



**Finger Lakes  
Regional Economic  
Development Council**

**United for  
Success**



FINGER LAKES *FORWARD*

**FLREDC Public Meeting  
Genesee Community College  
March 9, 2018**

## **Executive Director Update** (Last Meeting: 9/21/2017 @ MCC)

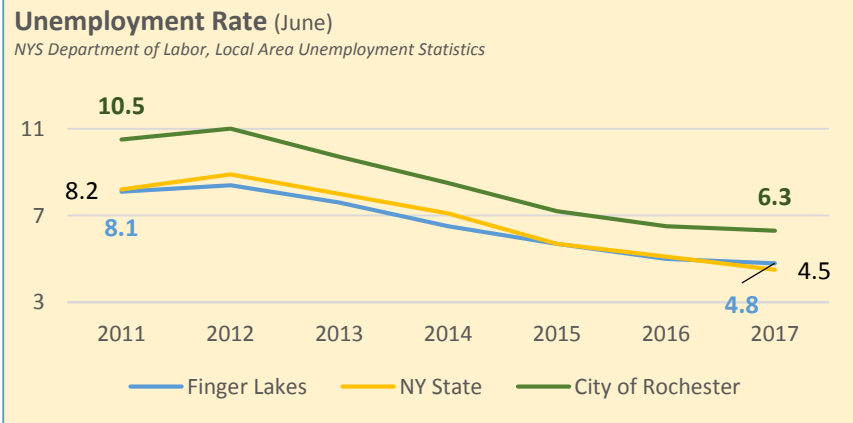
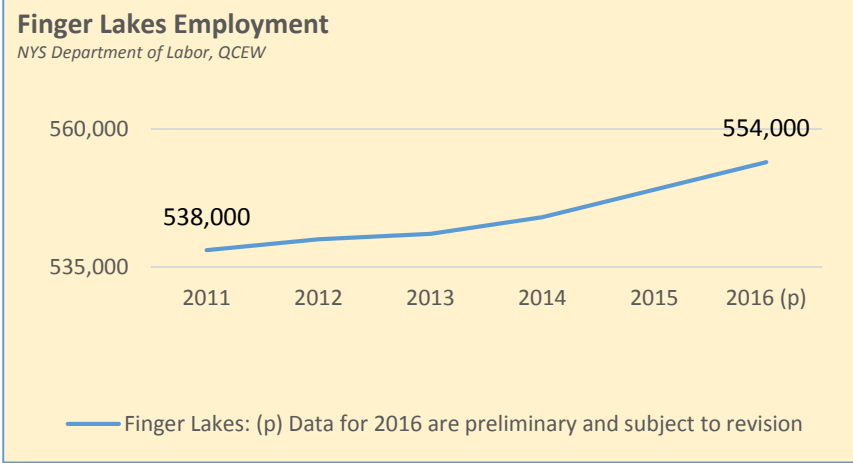
- New FLREDC Members
- CFA Round 7 Recap (annual report, SIAT, awards)
  - Food: Howlett Soy Barley Grain Center, Vigneri Chocolate, The Perfect Granola, NYWCC
  - OPI/Next Gen: OptiPro, Opalux
  - Pathways: Junior Achievement Discovery Center, Center for Teen Empowerment, Rochester Network Supply, Rochester Childfirst Network
- AIM Photonics & Other OPI Updates:
  - TAP Facility construction
  - \$40M of equipment ordered
  - ON Semiconductor expansion
  - \$30M Photonics Attraction Fund
  - Luminate NY

## Executive Director Update (continued)

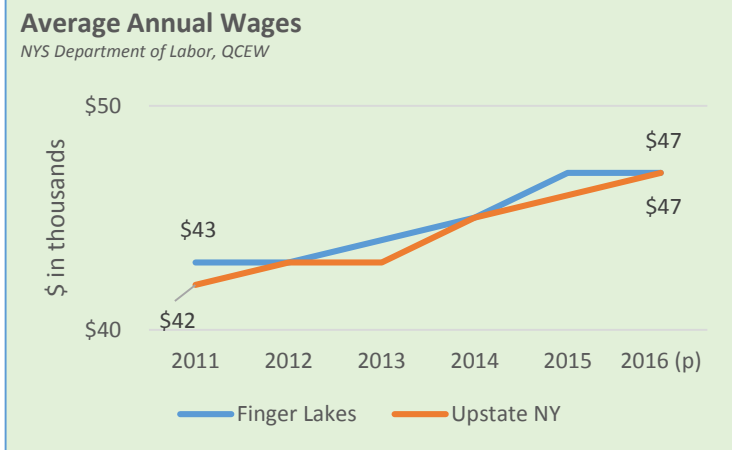
- “ROC the Riverway” Initiative:
  - 30 potential projects to revitalize the city’s waterfront
  - \$50M initial investment/commitment from NYS
  - 12 member advisory panel (Co-Chairs: Anne Kress and Bob Duffy)
  - 1<sup>st</sup> public meeting took place yesterday at MCC’s Downtown Campus
- “ROC the Riverway” Initiative:
  - 11/20 TruForm Manufacturing expansion in Rochester
  - 12/27 VisualDX expansion in Rochester’s DIZ
  - 1/10 O-AT-KA Milk Products Cooperative expansion in Batavia
  - 1/25 Conduent expansion in the Town of Irondequoit
  - 2/14 NextCorps grand opening in newly renovated Sibley Building
  - 2/28 IEC Electronics major expansion in Newark
  - Other: Panther Graphics, ScottsMiracle-Gro, Ambrell Corp
  - START-UP NY approved: Star Cider, 8/17/17 (FLCC); Tencar, 9/10/17 (GCC)

**TOTAL POPULATION: 1,213,000**  
 9-County Finger Lakes (FLX) Region  
 Genesee, Livingston, Monroe, Orleans, Ontario, Seneca, Wayne, Wyoming, Yates

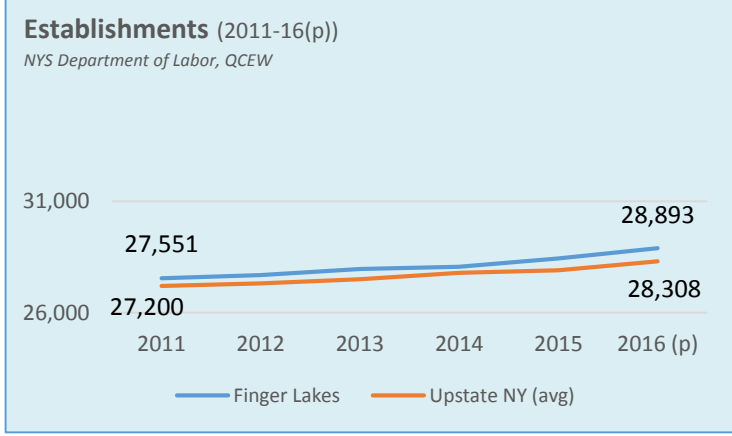
**GOAL 1: Grow Jobs**  
 Total Jobs: **549,000** (11,000 Net New Jobs Since 2011)  
 Regional Growth: Up 2% (NYS: 7%, Upstate: 2%)



