



**Southern Tier  
Regional Economic Development Council  
2018 PROGRESS REPORT**

Southern Tier  
**SOARING**

**The Southern Tier REDC  
has supported 573 projects  
in the past seven years.  
Through these strategic  
investments, \$322 million  
in public funds has leveraged  
more than \$1.9 billion  
in private investments  
throughout our region.**

*This page, cover photo: Jonathan Cohen, Binghamton University*



**Members of the Southern Tier REDC  
met recently at Binghamton University.**

# MESSAGE FROM THE CO-CHAIRS



**Southern Tier  
Regional Economic  
Development Council**

October 1, 2018

Together, the Southern Tier is Soaring.

In 2018, the Southern Tier Regional Economic Development Council built upon past successes and continued to turn the economic tide that threatened our region for decades.

Instead of blighted downtowns, we now see vibrant urban centers blossoming. In Johnson City, for instance, the new Binghamton University Health Sciences Campus was made possible through REDC support. Our Southern Tier Startup Alliance is capturing more of our college graduates by supporting their entrepreneurial efforts and further advancing commercialization of research from our academic powerhouses. Investment through the REDC process in workforce development programs, such as in the SUNY Broome Calice Advanced Manufacturing Center, is preparing the region's residents for in-demand jobs. Our vacant industrial campuses are welcoming new companies like Imperium3 that are poised to take advantage of our skilled workers as they build the industries of tomorrow.

With our region in the midst of a critical economic shift, there has never been a better time to invest in the Southern Tier. Through transformational investments by Gov. Cuomo and the New York State Legislature, and with guidance from the Regional Economic Development Council, more than \$322 million has been invested in 573 projects, leveraging more than \$1.9 billion in additional investment in the region. With more than 84% of these either complete or progressing, the economic growth and revitalization are visible throughout our eight-county region.

This report not only describes our progress during the past seven years, but tells the stories behind the data. With our strategy highlights, you will see that each project has a meaningful impact in the lives of Southern Tier residents. These stories were made possible through the Regional Council process, developed by Gov. Cuomo in 2011.

Using the same careful review and regional insight as in years past, our council has identified 29 new projects that represent the potential for more than \$108 million in total investment and the creation of 411 new jobs. With continued support, the Southern Tier will reclaim its place as a hotbed of innovation.

A handwritten signature in black ink, appearing to read "Harvey G. Stenger".

**Harvey G. Stenger, Co-chair**  
President, Binghamton University

A handwritten signature in black ink, appearing to read "G. Thomas Tranter Jr.".

**G. Thomas Tranter Jr., Co-chair**  
President, Corning Enterprises

## SOUTHERN TIER REDC CO-CHAIRS

---

**Harvey G. Stenger**

President, Binghamton University

**G. Thomas Tranter Jr.**

President & CEO of Corning Enterprises

## SOUTHERN TIER REGIONAL ECONOMIC DEVELOPMENT COUNCIL

---

**Kathryn Boor**

Dean of College of Agricultural and Life Sciences, Cornell University

**Kathryn Connerton**

President & CEO, Lourdes Hospital

**Patricia A. Cummings**

Partner, Leonard & Cummings LLP

**Martin A. Dietrich**

President & CEO, NBT Bank

**Rich David (Ex-Officio)**

Mayor, City of Binghamton

**Peg Ellsworth**

Executive Director, MARK Project Inc.

**Dennis Fagan (Ex-Officio)**

Chair, Schuylker County Legislature

**Mike Field**

CEO, The Raymond Corporation

**Jason Garnar (Ex-Officio)**

County Executive, Broome County

**Betsey Hale**

President, 3 Rivers Development Corp.

**Ernest Hartman**

Business Manager, IBEW Local 139

**Joseph Hauryski (Ex-Officio)**

Chair, Steuben County Legislature

**Mike Krusen**

President, Southern Tier Economic Growth Inc.

**Michael Laliberte**

President, SUNY Delhi

**Barbara Lifton**

State Assembly, 125th District

**Dan Mandell (Ex-Officio)**

Mayor, City of Elmira

**Judy McKinney-Cherry**

Executive Director, SCOPEd

**Kevin McLaughlin**

Executive Director, The Agency (Broome County IDA)

**Tina Molé (Ex-Officio)**

Chair, Delaware County Legislature

**Svante Myrick (Ex-Officio)**

Mayor, City of Ithaca

**Tom O'Mara**

State Senate, 58th District

**Mary George Opperman**

Vice President of Human Resources, Cornell University

**Michael Printup**

President, Watkins Glen International Speedway

**Martha Robertson (Ex-Officio)**

Chair, Tompkins County Legislature

**Thomas Santulli (Ex-Officio)**

County Executive, Chemung County

**Martha Sauerbrey (Ex-Officio)**

Chair, Tioga County Legislature

**Barbara J. Schindler**

President & COO, Golden Artists Colors Inc.

**Linda M. Shumaker**

President, Shumaker Engineering & Surveying P.C.

**Rose Sotak (Ex-Officio)**

Supervisor, Town of Union

**LeeAnn Tinney**

Director of Economic Development & Planning, Tioga County

**Stephen Trichka**

Vice President and General Manager, BAE Systems

**Lawrence Wilcox (Ex-Officio)**

Chair, Chenango County Legislature

## EMPIRE STATE DEVELOPMENT, SOUTHERN TIER REGIONAL OFFICE

---

**Donna Howell**

Regional Director & REDC Executive Director

**Joe Roman**

Deputy Regional Director

**Sarah Glose**

Project Manager

**James Bedrin**

Project Manager

**Tammy Kocak**

Project Associate

**Shakira Wallmar**

Executive Assistant

## 2018 PROGRESS REPORT CONTRIBUTORS

---

**Kevin Heard**

Associate Director, GIS Core Facility, Binghamton University

**Caitlin Schickel**

Regional Economic Development Specialist, Center for Regional Economic Advancement, Cornell University

**Julie Sweet**

Office of Planning and Development, NYS Department of State

**Editor**

**Rachel Coker**

Binghamton University

**Design and layout**

**Martha Terry**

Binghamton University

# TABLE OF CONTENTS

<b>Executive Summary</b> .....	<b>2</b>
<b>Progress</b> .....	<b>6</b>
State of the Region.....	<b>7</b>
Status of Past Priority Projects.....	<b>12</b>
Status of All Projects Awarded CFA Funding.....	<b>18</b>
<b>Implementation Agenda</b> .....	<b>19</b>
<b>Implementation of 2018 State Priorities</b> .....	<b>19</b>
Workforce Development .....	<b>19</b>
Life Sciences Cluster .....	<b>25</b>
Downtown Revitalization .....	<b>26</b>
Regional Economic Clusters .....	<b>29</b>
Business Incubators.....	<b>32</b>
Opportunity Agenda.....	<b>36</b>
Veterans in the Workforce .....	<b>41</b>
Local Government Engagement.....	<b>45</b>
<b>Implementation of Key Regional Priorities</b> .....	<b>47</b>
Greater Binghamton Innovation Ecosystem .....	<b>47</b>
Advanced Manufacturing Industry .....	<b>53</b>
Food and Agriculture Industry.....	<b>56</b>
Promote Innovative Culture .....	<b>60</b>
<b>Proposed Priority Projects</b> .....	<b>64</b>
<b>Participation</b> .....	<b>79</b>
<b>Downtown Revitalization Plan</b> .....	<b>84</b>
<b>Appendix</b> .....	<b>89</b>
All Funded CFA Projects .....	<b>89</b>

# EXECUTIVE SUMMARY



*Jonathan Cohen, Binghamton University*

The Southern Tier Region is once again a place where companies choose to locate or expand. Individuals looking to raise a family and enjoy low-cost living with greater quality of life choose the Southern Tier, too. In fact, the Southern Tier is one of New York's great turnaround stories.

## TODAY, WE ARE ON A NEW PATH.

For too long, this region's economy suffered from retractions in historic areas of strength, including manufacturing, technology and tourism. In 2008, the Southern Tier was hit hard by the Great Recession, losing roughly 11,000 private-sector jobs as the unemployment rate spiked to over 8.5%. Wages stagnated and many residents left in search of better opportunity elsewhere.



In 2011, Gov. Andrew M. Cuomo redesigned the state’s approach to economic development, tasking the Southern Tier Regional Economic Development Council with development of a strategic economic development plan tailored to the region’s unique strengths and resources. Through our council community, business and academic leaders, together with members of the public, are empowered to help direct state investment in support of job creation and economic growth.

During the past seven years, 573 projects have been identified by the Southern Tier REDC and supported through this process. Through these strategic investments, \$322 million in public funds has leveraged over \$1.9 billion in private investments throughout our region — a more than 5:1 ratio.

Since Gov. Cuomo implemented the regional council process, the region’s unemployment rate has stabilized near 5% and more than 2,200 new private-sector jobs have been added. New investments in Binghamton, Elmira, Hornell and Watkins Glen will add thousands more jobs during the next decade as a result of the region’s successful economic development strategy.

In 2015, our five-year strategic plan, Southern Tier Soaring, was recognized as a best plan through the Upstate Revitalization Initiative competition. Our plan to build the Southern Tier’s advanced economy remains simple, but focused.



## **BUILD THE GREATER BINGHAMTON INNOVATION ECOSYSTEM**

Greater Binghamton will be a destination for talent and new business development. Revitalized urban centers in Binghamton, Johnson City and Endicott will maintain the area's legacy and position it as a major gateway, with strengths in advanced manufacturing, healthcare, culture and high-technology development. Innovation Districts will capitalize on public-private collaborations and the growing presence of Binghamton University.



## **INVEST IN THE ADVANCED MANUFACTURING INDUSTRY**

A focus on advanced manufacturing and the transportation sector will result in the Southern Tier being recognized as a destination for manufacturing business development, distinguished by its concentration of multi-national anchor companies, advanced infrastructure to support innovation and technology, rich education and research resources, specialized skilled workforce and vibrant communities.



## **TRANSFORM THE FOOD AND AGRICULTURE INDUSTRY**

The Southern Tier will be a world-recognized leader in agriculture technology and serve as a key food supplier for the East Coast of the United States. A strategic mix of projects will transform and grow agriculture and food production, processing and distribution across the region, while also strengthening links to growing tourism and manufacturing industries.



## **PROMOTE THE SOUTHERN TIER'S INNOVATIVE CULTURE**

The Southern Tier will be a well-recognized and highly desirable place to visit, live and grow a business. We will promote the region's quality of life and capacity for innovation, and ignite a fierce community pride that compels residents to be regional ambassadors and that attracts talent and inspires entrepreneurs.

Local attitudes are changing and companies like Imperium3 are choosing to expand their operations here because they recognize a region on the rise. Targeted investments like the Downtown Revitalization Initiative in Elmira, Watkins Glen and Owego are attracting more companies and people to consider the Southern Tier as a place to live, work and play. Working collaboratively, we have developed a winning economic development strategy that will ensure the Southern Tier continues to soar.

## REGIONAL HIGHLIGHT

### CONSORTIUM TO ESTABLISH BATTERY GIGA-FACTORY

Imperium3 New York Inc., a consortium led by three Southern Tier companies, will establish R&D and production operations at the Huron Campus in Endicott, Broome County. The consortium will invest more than \$130 million and create at least 230 new jobs during the next five years.



**Gov. Cuomo announced that Imperium3 New York, a consortium spearheaded by three Southern Tier companies, will establish R&D and production operations at the Huron Campus in Endicott, Broome County.**

“This consortium of local businesses is choosing to stay and invest their next generation technology right here in the Southern Tier, breathing new life into vacant facilities and creating hundreds of good jobs for New Yorkers,” Gov. Andrew M. Cuomo said during an event on Oct. 4, 2017. “Our investments to improve the business climate and spur economic development across Upstate New York are paying off.”

Imperium3 New York will commercialize an innovative technology for making more efficient and less expensive lithium-ion batteries.

The consortium will establish a \$130 million lithium-ion battery production giga-plant and hire 232 employees, ultimately ramping up to 15 giga-watts of production and hundreds more jobs.

To support the project, Empire State Development offered performance-based incentives totaling \$7.5 million, including a \$4 million Upstate Revitalization Initiative grant and \$3.5 million in Excelsior Jobs Program tax credits. Imperium3NY is expected to

qualify for an estimated \$5.75 million in New York Investment Tax Credits.

Three Southern Tier firms serve as the backbone of Imperium3NY. C4V (Binghamton) provides the core intellectual property, C&D Assembly (Groton) supplies electronic board assembly and battery testing and Primet Precision Materials (Ithaca) offers advanced processing of materials.

In 2016, C4V was named a \$500,000 winner in New York State’s first 76West Clean Energy Competition.

“Green manufacturing, in combination with the best utilization of an existing infrastructure in a distributed fashion, would create an unmatched example internationally and make New York a global leader in product and component manufacturing for energy storage,” said Shailesh Upreti, C4V president.

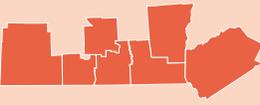
It’s exciting to see a concept developed in the region grow this way, said Howard Zemsky, Empire State Development president, CEO and commissioner. “The Southern Tier is becoming a hub for research, innovation and advanced manufacturing,” he said, “and Imperium3NY’s decision to establish a giga-factory in Endicott is yet another indicator of the region’s bright future.”

# PROGRESS



# STATE OF THE REGION

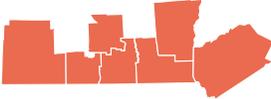
## General Economic Indicators

	 <b>SOUTHERN TIER</b> 2017 (change from 2016)	 <b>NEW YORK STATE</b> 2017 (change from 2016)
<b>METRIC</b>	2017 (change from 2016)	2017 (change from 2016)
<b>Number of Establishments</b>	14,811 (.07) SINCE 2011 ▲ 1.7%	639,448 (1.8) SINCE 2011 ▲ 9.6%
<b>Average Annual Private Sector Employment</b>	20,8582 (-0.3) SINCE 2011 ▼ -.05%	7,899,438 (1.5) SINCE 2011 ▲ 12%
<b>Average Annual Public-Sector Employment</b>	49,922 (-0.1) SINCE 2011 ▼ -7.1%	1,374,855 (0.2) SINCE 2011 ▼ -1.3%
<b>Total Annual Wages</b>	\$12,206,911,737 (3.4) SINCE 2011 ▲ 12.5%	\$654,177,333,868 (5.2) SINCE 2011 ▲ 25.4%
<b>Average Annual Wages</b>	\$47,221 (3.7) SINCE 2011 ▲ 14.7%	\$70,537 (3.8) SINCE 2011 ▲ 14.2%
<b>Unemployment Rate</b>	5.4 (0.1) SINCE 2011 ▼ -2.7%	4.7 (-0.1) SINCE 2011 ▼ -3.6%
<b>Veteran Unemployment Rate*</b>	6.1% (10.9) SINCE 2012 ▼ -33.7%	5.8% (9.4) SINCE 2012 ▼ -34%
<b>Labor Force Participation Rate*</b>	58.1 (-0.5) SINCE 2012 ▼ -1%	63 (-0.2) SINCE 2012 ▼ -0.7%
<b>Labor Force Participation (25-64 w/less than HS diploma)*</b>	51% (0) SINCE 2012 ▲ 1.4%	59.8% (0) SINCE 2012 ▼ -2.2%

\* Data from 2016

EMPLOYMENT BY AGE		
	 <b>SOUTHERN TIER</b>	 <b>NEW YORK STATE</b>
AGE COHORT	2017 (change from 2016)	2017 (change from 2016)
<b>16 to 24 years</b>	54.4% (-2.9) SINCE 2012 ▲ 6.9%	52.8% (1.1) SINCE 2012 ▲ 1.7%
<b>25 to 44 years</b>	79.1% (-2.2) SINCE 2012 ▼ -1.4%	82.7% (-0.2) SINCE 2012 ▲ 0%
<b>45 to 54 years</b>	80.2% (3.1) SINCE 2012	80.6% (0.6) SINCE 2012 ▼ -0.5%
<b>55 to 64 years</b>	63.9% (1.4) SINCE 2012 ▲ .06%	65.8% (-0.3) SINCE 2012 ▲ 0.3%
<b>65 years and older</b>	14.3% (-10) SINCE 2012 ▼ -.07%	18.4% (1.7) SINCE 2012 ▲ 5.1%

**GROSS REGIONAL PRODUCT**

**SOUTHERN TIER** 

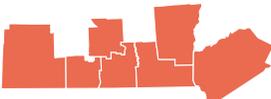
**2015 • \$28.0 BILLION**

**PROGRESS 2015-16** ▲ 1.1%

**2016 • \$29.3 BILLION**

SINCE 2011 **8% ▲**

**VALUE OF SOUTHERN TIER EXPORTS**

**SOUTHERN TIER** 

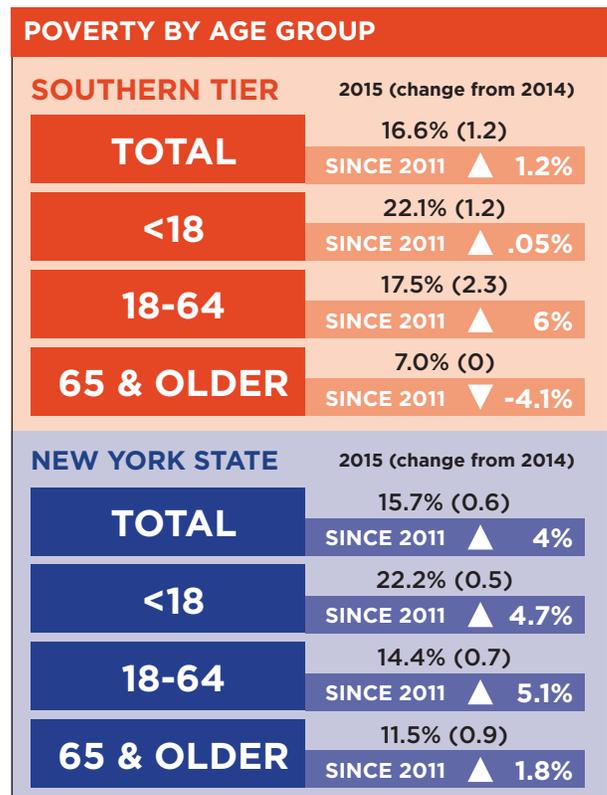
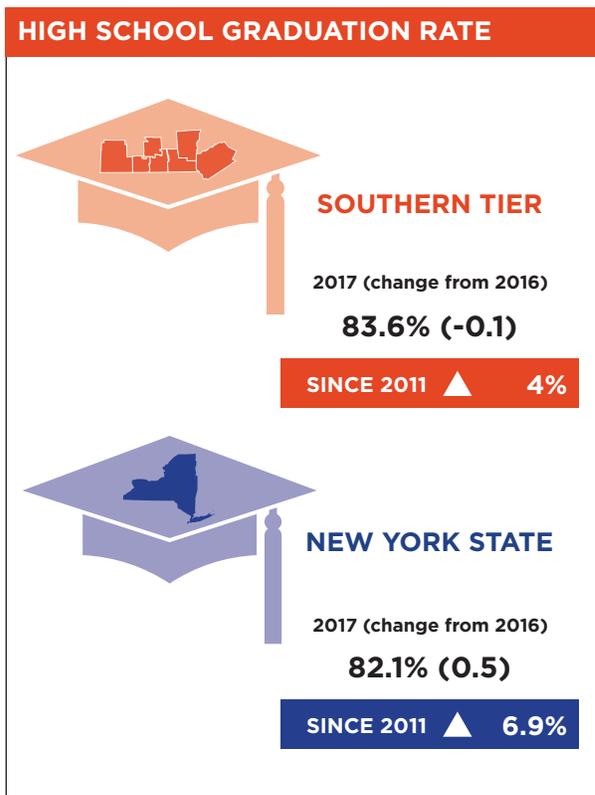
**2015 • \$3.83 MILLION**

**PROGRESS 2015-16** ▼ -1.3%

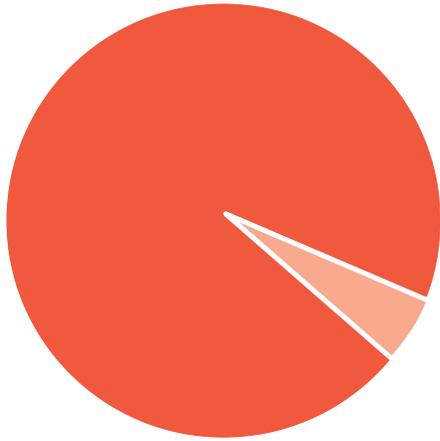
**2016 • \$3.78 MILLION**

SINCE 2011 **-6.8% ▼**

QUALITY OF LIFE INDICATORS		
METRIC	SOUTHERN TIER 2017 (change from 2016)	NEW YORK STATE 2017 (change from 2016)
Share of Residents Lacking Health Care	6.5% (-13.3) SINCE 2012 ▼ -29.3%	8.6% (11.3) SINCE 2012 ▼ -23.9%
Migration Rate (Left NYS in 2016)	2.2% (-7.5) SINCE 2012 ▼ -4.35%	2.3% (-0.8) SINCE 2012 ▲ 53.3%
Commuting (Average travel time to work in minutes)	19.8 (-4.8) SINCE 2012 NA	33.4 (1.2) SINCE 2012 NA
Estimated Visitor Spending (in millions)	\$984,750 (9.9) SINCE 2012 ▲ 10.4%	\$64,135,789 (1.7) SINCE 2012 ▲ 12%



### SOUTHERN TIER POPULATION



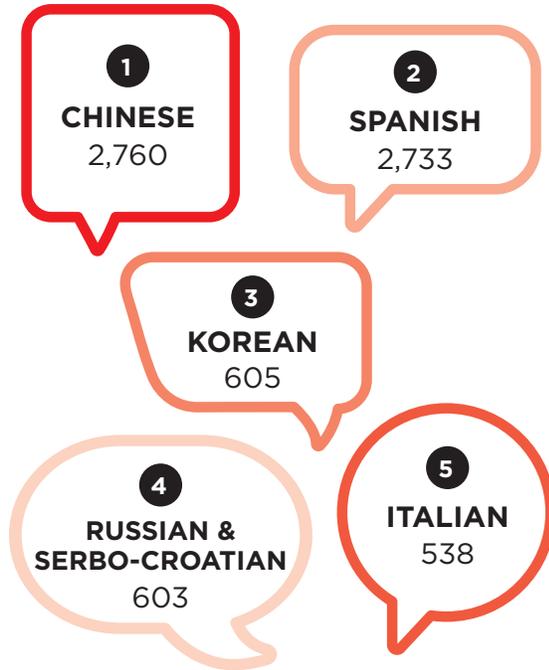
Natural-born      Foreign-born

619,263

34,676

**TOTAL 653,939**

### TOP FIVE LANGUAGES SPOKEN BY LIMITED ENGLISH PROFICIENT (LEP) INDIVIDUALS IN THE SOUTHERN TIER



### TOP FIVE COUNTRIES OF BIRTH OF FOREIGN-BORN IN THE SOUTHERN TIER



1. Canada      2. Germany      3. China      4. Mexico      5. United Kingdom

KEY REGIONAL INDICATORS				
INDUSTRY CLUSTER	TOTAL REGIONAL EMPLOYMENT	TOTAL REGIONAL WAGES	AVERAGE WAGE	TOTAL FIRMS
	2017 (change from 2016)	2017 (change from 2016)	2017 (change from 2016)	2017 (change from 2016)
<b>Total Non-Farm</b>	<b>258,504 (-0.3)</b> SINCE 2011 ▼ -1.9%	<b>\$12,206,911,737 (3.4)</b> SINCE 2011 ▲ 12.5%	<b>\$47,221 (3.7)</b> SINCE 2011 ▲ 14.7%	<b>17,811 (0.1)</b> SINCE 2011 ▲ 1.7%
<b>Total Private</b>	<b>208,582 (-0.3)</b> SINCE 2011 ▼ -0.6%	<b>\$9,864,224,822 (3.6)</b> SINCE 2011 ▲ 13.6%	<b>\$47,292 (3.9)</b> SINCE 2011 ▲ 14.3%	<b>13,739 (0.1)</b> SINCE 2011 ▲ 0.7%
<b>Advanced Manufacturing</b>	<b>20,081 (-1.1)</b> SINCE 2011 ▲ 14%	<b>\$1,523,490,229 (1.7)</b> SINCE 2011 ▼ -.09%	<b>\$75,867 (2.8)</b> SINCE 2011 ▲ 15.3%	<b>206 (-1)</b> SINCE 2011 ▼ -3.7%
<b>Life Sciences</b>	<b>4,900 (2.3)</b> SINCE 2011 ▼ -0.1%	<b>\$461,161,460 (7.9)</b> SINCE 2011 ▲ 24.8%	<b>\$94,115 (5.5)</b> SINCE 2011 ▲ 24.9%	<b>74 (-6.3)</b> SINCE 2011 ▼ -12.9%
<b>Food &amp; Agriculture</b>	<b>4,056 (1.5)</b> SINCE 2011 ▲ 16.5%	<b>\$221,159,965 (15.7)</b> SINCE 2011 ▲ 48.7%	<b>\$54,527 (14)</b> SINCE 2011 ▲ 27.7%	<b>116 (5.5)</b> SINCE 2011 ▲ 38.1%
<b>Transportation Equipment</b>	<b>4,170 (4.1)</b> SINCE 2011 ▼ -7%	<b>\$360,202,519 (4.3)</b> SINCE 2011 ▲ 5.8%	<b>\$86,285 (1.5)</b> SINCE 2011 ▲ 14.4%	<b>27 (0)</b> SINCE 2011 ▲ 8%
<b>Distribution</b>	<b>9,466 (-0.2)</b> SINCE 2011 ▲ 4%	<b>\$723,912,413 (7)</b> SINCE 2011 ▲ 23.1%	<b>\$60,166 (2.7)</b> SINCE 2011 ▲ 13.9%	<b>703 (-1.8)</b> SINCE 2011 ▼ -8.9%

# STATUS OF PAST PRIORITY PROJECTS

During the past seven years, 148 priority projects have been supported through Empire State Development Grants from the Southern Tier Regional Economic Development Council. Through these strategic investments, \$164 million in public support has leveraged more than \$949 million, representing a total strategic investment in the region of more than \$1.1 billion.

In 2018 alone, CFA Round 7 priority projects leveraged more than \$63 million through a public investment of \$11 million.

One recent success resulting from last year's investment was the April 20 groundbreaking for ACHIEVE's Adult Social Program expansion in Broome County. ACHIEVE, which offers programs for individuals with intellectual and other developmental challenges, will repurpose a location in Dickinson into additional meeting rooms, office space and other facilities in order to expand its program offerings and address the critical need to place individuals who can no longer work in sheltered centers into other meaningful day service options.

KEY TO PROJECT STATUS	
	COMPLETE
	ON SCHEDULE
	PROGRESSING MORE SLOWLY THAN ANTICIPATED
	CONCERNS NEED TO BE RESOLVED
	CONTRACT NOT YET EXECUTED
	CANCELED OR FUNDING DECLINED

YEAR AWARDED	CFA #	PROJECT NAME	STATUS
2011	7079	Blue Hill Partners Working Capital	
2011	6828	STREDC Rural Initiative Fund Capital	
2011	7472	STREDC - Community Revitalization Program Capital	
2011	20611	STREDC - Community Revitalization Program Capital	
2011	7471	STREDC Shovel Ready Program	
2012	16368	Endicott Interconnect Technologies Capital	
2012	18806	BAE Systems Capital	
2012	18946	Town of Lansing Capital	
2012	14550	Southern Tier High Technology Incubator Capital	
2012	14621	Schuyler County - Seneca Phase 1 Capital	
2012	15447	Buckingham Manufacturing Capital	
2012	15625	Sunrise Family Farms Capital	
2012	15917	Ithaca Commons Capital	
2012	16576	Arbor Housing and Development Capital	
2012	16969	MARK Project Capital	
2012	16993	Watkins Brewery Holdings Capital	
2012	17020	Walton Arms Capital	
2012	17070	Finger Lakes Food Hub Capital	
2012	17198	Emerson Complex Redevelopment	

YEAR AWARDED	CFA #	PROJECT NAME	STATUS
2012	18953	Broome County Arena Capital	
2012	19114	Radiologic Tech Equipment Upgrade Capital	
2012	15918	Bates Troy Capital	
2012	16211	Cornell University Greenhouse Capital	
2012	16221	Cornell University Capital	
2012	18655	STREDC - Shovel Ready Program Capital	
2012	18658	STREDC - Community Revitalization Program Capital	
2012	18674	STREDC - Telemedicine and Mobile Technology Fund Capital	
2012	19606	STREDC - Rural Initiative Program Capital	
2012 (Open Enrollment)	20527	Corning Diesel	
2012	18343	Corning Diesel Capital	
2012	25102	Corning Diesel Capital II	
2013	28619	Family Enrichment Network Capital	
2013	29804	SUNY Delhi Water Irrigation Capital	
2013	31830	Hilliard Capital	
2013	31868	Dyco Electronics Capital	
2013	32417	Margaretville Lodging Capital	
2013	25740	Elmira College Capital	
2013	26681	ACHIEVE Capital	
2013	27209	Tompkins Cortland Community College Foundation Capital	
2013	27584	Roberson Memorial Capital	
2013	28191	Clemens Tourism Capital	
2013	29069	Watkins Glen Senior Housing Capital	
2013	29577	Green Lumber Capital	
2013	29703	Corning Museum of Glass Capital	
2013	30357	East Lake HPort 2 Capital	
2013	30360	First Arena Capital	
2013	31133	Broome County - Capital	
2013	32178	Chenango Place Capital	
2013	27148	The Inn at Corning Capital	
2013	28323	Broadband Extension Project	
2013	28949	Cornell University Ithaca Incubator	

YEAR AWARDED	CFA #	PROJECT NAME	STATUS
2013	30469	MTC Cable Wireless Broadband Expansion Project Phase II	
2013	31106	Binghamton University Capital	
2013	31280	STREDC-Community Revitalization Program Capital	
2013	31282	STREDC-Rural Initiative Venture Fund Capital	
2013	29584	DCIDA-Wissahickon Capital	
2014	41208	Security Mutual Life Insurance of New York Capital	
2014	41220	Alfred Technology Resources Capital	
2014	38813	Association for Vision Rehabilitation and Employment Capital	
2014	40034	Painted Post Trail Capital	
2014	40811	Delaware County Broadband Initiative	
2014	41001	The Binghamton Gateway Homes	
2014	41685	Cornell University Capital	
2014	41920	Pacemaker Steel Capital	
2014	41957	Big Flats Elmira Water Capital	
2014	38709	SUNY Broome: Carnegie Library Capital	
2014	38715	Broome County Land Bank Newman Development Capital	
2014	38876	Tioga Hardwoods	
2014	39249	Corning Hospital Demo Capital	
2014	39541	Village of Watkins Glen-Seneca Capital	
2014	39755	Granite Works Capital	
2014	39950	Watkins Glen International Capital	
2014	40825	Binghamton University Global Center	
2014	40977	Cayuga Nature Center Capital II	
2014	41313	Sportsfield Specialties Capital	
2014	41891	Emhart Glass Manufacturing Capital	
2014	42611	STEG Elmira Capital	
2014	42935	Precision Filters Capital	
2014	43165	Buckingham Manufacturing Capital II	
2014	42922	Greater Binghamton Development Capital	
2014	38881	City of Norwich Capital	
2014	41217	HP Hood Capital	
2015	52319	Walton WWTP Biogas Project	

YEAR AWARDED	CFA #	PROJECT NAME	STATUS
2015	52628	Village of Waverly Capital	
2015	52779	Demet's Candy Capital	
2015	53015	Chenango Gas	
2015	54614	Ice Bear Capital	
2015	50680	Corning Community College Development Foundation Capital	
2015	55881	Incodema URI Capital	
2015	50517	Chicone Cabinetmakers Capital	
2015	50694	Tioga County IDA E-Site Water System Capital	
2015	51449	Masserson at Roxbury Capital	
2015	51917	Buckingham Manufacturing Capital	
2015	52170	Hopshire Brewery Capital	
2015	52429	Anchor Glass Container Equipment	
2015	52533	Werdenberg Building Capital	
2015	53039	Town of Urbana Capital	
2015	53297	Binghamton University Center of Excellence Capital	
2015	53650	Century Sunrise Redevelopment Capital	
2015	53761	Simaar Capital	
2015	53866	Arnot Ogden Medical Center Capital	
2015	54724	Transitair Capital	
2015	54894	Finger Lakes Boating Museum Capital	
2015	55195	City of Ithaca College Town Redevelopment	
2015	55298	Loco Development Capital	
2015	55707	National Pipe & Plastic Capital	
2015	55817	Cameron Manufacturing & Design	
2015	56729	Tioga County IDA-Weitsman Shredding	
2015	57280	Finger Lakes ReUse Capital	
2015	58058	Binghamton University Health Sciences and Technology Innovation Park Capital	
2015	53534	The Ithaca Beer Company Capital	
2015	55901	Raymond Corporation Capital	
2015	55259	Bates Troy Expansion	
2015	55779	7 Hawley Street Redevelopment	
2015	55934	Elmira College Medical School Capital	

YEAR AWARDED	CFA #	PROJECT NAME	STATUS
2016	66876	Cell Preservation Services Inc. Project	
2016	67678	Cemecon Capital	
2016	64890	Southern Tier Provisions Capital	
2016	65463	SEPAC Capital II	
2016	66387	F.M. Howell & Company Improvements Capital	
2016	67020	Binghamton Precast & Supply Capital	
2016	67568	SCOPED Capital	
2016	67712	Micatu Capital RC6	
2016	68074	SUNY Broome: Calice Advanced Manufacturing Center Capital	
2016	68131	North Depot Development Capital	
2016	68163	Buckingham Manufacturing Company Capital RC6	
2016	68374	Otsego Ready Mix Capital RC6	
2016	63758	The Creamery Inn Capital	
2016	67723	Cargill Capital	
2016	65503	Kelmerin Multisport Complex Capital	
2016	67287	The Salvation Army Broome County Capital	
2017	72532	RHC Equipment Facilities	
2017	73878	Tin Horn Capital	
2017	73881	ACHIEVE Capital	
2017	73895	ACCO Brands Capital	
2017	74270	Beecher Emission Solution Technologies Capital	
2017	74807	Midwestern Pet Foods Capital	
2017	74822	Lucky Hare Brewing Company Capital	
2017	74933	BFSS Capital	
2017	76112	SEPAC SMC Capital	
2017	76500	Sterling Group of MD Capital	
2017	76501	Removal Corp Capital	
2017	76546	Southern Tier Hemp Capital	
2017	77039	Little Venice Retail Capital	
2017	77044	Salient Management Capital	
2017	77046	Cornell University Ward Hall Capital	
2017	72507	Golden Age Cheese Company Capital	
2017	74674	Owego Minka Printer	

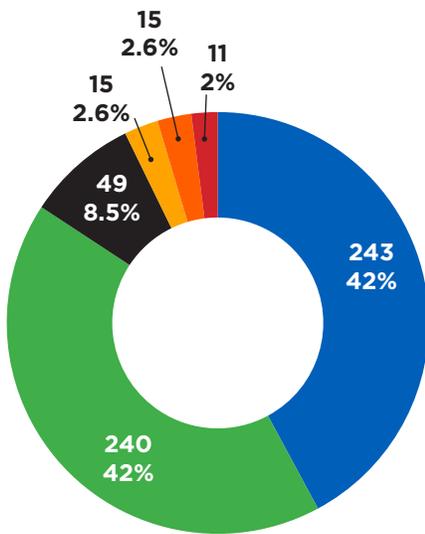


# STATUS OF ALL PROJECTS AWARDED CFA FUNDING

AGGREGATED STATUS OF ALL PROJECTS						
2011	2012	2013	2014	2015	2016	2017
64 projects	64 projects	88 projects	85 projects	98 projects	61 projects	84 projects
49 blue	42 blue	50 blue	23 blue	9 blue	0 blue	0 blue
7 green	13 green	24 green	47 green	76 green	46 green	75 green
2 yellow	3 yellow	4 yellow	8 yellow	4 yellow	1 yellow	2 yellow
0 red	0 red	2 red	2 red	3 red	0 red	0 red
0 orange	0 orange	0 orange	1 orange	4 orange	12 orange	7 orange
6 black	6 black	8 black	4 black	2 black	2 black	0 black

## STATUS OF ALL PROJECTS

During the past seven years, 573 projects have been supported by the Southern Tier REDC. Through these strategic investments, \$322 million dollars in public support has leveraged more than \$1.9 billion in private funds for projects throughout the Southern Tier.



## LEVERAGE OF STATE INVESTMENT IN ALL CFA PROJECTS

	Total Projects	Total Project Cost	State Investment	Ratio
2011	68	\$125,161,963	\$39,003,557	3.2
2012	70	\$330,417,510	\$71,905,542	4.6
2013	92	\$171,568,641	\$33,154,081	5.2
2014	92	\$197,127,174	\$36,772,785	5.4
2015	101	\$384,877,343	\$38,535,739	10.0
2016	66	\$311,775,284	\$31,390,939	9.9
2017	84	\$258,266,020	\$44,010,358	5.9

Note: Projects that were canceled, terminated, or where the award was declined have been excluded from this calculation. Projects that were funded through multiple funding sources are counted as multiple projects (all awards included, total project cost only counted once).

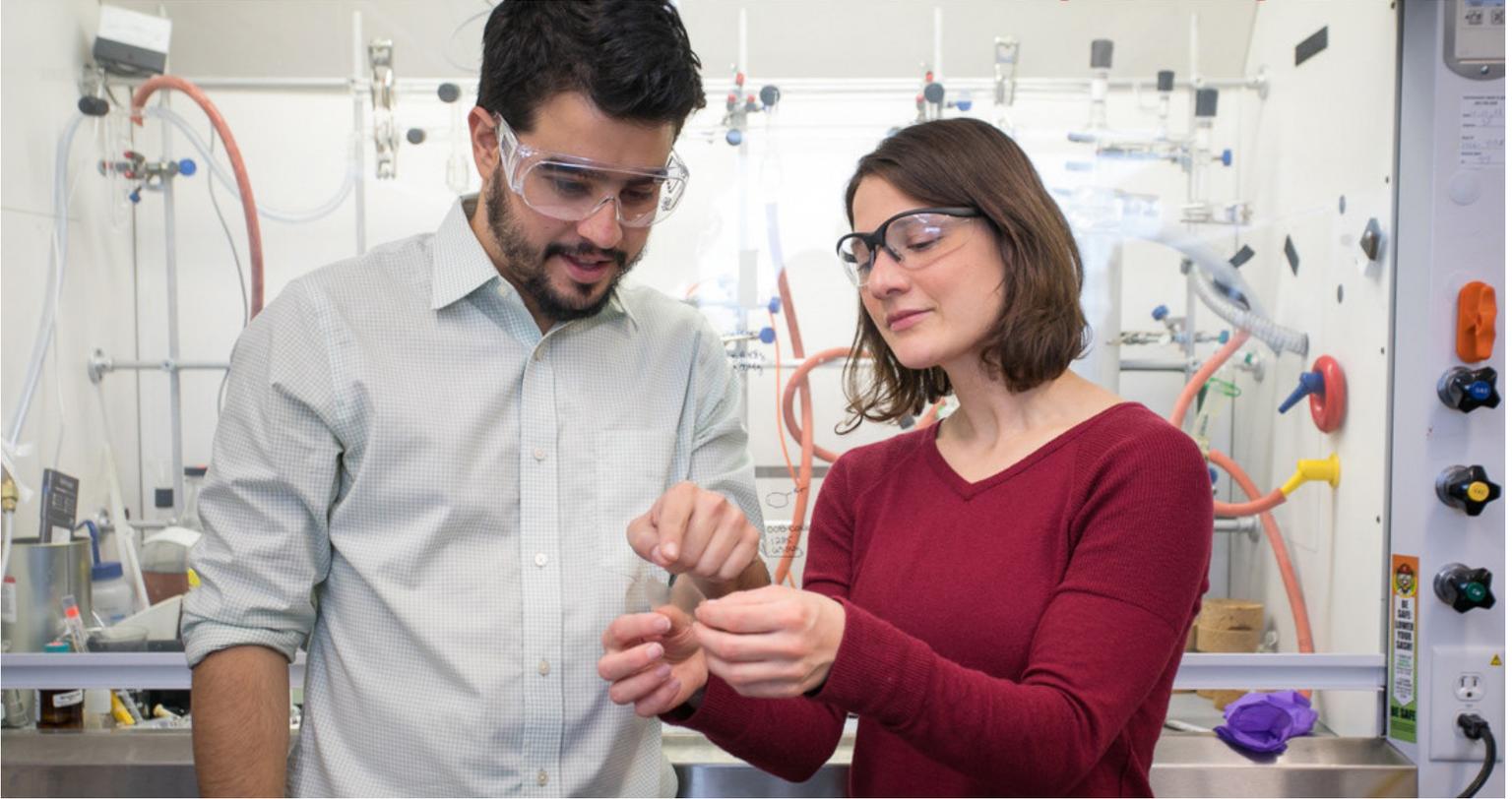
## JOB CREATION

	Jobs Created	Jobs Retained
2011	254	1,011
2012	459	6,256
2013	394	1,825
2014	399	1,938
2015	502	4,562
2016	211	485
2017	370	1,532

Note: Projects that were canceled, terminated, or where the award was declined have been excluded from this calculation.

