



**Finger Lakes
Regional Economic
Development Council**

**United for
Success**



FINGER LAKES *FORWARD*

FLREDC Public Meeting
Three Brothers Wineries & Estate
September 27, 2018

Executive Director Update (Last Meeting: 6/8/2018 @ FLCC)

- 6/14 Sydor Technologies expansion in Monroe County
- 6/21 Lake Tunnel Solar Village ground breaking in the City of Geneva (DRI Round 1 project)
- 6/27 American Packaging operations are up and running in the Town of Chili
- 6/28 Winners of inaugural Luminate NY Accelerator competition in Rochester
- 6/28 \$275M available for clean water infrastructure projects
- 6/28 Charlotte Square on the Loop ground breaking
- 7/9 ESPRI projects (YAMTEP, Rochester Rehab & ABC, St. Joseph's Neighborhood Center)
- 7/11 Batavia DRI Round 2 (8 projects)
- 7/12 Strong National Museum of Play expansion in Rochester

Executive Director Update (continued)

- 7/24 Other Half Brewing expansion in East Bloomfield
- 7/31 Envative expansion in Downtown Rochester
- 8/1 ROC the Riverway initiative (13 projects)
- 8/3 \$3M traffic flow and pedestrian safety improvements in Monroe County
- 8/7 Optimax Systems expansion in Wayne County
- 8/30 Eagle Hall at The College at Brockport completion
- 9/2 FL region named the “Best Wine Region” by voters in the USA Today 10 Best Readers’ Choice 2018 Contest
- 9/7 Completion of Lyell Avenue Bridge (I-390/I-490 Interchange Phase 1)
- 9/26 Datto expansion in The Metropolitan Building
- 9/26 \$25M Finger Lakes Forward Venture Capital Fund (Excell Partners)

COMMITTED: \$437,610,000 (of \$500M)

Leverage (Direct): \$1,837,140,209

Additional NYS: \$105,781,000+

Jobs: 11,000+

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>COMMITTED: \$207,860,000 (TARGET: \$50M) AIM Photonics* (\$177M to date) + \$40M non-URI Photonics Attraction Fund (\$30M) Opti max (\$700K) + \$1.5M Excelsior <i>Precision Optical Transceivers @ EBP</i> <i>CFA Round V (\$160K)</i></p>	<p>COMMITTED: \$23,400,000 (TARGET: \$75M) 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>COMMITTED: \$98,400,000 (TARGET: \$125M) 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) IEC Electronics (\$2M) + \$3M Excelsior Live Tiles @ DIZ (\$3.5M) + \$3.5M Excelsior Strong Museum @ DIZ (\$20M) <i>CFA Round V (\$7.8M) + Akoustis (STC,) NEST iON (EBP)</i></p>
<p>Pathways to Prosperity</p> <p>COMMITTED: \$20,650,000 (TARGET: \$100M) MCC FWD Center* @ EBP (\$5.4M) + \$6M SUNY2020 Hillside Work-Scholarship* (\$3M) RMAPI/CFA 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>Entrepreneurship & Development</p> <p>COMMITTED: \$35,275,000 (TARGET: \$75M) Luminate NY Photonics Challenge* (\$10M) Excell Partners FLX Venture Fund* (\$25M) <i>CFA Round V (\$275K)</i></p>	<p>Higher Education & Research</p> <p>COMMITTED: \$41,100,000 (TARGET: \$75M) 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)

Three Brothers Wineries & Estates





**SENECA
COUNTY
IDA**

**LOCAL VALUES.
FORWARD VISION.**











SENECA ARMY DEPOT view SE showing cemetery. Photo by and copyright to Bill Hecht



Thank You REDC!

REDC Guidelines & CFA Scoring Process Review

- REDCs can have scoring committees where multiple REDC members score projects.
- Only the following values will be accepted as a final REDC score: 0, 5, 10, 15, or 20
- Council members must provide the Exec Dir of the REDC with updated SOI forms prior to taking part in any project discussions or reviewing any project information related to scoring.
- REDC work team members that are not appointed Council Members are prohibited from viewing applications, ranking, or scoring CFAs.
- The Legislative voting members appointed to the REDCs are prohibited from scoring CFAs, but are allowed to vote on the overall submission of the annual report as well as the batch of projects approved by the REDC.
- Ex-officio members are prohibited from scoring and voting in all capacities, but may be present during discussions unless a conflict exists.
- Council members that have a clear conflict of interest should excuse themselves from the discussion of that project or projects where a conflict exists.