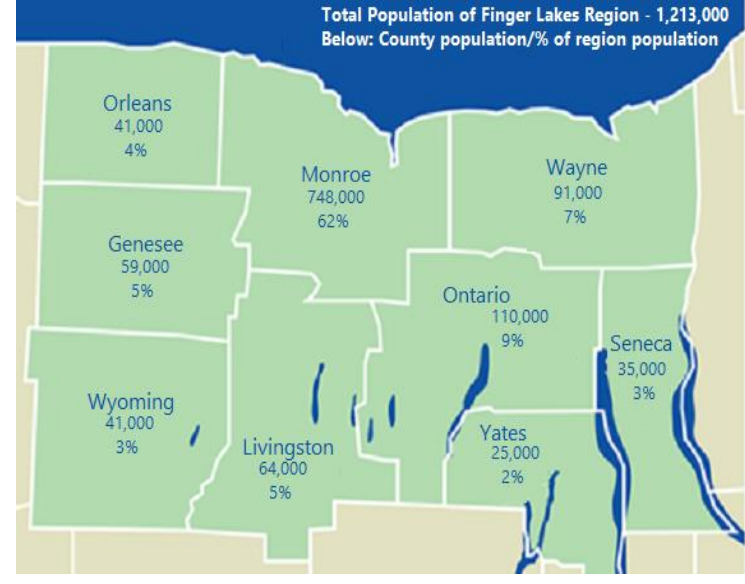
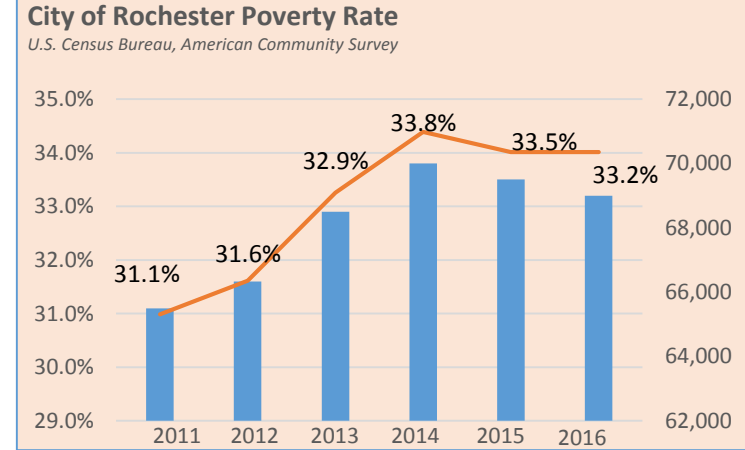
**GOAL 2: Increase Regional Wealth**  
 Average Annual Wage: **\$47,048**  
 Regional Growth: Up 9%









**GOAL 3: Drive Private Investment**  
 Regional Growth: Up 5%  
 (NYS: 9%, Upstate: 4%)



**GOAL 4: Reduce Poverty**  
 Rochester Poverty Rate: 33.2% = **70,350 Residents**  
 FL Region Poverty Rate: 13.4%



CFA CATEGORY	ROUND 1 (2011)	ROUND 2 (2012)	ROUND 3 (2013)	ROUND 4 (2014)	ROUND 5 (2015)	ROUND 6 (2016)	ROUND 7 (2017)	% of PROJECTS
Total Projects Funded (per prog)	95	77	92	103	145	97	110	
Total Project Cost (millions)	\$273.5	\$266.4	\$196.3	\$361.2	\$877.2	\$257.1	\$124.8	
Total Amount Awarded (millions)	\$53.4	\$41	\$24.1	\$42	\$71.7	\$37.5	\$33.9	
Ratio of TPC to Awards	5:1	6.5:1	8:1	9:1	12:1	7:1	4:1	
Jobs Created (est)	1,130	756	143	115	1,063	30	TBD	
Jobs Retained	3,781	900	363	931	4,260	246	TBD	
 Complete	81	59	63	50	28	1	0	39%
 On Schedule	7	6	24	47	111	51	110	49%
 Contract Not Yet Executed	0	0	0	1	1	45	0	6%
 Progressing Slow	0	2	0	1	2	0	0	1%
 Concerns To Be Resolved	1	0	0	0	1	0	0	1%
 Cancelled or funding declined	6	10	5	4	2	0	0	4%

*\*Only includes projects awarded NYS funding in annual REDC/CFA Rounds (and not other NYS-supported projects)*

**COMMITTED: \$382,910,000 (of \$500M)**

**Leverage (Direct): \$1,147,112,875**

**Additional NYS: \$89,831,000+**

**Jobs: 6095+**

## GOALS

**Reduce poverty**

**Grow jobs | Increase regional wealth | Drive private investment**

\*Highlighted Initiative  
in the FLXFWD URI Plan  
*Italics: Non-URI funds*

Optics, Photonics, & Imaging	Agriculture & Food Production	Next Gen Manufacturing & Technology
<p><u>COMMITTED: \$207,160,000 (TARGET: \$50M)</u>                      AIM Photonics* (\$177M to date) + \$40M non-URI                      Photonics Attraction Fund (\$30M)  <i>Precision Optical Transceivers @ EBP</i>  <i>CFA Round V (\$160K)</i></p>	<p><u>COMMITTED: \$19,400,000 (TARGET: \$75M)</u>                      North American Breweries* (\$2M) + \$4.5M Excelsior                      American Packaging (\$7.7M) + \$7M Excelsior                      WNY Cheese (\$1.3M) + \$700K Excelsior                      Clearwater Organics* (\$3M) + \$2M Excelsior                      OFD Foods (\$500K)                      HP Hood (\$2M) + \$5M Excelsior  <i>Newstead Ranch, Bonduelle, Duncan, Baldwin, Intergrow</i>  <i>CFA Round V (\$1.4M)</i></p>	<p><u>COMMITTED: \$73,900,000 (TARGET: \$125M)</u>                      NY-BEST Cell Assembly Pilot Mfg Center @ EBP (\$1.2M)                      Datto @ DIZ (\$2.1M)                      DuPont Danisco @ EBP (\$1.5M)                      Kodak Alaris (\$2M)                      Paychex (\$2.5M) + \$11.5M Excelsior                      ON Semi @ EBP (\$4.3M) + \$1.7M Excelsior                      Conduent (\$2M) + \$3M Excelsior                      ROC The Riverway (\$50M)  <i>CFA Round V (\$7.8M) + Akoustis (STC,) NEST iON (EBP)</i></p>
Pathways to Prosperity	Entrepreneurship & Development	Higher Education & Research
<p><u>COMMITTED: \$20,650,000 (TARGET: \$100M)</u>                      MCC FWD Center* @ EBP (\$5.4M) + \$6M SUNY2020                      Hillside Work-Scholarship* (\$3M)                      RMAPI/CFC Adult Mentors* (\$1.5M)                      North American Breweries* (\$3M)                      Clearwater Organic Farms* (\$1M)                      Early Childhood Supports (\$4.75M)  <i>CFA Round V (\$2M) + TruForm/YAMTEP (\$1.1M Excl/ESPRI)</i></p>	<p><u>COMMITTED: \$10,275,000 (TARGET: \$75M)</u>                      Luminare NY Photonics Challenge* (\$10M)  <i>CFA Round V (\$275K)</i></p>	<p><u>COMMITTED: \$41,100,000 (TARGET: \$75M)</u>                      REMADE Institute @ RIT (\$20M)                      UR-Harris Data Science Consortium* (\$20M)  <i>CFA Round V (\$1.1M)</i></p>

