded	Shelly Callahan
76416	Mohawk Valley	ESD	ESD Grants	Redco Plant Upgrade	Redco Foods, Inc.	69	20	89	\$600,000	Awarded	
77141	Mohawk Valley	ESD	ESD Grants	Adirondack Distilling Expansion	The Adirondack Distilling Company, Inc.	68	20	88	\$100,000	Awarded	
75161	Mohawk Valley	ESD	ESD Grants	Chalmers Multi Use Redevelopment Project	Montgomery County Industrial Development Agency	68	20	88	\$1,000,000	Awarded	Kenneth Rose, Mark Kilmer

CFA #	Region	Agency	Program	Project Name	Business Name	Agency Score	REDC Score	Total Score	Award	Awarded / Not Awarded	Recusal(s)
75647	Mohawk Valley	ESD	ESD Grants	Installation of a bagging line and a pellet cooler	John J. Hooper, Inc. T/A Hooper Feeds	68	20	88	\$38,000	Awarded	
76000	Mohawk Valley	ESD	ESD Grants	Laboratory Renovation 2018	Masonic Medical Research Laboratory	68	20	88	\$400,000	Awarded	
72019	Mohawk Valley	ESD	ESD Grants	Mechatronics Robotics Program	ONC BOCES	68	20	88	\$630,000	Awarded	
76234	Mohawk Valley	ESD	ESD Grants	Pacemaker SteelBagg Square Expansion Project	Pacemaker Steel & Piping Co., Inc.	68	20	88	\$700,000	Awarded	Larry Gilroy
74543	Mohawk Valley	ESD	ESD Grants	Soularium: Addiction Treatment Center	The Neighborhood Center, Inc.	68	20	88	\$1,750,000	Awarded	
72135	Mohawk Valley	ESD	ESD Grants	Stainless Steel Tank Fabrication Facility	JBF Stainless LLC	68	20	88	\$680,000	Awarded	
75457	Mohawk Valley	ESD	ESD Grants	Vida Blend New Construction and Employment Expansion	Vida-Blend LLC	68	20	88	\$240,000	Awarded	Kenneth Rose
76594	Mohawk Valley	ESD	ESD Grants	Construction Management Building	Utica College	67	20	87	\$700,000	Awarded	Larry Gilroy, Laura Casamento
72383	Mohawk Valley	ESD	ESD Grants	Little Falls Hospital - New Primary Care Facility	Little Falls Hospital	67	20	87	\$480,000	Awarded	Carolyn Lewis, Larry Gilroy, Marion Terenzio
76802	Mohawk Valley	ESD	ESD Grants	MGS Manufacturing Expansion	MGS Manufacturing	67	20	87	\$875,000	Awarded	Laura Casamento, Nick Matt, Richard Creedon, Steve DiMeo
76829	Mohawk Valley	ESD	ESD Grants	Mohawk Fabric New Equipment	Amsterdam Industrial Development Agency	67	20	87	\$70,000	Awarded	
76265	Mohawk Valley	ESD	ESD Grants	Village Motors Mohawk Street	Village Motors Auto Sales, LLC	67	20	87	\$530,000	Awarded	
72399	Mohawk Valley	ESD	ESD Grants	167 Genesee St Renovation	167 Genesee St LLC	66	20	86	\$400,000	Awarded	
74747	Mohawk Valley	ESD	ESD Grants	Compassion Warehouse	Compassion Coalition, Inc.	66	20	86	\$600,000	Awarded	
75813	Mohawk Valley	ESD	ESD Grants	Rome NY 917 Manufacturing Expansion	Deployed Resources LLC	66	20	86	\$1,380,000	Awarded	
76533	Mohawk Valley	ESD	ESD Grants	Southside Hotel Development	City of Amsterdam Industrial Development Agency	66	20	86	\$1,200,000	Awarded	
76762	Mohawk Valley	ESD	ESD Grants	Stevens Hardware Mixed Use Renovation	Klugo SB, LLC	66	20	86	\$90,000	Awarded	
77088	Mohawk Valley	ESD	ESD Grants	649 Bleecker Street Shared Service Training Center Renovation	1140 LLC	65	20	85	\$200,000	Awarded	