ESD Grants Priority Project Recommendations

Rank	Score	CFR #	Applicant/Business Name	Project Name	County	Total Cost	ESD Grant Ask	\$20M Rec	\$10M Rec
1	20	83749	Bostrom Farms	Harvesting Facility Modernization	Ontario	\$993,000	\$198,600	\$198,600	\$198,600
2	20	80003	Mason Farms	Mason Farms Operating Expansion	Wayne	\$16,688,301	\$3,337,660	\$2,000,000	\$1,000,000
3	20	81159	The Strong National Museum of Play	Museum Expansion Project	Monroe	\$23,000,000	\$4,600,000	\$1,500,000	\$500,000
4	20	80000	KC Bailey Orchards	Expansion Project	Wayne	\$9,600,000	\$192,000	\$192,000	\$192,000
5	20	81087	Genesee Gateway Local Dev Corp.	Yancey's Fancy Expansion	Genesee	\$9,447,000	\$2,000,000	\$1,000,000	\$500,000
6	20	82337	Village of Dundee	Wastewater Collection System Improvements	Yates	\$8,231,000	\$1,646,200	\$1,600,000	\$800,000
7	20	82567	Special Touch Bakery	Bakery Expansion	Monroe	\$560,000	\$49,500	\$49,500	\$49,500
8	20	83408	Reliant Staffing Systems	Career Start Expansion	Monroe	\$4,022,000	\$804,400	\$500,000	\$250,000
9	20	83422	Sibley Mixed Use LLC	Sibley Public Market	Monroe	\$3,006,973	\$650,000	\$650,000	\$300,000
10	20	83748	Monroe County	Frontier Field Stadium Upgrades	Monroe	\$3,000,000	\$550,000	\$550,000	\$300,000
11	20	84268	Livingston County	Ag & Feed Processing Plant CLONE	Livingston	\$2,717,500	\$1,082,500	\$750,000	\$250,000
12	20	83156	Rochester General Hospital	Multi-Specialty Clinical Research Campus	Monroe	\$14,888,885	\$2,977,777	\$2,000,000	\$1,000,000
13	20	83631	Cornell AgriTech	High Throughput Phenotyping	Ontario	\$4,00,000	\$1,600,000	\$1,600,000	\$800,000
14	20	79961	Nazareth College	Golisano Training Center	Monroe	\$2,344,957	\$468,991	\$400,000	\$200,000
15	20	81092	New York Kitchen	Campus Development	Ontario	\$5,039,434	\$1,555,663	\$1,000,000	\$500,000
16	20	81553	Wayne-Finger Lakes BOCES	PTECH Advanced Manufacturing Equipment	Seneca,	\$5,508,972	\$208,972	\$208,900	\$208,900
17	20	82993	Midtown Parcel 2 LLC	Butler Till Expansion	Monroe	\$21,080,000	\$2,000,000	\$1,500,000	\$1,000,000
18	20	84492	Flint Creek Soap Co	Manufacturing Expansion	Ontario	\$2,551,417	\$306,900	\$300,000	\$300,000
19	20	81794	Rochester Institute of Technology	Genomics Research Lab Cluster	Monroe	\$10,000,000	\$2,000,000	\$1,500,000	\$500,000
20	20	81669	WBS Capital, Inc.	Hawkeye Trade Center	Monroe	\$18,824,414	\$3,600,000	\$1,500,000	\$500,000
21	20	81662	City of Rochester	La Marketa	Monroe	\$2,000,000	\$400,000	\$400,000	\$300,000
22	20	83671	Abtex Corporation	Manufacturing Modernization	Yates	\$590,000	\$118,000	\$100,000	\$100,000
23	20	81166	Golisano Autism Center	Golisano Autism Center	Monroe	\$6,800,000	\$1,000,000	\$500,000	\$250,000

Annual Report Approval



Work Plan: Next Steps

- Sept 26 Delivery of draft priority project lists and final report in advance of 9/27 meeting
- Oct 1 2018 Annual Report and Round 8 CFA scores due
- TBD (Nov 1) SIAT Presentation
- TBD (Dec) Round 8 CFA Awards



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