**Foundation (Quality of Life): Education, Healthcare, Skilled Workforce, Diverse Economy, Cost of Living, Arts & Culture (CFA Round V: \$11.3M)**



2018-19 State of the State Agenda & Executive Budget



Under the leadership  
of Governor Cuomo,  
**NYS is doing its part.**

 **NEW YORK**  
STATE OF OPPORTUNITY.

**Jobs for Upstate  
New York**



# LOWEST STATE SPENDING INCREASES IN HISTORY

4.1% INFLATION

**11.1**

ANNUAL  
INCREASE

**7.9**  
%

**6.9**  
%

**5.2**  
%

**1.4**

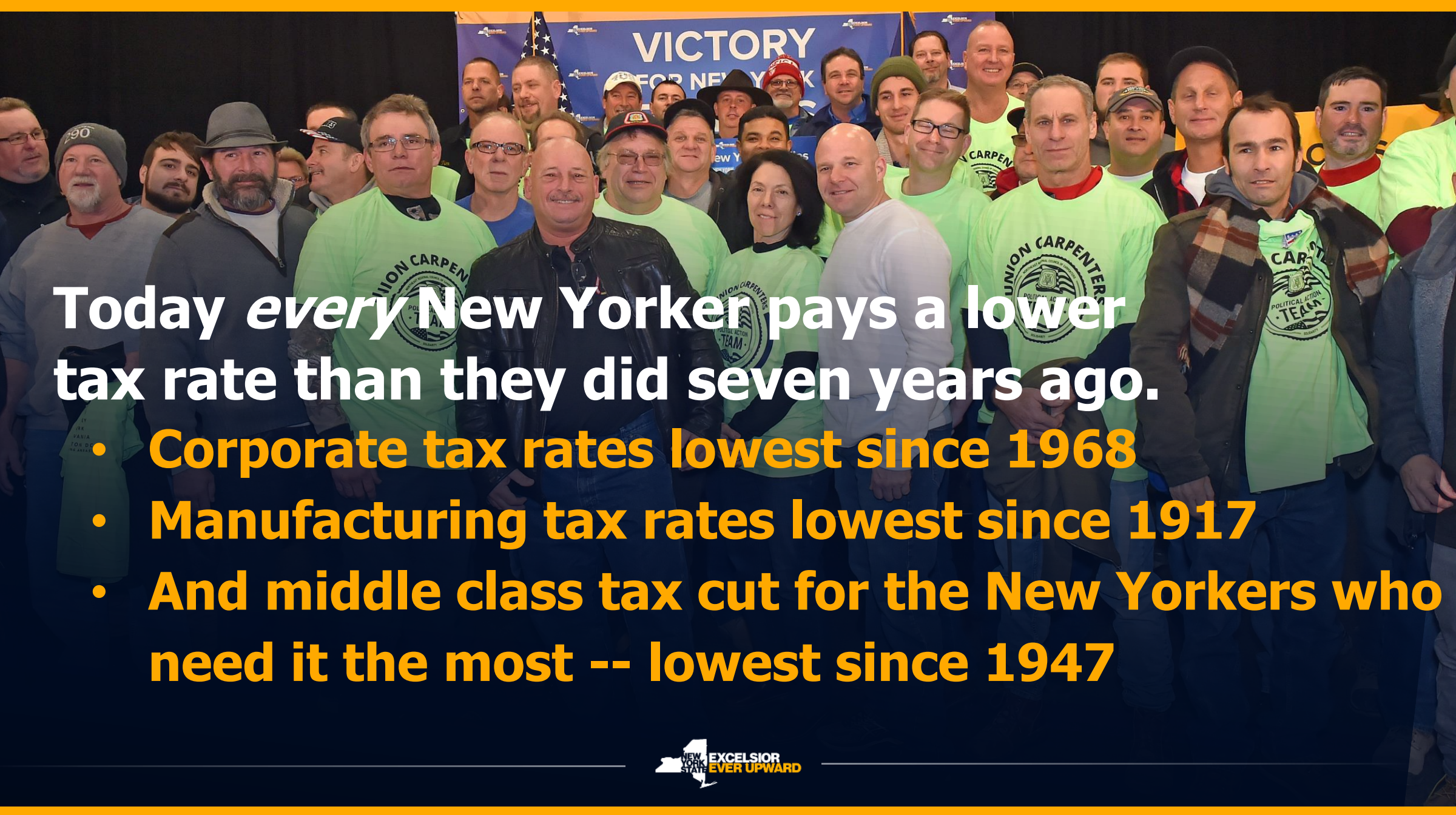
**Rockefeller/Wilson**  
1959 - 16 YEARS

**Carey**  
1975 - 8 YEARS

**M. Cuomo**  
1983 - 12 YEARS

**Pataki**  
1995 - 12 YEARS

**A. Cuomo**  
2011 - 7 YEARS

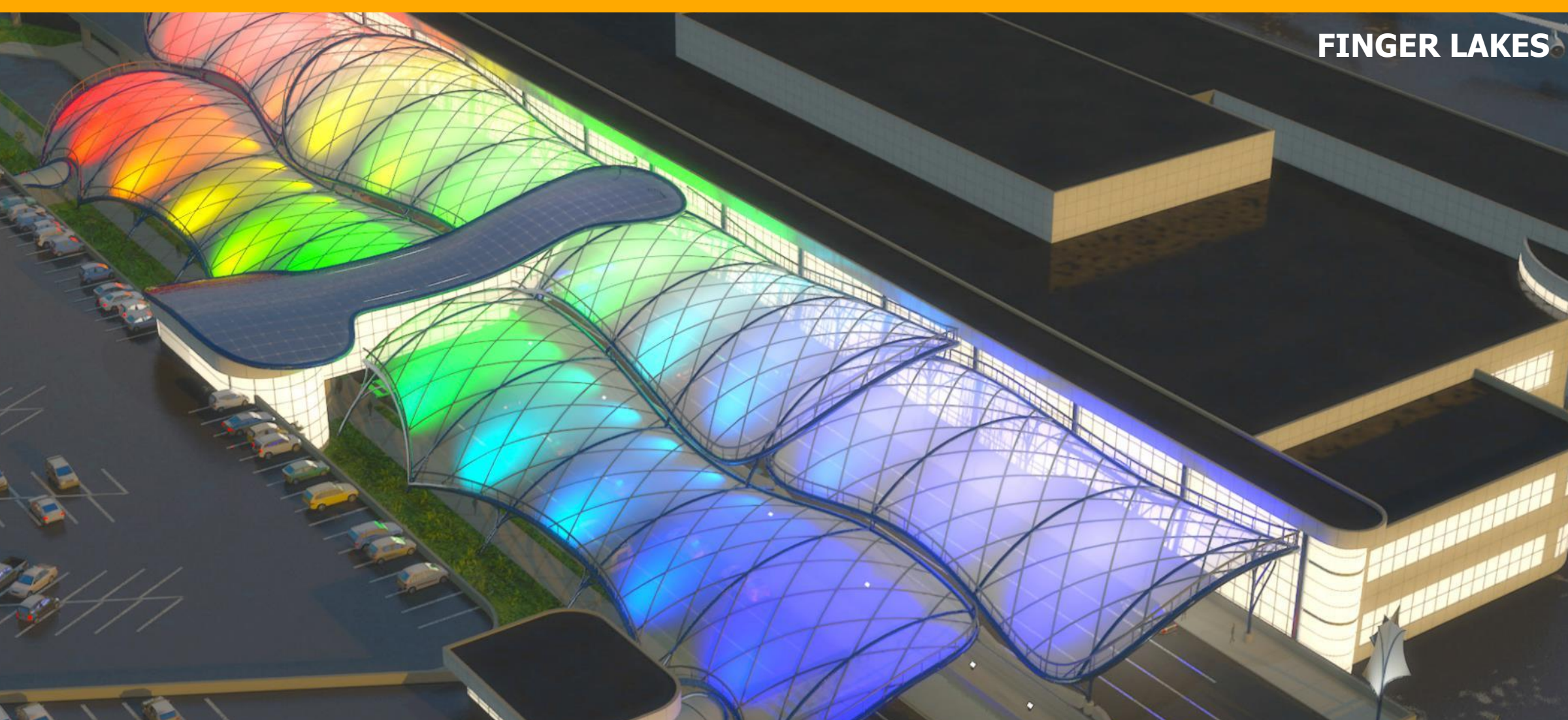


Today *every* New Yorker pays a lower tax rate than they did seven years ago.