77303	Mohawk Valley	ESD	ESD Grants	Cobleskill Fairgrounds Stage Improvements	Cobleskill Agricultural Society	65	20	85	\$25,000	Awarded	
75881	Mohawk Valley	ESD	ESD Grants	Electric System Reliability Upgrades	Griffiss Utility Services Corporation	65	20	85	\$340,000	Awarded	
76569	Mohawk Valley	ESD	ESD Grants	First & Main Restoration	First & Main LLC	65	20	85	\$200,000	Awarded	
76935	Mohawk Valley	ESD	ESD Grants	HALES MILLS DEVELOPMENT AREA SEWER	FULTON COUNTY	65	20	85	\$120,000	Awarded	Mark Kilmer

CFA #	Region	Agency	Program	Project Name	Business Name	Agency Score	REDC Score	Total Score	Award	Awarded / Not Awarded	Recusal(s)
77277	Mohawk Valley	ESD	ESD Grants	Hall of Agriculture Renovation Project	Cobleskill Agricultural Society	65	20	85	\$44,000	Awarded	
75458	Mohawk Valley	ESD	ESD Grants	Kempf Buildings Renovation Project	Bowers Development, LLC	65	20	85	\$430,000	Awarded	
75973	Mohawk Valley	ESD	ESD Grants	Produce Operations Expansion	George's Farm Products, Inc.	65	20	85	\$170,000	Awarded	
75097	Mohawk Valley	ESD	ESD Grants	Town of Herkimer East Herkimer Sewer District	Town of Herkimer	65	20	85	\$440,000	Awarded	
73887	Mohawk Valley	ESD	ESD Grants	YMCA Strengthening and Connecting Community	Railroad and Local YMCA of Oneonta	65	20	85	\$170,000	Awarded	
75103	Mohawk Valley	ESD	ESD Grants	Hollisters Business Expansion	Anasazi, LLC	64	20	84	\$520,000	Awarded	
74104	Mohawk Valley	ESD	ESD Grants	Willow Place Road Extension	Town of Verona	64	20	84	\$890,000	Awarded	
76870	Mohawk Valley	ESD	ESD Grants	VAIL MILLS DEVELOPMENT AREA SEWER	FULTON COUNTY	63	20	83	\$250,000	Awarded	Mark Kilmer
75566	Mohawk Valley	ESD	ESD Grants	Town of Schuyler Land Purchase for Development	Herkimer County	70	10	80	\$120,000	Awarded	Larry Gilroy
74725	Mohawk Valley	ESD	ESD Grants	Jason Gwilt Memorial Senior Apartments Senior Center	City of Oneida Housing Authority	58	20	78	\$0	Not Awarded	
75323	Mohawk Valley	ESD	ESD Grants	Rome Family YMCA Capital Development Project	Young Men's Christian Association and Women's Community Center of Rome, New York	60	10	70	\$0	Not Awarded	
76711	Mohawk Valley	ESD	ESD Grants	The Project Fibonacci(R) STEAM Campus Phase 1	The Project Fibonacci(R) Foundation, Inc	60	10	70	\$0	Not Awarded	Charles Green
75778	Mohawk Valley	ESD	ESD Grants	2017 NYS Route 5233 Water Expansion for Growth Project	Town of Westmoreland	50	15	65	\$0	Not Awarded	
72865	Mohawk Valley	ESD	ESD Grants	Raw Water Transmission Upgrades Phase 2	Mohawk Valley Water Authority	49	15	64	\$0	Not Awarded	
75880	Mohawk Valley	ESD	ESD Grants	Mohawk Valley Food and Beverage Innovation Center Equipment	City of Oneonta	49	10	59	\$0	Not Awarded	
73954	Mohawk Valley	ESD	ESD Grants	Site Infrastructure Development Cooperstown	Cornell Cooperative Extension Assn Schoharie and Otsego Counties	49	10	59	\$0	Not Awarded	
72002	Mohawk Valley	ESD	ESD HSSP	thINCubator- Mohawk Valley Innovation Hot Spot	Mohawk Valley Community College	64.00	20	84.00	\$1,250,000	Awarded	
