

Southern Tier Regional Economic Development Council 2018 Annual Report Assessment

I. Performance

a. Impact on job creation and retention

Strengths

- Total regional wages are up since 2011 in nearly every cluster of interest (advanced manufacturing, transportation equipment, food/agriculture, life sciences, and tourism). For example, total wages increased by 4.3 in the Transportation Equipment cluster between 2011 and 2017, while total job count decreased by 7 percent.
- The Life Sciences cluster had a 2.3 percent increase in average annual employment (AAE) from 2016-2017, and the Food and Agriculture cluster had a 1.5 percent increase.
- From 2012 – 2017, Priority Projects are projected to have retained 16,589 jobs and created 2,335 jobs.

Weaknesses

- The region continues to lag the state in key metrics. As of 2017, the regional unemployment rate was 5.4 percent, as compared to a statewide unemployment rate of 4.7 percent. Unemployment among working age individuals without a high school degree is much higher than the state average and the labor force participation rate of 58.1 percent is low and falling.
- The Advanced Manufacturing cluster had a 1.1 percent decrease in AAE from 2016 – 2017.
- Average annual private employment decreased by 0.3 percent 2016 – 2017.

b. Business growth and leverage of private sector investments

Strengths

- Between 2011 and 2017, the number of private establishments in the targeted cluster for the region increased 8 percent. For example, the number of Transportation Equipment firms increased by 8 percent.
- The Gross Regional Product is rising after a decline from 2014 to 2015.
- The ratio of total project cost to total ESD Capital Fund awards for all Priority Projects in the past seven rounds was 6.7 to 1 (excludes cancelled or declined projects). When considering all CFA projects (including Priority Projects), the ratio was 5 to 1.

Weaknesses

- The Southern Tier's workforce continues to shrink, and exports continue to slip.

II. Progress

a. Implementation of regional strategies described in a previous REDC plan and plan updates

Strengths

- The Region appears to be closely focused on the implementation of its four major strategies in its Upstate Revitalization Initiative Plan through game changing projects such as the Greater Binghamton Fund, the Unison Industries Expansion, or the Imperium3 Battery Consortium.
- The Southern Tier has experienced considerable growth in visits, tourism employment, and tourist spending. The strong commitment towards downtown revitalization is likely to make the region a more desirable destination.

Weaknesses

- None noted.

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

Strengths

- Incubators are a major component of regional economic development strategies, with many inter-regional partnerships between Cornell, Ithaca College, and SUNY Binghamton. Already companies created through incubation have created 94 jobs and raised \$65.2M in venture capital.
- The STREDC continues strong support for advanced manufacturing, particularly in its cluster of Transportation Equipment. Their strategies include increasing the commercialization of technology, promoting job growth within the cluster particularly for high-skill high-paying occupations, supporting workforce training to maintain a skilled workforce, and increasing exports.
- The region is responding to challenges associated with dispersed poverty through a combination of workforce development, community development, and stakeholder outreach. These efforts have involved regional community colleges, BOCES, and Department of Labor training grants.

Weaknesses

- The Life Sciences Cluster is small compared to most other regions.

c. Success in workforce development initiatives, including engagement of hard-to-place workers

Strengths

- The STREDC has stressed the importance in developing apprenticeship programs through its community colleges.
- The STREDC is working to connect veterans with employers, support, and services including higher education, and to encourage the development of veteran-led businesses. While it may be in part due to an improving economy, these efforts are reflected in a significant reduction in the veteran unemployment rate from a high of 9.7 percent in 2013 to 6.9 percent in 2016.

Weaknesses

- None noted.

d. Advancement of projects that revitalize downtowns

Strengths

- There is an extremely strong commitment towards downtown revitalization both as a regional strategy (*Build the Greater Binghamton Innovation Eco System*) and with projects being done in tandem with the Downtown Revitalization Initiative (DRI). The region is interested in making use

of other grant programs on both the state (HCR Mainstreet) and federal level (Opportunity Zones) to advance these priorities.

- Twelve of the proposed 2018 ESD Priority Projects and 15 other projects are listed as having a downtown revitalization component. Among the projects supported is construction by the Lake Erie College of Osteopathic Medicine (LECOM) of a new medical training facility within the Elmira DRI boundary that will eventually accommodate 480 students.

Weaknesses

- None noted.

e. Advancement of prior round Priority Projects

Strengths

- The Southern Tier has a track record for completing priority projects which underscores a tendency to support strong projects, both through the REDC competition and the Upstate Revitalization Initiative, such as the Binghamton University School of Pharmacy.
- 75.6 percent of all priority projects (112 of 148) and 84.7 percent of all CFA projects (173 of 288) are completed or on schedule. Only 6 percent of priority projects awarded (9 out of 148) have been cancelled or funding was declined.

Weaknesses

- None noted.

III. Planning

a. Quality of the Annual Report

Strengths

- The report is well written, ascetically pleasing, and organized in an intuitive manner.
- The report addresses the region's URI progress through the use additional performance metrics and success thresholds.

Weaknesses

- Little information was provided about the progress of past Priority Projects.

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

Strengths

- There is a strong support for incubators for both the retention of college grads, and the commercialization of technology with, as of 2017, 90 companies in regional incubators with \$65.2M in raised capital.
- The 76West Clean Energy Competition continues to grow the clean energy ecosystem in the region, having given \$10M in prizes since its inception.

Weaknesses

- The region has an aging workforce, falling exports, and stagnant economic growth.
- The regional poverty rate is 16.6% compared to a state rate of 15.7%. This is an increase from a rate of 15.4% in 2015.

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

Strengths

- There is coordination between both major regional employers such as Corning and community colleges to better meet workforce needs.
- There is considerable effort to retain college graduates from the region's universities through the Greater Binghamton Innovation strategy and the numerous incubators linked to Cornell.

Weaknesses

- There is still great difficulty of providing workforce development opportunities in the more rural parts of the region which often have the greatest need.

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

Strengths

- There is considerable local outreach within the regional council.
- The STREDC recommended a project to implement countywide shared services plans, providing ongoing support to a new wastewater treatment partnership.