- **Corporate tax rates lowest since 1968**
- **Manufacturing tax rates lowest since 1917**
- **And middle class tax cut for the New Yorkers who need it the most -- lowest since 1947**



And we are building the *new* New York with our  
**historic \$100 billion infrastructure**



# *New Rochester Airport*





# *New Rochester Train Station*





**Our economic strategy is working...**



**HIGHEST NUMBER OF JOBS IN  
HISTORY:**

**8.1 MILLION**

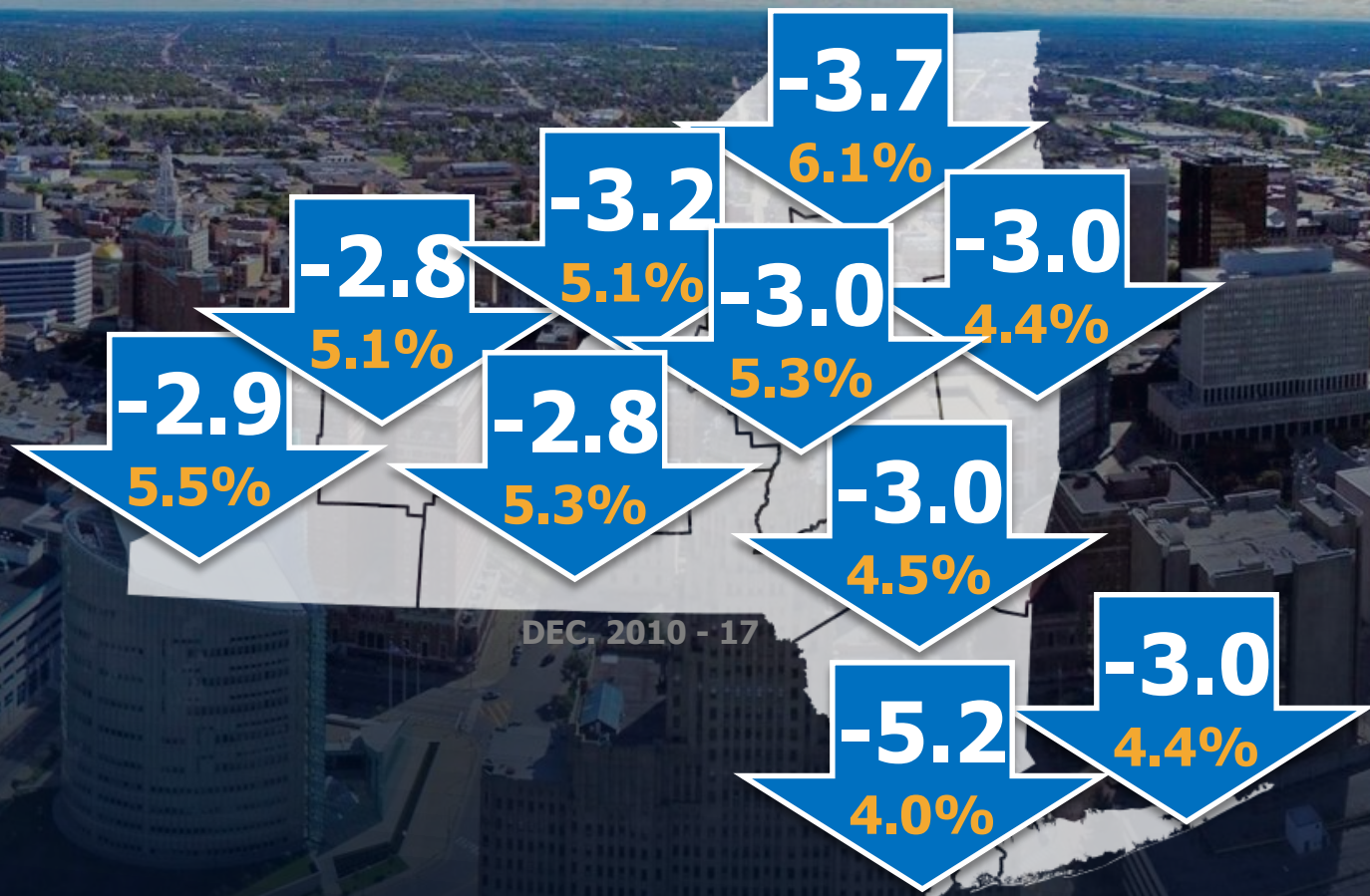
**PRIVATE SECTOR JOBS**

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**Our statewide unemployment is down  
from 8.3% 7 years ago to 4.7% today.**





# UNEMPLOYMENT DOWN ACROSS THE STATE

A crowd of people at a public event, with a young girl in the center holding a small American flag and looking surprised. Many people are holding up smartphones to take photos or videos.

**Together, we reclaimed our role as  
the social capital of the nation...**



# Marriage Equality





# **Paid Family Leave**





# Minimum Wage





# The Excelsior Scholarship





# Raise the Age



UNITED STATES CLIMATE ALLIANCE



Governor  
Andrew M. Cuomo



Secretary  
John Kerry



UNITED STATES CLIMATE ALLIANCE

# US Climate Alliance







**\$2.5 Billion**

**Clean Water Infrastructure Act**





But as much as we have accomplished,  
Governor Cuomo has unveiled an ambitious  
agenda in his **2018 State of the State** speech  
– ensuring New York continues to lead the way.

# STATEWIDE HIGHLIGHTS

- Economic Competitiveness
- Women's Agenda
- Criminal Justice
- Educational Opportunity for All
- 21<sup>st</sup> Century Infrastructure
- Wellness Agenda
- Democracy Agenda
- Ethics Reform
- Regional Economic Development



## **ECONOMIC COMPETITIVENESS**

**This year, we are giving the  
average New Yorker a tax cut of \$250.**

A close-up, profile view of a woman with dark hair, smiling and looking towards the right. She is wearing a dark blue and white striped shirt. The background is a blurred office environment with other people and bright lights.