Photo opposite page: Cornell University

# IMPLEMENTATION AGENDA



## IMPLEMENTATION OF 2018 STATE PRIORITIES



### Develop Workforce Development Strategies and Improve Regional Talent Pipeline

#### GOAL

Targeted job training and education is critical in addressing the Southern Tier's need for quality labor. The Southern Tier will support workforce development and training programs to align worker skills with industry needs.

#### CHALLENGES

In April, the U.S. Department of Labor announced that total job openings throughout the United States hit a series high of 6.8 million – more than at any time since the United States began tracking the metric in 2000.

America's labor shortage impacts all communities, and the Southern Tier is no exception. The shortage threatens to slow the economy and hinder growth. This "skills gap," the mismatch between labor supply and labor demand, is a multi-faceted problem with no simple solution.

It also affects women at a greater rate. According to the chief economist of global site selection firm Jones Lange LaSalle (JLL), "The data is beginning to show that the lack of the kinds of benefits that would retain qualified women is a drag on the economy." Factors include equal pay, flexible hours, onsite childcare and accommodations for breastfeeding.

While addressing some of these challenges would require a shift in public policy, others are priority challenges the Southern Tier REDC took on in 2018, and will continue to work on moving forward:

- Shrinking Labor Pool and Increasing Labor Demand: The region's eligible labor pool reached a series low (back to 1990) in 2017. Those remaining in the local labor force have had greater success in finding employment opportunity, evidenced by the shrinking unemployment rate, but many job opportunities remain unfilled.
- New York State's Jobs Express lists 5,800 openings throughout the Southern Tier in a range of industries and levels of skills. These immediate needs, along with future ones created by baby boomer retirements, highlight the demand for quality workers.
- A shortfall in affordable childcare.
- Lack of low-cost public transportation.
- Computer/internet access and adequate user ability.
- Elevated number of potential workers unable to pass a drug test.
- Prior convictions leading to employer bias.
- Safety Net Cost/Benefit Analysis: potential financial disincentive for families and/or individuals on safety net assistance to accept lower-wage employment.
- Retention of young professionals/millennials.
- Aligning Human Capital with Career Opportunities: effectively marketing job opportunities to the regional workforce and addressing skills gap issues.

## **OPPORTUNITIES**

- I-86 Innovation Corridor
- Broome County Talent Taskforce
- Binghamton & Elmira YWCA
- Binghamton & Elmira Empire State Poverty Reduction Initiative (ESPRI)
- Equity Opportunity Solar
- Excelsior Scholarship
- New York State Paid Family Leave
- American Job Centers and Workforce Investment Boards
- Southern Tier Startup Alliance

## **VISION**

The Southern Tier REDC, with support and guidance from the Workforce Development Work Group, will align local education and training entities and resources to better match talent with career opportunities throughout the region. The region will reduce barriers to economic stability, better engage individuals who are marginally attached to the labor force, support targeted training that has been advised/guided by local employers, attract and retain young professionals and be better prepared for succession planning brought on by increasing worker retirements.

## **STRATEGY**

The Southern Tier REDC, with support and guidance from the Workforce Development Work Group, seeks to:

- Support workforce training through SUNY Broome to prepare people to enter the industrial workforce. Improve basic technical skills needed in manufacturing such as blueprint reading as well as “soft skill” training.
- Support efforts of the Salvation Army to offer life skills training for people in Binghamton’s most economically depressed neighborhood.
- Support services for recent immigrants through the American Civic Association, which assists immigrants in their acculturation to America.
- Engage with veterans affairs offices at each SUNY campus.

During the 2018 Work Group Retreat, the Workforce Development Work Group identified the following priority strategies:

- Recommend workforce-focused selection criteria to help the executive committee with elevating workforce metrics in rating process because applications should be reviewed with workforce metrics in the mix.
- Will better engage, highlight and support workforce efforts along the k-12 pipeline to help local school districts maximize their initiatives’ impact with hopes to align them with REDC priorities.
- Will better isolate the challenges related to the shortfall in affordable childcare to help unlock more workforce talent.
- Will encourage apprenticeship training to help regional businesses hire and support more knowledgeable and productive workers.

In addition, the work group will continue its efforts to implement those strategies outlined in the 2018 REDC Guidebook:

- Continue to work with industries and educational institutions to identify workforce development strategies to train the workforce for today and tomorrow
- Identify strategies to train the workforce for today and tomorrow
- Improve regional talent pipeline

## **PROGRESS**

The Southern Tier REDC reformed the Workforce Development Work Group in late 2016 in order to address the challenges faced by regional communities in shrinking the skills gap. This group will have met on six occasions by the end of the year.

A featured regional discussion on childcare was held May 23 to address the challenge of a lack of quality, affordable childcare in Southern Tier communities and, more important, to identify solutions. With more than 50 regional business and community leaders in attendance, invited guests Fannie Glover, special projects director for the Early Care and Learning Council, and Christine Sharkey, director for community development for Corning Inc., spoke about best practices. As a result, United Health Services, one of the region’s

largest employers, volunteered to conduct a pilot study investigating this need among its 6,000-plus workers. Several large employers volunteered to organize a focus group to further discuss and develop regional responses.

A featured discussion on apprenticeship programs was held July 24 to discuss this opportunity and identify programs that serve as a best practice for the region. A panel presented programs as best practices for engaging manufacturing companies. Manufacturing Alliance of Central New York discussed its Accelerated Apprenticeship Program, which partners with economic development entities and community colleges to provide classroom work and on-the-job training at an accelerated rate. Broome-Tioga Workforce presented its Opportunity Warehouse Training Program, which works with BOCES and SUNY Broome to train employees and place them in a job in just six weeks.

The Workforce Development Work Group meetings have found success not only by discussing regional challenges, but also by identifying solutions and offering examples of best practices. This group has been a vehicle for spreading information about resources at the local, state and federal level that results in coordinated efforts and a strengthened regional voice for solution advocacy.

One visible success of the regional council's workforce development efforts is the grand opening of the Paul and Mary Calice and Mildred Barton Advanced Manufacturing Center (Calice Advanced Manufacturing Center) on the SUNY Broome campus. This project, made possible by an REDC Round 6 award of \$330,000, broke ground in September 2017. Students will use the new facility for the 2018-19 academic year, with a grand opening celebration expected to be held in October.

### **Progress on state-funded projects:**

#### **Regional Accelerated Machinist Partnership Program (75170):**

Through a Round 7 CFA award, Pro Action of Steuben and Yates County is providing an accelerated machinist partnership training program, including additional support to ensure successful program completion and placement for all candidates. This was made possible through a NYS Department of Labor Unemployed Worker Training (DOL UWT) program grant.

**Direct Support Professional Training (73206):** Through a Round 7 CFA award, Franziska Racker Center provides direct support staff with a four-module training curriculum resulting in a national accreditation from the Alliance of Direct Support Professionals. This was made possible through a NYS Department of Labor Existing Employee Training (DOL EET) program grant.

**Workforce Training and Development Expansion (75890):** Through a Round 7 CFA award, Kitchen Theatre Company Inc. is revamping and expanding its training programs for young people, creating a professional training and development program. This was made possible through a NYS Council of the Arts Workforce Readiness Program (Arts WRP) grant.

PERFORMANCE MEASURES							
	2012	2013	2014	2015	2016	2017	Goal
<b>INPUT</b>							
<b>Public Funds Awarded (CFA Grant)</b> <i>Source: ESD</i>	\$255,025	\$5,437,264	\$6,078,667	\$5,062,625	\$2,105,000	\$208,374.00	\$15,000,000
<b>Unemployment Rate</b> <i>Source: Census (ACS)</i>	9.30%	8.00%	7.60%	7.10%	6.70%	NA**	6.50%
<b>Veteran Unemployment Rate</b> <i>Source: ESD</i>	8.80%	9.70%	9.40%	7.90%	6.90%	NA**	6.50%
<b>OUTPUT</b>							
<b>Private/Non-State Investment (Funds Leveraged)</b> <i>Source: ESD</i>	\$283,230	\$8,306,481	\$14,886,294	\$36,941,875	\$14,297,580	\$237,440.00	\$75,000,000
<b>Ratio of Private Funds Leveraged</b> <i>Source: ESD</i>	1.1	1.5	2.4	7.3	6.8	1.1	5
<b>Degrees/Certifications Awarded</b> <i>Source: EMSI</i>	17,533	17,604	18,072	17,855	18,696	18,746	19,000
<b>Annual Population Change (25-44 year olds)</b> <i>Source: EMSI</i>	-1,408	-1,356	-1,703	-1,575	-845	939	-400
<b>Labor Force Participation Rate</b> <i>Source: Census (ACS)</i>	60.40%	59.80%	59.10%	58.50%	0.583	NA**	60.00%
<b>Labor Force Participation Rates of Population (25-64) w/less than a High School Degree</b> <i>Source: Census (ACS)</i>	52.60%	52.00%	47.90%	48.80%	0.481	NA**	50.00%
<b>OUTCOME</b>							
<b>Total New Hire Count (Annual Average)</b> <i>Source: LEHD</i>	29,951	30,584	30,791	30,677	31203	NA*	15,000
<b>Total Employment</b> <i>Source: Census EMSI</i>	288,288	286,412	285,968	286,175	285,378	284,998	10,241 Created
<b>Advanced Manufacturing (Employment)</b> <i>Source: Census EMSI</i>	22,322	21,538	20,909	20,636	20,159	19,857	3,300 Created
<b>Food and Agriculture (Employment)</b> <i>Source: Census EMSI</i>	6,261	6,754	6,737	6,887	6,833	6,890	2,800 Created
<b>Life Science (Employment)</b> <i>Source: Census EMSI</i>	5,102	4,984	5,006	4,883	4,894	4,941	200 Created
<b>New Hire Wages (Monthly)</b> <i>Source: LEHD</i>	\$1,976	\$2,146	\$2,108	\$2,298	2292	NA*	\$2,600
<b>Annual Average Earnings</b> <i>Source: QCEW</i>	\$51,870	\$52,915	\$53,952	\$55,010	\$55,834	\$57,663	\$60,000
<b>Poverty Rate</b> <i>Source: Census (ACS)</i>	15.60%	16.10%	16.40%	16.60%	0.164	NA**	15.00%

\* Released in late 2018

\*\* Released in 2019

## FURTHER ACTIONS NEEDED

### Significant actions needed to implement strategy:

The Southern Tier REDC, through the efforts of the Workforce Development work group, will leverage resources at the local, state and federal levels to maximize the impact of apprenticeship programs by studying best practices and connecting local partners with relevant resources and support.

The REDC will also identify opportunities for continued support of programs and projects that align employer needs with training through regional providers and qualified educators.

### Projects recommended for state support:

**STEAM Innovation Center (81079):** Corning Community College's (CCC) Science, Technology, Engineering, Art, and Math (STEAM) Innovation Center project, a designated strategy in the I-86 Integrated Workforce Development Report, partners CCC with public and private entities to provide workforce training in the Southern Tier. At least 40 new students and 80 incumbent workers will be served annually.

**Hangar Theatre Fellowship Program (82656):** The proposed program will recruit, train and employ four fellows in theatre arts management. Participants will gain experience in theatre arts, learn how departments collaborate and accomplish projects. Supervisors will dedicate 2-5 hours/week to training. The extended program will also increase the theatre's ability to serve patrons and the community.

**ACCO Electrical Training (78618):** Four days of training by qualified instructors with over 20 years of experience. Incumbent workers will gain hands-on internal training to learn the functions of a business and the ability to make accurate decisions and judgment. Trainees will work toward an Electrical Skills Assessment Certification (using the electrical skills test device) and Programmable Logic Control Skills Assessment Certification (using the PLC test device).

## STRATEGY HIGHLIGHT

### ACHIEVE TO EXPAND ADULT SOCIAL PROGRAM



ACHIEVE held a groundbreaking for an expansion project on April 20. The organization, which offers programs for individuals with intellectual and other developmental challenges, will renovate 11,000 square feet at its Cutler Pond Road location in Dickinson, Broome County, to make way for its new Adult Social Program and Employment Services Department.

Empire State Development, through a Southern Tier REDC capital grant, is providing up to \$111,000 for the project, which is expected to be completed in April 2019. The expansion includes the construction of offices and conference rooms, a gathering area and a small kitchenette. The project will result in the creation of 10 new jobs; almost 450 will be retained.

"This is an opportunity for our organization to expand the high-quality services that we provide to our community while creating new options for individuals with intellectual and other developmental disabilities," Acting ACHIEVE Chief Executive Officer Amy Howard said. "We are grateful for the incredible support of our local legislators, state agencies and other funders who made this project possible."

## Identify Projects for the State Life Sciences Cluster

### GOAL

The Southern Tier Life Sciences strategy is to support entrepreneurs in life science fields. Providing access to incubators and mentorships is a critical component, but there continues to be room for growth in providing funding and startup capital. Since Life Science entrepreneurs often face high costs for extended periods of time before they are revenue generating, strategic support through state programs and regional resources aid these companies at a critical point in venture development.

### CHALLENGES

While the Southern Tier is a leader in STEM education, there are few job opportunities available for graduates. The challenge is supporting job growth in these high-skill areas that will help us retain and attract graduates from across New York State.

### OPPORTUNITIES

The Southern Tier REDC recognizes that supporting and equipping entrepreneurs in the life sciences with necessary resources is critical for them to stay and grow their ideas and businesses in the region. There are strategic efforts already in place, led by the Southern Tier Regional Hot Spot, but the REDC recognizes there are further opportunities to support these companies in the region.

### VISION

To support this growing industry, the Southern Tier REDC will strengthen existing and establish new, sustainable partnerships with world-class research and development institutions, including Cornell University, Binghamton University and Corning Inc., to develop life science personnel, establish a pipeline from training to employment in the life sciences, and identify appropriate space for industry use and development.

### STRATEGY

The Southern Tier REDC, with support and guidance of the Innovative Cultures Work Group, will:

- Leverage the breadth of expertise developed through Southern Tier higher education institutions
- Strengthen the life science industry cluster
- Provide clear contact points for investors, inventors and businesses
- Increase value of education, outreach and business planning
- Enhance availability of entrepreneurial advisory, educational, collaboration and business planning opportunities extending to the higher education community

In addition to the strategies adopted in 2017, the REDC will continue its efforts to implement those strategies outlined in the 2018 REDC Guidebook:

- Identify projects for the state life sciences cluster
- Increase communication among academia and life sciences employers for talent and space

## PROGRESS

The McGovern Family Center for Venture Development in the Life Sciences at Cornell University continues to support leaders in life science innovation in the Southern Tier. The companies supported by the McGovern Center have created 18 local jobs in the past year and generated \$47 million in investment in technology commercialization.

PERFORMANCE MEASURES							
	2012	2013	2014	2015	2016	2017	Goal
<b>Total Employment</b> <i>Source: EMSI</i>	288,288	286,412	285,968	286,175	285,378	284,998	10,241 Created
<b>Life Science (Employment)</b> <i>Source: EMSI</i>	5,102	4,984	5,006	4,883	4,894	4,941	200 Created
<b>Life Science Employment as a Percentage of All Employment</b> <i>Source: EMSI</i>	1.77%	1.74%	1.75%	1.71%	1.71%	1.73%	1.81%

**Progress on state-funded projects:** The Binghamton University School of Pharmacy and Pharmaceutical Sciences recently opened its doors in Johnson City. This revitalization project brought new jobs to the area and helps establish the Southern Tier as a hub for medical and health innovation.

## FURTHER ACTIONS NEEDED

### Significant actions needed to implement strategy:

Expanding access to capital for ventures in the life sciences sectors is a priority, as funding in this area continues to fall behind in the Southern Tier. While access to capital across the region has been growing, it continues to be a central issue for the growth and expansion of life science startups.

### Projects recommended for state support:

**AgZeit Southern Tier Ag Revitalization Transformation (START) (82605):** AgZeit is a startup company that grows organic produce year-round using the “24:45” organics technologies. Funding through the NYSERDA Net Zero Energy for Economic Development program will help the company achieve its energy-efficiency goals.

## Support Downtown Revitalization

### GOAL

The Downtown Revitalization Initiative (DRI) is a comprehensive approach to boosting local economies by transforming communities into vibrant neighborhoods. In its third year, the program will invest \$100 million in 10 additional downtowns across the state.

According to the Strategies for Upstate NY document released by Empire State Development in 2016, “Placemaking is the notion that where investment occurs matters. In order to attract a talented workforce, our built environment must emphasize creating accessible job centers, sustainable infrastructure and livable communities.”



The Southern Tier REDC acknowledges the important role of placemaking in promoting innovation and economic development, particularly in our historic downtowns. The Southern Tier will focus on vibrant urban cores to improve perceptions of the region and attract private investment, new residents, innovation and entrepreneurship.

## **CHALLENGES**

Faced with the loss of major firms, such as IBM, and declining population, the Southern Tier has been challenged with sprawling development and land use patterns that expanded infrastructure, including the cost to maintain it, while the region's tax base declined. The result is a sprawling population that has left regional downtowns sparse and blighted.

In its 2013 report, "Places in the Making: How Placemaking Builds Places and Communities," the Massachusetts Institute of Technology Department of Urban Studies and Planning observed that a major challenge with placemaking projects is a knowledge gap. "A visionary project by a leader unfamiliar with the community is doomed to failure; placemakers need the right allies, advisers, and collaborators. ... Success of a placemaking project can hinge on the cooperation of a small group of savvy [community] insiders who are committed to the project."

## **OPPORTUNITIES**

The REDC structure and DRI Local Planning Committees formed to guide efforts in Elmira, Watkins Glen and Owego mitigate this threat through a bottom-up approach to community and economic development that builds in community buy-in from day one.

Adding to those efforts, the Southern Tier is also home to unique and abundant natural resources with tightly knit communities that boast low costs of living. In addition, our world-renowned research universities are a natural draw for a talented workforce and businesses looking for an innovative ecosystem.

## **VISION**

In the Southern Tier, the REDC will support efforts to ensure that jobs are created in places people can get to, infrastructure development is focused on places that can be maintained and support goes to projects that increase the density of downtowns and current employment centers.

## **STRATEGY**

The Southern Tier REDC, with support and guidance of the Innovative Cultures Work Group, will:

- Create an active, desirable downtown with a strong sense of place
- Attract new businesses (including "Main Street" businesses), that create a robust mix of shopping, dining, entertainment and service options for residents and visitors, and that provide job opportunities for a variety of skills and salaries
- Enhance public spaces for arts and cultural events that serve

existing members of the community and draw attendees from around the region

- Attract a diverse population, with residents and workers supported by complementary housing and employment opportunities
- Grow the local property tax base
- Provide amenities that support and enhance downtown living and quality of life

In addition to the strategies adopted by the Elmira and Watkins Glen Local Planning Committees, the REDC will continue its efforts to identify and support downtown projects from the 2016, 2017 and 2018 DRI communities and throughout the region as described in the 2018 REDC Guidebook.

## PROGRESS

Contracts between New York State administering agencies and local project sponsors are in place for all Elmira DRI funds. Most projects are underway; many have stimulated additional private-sector interest and investment in the downtown.

The Watkins Glen Strategic Investment Plan was completed in March 2018. Following state review of the plan, projects selected for funding were announced on June 18. Local grantees and state agency administrators have been identified and contracts have been initiated for each project.

### Progress on state-funded projects:

Nearly all DRI projects in Elmira have been initiated, with visible progress on the centerpiece of the Strategic Investment Plan, the West Water Street Mixed-Use Development. This project, scheduled for completion in 2019, will bring 51 new market-rate residential units, 16,700 square feet of new commercial space and up to 50 full-time jobs to downtown.

Adjacent to the West Water Street project are several significant DRI public improvement projects, all of which are under design. These include the Centertown Parking Garage, Clemens Square and the Mark Twain Riverfront Park Boardwalk. The Lake Street pedestrian bridge is also under design. These projects will provide vibrant year-round public amenities and activities.

Finally, Elmira has committed nearly \$1,750,000 in DRI funds for downtown building renovation projects. These projects will result in new and enhanced housing units and commercial/retail space.

## FURTHER ACTIONS NEEDED

### Significant actions needed to implement strategy:

Most DRI-funded projects in Elmira and Watkins Glen require engineering and final design before construction. Both communities,

### In Watkins Glen, DRI-funded projects will commence immediately following contract execution. The projects selected for funding include:

- Year-round recreation improvements at Clute Park
- New lighting on Franklin Street
- East 4th Street improvements for pedestrians/cyclists and connections between downtown and Clute Park
- Redevelopment of Captain Bill's Port of Seneca Lake
- Renovation of the former VFW building into a full-service spa and fitness center
- Zoning code updates to address short-term rentals, design guidelines, historic district and other revisions
- Upgrades at Lafayette Park
- Redevelopment of 109-111 North Franklin Street
- Installation of gateway and wayfinding signage
- Multi-site building transformation
- Revitalization of 15 North Franklin St.
- Watkins Glen Performing Arts Center upgrades
- New mixed-income housing and childcare center
- Downtown Revitalization Fund

along with their partners, will need to establish a sound management structure to implement DRI projects and related non-DRI projects. Ongoing responsibilities will include contract management, documentation of performance metrics, additional grant writing, construction management, marketing and outreach. Continued technical assistance and project management by state agencies will be needed to advance each community's strategy for downtown revitalization.

The Downtown Revitalization Initiative has led to additional development interest in both downtowns. Each community will continue to promote and support investment that creates a vibrant downtown and attracts new residents, visitors, businesses and employment opportunities.

## **Regional Economic Cluster Plans**

### **GOAL**

As described in the Southern Tier Strategies for Upstate Revitalization report (2016), the Southern Tier is home to three of the leading rail design and manufacturing companies in the world and a number of small to medium-sized companies that developed a niche in national and regional global supply chains. As national trends toward public transit and demand for high-speed passenger rail and energy efficiency in large vehicles increase during the next decade, the Southern Tier's transportation products, components and control systems cluster will continue to grow as use of advanced transportation modes increase.

### **CHALLENGES**

Due to expansion and new companies, there is an increased demand for skilled workers. Combined with an aging workforce, job training will be a critical area for the regional council to support.

### **OPPORTUNITIES**

Manufacturing in the transportation industry is an important tradable sector for the Southern Tier because of its historical legacy, institutional capacity and high employment numbers. It also offers some of the greatest potential for growth in terms of supply chain, commercialization of technology for business expansion, employee recruitment, foreign investment and exports.

The Southern Tier excels in the design, manufacturing and assembly of products for industries ranging from high-speed rail to aerospace. The Southern Tier's transportation products, components and control systems cluster provides a unique specialization in an increasingly global market, and an opportunity to increase jobs, private-sector investment, foreign investment and global exports.

### **VISION**

The Southern Tier will be home to regional, state-of-the-art advanced manufacturing training facilities that can change curricula as technology advances and skills needs change.

## STRATEGY

The regional council will continue its efforts to develop the transportation products, components and control systems advanced manufacturing industry by:

- Supporting existing companies and attracting new businesses that have a high level of R&D and commit to innovation in emerging technologies
- Continuously recharging the skills pipeline and attracting STEM workers to the region
- Strengthening the advanced manufacturing ecosystem

In addition, the Southern Tier REDC, with support and guidance from the Advanced Manufacturing Work Group, will identify projects that support development of the region's cluster action plan as described in the 2018 REDC guidebook.

## PROGRESS

On March 29, F.M. Howell in Chemung County announced work has begun on its expansion project, which is being supported through an \$800,000 capital grant awarded by the Southern Tier REDC. In order to remain competitive, the packaging and distribution manufacturer plans to install state-of-the-art manufacturing and printing equipment at its Howell Packaging division and purchase a new thermoformer for its Howell Plastics division, both in Elmira. The project will allow the company to create 14 jobs and retain 182 positions at the sites.

PERFORMANCE MEASURES							
	2012	2013	2014	2015	2016	2017	Goal
<b>Advanced Manufacturing (Employment)</b> <i>Source: EMSI</i>	22,322	21,538	20,909	20,636	20,159	19,857	3,300
<b>Manufacturing Average Annual Wage</b> <i>Source: QCEW</i>	\$59,732	\$60,230	\$61,836	\$64,383	\$64,418	\$66,532	\$65,000
<b>Transportation Equipment Average Annual Wage</b> <i>Source: QCEW</i>	\$62,586	\$65,454	\$64,428	\$67,495	\$66,819	\$70,974	\$80,000

### Progress on state-funded projects:

SEPAC Inc., a custom engineering company and manufacturer of motion control products, began expansion of its operations in Chemung County through the March 2017 acquisition of Placid Industries. This expansion fits with the strategy of strengthening the Advanced Manufacturing ecosystem. The maker of customized clutch and brake products planned to renovate its manufacturing facility on Lake Street in Elmira to create additional space, making room for the purchase of a new advanced machining center, increasing on-site production. The acquisition and expansion created 23 full-time jobs and retained 33 positions.

## STRATEGY HIGHLIGHT

### UNISON INDUSTRIES PLANS \$30M EXPANSION

Unison Industries LLC, a global supplier of complex gas turbine engine components and electrical and mechanical systems, launched an expansion of its facilities in Norwich, Chenango County, in October.

The company plans to invest nearly \$30 million to upgrade and improve its product manufacturing and research and development operations. The project will result in the creation of 76 jobs over five years, as well as the retention of 362 jobs.

“Unison’s Norwich expansion is great news for the community and further proof of the strength of New York’s aviation and aerospace industries,” Gov. Cuomo said. “This investment is yet another example of our commitment to foster the creation of new jobs in the Southern Tier, as we continue to attract and retain top-notch companies and ensure this region soars for generations to come.”

To encourage Unison to invest \$28.9 million in its Southern Tier facility, New York offered a Southern Tier Soaring Upstate Revitalization Initiative grant of up to \$4.23 million, which is performance-based and tied to project commitments. The company will invest over \$10 million in facility and equipment upgrades and \$18 million in research and development operations. The expansion project is expected to be completed in December 2021.

### FURTHER ACTIONS NEEDED

#### Significant actions needed to implement strategy:

The Southern Tier REDC, through the efforts of the Advanced Manufacturing work group, will continue its regular meetings as well as coordinate meetings with other REDC work groups and community organizations to address labor force and talent issues in this regionally significant industry.

The work group will seek innovative approaches and best practices to address the workforce challenges in the transportation products, components and control systems advanced manufacturing industry.

The REDC will study other skilled careers facing shortages. For instance, the region has seen many innovative strategies to address shortages in nursing. One best practice that the REDC has noted comes from companies that match hospitals with nurses. This “matchmaker” approach, which inventories available skills in the area and connects those skilled workers as needed by employers, will be explored as a model for the transportation products, components and control systems industry at a regional level in 2019.

In addition to labor force efforts, the Southern Tier REDC will place an even greater focus on battery and energy storage enhancement and existing and new supply chain companies within the transportation products, components and control systems industry. The REDC Advanced Manufacturing Work Group will coordinate a meeting with the New York Battery and Energy Storage Technology Consortium (NY-BEST). This industry-focused coalition is working to build a vibrant, advanced battery and energy storage sector in New York State. Its goals for the state include accelerating the commercial introduction of energy storage technology, building the human capital and expertise to sustain a vibrant commercial energy storage industry and leveraging seed resources of approximately \$25 million to create a sustainable organization.

## **Projects recommended for state support:**

**Strobels Supply Corporation Expansion (84369):** Strobels, a locally owned industrial distribution company for the rail car industry, has recently moved into manufacturing and plans to expand that footprint to offer services including paint, buffing, and polishing of rail cars for use across North America.

## **Business Incubators**

### **GOAL**

The Southern Tier Hot Spot, Southern Tier Startup Alliance, is an organization of business incubators that supports people starting and growing companies in the region. It's led by Binghamton University, Cornell University and Corning Enterprises.

There are three certified business incubators designated by ESD's Division of Science, Technology, and Innovation (NYSTAR), which includes the Binghamton Incubator Program, IncubatorWorks and Rev Ithaca Startup Works.

The newest incubator, Koffman Southern Tier Incubator (KSTI), part of the Binghamton Incubator Program through Binghamton University, recently celebrated its first anniversary at near capacity. KSTI is also leveraging expertise in clean tech and manufacturing to provide additional focus and expertise to our Southern Tier Regional Hot Spot.

KSTI is also home to the NYSEDA-funded Southern Tier Clean Energy Incubator, which will solidify investments in clean energy already in place through the 76West Clean Energy Competition. Entering its third year, 76West has awarded \$10 million to companies. New incubators like KSTI and competitions like 76West have helped launch and support the Southern Tier Regional Hot Spot.

### **CHALLENGES**

Southern Tier startups often cite two main reasons for leaving the Southern Tier to start and grow their businesses: There is no funding available for companies, and there are not enough talented workers in the region.

Startups require investment at various stages of development. While preparing companies to pitch and fundraise is part of how the Southern Tier Startup Alliance can assist companies, more work is needed to develop opportunities to attract investors and better connect investors to what is going on in the region.

### **OPPORTUNITIES**

To address these obstacles, the Hot Spot has begun to catalogue and map the region's investors to better leverage investments and attract more venture capital.

A key part of launching a business is finding the right people to help you do it. The Southern Tier has a high density of college graduates. Supporting entrepreneurs across the region creates more opportunities for qualified recent graduates and the existing workforce.

## STRATEGY HIGHLIGHT

### INCUBATOR SPARKS ITHACA STARTUP SCENE

The Ithaca Commons, a four-block, pedestrian-only section of downtown, is home to many unique stores, restaurants and boutique tech firms. Some of Ithaca's most popular annual events and festivals are held in the Commons, including Downtown Ithaca Apple Harvest Festival in the fall and Downtown Ithaca Chili Cook-Off in the winter. This micro-urban innovative culture was kindled through a series of investments by the Southern Tier REDC to drive the revitalization of the Commons along with the development of Rev: Ithaca Startup Works.

Photo: Cornell University



**Rev: Ithaca Startup Works has helped to revitalize the Ithaca Commons.**

This multi-phase, multi-partner project, a joint venture of Cornell, Ithaca College and TC3, has contributed to the rising urban ecosystem in the Southern Tier.

Supporting the state strategies of Innovation and Placemaking, the project has led to a new downtown startup economy that did not exist before 2014. Rev has helped startups generate over \$20 million in private capital and generated more than 100 employees of high-growth startups within two blocks of the Commons.

The Hot Spot is bringing coherence to a growing regional ecosystem of entrepreneurs and support organizations to create a whole that is greater than the sum of its parts. An entrepreneur's success has a multiplier effect across the region because resources, partners and workforce are naturally spread across traditional political boundaries. By leveraging unique resources across the Southern Tier, the Hot Spot network is better equipped to support startups.

#### VISION

The Southern Tier Hot Spot, led by experienced entrepreneurs and business professionals, will provide guidance and support to address challenges faced by startup entrepreneurs. It will leverage regional knowledge and connections to support rapid problem resolution.

The Southern Tier region will be an attractive place to grow a company in an environment that boasts a high quality of life. The Southern Tier Hot Spot network will ensure that entrepreneurs do not have to compromise one for the other — residents, businesses and visitors can have it all in the Southern Tier.

#### STRATEGY

The Southern Tier Regional Incubator Hot Spot will:

- Increase the amount of technology being commercialized by regional research sources
- Increase the number of companies being formed in the region
- Increase the success rate of companies being formed
- Increase the number of students educated in the region who then remain in the region to start companies and join startups

In addition, the Southern Tier REDC, with support and guidance from the Innovative Cultures Work Group, will identify and endorse a preferred Hot Spot proposal as described in the 2018 REDC Guidebook.

PERFORMANCE MEASURES			
	2015	2016	2017
<b>Companies in Incubators</b>	45	50	90
<b>Total Revenue of Startups in Incubators</b>	\$1.6M	\$15.5M	\$8.2M
<b>Total Capital Raised by Startups in Incubators</b>	\$3.8M	\$6.6M	\$65.2M
<b>Number of New Jobs Created by Startups in the Incubators</b>	43	85	94

## PROGRESS

### Significant progress since September 2017:

The Southern Tier incubators are working collaboratively to leverage resources and support entrepreneurs. With the launch of the Southern Tier Clean Energy Incubator in Binghamton in 2017, incubators of the Southern Tier Startup Alliance have been able to support startups across the region. More coordination provides more value to entrepreneurs with limited resources and time. In addition, the third year of the NYSERDA 76West Clean Energy Competition is underway, and the winners from Year 1 and Year 2 of the competition continue to have a positive impact on our region through investments, job creation and manufacturing partnerships.

Entering Year 2 of operations, the Upstate NY I-Corps Node (a partnership of Cornell, RIT and University of Rochester) has been working with graduate students, post-docs and faculty interested in learning the entrepreneurial skills needed to commercialize technology.

### Progress on state-funded projects:

With the focus on supporting startups as they raise capital, the Southern Tier Startup Alliance (STSA) has seen several successes. Its Entrepreneurs in Residence (EIR) have a mandate to support startups in each NYSTAR certified incubator — especially those that are interested in raising capital. STSA submitted seven companies to LaunchNY, a venture development organization whose mission is to identify, support and invest in high-growth, high-impact companies and catalyze the entrepreneurial culture to drive job and wealth creation in the 27 westernmost counties of upstate New York. By October, all seven had been moved forward to LaunchNY's Deep Due Diligence phase or have been funded.

Opened in 2017, the Southern Tier Clean Energy Incubator (SCI) leverages R&D resources at Binghamton University and the KSTI to offer mentoring, networking, training and technical support to emerging clean energy companies. Since opening its doors in 2017, SCI has had already seen many clean energy startups join the incubator — some of which have come through the 76West Clean Energy Competition.

## **FURTHER ACTIONS NEEDED**

### **Significant actions needed to implement strategy:**

Proposed activities include continued development of sources of capital for startups. While the regional ecosystem has seen growth in access to capital, the disparity between access to capital for downstate companies and upstate companies is drastic. Systematically attracting outside providers of capital and making connections on a larger scale will benefit the ecosystem.

The Southern Tier REDC, under the guidance of and implementation efforts by the Innovative Cultures work group, will also leverage success of the 76West Clean Energy Competition to continue to grow the clean energy ecosystem in the region. 76West has lit a fire in the ecosystem and provided significant opportunities to attract new startups and companies to the region, as well as supporting nascent companies. However, there is more to be done to leverage this growth, including making stronger and more systematic linkages to regional partners in manufacturing.

The REDC will also support efforts to connect the region's 65,000 annual college students to opportunities that would allow them to remain in the region. This includes providing more opportunities for student startup growth and support. Successes in this region include startups such as Rosie App (Ithaca) and Micatu (Corning), which were able to form and remain in the Southern Tier and today offer job opportunities and business connections for local students.

The Southern Tier Startup Alliance will continue to maintain and further develop a catalogue of investors who have invested in upstate companies during the past decade. This list has grown to more than 76 professional investors. This is a useful tool for STSA Entrepreneurs in Residence to use as they advise startups in the region as well as a way to demonstrate to entrepreneurs that investors do consider upstate as viable, provided the company is worthy of investment.

### **Projects recommended for state support:**

**Rev: Ithaca StartupWorks (81920):** Rev supports high-growth startups regardless of their industry sector, and with support through the ESD Business Incubator Program will continue to help startups launch and grow. In addition to continued incubator services, Rev will create the "Hardware 2.0" program, which will help bridge the gap between low- and high-scale manufacturing. With specialized support, Rev can retain more companies in the Southern Tier and connect them to the specialized help they need. Connections to the Southern Tier's experienced manufacturers will help keep manufacturing local and help startups establish supply chains.

## Regional Opportunity Agenda

### GOAL

The Southern Tier is committed to advancing its Opportunity Agenda with an overall goal to move impoverished populations into the workforce and revitalize distressed communities in our region.

Through strategic action designed to integrate the Opportunity Agenda strategy into the overall economic development plan, the REDC will guide efforts of the council into geographic areas and underserved populations in greatest need of investment and economic development.

The Southern Tier will take a regional approach, with a focus on communities that have concentrated pockets of poverty and distress in the urban cores, as well as rural areas with a high concentration of poverty demonstrated by low household incomes, high rates of poverty and unemployment and a high percentage of residents receiving public assistance.

### CHALLENGES

Many challenges have prevented poor communities from fully participating in economic life, beginning with common barriers throughout the region that keep low-income residents from overcoming their situation and becoming financially stable:

**Low education and lack of job skills:** Global economic shifts have made it increasingly hard for workers with a high school education or less to earn enough to support a family. A person without a high school education is more likely to be in poverty than one with a high school degree. A worker with a four- year college degree earns 125 percent more on average than one with a high school degree.

**Single motherhood:** Family structure is highly correlated with poverty. Poverty rates in female-headed households are typically three to four times as high as for the general population.

**Unreliable transportation:** Transportation to work is a challenge for rural residents. If a person cannot reliably get to work, it's hard to keep a job. Studies show that recently hired welfare recipients have absences that are likely attributable to transportation problems. This lack of transportation affects not only employability but also access to other services essential to preventing poverty, including training programs, medical appointments, agency appointments and childcare.

**Lack of access to affordable, quality childcare:** According to the Economic Policy Institute, the cost of full-time childcare for an infant is \$14,144 per year, or \$1,179 per month, without subsidies in New York State . That equates to nearly 65 percent of the income of a person working a minimum-wage job full time in 2018. Reliable care is critical for working parents, and high-quality care is important for children's development.

**Criminal record:** Incarceration reduces former inmates' earnings by 40 percent and limits their future economic mobility . One recent study shows that "imprisonment diminishes the earnings of adult men, compromises their health, reduces familial resources, contributes to family breakup, and adds to the deficits of poor children. " Although

ex-offenders are often said to have done their time, the consequences of crime can continue for a lifetime.

Distressed communities: The downtowns and rural main streets of the Southern Tier have unique and historically significant buildings; however, a large stock of buildings require significant rehabilitation to make them viable for commercial or residential tenants.

## **OPPORTUNITIES**

- Target geographic areas to include those with the highest concentration of poverty demonstrated by low household incomes, high rates of poverty and unemployment and a high percentage of residents receiving public assistance. Target areas include communities with census tracts representing concentrated distressed areas, as well as rural areas with a population of 5,000 – 25,000 that exhibit chronically distressed conditions. Based on data from the U.S. Census, targets include Binghamton (2, 4, 5, 11, 12, 13), Corning (9625, 9627), Elmira (1, 2, 6, 7, 10), Endicott (134, 135, 136, 137), Hornell (9607, 9608), Johnson City (139, 140) and Norwich (9703, 9704).
- Training and apprenticeship programs targeted at job categories that are linked to the Southern Tier's economic strategies and have been identified by employers and the state as growth areas. These include jobs in: agriculture (food manufacturing); healthcare (home health care, personal care, registered nurses, nurse aides, administrative assistants, clerks, physicians, licensed practical nurses, supervisors and managers, medical assistants and cleaners); energy (energy inspections, weatherization and installation of renewable systems); transportation (manufacturing and assembly); and travel and tourism (clerks, waiters and waitresses, landscapers, janitors, cooks).
- Existing and proposed programs that support employment readiness designed to help people gain the skills, confidence and work ethic needed to seek, secure and retain employment. Examples include computer skills, job coaching, life skills training and interview skills.
- New business development in targeted areas that generates employment opportunities as well as meets a need of the impoverished population.
- Creative solutions to barriers such as transportation; for example car share programs.
- Support programs for people attending training and/or securing employment such as childcare.
- Collaboration between communities and businesses to create employment opportunities in distressed areas.

