



NEW YORK
STATE OF
OPPORTUNITY™

**Capital Region
Regional Economic
Development Council**



**Capital Region
Regional Economic
Development Council**

Regional Economic Development Council

February 27, 2019



**Capital Region
Regional Economic
Development Council**

Introduction

**Ruth Mahoney / Havidán Rodríguez
CREDC Co- Chairs**



**Capital Region
Regional Economic
Development Council**

Welcome and Opening Remarks

Lieutenant Governor Kathy Hochul



REDCC
2018 AWARDS

REDCC
2018 AWARDS

SIOR
UPWARD



Capital Region
Regional Economic
Development Council



**Capital Region
Regional Economic
Development Council**

State Overview

**John Maggiore
Senior Advisor to the Governor**



**Capital Region
Regional Economic
Development Council**

Global NY Overview

**Kathryn Bamberger
Industry Development Representative
Empire State Development**

EMPIRE STATE DEVELOPMENT GLOBAL NY



BRINGING NEW YORK STATE TO THE WORLD

Kathryn Bamberger

Kathryn.Bamberger@ESD.NY.Gov

518-270-1133



NEW
YORK
STATE

Global NY

Working Together, We Can...

- Help you understand unique market dynamics
- Locate and qualify international partners
- Provide expert advice at every stage of the export process
- Help you enter new markets faster and more profitably

GLOBAL NY EXPORT ASSISTANCE PROGRAMS

- Export Marketing Assistance Service (EMAS)
- State Trade Expansion Program (STEP)
- Global NY Grant and Loan Fund



Global NY Foreign Offices



INTERNATIONAL PRESENCE

EMPIRE STATE DEVELOPMENT GLOBAL NY



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**Capital Region
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Development Council**

Albany Port District Commission

**Megan Daly
Director of Economic Development & Procurement
Albany Port District Commission**



PORT OF ALBANY



**UPSTATE IMPACT
WORLDWIDE
REACH**



Port of Albany, New York

- 400 acres on the Albany and Rensselaer sides of the Hudson River
- 124 nautical miles north of New York Harbor
- 25% dedicated to maritime operations
- Primary cargo: bulk and break bulk, including heavy lift/project cargo, wind energy, woodpulp, scrap iron and molasses
- @ 25 tenants leasing real property for commercial activity
- Market Values = @ \$17k/acre lease
- \$50M maritime improvement plan and \$50-\$180M expansion underway
- FMT Terminal Operator/Stevedore

The Port of Albany is located at the crossroads of an extensive interstate highway network that provides access to major U.S. and Canadian industrial markets.

This excellent interstate highway juncture provides links to Buffalo and Syracuse, NY, Erie, PA, Cleveland, and Toledo, OH, Detroit, MI and the Great Lakes Region to the west; New York, New Jersey, Pennsylvania and the Mid-Atlantic region to the south; Boston and New England to the east and Montreal, Toronto and Canadian points to the north.

CITY	MILES	KILOMETERS
Boston, MA	170	274
Buffalo, NY	288	464
Chicago, IL	818	1316
Cleveland, OH	473	761
Detroit, MI	546	878
Erie, PA	377	607
Montreal, Que	226	364
New York, NY	155	249
Ottawa, ON	213	343
Philadelphia, PA	233	375
Pittsburgh, PA	475	764
Rochester, NY	226	364
Springfield, MA	87	140
Syracuse, NY	145	233
Toronto, Ont	391	629



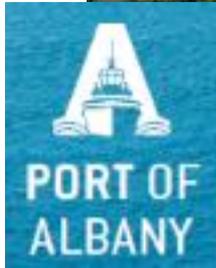
FMT

DELIVERING A HIGHER STANDARD

80 Acre Port Expansion



**Beacon
Harbor**

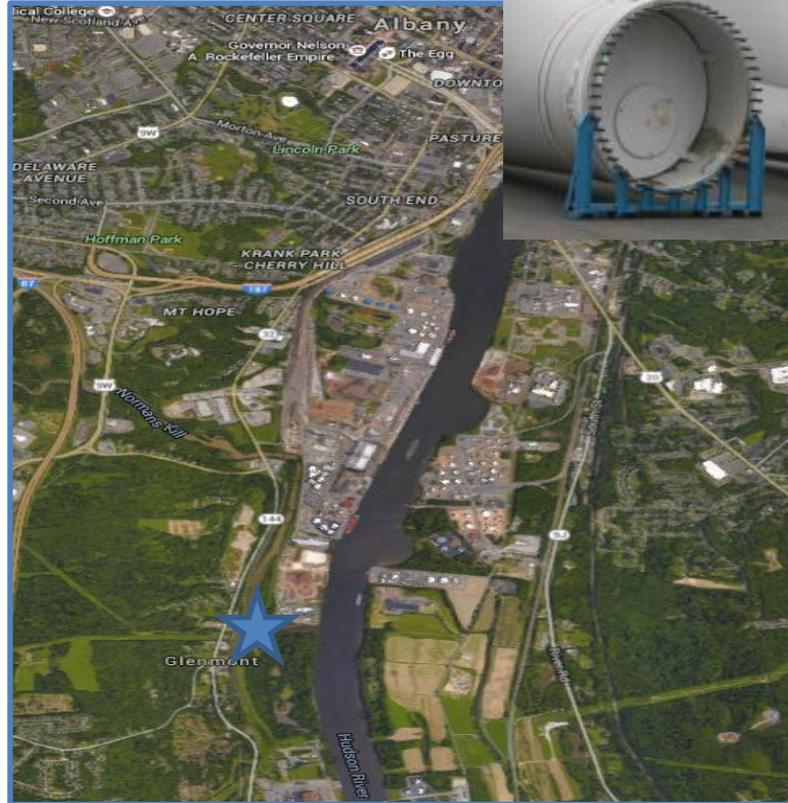


Port of Albany Expansion

80 acres along the waterfront, industrial site located in the town of Bethlehem on Route 144 South, just south of and adjacent to the Port of Albany.