## **WOMEN'S AGENDA**

**Our nation is finally taking a long look in the mirror as to how we treat women and we are disgusted with what we see and we should be.**

- ❑ Prevent public dollars from being used to settle sexual harassment claims**
- ❑ Prohibit confidentiality agreements relating to sexual assault or harassment for all public entities and branches of government -- State and local**
- ❑ Void forced arbitration policies in employee contracts**
- ❑ Mandate companies doing business with state disclose the number of sexual harassment adjudications and NDAs they have executed**



## **CRIMINAL JUSTICE**

**We must ensure the people of our state  
that our justice system is, in fact, just.**



We are also proposing a series of initiatives to ensure every child has the tools, **resources and support they need to**





## **PRE-K**

Invest \$15 million to continue to expand universal pre-kindergarten for high-need students around the state, creating 3,000 new slots.



## **AFTER SCHOOL**

**Launch an additional \$10 million round of Empire State After School Grants to create 6,250 new slots in high-need areas – especially communities with high rates of homelessness.**



**EDUCATIONAL OPPORTUNITY FOR ALL**

**Student loan debt is the second highest debt category in the United States after mortgage debt, accounting for 10% of debt balance and amounting to \$1.48 trillion in total.**

A close-up photograph of a person's hand holding a red pen, poised to write on a page of an open book. The background is blurred, showing other people in a classroom or lecture hall setting. The lighting is soft, highlighting the texture of the paper and the grip of the pen.

**But the most important action  
we're taking to lower student loan debt is  
allowing our students to college tuition-free.**



## **EXCELSIOR II**

**A college degree is essential  
to succeed in today's economy.**



## **WELLNESS AGENDA**

**In New York more than **twice as many people** died from opioid-related causes than in motor vehicle accidents. And drug overdoses are now the leading cause of death among Americans younger than 50.**



## **DEMOCRACY AGENDA**

**At this time of citizen alienation and outrage, the best thing we can do is let people know that their voices are being heard.**



## **DEMOCRACY AGENDA**

**We should make it easy,  
not hard, with same day registration,  
automatic voting registration, and early voting.**

**POLLING**  
投票站 CASILL  
投票所 LUGAR  
投票所 PHONG





## **DEMOCRACY AGENDA**

**Social media must disclose who or what pays for political advertising the same way that disclosure applies to a newspaper ad or a TV ad or a radio ad.**



# **ETHICS REFORM**

**With all we have to do as a government, it is more important than ever that we have the public trust.**



## **ETHICS REFORM**

**The single best ethics reform is to ban outside income, and remove any possibility for conflict.**



## **21<sup>ST</sup> CENTURY INFRASTRUCTURE**

**Governor Cuomo proposes that cashless tolling technology be implemented on all toll collection points along the New York State Thruway and at all Port Authority-operated bridges and tunnels...**

A perspective view of a tunnel formed by glowing blue code characters, receding into the distance. The characters are various programming symbols and letters, creating a sense of depth and digital connectivity.

## **21<sup>ST</sup> CENTURY INFRASTRUCTURE**

**With Round III of the New NY Broadband Program**

**99.9% of New Yorkers will have access to**

**reliable, high-speed internet by the end of 2018.**



*Welcome to*  
**NEW YORK**

**2017 REDC  
AWARDS CEREMONY**

**REGIONAL ECONOMIC DEVELOPMENT**

**To build on the success of the REDC program,  
we propose an eighth round of the REDC awards  
with \$750 million to fund regional priority projects.**

An aerial photograph of a city skyline, likely New York City, showing a dense cluster of buildings and skyscrapers. The sky is blue with scattered white clouds. The text is overlaid on the lower portion of the image.

# REGIONAL ECONOMIC DEVELOPMENT

New York will expand its already-successful  
Downtown Revitalization Initiative with an  
additional **\$100 million**, providing up to  
**\$10 million** in awards for each region.



**And, we are investing \$175m for new CFA  
and new office of workforce development...**



A photograph of Governor Andrew Cuomo speaking at a podium. He is wearing a dark suit and a light-colored tie. The podium is blue and features a sign that reads "STAND UNITED TO FIGHT FOR NEW YORK" and the state seal of New York. The background is dark with a blue curtain on the left.

# **Governor Cuomo unveiled the FY 2019 Executive Budget.**

# NUMBERS OVERVIEW

**General Fund Budget Gap – FY  
2019** **\$4.4 billion**

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**Baseline Spending Growth – 4.8%** **\$4.7 billion**

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**Spending Reductions to Stay at 2%** **\$2.7 billion**

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**Budget Gap Remaining After 2%** **\$1.7 billion**

# STATEWIDE INVESTMENTS

<b>Housing and Homelessness</b>	<b>\$20 billion</b>	<b>Over 5 Years</b>
<b>Clean Water Infrastructure Act</b>	<b>\$2.5 billion</b>	<b>Over 5 Years</b>
<b>REDC Round VIII</b>	<b>\$750 million</b>	<b>FY 2019</b>
<b>Upstate Revitalization Fund</b>	<b>\$1.7 billion</b>	<b>Over 5 Years</b>
<b>Downtown Revitalization Initiative</b>	<b>\$100 million</b>	<b>FY 2019</b>
<b>Environmental Protection Fund</b>	<b>\$300 million</b>	<b>FY 2019</b>
<b>State Parks</b>	<b>\$90 million</b>	<b>FY 2019</b>
<b>I ♥ NY/Taste NY</b>	<b>\$74 million</b>	<b>FY 2019</b>
<b>Opioid Epidemic</b>	<b>\$200 million</b>	<b>FY 2019</b>
<b>Raise the Age</b>	<b>\$100 million</b>	<b>FY 2019</b>

# PROTECTING NEW YORKER FROM FEDERAL TAX ASSAULT

- ✓ Challenge unprecedented Federal double taxation in court as unconstitutional because it violates states' rights and the principle of equal protection.
- ✓ Launch a repeal-and-replace effort: "Tax Fairness for All" campaign.
- ✓ Explore restructuring options for State tax reform in response to Federal legislation – Department of Tax and Finance has issued a preliminary report.

- ✓ **Budget balanced at 2% for the 8<sup>th</sup> consecutive year.**
- ✓ **Fully funds all state commitments.**
- ✓ **Continues historic investments in education and healthcare.**
- ✓ **Protects New Yorkers from federal threats.**



# REGIONAL HIGHLIGHTS



**PHOTONICS**



The State will establish a **\$30 million** Photonics Attraction Fund to attract photonics companies to the greater Rochester area.

ON Semiconductor®



1964 Lake Ave.

# ROC THE RIVERWAY

A photograph of the Rochester Riverway bridge at dusk. The bridge is a large, blue, arched structure with a complex lattice of beams. In the background, several city buildings are visible, including a tall, dark skyscraper and a large, multi-story building with a glass facade that is illuminated from within. The sky is a mix of blue and orange, suggesting sunset. The water in the foreground is dark, with several red buoys floating on it. The overall scene is a mix of modern architecture and natural elements.

The State will launch a new development strategy called **“ROC The Riverway”** to unlock the economic potential of Rochester’s waterfront.