## **VISION**

The regional council's vision is to pursue projects and initiatives that:

- Involve joint efforts among educational institutions, employers and community organizations
- Will move impoverished people living in the targeted geographic areas into employment, preferably in targeted job categories
- Build human capital through learning of new skills

- Are designed to ensure residents of target areas have the tools to secure and retain jobs in targeted job categories while meeting employer hiring needs
- Will remove barriers to employment such as transportation, childcare and lack of education and training
- Revitalize distressed communities by revitalizing buildings and neighborhoods and creating businesses and job opportunities

## **STRATEGY**

The regional council will continue to support the Opportunity Agenda through the following strategies:

- Encourage and support community development and Main Street funding applications intended to revitalize downtowns and neighborhoods, particularly those in the areas representing high concentrations of poverty
- Conduct meetings of the Workforce Development Work Group to continue assessing challenges and identifying projects and initiatives
- Engage in one-on-one meetings with organizations in the region that have the capacity to implement employment-readiness activities and encourage them to align programs with Opportunity Agenda strategic priorities
- Continue to engage stakeholders

People living in poverty experience indignities and endure experiences that contribute to feelings of hopelessness. In order to better address this and other challenges outlined in the regional Opportunity Agenda, the REDC invited speakers from the Binghamton and Elmira Empire State Poverty Reduction Initiative (ESPRI) initiatives to discuss their programs, progress and opportunities for REDC collaboration during the May 11 meeting. The REDC will continue to coordinate with ESPRI efforts to break down barriers and create meaningful change for families in poverty and empower communities to identify needs and help fund solutions that will make a difference.

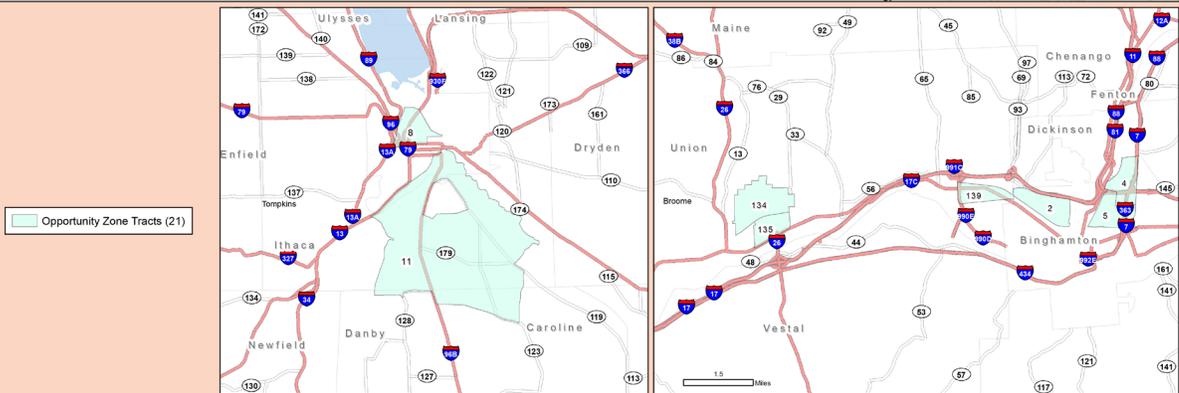
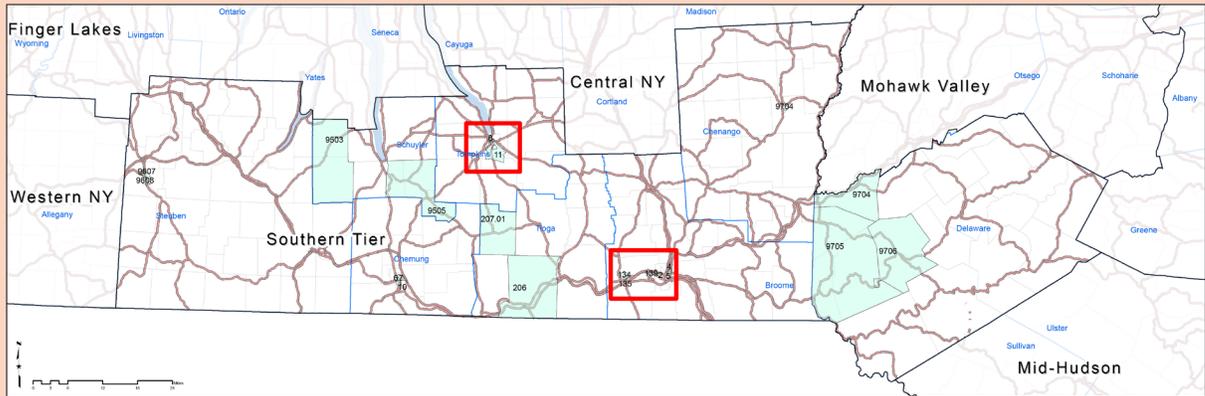
In addition, the Southern Tier REDC, with support from the Workforce Development Work Group, will support projects for funding through the CFA that address needs of the chronically distressed communities in the region, as described in the 2018 REDC guidebook.

## **PROGRESS**

### **Significant progress since September 2017:**

This year, the REDC was challenged to recommend census tracts in the region that were blighted, in need of investment and positioned to take advantage of potential projects through the new Opportunity Zone program led by the federal Department of Treasury. This program encourages private investment in low-income urban and rural communities. Based on analyses by Empire State Development, New York State Homes and Community Renewal, New York State Department of State and the Southern Tier REDC, the Southern Tier has 21 designated zones:

## SOUTHERN TIER - FEDERAL OPPORTUNITY ZONES



1. Broome County Tract 135 (Village of Endicott)
2. Broome County Tract 134 (Village of Endicott)
3. Broome County Tract 139 Village of Johnson City)
4. Broome County Tract 4 (City of Binghamton)
5. Broome County Tract 5 (City of Binghamton)
6. Broome County Tract 2 (City of Binghamton)
7. Chemung County Tract 6 (City of Elmira)
8. Chemung County Tract 7 (City of Elmira)
9. Chemung County Tract 10 (City of Elmira)
10. Chenango County Tract 9704(City of Norwich)
11. Delaware County Tract 9706 (Town & Village of Walton)
12. Delaware County Tract 9704 (Town & Village of Sidney)
13. Delaware County Tract 9705 (Town of Deposit)
14. Schuyler County Tract 9505 (Towns of Catharine, Cayuta, and Montour & the Villages of Montour Falls and Odessa)
15. Schuyler County Tract 9503 (Towns of Orange & Tyrone)
16. Steuben County Tract 9607 (City of Hornell)
17. Steuben County Tract 9608 (City of Hornell)
18. Tioga County Tract 207.01 (Town & Village of Spencer)
19. Tioga County Tract 206 (Town & Village of Nichols & Town of Tioga)
20. Tompkins County Tract 08 (Town of Ithaca)
21. Tompkins County Tract 11 (Town of Ithaca)

### Progress on state-funded projects:

#### Town of Dryden Housing Conditions Survey (72680):

Through a Round 7 CFA award, the Town of Dryden is completing a housing conditions survey, addressing the need for available and affordable housing stock and identifying aged/neglected properties. This was made possible through a NYS Housing and Community Renewal Community Development Block Grant.

#### Village of Deposit Wastewater Treatment Plant (74156):

Through a Round 7 CFA award, the Village of Deposit is making improvements to its wastewater treatment plant, supporting the REDC's efforts to address community development needs in distressed communities. This was made possible through a NYS Housing and Community Renewal Community Development Block Grant.

PERFORMANCE MEASURES							
	2012	2013	2014	2015	2016	2017	Goal
<b>INPUT</b>							
<b>Unemployment Rate</b> <i>Source: Census (ACS)</i>	9.30%	8.00%	7.60%	7.10%	6.70%	NA**	6.50%
<b>Veteran Unemployment Rate</b> <i>Source: Census (ACS)</i>	8.80%	9.70%	9.40%	7.90%	6.90%	NA**	6.50%
<b>OUTPUT</b>							
<b>Degrees/Certifications Awarded</b> <i>Source: EMSI</i>	17,533	17,604	18,072	17,855	18,696	18,746	19,000
<b>Annual Population Change (25-44-year olds)</b> <i>Source: EMSI</i>	-1,408	-1,356	-1,703	-1,575	-845	939	-400
<b>Labor Force Participation Rate</b> <i>Source: Census (ACS)</i>	60.40%	59.80%	59.10%	58.50%	58.30%	NA**	60.00%
<b>Labor Force Participation Rates of Population (25-64) w/ Less than a High School Degree</b> <i>Source: Census (ACS)</i>	52.60%	52.00%	47.90%	48.80%	48.10%	NA**	50.00%
<b>OUTCOME</b>							
<b>Total New Hire Count (Annual Average)</b> <i>Source: LEHD</i>	29,951	30,584	30,791	30,677	31,203	NA*	35,000
<b>Total Employment</b> <i>Source: EMSI</i>	288,288	286,412	285,968	286,175	285,378	284,998	10,241 Created
<b>New Hire Wages (Monthly)</b> <i>Source: LEHD</i>	\$1,976	\$2,146	\$2,108	\$2,298	\$2,292	NA*	\$2,600
<b>Annual Average Earnings</b> <i>Source: QCEW</i>	\$51,870	\$52,915	\$53,952	\$55,010	\$55,834	\$57,663	\$60,000
<b>Poverty Rate</b> <i>Source: Census (ACS)</i>	15.60%	16.10%	16.40%	16.60%	16.40%	NA**	15.00%

\* Released in late 2018

\*\* Released in 2019

## FURTHER ACTIONS NEEDED

### Significant actions needed to implement strategy:

The Southern Tier REDC, through the efforts of the Workforce Development work group, will build upon regional assets to provide greater access to quality affordable childcare and connect underserved communities to support and services that encourage employment-readiness activities, particularly for those traditionally hard to place.

### Projects recommended for state support:

**School Age Program Expansion (82603):** Ithaca Community Childcare will expand its facility to provide after-school and partial-day toddler and pre-K programming. The expansion will add four classrooms and a small gross motor space and relocate the front entrance and offices for better security. This project supports the REDC's Opportunity Agenda because it will address a lack of childcare in the area. This project will support childcare for 60 school-age children per day during the school year; 60 children per week to

## STRATEGY HIGHLIGHT

### RECLAIMING A BROWNFIELD SITE

This fall, work began on demolition and remediation of critical sites on the future Health Sciences campus in Johnson City. Made possible through a REDC Round 6 award for \$1.5 million (#74933), this project will ensure the safety of people who will live and work at or near the campus and lead the way for future development of this designated brownfield site for high-technology research, development and commercialization in the health sciences industry. This site is in a census tract with high pockets of poverty and will aid in the revitalization of a distressed community.

attend summer camp throughout the summer; partial-day care for 20-24 toddlers and 30-36 pre-K children.

**Broome County Jail to Jobs (71457):** The Opportunity Impact Training Program is a workforce development training model offering a four-week intensive curriculum that leads to employment for unemployed residents of Broome and Tioga counties in the field of advanced manufacturing. This model will guarantee offers of full-time employment for 25 unemployed individuals upon graduation from the training program. Participants will receive individualized assistance with overcoming barriers that have prevented them from securing/maintaining gainful employment such as transportation assistance, childcare assistance, vouchers to purchase uniforms, etc. Program curriculum will include work readiness skills, including an orientation to workplace expectations, in-person and online technical skills training and individualized plans to overcome barriers to sustained employment. The training program will include in-person classroom instruction at SUNY Broome.

### Veterans' Participation in the Workforce

#### GOAL

A key element of the regional plan calls for a strategic approach to address hard-to-place workers, with emphasis on veterans. The Southern Tier REDC also supports Gov. Cuomo's effort to spur veteran-led business development by encouraging CFA applicants to include veterans in their workforce goals and to hire veterans.

#### CHALLENGES

Our region is home to more than 21,500 veterans between 18 and 64 years old. In 2016, 1,084 veterans eligible to participate in the labor force were unemployed, yielding an unemployment rate of 6.9% in the Southern Tier. In the most recent reported year (2016), veteran unemployment is most pronounced in Chenango (10.5%), Tioga (8.7%) and Broome (8.6%) counties, according to 2012-2016 American Community Survey 5-Year Estimates.

The Great Recession, compounded by the Southern Tier's slow economic turnaround, has been particularly difficult for hard-to-place workers. The Southern Tier recognizes that this is a critically important issue, one that's magnified in the region's more distressed communities.

## **OPPORTUNITIES**

New York State's Jobs Express lists 5,800 job openings in the Southern Tier region in a wide range of industries and skill levels. These immediate needs, along with those moving forward created by baby boomer retirements, highlight the demand for quality workers. Many employers throughout the region have expressed a desire to offer special consideration to veteran job seekers.

Cornell Cooperative Extension of Broome County has been working with veterans across the state through several initiatives housed at Cornell University's Small Farms Program, funded through USDA and NYS Department of Agriculture & Markets. Since 2016, CCE has worked with more than 75 veterans from all regions of the state and trained them in business planning, risk management, production and more. In addition to hands-on lessons by Cornell University faculty, experienced farmers and others, CCE has provided online courses focused on agriculture. CCE is a first point of contact for local veterans interested in agricultural careers. CCE also interacts with local partners, including Southern Tier Veterans Support Group, the Vet Center and Clear Path for Veterans.

The federal Special Employer Incentives (SEI) program aids employers that hire veterans by connecting qualified veterans with a specific role in participating companies. Veterans who complete the hiring program are expected to stay on at the employer host site. Through this program, employers hire a qualified trainee at an apprenticeship wage and are reimbursed for up to half the veteran's salary to cover certain supplies and equipment, additional instruction expenses and any loss of production.

The Work Opportunity Tax Credit (WOTC) is a federal tax credit available to employers for hiring individuals from certain target groups, including veterans, who have consistently faced significant barriers to employment. WOTC joins other workforce programs that incentivize workplace diversity and facilitate access to good jobs for American heroes.

Southern Tier universities offer staff and resources to attend to the unique needs of veteran students.

- Binghamton University: Binghamton was recently named one of the best schools in the nation for veterans, ranked 15th overall by U.S. News & World Report. The campus hosts an annual "Veterans Orientation Day" for all service-connected undergraduates (veteran, active-duty, reservist). Veterans are also encouraged to connect with the Veterans Student Organization and take advantage of the Veterans Lounge.
- Cornell University: As the land grant university of New York State, Cornell has offered instruction in military science from its inception. Today, Cornell is home to 57 veteran students and over 400 veterans

who work or study at Cornell. Cornell hosts New York State's Reserve Officer Training Corps (ROTC) Excelsior Battalion with satellite schools throughout the Southern Tier. Cornell is also a host campus for the Warrior-Scholar Project and a partner of VetLink.

- Corning Community College: CCC is committed to supporting veterans' academic and career goals. Accredited by the Veterans Administration for educational benefits to qualified veterans, and under Chapter 35, Title 38, U.S.C., CCC's academic programs and services are designed to accommodate veterans' schedules, locations and availability, whether they are beginning a college career, restarting education or learning skills for a desired job. CCC provides an array of opportunities, including academic credit for military training.
- Elmira College: Elmira College offers a scholarship for veterans and family members who qualify for assistance under the Yellow Ribbon Program provision of the Post-9/11 GI Bill (Chapter 33 benefits) to cover unmet need for tuition and fees. Tuition and fees will be fully covered by the Veterans Administration and Elmira College for eligible veterans. There may also be additional funding available from the VA for housing and books.
- Ithaca College: At Ithaca College, Veterans' Services, a unit within the Office of the Registrar, assists veterans, reservists and dependents of disabled or deceased veterans applying for and receiving education benefits in compliance with the regulations of the United States Department of Veterans Affairs.
- SUNY Broome: SUNY Broome is approved by the Department of Veterans Affairs as a training facility for veterans and other eligible students. The Veterans & Military Affairs Office coordinates services for more than 110 veterans; referrals for counseling for financial, vocational and academic problems; veterans' work-study job information; and important information about resources at the college. The SUNY Broome Veterans Affairs office acts as a liaison between SUNY Broome and the Veterans Administration Regional Office in Buffalo regarding payment of benefits.
- SUNY Delhi: SUNY Delhi is committed to providing an environment that is conducive to the needs of veterans. Veteran Student Services provides services to veterans that assist with their transition and ensure their academic and personal success.
- Tompkins Cortland Community College: TC3 welcomes all military families and assists students in connecting with state and federal resources including Chapters 30 (GI Bill); 33 (Post 9/11 GI Bill); 1606 (Reserve/National Guard); 35 (Survivor's and Dependents Educational Assistance Program DEA); and 31 (Vocational Rehabilitation).

A veteran-focused nonprofit, Clear Path for Veterans, based in Chittenango, and Broome County leadership are in discussions to more efficiently foster local veterans' access to federal job training funds. They plan to accomplish this by certifying worksites to be G.I. Bill eligible, gaining access to Veteran Affairs-certified On the Job Training and Apprenticeship Program funds.

## VISION

The Southern Tier REDC will support veterans with information, services and resources as they return home from service. The REDC will align local education and training entities and resources to match their talent with career opportunities by reducing barriers to economic stability, offering early intervention to individuals in need of stronger attachment to the labor force and providing training for in-demand jobs.

## STRATEGY

- Provide information, services and support for returning veterans
- Support veteran-led business development
- Encourage CFA applicants to include workforce goals related to veteran employment
- Promote the benefits of hiring veterans and programs available to regional employers

## PROGRESS

### FURTHER ACTIONS NEEDED

PERFORMANCE MEASURES							
	2012	2013	2014	2015	2016	2017	Goal
<b>Unemployment Rate</b> <i>Source: Census (ACS)</i>	9.30%	8.00%	7.60%	7.10%	6.70%	NA**	6.50%
<b>Veteran Unemployment Rate</b>	8.80%	9.70%	9.40%	7.90%	6.90%	NA**	6.50%

\*\* Released in 2019

The Workforce Development work group plans to reconvene regional veteran-focused entities in the upcoming program year to better understand persistent and emerging barriers to workforce entry. In addition, the work group is planning a veteran-focused informational meeting to highlight models that engage the veteran labor force in a meaningful way.

### Projects recommended for state support:

**Broome County Veterans Complex (83578):** Broome County will create an innovative, modernized Veterans Complex in Broome County to serve as a satellite campus for the private nonprofit Clear Path for Veterans Inc. based in Chittenango. The Broome County facility will serve the over 12,600 veterans who call Broome County home as well as those in neighboring counties. As a hub of information, services and resources for veterans, the complex will be a formidable and esteemed asset to aid in veteran workforce development, reintegration to civilian life and mental and physical well-being. The proposed 10,000-square-foot facility will feature office and conference space, a reception and lounge, a kitchen and cafe, and more than 1,700 square feet of recreational space. The site will also feature 10 tiny homes that will assist with veteran transitions.

## Local Government Engagement

### GOAL

Local government engagement and collaboration is an important component to the success of the Southern Tier REDC. In a study released in March, the Brookings Institution notes that “local and state leaders should ensure incentives reflect local and regional economic objectives. ... Clearer criteria and more effective targeting should reserve incentives only for those firms that will advance broad-based opportunity, either by incentivizing opportunity-rich firms and industries, incentivizing firms to provide workers more opportunity, or by addressing place-based disparities in opportunity.”

The Southern Tier REDC’s strategic plan, Southern Tier Soaring, was developed to achieve local and regional economic objectives using a community-driven approach to economic development that will lead to economic growth, prosperity and inclusion.

### CHALLENGES

Several Southern Tier communities are considered distressed; more than 16 percent of all distressed communities in the state are in the Southern Tier. Not only are these communities facing population decline and decreased tax bases, but all of the region’s distressed communities have large portions of residents living in poverty.

### OPPORTUNITIES

Through the REDC, local and regional collaboration on economic development is now not only encouraged, but manifest by design. Through the shared governance of advising state resources, many communities have found that they share similar challenges and are able to share best practices and coordinate efforts and resources.

### VISION

The Southern Tier REDC recognizes the importance of engaging the community and acquiring the support and participation of community leaders such as elected officials, chamber of commerce leaders, nonprofit organizations and local government leaders in its effort to improve the lives of Southern Tier residents and build wealth in the region’s communities. The Southern Tier REDC, comprised of regional leaders including local government officials and county legislators, will coordinate local, county, state and other resources in order to build an advanced economy in the Southern Tier.

### STRATEGY

The Southern Tier REDC will:

- Work with local leaders to coordinate with Southern Tier higher education institutions on economic development efforts
- Expand outreach to rural and traditionally underserved community and government leaders to foster enhanced inclusiveness
- Identify opportunities for collaboration on community development projects including road and infrastructure projects

- Coordinate with local efforts to invest in people and skills by incorporating skills development of workers as a priority at all levels of economic development planning
- Enhance availability of entrepreneurial advisory, educational, collaboration and business planning opportunities
- Cultivate inter-regional collaboration among upstate New York communities

The Southern Tier REDC will host a municipal leaders' summit to discuss how communities can participate in enhancing the region's economic climate.

In addition, the Southern Tier REDC will continue its efforts to engage local officials in identifying priority projects and encourage local government representatives to participate in the regional council process.

## **PROGRESS**

The two federal regional planning organizations (Southern Tier 8 in Binghamton and the Southern Tier Central Regional Planning and Development Board in Corning) have been leaders in developing regional solutions to meet common needs. Providing increased access to infrastructure, particularly broadband, has been a goal of these organizations and is consistent with the REDC strategies. This year these organizations partnered with the Southern Tier Network to expand services into Broome, Tioga and Tompkins counties. In Tioga County, this infrastructure has been a driver behind a county initiative to provide consolidated IT services to local governments.

Modernizing the delivery of local government services is also a goal of the REDC. Communities such as the Town of Corning are committed to this goal and have been active with the Department of State's Local Government Efficiency programs to support these efforts. In 2018, the town consolidated five of its seven water districts, saving administrative and maintenance costs. In addition, the town has been studying opportunities for shared services and consolidations with fire protection.

## **FURTHER ACTIONS NEEDED**

Since 2017, when Gov. Cuomo introduced the County-Wide Shared Services Initiative, the eight counties in the Southern Tier, like all the 57 counties across New York State that are outside of New York City, have been developing Countywide Shared Services Plans with local government partners within their counties. These efforts are delivering worthy projects and opportunities for implementing regional solutions to serve Southern Tier residents. The initiative has been extended to 2021.

### **Projects recommended for state support:**

#### **Montour Falls Wastewater Transmission Project (83683):**

A wastewater pump station (and associated facilities) and approximately 9,500 feet of force main from the existing Montour Falls Wastewater Treatment Facility (WWTF) to the location of the

## STRATEGY HIGHLIGHT

### PROJECT SENECA

The Schuyler County villages of Watkins Glen and Montour Falls continue to implement Project Seneca, a long-term community revitalization expected to create more than \$1 billion in private investment. The project aims to protect and improve water quality, increase employment, enhance tourism and revitalize the waterfront.

A big piece of this project has been the relocation of Watkins Glen’s wastewater treatment plant from the lakefront to a plant shared by both villages. The local governments have received assistance from the Department of State through the Local Government Efficiency Program and the Municipal Restructuring Fund to establish the inter-municipal processes for operations and management. When completed, the project will serve as a model for regional collaboration.

new Watkins-Montour Regional WWTF. The project also involves demolition of the existing Montour Falls WWTF. The project is designed and permitted and is seeking additional construction funding to become economically feasible.

**Andes Main Street (80303):** Andes, in Delaware County, is a classic rural Main Street rich with historic character and small-town charm. Listed on the state and national registers of historic places, Andes is steeped in 19th-century architecture that presents a variety of commercial and mixed-use spaces. Unfortunately, many of these grand buildings are beginning to show signs of age and disrepair. The hamlet hosts businesses such as a hotel, shops, a cidery and a café, yet is falling short with regards to reaching status as a robust mountain community. This effort will rehabilitate nine Main Street buildings in a compact target district that will have a visual impact while sparking additional investment.

## IMPLEMENTATION OF KEY REGIONAL PRIORITIES



### Build the Greater Binghamton Innovation Ecosystem

#### GOAL

According to the Brookings Institute, Innovation Districts, or “iDistricts” are “geographic areas where leading-edge anchor institutions and companies cluster and connect with start-ups, business incubators, and accelerators. They are also physically compact, transit-accessible, and technically-wired and offer mixed-use housing, office, and retail.”

Greater Binghamton has three unique, physically compact and transit-accessible downtown districts — Endicott, Johnson City, and Binghamton — that are united by common waterways, transportation networks and anchor institutions. Through the recent creation of iDistricts in these urban cores, the Southern Tier REDC will support efforts to encourage dense development where leading-edge anchor institutions and companies can cluster and connect with start-ups, business incubators and accelerators to become drivers of a new advanced economy.

## CHALLENGES

Once known as the “Valley of Opportunity,” the region has a rich history of innovation and global business development. The loss of Endicott-Johnson and IBM left Greater Binghamton with high unemployment and blighted industrial properties.

Though still the third-largest employment sector, manufacturing lost 35% of its employment since 2000. To remain competitive in the global market, the region must focus on high-tech and high-value production that can build on the regional strengths including defense, aerospace and transportation.

## OPPORTUNITIES

The more than 60,000 students annually who are educated at the Southern Tier’s colleges and universities represent an opportunity for business and workforce growth. These institutions represent a powerful research, teaching, training and networking engine that can accelerate the region’s local innovation economies.

## VISION

Greater Binghamton will be a destination for talent, new business development and partnerships for commercialization of emerging technologies. Revitalized urban centers in Binghamton, Johnson City and Endicott will maintain the area’s legacy and position it as a major gateway, with strengths in advanced manufacturing, healthcare, culture and high-technology development. Innovation Districts will capitalize on public-private collaborations and the growing presence of Binghamton University.

## STRATEGY

- Build three Innovation Districts that will become drivers of a new advanced economy in Greater Binghamton: the City of Binghamton iDistrict, the Johnson City Health and Cultural iDistrict and the Endicott Advanced Manufacturing iDistrict
- Establish the Transform Greater Binghamton Fund
- Invest in regional strengths in advanced manufacturing, healthcare and science, technology, engineering and math (STEM) education
- Leverage and support the R&D capabilities of academia and industry in the region, giving Southern Tier companies a competitive edge, attracting new jobs and creating opportunities for a reinvigorated workforce
- Advance New York State initiatives

During this year’s retreat, the Greater Binghamton Work Group identified the following priority strategies for the upcoming year:



**The more than 60,000 students annually who are educated at the Southern Tier’s colleges and universities present opportunities for business and workforce growth.**

PERFORMANCE MEASURES							
	2012	2013	2014	2015	2016	2017	Goal
<b>INPUT</b>							
<b>Public Funds Awarded (CFA Grant)</b> <i>Source: ESD</i>	\$1,663,897	\$2,824,000	\$3,970,000	\$7,434,400	\$2,210,431	\$1,773,250.00	\$117,036,000
<b>Number of Building Permits</b>							
<b>Binghamton iDistrict</b>	1,185	1,120	916	914	924	933	1,000
<b>Endicott iDistrict</b>	98	94	239	143	124	114	135
<b>Johnson City iDistrict</b>	142	159	135	181	176	174	190
<b>OUTPUT</b>							
<b>Private/Non-State Investment Funds Leveraged)</b> <i>Source: ESD</i>	\$2,883,556	\$15,712,281	\$29,526,591	\$143,238,590	\$12,634,857	\$9,520,750	\$589,180,000
<b>Ratio of Private Funds Leveraged</b> <i>Source: ESD</i>	1.7	5.6	7.4	19.3	5.7	5.4	5
<b>Total \$ Value of Building Permits</b>							
<b>Binghamton iDistrict</b>	\$30,582,511	\$36,128,320	\$19,294,869	\$40,100,000	\$52,427,139	\$51,728,920	\$63,700,000
<b>Endicott iDistrict</b>	\$7,524,295	\$5,683,065	\$3,466,179	\$9,233,500	\$1,363,027	NA	\$1,600,000
<b>Johnson City iDistrict</b>	\$8,421,374	\$8,342,684	\$4,209,966	\$11,350,112	\$18,916,050	\$5,941,038	\$23,000,000
<b>Real Time Job Openings (Broome County)</b>	NA	NA	NA	NA	NA	4,590 (July 2017)	
<b>Housing Units (Percent Occupied)</b>							
<b>Binghamton (13901)</b> <i>Source: Census (ACS)</i>	88%	88%	87%	87%	86%	NA**	90%
<b>Endicott (13760)</b> <i>Source: Census (ACS)</i>	91%	91%	91%	90%	90%	NA**	93%
<b>Johnson City (13790)</b> <i>Source: Census (ACS)</i>	86%	87%	88%	89%	90%	NA**	90%
<b>OUTCOME</b>							
<b>Per Capita Income</b>							
<b>Binghamton (13901)</b> <i>Source: Census (ACS)</i>	\$25,414	\$25,517	\$23,564	\$23,871	\$24,303	NA**	\$25,000
<b>Endicott (13760)</b> <i>Source: Census (ACS)</i>	\$28,662	\$28,224	\$28,170	\$28,847	\$30,088	NA**	\$30,000
<b>Johnson City (13790)</b> <i>Source: Census (ACS)</i>	\$23,073	\$22,493	\$22,804	\$23,811	\$23,909	NA**	\$25,000
<b>Total Sales Tax Collected (Annual)</b>							
<b>Binghamton</b>	\$9,484,046	\$9,740,654	\$10,014,003	\$10,127,139	\$10,369,368		\$10,500,000
<b>Endicott</b>	\$2,680,901	\$2,753,437	\$2,830,706	\$2,862,687	\$2,931,159		\$3,000,000
<b>Johnson City</b>	\$3,037,633	\$3,119,822	\$3,207,373	\$3,243,609	\$3,321,192		\$3,400,000

\* Released in late 2018

\*\* Released in 2019

- Share information and/or create events to help existing businesses, entrepreneurs and investors with access to fund opportunities because increased applications will have a greater economic impact
- Create messaging calendar to help potential applicants with understanding the process
- Aggregate data collection to help reach uninformed constituents with available program info and past success stories to increase awareness of our work and increase community and economic impact
- Develop outreach efforts to help the “unusual suspects” (those not involved with the CFA process in the past) with information about past projects and future opportunities

## **PROGRESS**

The Greater Binghamton Work Group was charged with leading implementation of the \$20 million Greater Binghamton Fund announced by Gov. Cuomo in August 2017. The fund was established to facilitate key economic development projects in Binghamton, Johnson City and Endicott as outlined in the Southern Tier Soaring plan. The Greater Binghamton Fund supports innovative and creative projects, including mixed-use and mixed-income developments and private retail and commercial development.

The work group, co-chaired by Jason Garnar, Broome County executive, and Terry Kane, chief of staff at Binghamton University, led a group comprised of industry, small business, local government, nonprofit and arts representatives. Starting in early 2018, the work group sought and accepted applications from public and private entities seeking funds for improvement projects within the iDistricts.

More than 50 applications were received, seeking more than \$76 million. The group collaborated with Bergmann Associates Inc. to help manage the application process and support the group as it decided on the most worthy and eligible projects. After months of review, the work group submitted its recommendations to the state.

Projects were reviewed with an eye to making sure they fit the Southern Tier Soaring strategy. The list includes infrastructure projects that are municipally driven, private-sector requests and requests for arts initiatives. All aim to improve the region’s quality of life.

### **Progress on state-funded projects:**

In January, several new companies announced plans to locate or expand in the Southern Tier through a partnership with New York State and Binghamton University, supporting the council’s goal to leverage and support the R&D capabilities of academia and industry. Those companies, all in downtown Binghamton, include:

- AvantGuard Technologies, which provides its customers with software solutions including monitoring, indexing, storage, scaling, application integration, managing, visualizing, aggregating, storing, retrieving and analytics for IT operations and business processes. The company will create 78 new jobs and invest \$5.4 million.

### FORMER CAMERA FACTORY SLATED FOR REDEVELOPMENT



The former Ansco Camera Factory in Binghamton will be converted into 100 market-rate lofts and 85,000 square feet of commercial space. The \$22 million historic rehabilitation will serve as the anchor development for Binghamton's First Ward, connecting the central business district, westside and Southern Tier Health Sciences and Innovation Park in Johnson City.

The project, announced in June 2018, is expected to be completed in late spring 2019. Up to \$2 million will be provided for the buildings' adaptive reuse through a Southern Tier Soaring Upstate Revitalization Initiative grant.

"Turning a former camera factory into a vibrant mixed-use space that will become an anchor for revitalizing and connecting Binghamton's central business district is an example of New York's strategic approach to economic development, a lens through which we envision new uses for historic buildings in the Southern Tier and throughout upstate," said Howard Zemsky, ESD president, CEO and commissioner.

The four-story factory is associated with two of Binghamton's most important industries in the late 19th and early 20th centuries, the cigar manufacturing trade and the camera and film industry.

"Our vision is to preserve and celebrate the great history of a community landmark in the Southern Tier," said Matthew Paulus, president of Paulus Development. "We believe the project will build upon the exciting revitalization efforts currently underway in the region."

- Geoweb3d, a software engineering company that provides 3D mapping and visualization solutions for a variety of users, including U.S. Mission Planning for Special Operations and the U.S. Army. Geoweb3d will create six new jobs and invest \$62,000.
- SwiftATN LLC, an R&D transit engineering and design company that develops products and services for the automated transportation industry. The design uses an electric automated transportation system and custom design software for elevated guideways. The company will create 14 net new jobs and invest \$150,000.
- Oasis Stone Scapes, a masonry business that will produce eco-friendly fiberglass reinforced masonry panels. Each panel is precast with a super strength composite and can be installed on a solid surface without the need of a substrate, concrete footing or any additional supports. OSS will create six new jobs and invest \$1.075 million.
- DB Therapeutics Inc., a new R&D company that is developing a bandage for skin cancer therapy. DB Therapeutics will coordinate in vitro and in vivo animal and clinical studies and will pursue FDA approval. The company will create three new jobs and invest \$100,000.

## **FURTHER ACTIONS NEEDED**

The Southern Tier REDC, under the guidance and implementation efforts of the Greater Binghamton work group, will support the region's efforts to promote advanced manufacturing, entrepreneurial activities, workforce development efforts and quality of life as it relates to the Greater Binghamton innovation ecosystem.

Because Binghamton University is a major economic driver not only in Binghamton, but in all three iDistricts and the Greater Binghamton area, the REDC will also continue to support the university as it improves its academic profile, grows its research portfolio, extends its economic reach and improves the overall academic experience for its students.

### **Projects recommended for state support:**

**Buckingham Manufacturing Expansion (81251):** Buckingham, a manufacturer of harnesses for linemen and arborists in Binghamton, will renovate its existing building and purchase new machinery and equipment in order to better meet customer needs and maintain its competitiveness.

**Union District Main Street Project (82317):** The Village of Endicott will renovate six or seven buildings in the Union District, which is the secondary traditional downtown area in the Village of Endicott. This includes facade renovations and interior renovations to commercial and residential units. More than \$250,000 in private funds will be leveraged, as the village has a waiting list of participants with projects totaling over \$650,000. Project activities include building redevelopment, streetscape enhancements and program administration.

**Stone Opera House and Strand Theater Historic Structure Reports (83327):** The Stone Opera House and the neighboring Strand Theater are architectural icons in Binghamton's historic commercial core. Because of their shared contribution to Binghamton's arts and culture, the City of Binghamton will commission historic structure reports for the two buildings. Through documentation, stabilization and rehabilitation, the city hopes to ensure that the Stone Opera House and Strand Theater continue to play an integral role in the aesthetic character of downtown Binghamton and act as stimuli in the ongoing economic revitalization of the city.



## Invest in the Advanced Manufacturing Industry

### GOAL

As the Southern Tier continues its support of the advanced manufacturing industry, the inevitable challenge of defining this critical industry continues to be raised. Economic Modeling Specialists International (Emsi) has concluded that “advanced manufacturing uses innovative technology to improve products or processes and usually requires fewer (higher-skill, higher-paid) workers than traditional manufacturing ... because many lower-skill processes have been automated.”

For this reason and others, advanced manufacturing is a critical industry to the Southern Tier. The REDC will Invest In the advanced manufacturing industry by creating a supportive ecosystem in order to stimulate private investment that will grow the region’s gross regional product, attract competitive wages and provide careers for workers of all skill levels.

### CHALLENGES

The Southern Tier’s manufacturing sector is experiencing a rapidly aging workforce. The region’s inability to recruit and retain sufficient numbers of college graduates, particularly in the STEM fields, is a challenge for the manufacturing sector.

Another challenge facing the region is a decline of the Southern Tier’s manufacturing towns, including Elmira, Corning, Hornell and Norwich, which suffer from pockets of poverty, older housing stocks, run-down commercial districts and outdated infrastructure.

### OPPORTUNITIES

The Southern Tier continues to have significant strength and specialization in manufacturing. This is even more pronounced in the advanced transportation equipment manufacturing cluster. In addition, manufacturing is the largest export industry in the region, representing nearly a third of all the region’s exports.

### VISION

A focus on advanced manufacturing and the transportation industry sector will result in the Southern Tier being recognized as a destination for manufacturing business development, distinguished by its concentration of multi-national anchor companies, advanced infrastructure to support innovation and technology, rich education and research resources, specialized skilled workforce and vibrant communities.

### STRATEGY

- High levels of R&D and commitment to innovation in emerging technologies
- Continuously recharging the skills pipeline and attracting STEM workers
- Strengthening the advanced manufacturing ecosystem
- Advancing New York State initiatives

During this year’s retreat, the Advanced Manufacturing Work Group identified the following priority strategies:

- Increase commercialization of technologies to help business and research universities transfer intellectual property to the marketplace.
- Increase employment in advanced manufacturing to help existing employees and attract new business with supply-chain development and workforce development program development.
- Increase annual regional exports to help Southern Tier businesses and employers with access to NYS CFA and URI resources and incentives as well as business infrastructure and services.

PERFORMANCE MEASURES							
	2012	2013	2014	2015	2016	2017	Goal
<b>INPUT</b>							
<b>Public Funds Awarded (CFA Grant)</b> <i>Source: ESD</i>	\$3,230,000	\$2,359,538	\$3,605,000	\$5,850,000	\$2,734,000	\$1,500,000	\$183,000,000
<b>R&amp;D Per Capita</b> <i>Source: National Science Foundation</i>	\$1,347	\$1,408	\$1,466	\$1,597	\$1,645	NA*	\$2,200
<b>OUTPUT</b>							
<b>Private-Sector Investment (Funds Leveraged)</b> <i>Source: ESD</i>	\$248,435,000	\$1,876,204	\$15,544,162	\$81,008,383	\$21,591,410	\$6,000,000	\$915,000,000
<b>Ratio of Private Funds Leveraged</b> <i>Source: ESD</i>	76.9	0.8	4.3	13.8	7.9	4.0	5
<b>Patents per 10,000 Workers</b> <i>Source: UBRI</i>	265	297	312	297	NA*	NA**	350
<b>OUTCOME</b>							
<b>Advanced Manufacturing (Employment)</b> <i>Source: EMSI</i>	22,322	21,538	20,909	20,636	20,159	19857	3,300
<b>Annual Regional Exports (Manufacturing)</b> <i>Source: EMSI</i>	N/A	\$12.628 B	\$12.640 B	\$11.936 B	\$12.292 B	\$13.266 B	\$15B
<b>Manufacturing Average Annual Wage</b> <i>Source: QCEW</i>	\$59,732	\$60,230	\$61,836	\$64,383	\$64,418	\$66,532	\$65,000
<b>Transportation Equipment Average Annual Wage</b> <i>Source: QCEW</i>	\$62,586	\$65,454	\$64,428	\$67,495	\$66,819	\$70,974	\$80,000

\* Released in late 2018

\*\*Released in 2019

## PROGRESS

The Advanced Manufacturing Work Group continues its support of the advanced manufacturing industry through collaborations with area expertise.

In support of the REDC’s strategy to strengthen the advanced manufacturing ecosystem, one focus this year was elevating a regional conversation on cybersecurity for manufacturers in the Southern Tier,

# STRATEGY HIGHLIGHT

## CORELLE TO MODERNIZE MANUFACTURING FACILITY



Corelle Brands LLC, a kitchenware products maker and distributor, cut a ribbon on a \$50 million modernization project in August at its facility in Corning, Steuben County.

The project, supported by a Southern Tier Soaring grant, will enable the company to expand production capacity and create 25 jobs while retaining 515 jobs. It will transform the facility, historically known as the Pressware Plant, into a new “Factory of the Future” by renovating two production tanks (furnaces), activating a third tank and putting new products on the market for the company’s flagship Corelle brand.

“It is fitting to make this significant investment in a facility that has played such an important role in the history of our iconic brands and in the community where these brands were born,” said Kenneth G. Wilkes, president and CEO of Corelle Brands Holdings Inc. and Corelle Brands LLC.

To encourage Corelle Brands to move forward with this \$50 million investment in the Southern Tier, Empire State Development offered a package of performance-based incentives of up to \$9 million. The Steuben County Industrial Development Authority offered incentives totaling \$546,275, and New York State Electric and Gas Corp. is providing significant support.

and sharing resources to address this growing need for regional companies. Clare van den Blink Sr., vice-president and chief information officer at the Hilliard Corporation of Elmira, gave a presentation on cybersecurity for manufacturers.