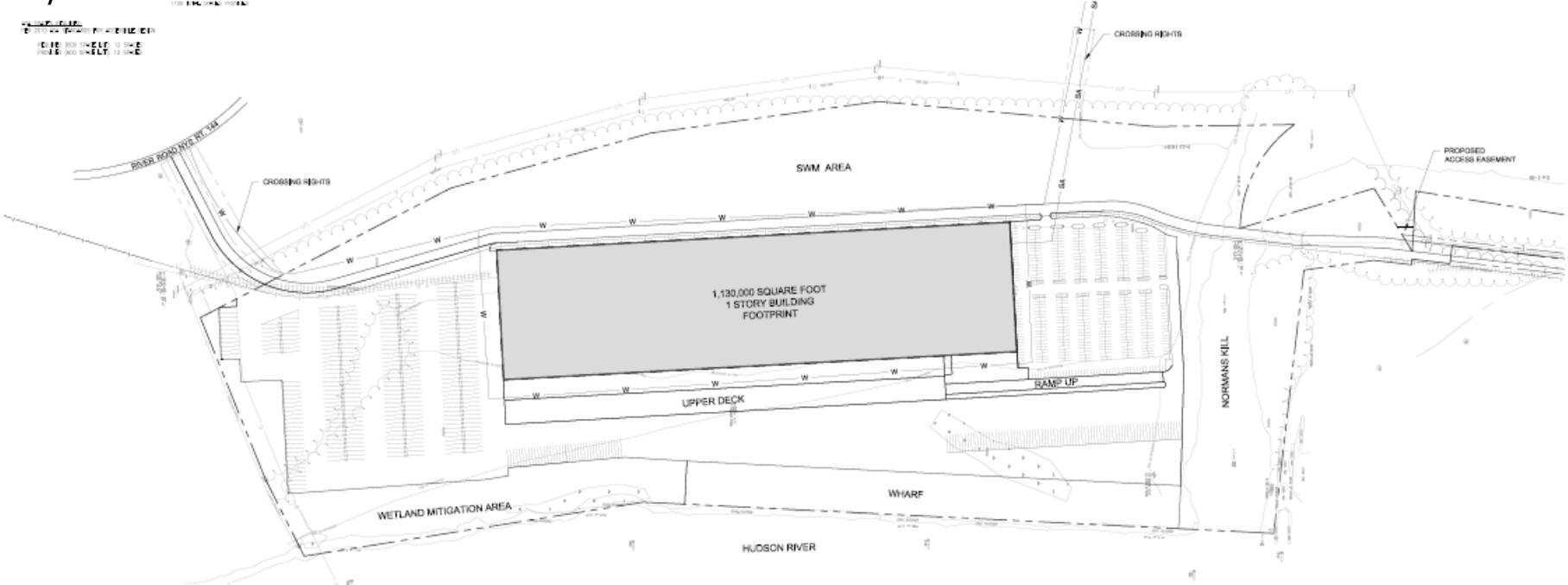
Site Benefits

- Within 5 miles of the federal Interstate Highway System and the NYS Thruway
- Heavy Industrial zoning with adequate infrastructure – utilities, rail access and water/sewer
- Accessible within a half hour to Hudson, Albany, Schenectady, Troy, Rensselaer and Southern Saratoga labor markets
- New development – opportunity for custom site design and amenities
- Shortlisted for NYSERDA Off Shore Wind Supply Chain –Robust Manufacturing site



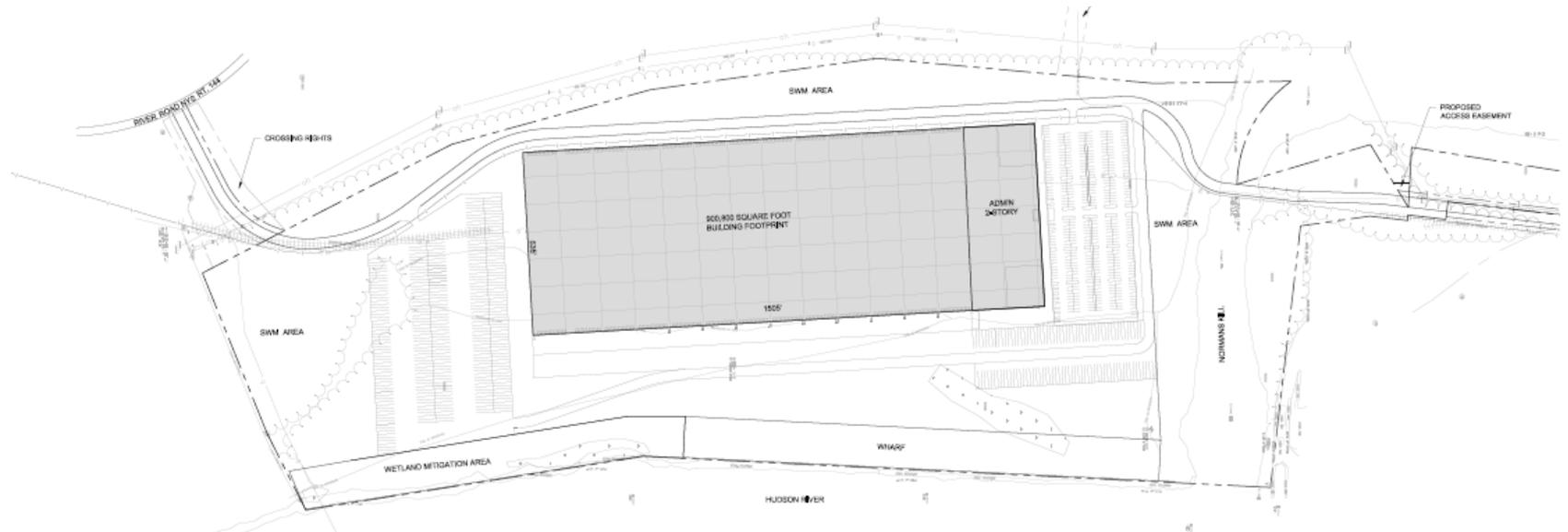
Concept Plan A – Largest, Two-Level Warehouse

- This option contains the largest industrial space based on gross square feet
- Proposes 2-story building with 1,130,000 GSF gross floor area, with one loading dock access on west side and two stacked loading docks on the east side. A truck ramp leads trucks from the loop road onto the 2nd floor
- The double-story framework of this option gives way to a smaller building footprint
- Proposes rail west of the building to connect to CP and CSX
- Warehouse staff parking plus trailer parking on the south side of the site
- Design currently depicts one stormwater management (SWM) area and wetland mitigation area for potential site layout consideration.