Weaknesses

- None noted.

IV. Proposed Projects

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

Regional Economic Cluster

Advanced manufacturing industry with a focus on the transportation industry

Strengths

- The report indicates that 10 out of 29 proposed Priority Projects would advance the regional cluster. For example, Amphenol will support the transportation manufacturing sub-cluster by refitting and reutilizing a vacant facility in Endwell as part of a push to insource manufacturing operations.

Weaknesses

- None noted.

b. Identification of proposed projects for 2018 to advance State and regional priorities

Strengths

- The STREDC supported 2 priority projects to aid in the growth of the Life Sciences sector.
- The Advanced Manufacturing sector is supported by 10 priority projects.
- The STREDC supported 7 priority projects to aid in the growth of the Agriculture and Food Production sector, such as the Willow Run Food cooler storage addition which will create 40 jobs.
- The Cornell University Innovation Hotspot business incubator, Rev Ithaca, is supported for funding through the ESD Regional Hot Spot program.

- The STREDC supported 19 projects to advance strategies to make the regional economy more inclusive. For example, Ithaca Community Childcare will expand its facility to provide childcare to 60 more school-age children per day and around 50 more children not yet in school.
- The STREDC supported one veterans' project, the Broome County Veterans Complex.
- The STREDC is continuing to implement its strategy to "Promote the Southern Tier's Innovation Culture" through support of 6 priority projects.

Weaknesses

- None noted.

c. Advancement of proposed projects for 2018 to meet workforce development needs

Strengths

- The STREDC is addressing workforce issues through multiple strategies ranging from soft-skills training, veteran outreach, industrial apprenticeships, improved curriculum, and business incubators. Twenty-one of the proposed 29 Priority Projects listed as having a Workforce Development Component.

Weaknesses

- None noted.

V. Participation

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

Strengths

- The Regional Council cited frequent work groups meetings that allow people from the private, public, and non-profit sectors to participate in the Regional Council process.

Weaknesses

- None noted.

b. Regional unity and support of the Annual Report

Strengths

- Despite the rural nature of the Region, the Southern Tier has a good spread of Priority Projects throughout its boundaries.

Weaknesses

- There were no recommended Priority Projects in Tioga County.

CFA #	Region	Agency	Program	Project Name	Business Name	Agency Score	REDC Score	Total Score	Award	Awarded / Not Awarded	Recusal
80769	Southern Tier	Arts	Arts ACFIP	State Theatre Lobby Expansion Project	State Theatre of Ithaca, Inc.	43.46	20	63.46	\$0	Not-Awarded	
74243	Southern Tier	Arts	Arts ACFIP	Historic Performance and Event Complex Expansion for acessibility	Goodwill Theatre, Inc.	43.95	10	53.95	\$0	Not-Awarded	Terrance Kane, Harvey Stenger, Jennifer Conway
74243	Southern Tier	Arts	Arts ACIP	Historic Performance	Goodwill Theatre, Inc.	8.89	10	18.89	\$0	Not-Awarded	Terrance Kane, Harvey Stenger, Jennifer Conway
80845	Southern Tier	Arts	Arts WIP	Workforce Expansion	The Cherry Arts Inc	70.52	20	90.52	\$25,000	Awarded	
82511	Southern Tier	Arts	Arts WIP	Workforce Expansion	Trumansburg Conservatory of Fine Arts	60.74	20	80.74	\$24,000	Awarded	
83584	Southern Tier	Arts	Arts WIP	Workforce Expansion	Opus Ithaca School of Music Inc	44.44	20	64.44	\$30,000	Awarded	
84398	Southern Tier	Arts	Arts WRP	Workforce Training and Development Programs	Cayuga Chamber Orchestra Inc.	69.93	20	89.93	\$30,000	Awarded	
82656	Southern Tier	Arts	Arts WRP	Workforce Training and Development Programs	Center for the Arts at Ithaca, Inc.	21.48	20	41.48	\$0	Not-Awarded	
80753	Southern Tier	Canals	Canals	Ithaca Waterfront Access	City of Ithaca	61.00	20	81.00	\$29,575	Awarded	
79956	Southern Tier	Canals	Canals	Havana Glen Park	Schuyler County Partnership for Economic Development	54.00	20	74.00	\$0	Not-Awarded	Judy McKinney Cherry
83175	Southern Tier	DEC	DEC CSC C	Climate Smart Community Actions	Village of Montour Falls	67.00	20	87.00	\$8,998	Awarded	Judy McKinney Cherry
80423	Southern Tier	DEC	DEC CSC I	Downtown Ithaca Transportation Demand Management Association	City of Ithaca	68.00	20	88.00	\$460,397	Awarded	
83714	Southern Tier	DEC	DEC CSC I	Highway Department Drainage Improvement Project	Town of Kirkwood	41.00	20	61.00	\$91,000	Awarded	
83806	Southern Tier	DEC	DEC EPG	Chemung County Sewer District No. 1 Study	Chemung County Sewer District	75.00	20	95.00	\$50,000	Awarded	Mike Krusen
82086	Southern Tier	DEC	DEC EPG	Village of Wayland Wastewater Treatment Plant Disinfection Study	Village of Wayland	75.00	20	95.00	\$30,000	Awarded	
84680	Southern Tier	DEC	DEC EPG	Chemung County Elmira Sewer District Combined Sewer Overflow Study	Chemung County	70.00	20	90.00	\$50,000	Awarded	Mike Krusen
82989	Southern Tier	DEC	DEC EPG	Village of Endicott Water Pollution Control Plant Infiltration and Inflow Study	Village of Endicott	70.00	20	90.00	\$50,000	Awarded	
82634	Southern Tier	DEC	DEC EPG	City of Corning Wastewater Collection System Study	City of Corning	70.00	20	90.00	\$30,000	Awarded	
84522	Southern Tier	DEC	DEC EPG	Village of Canisteo Wastewater Treatment Plant Disinfection and Wastewater System Improvements Study	Village of Canisteo	70.00	20	90.00	\$23,500	Awarded	