One specific best practice adopted this year was the Accelerated Apprenticeship Program (AAP) in Tioga County, which offered workforce development training and guaranteed direct hire manufacturing jobs to residents in Tioga County and the Southern Tier. Participants completed six weeks of intensive education that helped prepare them for careers in several advanced manufacturing positions, including CNC machinist, maintenance mechanic and industrial manufacturing technician. Participants were paid a full-time equivalent rate of \$13 per hour during the training. Upon completion of the program, they were able to continue on in a four-year New York State apprenticeship program with built-in pay increases based on performance. Participating regional employers included Applied Technology Manufacturing Corp.; Crown, Cork & Seal; and Hardinge Inc.

The AAP was an initiative of local organizations (Tioga County Department of Economic Development and Planning, Tioga County Career Center, Owego-Apalachin Central School District, SUNY Broome) and state and federal agencies (American Apprenticeship Initiative, Manufacturers Alliance of Central New York, Workforce Development Institute, U.S. Department of Labor, New York State Department of Labor, Working Solutions and Jobs for the Future). Following an REDC Advanced Manufacturing Work Group meeting in June, plans are in place to expand this program.

### **Progress on state-funded projects:**

In April, Air-Flo Manufacturing commenced expansion of its operations in Chemung County. The company has purchased a 310,000 square-foot building in Horseheads, where it will consolidate its truck body and accessory manufacturing operations and install new production lines. This project was supported through an ESD award of up to \$900,000 in incentives.

## FURTHER ACTIONS NEEDED

The work group will communicate with advanced manufacturing supply-chain companies in the Southern Tier that are suppliers to the transportation sector. Issues and needs will be determined with the goal of enhancing the sector. Supply-chain integration provides competitive advantage, and the design, planning, execution, control and monitoring of supply-chain activities will create net value and build a competitive infrastructure.

### Projects recommended for state support:

**Sportsfield Specialties Expansion (83641):** Sportsfield Specialties, a growing sports equipment manufacturer in Delhi, Delaware County, will invest \$8 million to expand its plant and purchase machinery and equipment. The 57,000-square-foot expansion will allow for increased capacity and efficiencies while boosting competitiveness in a changing marketplace.

**Amphenol Industrial Insourcing (84622):** Amphenol will reutilize an Endwell, Broome County, facility that has been vacant for years. The revitalized facility will support operations such as a machining center, electrical contact competency center, cable and product assembly and potentially a new contact technology in order to support customer and market opportunity expansion in the U.S. and especially in Greater New York.

**Automated Cells & Equipment Inc. Expansion (80194):** ACE, a robotic system integration company in Painted Post, Steuben County, will add additional as well as fabrication and machining equipment. ACE will increase its footprint in emerging markets, which will expand local operations and output.

## Transform the Food and Agriculture Industry

### GOAL

With \$5.2B in output — representing almost 10% of the region's total economy — the food and agriculture industry (including food service) is a significant tradable sector in the Southern Tier that continues to grow. Given its proximity to key East Coast markets, the Southern Tier's expertise in food production, combined with and local, regional and state support to increase capacity, Southern Tier food processors could expand market share.

### CHALLENGES

While home to more than 5,600 farms (representing the cultivation of just over 1.1M acres) and more than 9,000 full- and part-time farm operations, the Southern Tier faces an aging workforce. The average age of a farm operator was 58 in 2012.

A key inhibitor of agricultural growth in the Southern Tier is its short growing season, which demands greater support of developments in plant science technology, controlled environment agriculture and renewable energy.



## **OPPORTUNITIES**

As traditional centers of agriculture production lose market share due to weather and natural resources scarcity, the Southern Tier has an opportunity to scale up production to meet demand for food products within the state and throughout the Northeast in the areas of produce, cattle and specialty organics.

The region also benefits from an abundance of fresh water, which will become increasingly important as other regions of the country continue to struggle with drought.

## **VISION**

The Southern Tier will be a world-recognized leader in agriculture technology and serve as a key food supplier for the East Coast of the United States. Leveraging the global reach and strengths of Cornell University's College of Agriculture and Life Sciences, together with the region's natural assets and strong private sector investment, a strategic mix of projects will transform and grow agriculture and food production, processing and distribution across the region, while also strengthening links to growing tourism and manufacturing industries.

### **Strategy**

- Develop and deploy new technologies to transition the Southern Tier from being a highly seasonal, occasional provider of food products to a reliable source of supply for the East Coast.
- Promote and leverage existing and new support structures for growers and producers in the region, including the \$30 million Southern Tier Agricultural Economic Development Initiative, to help expand farms and increase their profitability.
- Increase the diversity of and access to food processing facilities around the region, including slaughterhouses, meatpacking and poultry processing facilities, dairy processing facilities and aseptic packaging facilities for vegetables.
- Leverage strategic locations at the crossroads of upstate New York via the creation of a "food hub" network that facilitates market connections and distribution of food products for production centers in regions across the state.
- Pioneer workforce development programs designed to bolster food and agriculture industries.
- Advance New York State initiatives
- As adopted in 2017, the REDC will continue to focus on industrial hemp processing to increase the diversity and access to processing facilities.

During this year's retreat, the Food and Agriculture Work Group identified the following priority strategies that will guide activities for the upcoming year:

- Meet with the meat industry subsector
- Communicate to local economic development agencies and industry stakeholders to encourage participation in CFA and make connections

PERFORMANCE MEASURES							
	2012	2013	2014	2015	2016	2017	Goal
<b>INPUT</b>							
<b>Public Funds Awarded (CFA Grant)</b> <i>Source: ESD</i>	\$3,500,000	\$0	\$3,025,000	\$360,000	\$2,416,000	\$3,822,000	\$100,000,000
<b>Number of farms</b> <i>Source: Ag Census</i>	5,621	<b>Source: 2012 U.S. Agricultural Census, available every five years. Not available as of print deadline. Released in 2019</b>					5,700
<b>Total acreage</b> <i>Source: Ag Census</i>	1.12 M						1.15 M
<b>OUTPUT</b>							
<b>Private-Sector Investment (Funds Leveraged)</b> <i>Source: ESD</i>	\$16,494,659	\$0	\$61,033,750	\$1,235,000	\$39,870,000	\$13,859,560	\$525,000,000
<b>Ratio of Private Funds Leveraged</b> <i>Source: ESD</i>	4.7	NA	20.2	3.4	16.5	3.6	5
<b>Total \$ Value of Agricultural Products Sold Annually</b> <i>Source: Ag Census</i>	\$496,199,000	<b>Source: 2012 U.S. Agricultural Census, available every five years. Not available as of print deadline. Released in 2019.</b>					\$537,606,400
<b>• Total \$ Value of Crops Sold Annually</b> <i>Source: Ag Census</i>	\$165,964,000						\$190,858,600
<b>• Total \$ Value of Livestock, Poultry, and their Products Sold Annually</b> <i>Source: Ag Census</i>	\$330,236,000						\$346,747,800
<b>Total \$ Value of Agricultural Products as % of ST Region's Total Economy</b> <i>Source: Ag Census</i>	1.69%						3%
<b>Number of Food and Beverage Manufacturers</b> <i>Source: EMSI</i>	84	85	90	109	106	109	125
<b>OUTCOME</b>							
<b>Total Employment in Food Manufacturing and Agriculture</b> <i>Source: EMSI</i>	6,261	6,754	6,737	6,887	6,833	6,890	2,800 Created
<b>Average Annual Wage for Agriculture and Food System</b> <i>Source: EMSI</i>	\$45,689	\$48,054	\$48,712	\$48,460	\$49,781	54524	\$55,541

## PROGRESS

With ESD funding, Cornell scientists are starting a breeding program for industrial hemp, are evaluating existing plant lines and are studying how best to manage industrial hemp plants in New York. Ultimately, this work will benefit companies such as Southern Tier Hemp (76546) by providing them with a more consistent and useful feedstock.

### Progress on state-funded projects:

Midwestern Pet Foods (74807) is upgrading and modernizing its plant, which builds on a recent acquisition of Hagan Pet foods in Tioga County. Through a Round 7 REDC CFA grant, it retained

## STRATEGY HIGHLIGHT

### ULTRA-PREMIUM BEVERAGE FACILITY TO BE BUILT IN SCHUYLER COUNTY



The Schuyler County Partnership for Economic Development (SCOPED) broke ground in April on a state-of-the-art, ultra-premium beverage production and distribution facility in the Town of Dix just outside of Watkins Glen.

Modeled after a project in California, the facility aims to reduce overhead, shipping and storage expenses for area winemakers and craft breweries while supporting smart growth principles. The \$8.5 million facility is expected to be completed in November 2018.

“The Ultra-Premium Beverage facility was exactly what Lucky Hare was looking for when we decided to increase production to keep up with the increasing demand for our products,” said Richard Thiel, co-owner of Lucky Hare Brewing. “The new state-of-the-art facility allows us to continue to focus our efforts on producing high-quality beer while staying in Schuyler County.”

Empire State Development will facilitate the project through a \$1 million Southern Tier Soaring Upstate Revitalization Initiative grant. Another \$500,000 will be provided through an Economic Transformation Program Capital Grant since the location is within 15 miles of the former Monterrey Shock Camp. An additional \$250,000 was secured through a Round VI Southern Tier REDC grant.

employment, expanded operations and made the facility and manufacturing process more efficient to increase profit margin and maintain competitiveness in the market.

Lucky Hare Brewing (74822) is purchasing machinery and equipment that will be used in the new Schuyler County Ultra-Premium Beverage facility, which broke ground this spring.

The Southern Tier NY Grown and Certified Program (72153) focuses on agricultural products and strives to connect consumers to growers, emphasizing the importance of farm products to the state economy. Now in its second year, the program represents 1,524 farms covering 51,500 acres across the Southern Tier and has partnered with 10 major retailers.

#### FURTHER ACTIONS NEEDED

##### Projects recommended for state support:

##### **JD Granary Organic Feed Mill (83880):**

JD Granary in Chenango County will build a certified organic grain storage, grinding, milling and blending facility at its current animal feeds grain mill. Due to the specialized nature of organic grains, this process requires a separate facility and process stream away from contaminants. The project will enable the granary to expand, selling nationally through ecommerce.

##### **Tiberio Custom Meats (81814):**

Tiberio Custom Meats in Walton, Delaware County, will create a “regional meat center” by subdividing the conventional small, rural slaughterhouse model under one roof, into two separate but strategically located sites. The regional meat center concept seeks to create an opportunity for producers to grow their markets while enabling custom processing for wholesale buyers, retailers, restaurants and consumers in New York City.

## Promote the Southern Tier's Innovative Culture

### GOAL

The concept of “quality of life” is a multi-faceted one. Adopted out of the healthcare industry, quality of life now includes everything from physical health, mental health and general wellbeing to more complex metrics of life satisfaction such as education, wealth, attitude, access to transportation, employment security and social relationships.

The Southern Tier REDC will support an improved and high quality of life for residents and visitors by creating and supporting an environment that welcomes new, innovative ideas and by promoting those ideas along with existing assets not just outside of the region but within it.

### CHALLENGES

According to the Southern Tier Strategies for Upstate Revitalization report (2016), there is a lack of private investors willing to make the “first money in” equity investments. Between 2005 and 2015, the Southern Tier received less than 0.5% of the state’s total private venture capital and angel funding.

Additionally, the Southern Tier needs to overcome a past reputation of economic weakness that encouraged young people to leave the region rather than growing their talents locally.

### OPPORTUNITIES

From 2012-2017, the Southern Tier received \$72M in competitive funding from federal Small Business Innovation Research (SBIR) program grants to support high-tech, high-growth companies, representing almost 20% of the total awards received in New York State. There is an opportunity to strengthen the regional technology transfer pipeline in order to make the leap from federal grant funding to private venture capital.

There is also an opportunity for tourism growth in the Southern Tier. While the Southern Tier has experienced steady growth in this industry since 2011, tourism still only represents a small portion of overall jobs in the region and those jobs often pay less than the regional average.

### VISION

The Southern Tier will be a well-recognized and highly desirable place to learn, visit, live and grow a business because the region’s distinct combination of educational strength, culture, innovation, leisure-related industries and natural resources creates a lifestyle that couples the convenience of larger cities with opportunities to lead a healthy lifestyle surrounded by natural beauty.

### STRATEGY

- Strengthen the region’s tourism and community assets and use them to promote the region to visitors, prospective talent and investors.



# STRATEGY HIGHLIGHT

## ROXBURY HOTEL TO EXPAND



Developers broke ground on the expansion of the Roxbury Hotel in Delaware County in late 2017. The rehabilitation of a nearby 5,700-square-foot federal mansion will see the facility converted into seven new themed guest rooms and eight new themed tower cottages. The project at the new Roxbury at Stratton Falls will also include a waterfall, a walkway and the preservation of a pedestrian bridge.

Masserson Holdings will complete the \$7.3M project.

“We look forward to bringing in more new tourists from all over the world to introduce them to the beauty and wonder of the Catskills and the great state of New York,” said Gregory Henderson, president of Masserson Holdings.

To assist with the expansion project, Empire State Development provided \$3.2 million through a Southern Tier Soaring Upstate Revitalization Initiative grant. The expansion is expected to be completed in the spring of 2019 and result in the creation of six new full-time jobs.

The Roxbury Hotel, which has an international reputation for its whimsical elegance and over-the-top guestrooms, has been featured on TLC, HGTV and Animal Planet.

- Attract young talent via college towns and small towns. This includes strengthening the college town corridor that winds through the region and retaining more graduates of the region’s world-class academic institutions, which attract more than 60,000 students each year.
- Advance commercialization of technology by maximizing innovation and intellectual capital among private-sector and academic institutions.
- Attract and nurture a critical mass of entrepreneurs by promoting the commercialization of research from the region’s sources of innovation, retaining the brightest college graduates and providing an entrepreneurial ecosystem including incubators, seed capital, support services and attractive communities.
- Advance New York State initiatives

During this year’s retreat, the Innovative Cultures Work Group identified the following priority strategies:

- Create a URI application for a virtual reality / augmented reality lab (VR/AR)
- Develop model visitor itineraries to attract people back to the region
- Strengthen our ability to refer companies (start-ups, corporations, etc.) to the appropriate resources in the region
- Work with NYS Homes and Community Renewal (HCR) to identify housing studies and examine best practices around the country to improve our housing stock
- Expand membership to help diversify and represent our region’s key “lenses” in order to better position our region as a place to learn, live, visit and grow

### PROGRESS

The REDC Innovative Cultures Work Group reviewed several Tourism Promotion Agency applications, as described in the 2018 I Love NY Matching Funds program. Further, the work group held a summit with regional TPAs to discuss strategy and marketing alignment and discussed opportunities for collaboration in regional promotion.

PERFORMANCE MEASURES						
	2012	2013	2014	2015	2016	2017
<b>INPUT</b>						
<b>Public Funds Awarded (CFA Grant)</b> <i>Source: ESD</i>	\$9,739,015	\$13,827,123	\$10,934,705	\$8,005,852	\$4,476,335	\$8,073,389
<b>Number of companies Awarded SBIR (annual)*Available from sbir.gov</b> <i>Source: ESD</i>	35	27	24	26	26	40
<b>Dollar amount of SBIR awards (annual)*Available from sbir.gov</b> <i>Source: SBIR</i>	\$12,109,350	\$12,624,360	\$12,264,101	\$9,880,394	\$10,545,132	\$17,582,602
<b>R&amp;D per capita</b> <i>Source: National Science Foundation</i>	\$1,348	\$1,408	\$1,466	\$1,596	\$1,637	NA**
<b>OUTPUT</b>						
<b>Tourism Visitation</b>	10,384,874	10,560,463	10,957,956	11,271,041	11,516,691	11,653,112
<b>Private/Non-State Investment (Funds Leveraged)</b> <i>Source: ESD</i>	\$19,114,080	\$90,425,777	\$21,782,777	\$67,425,518	\$26,666,046	\$36,448,559
<b>Ratio of Private Funds Leveraged</b> <i>Source: ESD</i>	2.0	6.5	2.0	8.4	6.0	4.5
<b>Visitor expenditures</b>	\$891.5M	\$845.2M	\$884.8M	\$895.8M	\$916.1M	\$965.3M
<b>Patents Per 10,000 Workers</b> <i>Source: UBRJ</i>	265	297	312	297	NA*	NA**
<b>Total STEM Degrees Awarded</b> <i>Source: NCES</i>	4,904	4,999	5,225	5,591	6,051	6163
<b>STEM Degrees Per 100,000</b> <i>Source: NCES &amp; Census</i>	747	763	801	862	939	959
<b>OUTCOME</b>						
<b>Total Employment in Tourism</b>	17,504	17,249	17,555	17,501	17,639	17,751
<b>Average Annual Earnings in Tourism</b>	\$20,513	\$20,927	\$21,175	\$22,023	\$22,817	\$26,160
<b>Local Room Taxes Collected in ST</b>	\$110,516,848	\$104,856,564	\$109,258,134	\$111,887,006	\$115,022,000	\$120,274,914
<b>Total Employment in Life Science</b> <i>Source: EMSI</i>	5,102	4,984	5,006	4,883	4,894	4,941

\* Released in 2018

\*\* Released in 2019

### Progress on state-funded projects:

Catskills Trout Tales Marketing Program (32548) finished its first successful spring marketing campaign to draw visitors to the Catskills during trout fishing season. There were over 50 events from more than 60 organizational partners, building a buzz around the region.

The Corning Museum of Glass GlassBarge Statewide Tour (72824) set sail on May 17 to celebrate the 150th anniversary of glassmaking moving to Corning from Brooklyn via the Hudson River, Erie Canal and Finger Lakes. The Glassbarge tour, a unique floating attraction, includes free public glassblowing demos and highlights the continued role of New York's waterways in shaping the state's industry, culture and community.

Photo opposite page: Jonathan Cohen, Binghamton University

## FURTHER ACTIONS NEEDED

The REDC, under the guidance of the Innovative Cultures Work Group, recognizes that two complementary strategies driving the regional focus to attract young professionals demand an ability to offer high-quality jobs and quality of life. The Southern Tier boasts quality education, neighborhoods, outdoors activities and cultural events. However, it is imperative that the region double down on investments to support entrepreneurs and attract companies that will create jobs that young professionals are looking for. The Southern Tier will continue to leverage our regional assets to attract and support entrepreneurs.

Continued investment in innovation clusters across the Southern Tier will have a long-lasting impact on building an ecosystem of companies, innovation and job growth. The Southern Tier REDC will leverage our higher education institutions to lead efforts that support innovation and spur local economic development.

### Projects recommended for state support:

#### **Watkins Glen International Speedway Water Pretreatment (82606):**

Watkins Glen International (Schuyler County) will construct a wastewater treatment plant on site to address the speedway's water needs during large events, including NASCAR races and concerts. The plant will also support future growth and associated local and regional economic impact resulting from events at Watkins Glen International via a partnership between the municipalities building the regional wastewater treatment plant and WGI.

**City Harbor Waterfront Development (81915):** City Harbor LLC will develop and construct a multi-use residential and commercial park along the Cayuga Lake waterfront in Ithaca (Tompkins County) to

advance placemaking goals. The multi-phase project includes new housing, a restaurant, seawall construction, new boat slips, broadened marina functions, connections to trails and a medical office building.

#### **LUMA Waterways Mist Projection (84863):**

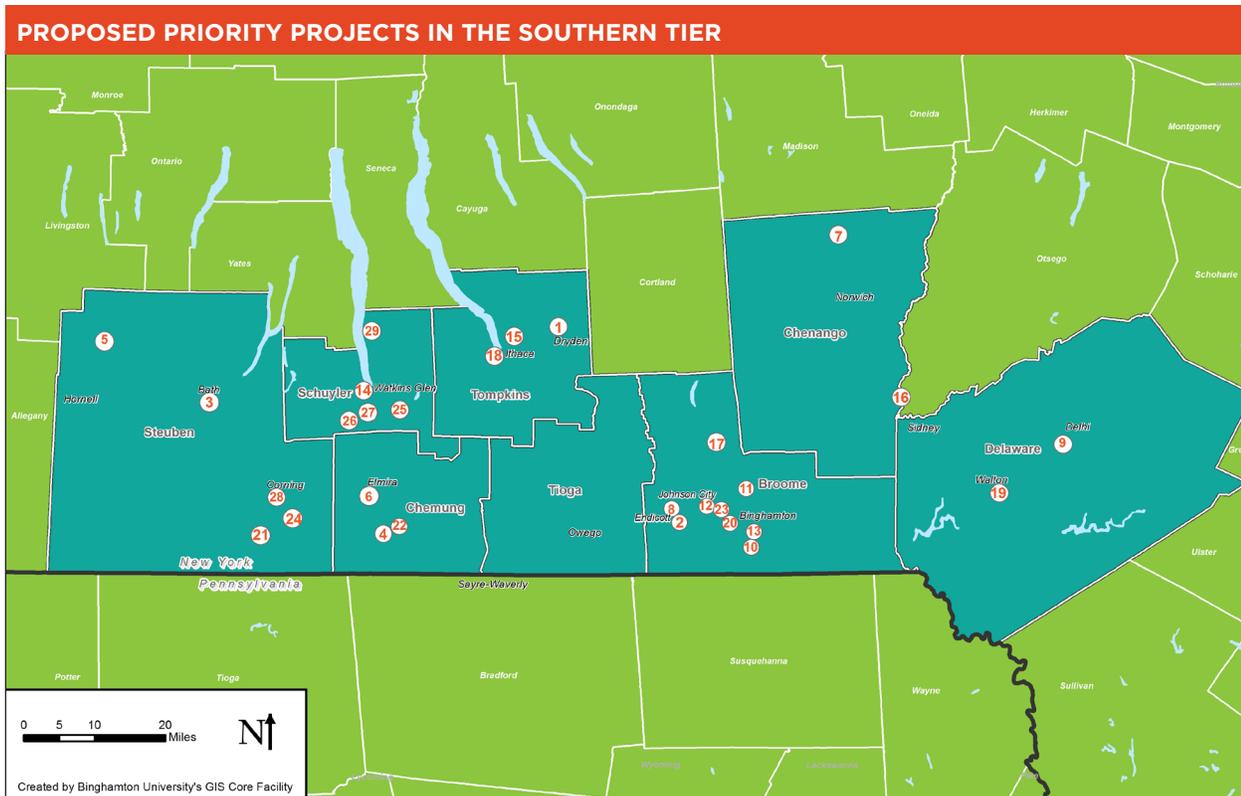
The LUMA Projection Arts Festival is an annual event in Binghamton (Broome County). The event makes use of high-end 20,000+ lumen projectors to project animations designed by local, national and international artists. Every year, the festival transforms buildings throughout downtown into inspiring architectural canvases, which allow participants to tell beautiful stories

in unique ways. In 2019, LUMA will push the boundaries like never before with the LUMA NY Waterways Mist Projection. Using powerful holographic projections, the Chenango River will become one of the most spectacular works of art ever displayed in New York State. The only other U.S. organization that has successfully accomplished this is the Walt Disney Company at its resorts in Anaheim and Orlando.



The LUMA festival brings tens of thousands of people to Binghamton each fall.

# PROPOSED PRIORITY PROJECTS



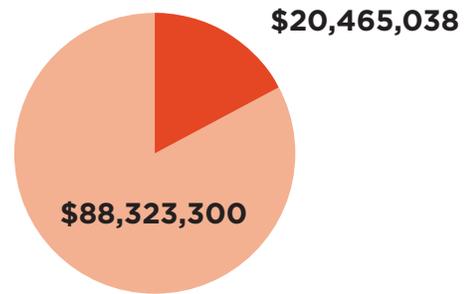
- 1 Yogurt and Dairy Plant expansion
- 2 Amphenol Insourcing Project
- 3 Laser
- 4 Project Park
- 5 Strobels Supply Expansion
- 6 Salient Management Company Expansion Project
- 7 Organic Feed Mill Expansion
- 8 Delta Mezzanine Expansion Project
- 9 Sportsfield Building Expansion 2019/2020
- 10 Broome County Veterans Complex
- 11 New Canning Distribution Center
- 12 Southern Tier Advanced Manufacturing of Clean Energy Systems at Rockwell Collins
- 13 COOLER STORAGE ADDITION
- 14 Seneca Cheese Company Grant Support
- 15 School Age Program Expansion
- 16 Mt Upton new dairy facility upgrade
- 17 AD Bowman Mill Expansion 3 Phase power ext
- 18 City Harbor Waterfront Development Phase 1
- 19 Rural to Urban Connection
- 20 The Cameo Center for Community Engagement
- 21 MAS 2019 Manufacturing Expansion
- 22 ID Booth Information Technology Infrastructure Project
- 23 BUCK2
- 24 STEAM Innovation Center
- 25 V Odessa Municipal Wastewater System Project
- 26 Town Dix NYS Route 414 Sewer District Extension 2018
- 27 Meads Hill and NYS Route 414 Water District Extension 2018
- 28 ACE 2019 Expansion
- 29 FLX Transformation

## Southern Tier CFA Round VIII

### PROPOSED PRIORITY PROJECTS LEVERAGED INVESTMENT

The Southern Tier REDC recommends 29 Priority Projects for state investment.

- PROPOSED NYS INVESTMENT
- LEVERAGED FUNDS



**Total Project Costs: \$108,788,338**  
**Investment Ratio: 4:1, 18.8% of project costs**

### Proposed Priority Projects

#### BUCK2

**CFA Number:** 81251

**Project Applicant:** Buckingham Manufacturing Co. Inc.

**Jobs Created:** 30



**Description:** Buckingham Manufacturing will renovate an existing building to allow for expansion in purchasing new equipment and creating additional jobs. The project

will meet customer base needs and maintain and increase competitiveness in the marketplace.

**Link to Goal or Strategy Being Implemented:** The Southern Tier REDC has identified Investing in the Advanced Manufacturing sector as a regional priority. This project will allow for the creation of additional jobs. This project also aligns with the state strategy to support Tradable Sectors.

BUDGET: SOURCES AND USES		
Use	Source	Amount
Construction/Renovation	ESD Grant	\$50,000
Furniture & Fixtures	Other	\$10,000
Equipment and Machinery	Other	\$180,000
Architectural/Engineering/Soft Costs	Other	\$10,000
<b>TOTAL</b>		<b>\$250,000</b>

#### I.D. BOOTH INFORMATION TECHNOLOGY

**CFA Number:** 81311

**Project Applicant:** I.D. Booth Inc.

**Jobs Created:** 2



**Description:** I.D. Booth is a fifth-generation, family-run plumbing, heating and electrical supply business that has been operating in the City of Elmira for more than 140 years. It has 11 locations and 135 employees. This project includes purchasing and installing a new Enterprise Resource Planning (ERP) system in its headquarters in Elmira as well as other locations in

Corning/Painted Post, Bath, Ithaca, Homer, Geneva, Dansville, Wellsville, Olean and Batavia. The software will provide sophisticated inventory management and purchasing tools, sales trend analysis, CRM, BI and an audit trail of all interactions across all locations. Work also includes an e-commerce website and a mobile app for customer convenience. Additional hardware and information security is part of the project as well.

**Link to Goal or Strategy Being Implemented:** As a component of the commercial supply chain, this project supports the regional priority to Invest in the Advanced Manufacturing Industry.

BUDGET: SOURCES AND USES		
Use	Source	Amount
Equipment and Machinery	ESD	\$108,400
Equipment and Machinery	Company	\$433,600
<b>TOTAL</b>		<b>\$542,000</b>

## MEADS HILL & NYS 414 WATER DISTRICT EXTENSION

**CFA Number:** 80783

**Project Applicant:** Town of Dix

**Jobs created:** 0



**Description:** The Town of Dix will study development opportunities for Water and Sewer Districts No 2, to service an area from the Schuyler County Business Park south along the SR414 Corridor to the site of Kampgrounds of America (KOA), which is looking to expand. This corridor is designated as a multiuse residential, agricultural and business district. The proposed districts will serve approximately 53 residences and three businesses plus the KOA for water; and 30 residences and two businesses, including the KOA, for sanitary sewer. Many of these houses meet the requirements of the CDBG Medium Household Income levels. The existing water district has received

an administrative order from the USEPA regarding exceedance of Total Trihalomethanes (TTHM) in its municipal water system. The system was designed to meet peak water demands associated with events at the Watkins Glen International (WGI) Speedway. During non-event times, the system services only 80 single-family residences. The town desires to investigate means to increase the water system usage, extending the water district to serve additional users.

**Link to Goal or Strategy Being Implemented:** WGI Speedway has been identified as an important economic driver for a five-county region centered by Schuyler County. Further development of this infrastructure would therefore support the regional priority to Promote the Southern Tier's Innovative Culture by strengthening the region's tourism and community assets. Since purchasing the track in the early 1980s, the International Speedway Corp (ISC), parent company to WGI, has reinvested in its facility to maintain a first-class racing and visitor experience.

### BUDGET: SOURCES AND USES

Use	Source	Amount
New Construction	ESD	\$4,554
New Construction	Local Match	\$256,813
New Construction	Other	\$1,540,827
Architectural/Engineering/Soft Costs	ESD	\$509,071
Architectural/Engineering/Soft Costs	Other	\$256,861
<b>TOTAL</b>		<b>\$2,568,126</b>

## TOWN OF DIX NYS 414 SEWER DISTRICT EXTENSION

**CFA Number:** 80784

**Project Applicant:** Town of Dix

**Jobs created:** 0



**Description:** The project will develop Sewer District No 2, to service an area from the Schuyler County Business Park south along the SR414 Corridor to the KOA Campground and including Coykendall Road. This corridor is designated as a multiuse residential, agricultural and business district. The proposed districts will serve 98 Equivalent Dwelling Units from 50 residences and 2 businesses, plus the KOA Campground, for sanitary sewer. Several developed areas beyond the terminus of the existing Town of Dix sanitary sewer system remain un-serviced. The Route 414 corridor is earmarked for development as indicative of business park establishment and zoning to promote development. In addition this area is the Southern

Gateway to the Village of Watkins Glen Downtown Revitalization Initiative. Development of municipal sewer service to this area will allow businesses and residents to expand and invest. KOA owns land to expand its facilities but isn't able to expand due to limited septic system capacity.

**Link to Goal or Strategy Being Implemented:** This project expands the current sewer service, increases property values and will increase economic development opportunity in the area adjacent to the Watkins Glen International Speedway. Serving the Watkins Glen KOA Resort supports the regional priority to Promote the Southern Tier's Innovative Culture by strengthening the region's tourism and community assets. With municipal sewer, the KOA will be able to implement a plan to expand resort sites by 50 percent. The proposed district expansion would lessen current WGI subsidies. This also aligns with the state strategy of Placemaking and state priority of downtown revitalization because the project area is also the southern gateway to the Watkins Glen DRI boundary.

### BUDGET: SOURCES AND USES

Use	Source	Amount
Architectural/Engineering/Soft Cost	ESD	\$637,543
Construction/Renovation	WQIP	\$1,073,756
Architectural/Engineering/Soft Cost	Other	\$832,161
Construction/Renovation	Local	\$644,255
<b>TOTAL</b>		<b>\$3,187,715</b>

## VILLAGE OF ODESSA MUNICIPAL WASTEWATER

**CFA Number:** 80814

**Project Applicant:** Village of Odessa

**Jobs Created:** 1



**Description:** The Village of Odessa will build a municipal wastewater treatment plant and collection system to provide critical infrastructure for commercial development. The proposed project includes replacement of existing on-lot septic tanks with new septic tanks and effluent pumps, as well as installation of a small diameter, low pressure force main conveyance

system. The project includes a modular and factory-built packaged filter wastewater treatment plant with disinfection. The project will encourage compact development and provide opportunity for commercial development within the sewer district.

**Link to Goal or Strategy Being Implemented:** This project supports the state priority to Engage Local Government because it was included in the Schuyler County Countywide Comprehensive Plan and the associated community planning efforts. The Village of Odessa partnered with the Village of Burdett to complete a Commercial District Improvement Strategy in 2011.

BUDGET: SOURCES AND USES		
Use	Source	Amount
Construction/Renovation	NYS	\$1,110,573
Design	ESD	\$499,758
Construction/Renovation	Local	\$666,344
Architectural/Engineering/Soft Costs	ESD	\$53,401
Construction/Renovation	NYS	\$691,375
Construction/Renovation	Other	\$308,141
Architectural/Engineering/Soft Costs	Other	\$279,771
<b>TOTAL</b>		<b>\$3,609,363</b>

## STEAM INNOVATION CENTER

**CFA Number:** 81079

**Project Applicant:** SUNY Corning Community College (CCC)

**Jobs Created:** 14



**Description:** CCC's STEAM Innovation Center partners CCC with public and private entities to provide innovative solutions to workforce training in the Southern Tier. Curriculum will be modernized in mechatronics systems, a multidisciplinary field combining electronics and mechanical engineering, to meet employer demands. The first phase will create the only mechatronics training curriculum in the eight-county Southern Tier region, aligning non-credit and credit curricula with NYS Apprenticeship titles to create a workforce pipeline serving the region and beyond. Four spaces will be updated to house a mechatronics lab, expand the cybersecurity lab and create an innovation space for project-based learning. An energy retrofit of four academic buildings will provide students with real-life data in their local context. With updated lab equipment and teaching technology, students will engage in real-world problem solving. The project will serve at least 40 new students and 80 incumbents annually.



**Link to Goal or Strategy Being Implemented:** This project is a regional priority because it corresponds to the state's Workforce strategy and regional council's priority to Invest in the Advanced Manufacturing Industry. CCC will contribute to these goals through education. Surveys of the 107 Southern Tier businesses CCC served during the 2017-2018 academic year have shown that mechatronics skills are lacking in the region.

BUDGET: SOURCES AND USES		
Use	Source	Amount
Building Renovation	CCC Foundation	\$3,856,300
Equipment and Machinery	CCC Foundation	\$164,565
Equipment and Machinery	ESD	\$1,035,000
Furniture, Fixtures, Equipment	CCC Foundation	\$7,000
Architectural/Engineering/Soft Costs	CCC Foundation	\$112,135
<b>TOTAL</b>		<b>\$5,175,000</b>

## FLX TRANSFORMATION

**CFA Number:** 79678

**Project Applicant:** Damiani Wine Cellars LLC (DWC)

**Jobs created:** 12



**Description:** This project will build the capability, transformation and growth of three businesses, including increasing wine production/storage capacity and vineyard/farming capacity. The project will benefit area wineries, including two that are being incubated at DWC. A 15,000-case production facility along with storage is in the engineering phase for property owned by Damiani Wine Cellars in Hector. It will accommodate DWC, Osmote and Nine-Four wineries and allow each to increase production and storage of cased goods.

Additional equipment will be purchased for the facility. Following property acquisition in Hector and Burdett, land will be conditioned and then planted to high-value vinifera grapes. The grapes will be sold to Finger Lakes wineries. Farming equipment will be purchased to service the additional land.

**Link to Goal or Strategy Being Implemented:** This project aligns with the REDC goal to Transform the Food and Agriculture Industry by increasing the number of acres in active agricultural use and Promoting the Southern Tier's Innovative Culture, through increasing the quality of life, placemaking and tourism. It will contribute to the state strategy of Placemaking and state priority to support downtown revitalization of Watkins Glen, the Round 2 Southern Tier DRI community.

### BUDGET: SOURCES AND USES

Use	Source	Amount
Construction/Renovation	ESD Grant	\$200,000
Construction/Renovation	Lending Institution	\$700,000
Construction/Renovation	Cash Equity	\$100,000
Property Acquisition	Lending Institution	\$1,135,400
Equipment and Machinery	Cash Equity	\$17,000
Equipment and Machinery	ESD Grant	\$34,000
Property Acquisition	ESD Grant	\$324,400
Equipment and Machinery	Lending Institution	\$119,000
Property Acquisition	Cash Equity	\$162,200
<b>TOTAL</b>		<b>\$2,792,000</b>

## AUTOMATED CELLS & EQUIPMENT INC. (ACE) EXPANSION

**CFA Number:** 80194

**Project Applicant:** Automated Cells & Equipment

**Jobs created:** 20



**Description:** ACE has nearly reached capacity at its existing 27,000-square-foot facility in Painted Post. To support continued growth in the robotic system integration field, additional space will be required to house the 20 new engineers and technicians that are anticipated to be hired over the next three years. At the same time, the company will become more vertically integrated by being able to fabricate and machine more components using internal resources. The company proposes a 15,000-square-foot steel

frame building with two 5 ton overhead cranes and office space for 15 engineers, conference room, rest rooms, connecting tunnel to existing building, truck dock and at-grade doors. Additional investment in fabrication and machining equipment will include a new boring mill, water jet machining center, welding equipment, vertical mills and air compressor.

**Link to Goal or Strategy Being Implemented:** The Southern Tier REDC has identified Investing in the Advanced Manufacturing sector as a regional priority and development and growth in the transit manufacturing cluster is the Southern Tier's regionally significant cluster. ACE develops robotic system integration solutions for business within the automotive and aerospace fields. This project also aligns with the state strategies of Tradable Sectors and Innovation.

### BUDGET: SOURCES AND USES

Use	Source	Amount
New Construction	Company	\$2,500,000
Equipment and Machinery	Company	\$70,000
Equipment and Machinery	ESD	\$680,000
Furniture, Fixtures, & Equipment	Company	\$120,000
Architectural/Engineering/Soft Costs	Company	\$30,000
<b>TOTAL</b>		<b>\$3,400,000</b>

## MANUFACTURING AUTOMATION SYSTEMS EXPANSION

**CFA Number:** 81401

**Project Applicant:** Manufacturing Automation Systems (MAS)

**Jobs Created:** 14



**Description:** MAS will expand its Lindley facility, which is a former elementary school purchased in 2017. Due to the company's growth, it needs to expand to capture opportunities with customers including Corning Inc. and Nucor Steel. The expansion would bring fabrication, finishing and assembly of its high-precision gauge machines in house, enabling MAS to be more competitive and establish control over lead time of parts. This project will construct a 28,800-square-foot high crane bay manufacturing wing for a machine shop with CNC machining, waterjet cutting and welding. A

new finishing shop will allow for powder coat painting and anodization, while the panel shop will be used to fabricate and assemble electrical controls. A leading-edge software system will allow staff to manage projects efficiently. To access the building efficiently and decrease truck traffic for surrounding residents, MAS will also purchase land connecting the property to an access road just off I-99 to create a new entrance.

**Link to Goal or Strategy Being Implemented:** This project is a regional priority because it supports the state strategy to promote Tradable Sectors and the regional council priority to promote Advanced Manufacturing. MAS' customized design systems support regional companies such as Corning Inc. and Nucor Steel/Vulcraft. Creating a local supply-chain network saves time and money and creates a vibrant regional economy that will attract and retain workers.

### BUDGET: SOURCES AND USES

Use	Source	Amount
Land Acquisition	Bank	\$100,000
Building Renovation	Bank	\$70,000
New Construction	Bank	\$2,926,122
Equipment and Machinery	Company	\$888,316
Equipment and Machinery	ESD	\$1,118,484
Furniture, Fixtures, and Equipment	Company	\$84,500
Architectural/Engineering/Soft Costs	Company	\$405,000
<b>TOTAL</b>		<b>\$5,592,422</b>

## RURAL TO URBAN CONNECTION

**CFA Number:** 81814

**Project Applicant:** Tiberio Custom Meats

**Jobs Created:** 14



**Description:** Tiberio Custom Meats (TCM) plans to create a "regional meat center" by subdividing the conventional small, rural slaughterhouse model into two separate but strategically located sites — an upstate New York slaughter and aging facility in Walton, close to producers, and a Bronx-based cut and wrap facility close to a dense network of buyers and consumers. The regional meat center will create an opportunity for producers to grow their markets while enabling custom processing for wholesale buyers, retailers, restaurants and consumers in New York City. Through this project, TCM will establish joint USDA-certified facilities to handle both ends of the meat processing spectrum. TCM will acquire a 2-acre parcel in the Walton Industrial Park and install a series of custom appurtenant modular

slaughter and aging units. The project in the Bronx will similarly include a series of modular trailer units to accommodate custom cutting for NYC-based retail and wholesale outlets and refrigeration.

**Link to Goal or Strategy Being Implemented:** The regional economic plan cites the need to capitalize upon the region's agricultural assets as a means of increasing the sustainability of rural communities. This project seeks to expand market opportunities and sales for upstate meat producers by providing direct marketing and custom cutting for NYC-based wholesalers, retailers and consumers — providing a higher return for their meat and access to the largest market in the Northeast. This project seeks to replicate the regional meat center concept, a recommendation of the NYS-NYC Food Hub Task Force to create an opportunity for livestock producers to grow their markets and serve as a site for further processing and redistribution to wholesale buyers such as retailers, restaurants, institutions and consumers in the NYC region.