*Welcome to*  
**NEW YORK**  
**2017 REDC**  
**AWARDS CEREMONY**

**We are creating the jobs of tomorrow with regional plans. Since 2011, the REDC has created more than 6,000 projects across the state.**



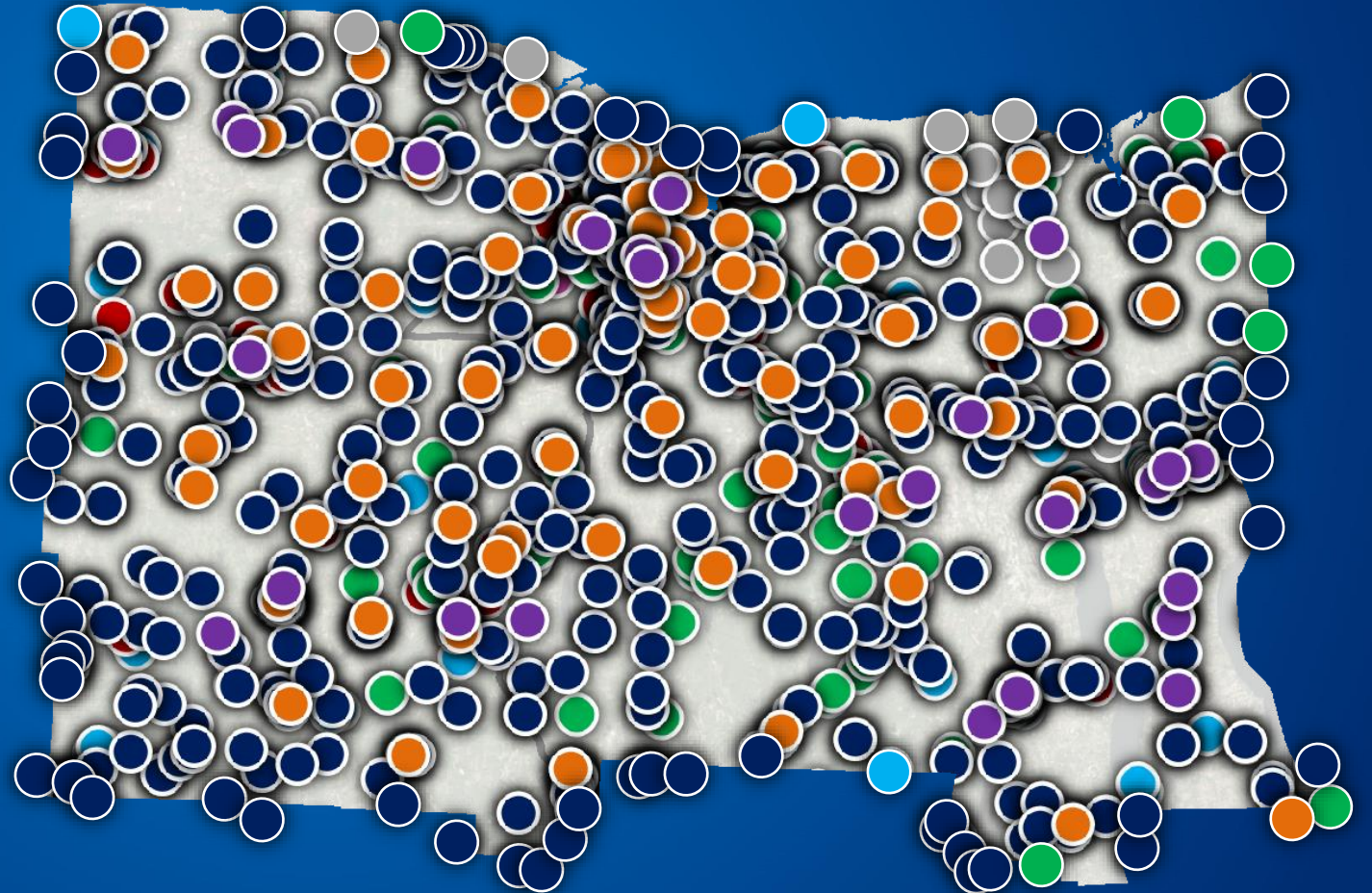
**In the Finger Lakes, the REDC/CFA process  
has invested \$570 million in 715 projects  
PLUS \$500 million in URI funding.**

The image shows the New York State Capitol building in Albany, New York, with a blue tint. The building is a grand, multi-story structure with a central dome and two prominent towers. In the foreground, there are trees and a field of purple tulips. The text is overlaid on the building.

And from 201-16,  
New York State has invested  
**\$5.2 billion**  
in the Finger Lakes Region...

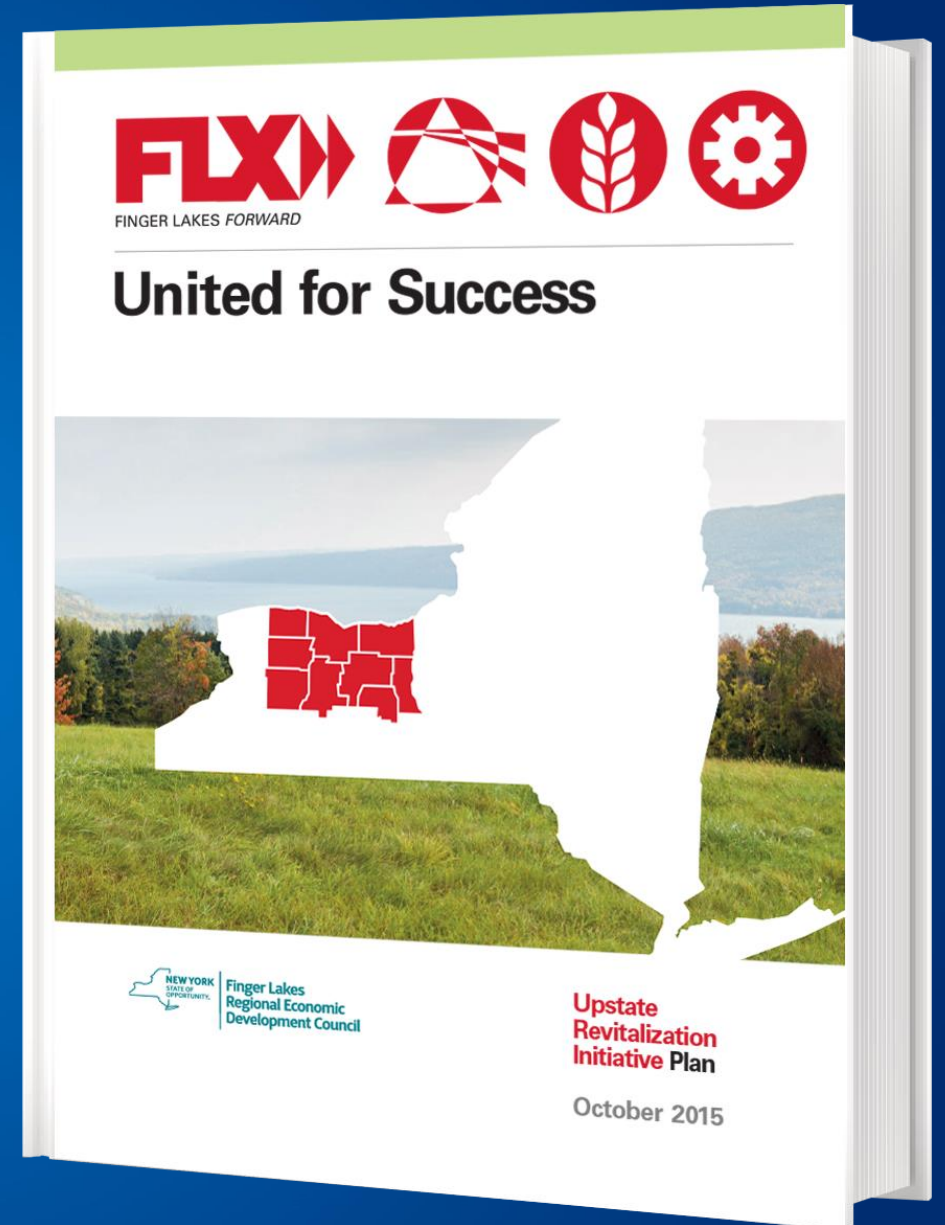
# State Investment Since 2012

- Econ Development
- Housing
- Energy
- Environment
- Agriculture
- Transportation
- Education
- Health





***Finger Lakes Forward***  
is our region's strategic plan to accelerate our transformation to an innovation economy, winning \$500 million from NYS Upstate Revitalization Initiative competition.