CFA #	Region	Agency	Program	Project Name	Business Name	Agency Score	REDC Score	Total Score	Award	Awarded / Not Awarded	Recusal
84887	Southern Tier	DEC	DEC EPG	Village of South Corning Sewage Treatment Plant Disinfection Study	Village of South Corning	70.00	20	90.00	\$10,000	Awarded	
82483	Southern Tier	DEC	DEC EPG	Town of Newfield Infiltration and Inflow Study	Town of Newfield	47.00	20	67.00	\$30,000	Awarded	
83829	Southern Tier	DEC	DEC WQIP AHR	Town of Caroline Ekroos Road Culvert Replacement	Town of Caroline	66.00	15	81.00	\$247,568	Awarded	
84752	Southern Tier	DEC	DEC WQIP AHR	Federal Hill Culvert Replacement Project	Trout Unlimited	48.00	10	58.00	\$0	Not-Awarded	
84276	Southern Tier	DEC	DEC WQIP AHR	Tompkins County Culvert	Tompkins County	31.00	20	51.00	\$0	Not-Awarded	
82870	Southern Tier	DEC	DEC WQIP AHR	Reconnecting Stream Habitat in the Carrs Creek Watershed: Poplar Hill Road Stream Crossing Replacement	Trout Unlimited	38.00	10	48.00	\$0	Not-Awarded	
82891	Southern Tier	DEC	DEC WQIP MS4	Tompkins County MS4 Mapping	Tompkins County Soil and Water Conservation District	80.00	20	100.00	\$87,774	Awarded	
83336	Southern Tier	DEC	DEC WQIP NPS	Schuyler County Streambank and Road Ditch Stabilization	Schuyler County Soil and Water Conservation District	59.00	20	79.00	\$350,000	Awarded	
83339	Southern Tier	DEC	DEC WQIP NPS	Schuyler and Chemung Counties Road Ditch Stabilization Phase II	Schuyler County Soil and Water Conservation District	59.00	15	74.00	\$260,187	Awarded	
83341	Southern Tier	DEC	DEC WQIP NPS	Cayuga Lake Watershed Streambank and Road Ditch Stabilization	Schuyler County Soil and Water Conservation District	49.00	15	64.00	\$284,225	Awarded	
83804	Southern Tier	DEC	DEC WQIP NPS	Owego Creek Streambank Rehabilitation	Tioga County Soil and Water Conservation District	47.00	15	62.00	\$145,926	Awarded	
83713	Southern Tier	DEC	DEC WQIP NPS	Cayuga Lake Wetlands Restoration	New Roots Charter School	55.00	5	60.00	\$38,745	Awarded	
83340	Southern Tier	DEC	DEC WQIP NPS	Chemung County Critical Area Seeding	Chemung County Soil and Water Conservation District	39.00	20	59.00	\$70,000	Awarded	Mike Krusen
82127	Southern Tier	DEC	DEC WQIP Salt	Town of Enfield Sand and Salt Storage	Town of Enfield	71.00	20	91.00	\$340,640	Awarded	
84277	Southern Tier	DEC	DEC WQIP Salt	Town of Owego Salt Storage	Town of Owego	63.00	20	83.00	\$390,000	Awarded	
82730	Southern Tier	DEC	DEC WQIP Salt	Village of Wayland Salt Storage	Village of Wayland	66.00	15	81.00	\$150,000	Awarded	
82150	Southern Tier	DEC	DEC WQIP Salt	Town of Pitcher Salt Storage	Town of Pitcher	42.00	20	62.00	\$107,764	Awarded	
81300	Southern Tier	DEC	DEC WQIP Salt	Kirkwood Salt Storage Facility	Town of Kirkwood	27.00	20	47.00	\$0	Not-Awarded	
83343	Southern Tier	DEC	DEC WQIP Salt	Seneca Lake Salt Storage Project	Schuyler County Soil and Water Conservation District	16.00	15	31.00	\$0	Not-Awarded	
84209	Southern Tier	DEC	DEC WQIP SWP	Cayuga Shallows Protection Land Acquisition for Source Water Protection Project	Finger Lakes Land Trust, Inc.	70.00	15	85.00	\$921,000	Awarded	
80803	Southern Tier	DEC	DEC WQIP WWT CSO/SSO	Sewer Collection and Conveyance	Town of Campbell	52.00	15	67.00	\$0	Not-Awarded	