76212	Mohawk Valley	ESD	ESD MNY	Brewery Ommegang Hospitality Center Expansion Project	Brewery Ommegang	75.33	20	95.33	\$525,000	Awarded	
73671	Mohawk Valley	ESD	ESD MNY	Central NY Hops and Brewing Marketing Campaign	The Farmers Museum, Inc.	73.67	20	93.67	\$92,000	Awarded	Marion Terenzio
74007	Mohawk Valley	ESD	ESD MNY	Utica Zoo Primate Building Capital Project	Utica Zoo	60.33	20	80.33	\$153,400	Awarded	
72665	Mohawk Valley	ESD	ESD MNY	Silk Splendor: Kimonos from the Kubota Collection	Munson-Williams-Proctor Arts Institute	56.33	15	71.33	\$76,905	Awarded	Larry Gilroy
76618	Mohawk Valley	ESD	ESD MNY	Event Based Marketing Program	The National Baseball Hall of Fame	51.00	20	71.00	\$250,000	Awarded	Ken Meifert

CFA #	Region	Agency	Program	Project Name	Business Name	Agency Score	REDC Score	Total Score	Award	Awarded / Not Awarded	Recusal(s)
74016	Mohawk Valley	ESD	ESD MNY	Mohawk Valley Celebration of New York State Agriculture	Utica Zoo	55.67	15	70.67	\$72,600	Awarded	
75659	Mohawk Valley	ESD	ESD MNY	Photography Capturing an Image and an Audience	Fenimore Art Museum	46.00	20	66.00	\$0	Not-Awarded	
75730	Mohawk Valley	ESD	ESD MNY	Schoharie Valley Agritourism Marketing Technical Assistance Program	Schoharie Area Long Term, Inc.	42.67	15	57.67	\$0	Not-Awarded	Sarah Goodrich
76124	Mohawk Valley	ESD	ESD MNY	Art Herkimer: Public Art Survey, Book Archival Database	Sculpture Space, Inc.	38.00	10	48.00	\$0	Not-Awarded	Larry Gilroy
71929	Mohawk Valley	ESD	ESD MNY	Montgomery County Tourism Project	Montgomery County	28.00	5	33.00	\$0	Not-Awarded	Mark Kilmer
76662	Mohawk Valley	ESD	ESD SPFS	Mohasco Redevelopment	Amsterdam Industrial Development Agency	64	20	84	\$50,000	Awarded	
74837	Mohawk Valley	ESD	ESD SPFS	Chaminade Industrial Park	Town of Marcy	72	10	82	\$50,000	Awarded	
72003	Mohawk Valley	ESD	ESD SPFS	Ice Rink Feasibility Study	Town of Whitestown	61	20	81	\$0	Not Awarded	
73959	Mohawk Valley	ESD	ESD SPFS	Nexus Sports Complex - Design Phase	Upper Mohawk Valley Memorial Auditorium Authority	60	20	80	\$0	Not Awarded	
74795	Mohawk Valley	ESD	ESD SPFS	Master Plan	Town of Verona	58	15	73	\$0	Not Awarded	
74899	Mohawk Valley	ESD	ESD SPFS	Healthcare Talent and Economic Development Alliance	Iroquois Healthcare Alliance	33	5	38	\$0	Not Awarded	
72250	Mohawk Valley	HCR	HCR CDBG PF	Montgomery County Courthouse ADA Improvements	Montgomery County	62.00	20	82.00	\$300,000	Awarded	Kenneth Rose
74408	Mohawk Valley	HCR	HCR CDBG PF	Otsego County Transitional Housing Program	Otsego County	58.00	15	73.00	\$300,000	Awarded	
74625	Mohawk Valley	HCR	HCR CDBG PF	City of Oneonta Damaschke Grandstand Repair	City of Oneonta	39.00	20	59.00	\$0	Not-Awarded	
75781	Mohawk Valley	HCR	HCR CDBG PF	Village of Cobleskill Sidewalk Improvements	Village of Cobleskill	18.00	10	28.00	\$0	Not-Awarded	
74179	Mohawk Valley	HCR	HCR CDBG PI	Village of Sharon Springs Waste Water Treatment Plant Improvements	Village of Sharon Springs	57.00	20	77.00	\$350,000	Awarded	
