



**Finger Lakes
Regional Economic
Development Council**

**United for
Success**



FINGER LAKES *FORWARD*

FLREDC Public Meeting
Monroe Community College
April 2, 2019

Executive Director Update (Last Meeting: 9/27/2018 @ 3 Brothers Wineries)

- Announcements:
 - 10/4 Completion of Cornell Food Venture Center upgrades in Geneva
 - 10/5 Penn Yan DRI Round 3 Winner
 - 10/30 MAGIC Spell Studios grand opening at RIT
 - 11/2 FLREDC presentation to NYS SIAT at MCC
 - 11/12 IDEX Health & Science expansion in Henrietta
 - 11/13 Bausch+Lomb expansion in Rochester
 - 11/26 Photonics Board meeting at AIM TAP (now operational)
 - 12/4 Rochester Precision Optics expansion in Henrietta
 - 12/18 2018 REDC Awards (FL region Top Performer Awardee)
 - 12/27 Dynalec expansion in Wayne County

Executive Director Update (continued)

- 1/3 Rochester Insulated Glass expansion in Ontario County
- 1/8 \$45M for affordable housing upgrades in Geneva
- 1/15 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 So Tier regions
 - Luminate NY continued for 3 additional years
 - \$25M for anti-poverty via Revitalize Rochester Fund and System Integration Project
- 1/23 Catalant Technologies expansion in the Rochester's DIZ
- 2/20 Hickey Freeman expansion in the City of Rochester
- 2/22 Plug Power expansion at EBP
- 3/5 Amada Tool America expansion in Batavia



**NEW
YORK
STATE**

JUSTICE AGENDA
THE TIME IS NOW



WHO AM I AND WHY AM I HERE?



John Maggner

Andrew M. Cuomo

Bernard Zimicki

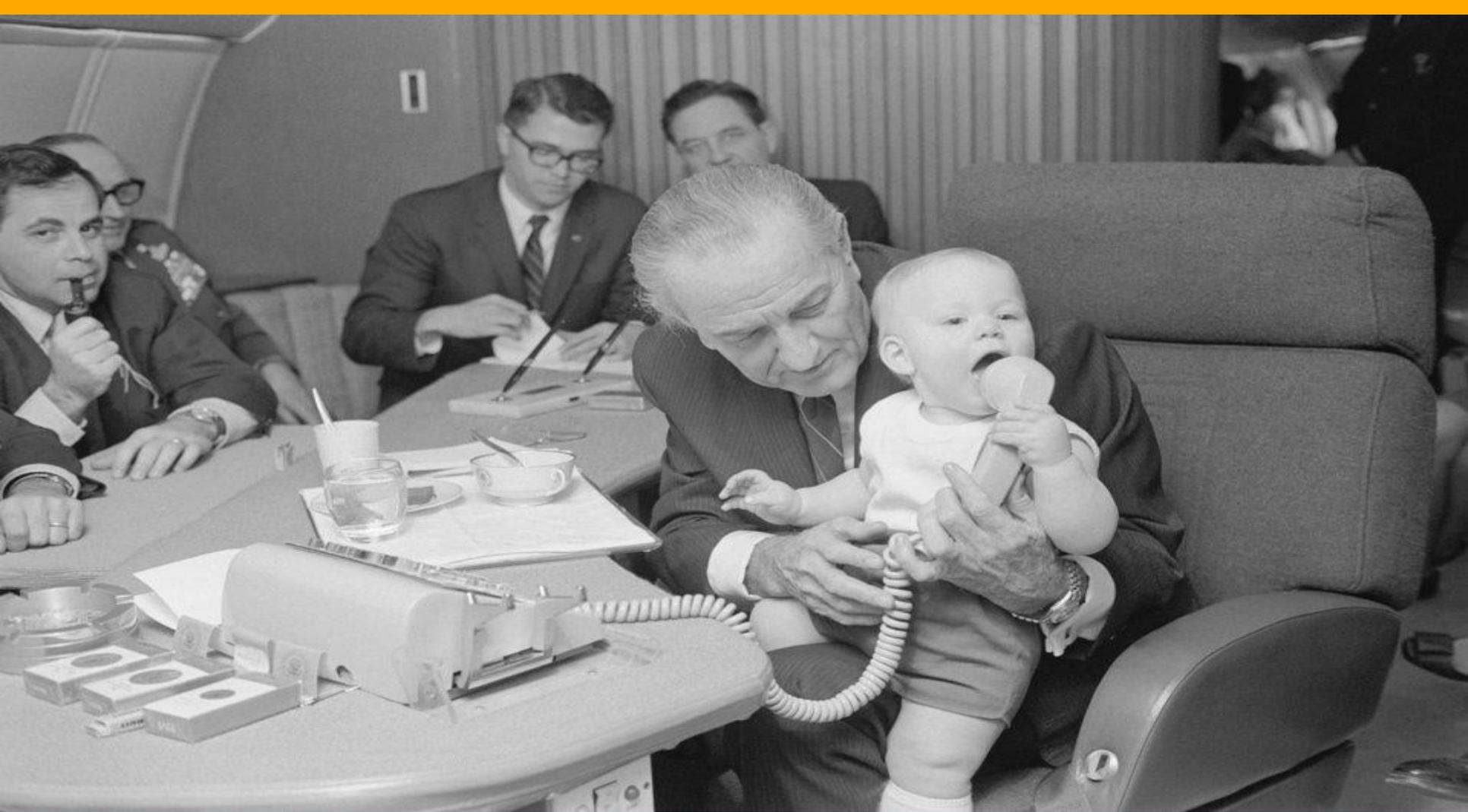


Built to Lead









**BUT FIRST, LET'S REVIEW THE
BUDGET**

FY 2020 STATE BUDGET – BY THE NUMBERS

	FY 2019	FY2020	% CHANGE
State Operating Funds	\$100.1 B	\$102.1 B	2.0%
All Funds*	\$171.7 B	\$175.5 B	2.2%
School Aid	\$26.8 B	\$27.9 B	3.8%
State Medicaid/ Health Spending	\$18.9 B	\$19.6 B	3.6%
Executive Agencies	\$10.5 B	\$10.6 B	0.5%

*Includes federal funds

9 YEARS OF 2% SPENDING – LOWEST IN MODERN HISTORY

LOWEST STATE SPENDING INCREASES IN HISTORY

11.1%
ANNUAL
INCREASE

7.9%

6.9%

5.2%

1.5%

Rockefeller/Wilson
1959 - 16 YEARS

Carey
1975 - 8 YEARS

M. Cuomo
1983 - 12 YEARS

Pataki
1995 - 12 YEARS

A. Cuomo
2011 - 9 YEARS

NINE CONSECUTIVE TIMELY BUDGETS



DECEMBER 2018

MOST AGGRESSIVE AGENDA

FIRST 100 DAYS JUSTICE AGENDA

- Ensure a Progressive Tax System
- Cut Middle Class Taxes and Fight SALT
- Protect Quality, Affordable Health Care
- Codify Reproductive Rights
- Enshrine Gender Equality into Law
- Combat Gun Violence
- Launch a \$150 Billion Infrastructure Plan
- Fund and Restructure the MTA
- Ensure Education Equity
- Ensure Fairness in the Criminal Justice System
- Pass the Dream Act
- Launch the Green New Deal
- Ensure Clean, Safe Drinking Water for All
- Improve our Democracy
- Increase Trust in the Democratic System
- Protect Public Sector Unions
- Keep Housing Affordable for New Yorkers
- Pass the Child Victims Act
- Protect LGBTQ Rights

20 BIG AGENDA ITEMS

TODAY IS DAY 90

DECEMBER 2018

MOST AGGRESSIVE AGENDA

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WE GOT IT DONE

20 BIG AGENDA ITEMS

ENSURE A PROGRESSIVE TAX SYSTEM



NO TAX CAP - NO DEAL!

ny.gov/taxcap

We made the

2% PROPERTY TAX CAP PERMANENT.

CUT MIDDLE CLASS TAXES AND FIGHT SALT

INCOME LEVEL	OLD FLAT RATES		NEW PROGRESSIVE RATES
\$40,000 to \$150,000	6.85%	↓	5.5%
\$150,000 to \$300,000	6.85%	↓	6%

We continued our **Middle Class tax cuts.**

CUT MIDDLE CLASS TAXES AND FIGHT SALT

SALT costs New York

\$15.3 BILLION

**We started the nation-wide effort
to repeal the cap on SALT deductibility...**

PROTECT QUALITY, AFFORDABLE HEALTH CARE

- ✓ Protect patients with pre-existing conditions
- ✓ Ensure coverage for the ten essential health benefits
- ✓ Prevent cost sharing for preventative care
- ✓ Prohibit limiting annual or lifetime coverage
- ✓ Codified NYS health insurance market place

We codified key provisions of the ACA into State law
so that no matter what happens in Washington,
New Yorkers' health insurance is protected.

