

FLREDC MEETING SUMMARY

Introductory Information:

Date and Time Meeting Commenced: April 2, 2019 at 1:00 pm

Location: Monroe Community College, 1000 Brighton Henrietta Townline Road, Rochester, Geneva, NY

Council Members Present: Ginny Clark, Matt Cole, Cheryl Dinolfo, Bob Duffy, Steve Griffin, Matt Hurlbutt, Steve Hyde, Lynne Johnson, Anne Kress, David Mansfield, Theresa Mazzullo, John Noble, Wade Norwood, Hilda Rosario-Escher, Jaime Saunders, Dawn Taubman, Erin Tolefree, David Young

****Council Member Substitutes:** Steve Barz for Senator Joe Robach, Jay Gsell for Robert Bausch, Mitch Rowe for Robert Shipley, Alex Yudelson for Mayor Lovely Warren

State Agency/Local Government/ESD Staff: Vincent Esposito, Kiska Stevens, Greg Albert, Steve Golding, Jordan Guerrein, Hector Gonzalez, Tammy Mayberry, JaMone Turner, Joseph Hamm, Shari Vincent-Voorhees, Conor McMahon, Fred Bonn, Terry Clas, Paul D'Amato, Evalyn Gleason, Sharon Leighton, Kathleen McIsaac, Richard Parker, Leonard Skrill, Lisa Smith, Ralph Van Houten

Special Guests: John Maggiore, Senior Advisor to the Governor; Brian Stratton, NYS Canal Corporation; Matt Bosch, Boston Consulting Group

Time Adjourned: 2:28 PM

Welcome and Remarks: Vincent Esposito welcomed everyone to the FLREDC Meeting and introduced Brian Stratton from NYS Canal Corporation and John Maggiore the Governor's Senior Advisor.

Opening Remarks: Bob Duffy and Anne Kress welcomed everyone for attending.

Executive Director Update: Vincent Esposito called the meeting to order. He then gave a review of what has been happening since September: Completion of Cornell Food Venture Center upgrades in Geneva, Penn Yan DRI Round 3 Winner, MAGIC Spell Studios grand opening at RIT, FLREDC presentation to NYS SIAT at MCC, IDEX Health & Science expansion in Henrietta, Bausch & Lomb expansion in Rochester, Photonics Board meeting at AIM TAP (now operational), Rochester Precision Optics expansion in Henrietta, 2018 REDC Awards (FL region Top Performer Awardee), Dynalec expansion in Wayne County, Rochester Insulated Glass expansion in Ontario County, \$45M for affordable housing upgrades in Geneva, Governor Cuomo 2019 State of the State including new URI Projects: RealEats expansion in Geneva, LiDestri-Crop's joint venture at EBP, NY Food & Ag Challenge with Cornell, CNY and Southern Tier regions, Luminare NY continued for 3 additional years, \$25M for anti-poverty via Revitalize Rochester Fund and System Integration Project; Catalant Technologies expansion in the Rochester's DIZ, Hickey Freeman expansion in the City of Rochester, Plug Power expansion at EBP, Amada Tool America expansion in Batavia.

Special Presentations:

2019 NYS Budget and FLXFWO Overview: John Maggiore, Sr. Advisor to the Governor thanked Vinnie Esposito, Anne Kress and Bob Duffy for all of their work. He gave a brief history of his career and gave a presentation on the 2019 NYS Budget – Justice Agenda and also gave an overview of the FLXFWO Strategy.

Anne Kress followed up and introduced Dawn Taubman as a new council member who represents the Millennial generation on the council as the President of ROC City Coalition.

Bob Duffy stated that John Maggiore’s presentation gives a great narrative of our successes and gives a great schematic of all that is happening.

CFA Round 8 Review and CFA Round 9 & DRI Round 4 Preview: JaMone Turner reviewed the CFA Round 8 Awards. The FL Region was again a Top Performer Awardee and received \$86.5M for 141 projects. A total of \$656.6M for 856 projects has been received thru 8 REDC rounds. He also gave a preview of the CFA Round 9 and DRI Round 4. All 10 regions will be competing this year for designation as a top performer with \$150M in ESD Capital Grants, \$75M in Excelsior Tax Credits, over \$525M in additional state funding through the CFA system from various state agencies. There are new areas of focus for 2019 which are: Child Care and Environmental Justice. The DRI Round 4 has \$100M in funds designated, which means there is \$10M per region/downtown.

Hilda Rosario Escher is glad that child care is part of this year’s CFA process.

Upstate Revitalization Initiative (URI) Status Presentation: Vincent Esposito reviewed the URI Summary pillars and announced that the \$500M that has been designated to the URI has been committed almost two years ahead of schedule. He also announced the new URI Project Tracking Website: <http://fl.he2.us/> and thanked everyone for all of their work on implementing all of the projects.

Vinnie Esposito further stated that even though the \$500M is committed, we need to be strategic in going forth to continue the momentum and that the Boston Consulting Group (BCG) was brought back and will present their findings.

FL Economic Development Study: Matt Bosch of the Boston Consulting Group thanked Vinnie Esposito and all the other people involved in this process. He then gave a presentation on the Finger Lakes Economic Development Action Plan.

Wade Norwood appreciates that Healthcare has been moved from a Foundation to a Pillar and suggested that we may want to think of Health and Healthcare as pillars.

Vinnie Esposito asked for the council to take action on the Proposed Goal Targets. Dave Young made a motion to approve the goals and Theresa Mazzullo seconded the motion. A vote was taken and was unanimously approved.

Jaime Saunders asked if the baseline numbers were from 2018. Matt Bosch confirmed they were. Steve Hyde stated he has been seeing a slowdown in international and global economics. Vinnie Esposito stated we can’t control certain things and that our economic development partners are creating and

maintaining the dashboards that compares our region to others nationally. Anne Kress stated there will be things we can't control, and the goal has been to push us and put the data points in front of us. Bob Duffy stated the metrics are transformational and dashboards can be manageable.

Vinnie Esposito asked for a Council vote on the Updated Strategic Framework. Peter Robinson made a motion to vote and Matt Hurlbutt seconded the motion. A vote was taken and was unanimously approved.

Workforce Development Summit Review: Joe Hamm gave a presentation on the Workforce Development Summit held in January.

Vinnie Esposito stated there is an emphasis in the State Budget with regards to Workforce Development going forward.

Anne Kress stated that childcare can be a barrier to some seeking work as childcare is too costly for them.

Bob Duffy asked if there was ever an evaluation of existing workforce programs. Joe Hamm stated that the Department of Labor is constantly held to standards for programs and has moved from just training people to training people to jobs.

Joe Hamm also stated that FAME is having a program on April 30th with regards to School to Careers and people should consider attending and can go to NYFAME.org to get further information.

Next Steps & Comments: Vinnie Esposito reviewed the Work Plan and the plans to have an additional workshop for Workforce Development.

The Executive Session for Council Members will be held across the hall immediately following the Public Session.

Anne Kress and Bob Duffy thanked the council members, speakers and everyone for attending and being engaged in the process as it does make a huge difference.

Next Meeting: The next meeting will be Wednesday, May 22nd from 1:00pm to 2:30pm at SUNY Geneseo. The meeting was adjourned.

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