CFA #	Region	Agency	Program	Project Name	Business Name	Agency Score	REDC Score	Total Score	Award	Awarded / Not Awarded	Recusal
82028	Southern Tier	DEC	DEC WQIP WWT DIS	Village of Owego Wastewater Treatment Plant Disinfection	Village of Owego	74.00	20	94.00	\$1,000,000	Awarded	
84763	Southern Tier	DEC	DEC WQIP WWT DIS	Village of Bath Wastewater Treatment Plant Disinfection	Village of Bath	70.00	15	85.00	\$630,750	Awarded	
81622	Southern Tier	DEC	DEC WQIP WWT GEN	Cayuga Heights WWTP Upgrade	Village of Cayuga Heights	56.00	20	76.00	\$0	Not-Awarded	
80777	Southern Tier	DEC	DEC WQIP WWT GEN	Jasper Wastewater Treatment Plant Improvement 2018	Town of Jasper	42.00	10	52.00	\$0	Not-Awarded	
80814	Southern Tier	DEC	DEC WQIP WWT GEN	V Odessa Municipal Wastewater System Project	Village of Odessa	27.00	20	47.00	\$0	Not-Awarded	Judy McKinney Cherry
81876	Southern Tier	DEC	DEC WQIP WWT GEN	Village of Bath Wastewater Treatment Plant Upgrades	Village of Bath	25.00	20	45.00	\$0	Not-Awarded	
80784	Southern Tier	DEC	DEC WQIP WWT GEN	Town Dix NYS Route 414 Sewer District Extension 2018	Town of Dix	22.00	20	42.00	\$0	Not-Awarded	
83038	Southern Tier	DEC	DEC WQIP WWT IOS	Village of Hammondsport New Collection System and Wastewater Treatment	Village of Hammondsport	58.00	20	78.00	\$1,035,000	Awarded	Jamie Johnson
80804	Southern Tier	DEC	DEC WQIP WWT IOS	Sewer Collection and Conveyance	Village of Savona	50.00	15	65.00	\$0	Not-Awarded	
84778	Southern Tier	DEC	DEC WQIP WWT WAT	Village of Bath Wastewater Treatment Plant Improvements	Village of Bath	70.00	20	90.00	\$1,000,000	Awarded	
83611	Southern Tier	DEC	DEC WQIP WWT WAT	Town of Chenango Wastewater Treatment Plant Improvements	Town of Chenango	64.00	20	84.00	\$1,000,000	Awarded	
78618	Southern Tier	DOL	DOL EET	Electrical Training	ACCO Brands USA LLC	59.76	20	79.76	\$25,376	Awarded	
83528	Southern Tier	DOL	DOL UWT	Certified Nurses Assistant Training	Broome-Delaware-Tioga Board of Cooperative Educational Services	60.86	20	80.86	\$68,250	Awarded	
71457	Southern Tier	DOL	DOL UWT	Broome County Jail to Jobs	BroomeTioga Workforce NY	49.69	20	69.69	\$93,900	Awarded	Jennifer Lesko
83614	Southern Tier	DOL	DOL UWT	Hospitality Employment Training	Greater Ithaca Activities Center, Inc.	40.05	20	60.05	\$0	Not-Awarded	
80377	Southern Tier	DOS	DOS LGE	County Centralized Information Technology Services	Tioga County	58.00	20	78.00	\$210,258	Awarded	LeeAnn Tinney
84025	Southern Tier	DOS	DOS LGE P	Regional Records Management Facility Study	Broome County	53.33	20	73.33	\$13,250	Awarded	Jason Garnar
80577	Southern Tier	DOS	DOS LGE P	Countywide Water System Study	Chemung County	51.33	20	71.33	\$24,000	Awarded	Mike Krusen
82266	Southern Tier	DOS	DOS LWRP	Village of Sidney Local Waterfront Revitalization Program	Village of Sidney	74.00	20	94.00	\$100,000	Awarded	
80539	Southern Tier	DOS	DOS LWRP	Village of Whitney Point Local Waterfront Revitalization Program and Gateway Public Access Improvements	Village of Whitney Point	73.50	20	93.50	\$565,000	Awarded	

CFA #	Region	Agency	Program	Project Name	Business Name	Agency Score	REDC Score	Total Score	Award	Awarded / Not Awarded	Recusal
81481	Southern Tier	DOS	DOS LWRP	Town of Hector Waterfront Revitalization Program	Town of Hector	72.50	15	87.50	\$82,500	Awarded	Judy McKinney Cherry
82080	Southern Tier	DOS	DOS LWRP	Broome County River Trails Plan and Intermunicipal Waterfront Public Access Plan	Broome County	71.00	15	86.00	\$150,000	Awarded	Jason Garnar
80919	Southern Tier	DOS	DOS LWRP	Design Guidelines for Flood Prone Historical Structures	Steuben County	72.00	10	82.00	\$0	Not-Awarded	Mike Krusen, Tom Tranter
81458	Southern Tier	DOS	DOS LWRP	FLX Works	Village of Watkins Glen	61.50	20	81.50	\$0	Not-Awarded	Judy McKinney Cherry
83684	Southern Tier	DOS	DOS LWRP	Seneca Harbor breakwater and seawall improvements	Schuyler County	61.50	20	81.50	\$0	Not-Awarded	Judy McKinney Cherry
80753	Southern Tier	DOS	DOS LWRP	City Harbor Waterfront Access	City of Ithaca	58.00	20	78.00	\$0	Not-Awarded	
81434	Southern Tier	DOS	DOS LWRP	Kirkside Park Expansion Feasibility Study	Town of Roxbury	54.50	20	74.50	\$0	Not-Awarded	Peg Ellsworth
81726	Southern Tier	DOS	DOS LWRP	Myers Park Improvements	Town of Lansing	49.50	20	69.50	\$0	Not-Awarded	Lou Callea
81667	Southern Tier	EFC	EFC GIGP	The Lofts 123 Vegetative Roof Project	Maczko Realty	38.00	20	58.00	\$409,000	Awarded	
81059	Southern Tier	EFC	EFC GIGP	Inner Peace Floats Health Wellness Project	Inner Peace Floats	21.00	20	41.00	\$0	Not-Awarded	Judy McKinney Cherry
81920	Southern Tier	ESD	ESD BISP	Rev Ithaca Startup Works	Cornell University	67.33	20	87.33	\$625,000	Awarded	Judy McKinney Cherry, Mary Opperman, Tom Schryver
82260	Southern Tier	ESD	ESD BISP	Incubator Works - Southern Tier	Alfred Technology Resources dba IncubatorWorks	61.00	20	81.00	\$625,000	Awarded	Mike Krusen, Betsey Hale, Jamie Johnson
81079	Southern Tier	ESD	ESD Grants	Innovation Center Upgrades	CORNING COMMUNITY COLLEGE	75	20	95	\$1,000,000	Awarded	Judy McKinney Cherry, Jaime Johnson
83641	Southern Tier	ESD	ESD Grants	Sportsfield Building Expansion	Sportsfield Specialties, Inc.	73	20	93	\$500,000	Awarded	Betsey Hale
80194	Southern Tier	ESD	ESD Grants	ACE Expansion	Automated Cells Equipment, Inc.	73	20	93	\$400,000	Awarded	Betsey Hale, Jamie Johnson
83880	Southern Tier	ESD	ESD Grants	Organic Feed Mill Expansion	JD Granary, LLC	73	20	93	\$225,000	Awarded	
82603	Southern Tier	ESD	ESD Grants	School Age Program Expansion	Ithaca Community Childcare Center	72	20	92	\$790,000	Awarded	Mary Opperman
81401	Southern Tier	ESD	ESD Grants	MAS Manufacturing Expansion	Manufacturing Automation Systems LLC	72	20	92	\$600,000	Awarded	LeeAnn Tinney, Betsey Hale, Jamie Johnson
83578	Southern Tier	ESD	ESD Grants	Broome County Veterans Complex	Broome County	70	20	90	\$620,000	Awarded	Jason Garnar
84622	Southern Tier	ESD	ESD Grants	Amphenol Insourcing Project	Amphenol Corporation	70	20	90	\$400,000	Awarded	
84369	Southern Tier	ESD	ESD Grants	Strobels Suppy Expansion	Hornell Industrial Development Agency	70	20	90	\$200,000	Awarded	Jamie Johnson
79678	Southern Tier	ESD	ESD Grants	Shared Wine Facility	Damiani Wine Cellars	68	20	88	\$550,000	Awarded	Judy McKinney Cherry
84384	Southern Tier	ESD	ESD Grants	Project Park	Lake Erie College of Osteopathic Medicine	66	20	86	\$3,000,000	Awarded	Tom Tranter, Ernie Hartman