2019 WOMEN'S AGENDA

- ✓ Mandates coverage of IVF and egg-freezing for women with fertility and other health issues
- ✓ Expands rape shield protections to sex trafficking victims
- ✓ Reforms domestic violence shelter requirements
- ✓ Increases funding for child care programs by \$26 million

**Building on the historic Reproductive Health Act,
we advanced our bold 2019 Women's Agenda.**

INVEST IN OUR INFRASTRUCTURE

This year, we are
launching a new
\$150 BILLION
infrastructure plan.



ENSURE EDUCATION EQUITY

NEW YORK STATE SCHOOL AID

\$27.9 BILLION

UP \$1 BILLION FROM LAST YEAR

We secured record high funding for our schools...

LAUNCH THE GREEN NEW DEAL



We included record funding of **\$300 million** for the Environmental Protection Fund and secured new EPF revenue through a 60 percent share of the paper bag fee.

ENSURE CLEAN, SAFE DRINKING WATER FOR ALL

\$500 MILLION

\$3 BILLION TOTAL INVESTMENT

We invested an additional **\$500 million**,
building on our historic **\$2.5 billion** investment.

REGIONAL ECONOMIC DEVELOPMENT COUNCILS

10 Regional Councils

REGIONAL ECONOMIC DEVELOPMENT COUNCILS

\$750 MILLION for ROUND IX

DOWNTOWN REVITALIZATION INITIATIVE

\$100 MILLION for ROUND IV



A nighttime photograph of the Rochester, New York skyline. The Genesee River flows through the foreground, reflecting the city lights. The skyline includes several prominent buildings, such as the tall, dark tower with red lights at the top, and the colorful, illuminated building on the right. A bridge with a white arch is visible in the middle ground. The text "FINGER LAKES REDC" is overlaid in large, bold, yellow letters across the center of the image.

FINGER LAKES REDC

FINGER LAKES FORWARD KEY ELEMENTS



- **Pillars:**

- **Optics, Photonics, and Imaging (OPI)**
- **Agriculture and Food Production**
- **Next Generation Manufacturing and Technology**

- **Enablers:**

- **Pathways to Prosperity: Workforce Development**
- **Entrepreneurship and Development**
- **Higher Education and Research**

SENECA FALLS

WE'RE SEEING THIS WITH
OUR VERY EYES...



FINGER LAKES FORWARD STRATEGY

OPTICS, PHOTONICS, AND IMAGING



AIM PHOTONICS

\$250 MILLION STATE INVESTMENT

FINGER LAKES FORWARD STRATEGY

OPTICS, PHOTONICS, AND IMAGING

LUMINATE

LUMINATE NY COMPETITION
\$25 MILLION STATE INVESTMENT

FINGER LAKES FORWARD STRATEGY

OPTICS, PHOTONICS, AND IMAGING

PHOTONICS ATTRACTION FUND

\$30 MILLION STATE INVESTMENT

FINGER LAKES FORWARD STRATEGY

OPTICS, PHOTONICS, AND IMAGING



ROCHESTER PRECISION OPTICS

200 NEW JOBS / 275 RETAINED JOBS

FINGER LAKES FORWARD STRATEGY

AGRICULTURE AND FOOD PRODUCTION



201 CRAFT BEVERAGE MANUFACTURERS

121% INCREASE SINCE 2012 FOR THE FINGER LAKES

FINGER LAKES FORWARD STRATEGY

AGRICULTURE AND FOOD PRODUCTION



FINGER LAKES AS A TOP WINE REGION

36% INCREASE SINCE 2012

FINGER LAKES FORWARD STRATEGY

AGRICULTURE AND FOOD PRODUCTION



FOOD SERVICE ESTABLISHMENTS (FLX REGION)

553 NEW

10% INCREASE SINCE 2010

FINGER LAKES FORWARD STRATEGY

AGRICULTURE AND FOOD PRODUCTION

FOOD SERVICE ESTABLISHMENTS (WINE REGION)

- Livingston County +26 (9%)
- Geneva District Office +184 (18%)
- Seneca County +116 (57%)
- Cayuga County +27 (6%)
- Tompkins County +93 (18%)
- Onondoga County +110 (5%)
- Total +556 (11%)



FINGER LAKES FORWARD STRATEGY

AGRICULTURE AND FOOD PRODUCTION

HP HOOD

230 NEW JOBS



FINGER LAKES FORWARD STRATEGY

AGRICULTURE AND FOOD PRODUCTION



*Lidestri*TM
Where tradition **meets innovation.**

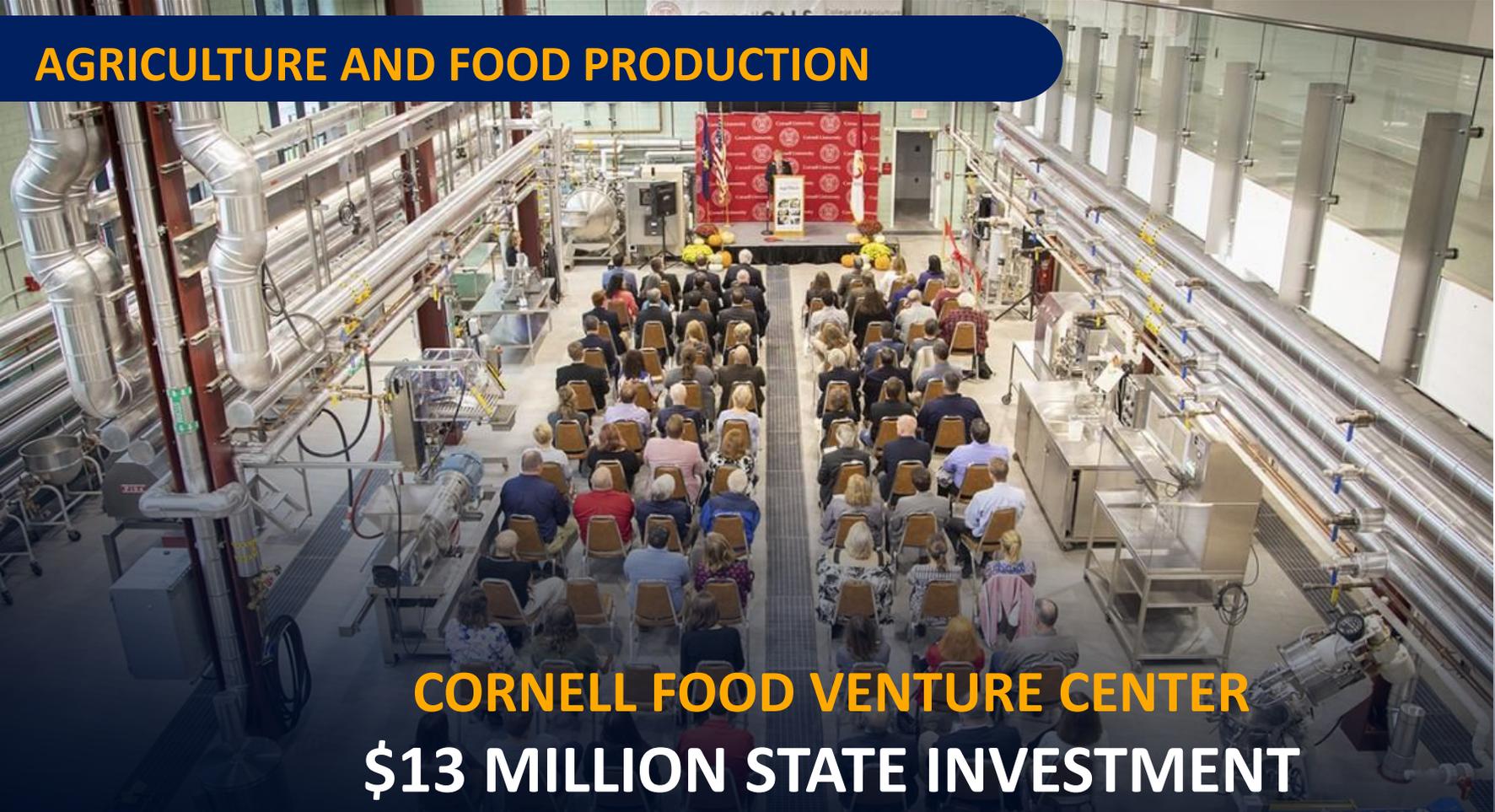
LIDESTRI FOOD
120 NEW JOBS

FINGER LAKES FORWARD STRATEGY

AGRICULTURE AND FOOD PRODUCTION

CORNELL FOOD VENTURE CENTER

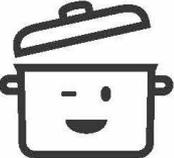
\$13 MILLION STATE INVESTMENT



FINGER LAKES FORWARD STRATEGY

AGRICULTURE AND FOOD PRODUCTION



Real  Eats™

REAL EATS AMERICA

400 NEW JOBS

FINGER LAKES FORWARD STRATEGY

AGRICULTURE AND FOOD PRODUCTION



INTERGROW HOLDINGS, INC
100 NEW JOBS

FINGER LAKES FORWARD STRATEGY

AGRICULTURE AND FOOD PRODUCTION



FOOD AND AG BUSINESS CHALLENGE
\$15 million

FINGER LAKES FORWARD STRATEGY

NEXT GENERATION MAUNUFACTURING AND TECHNOLOGY

EASTMAN BUSINESS PARK REDEVELOPMENT

**FROM 38 COMPANIES IN 2011 TO
OVER 100 COMPANIES NOW**

FINGER LAKES FORWARD STRATEGY

NEXT GENERATION MAUNUFACTURING AND TECHNOLOGY



AMERICAN PACKAGING
260 NEW JOBS

FINGER LAKES FORWARD STRATEGY

NEXT GENERATION MAUNUFACTURING AND TECHNOLOGY



BAUSCH + LOMB HEALTH
100 NEW JOBS

FINGER LAKES FORWARD STRATEGY

PATHWAYS TO PROSPERITY

Post-it Table Top Dry Erase Pad 2 in 1

Spring Vegetable Hash

- 1 bunch asparagus → fiber, folate, vitamin K
- 1 carrot → vitamin A = skin + eye health
- 1 potato → fiber, reduce inflammation, antioxidants
- 1 onion
- 1 cup broth → digestion, immunity
- oil - salt - pepper

• 3/8 servings



FOODLINK

A CULINARY ARTS APPRENTICESHIP PROGRAM

FINGER LAKES FORWARD STRATEGY

The background of the slide features a blue-toned photograph showing the silhouettes of two individuals shaking hands. The person on the left is leaning forward, and the person on the right is standing upright. The lighting is dramatic, highlighting the contours of their bodies against a lighter, blurred background.