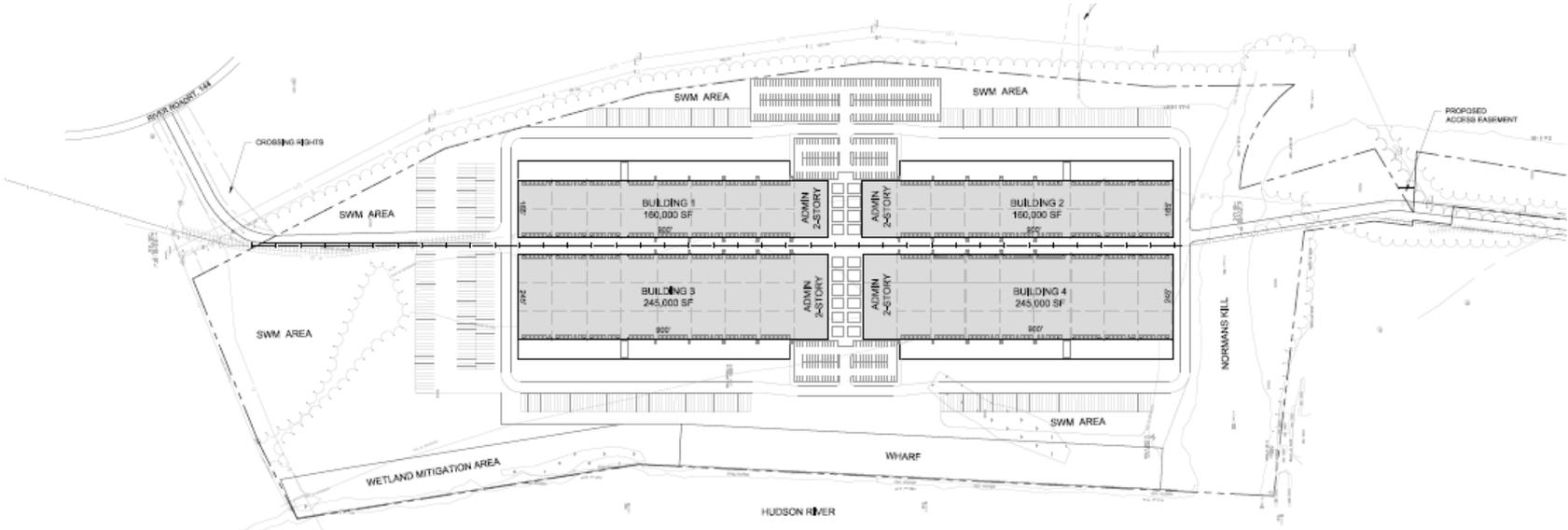
Concept Plan B – One Large Single Level Warehouse

- This option maximizes development gross floor and laydown area by pushing the railroad as far westward as turning radii allow
- Proposes a single story building with a total gross floor area of 900,800 GSF, industrial building front with staff parking facing north
- Primary trailer parking on the southern portion of the site
- The warehouse has a double-story administration area on the front of the building and has a docking length of 1,300 feet with rail on the west side and trucks on the east side facing the laydown and bulkhead area
- Proposes rail west of the building to connect to CP and CSX
- Design currently depicts three stormwater management (SWM) areas and wetland mitigation area for potential site layout consideration