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81251	Southern Tier	ESD	ESD Grants	Facility Expansion	Buckingham Manufacturing Company, Inc.	66	20	86	\$50,000	Awarded	Lou Callea
81814	Southern Tier	ESD	ESD Grants	Tiberio Custom Meats Regional Meat Center	Tiberio Custom Meats	65	20	85	\$320,000	Awarded	
82954	Southern Tier	ESD	ESD Grants	Willow Run Foods Cooler Storage Addition	WILLOW RUN FOODS, INC.	62	20	82	\$750,000	Awarded	
83397	Southern Tier	ESD	ESD Grants	Advanced Manufacturing of Clean Energy Systems	Rockwell Collins	62	20	82	\$375,000	Awarded	
82606	Southern Tier	ESD	ESD Grants	Pretreatment for Watkins Glen International	Watkins Glen International, Inc.	62	20	82	\$220,000	Awarded	
83855	Southern Tier	ESD	ESD Grants	Delta Expansion Project	Delta Engineers, Architects & Land Surveyors	61	20	81	\$0	Not-Awarded	
83496	Southern Tier	ESD	ESD Grants	New Canning Distribution Center	Beer Tree Brew Co LLC	61	20	81	\$0	Not-Awarded	Jason Garnar
82128	Southern Tier	ESD	ESD Grants	Mt Upton New Dairy Facility Upgrade	Hanehan Family Dairy LLC	58	20	78	\$0	Not-Awarded	
84648	Southern Tier	ESD	ESD Grants	Yogurt and Dairy Plant Expansion	The Indian Milk & Honey Co.	58	20	78	\$0	Not-Awarded	
82083	Southern Tier	ESD	ESD Grants	AD Bowman Mill Expansion 3 Phase power ext	A D Bowman Son Lumber Co	50	20	70	\$0	Not-Awarded	
81311	Southern Tier	ESD	ESD Grants	ID Booth Information Technology Infrastructure Project	ID Booth Inc	50	20	70	\$0	Not-Awarded	
84394	Southern Tier	ESD	ESD Grants	Laser	Clark Specialty Company Inc	50	20	70	\$0	Not-Awarded	Jamie Johnson
80814	Southern Tier	ESD	ESD Grants	Odessa Municipal Wastewater System Project	Village of Odessa	50	20	70	\$0	Not-Awarded	Judy McKinney Cherry
84239	Southern Tier	ESD	ESD Grants	Salient Management Company Expansion Project	Salient Management Company	50	20	70	\$0	Not-Awarded	
82861	Southern Tier	ESD	ESD Grants	Seneca Cheese Company Grant Support	Seneca Cheese Company	49	20	69	\$0	Not-Awarded	Judy McKinney Cherry
83643	Southern Tier	ESD	ESD Grants	Advancing Health Science Technologies in the Southern Tier	Binghamton University	48	20	68	\$0	Not-Awarded	Terrence Kane, Harvey Stenger
80783	Southern Tier	ESD	ESD Grants	Meads Hill and NYS Route 414 Water District Extension 2018	Town of Dix	48	20	68	\$0	Not-Awarded	
80784	Southern Tier	ESD	ESD Grants	Town of Dix NYS Route 414 Sewer District Extension 2018	Town of Dix	48	20	68	\$0	Not-Awarded	
84715	Southern Tier	ESD	ESD Grants	wedding venue	Holy Smoke Stoney Creek LLC	47	20	67	\$0	Not-Awarded	
84488	Southern Tier	ESD	ESD Grants	Chenango Medical Neighborhood - Ambulatory Services Redesign	UHS Chenango Memorial Hospital	47	20	67	\$0	Not-Awarded	
82187	Southern Tier	ESD	ESD Grants	UHS Wilson Medical Center Revitalization Project	United Health Services Hospitals, Inc.	47	20	67	\$0	Not-Awarded	Terrence Kane, Harvey Stenger
81915	Southern Tier	ESD	ESD Grants	City Harbor Waterfront Development Phase 1	City Harbor LLC	41	20	61	\$0	Not-Awarded	