### BUDGET: SOURCES AND USES

Use	Source	Amount
Construction/Renovation	Lending Institution	\$165,000
Equipment and Machinery	ESD Grant	\$320,000
Equipment and Machinery	Lending Institution	\$950,360
Property Acquisition	Lending Institution	\$20,000
Equipment and Machinery	Cash Equity	\$7,720
Architectural/Engineering/Soft Costs	Cash Equity	\$153,987
<b>TOTAL</b>		<b>\$1,617,067</b>

## CITY HARBOR WATERFRONT DEVELOPMENT

**CFA Number:** 81915

**Project Applicant:** City Harbor LLC

**Jobs Created:** 19



**Description:** City Harbor LLC will create an important economic investment along one of the region's largest tourism assets in Ithaca, which sits at the southern tip of Cayuga Lake. This multi-phase project includes new housing, a restaurant, seawall construction, new boat slips, broadened marina functions, connections to trails and a medical office building. City Harbor will be a vibrant place for residents and the public. Phase 1a will build the seawall and other site improvements; permits and environmental review are underway. Phase 1b is the

construction and sale of the medical building to Guthrie, starting in fall of 2018. In Phase 2, City Harbor will create the property's anchor: a fine restaurant across Cascadilla Creek from the Ithaca Farmer's Market, overlooking the Cayuga Lake Inlet. This project, a part of Phase 2, is dedicated to the commercial space, the first floor of the Point Building.

**Link to Goal or Strategy Being Implemented:** The City Harbor project will offer economic and public benefits. Under the Southern Tier Soaring strategic plan, this project is aligned with the priority to Promote the Southern Tier's Innovative Culture. Waterfront redevelopment activities are highlighted goals in that plan. The project will turn an underused waterfront spot into a vibrant small neighborhood.

### BUDGET: SOURCES AND USES

Use	Source	Amount
Infrastructure/Site Work	Cash	\$304,702
Architectural/Engineering/Soft Costs	Cash	\$192,651
Construction/Renovation	Private	\$1,744,111
Construction/Renovation	ESD Grant	\$1,355,018
Furniture, Fixtures, & Equipment	Cash	\$150,000
Construction/Renovation	Private	\$3,028,610
<b>TOTAL</b>		<b>\$6,775,092</b>

## A.D. BOWMAN MILL EXPANSION

**CFA Number:** 82083

**Project Applicant:** A.D. Bowman & Sons Lumber Co. Inc.

**Jobs Created:** 5



**Description:** A. D. Bowman, a hardwood supply and manufacturing business in Castle Creek, has been in business for 85 years. Operations include milling hardwoods for sale of finished lumber and value-added processes for sale of dimension products, usually as

components for further manufacturing. This project features a new sawmill, lumber storage facilities and installation of high-capacity electrical service. This project will increase lumber output, leading to increased revenue and competitiveness.

**Link to Goal or Strategy Being Implemented:** This project supports the regional priority to invest in the Advanced Manufacturing Industry and the state strategy to support Tradable Sectors. It will add value to local timber and support the activity of regional timber-harvesting crews.

### BUDGET: SOURCES AND USES

Use	Source	Amount
Construction/Renovation	ESD Grant	\$50,000
Construction/Renovation	Excelsior Tax Credits	\$34,452
Construction/Renovation	NYSEG Grant	\$400,000
Equipment and Machinery	Lending Institution	\$286,717
Equipment and Machinery	ESD Grant	\$102,000
Infrastructure/Site Work	Lending Institution	\$22,488
Equipment and Machinery	Cash Equity	\$51,000
Equipment and Machinery	Excelsior Tax Credits	\$70,283
Infrastructure/Site Work	ESD Grant	\$8,000
Infrastructure/Site Work	Cash Equity	\$4,000
Construction/Renovation	Lending Institution	\$550,548
Infrastructure/Site Work	Excelsior Tax Credits	\$5,512
Construction/Renovation	Cash Equity	\$115,000
<b>TOTAL</b>		<b>\$1,700,000</b>

## MOUNT UPTON DAIRY FACILITY

**CFA Number:** 82128

**Project Applicant:** Hanehan Family Dairy LLC

**Jobs Created:** 11



**Description:** Hanehan Family Dairy LLC will expand its Mount Upton dairy facility over the next five years by upgrading electrical service, constructing an additional mirror image free stall barn, adding manure storage and new feed facility and bunks. A third barn and equipment will be completed by 2023.

**Link to Goal or Strategy Being Implemented:** The milk produced through this project will supply other Southern Tier REDC-supported projects, including Chobani, which supports the regional priority to

Transform the Food and Agriculture Industry, and aligns with the regional goal to support food processing in the Southern Tier.

### BUDGET: SOURCES AND USES

Use	Source	Amount
Equipment and Machinery	Lending Institution	\$377,869
Equipment and Machinery	Cash Equity	\$73,244
Equipment and Machinery	ESD Grant Funds	\$146,489
Equipment and Machinery	Excelsior Tax Credits	\$134,843
Construction/Renovation	Lending Institution	\$2,007,366
Construction/Renovation	ESD Grant Funds	\$739,000
Construction/Renovation	Cash Equity	\$426,500
Construction/Renovation	Other State Funds	\$389,000
Construction/Renovation	Corporate Support	\$400,000
Construction/Renovation	Excelsior Tax Credits	\$303,134
<b>TOTAL</b>		<b>\$4,997,445</b>

## SCHOOL AGE PROGRAM EXPANSION

**CFA Number:** 82603

**Project Applicant:** Ithaca Community Childcare Center

**Jobs Created:** 5



**Description:** Ithaca Community Childcare will expand its facility to provide after-school and partial-day toddler and pre-K programming. The expansion includes four classrooms and a small gross motor space as well as the relocation of the entrance and offices for better security. This project supports the REDC's Opportunity

Agenda because it will address a lack of childcare in the area. Lack of access prevents parents from gaining employment or from achieving quality work due to distractions pertaining to childcare. This project will support childcare for 60 school-age children per day during the school year; 60 children per week to attend summer camp; partial-day care for 20-24 toddlers and 30-36 Pre-K children.

**Link to Goal or Strategy Being Implemented:** This project addresses a shortfall in affordable childcare, a recognized challenge by the Southern Tier REDC through the Workforce Development and Opportunity Agenda state priorities. This project will assist parents gaining or maintaining employment.

### BUDGET: SOURCES AND USES

Use	Source	Amount
Construction/Renovation	ESD Grant	\$790,000
Construction/Renovation	Private	\$573,000
Construction/Renovation	Lender	\$1,559,000
Architectural/Engineering/Soft Costs	Cash	\$345,000
Infrastructure/Site Work	Private	\$427,000
Furniture, Fixtures, & Equipment	Cash	\$50,000
Architectural/Engineering/Soft Costs	Lender	\$215,000
<b>TOTAL</b>		<b>\$3,959,000</b>

## WATKINS GLEN INTERNATIONAL WATER PRETREATMENT

**CFA Number:** 82606

**Project Applicant:** International Speedway Corp.

**Jobs Created:** 0



**Description:** Watkins Glen International (WGI) will develop a facility to provide additional wastewater storage capacity to manage wastewater produced from large events such as races and concerts. A new shared regional wastewater facility for the towns of Dix and

Reading and villages of Watkins Glen and Montour Falls has additional capacity but is still unable to handle the volume produced during large events at WGI. The facility supported by this project will allow wastewater generated by large events to be processed incrementally.

**Link to Goal or Strategy Being Implemented:** WGI generates over \$100 million annually in economic impact to New York State and surrounding communities, supporting the regional priority to Promote the Southern Tier's Innovative Culture, by strengthening the region's tourism assets.

### BUDGET: SOURCES AND USES

Use	Source	Amount
Infrastructure/Site work	Local	\$220,000
Infrastructure/Site work	ESD Grant	\$880,000
<b>TOTAL</b>		<b>\$1,100,000</b>

## SENECA CHEESE COMPANY

**CFA Number:** 82861

**Project Applicant:** Seneca Cheese Co. LLC

**Jobs Created:** 2



**Description:** Seneca Cheese Co. LLC recently acquired a vacant commercial building in Watkins Glen that will be renovated into a restaurant/retail facility with proposed second-floor addition for supplementary customer space and a small apartment. The business will provide customers with an array of locally sourced artisanal

cheeses, cured meats, beer and wine. The project also includes improving and expanding a parking area and existing driveway.

**Link to Goal or Strategy Being Implemented:** The addition of Seneca Cheese Co. in downtown Watkins Glen supports the state priority to revitalize downtowns. The site is within the boundaries of the Southern Tier's Round 2 DRI community. Furthermore, the tasting room will support the regional priority to Transform the Food and Agriculture Industry and Promote the Southern Tier's Innovative Culture through agritourism.

### BUDGET: SOURCES AND USES

Use	Source	Amount
Property Acquisition	Cash	\$300,000
Construction/Renovation	Cash	\$200,000
Construction/Renovation	ESD Grant	\$200,000
Construction/Renovation	Cash	\$300,000
Furniture, Fixtures, & Equipment	Cash	\$125,000
Infrastructure/Site Work	Cash	\$200,000
Architectural/Engineering/Soft Costs	Cash	\$80,000
<b>TOTAL</b>		<b>\$1,405,000</b>

## COOLER STORAGE EXPANSION

**CFA Number:** 82954

**Project Applicant:** Willow Run Foods Inc.

**Jobs Created:** 40



**Description:** Willow Run Foods in Kirkwood will expand to include "for hire" supply chain services to customers throughout the United States. This project will design and build a 55,000-square-foot freezer/cooler storage

facility with multiple dock doors to be used for transportation services, which will also be provided by Willow Run Foods Inc.

**Link to Goal or Strategy Being Implemented:** Willow Run Foods is the Northeast and Mid-Atlantic's premier fast-food systems distributor, serving customers in 14 states in the chain restaurant industry. The project supports the regional priority to transform the Food and Agriculture Industry by facilitating market connections and increasing access to food facilities.

### BUDGET: SOURCES AND USES

Use	Source	Amount
Construction/Renovation	ESD Grant Funds	\$1,450,000
Construction/Renovation	Lending Institution	\$3,600,000
Construction/Renovation	Cash Equity	\$1,450,000
Equipment and Machinery	Lending Institution	\$500,000
Architectural/Engineering/Soft Costs	Lending Institution	\$250,000
<b>TOTAL</b>		<b>\$7,250,000</b>

## SOUTHERN TIER ADVANCED MANUFACTURING OF CLEAN ENERGY SYSTEMS AT ROCKWELL COLLINS

**CFA Number:** 83397

**Project Applicant:** Rockwell Collins

**Jobs Created:** 12



**Description:** Rockwell Collins, an avionics and information technology systems company that provides products and services to government agencies and aircraft manufacturers, will design, document and produce a U.S. version of the Craft Engine 40 for

sale to domestic and international markets. This project will develop manufacturing processes to build 25 units produced and sourced locally, including process and electronics modules and four expanders. Rockwell Collins will perform final assembly, testing, manufacturing engineering and application engineering.

**Link to Goal or Strategy Being Implemented:** The Southern Tier REDC has identified clean energy innovation and advanced manufacturing as a key part of the economic development plan. The Rockwell Collins and Ethosgen project aligns with those regional priorities.

BUDGET: SOURCES AND USES		
Use	Source	Amount
Machinery and Equipment	ESD Grant	\$1,151,478
Architectural/Engineering/Soft Costs	Other	\$1,222,343
Architectural/Engineering/Soft Costs	Private	\$35,944,016
<b>TOTAL</b>		<b>\$38,317,837</b>

## CANNING DISTRIBUTION CENTER

**CFA Number:** 83496

**Project Applicant:** Beer Tree Brew Co. LLC

**Jobs Created:** 13



**Description:** Beer Tree, a brewery along the banks of the Chenango River in Port Crane, has a 3,600-square-foot taproom and brewery. Established in 2016, Beer Tree has developed ales that are available on premises and through other breweries and restaurants. Beer Tree plans to expand its business into canning its own beer. Beer Tree will construct and equip a 4,000-square-foot canning/distribution center, make infrastructure improvements and add a 2,500-square-foot banquet hall and 500-square-foot kitchen.



**Link to Goal or Strategy Being Implemented:** This project will offer new career opportunities in a community that has struggled with high unemployment and wage stagnation, which supports the regional Opportunity Agenda. The canning facility will allow the company to supply its products throughout the region in support of the regional priority to Transform the Food and Agriculture Industry. The project will also provide

a new venue for entertainment and tourism, aligning with the regional priority to Promote the Southern Tier's Innovative Culture.

BUDGET: SOURCES AND USES		
Use	Source	Amount
Construction/Renovation	Cash Equity	\$150,000
Architectural/Engineering/Soft Costs	Private	\$100,000
Architectural/Engineering/Soft Costs	Cash Equity	\$20,000
Construction/Renovation	ESD Grant Funds	\$300,000
Equipment and Machinery	Private	\$350,000
Construction/Renovation	Private	\$500,000
Furniture, Fixtures, & Equipment	Private	\$120,000
<b>TOTAL</b>		<b>\$1,540,000</b>

## BROOME COUNTY VETERANS COMPLEX

**CFA Number:** 83578

**Project Applicant:** Broome County

**Jobs Created:** 15



**Description:** Broome County will create an innovative, modernized Veterans Complex in Broome County to serve as a satellite campus for the private nonprofit Clear Path for Veterans Inc. based in Chittenango. The Broome County facility will serve the over 12,600 veterans in Broome County as well as those in neighboring counties. As a hub of resources for veterans, the complex will aid veteran workforce development, civilian reintegration and mental and

physical well-being. The proposed 10,000-square-foot facility will feature office and conferencing space, a lounge, a kitchen and cafe and recreational space. The site will also feature 10 tiny homes to assist with veteran transitions.

**Link to Goal or Strategy Being Implemented:** This project supports the state priority to lead the socio-economic and community-based support of our veterans that aligns with the Opportunity Agenda, Workforce Development and Veterans Initiatives. This project will result in multiple assets for advancing veteran-based workforce development and overall empowerment.

### BUDGET: SOURCES AND USES

Use	Source	Amount
Infrastructure/Site Work	Local	\$450,000
Construction/Renovation	State	\$1,580,000
Construction/Renovation	ESD Grant	\$620,000
Architectural/Engineering/Soft Costs	Local	\$250,000
Furniture, Fixtures, & Equipment	Local	\$200,000
<b>TOTAL</b>		<b>\$3,100,000</b>

## SPORTSFIELD SPECIALTIES EXPANSION

**CFA Number:** 83641

**Project Applicant:** Sportsfield Specialties Inc.

**Jobs Created:** 20



**Description:** Sportsfield Specialties, a growing sports equipment manufacturer, will expand its operations. This 57,000-square-foot expansion will allow for increased capacity and efficiencies while boosting

competitiveness. Through construction and equipment purchases, Sportsfield will improve productivity, lowering costs and offsetting inflationary pressures.

**Link to Goal or Strategy Being Implemented:** The region has a substantial manufacturing base, as compared to the rest of the state, which provides above-average wages and skilled job opportunities for residents. This project will provide a critical investment in the Advanced Manufacturing Industry and support the state strategy of Tradable Sectors.

### BUDGET: SOURCES AND USES

Use	Source	Amount
New Construction	Bank	\$5,300,000
Equipment and Machinery	Company/ESD	\$900,000
Equipment and Machinery	ESD	\$1,600,000
Architectural/Engineering/Soft Costs	Bank	\$200,000
<b>TOTAL</b>		<b>\$8,000,000</b>

## DELTA MEZZANINE EXPANSION

**CFA Number:** 83855

**Project Applicant:** Delta Engineers Architects

**Jobs Created:** 20



**Description:** As Delta Engineers Architects expands, the company will build out its mezzanine area to accommodate growth. The mezzanine area is approximately 8,000 square feet. This project includes

the addition of partitions, wall, floor and ceiling finishes as well as required HVAC, lighting, water and plumbing infrastructure and communications and security to accommodate further expansion.

**Link to Goal or Strategy Being Implemented:** This project is a regional economic development priority that supports workforce development because it builds upon the region's jobs in STEM and offers wages that enable workers to invest in the community.

### BUDGET: SOURCES AND USES

Use	Source	Amount
Construction	ESD	\$150,000
Construction	Company	\$273,075
Furniture, Fixtures, & Equipment	Company	\$42,000
Architectural/Engineering/Soft Costs	Company	\$69,364
<b>TOTAL</b>		<b>\$534,439</b>

## ORGANIC FEED MILL EXPANSION

**CFA Number:** 83880

**Project Applicant:** JD Granary LLC

**Jobs Created:** 15



**Description:** JD Granary will build a certified organic grain storage, grinding, milling and blending facility at its animal feeds grain mill. A separate facility and process streams away from contaminants are required. JD Granary will reinforce the existing warehouse and install 600v electrical service to support the Schutte Grinder, ribbon mixer and flex auger systems to transport the grain to the grinder and hopper. Six 30-ton internal bins will be constructed for raw and processed grains, and two grain elevators will be installed to move finished grain to blower trucks. JD Granary will also

construct six-ring, 11,000-bushel Sukup grain bins. The company will build a coverall structure so trucks can discharge grains into the pit in all weather and purchase a bulk grain truck and blower system for deliveries to large customers.

**Link to Goal or Strategy Being Implemented:** JD Granary is one of the only mills in the Northeast verified by the Non-GMO Project. This project will advance manufacturing at the mill, enabling the production and sale of organic feed in addition to its current offerings, in support of the regional priority to transform the Food and Agriculture Industry. As the only mill in Chenango County, JD Granary is already a valuable resource to agricultural industry in the Southern Tier. JD Granary plans to continue selling locally and grow to nationally through ecommerce.

### BUDGET: SOURCES AND USES

Use	Source	Amount
Building Renovation	Bank	\$50,000
New Construction	Company	\$250,000
Equipment and Machinery	Bank	\$523,000
Equipment and Machinery	ESD	\$225,000
Demolition & Environmental Remediation	Bank	\$10,000
Architectural/Engineering/Soft Costs	Bank	\$105,000
<b>TOTAL</b>		<b>\$1,163,000</b>

## SALIENT MANAGEMENT COMPANY

**CFA Number:** 84239

**Project Applicant:** Salient Management Co.

**Jobs Created:** 12



**Description:** Salient Management Co. specializes in developing computer software for business performance management solutions to measure how business activity creates value, quality, financial efficiency and productivity. Based in Horseheads, the firm provides its services to 115,000 users in 61 countries. Due to

an increase in company sales and employee growth, Salient is looking to expand its existing operations. The proposed project includes purchasing and renovating its existing office building.

**Link to Goal or Strategy Being Implemented:** This project aligns with the regional priority to Promote the Southern Tier's Innovative Culture by creating improved and sustainable infrastructure and a livable community. This project will support the revitalization of a commercial area in Chemung County, and support Smart Growth principles.

### BUDGET: SOURCES AND USES

Use	Source	Amount
Building Renovation	Company	\$1,600,000
Building Renovation	ESD	\$400,000
<b>TOTAL</b>		<b>\$2,000,000</b>

## STROBELS SUPPLY EXPANSION

**CFA Number:** 84369

**Project Applicant:** Strobels Supply Corp.

**Jobs Created:** 10



**Description:** Strobels will expand into an existing 30,000-square-foot facility in the Shawmut Industrial Park in Hornell. This project includes the purchase of equipment to for an expanded manufacturing footprint,

including four paint booths, one buffing and polishing booth and ISO Certification.

**Link to Goal or Strategy Being Implemented:** As a critical component of the transportation industry supply chain with clients including CAF, Alstom and Bombardier, this project supports the regional priority to Invest in the Advanced Manufacturing Industry as well as the regional cluster of Transportation Products, Components, and System Controls.

### BUDGET: SOURCES AND USES

Use	Source	Amount
Building Acquisition	IDA/Company	\$750,000
Building Renovation	IDA/Company	\$40,000
Equipment and Machinery	IDA	\$114,000
Equipment and Machinery	ESD	\$226,000
<b>TOTAL</b>		<b>\$1,130,000</b>

## LECOM CAMPUS

**CFA Number:** 84384

**Project Applicant:** Lake Erie College of Osteopathic Medicine (LECOM)

**Jobs Created:** 44



**Description:** LECOM will construct a two-story, 52,628-square-foot building at Arnot Park to house a new four-year medical training facility in Elmira. Arnot Park, a vacant property owned by Elmira College, will be acquired in a land-lease arrangement by LECOM. As physician demand continues to grow faster than the

supply in rural New York, LECOM will accommodate 120 students annually, growing to 480 after four years. This project also includes the demolition of blighted houses adjacent to the facility.

**Link to Goal or Strategy Being Implemented:** This project is within the boundaries of the Elmira DRI boundary, the Southern Tier's Round 1 DRI community, and supports the state priority of downtown revitalization and state strategy of Placemaking. It also Promotes the Southern Tier's Innovative Culture by fostering more doctors, strong hospitals, patient care quality and economic activity.

### BUDGET: SOURCES AND USES

Use	Source	Amount
New Construction	College	\$8,323,558
New Construction	ESD	\$3,676,442
Furniture, Fixtures, and Equipment	College	\$2,364,851
Demolition & Environmental Remediation	College	\$3,700,000
Architectural/Engineering/Soft Costs	College	\$79,340
<b>TOTAL</b>		<b>\$18,144,191</b>

## LASER

**CFA Number:** 84394

**Project Applicant:** Clark Specialty Company Inc.

**Jobs Created:** 10



**Description:** Clark Specialty will acquire a laser-cutting machine to process sheet steel in a more efficient way. The process is currently performed outside the region. This will bring the work in-house and expand business opportunities. The company will install the machine in its

25,000-square-foot facility in the Bath Industrial Park in Steuben County.

**Link to Goal or Strategy Being Implemented:** Clark Specialty is a manufacturing company that specializes in fabricating sheet metals, sheet plastics and aluminum extrusions. This project will allow the firm to expand operations in a distressed community in support of the regional priority to invest in the advanced manufacturing industry as well as the Southern Tier Opportunity Agenda.

### BUDGET: SOURCES AND USES

Use	Source	Amount
Building Renovation	Company	\$7,500
Equipment and Machinery	Company	\$257,000
Equipment and Machinery	ESD	\$93,000
Furniture, Fixtures, & Equipment	Company	\$70,000
Architectural/Engineering/Soft Costs	Company	\$42,500
<b>TOTAL</b>		<b>\$470,000</b>

## AMPHENOL INSOURCING

**CFA Number:** 84622

**Project Applicant:** Amphenol Industrial

**Jobs Created:** 40



**Description:** The Amphenol insourcing project will reuse an Amphenol facility in Endwell to house operations such as a machining center, electrical contact competency center and cable and product assembly. It could also support a new contact technology based on RADSOK connectors. Four key markets that have growth potential have been identified to support both core product offerings and customized assemblies.

**Link to Goal or Strategy Being Implemented:** This project addresses the state strategy to invest in tradable sectors, support innovation, develop the workforce and placemaking by putting a vacant structure back into operation. The growth of the Advanced Manufacturing sector is critical to growing the regional economy. This project would create synergies with manufacturing operations in the region, including customers like Alstom, Bombardier, GE Locomotive and Raymond Corp. This project will leverage significant investment from Amphenol, which has more than 1,000 employees in nearby Sidney.

BUDGET: SOURCES AND USES		
Use	Source	Amount
Equipment and Machinery	ESD Grant	\$408,000
Equipment and Machinery	Private	\$1,557,000
Infrastructure & Site Work	Private	\$75,000
<b>TOTAL</b>		<b>\$2,040,000</b>

## YOGURT AND DAIRY PLANT EXPANSION

**CFA Number:** 84648

**Project Applicant:** The Indian Milk & Honey Co.

**Jobs Created:** 10



**Description:** The Indian Milk & Honey Co. will expand its yogurt and dairy production facility in the Village of Freeville. Leveraging a four-year experience in dairy processing manufacturing and brand development of "That Indian Drink" and "Milk & Honey" dairy products, the firm will expand its 12,500-square-foot processing

area, adding packaging lines for yogurt, cottage cheese and custard, a larger-capacity fluid dairy filler and pouch-making and filling equipment. This project will also expand the wastewater handling system and air handling system and expand quality control systems. Innovative new dairy products will be brought to market through collaboration with Cornell Dairy Processing food science graduate students.

**Link to Goal or Strategy Being Implemented:** This project supports the regional priority to Transform the Food and Agriculture Industry through increased dairy processing activity and a commitment to manufacturing and local agriculture.

BUDGET: SOURCES AND USES		
Use	Source	Amount
Architectural/Engineering/Soft Costs	ESD Grant	\$50,000
Architectural/Engineering/Soft Costs	Cash	\$25,000
Architectural/Engineering/Soft Costs	JDA	\$100,000
Architectural/Engineering/Soft Costs	Lender	\$75,000
Equipment and Machinery	Lender	\$405,000
Equipment and Machinery	JDA	\$460,000
Equipment & Machinery	Cash	\$135,000
Construction/Renovation	ESD Grant	\$270,000
Construction/Renovation	JDA	\$80,000
<b>TOTAL</b>		<b>\$1,600,000</b>

PROPOSED PRIORITY PROJECTS RELATING TO STATE PRIORITIES				Downtown Revitalization	Life Sciences Cluster	Workforce Training	Regional Cluster	Opportunity Agenda	Veterans
CFA#	PROJECT NAME	APPLICANT							
79678	FLX Transformation	Damiani Wine Cellars LLC							
80194	ACE 2019 Expansion	Automated Cells & Equipment Inc.							
80783	Meads Hill and NYS Route 414 Water District Extension 2018	Town of Dix							
80784	Town Dix NYS Route 414 Sewer District Extension 2018	Town of Dix							
80814	Odessa Municipal Wastewater System Project	Village of Odessa							
81079	STEAM Innovation Center	SUNY Corning Community College							
81251	BUCK2	Buckingham Mfg. Co. Inc.							
81311	I.D. Booth Information Technology Infrastructure Project	I.D. Booth Inc.							
81401	MAS 2019 Manufacturing Expansion	Manufacturing Automation Systems LLC							
81814	Rural to Urban Connection	Tiberio Custom Meats							
81915	City Harbor Waterfront Development Phase 1	City Harbor LLC							
82083	AD Bowman Mill Expansion 3 Phase power ext	A. D. Bowman & Son Lumber Co. Inc.							
82128	Mount Upton New Dairy Facility Upgrade	Hanehan Family Dairy LLC							
82603	School Age Program Expansion	Ithaca Community Childcare Center							
82606	Pretreatment for Watkins Glen International	International Speedway Corp.							
82861	Seneca Cheese Company Grant Support	Seneca Cheese Company LLC							
82954	Cooler Storage Addition	Willow Run Foods Inc.							
83397	Southern Tier Advanced Manufacturing of Clean Energy Systems at Rockwell Collins	Rockwell Collins							
83496	New Canning Distribution Center	Beer Tree Brew Co. LLC							
83578	Broome County Veterans Complex	Broome County							
83641	Sportsfield Building Expansion 2019/2020	Sportsfield Specialties Inc.							
83855	Delta Mezzanine Expansion Project	Delta Engineers Architects, Engineers & Land Surveyors							
83880	Organic Feed Mill Expansion	JD Granary LLC							
84239	Salient Management Company Expansion Project	Salient Management Co.							
84369	Strobels Supply Expansion	Strobels Supply Corp.							
84384	Project Park	Lake Erie College of Osteopathic Medicine							
84394	Clark Specialty Laser	Clark Specialty Company Inc.							
84622	Amphenol Insourcing Project	Amphenol Industrial							
84648	Yogurt and Dairy Plant Expansion	The Indian Milk & Honey Co.							

SUMMARY OF OTHER PROJECTS RELATING TO STATE PRIORITIES				Downtown Revitalization	Life Sciences Cluster	Workforce Training	Regional Cluster	Opportunity Agenda	Veterans
CFA#	PROGRAM NAME	PROJECT NAME	APPLICANT						
71457	DOL UWT	Broome County Jail to Jobs	Broome-Tioga Workforce						
74243	ARTS - ACIP	Historic Performance and Event Complex Expansion for accessibility	Goodwill Theatre Inc. (GWT)						
78618	DOL EET	Electrical training	ACCO Brands USA LLC						
80303	HCR NYMS	Andes Main Street	MARK Project Inc.						
80377	DOS LGE	Tioga County ITCS Shared Services	Tioga County						
80753	Canals	Ithaca Waterfront Access Enhancement at City Harbor	City of Ithaca						
80769	ARTS - ACFIP	State Theatre Lobby Expansion Project	State Theatre of Ithaca Inc.						
80787	HCR CDBG-CP	Water System Study 2018	Village of Watkins Glen						
80887	ESD SPFS	Chemung County Comprehensive Plan	Chemung County Planning Department						
81059	EFC GIGP	Inner Peace Floats Health Wellness	IPF Associates LLC						
81559	OPRHP EPF	Nasser Civic Center Ice Rink Phase II	City of Corning						
81920	ESD BIP	Rev Ithaca Startup Works	Cornell University						
82028	DEC WQIP	WWTP Disinfection Improvement 2018	Village of Owego						
82483	DEC EPG	Inflow and Infiltration 2018	Town of Newfield						
82605	NYSERDA Net Zero	START	AgZeit LLC						
82656	ARTS - WRP	Hangar Theatre Fellowship Program	Center for the Arts at Ithaca Inc.						
83175	DEC CSC	Montour Falls Climate Smart Communities	Village of Montour Falls						
83421	ESD MNY	Studio Application 2018	The Corning Museum of Glass						
83584	ARTS - WIP	Community Engagement and Education Administrator	Opus Ithaca School of Music Inc.						
83683	HCR CDBG-PIPF	Wastewater Transmission Project	Village of Montour Falls						

# PARTICIPATION



*Jonathan Cohen, Binghamton University*

The Southern Tier now determines its own destiny, guided by the Southern Tier Regional Economic Development Council's Southern Tier Soaring strategic plan as well as tactics that address state and regional challenges and opportunities as they arise.

The Southern Tier REDC work groups are a critical component of the council's efforts to identify and implement regional and state priorities. The state's economic development strategies of Placemaking, Workforce, Innovation and Tradable Sectors serve as a framework. Work groups are coalitions of people and organizations focused on achieving the region's vision.

These work groups align existing resources to increase impact and improve success by leveraging local expertise, programs and systems. Work group members represent small businesses, minority- and women-owned business enterprises (MWBEs), nonprofits, chambers of commerce and trade organizations, organized labor, higher education, community-based organizations and agricultural/rural communities.

This year, work groups were asked to seek strong candidates for state support and funding that further economic development activities through the CFA, DRI and URI, among other programs. Each work group member served as an information multiplier for the Southern Tier REDC by sharing opportunities with potential project applicants. This also included bringing projects to the council that have potential to support regional priorities and state strategies.

## Group Development and Action Plan

Work Groups build on four “Theory of Action” Principles, adapted from the Strive Together Network’s Theory of Action:

- 1) Engage the community — work with a broad array of community voices to create unified strategies and solutions
- 2) Focus on addressing regionally defined challenges — use local data to identify opportunities and prioritize efforts to improve outcomes
- 3) Develop a culture of continuous improvement — use local data, community expertise and national research to identify areas for constant, disciplined improvement
- 4) Leverage existing assets — build on and align existing community resources to maximize impact of the work

## WORK GROUP MEMBERSHIP

### Build the Greater Binghamton Innovation Ecosystem

Led by the REDC under the guidance and implementation efforts of the Greater Binghamton Work Group, Greater Binghamton will be a destination for talent, new business development and partnerships for commercialization of emerging technologies. Revitalized urban centers in Binghamton, Johnson City and Endicott will maintain the area’s legacy and position it as a major gateway, with strengths in advanced manufacturing, healthcare, culture and high technology development.



**2018 Meetings: Feb. 19, April 30, May 15**

**Terry Kane, Co-Chair**  
Binghamton University

**Jason Garnar, Co-Chair**  
Broome County

**Syed Ali**  
Fortress Development

**Josh Bishop**  
North Depot Development LLC

**Jennifer Conway**  
Greater Binghamton Chamber of Commerce

**Stacey Duncan**  
The Agency/Broome County IDA

**Ben Giordano**  
FreshySites

**Josh Ludzki**  
BingSpot.com

**Ty Muse**  
Visions Federal Credit Union

**Anthony Paniccia**  
Delta Engineers

**Staff: Sarah Glose**  
Empire State Development

### Invest in the Advanced Manufacturing Industry

Led by the REDC under the guidance and implementation efforts of the Advanced Manufacturing Work Group, the Southern Tier will be recognized as a destination for manufacturing business development, distinguished by its concentration of multi-national anchor companies, advanced infrastructure to support innovation and technology, rich education and research resources, specialized skilled workforce and vibrant communities



**2018 Meetings: Jan. 25, March 27, May 15, May 23, July 24, Sep. 25; Nov. 28**

**Betsey Hale, Co-Chair**  
Three Rivers Development

**Mike Krusen, Co-Chair**  
Southern Tier Economic Growth

**Daniel Bosnick**  
BAE Systems Inc.

**Steve Craig**  
Chenango County IDA

**Jennifer DeSouza**  
Raymond Corp.

**Stacey Duncan**  
The Agency (Broome County IDA)

**Heather McDaniel**  
Tompkins County Area Development

**Joshua Michal**  
CAF USA

**Glenn Nealis**  
Delaware County

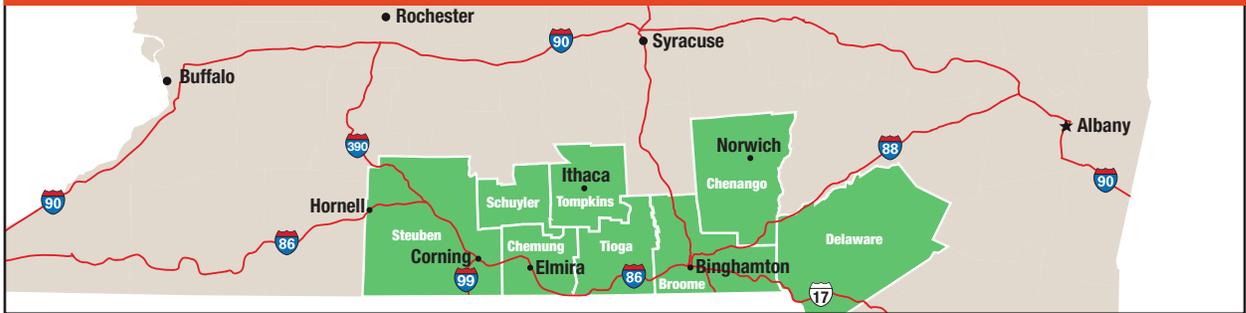
**Wayne Oliver**  
Sportsfield Specialties

**Lee Ann Tinney**  
Tioga County

**Dan Vaughn**  
Corning Inc.

**Staff: Joe Roman**  
Empire State Development

## SOUTHERN TIER



### Transform the Food and Agriculture Industry

Led by the REDC under the guidance and implementation efforts of the Food and Ag Work Group, the Southern Tier will be a world-recognized leader in agriculture technology and serve as a key food supplier for the East Coast of the United States. Leveraging the global reach and strengths of Cornell University's College of Agriculture and Life Sciences, together with the region's natural assets and strong private-sector investment, a strategic mix of projects will transform and grow agriculture and food production, processing and distribution across the region, while also strengthening links to growing tourism and manufacturing industries.



#### 2018 Meetings: May 15

**Jamie Johnson, Co-Chair**  
Steuben County IDA

**Jan Nyrop, Co-Chair**  
Cornell University

**Zack Baker**  
Tioga County

**Margaret Ball**  
Cornell Cooperative Extension

**Amy Duglos**  
Steuben County Planning  
Department

**Vicki Giarratano**  
Cornell Cooperative Extension

**Steve Kettelle**  
Organic Farmer

**Marianne Kiraly**  
Cornell Cooperative Extension

**Donna Lupardo**  
NYS Assembly

**Sheila Marshman**  
Dairy Farmer

**Tony Marzolino**  
Tioga County

**Brian McKenzie**  
Finger Lakes Distilling

**Bob Nichols**  
Steuben County Legislature

**Steve Palladino**  
Walnut Ridge Dairy

**Monika Roth**  
Cornell Cooperative  
Extension

**Rob Salamida**  
Rob Salamida Co. Inc.

**Ken Smith**  
Cornell Cooperative  
Extension

**Mark Watts**  
Soil & Water Conservation  
District

**Judi Whittaker**  
Whittaker Farms

**Staff: Hector Gonzalez**  
NYS Department of Agriculture  
& Markets

### Promote the Southern Tier's Innovative Culture

Led by the REDC under the guidance and implementation efforts of the Innovative Culture Work Group, the Southern Tier will be a well-recognized and highly desirable place to learn, visit, live and grow a business. The region's distinct combination of educational strength, culture, innovation, leisure-related industries and natural resources creates a lifestyle that couples the convenience of larger cities with opportunities to lead a healthy lifestyle surrounded by natural beauty.



#### 2018 Meetings: Feb. 9; May 11; May 15; May 16; July 13; July 26; Aug. 29

**Judy McKinney-Cherry**  
Schuyler County Partnership  
for Economic Development  
(SCOPED)

**Tom Schryver**  
Cornell University

**Jennifer DeSouza**  
Raymond Corp.

**Peg Ellsworth**  
MARK Project

**Alex Hagen**  
Southern Tier Clean Energy  
Incubator

**Laury Ellen Poland**  
Finger Lakes Wine Country

**Caitlin Schickel**  
Cornell University

**Dan Vaughn**  
Corning Inc.

**Staff: James Bedrin**  
Empire State Development

## Workforce Development

Led by the REDC under the guidance and implementation efforts of the Workforce Development Work Group, the Southern Tier will be a destination for employers looking for top talent and a region that provides opportunities for all workers through alignment of local education, training entities and supporting resources.

**2018 Meetings: March 27; May 15; May 23; July 24; Sept. 25; Nov. 28**



**Jennifer Conway, Co-Chair**  
Greater Binghamton Chamber of Commerce

**Jennifer Lesko, Co-Chair**  
Broome County Urban League

**Jason Andrews**  
Windsor Central School District

**Heather Bryant**  
Dick's Sporting Goods

**Steve Craig**  
Commerce Chenango

**Jim Cunningham**  
AM&T

**Katherine Douglas**  
Corning Community College

**Tim Driscoll**  
GST BOCES

**Stacey Duncan**  
The Agency/Broome County IDA

**Jeanne Eshbach**  
Corning Community College

**Darcy Fauci**  
Binghamton University

**Vicki Giarratano**  
Broome County Cornell Cooperative Extension

**Betsey Hale**  
Three Rivers Development

**Ernie Hartman**  
IBEW Local 139

**Jan Hertzog**  
SUNY Broome

**Martha Hubbard**  
Tompkins County Community College (TC3)

**Jeff Huffcut**  
Sheet Metal Contractors Association

**James Johnson**  
Steuben County IDA

**Sara Liu**  
Broome-Tioga WIB

**Andy Matt**  
Dick's Sporting Goods

**Julia Mattick**  
Tompkins WIB

**Kevin McLaughlin**  
The Agency/Broome County IDA

**Jim Mullins**  
Broome-Tioga BOCES

**Glen Nealis**  
Delaware County

**Dan Porter**  
Chemung-Schuyler-Steuben WIB

**Alice Savino**  
Chenango-Delaware-Otsego WIB

**Suzanne Schapira**  
Corning, Inc.

**Jake Sheehan**  
Elmira City School District

**Michelle Snyder**  
SUNY Broome

**Jill Staats**  
Steuben County IDA

**Brittany Woodburn**  
Tioga County

## ENGAGEMENT AND SUPPORT OF THE PUBLIC AND LOCAL OFFICIALS

The Southern Tier Regional Economic Development Council recognizes the importance of engaging the community and acquiring the support and participation of community leaders such as elected officials, chamber of commerce leaders and nonprofit boards of directors. In 2018, the council expanded on its efforts to reach members of the public, including underserved communities and traditionally underrepresented applicants and geographic areas.

In addition to the 14 regional leaders appointed by the governor to sit on the council, including local government officials and county legislators, there are nine members of the work groups representing local government, including the Greater Binghamton Work Group co-chair, Broome County Executive Jason Garnar.

The Southern Tier REDC held 25 public meetings this year, including four REDC meetings, 19 work group meetings and two Consolidated Funding Application (CFA) workshops in Ithaca and Binghamton. The CFA workshops together welcomed 144 members of the public.

Southern Tier REDC members and staff conduct meetings, presentations and workshops throughout the year in order to learn about opportunities in communities throughout

the region, share information about programs, services and other resources among state agencies, and be positioned to more effectively implement the regional strategy.