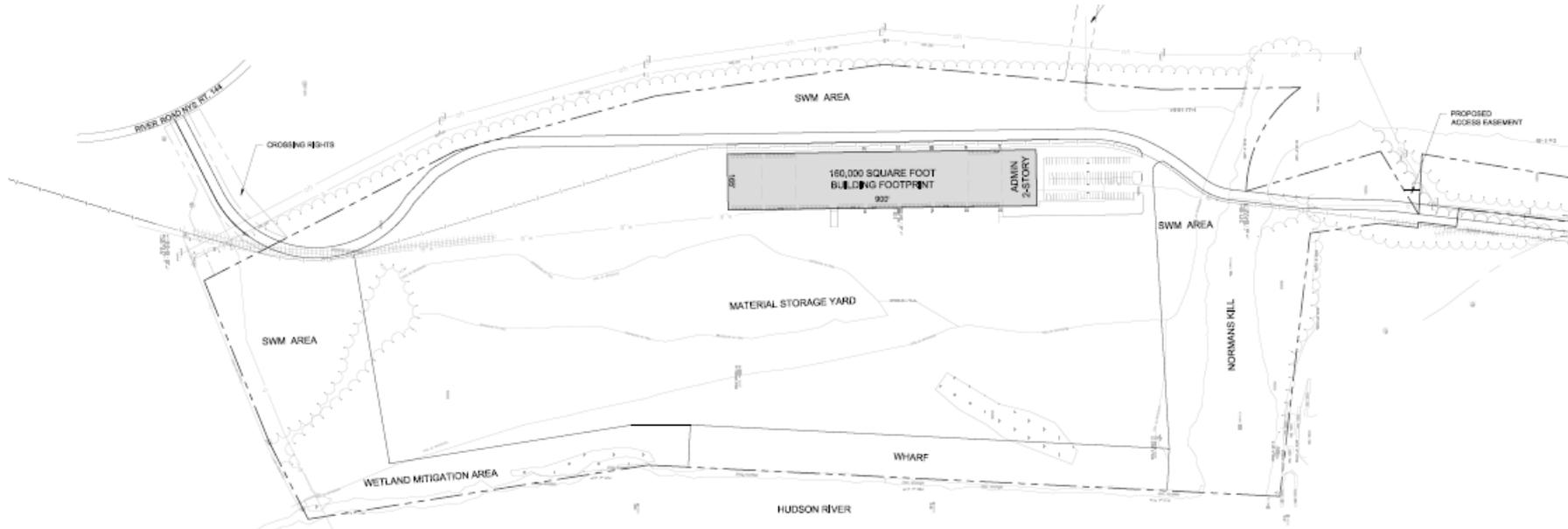
Concept Plan C – Multiple Warehouses

- This option houses multiple tenants and provides an entry plaza amenity connecting all four industrial buildings
- Proposes 4 single story buildings with a total gross floor area of 810,000 GSF. The two buildings west of the rail have a gross floor area of 160,000 GSF each, and the two buildings east of the rail are 245,000 GSF
- The entry plaza is connected to staff parking east and west with access to all buildings
- The rail serves all buildings on one side, and a loop road with perimeter trailer parking circles the building cluster. All buildings have a double story administration area facing the entryplaza
- Design currently depicts five stormwater management (SWM) areas and wetland mitigation area for potential site layout consideration



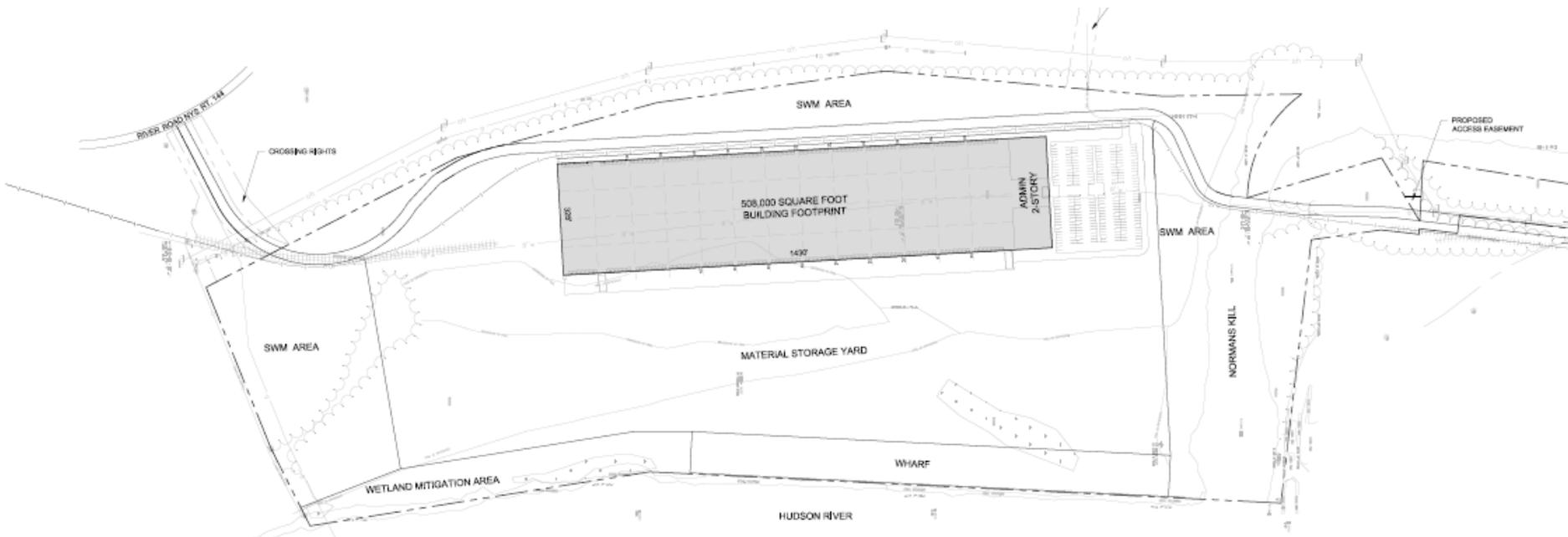
Concept Plan D – Offshore Wind

- This option develops the site in support of light fabrication and staging of offshore wind components, such as steel foundation structures (jackets)
- It maximizes open space for outside fabrication and bulk storage of both components and finished products
- It is served by a 160,000 SF storage building for equipment and materials such as coatings, which must be stored in a protected environment
- The proposed rail spur is re-aligned to service the west side of the building for delivery of offloading of components
- A roadway is also provided through the site to permit truck delivery of components, as well as staff access. Truck access is provided on the east side of the building. Employee parking is provided to the north of the building
- A 1,500 bulkhead is proposed along the Hudson River for shipping of completed product to the offshore wind site or to received component cargo



Concept Plan D1 – Offshore Wind with Manufacturing

- This option develops the site in support of manufacturing of offshore wind components, such as wind blades or tower structures
- 508,000 SF building for manufacturing. The building features railroad unloading of raw materials and components on the west side by a re-aligned railroad spur. It features truck loading docks on the south side, and staff parking on the north side
- A roadway is also provided through the site to permit truck delivery of components, as well as staff access
- The design features a large storage yard and laydown area for completed components, which is critical for efficient loading onto ships
- A 1,500 bulkhead is proposed along the Hudson River for shipping of completed product to the offshore wind site



EXPORT UPSTATE NEW YORK THRU PORT OF ALBANY MARITIME IMPROVEMENTS



U.S. Department
of Transportation

APPLICANT/SPONSOR: Albany Port District Commission, NY

TIGER GRANT AWARD: \$17,629,800

TOTAL PROJECT COST: \$49,629,800

PROJECT DESCRIPTION

This TIGER grant supports maritime infrastructure improvements at the Port of Albany to enhance project cargo handling capabilities. Specifically, the project reconstructs the wharf with roll on/roll off capacity, replaces a warehouse, reconstructs a cargo storage area, and rebuilds a port roadway.