73563	Mohawk Valley	HCR	HCR CDBG PI	City of Gloversville Sanitary Sewer System Improvements	City of Gloversville	42.00	15	57.00	\$750,000	Awarded	
75780	Mohawk Valley	HCR	HCR CDBG PI	Town of Westmoreland Water System Improvements	Town of Westmoreland	42.00	15	57.00	\$501,500	Awarded	
74628	Mohawk Valley	HCR	HCR CDBG PI	City of Oneonta Reservoir Dam Repair	City of Oneonta	37.00	15	52.00	\$0	Not-Awarded	
74914	Mohawk Valley	HCR	HCR CDBG PI	Village of Fort Plain Sanitary Sewer System Improvements	Village of Fort Plain	37.00	15	52.00	\$0	Not-Awarded	

CFA #	Region	Agency	Program	Project Name	Business Name	Agency Score	REDC Score	Total Score	Award	Awarded / Not Awarded	Recusal(s)
77062	Mohawk Valley	HCR	HCR CDBG PI	Village of Cobleskill Wastewater Treatment Plant Rehabilitation	Village of Cobleskill	26.00	10	36.00	\$0	Not-Awarded	
76664	Mohawk Valley	HCR	HCR CDBG PI	Village of Richmondville Water Meter and Water Treatment Plant Improvements	Village of Richmondville	24.00	10	34.00	\$0	Not-Awarded	
73928	Mohawk Valley	HCR	HCR CDBGCP	Village of Remsen Stormwater Improvements Phase 2 Planning Study	Village of Remsen	38.00	20	58.00	\$0	Not-Awarded	
73845	Mohawk Valley	HCR	HCR CDBGCP	Village of Ilion Water Study	Village of Ilion	39.00	15	54.00	\$0	Not-Awarded	
74274	Mohawk Valley	HCR	HCR CDBGCP	Village of Frankfort Water/Infrastructure Study	Village of Frankfort	37.00	15	52.00	\$0	Not-Awarded	
72245	Mohawk Valley	HCR	HCR CDBGME	Montgomery County Microenterprise Program	Montgomery County	58.00	20	78.00	\$200,000	Awarded	Kenneth Rose, Mark Kilmer
73491	Mohawk Valley	HCR	HCR CDBGME	City of Oneonta Microenterprise Program	City of Oneonta	57.00	20	77.00	\$200,000	Awarded	
74752	Mohawk Valley	HCR	HCR CDBGME	Fulton County Microenterprise Program	Fulton County	51.00	20	71.00	\$0	Not-Awarded	Mark Kilmer
75942	Mohawk Valley	HCR	HCR CDBGME	Village of Cobleskill Microenterprise Program	Village of Cobleskill	46.00	20	66.00	\$0	Not-Awarded	Marion Terenzio, Mark Kilmer, Sarah Goodrich
72664	Mohawk Valley	HCR	HCR CDBGME	Schoharie County Microenterprise Program	Schoharie County	43.00	20	63.00	\$0	Not-Awarded	Larry Gilroy, Mark Kilmer
74422	Mohawk Valley	HCR	HCR CDBGME	Otsego County Microenterprise Program	Otsego County	31.00	20	51.00	\$0	Not-Awarded	
72725	Mohawk Valley	HCR	HCR NYMS	Five and Dime - 122-132 South Main Street	Village of Northville	78.00	20	98.00	\$500,000	Awarded	Mark Kilmer
76465	Mohawk Valley	HCR	HCR NYMS	The REACH Center - Rome-Utica Creative Arts Incubator	Cornell Cooperative Extension Oneida County	50.00	20	70.00	\$200,000	Awarded	
73300	Mohawk Valley	HCR	HCR NYMS	Main Street Old Forge	Central Adirondack Partnership for the 21st Century, Inc.	42.00	20	62.00	\$0	Not-Awarded	
74623	Mohawk Valley	HCR	HCR NYMS	Waterville NYMS Program 2017	Village of Waterville	40.00	20	60.00	\$0	Not-Awarded	
72732	Mohawk Valley	HCR	HCR NYMS	167 169 Genesee Street Rehabilitation	City of Utica	34.00	20	54.00	\$0	Not-Awarded	
75060	Mohawk Valley	HCR	HCR NYMS	NY Main Street Downtown Boonville	Village of Boonville	34.00	20	54.00	\$0	Not-Awarded	