PATHWAYS TO PROSPERITY

HEROIN AND OPIOID ADDICTION CENTER
\$8.4 MILLION STATE INVESTMENT

FINGER LAKES FORWARD STRATEGY

PATHWAYS TO PROSPERITY



\$25 million for poverty reduction in Rochester, including \$10 million for the **Revitalize Rochester Fund**

FINGER LAKES FORWARD STRATEGY

ENTREPRENEURSHIP AND DEVELOPMENT



FINGER LAKES *FORWARD*

FINGER LAKES FORWARD VENTURE CAPITAL FUND

\$25 MILLION STATE INVESTMENT

FINGER LAKES FORWARD STRATEGY

ENTREPRENEURSHIP AND DEVELOPMENT



DATTO INC

200 NEW JOBS

FINGER LAKES FORWARD STRATEGY

ENTREPRENEURSHIP AND DEVELOPMENT



NEXTCORPS
HIGH TECH DOWNTOWN BUSINESS ACCELERATOR
\$10 MILLION STATE INVESTMENT

FINGER LAKES FORWARD STRATEGY

ENTREPRENEURSHIP AND DEVELOPMENT



LiveTiles

LIVETILES

500 NEW JOBS

FINGER LAKES FORWARD STRATEGY

HIGHER EDUCATION AND RESEARCH



ROCHESTER DATA SCIENCE CONSORTIUM
\$22.5 MILLION STATE INVESTMENT

FINGER LAKES FORWARD STRATEGY

IMPROVING INFRASTRUCTURE

ROC THE RIVERWAY

\$50 MILLION STATE INVESTMENT

FINGER LAKES FORWARD STRATEGY

IMPROVING INFRASTRUCTURE



GREATER ROCHESTER INTERNATIONAL AIRPORT
\$39.8 MILLION STATE INVESTMENT

FINGER LAKES FORWARD STRATEGY

IMPROVING INFRASTRUCTURE



ROCHESTER TRAIN STATION

\$23.4 MILLION STATE INVESTMENT

FINGER LAKES FORWARD STRATEGY

IMPROVING INFRASTRUCTURE

An aerial photograph of a modern highway interchange. The road is dark asphalt with white lane markings. Several cars are visible on the road, including a white SUV and a dark sedan. The road curves to the left and then right. There are green grassy areas and trees on either side of the road. Streetlights are visible along the road. The sky is blue with some clouds.

I-390/ I-490 INTERCHANGE IMPROVEMENTS
\$150 MILLION STATE INVESTMENT

FINGER LAKES FORWARD STRATEGY

IMPROVING INFRASTRUCTURE



ACCESS 390

\$70 MILLION STATE INVESTMENT

FINGER LAKES FORWARD STRATEGY



IMPROVING INFRASTRUCTURE

ROCHESTER INNER LOOP IMPROVEMENTS
\$3.8 MILLION STATE INVESTMENT

FINGER LAKES FORWARD STRATEGY

VIBRANT COMMUNITIES

the **strong**
NATIONAL MUSEUM OF PLAY

STRONG NATIONAL MUSEUM OF PLAY

\$20 MILLION



FINGER LAKES FORWARD STRATEGY

VIBRANT COMMUNITIES

A photograph of the Eiffel Tower in Paris, France, set against a bright blue sky with scattered white clouds. The tower is the central focus, extending from the bottom center towards the top of the frame. The base of the tower is partially obscured by dark green foliage at the bottom of the image.

Reconstructing Eiffel Tower in Irondequoit
\$20 MILLION

FINGER LAKES FORWARD STRATEGY

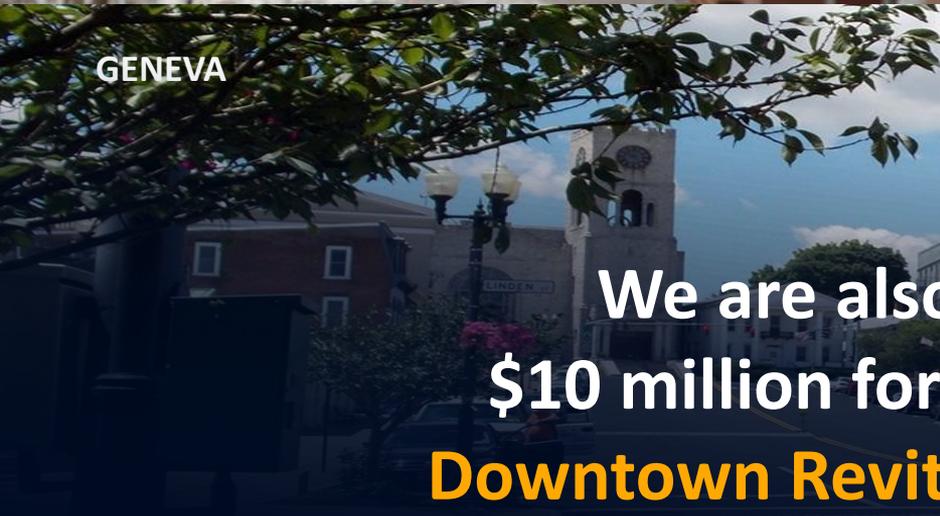
VIBRANT COMMUNITIES



BATAVIA



PENN YAN



GENEVA

We are also committing
\$10 million for Round IV of the
Downtown Revitalization Initiative

PEOPLE ARE VISITING

A scenic view of a lake and mountains with a table in the foreground set with a bottle of wine, two glasses, and a plate of food. The table is a dark wooden picnic table. On it sits a bottle of wine with a label that says 'GLENON', two glasses of white wine, and a plate of food including bread, cheese, and fruit. The background shows a large body of water and distant mountains under a blue sky.

- ✓ The Finger Lakes welcomed 14.6 million visitors in 2017
- ✓ Tourism has provided more than 51,300 jobs in the Finger Lakes in 2017
- ✓ Wages paid by the tourism industry in the Finger Lakes topped \$962 million in 2017
- ✓ Direct spending by tourists in Finger Lakes reached \$1.65 billion in 2017, an increase of 13.1% since 2011.

PEOPLE ARE STAYING

- ✓ The median home sales price was \$150,000 as of August 2018, an increase of 25% over 2011
- ✓ The volume of closed sales of homes as of the second quarter of 2018 was up 53.4% over 2011.
- ✓ The number of young people aged 25-34 grew in every county in the region from 2010-17—reversing a decline in every county in the region the prior decade.
- ✓ Monroe went from a decline of 6% to growth of 15.4% in the number of 25-34 yr olds.

PEOPLE ARE WORKING



- ✓ The Finger Lakes had 499,000 private sector jobs as of December 2018, an increase of 35,200 jobs or 7.6% since December 2010
- ✓ The unemployment rate was 4.5% as of February 2019, down from 9.2% in February 2010.
- ✓ Finger Lakes ranks as a Top Wine Region/Top World Travel Destination

YOUR STRATEGY IS WORKING

THE FINGER LAKES WINE NARRATIVE

- “Finger Lakes winery named one of America’s 11 best by national magazine (Men’s Journal)” NY Upstate 2/26/19
- “36 Hours in the Finger Lakes Region of New York” New York Times 06/0/17
- “Why New York Is Becoming One of America’s Best States for Wine Lovers” Travel and Leisure 08/05/2018
- “Exploring the growth of Finger Lakes wine” The Ithaca Voice 12/04/18

ELEMENTS OF A BROADER NARRATIVE

160 Jobs...

ROCHESTER VIEW Share your panorama photos online at <http://on.rocns.ny.gov/rocvie>



A World War II Curtiss P-40 Warhawk taxis by at the National Warplane Museum air show.

BOB CURTIS

State awards eHealth Technologies up to \$2 million

Tax credits will help firm create 160 jobs in 10 years

JAMES GOODMAN
@JAMESGOODMAN

A local medical records technology firm, eHealth Technologies, has been awarded up to \$2 million in state tax credits.