ALBANY, NY

PROJECT HIGHLIGHTS & BENEFITS

Port improvements increase the port's ability to support regional manufacturing and economic activity by increasing capacity for safe transport of heavy project cargoes to destinations around the U.S. and overseas. This project helps the Port of Albany meet the good movement challenges of the regional economy.

Port of Albany - Big Lift Maritime Infrastructure Investments

\$49 million investment plan

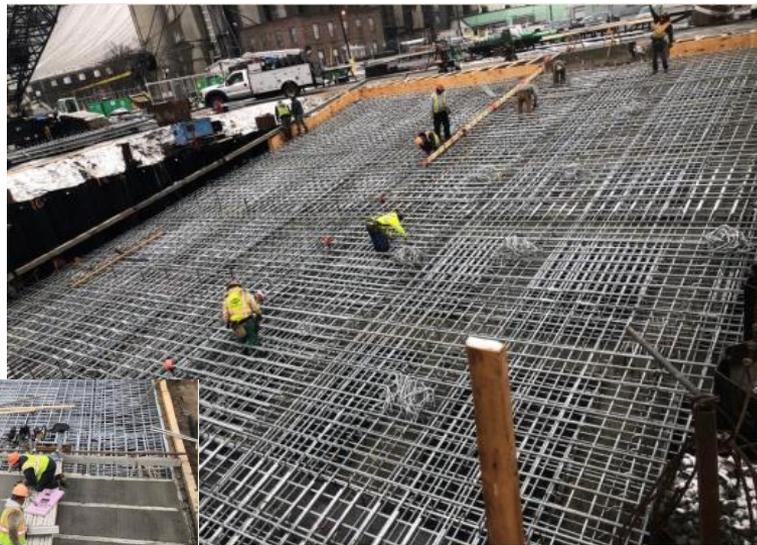
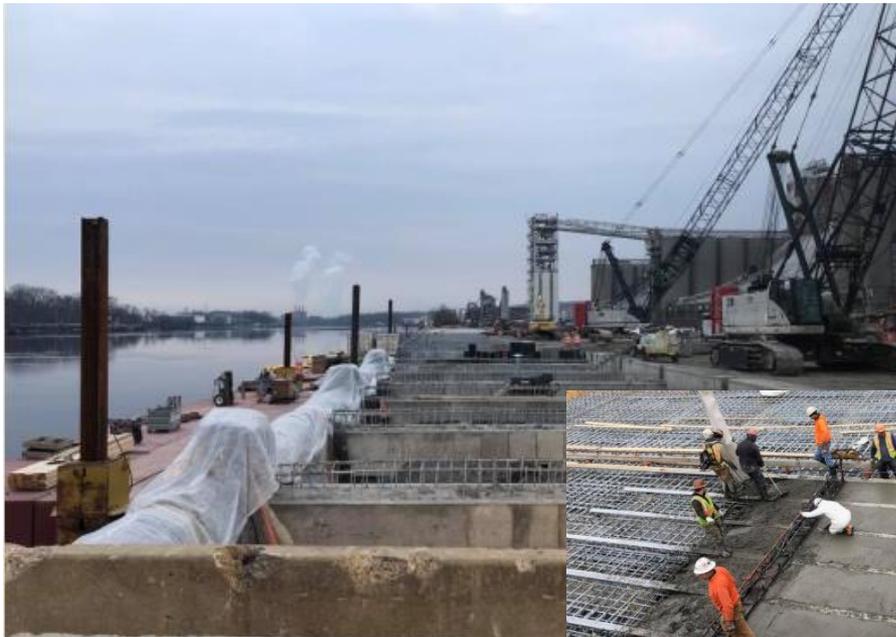
New roll-on roll-off capacity for heavy lift cargo

New marine terminal & roadway improvements for heavy lift capacity

Construction of new Climate controlled 2,000 PSF floor capacity heavy lift maritime warehouse

When complete 5,400 linear feet of wharf fully reconstructed







Economic Impact



An economic impact study of the Port of Albany concluded that tenants of the APDC paid over \$80 million in wages and benefits for approximately 1,400 local jobs and 4,500 jobs throughout New York State.

The Port's overall economic impact on New York State was measured at more than \$813 million. The measure of the Port's significance to the Regional economy in terms of output was more than \$428 million.