75273	Mohawk Valley	HCR	HCR NYMS	Downtown Anchor Revitalization	Mohawk Valley Collective, Inc.	16.00	20	36.00	\$0	Not-Awarded	
75273	Mohawk Valley	Parks	OPRHP HP D	Mohawk Valley Collective Downtown Anchor Revitalization	Mohawk Valley Collective, Inc.	56.50	20	76.50	\$500,000	Awarded	
72666	Mohawk Valley	Parks	OPRHP HP D	Museum of Art Granite Facade Conservation	Munson-Williams-Proctor Arts Institute	49.00	20	69.00	\$397,511	Awarded	Larry Gilroy

CFA #	Region	Agency	Program	Project Name	Business Name	Agency Score	REDC Score	Total Score	Award	Awarded / Not Awarded	Recusal(s)
72519	Mohawk Valley	Parks	OPRHP HP D	Historic Diefendorf Hall Rehabilitation Project	Friends of Fort Plain Incorporated	43.50	20	63.50	\$345,120	Awarded	Kenneth Rose
76614	Mohawk Valley	Parks	OPRHP HP D	22 Main Street Skylight Project	Village of Cooperstown	42.50	20	62.50	\$0	Not-Awarded	
72250	Mohawk Valley	Parks	OPRHP HP D	Old Montgomery Court House Rehabilitation	Montgomery County	38.50	20	58.50	\$0	Not-Awarded	Kenneth Rose
72377	Mohawk Valley	Parks	OPRHP HP P	Historic Structure Report	St John's Episcopal Church	42.00	15	57.00	\$8,500	Awarded	
72885	Mohawk Valley	Parks	OPRHP PKS A	Fulmer GreenPlain Main Street Park	Village of Mohawk	56.00	5	61.00	\$219,312	Awarded	
72998	Mohawk Valley	Parks	OPRHP PKS D	Ava Town Park	Town of Ava	57.25	20	77.25	\$251,191	Awarded	
73340	Mohawk Valley	Parks	OPRHP PKS D	Town of Floyd Park Improvements	Town of Floyd	52.00	20	72.00	\$99,237	Awarded	
73976	Mohawk Valley	Parks	OPRHP PKS D	Utica Zoo Welcome Center	Utica Zoological Society	43.75	20	63.75	\$500,000	Awarded	
74281	Mohawk Valley	Parks	OPRHP PKS D	Make Pioneer Park Accessible	Village of Cooperstown	40.75	20	60.75	\$0	Not-Awarded	
74864	Mohawk Valley	Parks	OPRHP PKS D	Cal Ripken Sr. Foundation Recreational Facility	City of Utica	38.75	20	58.75	\$0	Not-Awarded	
72090	Mohawk Valley	Parks	OPRHP PKS D	Deputy Kurt B Wyman Memorial Park Improvements	Town of Whitestown	41.25	15	56.25	\$0	Not-Awarded	
75157	Mohawk Valley	Parks	OPRHP PKS D	Erie Canal Terminal Visitor Center Restrooms	City of Rome	29.50	20	49.50	\$0	Not-Awarded	
75820	Mohawk Valley	Parks	OPRHP PKS D	Citywide Splash Pad Project	City of Amsterdam	26.75	20	46.75	\$0	Not-Awarded	
71824	Mohawk Valley	Parks	OPRHP RTP D	Acquisition of Trail Grooming Equipment	Nick Stoner Trailers of Caroga Lake, New York, Inc.	47.50	20	67.50	\$106,815	Awarded	
75332	Mohawk Valley	Parks	OPRHP RTP D	Acquisition of Trail Grooming Equipment	Ful-Mont Snow Travelers, Inc.	47.00	20	67.00	\$143,604	Awarded	
73355	Mohawk Valley	Parks	OPRHP RTP D	Acquisition of Trail Grooming Equipment	Exeter Trailblazers, Inc.	49.50	15	64.50	\$0	Not-Awarded	
72233	Mohawk Valley	Parks	OPRHP RTP D	Acquisition of Trail Grooming Equipment	Snowdrifters of Stratford, Inc.	45.00	15	60.00	\$0	Not-Awarded	

2017 Program Legend

Agency	Abbreviation	Program Name
Ag & Mkts	Ag & Mkts GCAP	NYS Grown & Certified Agricultural Producers' Grant Program