The announcement was made Tuesday at the Henrietta-based firm during an event attended by Gov. Andrew Cuomo.

Although the amount of the award wasn't announced at the event, Vincent Eposito, director of the Finger Lakes Regional Economic Development Council, said afterward that the award would come in the form of tax credits by creating 160 jobs over 10 years.

Since it was founded in 2006 with four employees, eHealth has grown to about 225 employees.

Major medical centers, including Memorial Sloan Kettering Cancer Center in New York City and MD Anderson Cancer Center in Houston, are among eHealth's clients.

"The hospitals tell what records they want. We get them electronically," said eHealth Chief Operating Officer Jeff Markin.

Doctors and hospitals that the patient has gone to are contacted by eHealth, which organizes the records and images sought, such as X-rays, and then sends them digitally to the requesting hospital.

The \$2 million award was made by the Empire State Development Corp.'s Excelsior tax credit program.

"The company is a perfect example of innovation and technology," Empire State President and CEO Howard Zemsky said in his introductory remarks at Tuesday's news conference.

Ken Rosenfeld, who is the CEO and president of eHealth, told about the growth of the Rochester area as a leader in technology and how his company's services help patients get the care they need faster.



JAMES GOODMAN (@JAMESGOODMAN) PHOTOGRAPHER

Governor Andrew Cuomo talks about expansion at eHealth Technologies, adding 160 new jobs over 10 years on Tuesday.

Cuomo noted the "now hiring" lawn sign at eHealth and how the company is part of an emerging high-tech economy.

"The Rochester area should have been Silicon Valley before Silicon Valley," said Cuomo, telling of Rochester's roots in technology and the large number of graduates with degrees in engineering produced by colleges such as Rochester Institute of Technology.

"They were doing commercialization of academic

advancement before anyone called it commercialization," Cuomo said.

After appearing at the eHealth news conference, Cuomo made a quick visit to Rochester's new train station on Central Avenue, which is scheduled to open next month.

The new station is on the site of the old one, which was demolished.

JGOODMAN@GANNETT.COM

500 Jobs...

ROCHESTER Democrat and Chronicle

FRIDAY, MAY 4, 2018 8 DEMOCRATANDCHRONICLE.COM

PART OF THE USA TODAY NETWORK

500 JOBS IN 5 YEARS



Gov. Andrew Cuomo visits Rochester Thursday to announce 500 new jobs coming to the community after software company LiveTiles opens an innovation hub. JOHN DEMARCO/USA TODAY NETWORK

Software company in High Falls plans to add to, stimulate economy

Victoria E. Freile and Sarah Taddeo Rochester Democrat and Chronicle | USA TODAY NETWORK

New York Gov. Andrew Cuomo on Thursday morning announced that business services company LiveTiles will establish its North American Intelligent User Experience hub in Rochester's High Falls area and will create at least 500 jobs over five years.

The company, which was founded in Australia in 2004 and is now headquartered in New York City, provides an array of business communications and assistance services. The company officially launched its Rochester office Thursday in its Commercial Street building, which some may remember as the former location of Allman's, an eatery and entertainment spot that closed in the High Falls area in 2004.

The full buildout will cost about \$17 million, with Empire State Development pitching in up to \$7 million to bolster in-

vestments in renovations and the purchase of servers and computer equipment.

About 60 people currently work for LiveTiles in Rochester, and as the local hub expands, the company will be looking to fill "high-paying" positions in everything from development and engineering to marketing and sales, said LiveTiles co-founder and Chief Executive Officer Karl Redenbach.

The company develops software that powers "artificial intelligence," which could eventually help companies dia-

logue smaller workplace tasks to computer processes, he said.

"Where we think AI is really going is changing the way the workforce works," he said.

It was the region's talented people, standard of research in connection with local universities, vice of the High Falls area and redevelopment of downtown that secured the company's decision to create an innovation hub in Rochester, said Redenbach.

"The talent here has just been blowing our minds," he said.

In a worldwide search, he said, the company narrowed options down to five American cities, and because of its focus, Rochester came out on top.

Redenbach, who jumped off the stage mid-speech to hug Greater Rochester Chamber of Commerce CEO Bob Duffy, said every time he

See LIVETILES, Page 8A

Group: URMC abused animals

School calls charge sensationalism

Victoria E. Freile
Rochester Democrat and Chronicle
USA TODAY NETWORK

An Ohio-based watchdog group has accused the University of Rochester of killing or mistreating dozens of animals in University of Rochester Medical Center labs.

Stop Animal Exploitation Now (SAEN), a nonprofit group that monitors U.S. research facilities for animal abuse and violations of laws, on Thursday claimed it has uncovered animal deaths, animal abuse and research malfeasance, which may have involved more than 100 animals. The group also alleges that the university attempted to cover up the incidents, which reportedly occurred in 2016 and

See ANIMALS, Page 10A

USA TODAY
NETWORK

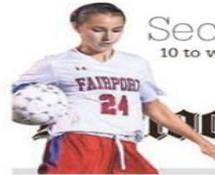


More legal headaches

The president's new lawyer, Rudy Giuliani, speaking Thursday on Fox 4 Friends, appeared to directly link a payment to Sherry Danalis to the election's outcome. Richard Haass, an expert on election law, said Giuliani may have unwittingly caused more legal headaches for Trump.

Page 1B

625 new jobs...



Section V talent abounds 10 to watch in high school girls soccer this season

ROCHESTER Democrat and Chronicle
BREAKING NEWS 24/7 AT DEMOCRANDCHRONICLE.COM

WEDNESDAY, AUGUST 23, 2017

"ONCE THE DIFFICULTIES ARE OVERCOME, THIS WILL GET COMPLETED. CANANDAIGUA IS ONE OF THE MOST VALUABLE LAKEFRONT PROPERTIES IN THE COUNTRY, SO THIS PROJECT WILL GET DONE. IT'S JUST A MATTER OF TIME."

JOHN GOODWIN (3) Associated Press

Despite over a year of setbacks for site owner, Canandaigua officials remain hopeful that lakefront project will pan out



The steel skeleton of the Steamboat Landing project looms over Lakefront Park in Canandaigua.

Steamboat Landing project is chugging along slowly

MEAGHAN M. McDERMOTT / BRUNSWICK

The stalled Steamboat Landing project on the northshore tip of Canandaigua Lake has generated a lot of discussion in the town, but it hasn't gotten much traction. The project, which is set to be completed by 2020, is a 10-acre development of "luxury housing" in Canandaigua. It's been in the works since 2011, but it's still in the early stages of construction. The project is owned by the Canandaigua Lakefront Development Corp., which is a subsidiary of the Canandaigua Lakefront Development Corp. The project is expected to create 625 jobs when it is completed.

See PROJECT, Page 3A

Paychex plans 625 new jobs as part of expansion

Cuomo visits Henrietta to announce payroll services company's five-year plan

SARAH TADDO

Paychex Inc. will be expanding its Henrietta as part of a five-year plan to add 625 jobs in the Rochester region by 2021, Gov. Andrew Cuomo visited Henrietta in Tuesday to announce the plan, which includes the creation of 100 new jobs in the Henrietta area. The announcement is part of a five-year plan to add 625 jobs in the Rochester region by 2021.

Paychex employs about 4,000 in the area, and this program will boost that number to more than 4,600 over time. The job addition rate will be about 125 jobs per year, said Paychex CEO Mark Nelson.

More on the project will push the company into the top five largest in the region.

See PAYCHEX, Page 3A



Members of House and Senate are expected to vote on a bill to create a new federal agency to oversee the nation's infrastructure.

Tillerson wants Afghan talks

A top official in the State Department said U.S. troops would "right to stay" in Afghanistan, Secretary of State Rex Tillerson said in a speech Tuesday. He said the Taliban would not be allowed to take control of the country. Tillerson said the U.S. would continue to support the Afghan government and that the U.S. would continue to support the Afghan government.

See STORY, Page 3B

Local weather alerts on your cellphone through the Q&A news app

INDEX: COUNTRIES, CENSUS, CRYPTO, LOCAL NEWS

LOTTERIES: POWERBALL, STATE LOTTERIES, MULTISTATE

74°/54° CLOUDS AND SUN

Expanded Weather 100

WHAT MAKES BANKING CONVENIENT FOR YOU?

Weekend Hours™

Canandaigua National Bank & Trust offers weekend hours, including Sundays, at select locations. It's understandable that the days can get busy when you're trying to juggle a busy schedule. That's why our banking hours when you need them most. CNB makes it easy.

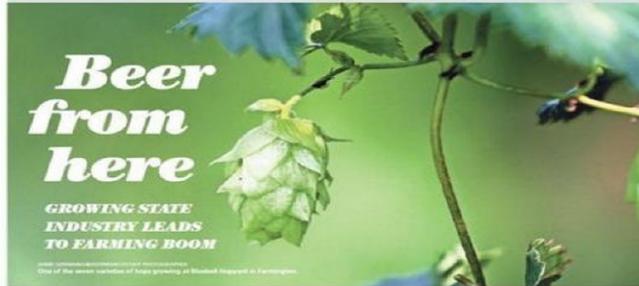
Canandaigua National Bank & Trust

Growing beer industry leads to farming boom...