**And \$10 million for the  
Downtown NY Revitalization Initiative  
to the cities of Geneva and Batavia.**



**NEW  
YORK  
STATE**

**EXCELSIOR  
EVER UPWARD**

**ANDREW M. CUOMO  
GOVERNOR**

# GENESEE COUNTY 2018

ECONOMIC DEVELOPMENT UPDATE  
FINGER LAKES REDC

March 9, 2018  
Steve Hyde,  
President & CEO





# 2017 Results



## 2017 RESULTS

GCEDC.COM

**\$915 MILLION**  
ECONOMIC IMPACT

Industry	Project Wins	Capital Investment (\$M)
 Food & Beverage/ Agri-Business	8	\$231
 Life Sciences/ Medical Device	1	\$-
 Logistic/ Distribution	2	\$1
 Community Development	3	\$3.1
 Tourism	1	\$4.5
 Construction Services	1	\$0.6

**Hood**

# Site Development: Build-Ready Site Overview





- Economic Impact  
Aka Luther Forest & GlobalFoundries
- 1366 Technologies
- Phase 1 Blue Prints & Infrastructure
- Sales Funnel x 5  
3<sup>rd</sup> largest in USA
- Phase 2 Blue Prints
- Technicians/  
Mechatronics

W E L C O M E T O  
W N Y S T A M P  
Western New York Science and Technology Advanced Manufacturing Park

# Business Development: 2017 Governor's Cup



Magazine



Not to be outdone, Findlay, Ohio's [Crowning Achievement](#) in our Top Micropolitan rankings makes it a four-peat, **as Batavia, New York, closes in.**

## No. 2 Micropolitan: Batavia, New York

Batavia, New York climbs to No. 2 in our ranking of top micropolitans, having tied for fifth place each of the last two years.



# Downtown Revitalization Initiative DRI



2017 Finger Lakes Region Downtown  
Revitalization Initiative winner: \$10 million  
City of Batavia



# Thank You!



Steve Hyde, President & CEO  
Dr. Bruce A. Holm Upstate Med & Tech Center  
99 MedTech Drive  
Suite 106  
Batavia, NY 14020  
[shyde@gcedc.com](mailto:shyde@gcedc.com)





# Downtown Revitalization Initiative

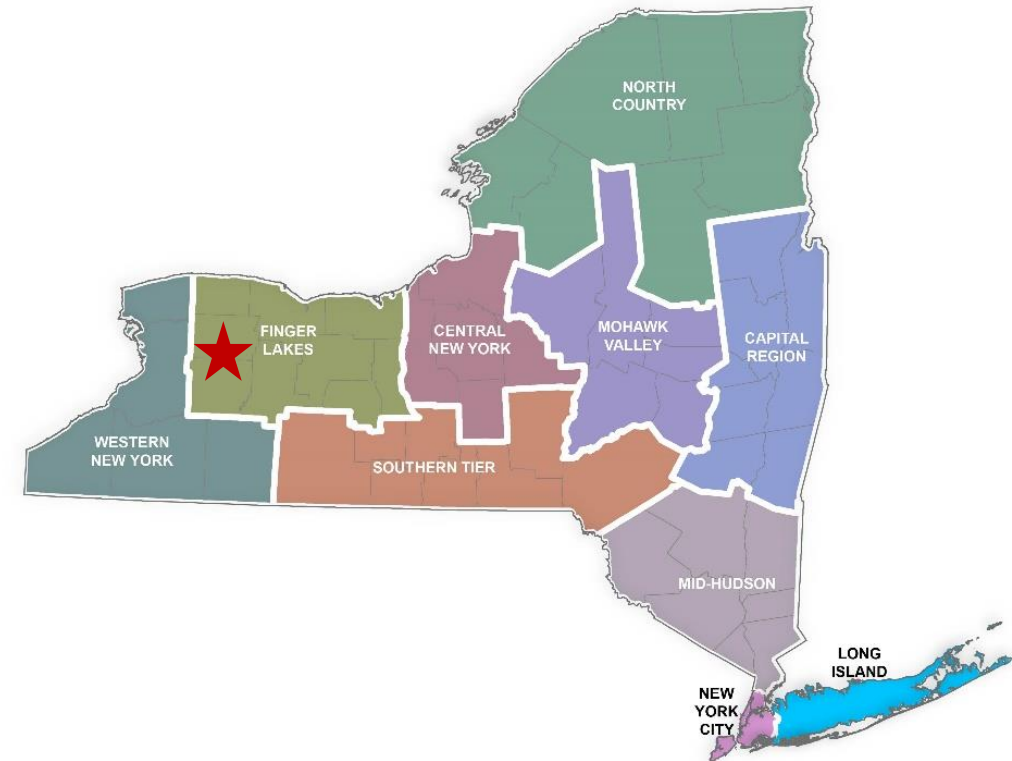
## DOWNTOWN REVITALIZATION INITIATIVE CITY OF BATAVIA

Finger Lakes Regional Economic Development Council

March 9, 2018

# Downtown Revitalization Initiative Overview

- \$100 Million State Investment in 10 downtown neighborhoods nominated by REDCs
- Strategic Investment Plans will recommend projects for funding through the DRI, and other projects funded by other public & private resources