In their roles as co-chairs of the Southern Tier STREDC, Harvey Stenger and Tom Tranter hold meetings related to economic development projects and REDC initiatives with state, county and municipal leaders. This approach enables timely information exchange and allows the co-chairs to keep pace with economic development progress in the region and its communities. Public input into

the process is integral to the success of this regional, bottom-up economic development strategy developed by Gov. Cuomo.

“Our transparent process provides an opportunity for all of our constituents in the Southern Tier to weigh in and have their voices heard,” Stenger said. “Involving everyone from the ground up — in particular our elected leaders — is what has enabled the STREDC to be as successful as possible as we continue to bring economic vitality back to our entire region.”

This process also includes a robust outreach strategy designed to encourage participation in the Downtown Revitalization Initiative, where the Southern Tier received six applications from communities that were well positioned to leverage the \$10 million award. Through this collaborative council review, applications were scored through a blind process, and the top three communities were invited to present their downtowns to the council for consideration. After discussion and voting, one community was recommended to the governor for consideration of this award.



**REDC members and staff conduct meetings throughout the year in order to learn about opportunities in the region.**

# DOWNTOWN REVITALIZATION PLAN



## DOWNTOWN REVITALIZATION INITIATIVE

The Southern Tier REDC selected the Village of Owego in Tioga County for round three of the Downtown Revitalization Initiative.

The Village of Owego is the hub of Tioga County, and is strategically located in the heart of the Southern Tier. Not only does Owego serve as the primary year-round downtown for the Village and Town of Owego, but it is also the primary year-round downtown for many other municipalities within Tioga County. The DRI award will positively affect nearly 34,000 Tioga County residents (65% of Tioga County's population) and nine other communities within the county.

### BOUNDARY

The boundary for the DRI was chosen to take advantage of the walkable, compact character of the year-round downtown area of the Village of Owego, and to stretch successful revitalization in the village's historic downtown. The DRI boundary connects the downtown as well as the transitional business and residential area between Southside Drive and George Street to employers, established residential neighborhoods, amenities that support and enhance downtown living and quality of life, as well as arts and cultural attractions.



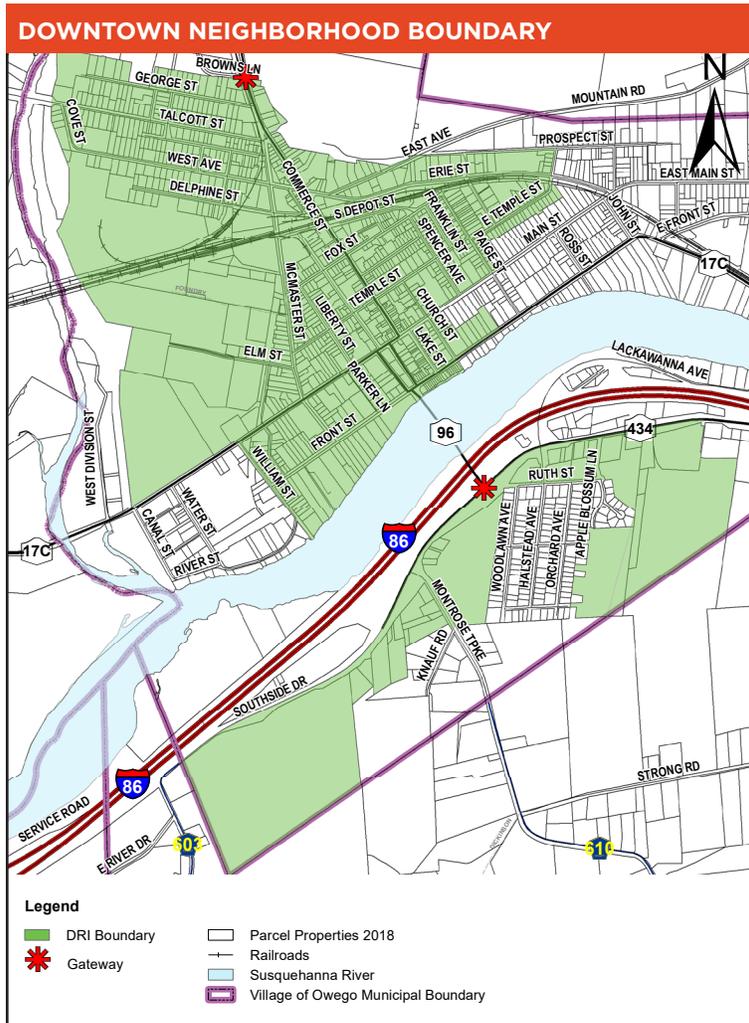
The boundaries of the downtown stretch between two primary gateways that lead into the Village of Owego. The Southern Gateway boundary line extends along the I-86/Route 17 and State Route 434 corridors on the Southside of Owego. From there, it continues over the Susquehanna River via the Court Street Bridge/State Route 96, and into

the Village of Owego's historic central business district. The boundary then stretches west along Front Street and includes all properties from Front Street to the east side of William Street. It intersects with State Route 17C and continues north along the Village of Owego's western municipal boundary line, which encompasses the village's Fairgrounds, Marvin Park, a potential Brownfield Opportunity Redevelopment Area and an industrial redevelopment site that lies just north of the Norfolk Southern and Owego Harford Railway's interchange. This boundary line also includes the residential neighborhood known as The Flats.

The northern boundary line extends along George Street to the intersection of State Route 38 and State Route 96, which is the second major gateway into the village. It continues south along State Route 96 and encompasses another residential neighborhood to the east that extends from East Avenue to Prospect Street and runs south

along East Temple Street and Paige Street. It intersects with Main Street and continues west to Church Street. From there it continues to the southern boundary of the Village of Owego's historic downtown central business district.

The areas within the boundaries of the village encompass just over one square mile and a year-round population of approximately 3,900 people. The entirety of the DRI boundary area can be easily accessible within a 20-minute walk from the main intersection in Owego. The Village of Owego boasts walkability scores ranging from 80-85 within the center of the DRI boundary. The DRI boundary encompasses numerous businesses, four municipal parks, a local community theater, a movie theater, walking paths that



connect downtown with the Susquehanna River and a commercial district that is listed on the state and national register of historic places.

## RATIONALE

The Village of Owego was selected by the Southern Tier REDC due to its central location, attractive riverfront, access to internationally acclaimed education and research institutions and demonstrated ability to leverage the DRI as a tool to further develop itself as a desirable location to live, work and play.

The Village of Owego has a vibrant year-round downtown. Residents and tourists alike enjoy the village's riverside restaurants, parks and museums, outdoor concerts and community festivals. They experience the excitement of video gaming, harness horse races and drag or stock car racing. In the spring and summer, residents are able to enjoy nearby golf courses, canoeing, kayaking, hunting and fishing along the Susquehanna River. In the winter, Owego comes alive with cross-country skiing and ice fishing.

Those who want to get away from it all can enjoy a peaceful walk down historic 19th century tree-lined streets, shop for antiques or enjoy a romantic weekend at a secluded bed and breakfast. Owego is home to a number of musicians, artists and crafts people, many of whom are nationally recognized. The village offers outstanding local theater as well as outdoor concerts and festivals.

Owego, while small in population and size, provides an infrastructure that is unusual in a rural community. The I-86/Route 17 corridor runs through the village and provides easy access to major population centers, educational institutions and airports. The Norfolk Southern (Class 1) and Owego and Harford Railways (Class 3) also interchange within the Village of Owego and proposed DRI boundary. Extensive broadband infrastructure along the I-86/17 corridor ensures there are no limitations for those requiring the digital highway.

The C-Tran Bus has several stops in the village and offers transportation to locations such as Robert Packer Hospital, Tioga County Health and Human Services (workforce/veterans services), CVS-Distribution Center, Tioga County Office Building, Tioga Downs and Achieve. The C-Tran bus system links to other population centers and also attracts millennials and promotes sustainability.

Owego is an important gateway for the Finger Lakes, as it is the first exit on I-86/17 for the Finger Lakes attractions. Owego is a gateway to other popular New York destinations, including the Corning Museum of Glass and Niagara Falls. The Susquehanna River winds along the I-86/17 corridor through



**The Village of Owego is home to events such as an annual strawberry festival.**

the Village of Owego and provides residents and tourists ample recreational and outdoor opportunities.

The size, strategic location and the rich assets and natural resources of Owego will ensure that the DRI will have a positive impact on every resident, worker, business and service organization within the village and within nine other surrounding communities. The size of Owego will ensure measurable results that are recognizable on the regional, state and global stage. Owego has an excellent asset base to create specific and implementable initiatives, track progress and adjust course, if necessary.

### ADVANCING REGIONAL PRIORITIES

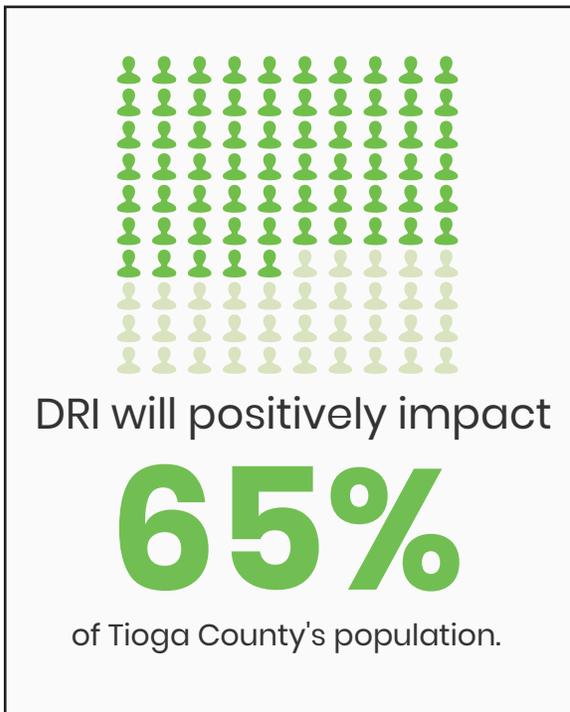
In recent years, Tioga County has experienced increased job opportunities. Crown Cork and Seal, FedEx, Upstate Shredding and Tioga Downs have added approximately 500 direct FTE positions. This growth in Tioga County has created an increased interest from other companies looking to locate or expand in New York State. The village is working with a company that will add 60 FTE manufacturing positions to our job market and another company that has the potential of adding 80 FTE advanced manufacturing positions. Job opportunities are reaching numbers that have not been

touched in our community for decades. The Village of Owego has proven to be resilient time and again; whether it be natural disasters or economic distress, the community has persevered. Owego is capable of providing job opportunities to existing and future residents for years to come.

Downtown Owego has two major “anchor” projects that will ensure job growth and the sustainability of downtown: The Gateway project and the Parkview Restaurant and Hotel. These, as well as other downtown renovation projects (The Owego Kitchen, Tioga State Bank Financial Services Building, The Belva Lockwood Inn and many other shops and eateries) create jobs, attract a steady stream of out-of-town visitors and serve community residents. Recent public/private investments are evidence that our residents and visitors support the renovation efforts.

This project would take a vibrant community to the next level. The funds will allow Owego to undertake projects that would otherwise take years to bring to fruition. This community

is on an economic upswing in terms of job opportunities, tourism and public/private investment. The DRI will contribute to making downtown Owego a sustainable community for decades to come.



## ASSETS

The Village of Owego is the quintessential American small town, steeped in history, brimming with charm, surrounded by natural beauty and bustling with activity.

The focal point of the village and the catalyst for much of its history is the Susquehanna River. Two parks bookend the village and are connected by the Owego River Walk, a promenade that is accessible to people of different ages and abilities. Brick buildings from the 1800s line the river on Front Street in the village and extend down the adjacent streets of Lake Street, Main Street and North Avenue. These historic buildings house independently owned shops, eateries, art galleries and offices. The grand Tioga County Courthouse stands in Courthouse Square, where memorials to local veterans and firefighters serve as a gathering place for remembrance and celebration. The village downtown is flanked by tree-lined streets and historic houses. Historic markers commemorate notable people and places and horse hitchers still stand on curbsides.

Village merchants and organizations host events almost every day of the week, from live music and art exhibits to large festivals. New businesses occupy storefronts alongside shops and restaurants that have been operating for decades. Historic buildings are being renovated. The Village of Owego offers residents and visitors a distinctive and varied experience. They can choose from eight restaurants, check items off a Christmas list without stepping into a big-box store, grab a local beer with a brewer, find a great cup of coffee, take a walk or a bike ride, spot a bald eagle flying along the river, explore history and meet friendly people.

## VISION

The Village of Owego will create a place where residents and visitors experience historical charm in a safe, friendly and walkable environment. Owego will promote economic development to attract businesses, foster skilled labor and reinvest funds into strengthening the existing infrastructure. Owego's businesses, affordable housing, parks and trails will continue to make the village an attractive place to live, work and play.

## PRELIMINARY PROJECTS AND PROPOSALS

The Village of Owego has a range of transformational projects that are ready for implementation. These represent priority projects of the village and participating partners and are aligned with regional goals.

### Infrastructure Projects:

*Goals to be met: Community Revitalization; Opp. Agenda*

Lake Street Pedestrian Mall  
Downtown Parking Garage Development  
River Walk Expansion  
Streetscape Improvements  
Marvin Park Upgrades/Expansion  
Fairgrounds Redevelopment

### Housing Development Projects:

*Goals to be met: Opp. Agenda, Energy Efficiency*

Owego Gardens II (62 units/townhouses)  
Minka Pocket Community Development

### Business/Economic Development/Transportation Projects:

*Goals to be met: Workforce/Business Dev, Community Revitalization; Opp. Agenda; Rural Farm/Beer Industry Development, Business Industry Development, Transportation Development*

Brewery Project Development  
Farmers Market Development  
Tioga Theater Restoration  
Tioga Downs/Downtown Shuttle  
Passenger Rail Excursions  
Tioga Trails Development  
Owego School Reuse Project

### Community Development Projects:

*Goals to be met: Community Revitalization, Opportunity Agenda, Tourism and Waterfront Dev.*

North Avenue Revitalization  
River Activities /River Boat  
Art District Development  
Firehouse Restoration  
Tiawagha Performing Arts Center Expansion  
Walking Trails Connector

# APPENDIX

## Full List of All Funded CFA Projects

KEY TO PROJECT STATUS	
	COMPLETE
	ON SCHEDULE
	PROGRESSING MORE SLOWLY THAN ANTICIPATED
	CONCERNS NEED TO BE RESOLVED
	CONTRACT NOT YET EXECUTED
	CANCELED OR FUNDING DECLINED

<b>Round 1</b> .....	<b>90</b>
<b>Round 2</b> .....	<b>94</b>
<b>Round 3</b> .....	<b>98</b>
<b>Round 4</b> .....	<b>104</b>
<b>Round 5</b> .....	<b>110</b>
<b>Round 6</b> .....	<b>116</b>
<b>Round 7</b> .....	<b>120</b>

ROUND 1

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
2047	Village of Endicott	Chugnut Trail Extension	DOS	Local Waterfront Revitalization	\$12,500	\$25,000	\$8,050	
2127	Wellsboro & Corning Railroad Co.	Steuben County Rail Restoration, Corning to PA State Line	DOT	Rail & Port Bond Project	\$1,800,000	\$2,000,000	\$1,800,000	
2359	Steuben County Industrial Development Agency	Main Line Track Rehabilitation, Bath	DOT	Rail & Port Bond Project	\$727,578	\$909,473	\$464,997	
2494	Tioga County Soil and Water Conservation District	Southern Tier Wetland Construction and Floodplain Enhancement	EFC	Green Innovation Grant Program	\$920,000	\$1,100,000	\$907,056	
2883	Corning Community College	Unemployed Worker	DOL	Unemployed Worker Skills Training	\$21,000	\$21,000	\$8,860	
3129	Village of Watkins Glen	Watkins Glen Waterfront Development Plan	DOS	Local Waterfront Revitalization	\$15,000	\$30,000	\$15,000	
4069	Tompkins County	Cleaner Greener Communities Phase I: Regional Sustainability Planning Grants	NYSERDA	Cleaner, Greener Communities Regional Sustainability Planning Program	1,000,000	\$1,070,000	\$1,000,000	
4090	Broome County	Upper Susquehanna and Delaware River Watershed Plan	DOS	Local Waterfront Revitalization	35,000	\$70,000	\$34,902	
4904	Delaware, Chenango, Madison, Otsego BOCES	Unemployed Worker	DOL	Unemployed Worker Skills Training	\$50,000	\$50,000	\$29,190	
5498	Broome County Government	Broome County Regional Farmers Market	Parks	Heritage Areas System Acquisition, Development and Planning	\$400,000	\$1,342,007	\$400,000	
5538	Delaware County	Delaware County Microenterprise Assistance Program	HCR	Community Development Block Grant (CDBG) Economic Development Microenterprise	\$200,000	\$1,000,000	\$195,027	
5843	Chenango County Industrial Development Authority	Main Line Track Rehabilitation, Chenango County	DOT	Multi-Modal Project	\$772,422	\$5,248,980		
6012	Young Women's Christian Association of Binghamton and Broome County Inc.	Exterior Masonry Restoration	Parks	Historic Property Acquisition, Development and Planning	\$244,946	\$326,595	\$244,946	
6296	Broome-Tioga Board of Cooperative Educational Services	Unemployed Worker	DOL	Unemployed Worker Skills Training	\$40,000	\$40,000	\$25,050	
6793	Village of Groton	Pylantus	HCR	Community Development Block Grant (CDBG) Economic Development	\$300,000	\$1,250,000		
6828	Southern Tier Region Economic Development Corporation	STREDC Rural Initiative Fund Capital	ESD	Economic Development Purposes Fund	\$3,000,000	\$3,000,000	\$3,000,000	
7079	Blue Hill Partners LLC	Blue Hill Partners Working Capital	ESD	Economic Development Purposes Fund	\$1,000,000	\$1,000,000		

# ROUND 1

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
7380	Broome County (Greater Binghamton Airport)	Greater Binghamton Airport: Passenger Terminal Improvements	DOT	Aviation Bond Project	\$495,000	\$550,000		
7471	Southern Tier Region Economic Development Corporation	STREDC Shovel Ready Program	ESD	Regional Council Capital Fund	\$2,500,000	\$2,500,000	\$1,500,000	
7472	Southern Tier Region Economic Development Corporation	STREDC - Community Revitalization Program Capital	DOT	Multi-Modal Project	\$2,299,058	\$2,500,000	\$2,299,058	
7472	Southern Tier Region Economic Development Corporation	STREDC - Community Revitalization Program Capital	ESD	Regional Council Capital Fund	\$2,500,000	\$2,500,000	\$2,500,000	
7485	Phillips Electronics North America Corp. dba Phillips Lighting Co.	Worker Skills Upgrading	DOL	Business Hiring and Training Incentive - Worker Skills Upgrading	\$10,500	\$10,500	\$7,000	
8347	Center for Technology & Innovation Inc	Garden of Ideas Porous Pavement Parking Lot	EFC	Green Innovation Grant Program	\$116,500			
8443	Center for Technology and Innovation Inc.	TechWorks planning and design	Parks	Heritage Areas System Acquisition, Development and Planning	\$400,000	\$570,000		
8464	Town of Big Flats	Strategy for a Flood Resistant Southern Tier Central Region	DOS	Local Waterfront Revitalization	\$87,000	\$174,000	\$87,000	
8553	Poets Landing LLC	Poet's Landing	HCR	Federal Low Income Housing Tax Credit	\$1,028,531	\$12,880,663	\$1,028,531	
8553	Poets Landing LLC	Poet's Landing	HCR	Housing Trust Fund	\$1,450,000	\$12,880,663	\$1,450,000	
8580	Home Leasing LLC	Muldoon Gardens	DOT	Aviation Bond Project	\$18,599,479	\$75,865,218		
8662	Home Leasing LLC	Muldoon Gardens	HCR	Federal Low Income Housing Tax Credit	\$465,950	\$8,873,562	\$465,950	
8662	Home Leasing LLC	Muldoon Gardens	HCR	Housing Trust Fund	\$1,753,272	\$9,531,981	\$1,753,272	
14036	County of Tompkins	Tompkins County Office for the Aging Restore 2011	HCR	RESTORE	\$75,000	\$527,213	\$75,000	
14040	SCAP dba Arbor Development	RESTORE 2011	HCR	RESTORE	\$75,000	\$150,000	\$75,000	
14042	Western Catskills Community Revitalization Council Inc.	Home Rental Reahb 2	HCR	HOME	\$400,000	\$582,000	\$234,406	
14048	Ithaca Neighborhood Housing Services Inc.	Holly Creek Phase II	HCR	HOME	\$550,000	\$2,586,559	\$550,000	
14054	First Ward Action Council Inc.	RESTORE 2011	HCR	RESTORE	\$75,000	\$168,000	\$75,000	
14055	First Ward Action Council Inc.	First Ward Action Council Rehab Program	HCR	HOME	\$300,000	\$605,000	\$300,000	
14067	M-ARK PROJECT Inc.	Central Catskills Home For Rental Rehab Program	HCR	HOME	\$400,000	\$729,000	\$219,951	

# ROUND 1

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
14069	M-ARK PROJECT Inc.	Roxbury Downtown Phase 2	HCR	New York Main Street	\$361,000	\$864,000	\$361,000	
14087	Bishop Sheen Ecumenical Housing Foundation Inc.	Chemung	HCR	HOME	\$400,000	\$469,320	\$400,000	
14089	Bishop Sheen Ecumenical Housing Foundation Inc.	Steuben	HCR	HOME	\$500,000	\$586,650	\$500,000	
14090	Bishop Sheen Ecumenical Housing Foundation Inc.	Tompkins	HCR	HOME	\$400,000	\$469,320	\$346,477	
14093	Village Of Johnson City	Johnson City Revitalization Program	HCR	New York Main Street	\$457,000	\$671,802	\$457,000	
14097	Community Progress Inc.	2011 Watkins Glen Nylms Program	HCR	New York Main Street	\$500,000	\$1,510,704	\$500,000	
14099	Opportunities For Chenango Inc.	2011 Chenango County Home V Repair Program	HCR	HOME	\$500,000	\$595,750	\$500,000	
14101	Opportunities For Chenango Inc.	2011 Access To Home II	HCR	Access to Home	\$250,000	\$340,000	\$250,000	
14108	SCAP dba Arbor Development	HOME CHDO ACQ/REHAB/SALE	HCR	HOME	\$600,000	\$1,612,160	\$300,000	
14111	Village of Addison	Village Of Addison NY Main Street 2011	HCR	New York Main Street	\$212,300	\$357,000	\$170,492	
14128	Village of Franklin	2011 Franklin Village NY Main Street Program	HCR	New York Main Street	\$255,000	\$539,800	\$255,000	
14131	Schuyler County	Schuyler County Well & Septic Replacement Program	HCR	CDBG - Housing	\$144,000	\$144,000	\$144,000	
14136	Steuben County	Steuben County Well and Septic System Program	HCR	CDBG - Housing	\$198,000	\$246,000	\$198,000	
14138	Tompkins County	Tompkins County Housing Rehabilitation Program	HCR	CDBG - Housing	\$400,000	\$445,000	\$400,000	
14161	Chenango County	Chenango County Homeownership Program	HCR	CDBG - Housing	\$350,000	\$1,652,500	\$350,000	
14164	Town of Colesville	Town of Colesville Housing Rehabilitation Program	HCR	CDBG - Housing	\$400,000	\$400,000	\$400,000	
14173	Village of Deposit	Village of Deposit Drinking Water Distribution Improvements	HCR	CDBG - Public Infrastructure	\$600,000	\$698,732	\$498,051	
14187	First Ward Action Council	First Ward HIP 2011	HCR	Affordable Home Ownership Development Program (AHC)	\$300,000	\$500,000	\$250,632	
14189	Opportunities for Chenango	Broome County HIP III	HCR	Affordable Home Ownership Development Program (AHC)	\$600,000	\$1,791,500	\$600,000	

## ROUND 1

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
14191	Ithaca Neighborhood Housing Services Inc.	Holly Creek Townhouses	HCR	Affordable Home Ownership Development Program (AHC)	\$770,000	\$5,076,086	\$70,000	<span style="color: blue;">■</span>
14192	Community Progress Inc.	Tri-County HIP 2011	HCR	Affordable Home Ownership Development Program (AHC)	\$600,000	\$1,200,000	\$600,000	<span style="color: blue;">■</span>
14195	City of Hornell	City of Hornell Housing Rehabilitation Program	HCR	CDBG - Housing	\$400,000	\$430,000	\$400,000	<span style="color: blue;">■</span>
14232	Village of Port Dickinson	Village of Port Dickinson Municipal Building Accessibility Project	HCR	CDBG - Public Facilities	\$400,000	\$400,000	\$400,000	<span style="color: blue;">■</span>
20611	Southern Tier Region Economic Development Corporation	STREDC - Community Revitalization Program Capital	ESD	Regional Council Capital Fund	\$1,000,000	\$1,000,000	\$1,000,000	<span style="color: blue;">■</span>
21057	Town of Erwin	Reconstruction of Robert Dann Drive	DOT	Multi-Modal Project	\$750,000	\$2,509,372		<span style="color: green;">■</span>
21058	City of Ithaca	Install sidewalks, curbs, bike lanes, and highway appurtenances on Old Elmira Road.	DOT	Multi-Modal Project	\$682,500	\$1,365,000		<span style="color: green;">■</span>
21059	County of Tompkins	Pedestrian Bridge replacement over Pine Tree Road and Reconstruction of Pine Tree Road	DOT	Multi-Modal Project	\$521,000	\$1,468,734		<span style="color: green;">■</span>

## ROUND 2

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
14550	Southern Tier High Technology Incubator Inc.	Southern Tier High Technology Incubator Capital	ESD	Empire State Development Grant Funds	\$7,000,000	\$13,000,000	\$7,000,000	<span style="color: blue;">■</span>
14621	Schuyler County	Planning and Preliminary Engineering to Decommission and Consolidate Waste Water Treatment Plants	DOS	Local Waterfront Revitalization	\$150,000	\$300,000	\$150,000	<span style="color: blue;">■</span>
14621	Schuyler County	Schuyler County - Seneca I Phase 1 Capita	ESD	Empire State Development Grant Funds	\$150,000	\$450,000	\$150,000	<span style="color: blue;">■</span>
15124	Near Westside Neighborhood Association Inc.	355 Davis Street Restoration	HCR	HCR - Urban Initiatives (UI)	\$110,365	\$144,464	\$110,365	<span style="color: blue;">■</span>
15447	Buckingham Manufacturing	Buckingham Manufacturing Capital	ESD	Empire State Development Grant Funds	\$50,000	\$200,000	\$50,000	<span style="color: blue;">■</span>
15480	Village of Wayland	Water System Improvement Program	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure	\$565,000	\$565,000	\$565,000	<span style="color: blue;">■</span>
15579	Roberson Memorial Inc.	Improving a Community Resource	Parks	Heritage Areas System Acquisition, Development and Planning	\$24,000	\$32,000	\$24,000	<span style="color: blue;">■</span>
15579	North Country Cultural Center for the Arts	Strand Restoration	Parks	Historic Property Acquisition, Development and Planning	\$305,175	\$497,200	\$152,348	<span style="color: blue;">■</span>
15625	Sunrise Family Farms	Sunrise Family Farms Capital	ESD	Empire State Development Grant Funds	\$275,000	\$2,657,000	\$275,000	<span style="color: blue;">■</span>
15917	City of Ithaca	Ithaca Commons Capital	ESD	Empire State Development Grant Funds	\$1,800,000	\$12,045,876	\$1,445,029	<span style="color: blue;">■</span>
15918	Bates Troy Inc.	Bates Troy Capital	ESD	Empire State Development Grant Funds	\$180,000	\$1,465,000	\$342,000	<span style="color: green;">■</span>
15978	Development Chenango Corporation	New Berlin Main Street Program	HCR	HCR - New York Main Street (NYMS)	\$250,000	\$340,000	\$87,499	<span style="color: blue;">■</span>
16000	City of Ithaca	Cascadilla Boathouse Second Floor	Parks	Historic Property Acquisition, Development and Planning	\$75,290	\$112,290	\$32,247	<span style="color: green;">■</span>
16001	Binghamton Local Development Corporation	Historic Downtown Business District Revitalization Program	HCR	HCR - New York Main Street (NYMS)	\$250,000	\$587,420	\$226,999	<span style="color: blue;">■</span>
16211	Cornell University	Cornell University Greenhouse Capital	ESD	Empire State Development Grant Funds	\$350,000	\$2,162,000	\$210,000	<span style="color: green;">■</span>
16221	Cornell University	Cornell University Capital	ESD	Empire State Development Grant Funds	\$500,000	\$2,697,908		<span style="color: green;">■</span>
16328	Cayuga Compost/ P&S Excavating LLC	Cayuga Compost - EIP - RC2	ESD	Environmental Investment I Program - Capita	\$200,000	\$459,418		<span style="color: green;">■</span>

## ROUND 2

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
16368	Endicott Interconnect Technologies Inc.	Endicott Interconnect I Technologies Capita	ESD	Empire State Development Grant Funds	\$250,000	\$3,668,000		
16378	Southern Tier Economic Growth Inc.	West Water Street Row Houses	HCR	HCR - Urban Initiatives (UI)	\$200,000	\$469,000	\$200,000	
16576	Steuben Churchpeople Against Poverty dba Arbor Housing and Development	Arbor Housing and Development Capital	ESD	Empire State Development Grant Funds	\$700,000	\$3,395,361	\$450,000	
16845	Town of Prattsburgh	Prattsburgh Water District Improvements Project	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure	\$600,000	\$1,830,000	\$600,000	
16969	Heart of the Catskills Communications Inc.	MARK Project Capital	ESD	Empire State Development Grant Funds	\$250,000	\$800,000	\$187,500	
16993	Watkins Brewery Holdings	Watkins Brewery Holdings Capital	ESD	Empire State Development Grant Funds	\$600,000	\$2,990,500	\$800,000	
17020	Walton Arms	Walton Arms Capital	ESD	Empire State Development Grant Funds	\$194,000	\$975,000	\$194,000	
17070	Challenge Industries Inc.	Finger Lakes Food Hub	Ag & Mkts	Agriculture Development Program	\$150,000	\$2,150,433	\$150,000	
17070	Challenge Industries	Finger Lakes Food Hub Capital	ESD	Empire State Development Grant Funds	\$300,000	\$2,149,000	\$240,000	
17072	Kirkside of Roxbury Inc.	Kirkside Retirement Home	HCR	HCR - Rural Area Revitalization Projects (RAP)	\$200,000	\$247,950	\$200,000	
17073	M-ARK Project Inc.	Fleischmanns Theater Restoration	HCR	HCR - Rural Area Revitalization Projects (RAP)	\$200,000	\$285,000	\$179,394	
17102	Schuyler County Partnership for Economic Development	Odessa Main St Building Improvements	HCR	HCR - Rural Area Revitalization Projects (RAP)	\$50,000	\$55,000	\$40,251	
17105	Schuyler County Partnership for Economic Development	Burdett Main St Building Improvements	HCR	HCR - Rural Area Revitalization Projects (RAP)	\$50,000	\$55,000		
17110	Schuyler County Partnership for Economic Development	Watkins Glen Franklin Street Building Improvements	HCR	HCR - Rural Area Revitalization Projects (RAP)	\$150,000	\$955,000	\$146,814	
17198	L Enterprises	Emerson Complex Redevelopment	ESD	Empire State Development Grant Funds	\$344,000	\$2,101,479	\$344,000	
17307	Vitaluna LLC	2 Court Street Green Roof	EFC	Green Innovation Grant Program	\$309,722	\$318,053	\$272,685	
17383	Paleontological Research Inst.	10th Anniversary Celebration of the Museum of the Earth	Arts	Art Project Grant	\$65,725	\$131,450	\$52,580	
17602	Town of Prattsburgh	Wastewater Engineering Study	DEC	CWSRF Engineering Planning Grant Program	\$30,000	\$37,500	\$23,178	

## ROUND 2

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
17727	Willow Run Foods Inc.	East Cost CNG Tractors	NYSERDA	NYSERDA - Regional Economic Development and GHG Reduction Program	\$1,000,000	\$3,702,400	\$979,573	<span style="color: blue;">■</span>
17779	Village of South Corning	Wastewater Engineering Study	DEC	CWSRF Engineering Planning Grant Program	\$22,480	\$28,100	\$20,255	<span style="color: blue;">■</span>
17908	Village of Addison	Wastewater Engineering Study	DEC	CWSRF Engineering Planning Grant Program	\$22,480	\$28,100	\$22,480	<span style="color: blue;">■</span>
17957	Goodwill Theatre Inc.	Adaptive Reuse of Firehouse	HCR	HCR - Rural Area Revitalization Projects (RARP)	\$200,000	\$420,000	\$200,000	<span style="color: blue;">■</span>
17957	Goodwill Theatre Inc.	Adaptive Reuse of Firehouse	Parks	Heritage Areas System Acquisition, Development and Planning	\$325,000	\$780,200		<span style="color: orange;">■</span>
18062	Tioga County	Nichols Downtown Revitalization Program	HCR	HCR - New York Main Street (NYMS)	\$250,000	\$422,855	\$250,000	<span style="color: blue;">■</span>
18235	Village of Greene	Sewer Collection System Engineering Study	DEC	CWSRF Engineering Planning Grant Program	\$22,480	\$29,980	\$22,480	<span style="color: blue;">■</span>
18236	Corning Intown District Management Association	2012 Market Street Revitalization Program	HCR	HCR - New York Main Street (NYMS)	\$250,000	\$1,420,000	\$250,000	<span style="color: blue;">■</span>
18343	Corning Inc.	Corning Diesel Capital	ESD	Empire State Development Grant Funds	\$2,500,000	\$250,000,000		<span style="color: orange;">■</span>
18481	Tioga County Local Development Corp.	The Great Outdoors- I LOVE Fresh Air	ESD	Regional Tourism Marketing Grant Initiative (I LOVE NY Fund)	\$110,000	\$287,000	\$110,000	<span style="color: blue;">■</span>
18655	Southern Tier Region Economic Development Corporation	STREDC - Shovel Ready Program Capital	ESD	Empire State Development Grant Funds	\$1,500,000	\$1,500,000	\$1,050,000	<span style="color: red;">■</span>
18658	Southern Tier Region Economic Development Corporation	STREDC - Community Revitalization Program Capital	ESD	Empire State Development Grant Funds	\$2,500,000	\$2,500,000	\$2,250,000	<span style="color: red;">■</span>
18674	Southern Tier Region Economic Development Corporation	STREDC - Telemedicine and Mobile Technology Fund Capital	ESD	Empire State Development Grant Funds	\$2,500,000	\$2,125,000	\$1,487,500	<span style="color: red;">■</span>
18806	BAE Systems Controls	BAE Systems Capital	ESD	Empire State Development Grant Funds	\$500,000	\$3,460,000		<span style="color: black;">■</span>
18893	Town of Danby	West Danby Water District Improvements Project	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure	\$404,800	\$404,800	\$399,117	<span style="color: blue;">■</span>
18946	Town of Lansing	Town of Lansing Capital	ESD	Empire State Development Grant Funds	\$2,537,000	\$16,000,000		<span style="color: black;">■</span>
18953	Broome County Parks & Recreation Dept.	Broome County Arena Capital	ESD	Empire State Development Grant Funds	\$500,000	\$2,500,000	\$499,500	<span style="color: blue;">■</span>

## ROUND 2

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
19026	Ithaca Downtown Business Improvement District Inc. dba Downtown Ithaca Alliance	Ithaca Commons Revitalization Program	HCR	HCR - New York Main Street (NYMS)	\$250,000	\$477,268	\$250,000	<span style="color: blue;">■</span>
19027	Village of Watkins Glen	Watkins Glen Sanitary Sewer System Evaluation	DEC	CWSRF Engineering Planning Grant Program	\$30,000	\$38,650	\$30,000	<span style="color: blue;">■</span>
19114	Broome Community College	Radiologic Tech Equipment Upgrade Capital	ESD	Empire State Development Grant Funds	\$75,000	\$358,230	\$150,000	<span style="color: blue;">■</span>
19248	Finger Lakes Wine Country Tourism Marketing	Cleveland Loves Finger Lakes Wine Country	ESD	Regional Tourism Marketing Grant Initiative (I LOVE NY Fund)	\$125,000	\$1,026,000	\$125,000	<span style="color: blue;">■</span>
19376	Town of Conklin	Sewer Engineering Study	DEC	CWSRF Engineering Planning Grant Program	\$30,000	\$37,500	\$23,094	<span style="color: blue;">■</span>
19561	Delaware Chenango Madison Otsego Board of Cooperative Educational Services - Unemployed Worker Training	Delaware Chenango Madison Otsego Board of Cooperative Educational Services - Unemployed Worker Training	DOL	Worker Skills Upgrading - Unemployed Worker Training	\$99,785	\$99,785	\$32,265	<span style="color: blue;">■</span>
19606	Southern Tier Region Economic Development Corporation	STREDC - Rural Initiative Program Capital	ESD	Empire State Development Grant Funds	\$1,000,000	\$1,000,000	\$900,000	<span style="color: red;">■</span>
19627	City of Elmira	Lackawanna Trail Extension	Parks	Park Acquisition, Development and Planning	\$150,000	\$200,000	\$110,774	<span style="color: blue;">■</span>
19696	Huron Real Estate Associates LLC	Huron Real Estate Associates LLC - New Hire/OJT Training	DOL	Worker Skills Upgrading - New Hire (On-the-Job) Training	\$100,000	\$100,000		<span style="color: black;">■</span>
19716	Town of Southport	Wastewater Engineering Study	DEC	CWSRF Engineering Planning Grant Program	\$30,000	\$37,500	\$30,000	<span style="color: blue;">■</span>
19865	Board of Cooperative Educational Services - Broome dba Broome BOCES	Board of Cooperative Educational Services - Broome dba Broome BOCES - Unemployed Worker Training	DOL	Worker Skills Upgrading - Unemployed Worker Training	\$80,240	\$80,240	\$58,866	<span style="color: blue;">■</span>
19906	Frito-Lay Inc.	Frito-Lay Inc. - Existing Employee Training	DOL	Worker Skills Upgrading - Existing Employee Training	\$100,000	\$100,000		<span style="color: black;">■</span>
19935	Broome County	Binghamton Airport Geothermal	NYSERDA	NYSERDA - Regional Economic Development and GHG Reduction Program	\$350,000	\$1,250,000	\$107,600	<span style="color: green;">■</span>
25102	Corning Inc.	Corning Diesel Capital II	ESD	Empire State Development Grant Funds	\$500,000	\$250,000,000		<span style="color: orange;">■</span>

## ROUND 3

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
25740	Elmira College	Elmira College Capital	ESD	Empire State Development Grant Funds	\$2,250,000	\$5,564,000	\$2,137,500	<span style="color: blue;">■</span>
26329	Steuben Churchpeople Against Poverty Inc. dba Arbor Housing and Development	Bridge Street Offices	HCR	HCR - Rural Area Revitalization) Projects (RARP	\$150,000	\$2,940,662	\$150,000	<span style="color: blue;">■</span>
26359	Village of Endicott	Union District Main Street Program	Parks	Heritage Areas System Acquisition, Development and Planning	\$20,000	\$450,000		<span style="color: green;">■</span>
26681	ACHIEVE	ACHIEVE Capital	ESD	Empire State Development Grant Funds	\$304,000	\$379,000	\$304,000	<span style="color: blue;">■</span>
26758	Save the Sherburne Inn Restoration Project Inc.	Restoration	Parks	Historic Property Acquisition, Development and Planning	\$500,000	\$724,531	\$450,000	<span style="color: green;">■</span>
26890	Chenango County	Chenango County IRA Revitalization Program	HCR	HCR - Community Development Block Grant (CDBG) - Public Facilities	\$266,416	\$555,261	\$266,416	<span style="color: blue;">■</span>
27148	Essex Hotel Management LLC	The Inn at Corning Capital	ESD	Empire State Development Grant Funds	\$2,000,000	\$14,000,000		<span style="color: green;">■</span>
27199	Western Catskills Community Revitalization Council Inc.	Hobart Revitalization Capital	ESD	Market New York	\$180,000	\$382,563		<span style="color: black;">■</span>
27199	Western Catskills Community Revitalization Council Inc.	Hobart Revitalization NYMS	HCR	HCR - New York Main Street (NYMS)	\$200,000	\$1,037,500	\$86,201	<span style="color: blue;">■</span>
27209	Tompkins Cortland Community College Foundation Inc.	Tompkins Cortland Community College Foundation Capital	ESD	Empire State Development Grant Funds	\$1,000,000	\$6,503,000	\$1,000,000	<span style="color: blue;">■</span>
27209	Tompkins Cortland Community College Foundation Inc.	Dryden Farm and Culinary Center Capital	ESD	Market New York	\$1,300,800	\$6,503,980	\$1,298,785	<span style="color: blue;">■</span>
27584	Roberson Memorial Inc.	Roberson Memorial Capital	ESD	Empire State Development Grant Funds	\$500,000	\$207,281	\$50,000	<span style="color: blue;">■</span>
27616	Town of Wayne	Town of Wayne Wastewater Engineering Study	DEC	Engineering Planning Grant Program	\$22,500	\$28,125	\$22,500	<span style="color: blue;">■</span>
27802	Village of Newark Valley	Municipal Building	Parks	Historic Property Acquisition, Development and Planning	\$195,000	\$390,000	\$195,000	<span style="color: blue;">■</span>
27811	Amphenol Corp.	Lean and Advanced Manufacturing Training	DOL	Existing Employee Training Program	\$79,900	\$79,900	\$63,150	<span style="color: blue;">■</span>
27828	Broome County Urban League Inc.	Office Operations and Software Training	DOL	Unemployed Worker Training	\$100,000	\$200,000	\$121,150	<span style="color: red;">■</span>
27911	Town of Erwin	Town of Erwin Wastewater Treatment Engineering Study	DEC	Engineering Planning Grant Program	\$30,000	\$37,500	\$30,000	<span style="color: blue;">■</span>
28019	Southern Tier Central Regional Planning and Development Board	Comprehensive Plan Update	NYSERDA	Cleaner Greener Communities (CGC), Phase II Implementation Grants, Category 2: Comprehensive Planning	\$239,776	\$299,726	\$204,793	<span style="color: green;">■</span>