**HERB SMITH
 RETURNS TO
 THE RPO** D&C ARTS



✂️
**SAVE UP TO
 \$300 WITH
 COUPONS**



Beer from here

GROWING LEADS INDUSTRY STATE TO FARMING BOOM

A LREADY. With less malt, and you will be handed not only a food crisis, but one for beer, too.

The phenomenon is a remarkable shift from the days of empty distilleries. And that shift reflects have been extraordinary in New York — which, in the fall 2016, produced as much as 90 percent of the hops used to make beer around the country. That production was all but eliminated by Prohibition in the 1920s and hasn't made a comeback until the past few decades or so.

As for other crops, there's a demand for locally grown rice once again thanks to hops, barley and wheat production to produce the varied array of beverages over the last five years in New York.

"It was a business that we gave up, that we basically brought back — where it's almost self-sustaining within the state," Gov. Andrew Cuomo said in an interview with the USA Today Network's Albany Bureau.

Farm to Beer

Spurred by new laws, especially the Farm Beverage Law, the number of farms producing in New York jumped from 45 in 2014 to 148 this year. And the overall number of breweries — which includes craft breweries, microbreweries and regional breweries — more than doubled to 380 since 2014.

See BEER, Page 18A.



Local brewers and growers are an essential part of the local brewing community. Kurt Chalant, left, and Fred Armstrong are co-owners of Buffalo Brewing, which uses 80 percent of its malt in local Indiana, Chardonnay and Armonney and they've developed strong ties to the local brewing community.

DEVELOPMENT

Theater plan for Parcel 5 doesn't add up for council OK

Fall elections might not even lower the burdens for RBTL proposal

BRIAN SHARP @BRIANSHARP

Yes, it's still early. But the math doesn't work.

Not for a proposed theater at Parcel 5, not even on loan. And maybe not after the City Council elections this fall.

For the theater to happen, seven of the nine City Council members must vote "Yes" on the plan. The land is the neighborhood's Redevelopment Theater (RBTL) is based on getting that vote before City Council in December. Mayor Lovely Warren is out.

"It's a contest in before the end of the year. I don't even see it getting five votes," said council member Caroline Corbin.

Waiting until 2018, and seeing how the full structure plan will improve the odds — but that's a gamble.

Warren unveiled the \$25-million project in a surprise announcement in June. RBTL would own and operate a 3,000-seat theater, framing East Main Street, and adjoining a 1.5-acre, 150-seat

See RBTL, Page 18A.

USA TODAY NETWORK

HARVEY BRINGS DEVASTATION

Storm weakens but still expected to deliver days of rain, 'catastrophic' flooding

Page 18

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Barcode with ISSN 1047-3217 and issue number 10473217.

A stable, strong player...



Inside today



Warm memories

Future children will miss out on older people's nostalgia
Health & Family, page A6

Batavia, NY
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Thursday 73°/63°

Friday 78°/64°

Saturday 76°/61°



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A stable, strong player

HP Hood, Cuomo outline plans for Batavia fluid milk facility

By JIM KRUECK
jimkrueck@dailynews.com

BATAVIA — Making allusions to the benefits that a Greek yogurt boom brought to upstate, and the bust that followed in Batavia, Gov. Andrew Cuomo welcomed HP Hood's \$200-million investment in the former Muller Quaker Dairy plant Tuesday.

Speaking from what he called a "re-purposed facility," Cuomo urged New Yorkers to consider economic development as offering no guarantees, citing a high failure rate among new businesses. With thousands backed by the state, people must be prepared for half to be gone in five years and only a third to survive a decade.

"If you are going to develop jobs, you have to expect some companies to fail," Cuomo told reporters after a pep-rally-style celebration.

With Muller Quaker, the closure occurred in a mere two years, but the facility is more secure with its second company and third owner, Cuomo told a crowd filled with agriculture and business leaders.

"We had started development with Muller yogurt company," Cuomo said. "This is a re-purposed facility, but Geneesean investors had the vision, the tenacity, and have taken this facility... that will be more developed, more sophisticated and create more jobs, and in some ways do more for the dairy industry."

"If we keep the fundamentals sound, stay pro-business, and sell, sell sell... and be more aggressive and keep the fundamentals in place... you will find the second, third, fourth company," he continued. "That's what Geneesean County and ESD-6d."



1003-04-REMO/012/166
Gov. Andrew Cuomo speaks to reporters at the press conference announcing HP Hood coming to the Agri-Business Park at the former Muller Dairy Plant.

Zemsky: 1366 delays don't darken STAMP

BUSINESS: Agri-business and advanced manufacturing can coexist successfully

By JIM KRUECK
jimkrueck@dailynews.com

BATAVIA — After having Technology Advanced Manufacturing Park, where



Police say this fire on June 13 on St. Helena St. was arson.

Man allegedly set Perry house fire

FELONY ARSON: Police say Clair used gasoline and lighter to start blaze which killed three pets

By SCOTT DEWITT
sdewitt@dailynews.com

FERRY — A Cherry Street man has been charged with arson for setting his home on fire with his girlfriend and her animals inside last month, village police said.

Brian P. Clair, 50, is charged with second-degree arson, criminal mischief and aggravated cruelty to animals.

Clair is accused of setting fire to 24 St. Helena St. on June

13. He was living with his girlfriend at that house at the time and has since moved to Cherry Street.

Chief Mitchell Groves said Clair was involved in a dispute with his girlfriend and set the fire about noon on June 13.

See CLAIR A2

DiFante to take Alabama city job

BATAVIA: Assistant manager secured flood insurance success, helmed special projects.

By JIM KRUECK
jimkrueck@dailynews.com

BATAVIA — Assistant City Manager Gretchen DiFante is heading home.

DiFante, an Alabama native who has served as the city's second-in-command since 2014 and spearheaded a project to reduce the costs of Bond Insurance, has accepted the city manager's position in Prichard, Ala., a 21,000-citizen



Revitalizing Rochester...



The Metropolitan (former Chase Tower) in downtown Rochester reflected in a puddle.

CARLOS OTERO/CHRONICLE; JASON/STAFF PHOTOGRAPHER

REVITALIZING ROCHESTER: WHAT'S NEXT?

Official: 'We are seeing more site plans in the city than there has been in years.'



BRIAN SHARP | @SHARPROC

There is no mistaking that Rochester is in the midst of a sea change when it comes to development. Downtown is quite literally under construction.

The southeast side is grappling with a slated project proposals, including the Cobble Hill Village redevelopment, construction of a new apartment complex on a long-vacant lot at Goodman and Interstate 490, plans to reshape the Colgate Rochester Crozier Divinity campus, student apartments at Mt. Hope Avenue and Gold Street and a mixed-use concept for the old Rochester Psychiatric Center.

Rochester Regional Health is undertaking a \$23 million expansion, its largest capital project in 40 years. Work is proceeding on a \$50 million, 150-unit apartment complex on Hudson Avenue. Eastman Kodak Co.'s liver is getting a makeover, adjacent to the new Monroe Community College campus building.

"I work at the water bureau, and I review site plans," said Karl Wiedler, chairman of the Highland Park Neighborhood Association. "We are seeing more site plans in the city than there has been in years."

More large-scale projects, certainly, city officials say.

See **BUILDING**, Page 5E

A view of the former subway area being demolished near the Dinosaur Bar-B-Que restaurant.

THE SHARPS/CHRONICLE PHOTOGRAPHERS

Decrepit bridges replaced...



Former MLB ump dies

Ken Kuttler remembered as one of baseball's characters **DAC SPORTS**

Democrat and Chronicle

THURSDAY, AUGUST 10, 2017 [BREAKING NEWS 24/7 AT DEMOCRATANDCHRONICLE.COM](http://www.democratandchronicle.com) PART OF THE USA TODAY NETWORK

Garbage Plates promotion a home run for Red Wings

Fans eat up team's tribute to 100 years of signature dish

JAMES JOHNSON
writes

The Rochester Red Wings are celebrating the 100th anniversary of the original Garbage Plate by changing their name to the Rochester Plates for one night on Thursday night and season ticket holder Bruce Cheney will be there with mushrooms, salad, home fries, mustard and hot sauce — hot finger-plate.

"It's ironic, there's no where else you can go to get this regional dish, there's no way," Cheney of Sharon, Warren County, said last week while showing off her most recent manuscript. "We have to explain the whole thing to fans. Once you eat one you're hooked."

Each Garbage Plate has "meat and potatoes" at its restaurant in 1918 and the dish, which consists of top hot dogs or hamburgers, a heap of home fries and one solid smothered with a meat-based hot sauce and often topped with an onion, mustard and ketchup, became a Rochester delicacy. In Nick Tolson's trademarked 1992, local news outlet the Garbage Plate, which Nick Tolson's trademarked in 1992, have inspired up over the years but the original's grandchild, advertised in the box, will receive a special Plates

See PLATES, Page 8A



Elizabeth Stevens and Devin Lamb shop for Rochester Plates Night gear.