1,400

Local Jobs

4,500

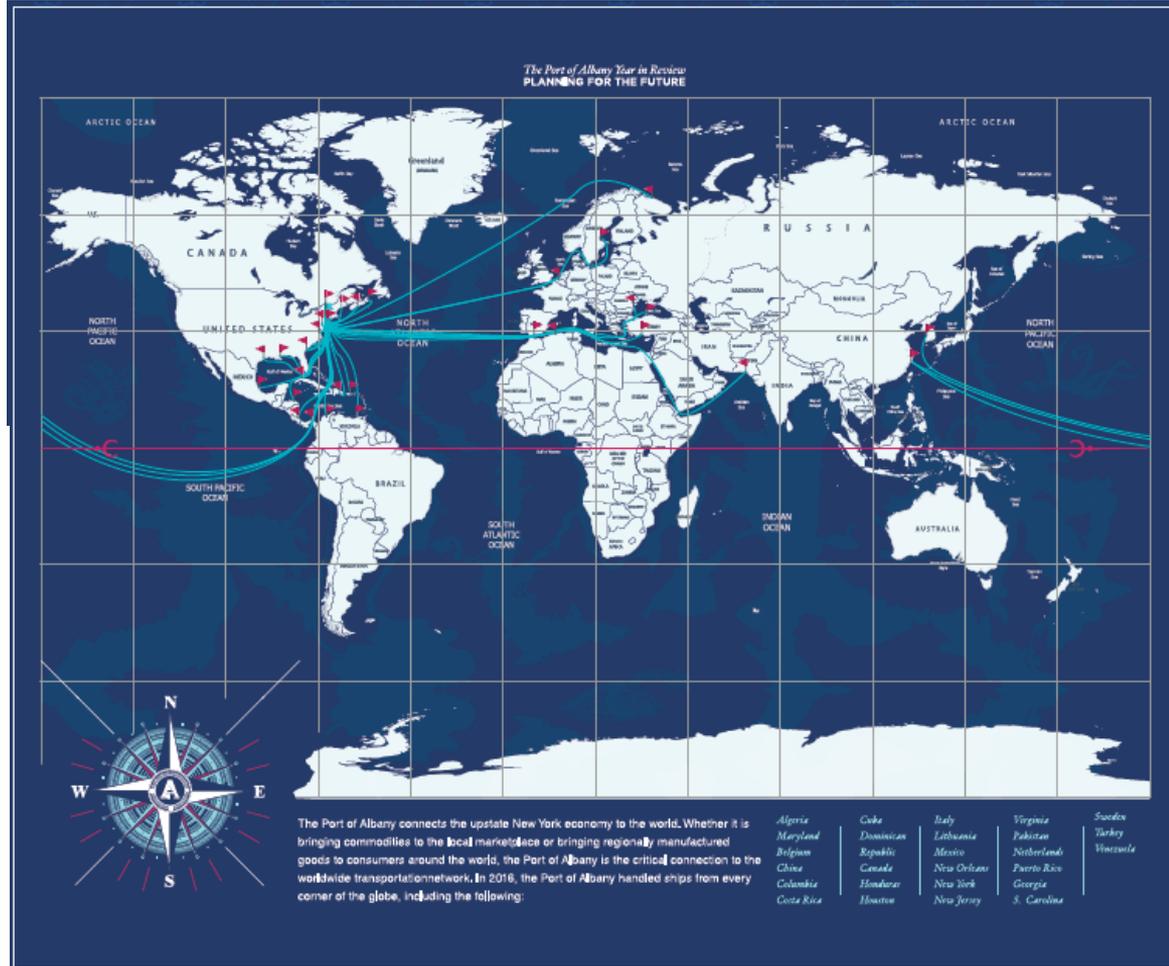
Jobs Across NYS



UPSTATE IMPACT WORLDWIDE REACH



The BBC Aquamarine sails through New York Harbor on its way up the Hudson River to the Port of Albany.



Aligning with New York State Initiatives - URI

CAPITAL 20.20 - ADVANCING THE REGION THROUGH FOCUSED INVESTMENT

CAPITAL 20.20
STRATEGIES

STRATEGY 2

GATEWAY: CONNECTING MARKETS AND BUSINESS

The Capital Region has one of the most unique and desirable geographic positions in North America. Situated at the confluence of major rivers and highways, every point in the eight counties in our region is within close proximity of large metropolitan areas and innumerable cities, towns, and villages of all sizes—a position that has empowered us to become a distribution and logistics hub, from the fur trade through today. This strategy will invest in our port infrastructure and waterways, and support our fast-growing distribution and logistics cluster, to make sure that our companies and entrepreneurs are able to respond to external opportunities and have better access to critical inputs. Upon implementation, this strategy will have created between 11,500-13,100 jobs and approximately \$1.6B in GDP over its first five years.

A truck departing from the Capital Region can cover in one day's drive ground that's home to almost 40% of North America's population, making this one of the largest markets in the world. Moreover, our flourishing ports are a maritime gateway for our region and all of Upstate New York, with the Port of Albany being the northern-most, 12-month port in the state. The soon-to-be-finalized expansion of the Panama Canal, and the huge increase in east coast port traffic the expansion will create, only increases the urgency for expanding our capabilities in the Capital Region. Both of the initiatives in this strategy will be complemented by targeted investments in training and workforce development to ensure that workers from our hard-to-place populations benefit especially from these new positions.

This strategy is anchored by two new priority initiatives:

Initiative 1: Ports Modernization and Expansion

Investments in the Port of Albany and Port of Coeymans for catalytic infrastructure improvements will translate to new middle-skill jobs. These improvements will drive down costs for our regional importers and exporters, position us to respond to future market trends and opportunities, and continue our commitment to investing in the sustainability of our rivers.

Initiative 2: Fulfillment Hub Expansion

Attracting new major fulfillment centers will enhance our existing robust warehousing and distribution center ecosystem and create thousands of new middle-skill jobs.



“In addition to the created jobs, the ports will offer world-class facilities for import and export opportunities for businesses from the Capital Region and the rest of New York State, thus increasing their competitiveness. Moreover, the initiative will reduce highway gridlock, lower greenhouse gas emissions, and reduce pollution in New York State.”