CFA #	Region	Agency	Program	Project Name	Business Name	Agency Score	REDC Score	Total Score	Award	Awarded / Not Awarded	Recusal
84499	Southern Tier	ESD	ESD Grants	Binghamton Main Front Gateway Project	Lucky 13 Acquisitions LLC	35	20	55	\$0	Not-Awarded	
81799	Southern Tier	ESD	ESD Grants	The Cameo Center for Community Engagement	Broome County Urban League	43	10	53	\$0	Not-Awarded	Jennifer Conway, Jennifer Lesko, Jason Garnar
74243	Southern Tier	ESD	ESD Grants	Historic Performance and Event Complex Expansion for acessibility	Goodwill Theatre Inc	42	10	52	\$0	Not-Awarded	Terrance Kane, Harvey Stenger, Jennifer Conway
83820	Southern Tier	ESD	ESD MNY	Glamping at Watkins Glen	Aprile Ventures LLC	71.00	20	91.00	\$385,189	Awarded	
84764	Southern Tier	ESD	ESD MNY	Day Out With Thomas the Tank Engine at the Delaware and Ulster Railroad	Catskill Revitalization Corporation	65.00	20	85.00	\$58,800	Awarded	
83284	Southern Tier	ESD	ESD MNY	Out-of-State Traveler Campaign 2019	Watkins Glen International	55.00	20	75.00	\$150,000	Awarded	Judy McKinney Cherry, Betsey Hale
83961	Southern Tier	ESD	ESD MNY	The Apple of Our Eye Elevating the Reputation of New Yorks Craft Cider	Tompkins County Chamber of Commerce	54.00	20	74.00	\$123,500	Awarded	
84863	Southern Tier	ESD	ESD MNY	LUMA NY Waterways Mist Projection	LUMA Projection Arts LLC	53.00	20	73.00	\$89,000	Awarded	
83421	Southern Tier	ESD	ESD MNY	Make Your Own Glass (MYOG) Expansion Capital Project	The Corning Museum of Glass	49.00	20	69.00	\$900,000	Awarded	
80859	Southern Tier	ESD	ESD MNY	Finger Lakes Trail Days Festival	Steuben County Conference and Visitors Bureau	48.00	15	63.00	\$0	Not-Awarded	Betsey Hale, Jamie Johnson
53224	Southern Tier	ESD	ESD MNY	Broome County Regional Farmers' Market	Cornell Cooperative Extension of Broome County	44.00	15	59.00	\$0	Not-Awarded	
84084	Southern Tier	ESD	ESD MNY	Delaware County is ART	Delaware County Chamber of Commerce	43.00	15	58.00	\$0	Not-Awarded	
81799	Southern Tier	ESD	ESD MNY	The Cameo Center for Community Engagement	Broome County Urban League	41.00	10	51.00	\$0	Not-Awarded	Jennifer Conway, Jennifer Lesko, Jason Garnar
81048	Southern Tier	ESD	ESD SPFS	Elmira Heights Downtown Corridor Redevelopment Study 2018	Village of Elmira Heights	70	20	90	\$40,000	Awarded	
83392	Southern Tier	ESD	ESD SPFS	Greene Strategic Planning and Feasibility Study	Development Chenango Corporation	69	20	89	\$11,000	Awarded	Lou Callea
80887	Southern Tier	ESD	ESD SPFS	Chemung County Comprehensive Plan	Chemung County Planning Department	67	20	87	\$38,000	Awarded	
80776	Southern Tier	ESD	ESD SPFS	Village of Bath Strategic Plan	Village of Bath	61	20	81	\$11,000	Awarded	Jamie Johnson
81197	Southern Tier	ESD	ESD SPFS	Economic Development Initiative	Town of Southport	53	15	68	\$0	Not-Awarded	
83629	Southern Tier	HCR	HCR CDBG PI	Village of South Corning Water Tank and Water Treatment Facility Improvements	Village of South Corning	47.00	20	67.00	\$1,000,000	Awarded	
83683	Southern Tier	HCR	HCR CDBG PI	Village of Montour Falls Wastewater Improvements	Village of Montour Falls	46.00	20	66.00	\$1,000,000	Awarded	Judy McKinney Cherry

CFA #	Region	Agency	Program	Project Name	Business Name	Agency Score	REDC Score	Total Score	Award	Awarded / Not Awarded	Recusal
82593	Southern Tier	HCR	HCR CDBG PI	Town of Hancock Hamlet of East Branch Water Main Replacement	Town of Hancock	42.00	20	62.00	\$595,500	Awarded	
81828	Southern Tier	HCR	HCR CDBG PI	Village of Deposit Water Plant Tank and Appurtenances Replacement	Village of Deposit	30.00	20	50.00	\$0	Not-Awarded	
83318	Southern Tier	HCR	HCR CDBGCP	Town of Danby Housing Needs Assessment	Town of Danby	77.00	20	97.00	\$30,000	Awarded	
82947	Southern Tier	HCR	HCR CDBGCP	Town of Newfield Water Districts Source of Supply Investigation	Town of Newfield	71.00	20	91.00	\$50,000	Awarded	
80798	Southern Tier	HCR	HCR CDBGCP	Village of Millport Water Systems Study	Village of Millport	70.00	20	90.00	\$50,000	Awarded	
82711	Southern Tier	HCR	HCR CDBGCP	Village of Delhi Housing Study	Village of Delhi	67.00	20	87.00	\$36,500	Awarded	
80787	Southern Tier	HCR	HCR CDBGCP	Village of Watkins Glen Water System Study	Village of Watkins Glen	55.00	20	75.00	\$50,000	Awarded	Judy McKinney Cherry
80522	Southern Tier	HCR	HCR CDBGCP	Village of Bath Water System Evaluation	Village of Bath	51.00	20	71.00	\$50,000	Awarded	
80303	Southern Tier	HCR	HCR NYMS	Andes Main Street	MARK Project, Inc.	62.00	20	82.00	\$496,693	Awarded	Peg Ellsworth
81668	Southern Tier	HCR	HCR NYMS	Westholm Technical Assistance	Western Catskills Community Revitalization Council, Inc.	58.00	20	78.00	\$20,000	Awarded	
82338	Southern Tier	HCR	HCR NYMS	Johnson City Main Street Target Area Renovation Program 2018-19	Village of Johnson City	52.00	20	72.00	\$494,500	Awarded	
84138	Southern Tier	HCR	HCR NYMS	Arnot Carriage House	Elmira Downtown Development, Inc.	52.00	20	72.00	\$300,000	Awarded	
84902	Southern Tier	HCR	HCR NYMS	Village of Horseheads NYMS Phase II	Community Progress, Inc.	56.00	15	71.00	\$500,000	Awarded	
82317	Southern Tier	HCR	HCR NYMS	Union District Main Street Project	Village of Endicott	46.00	20	66.00	\$0	Not-Awarded	
80564	Southern Tier	HCR	HCR NYMS	2018 Norwich Main Street Project	Norwich Business Improvement District	46.00	20	66.00	\$0	Not-Awarded	
82225	Southern Tier	HCR	HCR NYMS	Groton 2018 NYMS	Village of Groton	44.00	20	64.00	\$0	Not-Awarded	
81874	Southern Tier	HCR	HCR NYMS	Elmira Heights 14th Street West Project	Community Progress, Inc.	48.00	15	63.00	\$0	Not-Awarded	
81369	Southern Tier	HCR	HCR NYMS	2018 Village of Owego North Avenue Revitalization Program	Tioga County	40.00	20	60.00	\$0	Not-Awarded	LeeAnn Tinney
82460	Southern Tier	HCR	HCR NYMS	2018 Downtown Ithaca Building Rehabilitation Program	Downtown Ithaca Business Improvement District, Inc.	40.00	20	60.00	\$0	Not-Awarded	
83005	Southern Tier	HCR	HCR NYMS	Hornell Downtown Renaissance	City of Hornell	36.00	20	56.00	\$0	Not-Awarded	
81823	Southern Tier	HCR	HCR NYMS	Village of Deposit New York Main Street 2018	Village of Deposit	40.00	15	55.00	\$0	Not-Awarded	
80801	Southern Tier	HCR	HCR NYMS	Wellsburg NYMS 2018	Village of Wellsburg	22.00	15	37.00	\$0	Not-Awarded	
82605	Southern Tier	NYSERDA	NYSERDA NZEED	START	AgZeit LLC	33.00	20	53.00	\$0	Not-Awarded	Lou Callea