ABOUT PLATES NIGHT
The Rochester Red Wings, a baseball franchise in existence since 1977, plays under a different name Thursday, while celebrating the 100th year of existence of the locally famous "Garbage Plate." special plates sales take the field at Frontier Field in the North Hills. Fans will wear "Rochester Plates" hats and jerseys. All 75 of the concession stands at Frontier plan to offer a type of plate-themed food. Gates open at 5:30. For tickets go to www.rochesterplates.com or call (518) 423-9423.

USATODAY NETWORK Trump warns North Korea

But experts say rhetoric may be counterproductive because options lacking

President Donald Trump's bombastic threat to unleash "fire and fury" like the world has never seen" will not result in any action against the United States isn't entirely unexpected. U.S. analysts predict and the similarities to President Harry Truman's threat to Japan after the

U.S. dropped the atomic bomb on Hiroshima. But experts say Trump's warnings are likely to be counterproductive because he doesn't have any plausible military options for backing them up. Trump has also already earned an international reputation for bluster. His recent tweets called the "fire and fury" remark against the North Korean regime reckless.

Full story, Page 1A

Decrepit Route 390 bridges in Gates set to be replaced

MEAGHAN M. MCDERMOTT writes

A pair of highway bridges in Gates that are among the country's oldest and where it enters to structural safety will be replaced within the next 15 months. County Department of Transportation drove earlier this week after that state officials have called the "historic preservation project" in the region. The \$10 million Phase 1 of the project, which entails replacing the northbound and southbound bridges that carry Route 390 traffic.

See BRIDGES, Page 8A

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INDEX	LETTERS	85°/64°
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Era of Change...

A1



POINTING TOWARD PETERMAN?

With Taylor battling concussion, rookie might get start in opener **Sports**

ROCHESTER

t and Chronicle

ONLINE AT WWW.ROCHESTERCHRONICLE.COM

TUESDAY, SEPTEMBER 3, 2013



Students in the newly renovated elementary school hallway. The renovation is part of a \$700 million project to modernize the city's schools and is expected to be completed by the end of the year. (Photo by Tomasso DeMarco for the Rochester Chronicle)

How will school districts spend \$700M?

After NYC takes its cut from \$2 billion bond act, Rochester, others pencil in needs for tech, upgrades

ROCHESTER — School districts across the city are diving in to the \$700 million in general state money — enough to build a new middle school or elementary school, renovate an existing school building, or purchase new buses. But the \$700 million — made up of \$2 billion in bonds — is not all that's available. The state is also providing \$1 billion in additional funding for school districts to purchase new buses, upgrade school buildings, and improve school safety. The state is also providing \$1 billion in additional funding for school districts to purchase new buses, upgrade school buildings, and improve school safety. The state is also providing \$1 billion in additional funding for school districts to purchase new buses, upgrade school buildings, and improve school safety.

MCC CAMPUS HERALDS ERA OF CHANGE

THE REALITY OF THIS CAMPUS, FROM THE BRICKWORK TO THE SKYLINE, WAS BUILT FOR A DIFFERENT ERA.

Amid politically charged environment, worries about budget cuts, new downtown complex an example of 'local colleges' commitments

BY JAMES GOODMAN, STAFF WRITER
A \$700 million renovation of the city's largest university campus is set to begin in 2014. The project, which will include the construction of a new downtown complex, is expected to be completed by the end of the year. The project is part of a larger effort to modernize the city's schools and improve school safety. The project is also providing \$1 billion in additional funding for school districts to purchase new buses, upgrade school buildings, and improve school safety.

STR MILLION THE FOCUS OF COMMUNITY LEADERSHIP

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By James Goodman, Staff Writer
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See C10M13, Page 10

Local weather alert: No severe weather through the 2013 season.

INDEX

SP500	1,234.56
DOW	1,234.56
NASDAQ	1,234.56
RUSSELL 2000	1,234.56
FTSE 100	1,234.56
DAX	1,234.56
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S&P 500	1,234.56
DOW	1,234.56
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Revival...

EDITOR KAREN MAGNUSON

We're rebooting high school sports, expanding video and suburban coverage. **SA**



Guilty plea entered in killing at liquor store

WILL CLEVELAND

A man charged with beating a 51-year-old man to death with a wine bottle pleaded guilty to first-degree murder in Monroe County Court on Thursday.

Kerwin Quander, 46, was charged in March with killing Geneva resident Charles Luke inside the Southwestern Wine and Liquor store during a robbery.

Quander also pleaded guilty to first-degree attempted robbery, agreed to a sentence of 36 years to life in state prison and waived his right to appeal.

Sentencing is scheduled for 2 p.m. Oct. 5 by Monroe County Court Judge Vincent Argente.

This is Quander's third felony conviction in New York, including two previous violent felonies, Monroe County District Attorney Sandra Dowrick said. He has other felony con-

See **PKK**, Page **1A**



Few insured for flooded homes

The Federal Emergency Management Agency requires certain homes to be insured for floods, but most parts of Texas that were hit hard by the remnants of Hurricane Harvey weren't in those designated hazard zones.

Despite the agency's flood maps, not surprisingly, like the Houston suburbs of Froedland in the first year (Froedland, most people didn't get to spend hundreds of dollars a year on the coverage).

And, there remain 80 percent of homeowners who are not buying re-

pair costs. One Froedland resident estimates that she can get \$100,000 in the first year after floodwaters inundated her home, suggesting an 80 percent likelihood of flooding.

Page **1B**



Railroad Street revival

Bitter Honey is the latest in a line of new development along Railroad Street in Rochester. Railroad Street is part of the Workforce Heights neighborhood, which has been a target of the city's focused investment for several years.

Bitter Honey's opening is newest piece in area near Public Market

TRACY SCHNEIDERMAN

Not too long ago, the street that leads to the Rochester Public Market was lined with vacant lots, including warehouses and industrial buildings. Now known as Black Station District, Rochester's Railroad Street has become a hot spot for new development as a mix of new businesses and restaurants are opening up.

Bitter Honey is the latest in a line of new development along Railroad Street in Rochester. Railroad Street is part of the Workforce Heights neighborhood, which has been a target of the city's focused investment for several years.

The approach of Bitter Honey is not to "feel like a three-park," Minko said, but to bring a sense of the familiarity he experienced in Mexico.

"If we could even bring a sense of that back to Rochester, you're successful," Minko said. In addition to Minko, the restaurant's owners include Joshua Miles, Tyler Smith, Robert Morgan and John Ramsey.

The restaurant's long journey from idea to reality took several details as the owners looked at various locations. Bitter Honey was originally slated for the South End of the Arts, before the Three Blocks for every one address change. It

See **REVIVAL**, Page **1A**

"It's such a cool street.

Once this street gets going, it's going to be great."

LAURIE GRECO

PHOTO COURTESY OF BITTER HONEY. PHOTO COURTESY OF THE CITY OF ROCHESTER, NY

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Renaissance...



Dutton Properties is renovating the Factory building on Russell Street in the Neighborhood of the Arts and is turning it into mixed-use space with commercial and residential areas.

Neighborhood of the Arts undergoing redevelopment; The Factory building transforming into mixed-use space

MARY CHAO

Growing up in Livonia, Livingston County Lake Ontario would have called you an Italian, Gary Dutton, who he owned rental properties for a land developer, Gary Dutton invested in property where he was interested. Each was the case on University Avenue over 20 years ago when the Dutton family first arrived in what then was the Adirondack University neighborhood. It was a marginal area near empty warehouses and stretches of empty lots. Gary Dutton purchased what was the servants' quarters of the George Eastman House on the corner of University Avenue and Russell Street and converted them into 10 apartment units.



Luke Dutton of Dutton Properties said his business focuses on people who want alternative space.

The area had deteriorated, said Luke Dutton, who is "90% near the George Eastman House, the School of the Arts and Memorial Art Gallery."



This office space for architecture professionals.



This executive office space for advertising agencies.

So lack and trends would have it, the Duttons are now smack dab in the midst of redevelopment in the Neighborhood of the Arts.

The True Collective, an advertising agency, is operating out of the Factory building.

They are almost complete with the transformation of the Factory building — an adaptive reuse of a century-old abandoned brick warehouse that rates from 11 to 15 Russell St. into an office village complete with retail, restaurants, work space and housing.

Dutton Properties works with business professionals and entrepreneurs to help design and build their space.

See RENAISSANCE, Page 6A

Law lets bus drivers administer life-saving injections

NAJASHA VAUGHN

ALBANY — A new law will allow school bus drivers to administer life-saving epinephrine.

The Andrew Cuomo signed a bill that allows school bus drivers to give the drug to passengers having an allergic reaction.

A severe allergic reaction to certain foods, beverages and other air-borne allergens can lead to anaphylactic shock, which can result in closed-off airways or cardiac arrest and death. Epinephrine works to immediately reverse the reaction.

Previously, only school district employees were allowed to give students the drug or an EpiPen injection that would stop the allergic reaction.

So in the past, school bus drivers and other school service providers would have to stand by until emergency personnel could arrive to do so.

See LIFE, Page 7A



President Donald Trump gave a fiery speech to supporters in Phoenix on Monday, his first since an Wednesday with a call for unity in Texas, Nov.