P. 60 CAPITAL 20.20 ADVANCING THE REGION THROUGH FOCUSED INVESTMENT

UPSTATE REVITALIZATION INITIATIVE



OCTOBER 5, 2015

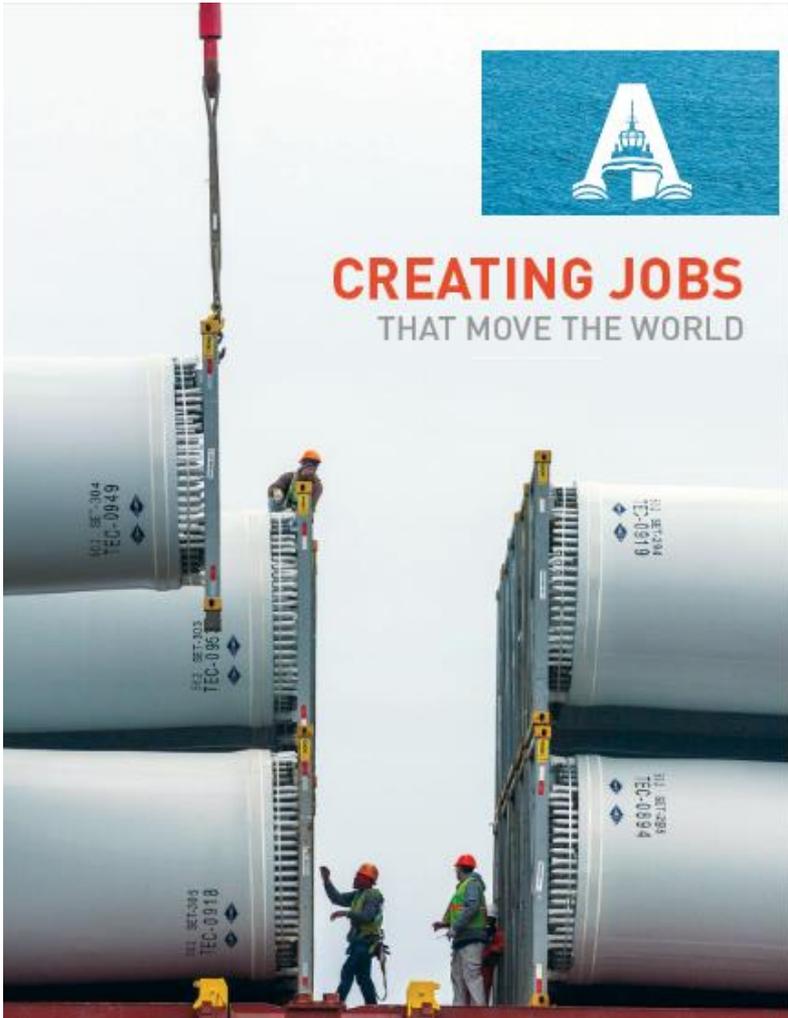
11,500-
13,100
JOBS

\$1.6B
GDP

\$90-100M
URI ASK

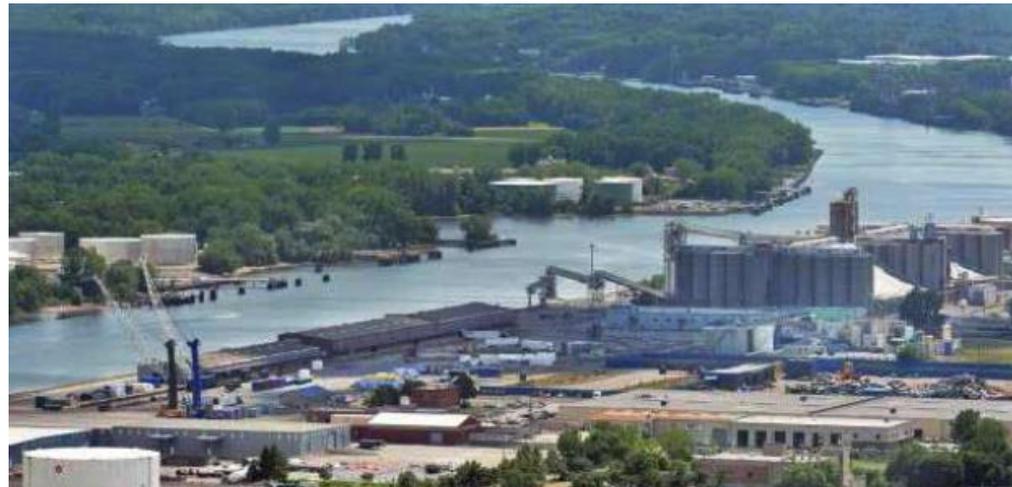


CREATING JOBS
THAT MOVE THE WORLD



Thank you!

Megan Daly
Director of Economic Development
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**Capital Region
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Regional Director Update

Michael Yevoli
Regional Director, Empire State Development
2/27/2019

\$67 Million
REGIONAL AWARDEE



EXCELSIOR

EXCELSIOR
OVER UPWARD



**Capital Region
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CREDC 2018 REGIONAL AWARDEE \$67 MILLION



All round summary

Since 2011:

- 739 awarded projects (all agencies)
- Total Project cost \$1.57 billion
- Total CFA awarded to all state agencies in the region: \$345.3 million

Leverage of state investment in all past priority projects

Round	Total awards	Total Project Cost	Total Awards	Total ESD Capital Funds	Leverage
Round 1	11	\$63,849,089	\$8,611,000	\$8,611,000	13%
Round 2	17	\$95,394,622	\$7,565,000	\$7,365,000	8%
Round 3	23	\$263,699,789	\$21,956,956	\$21,792,000	8%
Round 4	10	\$52,070,370	\$5,500,000	\$5,500,000	11%
Round 5	29	\$118,140,126	\$21,813,000	\$21,750,000	18%
Round 6	25	\$144,353,425	\$23,900,000	\$23,651,220	16%
Round 7	23	\$143,982,633	\$19,470,000	\$19,470,000	14%
Round 8	11	\$95,733,817	\$10,000,000	\$10,000,000	10%
TOTALS	149	\$977,223,871	\$118,815,956	\$118,139,220	12%

2018 AWARD BREAKDOWN BY REGION

REGION	2018 AWARD	EXCELSIOR CREDITS	BOND CAP	NET GRANTS	PROJECTS
CAPITAL	\$67	\$3	\$25	\$39	95
CENTRAL NY	\$88.2	\$3	\$35	\$50.2	91
FINGERLAKES	\$86.5	\$8	\$30	\$48.5	141
LONG ISLAND	\$68.3	\$2	\$25	\$41.3	103
MID HUDSON	\$87.1	\$11	\$20	\$56.1	122
MOHAWK VALLEY	\$85.4	\$12	\$35	\$38.4	77
NORTH COUNTRY	\$64.8	\$6	\$30	\$28.8	70
NYC	\$84.4	\$12	\$35	\$37.4	137
SOUTHERN TIER	\$65.4	\$4	\$30	\$31.4	101
WESTERN NY	\$66	\$5	\$10	\$51	118