Arts	Arts ACFIP	NYSCA/ESD Arts & Cultural Facilities Improvement Program
Arts	Arts ACIP	Arts and Cultural Impact Programming
Arts	Arts WIP	Workforce Investment Program
Arts	Arts WRP	Workforce Readiness Program
Canals	Canals	Canalway Grant Program
DEC	DEC CSC C	Climate Smart Communities Program - Certification
DEC	DEC CSC I	Climate Smart Communities Program - Implementation
DEC	DEC EPG	Engineering Planning Grant
DEC	DEC WQIP AHR	Water Quality Improvement Project - Aquatic Habitat Restoration
DEC	DEC WQIP MS4	Water Quality Improvement Project - Municipal Separate Storm Sewer Systems
DEC	DEC WQIP NPS	Water Quality Improvement Program - Non-agricultural Nonpoint Source Abatement and Control
DEC	DEC WQIP NPS OGL-NBS	Water Quality Improvement Program - Oceans and Great Lakes, Nature Based Shoreline Projects
DEC	DEC WQIP Salt	Water Quality Improvement Program - Salt
DEC	DEC WQIP SWP	Water Quality Improvement Program - Land Acquisition for Source Water Protection
DEC	DEC WQIP WWT CSO/SSO	Water Quality Improvement Program - Combined Sewer Overflow/Sanitary Sewer Overflow
DEC	DEC WQIP WWT DIS	Water Quality Improvement Program - Wastewater Treatment Improvement Disinfection
DEC	DEC WQIP WWT GEN	Water Quality Improvement Program - General Wastewater Improvements
DEC	DEC WQIP WWT IOS	Water Quality Improvement Program - Inadequate On-Site Septic Systems
DEC	DEC WQIP WWT TMDL	Water Quality Improvement Program - Total Maximum Daily Load
DOL	DOL EET	Existing Employee Training
DOL	DOL UWT	Unemployed Worker Training
DOS	DOS LGE	Local Government Efficiency Program
DOS	DOS LGE P	Local Government Efficiency Program - Planning
DOS	DOS LWRP	Local Waterfront Revitalization Program
EFC	EFC GIGP	Green Innovation Grant Program
ESD	ESD Grants	Empire State Development Grant Program
ESD	ESD HSSP	Innovation Hot Spot Support Program
ESD	ESD MNY	Market New York
ESD	ESD SPFS	Strategic Planning and Feasibility Studies
HCR	HCR CDBGCP	Community Development Block Grant - Community Planning
HCR	HCR CDBGME	Community Development Block Grant - Microenterprise
HCR	HCR CDBG PF	Community Development Block Grant - Public Facilities
HCR	HCR CDBG PI	Community Development Block Grant - Public Infrastructure
HCR	HCR NYMS	New York Main Street
OPRHP	OPRHP HAS A	Heritage Area Systems (Acquisition)
OPRHP	OPRHP HAS D	Heritage Area Systems (Development)
OPRHP	OPRHP HAS P	Heritage Area Systems (Planning)
OPRHP	OPRHP HP A	Historic Property (Acquisition)
OPRHP	OPRHP HP D	Historic Property (Development)
OPRHP	OPRHP HP P	Historic Property (Planning)
OPRHP	OPRHP PKS A	Parks (Acquisition)
OPRHP	OPRHP PKS D	Parks (Development)
OPRHP	OPRHP PKS P	Parks (Planning)
OPRHP	OPRHP RTP D	Parks - Recreational Trails Program Diverse
OPRHP	OPRHP RTP M	Parks - Recreational Trails Program Motorized
OPRHP	OPRHP RTP MD	Parks - Recreational Trails Program Motorized Diverse
OPRHP	OPRHP RTP NM	Parks - Recreational Trails Program Non-Motorized
OPRHP	OPRHP RTP NMD	Parks - Recreational Trails Program Non-Motorized Diverse