Trump's fitness under scrutiny

Discussion of President Donald Trump's mental health has entered the mainstream.

Republican Sen. Bob Corker, an ally, said last week that Trump has "been able to demonstrate the stability" needed for success and received needed help "before we heard how well" James Capper, who served top intelligence jobs, questioned Trump's "fitness to be in that office."

Full story, 10

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A Major Leap...

It's a pass-happy league and the Bills just can't grasp it
SPORTS, 10



ROCHESTER Democrat and Chronicle

TUESDAY, OCTOBER 2, 2018 8 DEMOCRATANDCHRONICLE.COM

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READY FOR A MAJOR LEAP

Ken Stevens, asset manager with WinCompass, talks about a tech company that has been keeping him busy about the space on the second floor of Sibley Square.

PHOTO BY THE WRITING STAFF
WRITERS: ROBERTA WOOD AND JEFFREY

Sibley touts new tenants, prospects

Ken Sharp
By Ken Sharp
ken@chronicle.com

There is nothing glass has replaced Sibley's old department store headquarters overlooking the arena and centerpiece clock tower.

The glass walls show out an expansive, 21,000-square-foot office space on the second floor, just beyond the escalator.

It is from this vantage point that WinCompass Ken Stevens says of the building that makes square feet a new benchmark that he says is "bigger than the size of its parts."

He touts the synergy of a developing "innovation, education, incubation" based area, high school to great first students can emerge with ordinary high-tech and other entrepreneurs. When announced a bid for the building goes to its owner.

With the bid of the arena, being opened from 100,000 sq ft. By the end of year, Stevens expects to have all but 20,000 square feet leased or committed.

See ENLIT, Page 16



Sibley Square is a mixed-use building with residential and commercial space. The building is big-friendly with a special drop park for residents to use for their pets.

Assini to resign as Gates town supervisor

Leader plans to take corporate position

Mary Chen
By Mary Chen
mary@chronicle.com

Gates Town Supervisor Mark Assini will resign from his position next month.

The about interview with Assini on Monday, the longtime politician will be resigning to take a job at a private company. He is set to meet with the residents of that town on Oct. 16 and is expected to leave the town soon.

Assini has already spoken to staffers in the town of Gates. He plans to complete the next town meeting on November 13th, an election in person each Oct. 30, 2018.

The Republican will be looking for re-election and November. An in town supervisor will be named, and the Republican and Democratic parties.

See A220, Page 16



Canada signs on

U.S. and Canadian officials held an agreement reached late last year as to which Canada will join the United States and Mexico in a trade deal that will replace the North American Free Trade Agreement.

The agreement deal will provide a "big" investment in Canada's dairy market, an issue that had been resolved since the U.S. dairy manufacturers.

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Local weather alerts
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Embattled judge
City judge returns to court duty to resolve charges.

Weather
High 49° to 54° Low 31°
Rain. Forecast 18D

Volume 100 (No. 276)
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Let's keep the momentum going...

A man with light brown, wavy hair, wearing a light-colored suit jacket, is seen from the back and side. He is holding an open book high above his head with his right hand. He is standing in front of a large, dark crowd of people, which is mostly obscured by shadow. The scene is dimly lit, with a strong light source from the left highlighting the man's hair and the book. The overall atmosphere is one of a significant public address or a religious service.

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A GREATER FINGER LAKES
for generations to come



Failure is not an option...

Kilian named D&C's top editor

From Staff Reports Rochester Democrat and Chronicle USA TODAY NETWORK

Rampart native Michael Kilian was introduced Wednesday as the new executive editor of the Democrat and Chronicle.

Kilian, formerly the editor of the Burlington Free Press in Vermont, succeeds longtime D&C editor Kevin Magnusson.

Magnusson accepted an early retirement package from Comcast Co. Inc., which owns the D&C, part of the USA TODAY Network. Her last day was Wednesday.

"She's devoted 29 years to the D&C and what a remarkable commitment it's been," Kilian said. "I'm honored to follow in her footsteps and build and continue on what she's done for the staff and community for all of these years."

Magnusson said she is delighted to pass the baton to an excellent editor whose name was in Rochester.

"The D&C is in great hands," she said. "Mike always cares about this community and is familiar with the

See EDITOR, Page 6A



Hitting the brakes

LOS ANGELES — The percentage of people who say they use a bike to get to work fell by 3.2 percent between 2016 and 2017, to an average of 204,569 commuters, according to U.S. Census Bureau figures from the latest American Community Survey.

The number is down from a high of 304,463 in 2014.

Experts offer several explanations for the nationwide decrease, including lower gasoline prices, increased auto sales and the rise of ride-sharing services like Uber and Lyft.

City officials around the country say they continue to try to support bike commuters. Besides new bike lanes and trails, many have added bike-sharing programs.

Page 18



Gov. Andrew Cuomo, in his inauguration speech, promises a progressive agenda. MICHAEL DEBELLAP

THREE TAKEAWAYS CUOMO: FAILURE IS NOT AN OPTION

With his party in control of the Legislature for first time in his tenure, governor lays out broad agenda in inaugural address from Ellis Island

Joseph Spector Albany Bureau USA TODAY NETWORK

ALBANY — Gov. Andrew Cuomo took the oath of office for a third term Tuesday, vowing to fight federal policies and advance a broad agenda for New Yorkers.

The Democratic governor gave his remarks on Ellis Island, symbolizing his differences with President Donald Trump over immigration and other national issues.

"There is now a fundamental questioning of the viability of the American promise — a covenant that created our national founding 242 years ago and reached full flower right here in this great hall," Cuomo said in his speech.

The Democratic governor was first elected in 2010, and he has promised to implement a sweeping platform with his party in control of the state legislature for the first time during his tenure.

Cuomo, 41, has been speculated as a potential presidential candidate in 2020, but he has repeatedly stressed he will not run.

He said that New York would lead the nation by coming together, not through division.

"What makes us great is that we believe, and our credo is not only do I Love NY, but New York loves you," he said.

"That's what New York is about — that we reject the path of divide and conquer, and we accept the path that says unify and grow."

See CUOMO, Page 6A

"What makes us great is that we believe, and our credo is not only do I Love NY, but New York loves you. That's what New York is about — that we reject the path of divide and conquer, and we accept the path that says unify and grow."

Gov. Andrew Cuomo



Gov. Andrew Cuomo takes his third oath of office on Ellis Island in New York Harbor on Tuesday. MICHAEL DEBELLAP



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CFA Round 8 Review

- Top Performer Awardee (5/8 years; 12', 14', 15', 16', 18')
- \$86.5M for 141 projects in Round 8 (ranks 3rd and 1st, respectively)
- \$656.6M for 856 projects thru 8 REDC rounds (ranks 2nd and 1st, respectively)
- 5 Largest FL Awards in Round 8:
 - \$3.5M DEC WQIP to Ontario Co (Honeoye Lake WTP Improvements)
 - \$2M ESD Grants to SamSen, LLC (FLX Destination Center)
 - \$2M ESD Grants to Genesee Gateway LDC (Yancey's Fancy Expansion)
 - \$1.725M ESD Grants to Midtown Reborn, LLC (Richford Bldg Renovation)
 - \$1.5M ESD Grants to RIT (Genomics Research Lab Cluster M&E)

ESD Grants Priority Project Recommendations & Awards

Rank	CFA #	Applicant/Business Name	Project Name	County	Total Cost	\$20M Rec	CFA Award
1	83749	Bostrom Farms	Harvesting Facility Modernization	Ontario	\$993,000	\$198,600	\$100k ESD EJP, \$198,600 ESD Grants
2	80003	Mason Farms	Mason Farms Operating Expansion	Wayne	\$16,688,301	\$2,000,000	\$1M ESD EJP, \$900k ESD Grants
3	81159	The Strong National Museum of Play	Museum Expansion Project	Monroe	\$23,000,000	\$1,500,000	\$725k Arts ACFIP
4	80000	KC Bailey Orchards	Expansion Project	Wayne	\$9,600,000	\$192,000	\$192k ESD Grants
5	81087	Genesee Gateway Local Development Corp.	Yancey's Fancy Expansion	Genesee	\$9,447,000	\$1,000,000	\$2M ESD Grants
6	82337	Village of Dundee	Wastewater Collection System Improvements	Yates	\$8,231,000	\$1,600,000	\$1M HCR CDBGPIPF
7	82567	Special Touch Bakery	Bakery Expansion	Monroe	\$560,000	\$49,500	\$49,500 ESD Grants
8	83408	Reliant Staffing Systems	Career Start Expansion	Monroe	\$4,022,000	\$500,000	\$250k ESD Grants
9	83422	Sibley Mixed Use LLC	Sibley Public Market	Monroe	\$3,006,973	\$650,000	\$600k ESD Grants
10	83748	Monroe County	Frontier Field Stadium Upgrades	Monroe	\$3,000,000	\$550,000	\$550k ESD Grants
11	84268	Livingston County	Ag & Feed Processing Plant CLONE	Livingston	\$2,717,500	\$750,000	\$500k ESD Grants
12	83156	Rochester General Hospital	Multi-Specialty Clinical Research Campus	Monroe	\$14,888,885	\$2,000,000	\$600k ESD Grants
13	83631	Cornell AgriTech	High Throughput Phenotyping	Ontario	\$4,00,000	\$1,600,000	\$1.05M ESD Grants
14	79961	Nazareth College	Golisano Training Center	Monroe	\$2,344,957	\$400,000	400k ESD Grants
15	81092	New York Kitchen	Campus Development	Ontario	\$5,039,434	\$1,000,000	\$1M ESD Grants
16	81553	Wayne-Finger Lakes BOCES	PTECH Advanced Manufacturing Equipment	Wayne, Yates,	\$5,508,972	\$208,900	\$208,900 ESD Grants
17	82993	Midtown Parcel 2 LLC	Butler Till Expansion	Monroe	\$21,080,000	\$1,500,000	\$1.25M ESD Grants
18	84492	Flint Creek Soap Co	Manufacturing Expansion	Ontario	\$2,551,417	\$300,000	\$150k ESD EJP, \$250k ESD Grants
19	81794	Rochester Institute of Technology	Genomics Research Lab Cluster	Monroe	\$10,000,000	\$1,500,000	\$1.5M ESD Grants
20	81669	WBS Capital, Inc.	Hawkeye Trade Center	Monroe	\$18,824,414	\$1,500,000	\$1.2M ESD Grants
21	81662	City of Rochester	La Marketa	Monroe	\$2,000,000	\$400,000	\$400k ESD Grants
22	83671	Abtex Corporation	Manufacturing Modernization	Yates	\$590,000	\$100,000	\$100k ESD Grants
23	81166	Golisano Autism Center	Golisano Autism Center	Monroe	\$6,800,000	\$500,000	\$1M ESD Grants