CFA #	Region	Agency	Program	Project Name	Business Name	Agency Score	REDC Score	Total Score	Award	Awarded / Not Awarded	Recusal
80468	Southern Tier	OPRHP	OPRHP HAS D	Municipal Building Window Restoration	Village of Newark Valley	47.00	20	67.00	\$100,000	Awarded	
74243	Southern Tier	OPRHP	OPRHP HAS D	Firehouse Stage Expansion for Accessibility	Goodwill Theatre, Inc.	48.00	10	58.00	\$0	Not-Awarded	Terrance Kane, Harvey Stenger, Jennifer Conway
82110	Southern Tier	OPRHP	OPRHP HAS D	Government Plaza Improvements Phase 3/Amenities	Broome County	43.50	10	53.50	\$0	Not-Awarded	Jennifer Conway, Jason Garnar
82331	Southern Tier	OPRHP	OPRHP HAS D	Square Deal Workers Arch Restoration	Village of Johnson City	43.00	10	53.00	\$0	Not-Awarded	Tom Tranter
83327	Southern Tier	OPRHP	OPRHP HAS P	Stone Opera House and Strand Theater Historic Structure Reports	City of Binghamton	48.50	20	68.50	\$0	Not-Awarded	
84639	Southern Tier	OPRHP	OPRHP HP A	Coldiron Tract at the Newtown Battlefield	American Battlefield Trust	53.00	5	58.00	\$100,000	Awarded	Mike Krusen
84717	Southern Tier	OPRHP	OPRHP HP A	St. Thomas Rose Window 2018	St. Thomas Episcopal Church	24.00	10	34.00	\$0	Not-Awarded	
82621	Southern Tier	OPRHP	OPRHP HP D	Cascadilla Boathouse Restoration	Historic Ithaca, Inc.	52.50	20	72.50	\$367,172	Awarded	
80468	Southern Tier	OPRHP	OPRHP HP D	Municipal Building Window Restoration	Village of Newark Valley	50.50	20	70.50	\$0	Not-Awarded	
84773	Southern Tier	OPRHP	OPRHP HP D	Richardson - Kennedy House Preservation Project, Phase II	Near Westside Neighborhood Association, Inc.	45.75	20	65.75	\$0	Not-Awarded	
82174	Southern Tier	OPRHP	OPRHP HP D	Trinity Episcopal Church	Trinity Episcopal Church	36.00	15	51.00	\$0	Not-Awarded	
74243	Southern Tier	OPRHP	OPRHP HP D	Firehouse Stage Expansion for Accessibility	Goodwill Theatre, Inc.	40.50	10	50.50	\$0	Not-Awarded	Terrance Kane, Harvey Stenger, Jennifer Conway
82331	Southern Tier	OPRHP	OPRHP HP D	Square Deal Workers Arch Restoration	Village of Johnson City	40.00	10	50.00	\$0	Not-Awarded	Tom Tranter
83327	Southern Tier	OPRHP	OPRHP HP P	Stone Opera House and Strand Theater Historic Structure Reports	City of Binghamton	54.00	20	74.00	\$75,000	Awarded	
80086	Southern Tier	OPRHP	OPRHP HP P	Riverside Cemetery Historic Restoration	Union Presbyterian Church - Riverside Cemetery	47.00	5	52.00	\$52,750	Awarded	
82389	Southern Tier	OPRHP	OPRHP PKS A	Culver Road Preserve Acquisition	Town of Ithaca	51.50	10	61.50	\$137,250	Awarded	
81911	Southern Tier	OPRHP	OPRHP PKS D	Town Park Improvements 2018	Town of Campbell	52.70	20	72.70	\$116,081	Awarded	
84303	Southern Tier	OPRHP	OPRHP PKS D	Town of Orange Municipal Park	Town of Orange	50.00	20	70.00	\$18,546	Awarded	Judy McKinney Cherry
80390	Southern Tier	OPRHP	OPRHP PKS D	Deposit Community Park Acquisition and Development	Deposit Community Park, Inc.	54.50	15	69.50	\$482,000	Awarded	
82471	Southern Tier	OPRHP	OPRHP PKS D	Downsville Park Paddle Trail Development	Town of Colchester	49.35	20	69.35	\$276,200	Awarded	
83442	Southern Tier	OPRHP	OPRHP PKS D	Black Diamond Trail Expansion	Cayuga Medical Center	49.00	20	69.00	\$0	Not-Awarded	
81559	Southern Tier	OPRHP	OPRHP PKS D	Nasser Civic Center Ice Rink Phase II	City of Corning	47.75	20	67.75	\$0	Not-Awarded	Tom Tranter
83286	Southern Tier	OPRHP	OPRHP PKS D	Chugnut Trail Bridge Construction	Town of Union	47.00	20	67.00	\$0	Not-Awarded	Jennifer Conway
83701	Southern Tier	OPRHP	OPRHP PKS D	Enclose Cass Park Rink	Ithaca Youth Bureau	51.90	15	66.90	\$0	Not-Awarded	