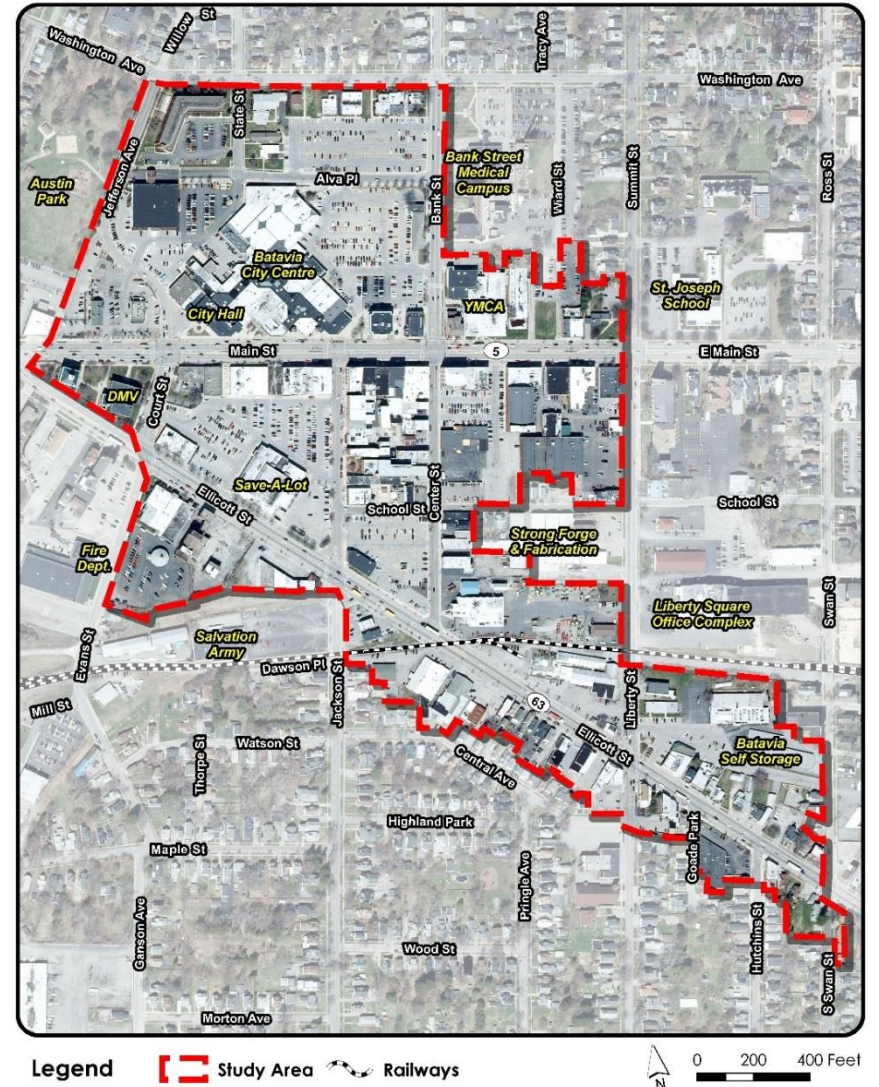




# Batavia DRI

## Batavia Downtown Revitalization Initiative boundary

- Boundary follows the Business Improvement District
- 87.1 acres
- 46% of land is commercial use
- 13% of land is public use



# DRI LOCAL PLANNING COMMITTEE



- 23 Members
- Members Include Local Organizations, Businesses and Residents – City and Regional
- State Team from DOS, HCR and ESD

# PUBLIC & STAKEHOLDER ENGAGEMENT

- Stakeholder Interviews
- Public Workshops & Open Houses
- Local Planning Committee Meetings



# VISION

Batavia is **All In** to reshape its urban core by embracing and building upon its rich entrepreneurial history, fostering cultural appreciation, and creating a healthy and vibrant community to benefit all.

# GOALS

## ACCESSIBILITY

Downtown Batavia will provide opportunities for individuals of all ages and abilities to live, work and play

## SYNERGY

Downtown revitalization projects will be complementary with each other, leveraging synergies among a mix of businesses, properties, organizations, uses and investments.

## CONNECTIVITY

Batavia's Downtown will provide user friendly networks to connect Downtown with neighborhoods, businesses, institutions, and recreational opportunities.

## VITALITY

Downtown Batavia will attract residents and businesses through marketing, high quality design, amenities, and arts and culture.

## OPPORTUNITY

Sound investments in Downtown Batavia will create catalytic opportunities for growth, entrepreneurship, and long term economic sustainability

# DRI Project Submissions

December 2017 – The LPC issued a Request for Information to potential project sponsors.

- Received a total of 23 project proposals
  - \$130,000,000 total project costs, of which \$24,000,000 were DRI funding requests.
- Local Planning Committee has focused consideration to 17 projects
  - Currently represents over a \$64 million investment and \$16 million of DRI funds

# PROJECT SAMPLES: DEVELOPMENT



# PROJECT SAMPLES: PUBLIC

Jackson Square



Healthy Living Corridor





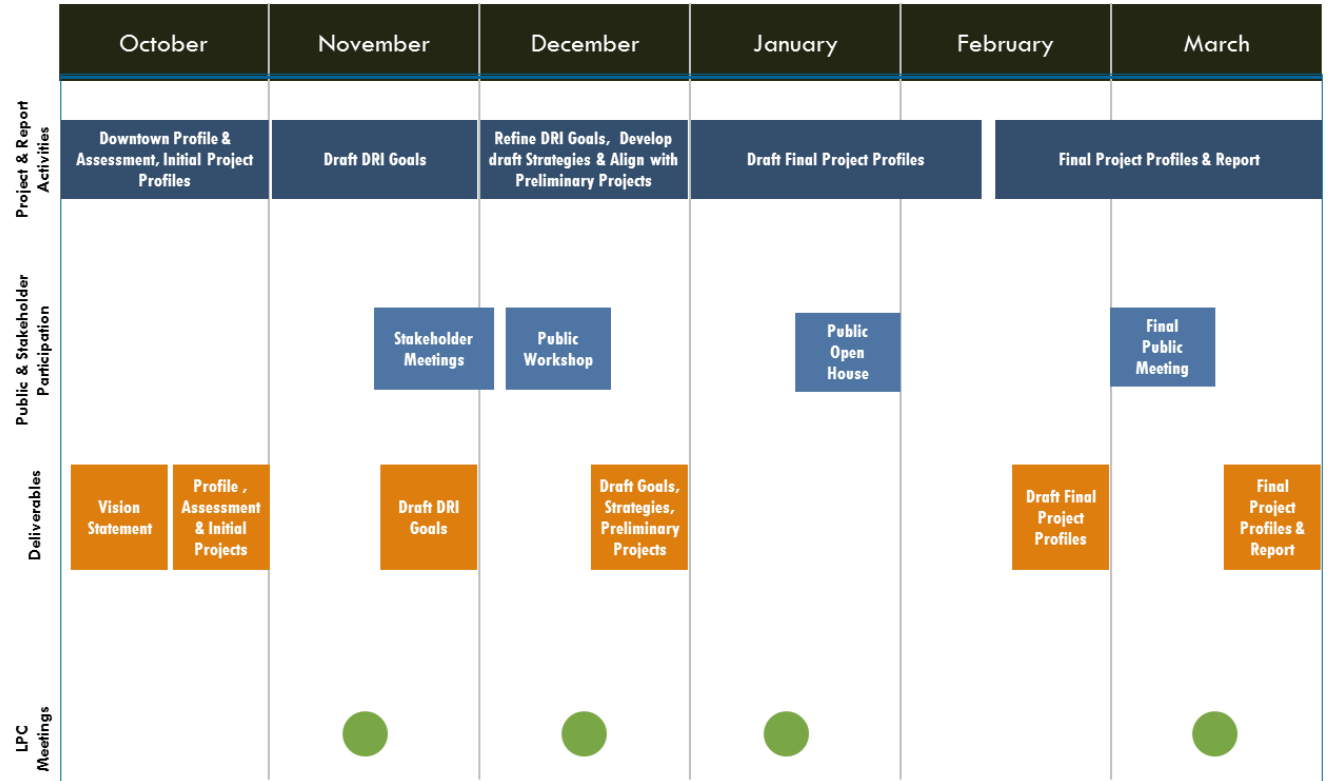
# ANTICIPATED DRI ROI

4:1

PRIVATE/PUBLIC INVESTMENT \$ TO DRI \$

# STATUS

- Draft Strategic Plan Completed
- LPC Meeting: 3/13  
Selection of DRI Slate
- Public Meeting: 3/15
- Submit Final Strategic Plan: 3/30





# Downtown Revitalization Initiative

## DOWNTOWN REVITALIZATION INITIATIVE CITY OF GENEVA UPDATE

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March 9, 2018



**Finger Lakes  
Regional Economic  
Development Council**

**United for  
Success**



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