## ROUND 3

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
28099	City of Corning	Canfield Park Project	Parks	Park Acquisition, Development and Planning	\$114,302	\$152,402	\$72,450	<span style="color: blue;">■</span>
28191	Chemung County Performing Arts Inc. dba Clemens Center	Clemens Tourism Capital	ESD	Empire State Development Grant Funds	\$150,000	\$187,129	\$50,000	<span style="color: blue;">■</span>
28191	Chemung County Performing Arts Inc. dba Clemens Center	Clemens Tourism Capital	ESD	Market New York	\$89,415	\$276,544	\$89,415	<span style="color: blue;">■</span>
28242	Village of Watkins Glen	Planning for Watkins Glen Middle Marina	DOS	Local Waterfront Revitalization Program	\$106,750	\$213,500		<span style="color: black;">■</span>
28244	Community Progress Inc.	Montour Falls Main Street	HCR	HCR - New York Main Street (NYMS)	\$180,500	\$383,000	\$169,719	<span style="color: blue;">■</span>
28323	Southern Tier Network Inc.	Broadband Extension Project	ESD	Empire State Development Grant Funds	\$5,000,000	\$6,550,000	\$3,972,176	<span style="color: green;">■</span>
28385	Village Of Sidney	Village of Sidney	ESD	ESD - Strategic Planning and Feasibility Studies	\$25,000	\$50,000		<span style="color: black;">■</span>
28393	Broome-Tioga Board of Cooperative Educational Services	Nursing Assistant Training	DOL	Unemployed Worker Training	\$40,800	\$41,979	\$30,600	<span style="color: blue;">■</span>
28452	Pro Action of Steuben and Yates Inc.	ESTP	DOS	Community Services Block Grant	\$90,397	\$112,997	\$78,561	<span style="color: blue;">■</span>
28579	Village of Deposit	Front Street Improvements	DOS	Local Waterfront Revitalization Program	\$122,307	\$244,614		<span style="color: green;">■</span>
28579	Village of Deposit, Broome/Delaware Counties	Village of Deposit Front Street Streetscape Improvements	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure	\$486,000	\$1,555,614	\$486,000	<span style="color: blue;">■</span>
28581	Village of Deposit	Comprehensive Plan	NYSERDA	Cleaner Greener Communities (CGC), Phase II Implementation Grants, Category 2: Comprehensive Planning	\$50,000	\$67,000	\$22,500	<span style="color: green;">■</span>
28619	County of Chenango	Family Enrichment Network Capital	ESD	Empire State Development Grant Funds	\$100,000	\$489,000		<span style="color: black;">■</span>
28808	Development Chenango Corporation	Norwich Anchor Property Revitalization Project	HCR	HCR - Rural Area Revitalization Projects (RARP)	\$150,000	\$835,000	\$150,000	<span style="color: blue;">■</span>
28946	Cornell University	Southern Tier Innovation Hot Spot	ESD	New York State Business Incubator and Innovation Hot Spot Support Program	\$250,000	\$2,250,000		<span style="color: green;">■</span>
28949	Cornell University	Cornell University Ithaca Incubator	ESD	Empire State Development Grant Funds	\$1,000,000	\$3,500,000		<span style="color: green;">■</span>
29052	Finger Lakes ReUse Inc.	Finger Lakes ReUse Working Capital	ESD	ESD Technical Assistance and Training Grants - Opportunity Agenda Projects	\$100,000	\$455,269	\$100,000	<span style="color: blue;">■</span>

## ROUND 3

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
29060	The Institute for Human Services Inc.	AmeriCorps Economic Opportunity	ONCS	New York State AmeriCorps Program	\$184,052	\$295,686	\$91,045	<span style="color: green;">■</span>
29069	SEPP Inc.	Watkins Glen Senior Housing Capital	ESD	Empire State Development Grant Funds	\$900,000	\$14,339,587	\$900,000	<span style="color: blue;">■</span>
29541	NYS Office of Parks, Recreation and Historic Preservation	Green Infrastructure Retrofit (Taughannock Falls)	EFC	Green Innovation Grant Program	\$320,000	\$1,575,000	\$320,000	<span style="color: blue;">■</span>
29555	Delaware County Local Development Corporation	Village of Walton Revitalization	HCR	HCR - Rural Area Revitalization Projects (RARP)	\$150,000	\$395,000	\$147,003	<span style="color: blue;">■</span>
29577	Delaware County IDA	Green Lumber Capital	ESD	Empire State Development Grant Funds	\$850,000	\$1,400,000	\$850,000	<span style="color: blue;">■</span>
29579	City of Hornell	City of Hornell Wastewater Engineering Study	DEC	Engineering Planning Grant Program	\$30,000	\$37,500	\$23,920	<span style="color: blue;">■</span>
29582	City of Hornell	Hornell Water Pollution Control Plant Improvements	HCR	HCR - Community Development Block Grant (CDBG) - Public Facilities	\$600,000	\$783,610	\$600,000	<span style="color: blue;">■</span>
29584	Delaware County IDA	DCIDA - Wissahickon Capital	ESD	Empire State Development Grant Funds	\$205,000	\$559,390		<span style="color: orange;">■</span>
29651	Village of Greene	Village of Greene Wastewater Treatment Facility Evaluations and Improvements Study	DEC	Engineering Planning Grant Program	\$22,480	\$28,100	\$22,480	<span style="color: blue;">■</span>
29703	Corning Museum of Glass	Corning Museum of Glass Capital	ESD	Empire State Development Grant Funds	\$1,500,000	\$50,800,000	\$1,500,000	<span style="color: blue;">■</span>
29777	Village of Trumansburg	Village of Trumansburg Wastewater Treatment Plant Eng. Study	DEC	Engineering Planning Grant Program	\$19,840	\$24,800	\$19,840	<span style="color: blue;">■</span>
29799	Chenango County Council of the Arts	Upgrade Theatrical Equipment	Arts	Artistic Program Capital Equipment	\$10,785	\$21,570	\$10,785	<span style="color: blue;">■</span>
29801	Art Mission Ltd.	Digital Conversion Project	Arts	Digital Film Projector Conversion Program	\$52,904	\$105,809	\$52,904	<span style="color: blue;">■</span>
29804	Research Foundation of SUNY at Delhi	SUNYDelhi Water Irrigation Capital	ESD	Empire State Development Grant Funds	\$720,000	\$4,320,000		<span style="color: black;">■</span>
29833	Village of Owego	Village of Owego Wastewater Facilities Upgrade Engineering Study	DEC	Engineering Planning Grant Program	\$30,000	\$37,500	\$30,000	<span style="color: blue;">■</span>
30040	Town of Ithaca	Energy Rating and Disclosure Ordinance Project	NYSERDA	Cleaner Greener Communities (CGC), Phase II Implementation Grants, Category 2: Comprehensive Planning	\$70,000	\$100,000	\$70,000	<span style="color: blue;">■</span>
30076	Town of Corning	Town of Corning Wastewater Eng. Study for the East Corning Area	DEC	Engineering Planning Grant Program	\$30,000	\$37,500	\$30,000	<span style="color: blue;">■</span>

## ROUND 3

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
30225	Tioga County Industrial Development Agency	Tioga County IDA Capital	ESD	ESD - Strategic Planning and Feasibility Studies	\$50,000	\$109,387	\$50,000	<div style="width: 100%; height: 10px; background-color: #0070c0;"></div>
30238	Town of Horseheads	Consolidated Government Operations Plan	DOS	Local Government Efficiency Program	\$28,000	\$56,000	\$28,000	<div style="width: 100%; height: 10px; background-color: #0070c0;"></div>
30357	East Lake Holdings LLC	East Lake HPort 2 Capital	ESD	Empire State Development Grant Funds	\$725,000	\$6,757,421	\$725,000	<div style="width: 100%; height: 10px; background-color: #0070c0;"></div>
30360	First Excelsior Group LLC	First Arena Capital	ESD	Empire State Development Grant Funds	\$1,500,000	\$7,597,795	\$1,500,000	<div style="width: 100%; height: 10px; background-color: #0070c0;"></div>
30469	Heart of the Catskills Communications Inc.	MTC Cable Wireless Broadband Expansion Project Phase II	ESD	Empire State Development Grant Funds	\$320,500	\$778,540	\$260,731	<div style="width: 100%; height: 10px; background-color: #76923c;"></div>
30635	Cornell Cooperative Extension of Tompkins County	Southern Tier Bulk Wood Pellet Infrastructure Boost Program	NYSERDA	Cleaner Greener Communities (CGC), Phase II Implementation Grants, Category 3: Sustainability Projects	\$1,304,538	\$2,276,352	\$671,760	<div style="width: 100%; height: 10px; background-color: #76923c;"></div>
30663	Tioga County Local Development Corporation	150 Broad Street Waverly Revitalization	HCR	HCR - Rural Area Revitalization Projects (RARP)	\$137,547	\$180,818	\$101,473	<div style="width: 100%; height: 10px; background-color: #0070c0;"></div>
30700	Village of Bath	Village of Bath Wastewater Engineering Study	DEC	Engineering Planning Grant Program	\$23,200	\$29,000	\$23,200	<div style="width: 100%; height: 10px; background-color: #0070c0;"></div>
30720	Village of Endicott	Village of Endicott Wastewater Engineering Study	DEC	Engineering Planning Grant Program	\$30,000	\$37,500	\$30,000	<div style="width: 100%; height: 10px; background-color: #0070c0;"></div>
30783	Town of Southport	Town of Southport Zoning Update	NYSERDA	Cleaner Greener Communities (CGC), Phase II Implementation Grants, Category 2: Comprehensive Planning	\$60,000	\$75,000	\$60,000	<div style="width: 100%; height: 10px; background-color: #0070c0;"></div>
30921	Village of Walton	Village of Walton Wastewater Engineering Study	DEC	Engineering Planning Grant Program	\$24,000	\$30,000	\$24,000	<div style="width: 100%; height: 10px; background-color: #0070c0;"></div>
30926	Village of Sidney	Main Street Improvements	DOS	Local Waterfront Revitalization Program	\$655,000	\$1,310,000	\$462,946	<div style="width: 100%; height: 10px; background-color: #76923c;"></div>
31047	Village of Oxford New York	Village of Oxford NYMS Technical Assistance Project	HCR	HCR - New York Main Street Technical Assistance (NYMS-TA)	\$9,500	\$10,000	\$9,500	<div style="width: 100%; height: 10px; background-color: #0070c0;"></div>
31050	Tompkins County	Relocation of NYS DOT Maintenance Facility Feasibility Study	DOS	Local Waterfront Revitalization Program	\$56,000	\$112,000	\$55,997	<div style="width: 100%; height: 10px; background-color: #0070c0;"></div>
31106	The State University of New York at Binghamton University	SUNY Binghamton University Capital	ESD	Empire State Development Grant Funds	\$750,000	\$7,500,000	\$750,000	<div style="width: 100%; height: 10px; background-color: #76923c;"></div>
31133	Broome County	Broome County - Capital	ESD	Empire State Development Grant Funds	\$1,250,000	\$10,000,000	\$1,250,000	<div style="width: 100%; height: 10px; background-color: #0070c0;"></div>
31136	Broome County	Green Stormwater Infrastructure	EFC	Green Innovation Grant Program	\$1,008,090	\$1,060,033	\$948,023	<div style="width: 100%; height: 10px; background-color: #0070c0;"></div>

## ROUND 3

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
31254	Kennedy Valve Company	Lean Manufacturing Training	DOL	Existing Employee Training Program	\$100,000	\$100,000	\$23,600	<span style="color: blue;">■</span>
31280	Southern Tier Region Economic Development Corp.	STREDC- Community Revitalization Program Capital	ESD	Empire State Development Grant Funds	\$1,250,000	\$1,250,000		<span style="color: red;">■</span>
31282	Southern Tier Region Economic Development Corp.	STREDC-Rural Initiative Venture Fund Capital	ESD	Empire State Development Grant Funds	\$1,000,000	\$1,650,000	\$1,155,000	<span style="color: red;">■</span>
31375	DYCO Electronics Inc.	Quality Management and Lean Manufacturing Training	DOL	Existing Employee Training Program	\$27,590	\$45,014	\$19,416	<span style="color: blue;">■</span>
31445	Engineering Manufacturing Technologies LLC	ISO 9001 Quality Management Systems and Software Training	DOL	Existing Employee Training Program	\$84,625	\$170,000	\$20,475	<span style="color: blue;">■</span>
31725	Tioga County Department of Public Works	Tioga Downs- Working Capital	ESD	ESD - Strategic Planning and Feasibility Studies	\$25,000	\$50,000		<span style="color: black;">■</span>
31774	Better Cities Towns	Ithaca Zoning Reform	NYSERDA	Cleaner Greener Communities (CGC), Phase II Implementation Grants, Category 2: Comprehensive Planning	\$175,000	\$500,000	\$160,000	<span style="color: green;">■</span>
31807	Chemung County Sewer Districts	Chemung County Sewer Districts Wastewater Nutrient Removal Study	DEC	Engineering Planning Grant Program	\$50,000	\$62,500		<span style="color: black;">■</span>
31830	Hilliard Corp.	Hilliard Capital	ESD	Empire State Development Grant Funds	\$145,000	\$765,616		<span style="color: black;">■</span>
31868	Dyco Electronics	Dyco Electronics Capital	ESD	Empire State Development Grant Funds	\$30,500	\$198,300		<span style="color: black;">■</span>
31962	Steuben County Chapter NYSARC Inc. dba The Arc of Steuben	Supervisory Skills Training	DOL	Existing Employee Training Program	\$8,100	\$25,020	\$8,100	<span style="color: blue;">■</span>
32049	Village of New Berlin	Village of New Berlin Sanitary Sewer System Engineering Study	DEC	Engineering Planning Grant Program	\$20,000	\$25,000	\$20,000	<span style="color: blue;">■</span>
32178	Chenango Place LLC	Chenango Place Capital	ESD	Empire State Development Grant Funds	\$250,000	\$8,800,000	\$250,000	<span style="color: blue;">■</span>
32186	Town of Chemung	Town of Chemung Wastewater Planning Study	DEC	Engineering Planning Grant Program	\$30,000	\$37,500	\$30,000	<span style="color: blue;">■</span>
32342	Town of Chenango	Town of Chenango Wastewater Treatment Plant Engineering Study	DEC	Engineering Planning Grant Program	\$25,000	\$31,250	\$25,000	<span style="color: blue;">■</span>
32417	Margaretville Lodging LLC	Margaretville Lodging Capital	ESD	Empire State Development Grant Funds	\$1,300,000	\$6,814,000		<span style="color: black;">■</span>
32577	Town of Southport	Town of Southport Wastewater Engineering Study	DEC	Engineering Planning Grant Program	\$30,000	\$37,500	\$30,000	<span style="color: blue;">■</span>

## ROUND 3

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
32599	Steuben County Conference and Visitors Bureau	Southern Tier Outdoor Show Marketing Program	ESD	Market New York	\$44,217	\$44,217	\$44,217	<span style="background-color: #0070C0; color: white;">■</span>
32643	Town of Union	Town of Union Sewer Corridor Study	DEC	Engineering Planning Grant Program	\$50,000	\$90,000	\$50,000	<span style="background-color: #0070C0; color: white;">■</span>
32653	Center for Employment Opportunities	CEO SNAP Opportunities Program	OTDA	SNAP Opportunities	\$30,000	\$60,000	\$58,200	<span style="background-color: #0070C0; color: white;">■</span>
32668	Doron Precision Systems Inc.	Lean Manufacturing Training	DOL	Existing Employee Training Program	\$41,000	\$89,900	\$31,075	<span style="background-color: #0070C0; color: white;">■</span>
32688	Tioga County LDC	I Love Fresh Air Phase II Working Capital	ESD	Market New York	\$100,000	\$256,000	\$100,000	<span style="background-color: #0070C0; color: white;">■</span>

## ROUND 4

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
38647	Life is Washable Inc.	OurSpace at Recreation Park	Parks	Park Acquisition, Development and Planning	\$500,000	\$667,500	\$500,000	<span style="color: blue;">■</span>
38709	Broome Community College	Broome Community College - Carnegie Library Capital	ESD	Empire State Development Grant Funds	\$5,497,200	\$19,800,000		<span style="color: green;">■</span>
38715	Broome County Land Bank Corp.	Broome County Land Bank Newman Development Capital	ESD	Empire State Development Grant Funds	\$3,000,000	\$21,810,000		<span style="color: green;">■</span>
38797	Near Westside Neighborhood Association Inc.	Richardson - Kennedy House Preservation Project	Parks	Historic Property Acquisition, Development and Planning	\$333,910	\$445,214		<span style="color: green;">■</span>
38813	Association for Vision Rehabilitation and Employment Inc.	Association for Vision Rehabilitation and Employment Capital	ESD	Empire State Development Grant Funds	\$500,000	\$1,700,000	\$500,000	<span style="color: blue;">■</span>
38876	Tioga Hardwoods Inc.	Tioga Hardwoods	ESD	Empire State Development Grant Funds	\$150,000	\$1,512,200		<span style="color: green;">■</span>
38881	City of Norwich	Heritage Block Green Parking Lot	EFC	Green Innovation Grant Program	\$534,000	\$650,956	\$51,782	<span style="color: black;">■</span>
38881	City of Norwich	City of Norwich Capital	ESD	Empire State Development Grant Funds	\$120,000	\$933,956		<span style="color: red;">■</span>
38914	Town of Windsor	Town of Windsor Working Capital	ESD	ESD - Strategic Planning and Feasibility Studies	\$5,000	\$7,000	\$5,000	<span style="color: blue;">■</span>
38928	Corning Intown District Management Association	Corning's Gaffer District Market Street East Renovation	HCR	HCR - New York Main Street (NYMS)	\$203,500	\$733,500	\$203,500	<span style="color: blue;">■</span>
39053	Town of Ulysses	Town of Ulysses Zoning Updates	NYSERDA	Cleaner Greener Communities (CGC), Phase II Implementation Grants, Category 2: Planning & Technical Assistance - Round 2 (CFA Round 4)	\$40,000	\$55,000	\$3,750	<span style="color: green;">■</span>
39056	Save the Sherburne Inn Restoration Project Inc.	Sherburne Inn Restoration	Parks	Historic Property Acquisition, Development and Planning	\$500,000	\$1,009,000		<span style="color: green;">■</span>
39093	Elmira Downtown Development Inc.	Elmira 200 Block - S. Main Street	HCR	HCR - New York Main Street (NYMS)	\$200,000	\$312,825	\$200,000	<span style="color: blue;">■</span>
39249	Corning Hospital	Corning Hospital Demo Capital	ESD	Empire State Development Grant Funds	\$2,000,000	\$10,250,000	\$503,615	<span style="color: green;">■</span>
39296	Finger Lakes Association Inc. dba Finger Lakes Tourism Alliance	Quality Service Training	DOL	Unemployed Worker Training Program	\$35,000	\$35,000		<span style="color: black;">■</span>
39446	Village of Sidney	Village of Sidney-Hotel Study	ESD	ESD - Strategic Planning and Feasibility Studies	\$50,000	\$100,000		<span style="color: green;">■</span>

## ROUND 4

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
39531	City of Elmira	City of Elmira Comprehensive Plan	NYSERDA	Cleaner Greener Communities (CGC), Phase II Implementation Grants, Category 2: Planning & Technical Assistance - Round 2 (CFA Round 4)	\$90,000	\$120,000	\$63,300	
39541	Schuyler County	Village of Watkins Glen: Seneca Capital	ESD	Empire State Development Grant Funds	\$1,250,000	\$5,450,000		
39649	Village of Sidney	Village of Sidney-Free Trade Zone Study	ESD	ESD - Strategic Planning and Feasibility Studies	\$25,000	\$50,000		
39755	Granite Works LLC	Granite Works Capital	ESD	Empire State Development Grant Funds	\$125,000	\$1,250,000		
39950	Watkins Glen International Inc.	Watkins Glen International Capital	ESD	Market New York	\$250,000	\$8,760,000		
39950	Watkins Glen International Inc.	Watkins Glen International Capital	ESD	Empire State Development Grant Funds	\$2,000,000	\$10,510,000		
40000	Town of Sidney	Sidney Center Wastewater Project	DEC	Engineering Planning Grant Program	\$13,408	\$16,760	\$13,408	
40034	Village of Painted Post	Painted Post Trail Capital	ESD	Empire State Development Grant Funds	\$85,000	\$232,000	\$46,400	
40156	Village of Groton	Village of Groton Downtown Planning Study	HCR	HCR - New York Main Street Technical Assistance (NYMS-TA)	\$20,000	\$21,100	\$20,000	
40199	Tri-Cities Opera Company Inc.	Tri-Cities Opera Roof and Façade Restoration	Parks	Heritage Areas System Acquisition, Development and Planning	\$90,364	\$125,606	\$3,002	
40255	Southern Tier Central Regional Planning and Development Board	Painted Post & Riverside Cooperative Comprehensive Planning Project	NYSERDA	Cleaner Greener Communities (CGC), Phase II Implementation Grants, Category 2: Planning & Technical Assistance - Round 2 (CFA Round 4)	\$75,000	\$100,000	\$17,173	
40257	WSKG Public Media	Uniquely New York Education Project	Arts	Arts, Culture & Heritage Project Grant - Round 4	\$76,000	\$158,000	\$60,800	
40257	WSKG Public Broadcasting	Path Through History Education Working Capital	ESD	Market New York	\$100,000	\$133,000	\$100,000	
40271	City of Norwich	City of Norwich Broad Street Revitalization	HCR	HCR - New York Main Street (NYMS)	\$250,000	\$440,000	\$226,344	
40424	Village of Montour Falls	Catherine Trail Connector Project	Canals	NYS Canalway Grant Program	\$30,000	\$60,000		
40578	Tioga County LDC	Tioga County Visitors and Education Center Capital	ESD	Market New York	\$112,960	\$564,800		
40755	Delaware County	Roxbury Historic Railroad Depot Master Plan	DOS	Local Waterfront Revitalization Program	\$25,000	\$50,000	\$24,820	
40811	Heart of the Catskills Communications Inc.	Delaware County Broadband Initiative	ESD	Empire State Development Grant Funds	\$2,900,000	\$6,766,000	\$2,900,000	

## ROUND 4

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
40825	The State University of New York at Binghamton University	SUNY Binghamton Global Center	ESD	Empire State Development Grant Funds	\$800,000	\$4,800,000		<span style="color: green;">■</span>
40977	Paleontological Research Group	Cayuga Nature Center Capital	ESD	Market New York	\$996,987	\$412,500		<span style="color: green;">■</span>
40977	Paleontological Research Group	Cayuga Nature Center Capital II	ESD	Empire State Development Grant Funds	\$250,000	\$412,500		<span style="color: green;">■</span>
41001	First Ward Action Council Inc.	The Binghamton Gateway Homes	ESD	Empire State Development Grant Funds	\$470,000	\$8,411,591	\$470,000	<span style="color: blue;">■</span>
41134	Finger Lakes ReUse Inc.	Ithaca ReUse Center Site Development	NYSERDA	Cleaner Greener Communities (CGC), Phase II Implementation Grants, Category 3: Sustainability Projects - Round 2 (CFA Round 4)	\$1,898,831	\$2,898,831		<span style="color: green;">■</span>
41207	Finger Lakes Association Inc.	Wine Water and Wonders Working Capital	ESD	Market New York	\$210,000	\$350,000	\$210,000	<span style="color: blue;">■</span>
41208	Security Mutual Life Insurance	Security Mutual Life Insurance of New York Capital	ESD	Empire State Development Grant Funds	\$2,000,000	\$4,000,000		<span style="color: black;">■</span>
41217	Crowley Foods Inc.	HP Hood Capital	ESD	Empire State Development Grant Funds	\$150,000	\$738,750		<span style="color: orange;">■</span>
41220	Alfred Technology Resources Inc.	Alfred Technology Resources Capital	ESD	Empire State Development Grant Funds	\$300,000	\$2,653,000		<span style="color: black;">■</span>
41313	Sportsfield Specialties Inc.	Sportsfield Specialties Capital	ESD	Empire State Development Grant Funds	\$900,000	\$6,956,719	\$675,000	<span style="color: green;">■</span>
41362	Village of Groton	Village of Groton Microenterprise Assistance Program	HCR	HCR - Community Development Block Grant (CDBG) Microenterprise	\$200,000	\$225,000	\$198,845	<span style="color: blue;">■</span>
41382	Town of Woodhull	Town of Woodhull- Hamlet of Woodhull Sewer District Improvements	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure	\$190,000	\$4,021,492		<span style="color: black;">■</span>
41400	Village of Sidney	Village of Sidney-Waterfront Feasibility Study	ESD	ESD - Strategic Planning and Feasibility Studies	\$25,000	\$50,000		<span style="color: green;">■</span>
41434	Village of South Corning	Village of South Corning Water Engineering Report	HCR	HCR - Community Development Block Grant (CDBG) - Community Planning	\$41,259	\$43,431	\$41,259	<span style="color: blue;">■</span>
41459	Delaware County	Stabilizing and Enhancing Local Economies in the Upper Delaware River and Tailwaters by Preserving the Unique Cold Water Fishery	DOS	Local Waterfront Revitalization Program	\$73,954	\$147,908	\$23,531	<span style="color: green;">■</span>
41468	Village of Painted Post	Painted Post Wastewater Infrastructure Engineering Planning Study	DEC	Engineering Planning Grant Program	\$30,000	\$37,500	\$30,000	<span style="color: blue;">■</span>
41555	Pro Action Steuben/Yates	Pathways to Workforce Stability (PtWS)	DOS	Community Services Block Grant	\$174,569	\$218,212	\$163,817	<span style="color: blue;">■</span>

## ROUND 4

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
41591	Genesee County Chamber of Commerce	Haunted History Trail of New York State Working Capital	ESD	Market New York	\$40,000	\$80,000	\$39,821	<span style="background-color: #0056b3; width: 100%; height: 10px;"></span>
41685	Cornell University	Cornell University Capital	ESD	Empire State Development Grant Funds	\$2,800,000	\$63,220,000	\$2,800,000	<span style="background-color: #0056b3; width: 100%; height: 10px;"></span>
41752	Town of Campbell	Town of Campbell and Village of Savona Wastewater Planning Study	DEC	Engineering Planning Grant Program	\$30,000	\$37,500	\$23,799	<span style="background-color: #0056b3; width: 100%; height: 10px;"></span>
41776	The CBORD Group Inc.	Management and Marketing Training	DOL	Existing Employee Training Program	\$41,500	\$41,500	\$35,548	<span style="background-color: #0056b3; width: 100%; height: 10px;"></span>
41819	Endicott Research Group Inc.	Lean and Continuous Improvement Training	DOL	Existing Employee Training Program	\$33,370	\$55,050	\$15,300	<span style="background-color: #0056b3; width: 100%; height: 10px;"></span>
41825	Town of Wayne	Town of Wayne Drinking Water Preliminary Engineering Report	HCR	HCR - Community Development Block Grant (CDBG) - Community Planning	\$50,000	\$52,500	\$50,000	<span style="background-color: #0056b3; width: 100%; height: 10px;"></span>
41891	EMHART GLASS MACHINES (USA) INC	Emhart Glass Manufacturing Capital	ESD	Empire State Development Grant Funds	\$1,650,000	\$6,330,000		<span style="background-color: #76b82a; width: 100%; height: 10px;"></span>
41900	Cayuga Wine Trail Inc.	Winery WayFinding and Marketing Working Capital	ESD	Market New York	\$75,000	\$100,000	\$75,000	<span style="background-color: #0056b3; width: 100%; height: 10px;"></span>
41920	Pacemaker Steel & Piping Co. Inc.	Pacemaker Steel Capital	ESD	Empire State Development Grant Funds	\$223,000	\$1,115,000	\$223,000	<span style="background-color: #0056b3; width: 100%; height: 10px;"></span>
41957	Town of Big Flats	Big Flats Elmira Water Capital	ESD	Empire State Development Grant Funds	\$130,000	\$634,433	\$98,000	<span style="background-color: #0056b3; width: 100%; height: 10px;"></span>
42063	Village of Greene	Village of Greene Water and Sewer Engineering Study	HCR	HCR - Community Development Block Grant (CDBG) - Community Planning	\$50,000	\$52,500	\$50,000	<span style="background-color: #0056b3; width: 100%; height: 10px;"></span>
42091	C & D Assembly Inc.	Soldering and Lean Operations Training	DOL	Existing Employee Training Program	\$50,000	\$103,010	\$44,100	<span style="background-color: #0056b3; width: 100%; height: 10px;"></span>
42099	Village of Afton	Afton Strategic Plan	DOS	Local Waterfront Revitalization Program	\$18,455	\$36,910	\$11,004	<span style="background-color: #0056b3; width: 100%; height: 10px;"></span>
42099	Village of Afton	Village of Afton Working Capital	ESD	ESD - Strategic Planning and Feasibility Studies	\$16,470	\$36,910		<span style="background-color: #76b82a; width: 100%; height: 10px;"></span>
42107	Town of Corning	Town of Corning - Corning Manor Water District	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure	\$600,000	\$900,000	\$600,000	<span style="background-color: #0056b3; width: 100%; height: 10px;"></span>
42124	Ithaca Tompkins County Convention Visitors Bureau	Mobile Technology Working Capital	ESD	Market New York	\$30,000	\$40,000	\$30,000	<span style="background-color: #0056b3; width: 100%; height: 10px;"></span>

## ROUND 4

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
42165	Ithaca Tompkins County Transportation Council	Electric Vehicle Feasibility Analysis	NYSERDA	Cleaner Greener Communities (CGC), Phase II Implementation Grants, Category 2: Planning & Technical Assistance - Round 2 (CFA Round 4)	\$91,000	\$125,000	\$41,022	<span style="color: green;">■</span>
42234	Town of Southport	Town of Southport and Elmira City School District Pine City Area Wastewater Study	DEC	Engineering Planning Grant Program	\$30,000	\$37,500	\$30,000	<span style="color: blue;">■</span>
42239	Town of Big Flats	Town of Big Flats Davenport/Olcott Road Area Wastewater Study	DEC	Engineering Planning Grant Program	\$30,000	\$37,500		<span style="color: black;">■</span>
42259	Village of Hammondsport	Hammondsport Village Square Wastewater Planning Study	DEC	Engineering Planning Grant Program	\$30,000	\$37,500	\$30,000	<span style="color: blue;">■</span>
42289	The Hilliard Corp.	Lean Manufacturing Training	DOL	Existing Employee Training Program	\$40,000	\$88,696	\$38,850	<span style="color: blue;">■</span>
42314	City of Ithaca	Lake Street Bridge Public Plaza Enhancement Capital	ESD	Market New York	\$97,500	\$97,500		<span style="color: green;">■</span>
42402	Village of Sidney	Village of Sidney NY Resilient Green Streetscape Program	DOS	Local Waterfront Revitalization Program	\$1,046,500	\$2,093,000	\$684,126	<span style="color: green;">■</span>
42611	Southern Tier Economic Growth	STEG Elmira Capital	ESD	Empire State Development Grant Funds	\$140,000	\$707,525		<span style="color: green;">■</span>
42626	The ARTS Council of the Southern Finger Lakes	Points of Inspiration	Arts	Arts, Culture & Heritage Project Grant - Round 4	\$24,500	\$64,425	\$24,500	<span style="color: blue;">■</span>
42636	BorgWarner Morse Tech Inc.	Machine Operation Training	DOL	Existing Employee Training Program	\$100,000	\$513,462	\$81,283	<span style="color: blue;">■</span>
42667	Broome-Tioga Board of Cooperative Education Services	Certified Nurse Assistant Training	DOL	Unemployed Worker Training Program	\$42,900	\$45,903	\$30,752	<span style="color: blue;">■</span>
42802	Elmira Stamping & Mfg. Corp.	Lean Manufacturing and Software Training	DOL	Existing Employee Training Program	\$99,128	\$99,128	\$33,750	<span style="color: blue;">■</span>
42807	Roxbury Arts Group	Support Programmatic and Development Strategies	Arts	Workforce Investment Program - Round 4	\$33,600	\$45,747	\$33,600	<span style="color: blue;">■</span>
42922	Greater Binghamton Development LLC	Greater Binghamton Development Capital	ESD	Empire State Development Grant Funds	\$500,000	\$3,275,000		<span style="color: orange;">■</span>
42935	PRECISION FILTERS Inc.	Precision Filters Capital	ESD	Empire State Development Grant Funds	\$12,000	\$60,243		<span style="color: green;">■</span>
43035	Finger Lakes Tourism Alliance	Finger Lakes Tourism Regional Marketing Working Capital	ESD	Market New York	\$375,000	\$500,000	\$375,000	<span style="color: blue;">■</span>
43113	Finger Lakes Wine Country Tourism Marketing Association	2015 Wine Bloggers Conference Working Capital	ESD	Market New York	\$95,000	\$117,793	\$88,344	<span style="color: blue;">■</span>

## ROUND 4

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
43165	Buckingham Manufacturing	Buckingham Manufacturing Capital II	ESD	Empire State Development Grant Funds	\$45,000	\$225,000		<span style="color: green;">■</span>
43183	Village of Sidney	Village of Sidney Wastewater Treatment Plant	DEC	Engineering Planning Grant Program	\$30,000	\$37,500	\$28,783	<span style="color: blue;">■</span>
43235	UnChained Properties LLC	Chain Works District Redevelopment Project	NYSERDA	Cleaner Greener Communities (CGC), Phase II Implementation Grants, Category 2: Planning & Technical Assistance - Round 2 (CFA Round 4)	\$250,000	\$1,000,000	\$60,000	<span style="color: green;">■</span>
43410	Hanford Mills Museum	Exploring Route 28: Kingston to Herkimer Working Capital	ESD	Market New York	\$37,500	\$22,366	\$16,774	<span style="color: blue;">■</span>
43425	Seneca Strategic Consulting LLC	Ithaca 2030 District	NYSERDA	Cleaner Greener Communities (CGC), Phase II Implementation Grants, Category 2: Planning & Technical Assistance - Round 2 (CFA Round 4)	\$90,380	\$198,380	\$45,250	<span style="color: green;">■</span>

# ROUND 5

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
50138	Village of Stamford	Village of Stamford Water System Improvements	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure	\$500,000	\$4,934,000	\$413,583	
50424	Village of Sidney	Boat Ramp Upgrades 2015	Parks	Park Acquisition, Development and Planning	\$40,856	\$54,475		
50447	Schuyler County Soil and Water Conservation District	Schuyler County Stream and Road Ditch Stabilization	DEC	Water Quality Improvement Project (WQIP) Program	\$350,000	\$650,000	\$350,000	
50517	Chicone Cabinetmakers LLC	Chicone Cabinetmakers Capital	ESD	Empire State Development Grant Funds	\$150,000	\$300,000		
50635	Tioga County	Waverly Downtown Revitalization Program	HCR	HCR - New York Main Street (NYMS)	\$300,000	\$450,000	\$299,484	
50680	Corning Community College	Corning Community College Development Foundation Capital	ESD	Empire State Development Grant Funds	\$3,500,000	\$33,000,000	\$6,000,000	
50694	Tioga County Industrial Development Agency	Tioga County IDA E-Site Water System Capital	ESD	Empire State Development Grant Funds	\$350,000	\$1,248,000		
50820	The MARK Project	Regional Main Street Program	HCR	HCR - New York Main Street (NYMS)	\$300,000	\$400,000	\$300,000	
50973	FDG Real Property Holdings LLC	City Center Lofts Green Roof	EFC	Green Innovation Grant Program	\$284,400	\$316,850	\$26,068	
50989	City of Corning	City of Corning Engineering Study	DEC	Engineering Planning Grant Program	\$19,600	\$24,500	\$19,600	
51179	City of Ithaca	Local Flood Hazard Analysis	DOS	Local Waterfront Revitalization Program	\$150,000	\$300,000	\$24,488	
51281	Downtown Ithaca Alliance	Rehabilitation of 115-117 N Cayuga St	HCR	HCR - New York Main Street (NYMS)	\$500,000	\$984,054		
51364	Town of Campbell	Town of Campbell Water District Study	HCR	HCR - Community Development Block Grant (CDBG) - Community Planning	\$45,000	\$49,500	\$45,000	
51428	Village of Delhi	River Park and Walk	DOS	Local Waterfront Revitalization Program	\$107,666	\$680,363		
51428	Village of Delhi	Village of Delhi River Park and Walk	Parks	Recreational Trails Program	\$163,862	\$163,861		
51449	Masserson Properties Inc.	Masserson at Roxbury Capital	ESD	Empire State Development Grant Funds	\$1,330,000	\$7,315,017		
51503	Town of Jasper	Town of Jasper Engineering Study	DEC	Engineering Planning Grant Program	\$30,000	\$37,500	\$26,715	
51612	JEGG Realty Norwich LLC	Norwich Best Western	ESD	Market New York	\$239,840	\$239,840		
51758	Kopernik Society of Broome County	Kopernik Science Center	Parks	Park Acquisition, Development and Planning	\$200,000	\$466,974		

## ROUND 5

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
51917	Buckingham Manufacturing	Buckingham Manufacturing Capital	ESD	Empire State Development Grant Funds	\$45,000	\$200,000		<span style="color: green;">■</span>
52170	Hopshire Brewery LLC	Hopshire Brewery Capital	ESD	Empire State Development Grant Funds	\$50,000	\$300,000		<span style="color: green;">■</span>
52319	Village of Walton	Walton WWTP Biogas Project	ESD	Empire State Development Grant Funds	\$1,500,000	\$8,900,000		<span style="color: black;">■</span>
52370	City of Corning	City of Corning Lamphear Court Road Improvements	HCR	HCR - Community Development Block Grant (CDBG) - Public Facilities	\$600,000	\$715,614	\$14,745	<span style="color: green;">■</span>
52371	Village of Bath	Village of Bath Main Street Technical Assistance	HCR	HCR - New York Main Street Technical Assistance (NYMS-TA)	\$20,000	\$21,000	\$19,950	<span style="color: blue;">■</span>
52429	Anchor Glass	Anchor Glass Container Equipment	ESD	Empire State Development Grant Funds	\$1,330,000	\$19,433,000		<span style="color: green;">■</span>
52439	Binghamton (C)	Local Waterfront Revitalization Program Update	DOS	Local Waterfront Revitalization Program	\$50,000	\$100,000		<span style="color: green;">■</span>
52533	Envision Elmira LLC	Werdenberg Building Capital	ESD	Empire State Development Grant Funds	\$120,000	\$707,500		<span style="color: green;">■</span>
52628	Village of Waverly	Village of Waverly Capital	ESD	Empire State Development Grant Funds	\$2,000,000	\$18,304,486		<span style="color: black;">■</span>
52704	Delaware County	Delaware County Microenterprise Program	HCR	HCR - Community Development Block Grant (CDBG) - Microenterprise	\$200,000	\$575,000	\$200,000	<span style="color: blue;">■</span>
52710	City of Binghamton	City of Binghamton Historic Carousel Restoration	Parks	Historic Property Acquisition, Development and Planning	\$500,000	\$748,000		<span style="color: green;">■</span>
52723	Community Progress Inc.	Village of Horseheads NYMS Program	HCR	HCR - New York Main Street (NYMS)	\$165,120	\$373,120	\$86,778	<span style="color: green;">■</span>
52779	DeMet's Candy Company	Demet's Candy Capital	ESD	Empire State Development Grant Funds	\$1,800,000	\$18,860,000		<span style="color: black;">■</span>
52781	Tompkins County	Cayuga Lake Blueway Trail Implementation	DOS	Local Waterfront Revitalization Program	\$101,245	\$203,454		<span style="color: green;">■</span>
52848	Tompkins County Soil and Water Conservation District	Tompkins County MS4 Mapping Project	DEC	Water Quality Improvement Project (WQIP) Program	\$59,750	\$138,645	\$41,940	<span style="color: green;">■</span>
52863	Ithaca Neighborhood Housing Services	210 Hancock Street Redevelopment	NYSDA	Cleaner Greener Communities (CGC), Phase II Implementation Grants, Category 3: Community-Scale Sustainability Projects - Round 3 (CFA Round 5)	\$516,674	\$688,899	\$315,636	<span style="color: green;">■</span>
52954	Town of Roxbury	Kirkside Park Improvements	DOS	Local Waterfront Revitalization Program	\$135,000	\$295,000		<span style="color: green;">■</span>
53008	Village of Addison	Waterfront Revitalization Plan	DOS	Local Waterfront Revitalization Program	\$13,505	\$381,010		<span style="color: black;">■</span>