CFA #	Region	Agency	Program	Project Name	Business Name	Agency Score	REDC Score	Total Score	Award	Awarded / Not Awarded	Recusal
82372	Southern Tier	OPRHP	OPRHP PKS D	Recreation Park Tennis Court Improvements	City of Binghamton	49.65	15	64.65	\$0	Not-Awarded	
81483	Southern Tier	OPRHP	OPRHP PKS D	Park Ball Field's Play Area	Town of Catharine	44.50	20	64.50	\$0	Not-Awarded	Judy McKinney Cherry
83558	Southern Tier	OPRHP	OPRHP PKS D	Boundless Broome	Broome County Parks Department	44.10	20	64.10	\$0	Not-Awarded	Jason Garnar
81726	Southern Tier	OPRHP	OPRHP PKS D	Myers Park	Town of Lansing	43.50	20	63.50	\$0	Not-Awarded	Lou Callea
79956	Southern Tier	OPRHP	OPRHP PKS D	Havana Glen Park	Schuyler County Partnership for Economic Development	41.70	20	61.70	\$0	Not-Awarded	Judy McKinney Cherry
83956	Southern Tier	OPRHP	OPRHP PKS D	Inclusive Playground	Town of Kirkwood	40.40	10	50.40	\$0	Not-Awarded	Jennifer Conway
80797	Southern Tier	OPRHP	OPRHP PKS D	Cohocton Pool Improvements	Town of Cohocton	36.00	10	46.00	\$0	Not-Awarded	Jamie Johnson
80832	Southern Tier	OPRHP	OPRHP PKS D	Delaware Co. Fair Ground Infrastructure	Delaware Valley Agriculture Society	37.50	5	42.50	\$0	Not-Awarded	
79610	Southern Tier	OPRHP	OPRHP PKS D	Vestal Museum Move and Rail Trail Expansion	Town of Vestal	19.25	10	29.25	\$0	Not-Awarded	

2018 Program Legend

Agency	Abbreviation	Program Name
Arts	Arts ACFIP	Arts & Cultural Facilities Improvement Program - Large Capital Project Fund
Arts	Arts ACIP	Arts and Cultural Impact Programming
Arts	Arts WIP	Workforce Investment Program
Arts	Arts WRP	Workforce Readiness Program
Canals	Canals	Canalway Grant Program
DEC	DEC CSC C	Climate Smart Communities Program - Certification
DEC	DEC CSC I	Climate Smart Communities Program - Implementation
DEC	DEC EPG	Engineering Planning Grant
DEC	DEC WQIP AHR	Water Quality Improvement Project - Aquatic Habitat Restoration
DEC	DEC WQIP MS4	Water Quality Improvement Project - Municipal Separate Storm Sewer Systems
DEC	DEC WQIP NPS	Water Quality Improvement Program - Non-agricultural Nonpoint Source Abatement and Control
DEC	DEC WQIP Salt	Water Quality Improvement Program - Salt Storage
DEC	DEC WQIP SWP	Water Quality Improvement Program - Land Acquisition for Source Water Protection
DEC	DEC WQIP WWT CSO/SSO	Water Quality Improvement Program - Wastewater Treatment Improvement Combined Sewer Overflow/Sanitary Sewer Overflow
DEC	DEC WQIP WWT DIS	Water Quality Improvement Program - Wastewater Treatment Improvement Disinfection
DEC	DEC WQIP WWT GEN	Water Quality Improvement Program - Wastewater Treatment Improvement General Wastewater Improvements, secondary priority
DEC	DEC WQIP WWT IOS	Water Quality Improvement Program - Wastewater Treatment Improvement Inadequate On-Site Septic Systems
DEC	DEC WQIP WWT NIT	.
DEC	DEC WQIP WWT WAT	Water Quality Improvement Program - Wastewater Treatment Improvement Watershed Plan Implementation
DOL	DOL EET	Existing Employee Training
DOL	DOL UWT	Unemployed Worker Training
DOS	DOS LGE	Local Government Efficiency Program
DOS	DOS LGE P	Local Government Efficiency Program - Planning
DOS	DOS LWRP	Local Waterfront Revitalization Program
EFC	EFC GIGP	Green Innovation Grant Program
ESD	ESD BISP	Business Incubator Program
ESD	ESD Grants	Empire State Development Grant Program
ESD	ESD MNY	Market New York
ESD	ESD SPFS	Strategic Planning and Feasibility Studies
HCR	HCR CDBG PF	Community Development Block Grant - Public Facilities
HCR	HCR CDBG PI	Community Development Block Grant - Public Infrastructure
HCR	HCR CDBGCP	Community Development Block Grant - Community Planning
HCR	HCR CDBGME	Community Development Block Grant - Microenterprise
HCR	HCR NYMS	New York Main Street
NYSERDA	NYSERDA NZEED	Net Zero Energy for Economic Development
OPRHP	OPRHP HAS D	Heritage Area Systems (Development)
OPRHP	OPRHP HAS P	Heritage Area Systems (Planning)
OPRHP	OPRHP HP A	Historic Property (Acquisition)
OPRHP	OPRHP HP D	Historic Property (Development)
OPRHP	OPRHP HP P	Historic Property (Planning)
OPRHP	OPRHP PKS A	Parks (Acquisition)
OPRHP	OPRHP PKS D	Parks (Development)
OPRHP	OPRHP PKS P	Parks (Planning)