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SAMPLE OF 2018 CREDC AWARDED PROJECTS

PISA PILOT PLANT

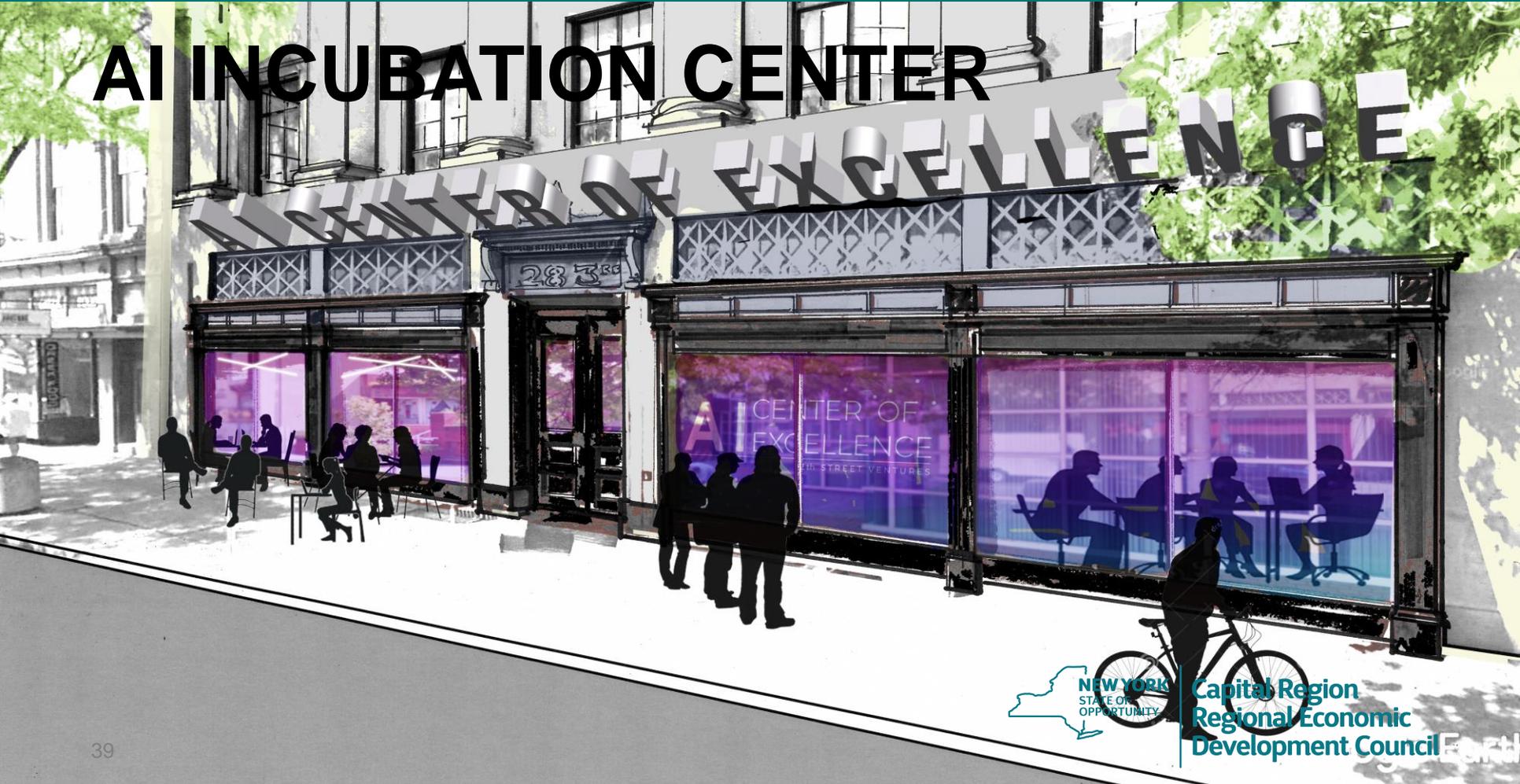


CASE ADVANCED MANUFACTURING



AI INCUBATION CENTER

CENTER OF EXCELLENCE



Capital Region
Regional Economic
Development Council

RED BARN HUDSON



SPAC IMPROVEMENT PROJECT



OUT OF ROUND OPPORTUNITIES WITH ESD

- URI
- ESD Capital Funds
- DRI
- Excelsior
- And many more programs





**Capital Region
Regional Economic
Development Council**

2019 CREDC Strategy

**Havidán Rodríguez / Michael Yevoli
CREDC Co- Chair / ESD Regional Director**

LEVERAGE &
COLLABORATE



NEXT-TECH

OPEN NEW DOORS



LIFT-OFF

PREPARE FOR
TOMORROW



TALENT

BUILD A
SUPERHIGHWAY



GATEWAY

BRING CITIES
TO LIFE



METRO

SUSTAIN & OPTIMIZE
OUR SURROUNDINGS



SHOWCASE
OUR BEAUTY



SPOTLIGHT
OUR STRENGTHS



Strategic Plan & Capital 20.20

Creating Forward Momentum



Capital Region
Regional Economic
Development Council

Look Ahead for 2019

- 2019 proposed meeting schedule
- Workgroups
- 2019 CREDC Initiatives
- Council member roles and responsibilities



TRADEABLE SECTORS



PLACEMAKING

CAPITAL REGION CREATES

CAPITAL REGION ECONOMIC
DEVELOPMENT COUNCIL



WORKFORCE



INNOVATION



**Capital Region
Regional Economic
Development Council**

Concluding Remarks

**Havidán Rodríguez / Michael Yevoli
CREDC Co- Chair / ESD Regional Director**



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Public Comments/ Questions



**Capital Region
Regional Economic
Development Council**

Thank You!