## ROUND 5

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
53015	Leatherstocking Gas LLC	Chenango Gas	ESD	Empire State Development Grant Funds	\$1,500,000	\$16,389,998		<span style="background-color: black; color: black;">██████████</span>
53039	Town of Urbana	Town of Urbana Capital	ESD	Empire State Development Grant Funds	\$350,000	\$2,062,500		<span style="background-color: green; color: green;">██████████</span>
53144	Corning Intown District Management Association Inc.	Corning's Gaffer District Building Renovation 2015	HCR	HCR - New York Main Street (NYMS)	\$215,000	\$2,340,000	\$215,000	<span style="background-color: blue; color: blue;">██████████</span>
53163	Village of Deposit	Village of Deposit Water System Improvements	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure	\$599,935	\$599,935	\$583,675	<span style="background-color: blue; color: blue;">██████████</span>
53178	Broome County	Broome County Forest View Mobile Home Park WWTP	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure	\$127,000	\$126,549	\$13,388	<span style="background-color: black; color: black;">██████████</span>
53297	The State University of New York at Binghamton University	SUNY Binghamton Center of Excellence Capital	ESD	Empire State Development Grant Funds	\$600,000	\$3,149,383		<span style="background-color: green; color: green;">██████████</span>
53461	Town of Ithaca	Town of Ithaca Working Capital	ESD	ESD - Strategic Planning and Feasibility Studies	\$30,000	\$60,000		<span style="background-color: green; color: green;">██████████</span>
53463	Village of Montour Falls	Village of Montour Falls Sanitary Sewer Improvements	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure	\$600,000	\$1,800,000	\$600,000	<span style="background-color: blue; color: blue;">██████████</span>
53506	Historic Ithaca	Expanded Outreach Capacity	Arts	Council on the Arts - Workforce Investment (Round 5)	\$49,500	\$78,084	\$49,500	<span style="background-color: blue; color: blue;">██████████</span>
53534	The Ithaca Beer Co. Inc.	The Ithaca Beer Company Capital	ESD	Empire State Development Grant Funds	\$175,000	\$1,000,000		<span style="background-color: red; color: red;">██████████</span>
53650	Regan Development Corp.	Century Sunrise Redevelopment Capital	ESD	Empire State Development Grant Funds	\$1,000,000	\$29,344,656		<span style="background-color: green; color: green;">██████████</span>
53761	Simaar Inc.	Simaar Capital	ESD	Empire State Development Grant Funds	\$200,000	\$1,300,000	\$150,000	<span style="background-color: green; color: green;">██████████</span>
53866	Arnot Ogden Medical Center	Arnot Ogden Medical Center Capital	ESD	Empire State Development Grant Funds	\$1,500,000	\$12,037,075		<span style="background-color: green; color: green;">██████████</span>
54128	Goodwill Theatre Inc.	Cultural Anchor of Johnson City Health Cultural Innovation District	Parks	Heritage Areas System Acquisition, Development and Planning	\$500,000	\$10,015,484		<span style="background-color: green; color: green;">██████████</span>
54254	Town of Owego	Town of Owego Engineering Study	DEC	Engineering Planning Grant Program	\$24,500	\$30,630	\$24,500	<span style="background-color: blue; color: blue;">██████████</span>
54348	Town of Ithaca	Town of Ithaca Park Upgrades	Parks	Park Acquisition, Development and Planning	\$48,000	\$96,000	\$48,000	<span style="background-color: blue; color: blue;">██████████</span>
54614	Ice Energy Holdings Inc.	Ice Bear Capital	ESD	Empire State Development Grant Funds	\$400,000	\$1,715,000		<span style="background-color: black; color: black;">██████████</span>
54616	Cornell University	Cornell Green Parking and Outreach	EFC	Green Innovation Grant Program	\$362,468	\$681,167		<span style="background-color: green; color: green;">██████████</span>

## ROUND 5

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
54715	Tompkins County Soil and Water Conservation District	Compost Based Stormwater Best Management Practice - Tompkins County	DEC	Water Quality Improvement Project (WQIP) Program	\$77,700	\$105,884	\$43,112	<span style="color: green;">■</span>
54724	Transitair Inc.	Transitair Capital	ESD	Empire State Development Grant Funds	\$150,000	\$1,621,000		<span style="color: green;">■</span>
54748	Village of Sidney	Village of Sidney Riverlea Project	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure	\$600,000	\$10,115,000		<span style="color: black;">■</span>
54788	The ARTS Council of the Southern Finger Lakes	Cultural Heritage Regional Plan	Arts	Council on the Arts - Arts, Culture and Heritage New Initiatives - Planning (Round 5)	\$49,500	\$49,500	\$49,500	<span style="color: blue;">■</span>
54894	Finger Lakes Boating Museum	Finger Lakes Boating Museum Capital	ESD	Empire State Development Grant Funds	\$50,000	\$300,600		<span style="color: green;">■</span>
55033	Community Arts Partnership	Expanded Development and Outreach Capacity	Arts	Council on the Arts - Workforce Investment (Round 5)	\$37,254	\$49,672	\$37,254	<span style="color: blue;">■</span>
55096	Chemung County	Chemung Wastewater Disinfection Project	DEC	Water Quality Improvement Project (WQIP) Program	\$2,500,000	\$6,000,000		<span style="color: green;">■</span>
55098	Chemung County Sewer District No. 1	Chemung County Sewer District No. 1 Disinfection Improvements Engineering Study	DEC	Engineering Planning Grant Program	\$16,000	\$20,000	\$16,000	<span style="color: blue;">■</span>
55124	Unchained Properties LLC	Chain Works District Emerson Redevelopment Phase 1	NYSERDA	Cleaner Greener Communities (CGC), Phase II Implementation Grants, Category 3: Community-Scale Sustainability Projects - Round 3 (CFA Round 5)	\$1,500,000	\$41,000,000		<span style="color: orange;">■</span>
55194	Village of Groton	Village of Groton Stormwater Improvement Program	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure	\$471,679	\$471,679	\$471,679	<span style="color: blue;">■</span>
55195	City of Ithaca	City of Ithaca College Town Redevelopment	ESD	Empire State Development Grant Funds	\$1,000,000	\$6,200,000		<span style="color: green;">■</span>
55259	Bates Troy Inc.	Bates Troy Expansion	ESD	Empire State Development Grant Funds	\$600,000	\$3,495,000		<span style="color: orange;">■</span>
55298	Loco Development LLC	Loco Development Capital	ESD	Empire State Development Grant Funds	\$75,000	\$500,000		<span style="color: green;">■</span>
55340	Village of Windsor	Village of Windsor Revitalization	HCR	HCR - New York Main Street (NYMS)	\$220,166	\$275,725	\$193,582	<span style="color: green;">■</span>
55528	Tompkins County	Station Road Stream Restoration	DEC	Water Quality Improvement Project (WQIP) Program	\$246,077	\$492,473	\$16,810	<span style="color: green;">■</span>
55649	Tri-Bros Transportation LLC	Transportation Management Training	DOL	New Hire Training Program	\$99,680	\$99,680		<span style="color: black;">■</span>

# ROUND 5

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
55679	City of Hornell	City of Hornell Sanitary Sewer Rehabilitation	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure	\$585,000	\$585,000	\$585,000	
55707	National Pipe & Plastic	National Pipe & Plastic Capital	ESD	Empire State Development Grant Funds	\$500,000	\$4,000,000		
55779	Binghamton Urban Renewal Agency	7 Hawley Street Redevelopment	ESD	Empire State Development Grant Funds	\$3,450,000	\$20,246,000		
55817	Cameron Fabricating Corp	Cameron Manufacturing & Design	ESD	Empire State Development Grant Funds	\$400,000	\$6,050,000		
55881	Incodema3D LLC	Incodema URI Capital	ESD	Empire State Development Grant Funds	\$375,000	\$2,010,000	\$400,000	
55901	Raymond Corporation, The	Raymond Corporation Capital	ESD	Empire State Development Grant Funds	\$500,000	\$39,900,000		
55934	Elmira College	Elmira College Medical School Capital	ESD	Empire State Development Grant Funds	\$1,500,000	\$8,909,179		
55942	Delaware County Soil and Water Conservation District	South Street Bank Restoration Project	DEC	Water Quality Improvement Project (WQIP) Program	\$763,728	\$1,162,273	\$190,931	
56075	Tioga County Soil and Water Conservation District	Upper Susquehanna Coalition Emergency Stream Intervention Program	DEC	Water Quality Improvement Project (WQIP) Program	\$150,000	\$200,000		
56093	City of Corning	City of Corning Economic Opportunity Working Capital	ESD	ESD - Strategic Planning and Feasibility Studies	\$24,000	\$60,000		
56225	Tompkins County Soil and Water Conservation District	Tompkins County Hydroseeding Program	DEC	Water Quality Improvement Project (WQIP) Program	\$125,225	\$282,975	\$31,306	
56238	WSKG	BrewBeats Planning	Arts	Council on the Arts - Arts, Culture and Heritage New Initiatives - Planning (Round 5)	\$45,553	\$46,106	\$45,553	
56253	eatBing Inc.	Binghamton Culinary Tourism Alliance Working Capital	ESD	Market New York	\$58,800	\$79,000	\$15,316	
56336	City of Norwich	City of Norwich Engineering Study	DEC	Engineering Planning Grant Program	\$100,000	\$125,000	\$99,981	
56422	Delaware County Soil and Water Conservation District	Miller Ave. Culvert Replacement	DEC	Water Quality Improvement Project (WQIP) Program	\$182,856	\$273,189	\$45,714	
56455	Town of Union	Chugnut Trail Extension Design	DOS	Local Waterfront Revitalization Program	\$75,000	\$150,000	\$13,996	
56460	IncubatorWorks	IncubatorWorks NYS Certified Business Incubator	ESD	New York State Business Incubator Support Program	\$375,000	\$1,125,000		
56665	Johnson-Schmidt, Architect, P.C.	Software Training	DOL	Existing Employee Training Program	\$25,000	\$57,696	\$6,732	

## ROUND 5

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
56702	Rev: Ithaca Startup Works	Rev: Ithaca NYS Certified Business Incubator	ESD	New York State Business Incubator Support Program	\$375,000	\$1,125,000		<span style="color: green;">■</span>
56729	Tioga County Industrial Development Agency	Tioga County IDA- Weitsman Shredding	ESD	Empire State Development Grant Funds	\$1,000,000	\$5,400,000		<span style="color: green;">■</span>
56813	Bright Hill Press	Growing A Literary Enterprise in Rural New York	Arts	Council on the Arts - Workforce Investment (Round 5)	\$49,500	\$61,875	\$39,600	<span style="color: blue;">■</span>
56845	Spiedie Fest Balloon Rally Expo Inc.	Spiedie Fest 2016 Working Capital	ESD	Market New York	\$37,500	\$201,000	\$37,500	<span style="color: blue;">■</span>
57280	Finger Lakes ReUse Inc.	Finger Lakes ReUse Capital	ESD	Empire State Development Grant Funds	\$500,000	\$2,686,513		<span style="color: green;">■</span>
57432	Schuyler County Soil and Water Conservation District	Schuyler County Stormwater BMP Implementation and Education	DEC	Water Quality Improvement Project (WQIP) Program	\$20,000	\$32,000	\$20,000	<span style="color: blue;">■</span>
57436	Precision Filters Inc.	Lean Manufacturing Training	DOL	Existing Employee Training Program	\$37,625	\$37,625	\$20,650	<span style="color: green;">■</span>
57685	Schuyler County Soil and Water Conservation District	Catharine Creek and Seneca Lake Watersheds Sediment and Nutrient Reduction Project	DEC	Water Quality Improvement Project (WQIP) Program	\$170,000	\$260,000	\$42,500	<span style="color: green;">■</span>
57714	Corning Elmira Musical Arts	Expanded Management Capacity	Arts	Council on the Arts - Workforce Investment (Round 5)	\$24,000	\$50,000	\$24,000	<span style="color: blue;">■</span>
58058	The State University of New York at Binghamton University	SUNY Binghamton Health Sciences and Technology Innovation Park Capital	ESD	Empire State Development Grant Funds	\$2,000,000	\$90,000,000		<span style="color: green;">■</span>

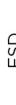
# ROUND 6

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
54449	Kitchen Theatre Company	Administrative Workforce Expansion	Arts	Council on the Arts - Workforce Investment (Round 6)	\$41,500	\$55,775	\$41,500	
57761	Ithaca Shakespeare Company Inc	Administrative Workforce Expansion	Arts	Council on the Arts - Workforce Investment (Round 6)	\$38,500	\$51,672	\$38,500	
62562	Town of Ithaca	Cayuga Lake Watershed Plan Intermunicipal Organization and Implementation	DOS	Local Waterfront Revitalization Program	\$62,405	\$124,810		
63734	West Endicott Fire District	Bay Floor and Basement Improvements	Parks	Environmental Protection Fund: Parks, Preservation and Heritage Grants	\$210,431	\$280,575		
63758	The Creamery Inn	The Creamery Inn Capital	ESD	Empire State Development Grant Funds	\$120,000	\$465,000		
63771	Roberson Memorial Inc.	(Re)Defining the Binghamton Visitor Center at Roberson	Arts	Council on the Arts - Arts, Culture and Heritage New Initiatives - Planning (Round 6)	\$38,500	\$38,525	\$38,500	
64109	Village of Watkins Glen	Clute Park Facilities	Parks	Environmental Protection Fund: Parks, Preservation and Heritage Grants	\$415,700	\$831,500		
64208	Broome County	Broome County Arena Rainwater Harvesting	EFC	Green Innovation Grant Program	\$1,750,000			
64300	Town of Erwin	Town of Erwin Wastewater Treatment Plant Disinfection and Improvements	DEC	Water Quality Improvement Project (WGIP) Program	\$2,297,094	\$3,405,105		
64460	Village of Bath	Village of Bath NYMS Liberty Street Renovations	HCR	HCR - New York Main Street (NYMS)	\$320,020	\$547,360		
64605	Tioga County	145 Front Street Owego Revitalization Project	HCR	HCR - New York Main Street (NYMS)	\$500,000	\$677,985		
64890	Southern Tier Provisions Inc.	Southern Tier Provisions Capital	ESD	Empire State Development Grant Funds	\$166,000	\$836,000		
65030	Town of Ulysses	Town of Ulysses land conservation	Parks	Environmental Protection Fund: Parks, Preservation and Heritage Grants	\$57,205	\$82,012		
65143	Village of Addison	Village of Addison Water System Improvements	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure & Public Facilities	\$1,000,000	\$6,311,000		
65146	Village of Candor	Village of Candor Drinking Water Improvements Study	HCR	HCR - Community Development Block Grant (CDBG) - Community Planning	\$50,000	\$52,500	\$50,000	
65287	Chenango County Soil and Water Conservation District	County Wide Hydroseeding Project	DEC	Water Quality Improvement Project (WGIP) Program	\$113,677	\$200,939	\$52,481	

## ROUND 6

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
65326	The History Center in Tompkins County	Tompkins County Heritage Education Center	Arts	Council on the Arts - Arts, Culture and Heritage New Initiatives - Planning (Round 6)	\$28,500	\$53,900	\$28,500	<span style="color: blue;">█</span>
65463	SEPAC	SEPAC Capital II	ESD	Empire State Development Grant Funds	\$135,000	\$4,500,082		<span style="color: green;">█</span>
65503	Kelmerin Multisport Complex	Kelmerin Multisport Complex Capital	ESD	Empire State Development Grant Funds	\$500,000	\$5,587,114		<span style="color: orange;">█</span>
65616	Tompkins County	Tompkins County Food Waste Transfer Station Construction	DEC	Climate Smart Communities Grants	\$355,000	\$847,675		<span style="color: green;">█</span>
65675	Watkins Glen International Inc.	Racing Promotions Working Capital	ESD	Market New York	\$150,000	\$200,000		<span style="color: green;">█</span>
65743	Village of Deposit	Village of Deposit Wastewater Treatment Plant and Church tree Rehabilitation	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure & Public Facilities	\$724,677	\$724,677	\$59,875	<span style="color: green;">█</span>
66041	Village of Bath	Wastewater Treatment Plant Disinfection, Wastewater Reuse, Engineered Wetlands	DEC	Engineering Planning Grant Program	\$20,000	\$25,000	\$10,000	<span style="color: green;">█</span>
66065	Goodwill Theatre Inc.	JC iDistrict Performing Arts and Conference Complex & Historic Anchor Building Stabilization	Parks	Environmental Protection Fund: Parks, Preservation and Heritage Grants	\$500,000	\$12,036,600		<span style="color: green;">█</span>
66077	Binghamton University	Binghamton Incubator Program	ESD	New York State Business Incubator and Innovation Hot Spot Support Program	\$125,000	\$1,875,000		<span style="color: green;">█</span>
66385	Town of Reading	Town of Reading	DEC	Engineering Planning Grant Program	\$20,000	\$24,000	\$10,000	<span style="color: green;">█</span>
66387	F.M. Howell	F.M. Howell & Company Improvements Capital	ESD	Empire State Development Grant Funds	\$800,000	\$8,400,000		<span style="color: green;">█</span>
66547	County of Chenango Industrial Development Agency	County of Chenango IDA Strategic Plan Working Capital	ESD	ESD - Strategic Planning and Feasibility Studies	\$12,500	\$25,000		<span style="color: green;">█</span>
66561	Town of Dix	Town of Dix Water and Sewer District Extension Study	HCR	HCR - Community Development Block Grant (CDBG) - Community Planning	\$50,000	\$52,600	\$50,000	<span style="color: blue;">█</span>
66567	Sciencenter Discovery Museum	Sciencenter Reimagined Market NY Capital RCB	ESD	Market New York	\$150,000	\$800,000		<span style="color: green;">█</span>
66674	Steuben County	Steuben County the Woodlands Community Sewer Project	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure & Public Facilities	\$750,000	\$1,261,456	\$8,789	<span style="color: green;">█</span>
66683	Delaware County	Delaware County Microenterprise Program	HCR	HCR - Community Development Block Grant (CDBG) - Microenterprise	\$200,000	\$555,000	\$33,200	<span style="color: green;">█</span>

# ROUND 6

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
66795	Harris Hill Soaring Corporation	Flight Center Expansion and Renovation Market NY Capital RC6	ESD	Market New York	\$50,000	\$250,000		
66807	Binghamton Local Development Corporation	Binghamton 2016 Main Street Program	HCR	HCR - New York Main Street (NYMS)	\$500,000	\$2,564,713		
66876	Cell Preservation Services Inc.	Cell Preservation Services Inc. Project	ESD	Empire State Development Grant Funds	\$200,000	\$1,025,000		
66891	Schuyler County	Project Seneca Strategic Planning and Implementation	DOS	Local Waterfront Revitalization Program	\$1,091,500	\$2,183,000		
66943	WSKG Public Media	Brew Beats Concert Series	Arts	Council on the Arts - Arts, Culture and Heritage New Initiatives - Implementation (Round 6)	\$65,500	\$97,355	\$16,375	
66982	Center for the Arts at Ithaca Inc.	Ithaca Hangar Theatre Working Capital	ESD	Market New York	\$159,100	\$265,100	\$48,529	
67020	Binghamton Precast & Supply Corp	Binghamton Precast & Supply Capital	ESD	Empire State Development Grant Funds	\$350,000	\$3,756,000		
67098	Schuyler County Soil and Water Conservation District	Total Maximum Daily Load Nutrient Reduction and Habitat Improvement Project	DEC	Water Quality Improvement Project (WGIP) Program	\$100,000	\$400,000	\$100,000	
67099	Schuyler County Soil and Water Conservation District	Schuyler County Multi Barrier Phase III	DEC	Water Quality Improvement Project (WGIP) Program	\$350,000	\$650,000	\$87,500	
67268	City of Hornell	City of Hornell Water Pollution Control Plant Improvements	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure & Public Facilities	\$562,800	\$562,800	\$66,208	
67287	The Salvation Army	The Salvation Army Broome County Capital	ESD	Empire State Development Grant Funds	\$1,700,000	\$6,045,000		
67324	Cornell University	Southern Tier Startup Alliance	ESD	New York State Business Incubator and Innovation Hot Spot Support Program	\$250,000	\$3,750,000		
67568	Schuyler County Partnership For Ed	SCOPED Capital	ESD	Empire State Development Grant Funds	\$250,000	\$1,450,000		
67678	Cemecon Inc.	Cemecon Capital	ESD	Empire State Development Grant Funds	\$500,000	\$5,030,000		
67712	Micatu Inc.	Micatu Capital RC6	ESD	Empire State Development Grant Funds	\$1,000,000	\$5,450,535		
67723	Cargill Inc.	Cargill Capital	ESD	Empire State Development Grant Funds	\$2,000,000	\$40,000,000		

## ROUND 6

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
67747	Village of Montour Falls	Project Seneca Quality of Life Catharine Valley Trail Connector and Bridge	Parks	Environmental Protection Fund: Parks, Preservation and Heritage Grants	\$119,000	\$264,000		<span style="color: green;">■</span>
67799	Southern Tier East Regional Planning Development Board	Regional Municipal Separate Storm Sewer System Asset Mapping Project	DEC	Water Quality Improvement Project (WQIP) Program	\$204,000	\$272,000		<span style="color: green;">■</span>
67895	Southern Tier Central Regional Planning and Development Board	Southern Tier Central Regional Planning and Development Board Capital RC6	ESD	ESD - Strategic Planning and Feasibility Studies	\$76,250	\$200,000		<span style="color: green;">■</span>
68020	Chemung County	Chemung County Wastewater Consolidation Study	DEC	Engineering Planning Grant Program	\$50,000	\$81,500	\$25,000	<span style="color: green;">■</span>
68074	Broome Community College	BCC- Calice Advanced Manufacturing Center Capital	ESD	Empire State Development Grant Funds	\$330,000	\$10,282,580		<span style="color: green;">■</span>
68131	North Depot Development LLC	North Depot Development Capital	ESD	Empire State Development Grant Funds	\$1,500,000	\$12,000,000		<span style="color: green;">■</span>
68158	Village of Horseheads	Village of Horseheads Working Capital	ESD	ESD - Strategic Planning and Feasibility Studies	\$11,250	\$25,000		<span style="color: green;">■</span>
68163	Buckingham Manufacturing	Buckingham Manufacturing Company Capital RC6	ESD	Empire State Development Grant Funds	\$64,000	\$275,000		<span style="color: green;">■</span>
68363	Corning Museum of Glass	New York Waterways GlassBarge	Arts	Council on the Arts - Arts, Culture and Heritage New Initiatives - Implementation (Round 6)	\$74,500	\$725,414	\$18,625	<span style="color: blue;">■</span>
68363	Corning Museum of Glass	New York Waterways GlassBarge	Canals	NYS Canalway Grant Program	\$144,000	\$725,414		<span style="color: green;">■</span>
68363	Corning Museum of Glass	New York Waterways GlassBarge Working Capital	ESD	Market New York	\$57,830	\$79,830	\$57,830	<span style="color: blue;">■</span>
68374	Otsego Ready Mix Inc.	Otsego Ready Mix Capital RC6	ESD	Empire State Development Grant Funds	\$385,000	\$1,943,793		<span style="color: green;">■</span>
68375	Binghamton-Johnson City Joint Sewage Board	Susquehanna River Stream Restoration and Water Quality Improvement Phase II	DEC	Water Quality Improvement Project (WQIP) Program	\$407,000	\$791,900		<span style="color: green;">■</span>
68441	Tioga County Soil and Water Conservation District	Tioga County Hydroseeding Program	DEC	Water Quality Improvement Project (WQIP) Program	\$37,500	\$50,000		<span style="color: green;">■</span>
68623	Broome Community College	Manufacturing Basics Certification Program	DOL	Unemployed Worker Training Program	\$75,000	\$75,000		<span style="color: green;">■</span>

# ROUND 7

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
32548	Spillian LLC	Spillian's Catskill Trout Tales Marketing Working Capital	ESD	Market New York	\$50,000	\$83,450		
71972	City of Binghamton	City Hall GIGP	EFC	Green Innovation Grant Program	\$1,600,000	\$1,859,550		
72051	City of Hornell	City of Hornell Sanitary Sewer Collection System Improvements	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure & Public Facilities	\$745,500	\$745,500		
72153	Cornell Cooperative Extension of Broome County	Positioning Southern Tier Producers for New York State Grown Certified	Ag & Mkts	NY Grown & Certified Agricultural Producer's Grant Program	\$500,000	\$500,000		
72179	Schuyler County	Redevelopment of Seneca Lake Waterfront - Phase II	DOS	Local Waterfront Revitalization Program	\$1,319,362	\$1,755,677		
72182	Tioga County	Tioga County Mobile Dental Program	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure & Public Facilities	\$300,000	\$425,000		
72209	Chemung County Historical Society	Points of Inspiration	Arts	Council on the Arts - Arts and Cultural Impact Programming (Round 7)	\$20,000	\$76,000		
72223	Corning Intown District Management Association Inc.	Corning's Gaffer District Building Revitalization Project	HCR	HCR - New York Main Street (NYMS)	\$188,610	\$597,210		
72290	Tanglewood Community Nature Center Inc.	Trail Maintenance Equipment Purchase	Parks	Recreational Trails Program	\$42,256	\$52,821		
72391	Town of Hancock	Town of Hancock East Branch Water District Improvements	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure & Public Facilities	\$595,500	\$595,500		
72507	Golden Age Cheese Company Inc.	Golden Age Cheese Company Capital	ESD	Empire State Development Grant Funds	\$2,100,000	\$10,700,000		
72518	Town of Erwin	Erwin/Addison Wastewater Treatment Plant Upgrades	DOS	Local Government Efficiency Program	\$400,000	\$3,405,105		
72532	The Raymond-Hadley Corp.	RHC Equipment Facilities	ESD	Empire State Development Grant Funds	\$50,000	\$215,000		
72558	Village of Painted Post	Wastewater Treatment Plant Disinfection Improvements	DEC	Engineering Planning Grant Program	\$30,000	\$36,000		
72680	Town of Dryden	Town of Dryden Housing Conditions Survey	HCR	HCR - Community Development Block Grant (CDBG) - Community Planning	\$24,900	\$26,250		
72731	Village of Endicott	Water Pollution Control Plant Inflow and Infiltration Study	DEC	Engineering Planning Grant Program	\$50,000	\$62,500		

## ROUND 7

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
72822	Town of Woodhull	Municipal Wastewater Collection System and Wastewater Treatment Plant Project	DEC	Water Quality Improvement Project (WQIP) Program	\$1,560,059	\$5,585,364		<span style="color: green;">■</span>
72822	Town of Woodhull	Town of Woodhull Sanitary Sewer System	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure & Public Facilities	\$1,000,000	\$5,585,364		<span style="color: green;">■</span>
72824	Corning Museum of Glass	GlassBarge State Wide Tour	Arts	Council on the Arts - Arts and Cultural Impact Programming (Round 7)	\$75,000	\$1,804,474		<span style="color: green;">■</span>
72824	Corning Museum of Glass	GlassBarge State Wide Tour	Canals	NYS Canalway Grant Program	\$148,000	\$1,804,474		<span style="color: green;">■</span>
72824	Corning Museum of Glass	Corning Museum of Glass Working Capital	ESD	Market New York	\$246,625	\$1,824,474		<span style="color: green;">■</span>
72887	Town of Owego	Davis House Sanitary Sewer Overflow Mitigation Project	DEC	Water Quality Improvement Project (WQIP) Program	\$492,022	\$720,014		<span style="color: green;">■</span>
72960	The History Center in Tompkins County	Tompkins County Visitor Center	ESD	Market New York	\$305,000	\$5,685,000		<span style="color: green;">■</span>
72960	The History Center in Tompkins County	Tompkins County Heritage Cultural Visitor Center	ESD	Arts & Cultural Facilities Improvement Program	\$1,060,000	\$5,685,000		<span style="color: green;">■</span>
73034	Broome County	Government Plaza Green Infrastructure	EFC	Green Innovation Grant Program	\$1,700,000	\$1,910,728		<span style="color: green;">■</span>
73060	Town of Urbana	Keuka Lake Waterfront Access Improvements	DOS	Local Waterfront Revitalization Program	\$683,603	\$911,470		<span style="color: orange;">■</span>
73206	Franziska Racker Centers Inc.	Direct Support Professional Training	DOL	Existing Employee Training Program	\$49,957	\$229,957		<span style="color: orange;">■</span>
73544	City of Hornell	Water Pollution Control Plant Study	DEC	Engineering Planning Grant Program	\$20,000	\$24,000		<span style="color: green;">■</span>
73612	Town of Big Flats	Climate Smart Comprehensive Planning and Guidance	DEC	2017 Climate Smart Communities Grants	\$45,000	\$94,683		<span style="color: orange;">■</span>
73682	City of Corning	Wastewater Treatment Plant UV Disinfection Project	DEC	Water Quality Improvement Project (WQIP) Program	\$1,000,000	\$2,610,000		<span style="color: green;">■</span>
73709	Town of Hector	Town of Hector's Smith Park Facility Upgrade	Parks	Environmental Protection Fund: Parks, Preservation and Heritage Grants	\$204,206	\$4,084,120		<span style="color: green;">■</span>
73878	Tin Horn Properties LLC	Tin Horn Capital	ESD	Empire State Development Grant Funds	\$150,000	\$845,075		<span style="color: green;">■</span>
73881	ACHIEVE	ACHIEVE Capital	ESD	Empire State Development Grant Funds	\$202,000	\$1,078,000		<span style="color: green;">■</span>
73895	Acco Brands USA	ACCO Brands Capital	ESD	Empire State Development Grant Funds	\$700,000	\$3,600,000		<span style="color: green;">■</span>

## ROUND 7

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
73897	Village of Waverly	Waverly Glen Park Master Plan Implementation	Parks	Environmental Protection Fund: Parks, Preservation and Heritage Grants	\$490,000	\$668,000		
74101	Town of Danby	Brown Road Creek Streambank Stabilization Project	DEC	Water Quality Improvement Project (WQIP) Program	\$435,322	\$580,429		
74156	Village of Deposit	Village of Deposit Waster Water Treatment Plant Improvements	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure & Public Facilities	\$750,000	\$766,000		
74257	Village of Montour Falls	Village of Montour Falls Water System Improvements	HCR	HCR - Community Development Block Grant (CDBG) - Public Infrastructure & Public Facilities	\$750,000	\$750,000		
74270	Beecher Emission Solution Technologies LLC	Beecher Emission Solution Technologies Capital	ESD	Empire State Development Grant Funds	\$800,000	\$4,300,000		
74293	Town of Jasper	Inflow and Infiltration Study	DEC	Engineering Planning Grant Program	\$30,000	\$36,000		
74319	Broome County	Broome County Airport Planning Study	ESD	ESD - Strategic Planning and Feasibility Studies	\$67,000	\$134,700		
74334	Elmira College Center for Mark Twain Studies	Quarry Farm Historic Structures Report	Parks	Environmental Protection Fund: Parks, Preservation and Heritage Grants	\$45,150	\$45,150		
74363	Town of Dryden	Dryden Rail Trail Phase 1	Parks	Environmental Protection Fund: Parks, Preservation and Heritage Grants	\$182,000	\$365,000		
74419	Bright Hill Press Inc.	War, Words, Dance: A Collaboration	Arts	Council on the Arts - Arts and Cultural Impact Programming (Round 7)	\$27,260	\$59,428		
74505	Village of Addison	Village of Addison Comprehensive Water Planning Study	HCR	HCR - Community Development Block Grant (CDBG) - Community Planning	\$50,000	\$52,500		
74674	Minka LLC	Owego Minka Printer	ESD	Empire State Development Grant Funds	\$48,000	\$240,675		
74807	Midwestern Pet Foods Inc.	Midwestern Pet Foods Capital	ESD	Empire State Development Grant Funds	\$152,000	\$1,025,000		
74822	Lucky Hare Brewing Co. Inc.	Lucky Hare Brewing Company Capital	ESD	Empire State Development Grant Funds	\$198,000	\$992,560		
74886	The Corning Museum of Glass	Corning Museum of Glass Studio Expansion	ESD	Arts & Cultural Facilities Improvement Program	\$1,000,000	\$3,300,000		
74933	BFSS LLC	BFSS Capital	ESD	Empire State Development Grant Funds	\$1,500,000	\$10,000,000		

## ROUND 7

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
75170	Pro Action of Steuben and Yates Inc.	Regional Accelerated Machinist Partnership Program	DOL	Unemployed Worker Training Program	\$83,417	\$85,817		<span style="color: green;">■</span>
75188	Town of Southport	Town of Southport Sewer Project	DEC	Water Quality Improvement Project (WQIP) Program	\$2,031,500	\$2,390,000		<span style="color: green;">■</span>
75303	Jay Gould Memorial Church of Roxbury	Jay Gould Memorial Church Restoration	Parks	Environmental Protection Fund: Parks, Preservation and Heritage Grants	\$262,495	\$525,140		<span style="color: green;">■</span>
75364	Town of Deposit	Installation of Audible Flood Warning System	DEC	2017 Climate Smart Communities Grants	\$37,791	\$187,791		<span style="color: orange;">■</span>
75440	Broome County	Spiedie Fest Balloon Rally 2018 Working Capital	ESD	Market New York	\$150,000	\$1,167,000		<span style="color: green;">■</span>
75568	Town of Roxbury	Grand Gorge Water Districts Water Supply Improvement Projects	DEC	Water Quality Improvement Project (WQIP) Program	\$162,450	\$3,500,000		<span style="color: green;">■</span>
75648	City of Corning	Wastewater Collection System Needs Assessment	DEC	Engineering Planning Grant Program	\$30,000	\$36,000		<span style="color: green;">■</span>
75766	Village of Endicott	George W. Johnson Carousel Rehabilitation Project	Parks	Environmental Protection Fund: Parks, Preservation and Heritage Grants	\$129,000	\$172,000		<span style="color: green;">■</span>
75799	Catskill Development Foundation Inc.	Catskill Development Foundation Study RC7	ESD	ESD - Strategic Planning and Feasibility Studies	\$22,000	\$44,000		<span style="color: green;">■</span>
75831	Downtown Ithaca Business Improvement District Inc.	100 West Development	HCR	HCR - New York Main Street (NYMS)	\$500,000	\$1,025,299		<span style="color: green;">■</span>
75877	Village of Endicott	Chugnut Trail Extension Construction	DOS	Local Waterfront Revitalization Program	\$75,000	\$100,000		<span style="color: orange;">■</span>
75890	Kitchen Theatre Company Inc.	Workforce Training and Development Expansion	Arts	Council on the Arts - Workforce Readiness (Round 7)	\$75,000	\$130,040		<span style="color: green;">■</span>
76112	SEPAC	SEPAC SMC Capital	ESD	Empire State Development Grant Funds	\$1,500,000	\$7,500,000		<span style="color: green;">■</span>
76169	Village of Sherburne	Wastewater Treatment Plant Engineering Planning Grant	DEC	Engineering Planning Grant Program	\$30,000	\$37,500		<span style="color: green;">■</span>
76312	MARK Project Inc.	Catskill Tourism Facilities Enhancement Capital	ESD	Market New York	\$165,000	\$814,000		<span style="color: green;">■</span>
76393	City of Corning	Wastewater Treatment Plant Phosphorus Treatment	DEC	Water Quality Improvement Project (WQIP) Program	\$552,500	\$810,000		<span style="color: green;">■</span>
76500	The Sterling Group of MD LLC	Sterling Group of MD Capital	ESD	Empire State Development Grant Funds	\$90,000	\$733,513		<span style="color: green;">■</span>

## ROUND 7

CFA #	Applicant	Project	Agency	Program	Award	Total Project Cost	Funds Disbursed to Date	Status
76501	Removal Corp	Removal Corp Capital	ESD	Empire State Development Grant Funds	\$500,000	\$4,339,000		<div style="width: 100%; height: 10px; background-color: green;"></div>
76517	Town of Hector	Salt Storage Facility	DEC	Water Quality Improvement Project (WQIP) Program	\$352,414	\$469,885		<div style="width: 100%; height: 10px; background-color: green;"></div>
76546	Southern Tier Hemp	Southern Tier Hemp Capital	ESD	Empire State Development Grant Funds	\$650,000	\$3,170,000		<div style="width: 100%; height: 10px; background-color: green;"></div>
76616	Franklin Stock Company at Chapel Hall Inc.	Administrative Workforce Expansion	Arts	Council on the Arts - Workforce Investment (Round 7)	\$40,000	\$50,000		<div style="width: 100%; height: 10px; background-color: green;"></div>
76701	Tioga County Soil and Water Conservation District	Expanding Wetland Work in the Upper Susquehanna River Watershed	DEC	Water Quality Improvement Project (WQIP) Program	\$314,425	\$419,232		<div style="width: 100%; height: 10px; background-color: green;"></div>
76793	Town of Colchester	Installation of Audible Flood Warning System	DEC	2017 Climate Smart Communities Grants	\$37,791	\$187,791		<div style="width: 100%; height: 10px; background-color: orange;"></div>
76847	Tioga County Soil and Water Conservation District	Spencer Lake Stream Reconnectivity Project	DEC	Water Quality Improvement Project (WQIP) Program	\$76,723	\$102,298		<div style="width: 100%; height: 10px; background-color: green;"></div>
76886	Town of Big Flats	Town of Big Flats Working Capital	ESD	ESD - Strategic Planning and Feasibility Studies	\$11,500	\$34,500		<div style="width: 100%; height: 10px; background-color: green;"></div>
77039	Little Venice Retail LLC	Little Venice Retail Capital	ESD	Empire State Development Grant Funds	\$200,000	\$1,250,000		<div style="width: 100%; height: 10px; background-color: green;"></div>
77044	Salient Management Company	Salient Management Capital	ESD	Empire State Development Grant Funds	\$660,000	\$3,324,240		<div style="width: 100%; height: 10px; background-color: green;"></div>
77046	Cornell University	Cornell University Ward Hall Capital	ESD	Empire State Development Grant Funds	\$1,500,000	\$20,000,000		<div style="width: 100%; height: 10px; background-color: green;"></div>
77064	Finger Lakes Land Trust Inc.	Six Mile Creek Watershed Conservation Partnership Land Acquisition and Restoration Project	DEC	Water Quality Improvement Project (WQIP) Program	\$641,250	\$865,907		<div style="width: 100%; height: 10px; background-color: green;"></div>
77094	LUMA Projection Arts LLC	LUMA Projection Arts Festival Working Capital	ESD	Market New York	\$71,250	\$216,000		<div style="width: 100%; height: 10px; background-color: green;"></div>
77114	Tompkins County Soil and Water Conservation District	Cayuga Lake Stream Assessment and Implementation Program	DEC	Water Quality Improvement Project (WQIP) Program	\$564,520	\$770,770		<div style="width: 100%; height: 10px; background-color: green;"></div>
77131	Town of Southport	Town of Southport Fairway-Phoenix Area Sewer	DEC	Engineering Planning Grant Program	\$12,000	\$15,000		<div style="width: 100%; height: 10px; background-color: green;"></div>



Southern Tier  
**SOARING**



Southern Tier  
Regional Economic  
Development Council