Round 8 CFA Awards and Funding Totals Per County

<u>County</u>	<u>CFA Awards</u>	<u>%</u>
Monroe	47	33%
Ontario	33	23%
Livingston	14	10%
Wayne	12	9%
Yates	9	6%
Seneca	9	6%
Genesee	8	6%
Wyoming	5	4%
Orleans	4	3%
TOTAL	141	100%

** Highest to lowest Total CFA Awards per County*

<u>County</u>	<u>Funding</u>	<u>%</u>
Monroe	\$14,314,973	29%
Ontario	\$12,661,509	26%
Wayne	\$4,755,751	10%
Yates	\$4,419,948	9%
Genesee	\$3,824,922	8%
Livingston	\$3,772,169	8%
Seneca	\$2,377,904	5%
Orleans	\$1,650,000	3%
Wyoming	\$761,000	2%
TOTAL	\$48,538,176	100%

** Highest to lowest Total Funding per County*

CFA Round 9 & DRI Round 4 Preview

- All 10 regions will be competing this year for designation as a top performer.
- \$150M in ESD Capital Grants.
- \$75M in Excelsior tax credits.
- Over \$525M in additional state funding through the CFA from various state agencies.
- New areas of focus for 2019:
 - Child Care
 - Environmental Justice
- \$100M for DRI Round 4 (\$10M per region/downtown).

COMMITTED: \$498,000,000 (of \$500M)

Leverage (Direct): \$1,770,000,000+

Additional NYS: \$130,000,000+

Jobs: 10,150



Optics, Photonics, & Imaging	Agriculture & Food Production	Next Gen Manufacturing & Technology
Target: \$50M Committed: \$209M Additional NYS: \$44M Leverage: \$347M Jobs Created: 830+ Projects: 7	Target: \$75M Committed: \$23M Additional NYS: \$28M Leverage: \$633M Jobs Created: 2780+ Projects: 14	Target: \$125M Committed: \$107M Additional NYS: \$42M Leverage: \$372M Jobs Created: 5520+ Projects: 38
Pathways to Prosperity	Entrepreneurship & Development	Higher Education & Research
Target: \$100M Committed: \$48M Additional NYS: \$8M Leverage: \$35M Jobs Created: 620+ Projects: 17	Target: \$75M Committed: \$55M Additional NYS: \$10M Leverage: \$51M Projects: 6	Target: \$75M Committed: \$42M Additional NYS: \$2.5M Leverage: \$309M Jobs Created: 225+ Projects: 7
Foundation Committed: \$13M, Additional NYS: \$234K, Leverage: \$26M, Jobs Created: 150+, Projects: 11		

New URI Project Tracking Website: <http://fl.he2.us/>

Finger Lakes Economic Development Action Plan

March 2019

Context for this effort

- The Boston Consulting Group was retained by the Finger Lakes business community in October 2018 for the duration of ~4 months
- The goal was to independently assess the current state of regional economic development and the organizations involved to recommend how the business community can accelerate economic development in Rochester and the Finger Lakes
- Over the course of that period, the team conducted 100+ internal and external interviews, analyzed the state of the regional economy, benchmarked best practices, and arrived at recommendations on a way forward
- In addition, since URI implementation was nearing full commitment of the \$500M, the study sought to analyze the URI's impact to date, review the goals and strategic plan, and prepare for success post-URI

Project was guided by regional leadership from:

GRE, GRCC, RDDC, VisitRochester, City of Rochester, Monroe County, UR, RIT
75+ additional stakeholder interviews conducted across the region

Leadership Team

Key Roles

- Provide feedback on preliminary output
- Raise points for discussion to the SC
- Provide preliminary recommendations to the SC with a unified voice

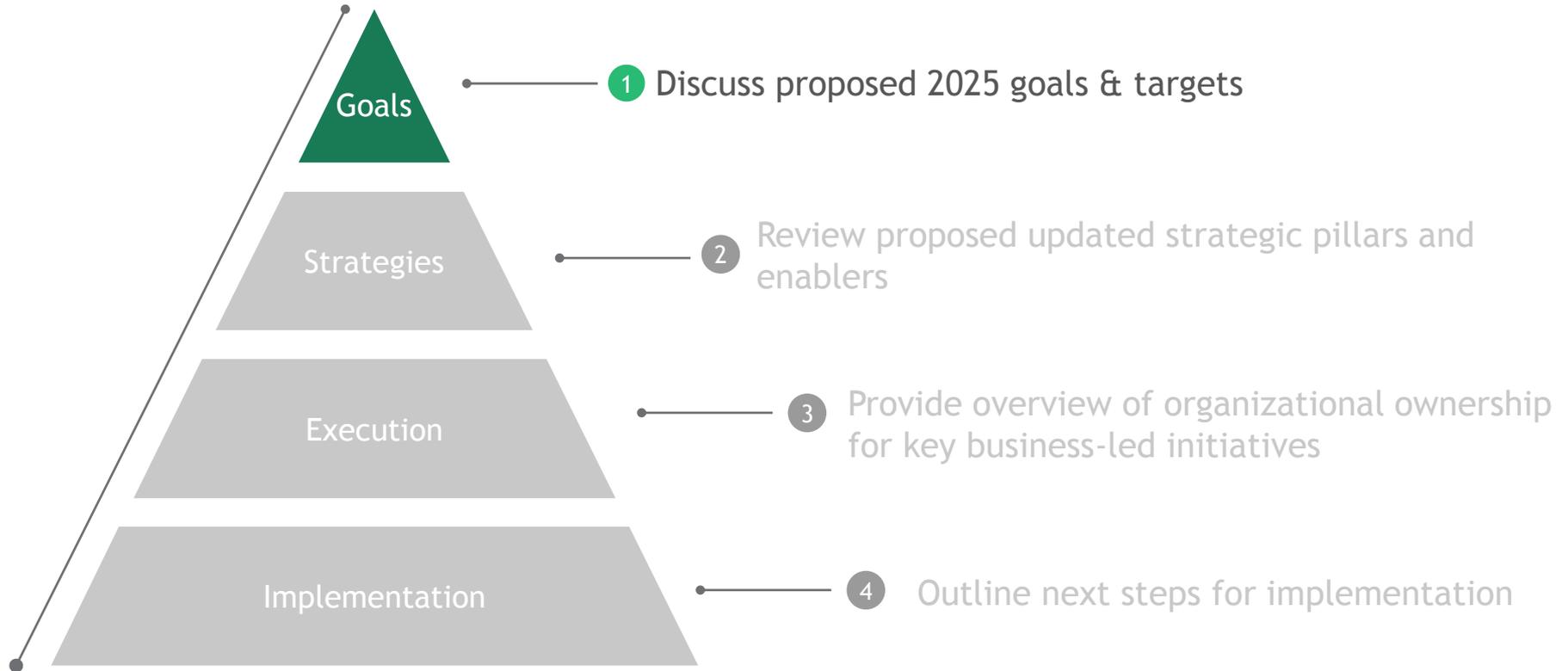
Steering Committee

- Guide project focus and scope
- Make interim decisions regarding key findings
- Evaluate final recommendations

Membership

- | | | | |
|----------------------|---------------------|------------------|----------------------------|
| • Ginny Clark- Chair | • Anne Kress | • Rob Sands | • Faheem Masood |
| • Matt Hurlbutt | • Vinnie Esposito | • Dan Burns | • Hugh Thomas |
| • Robert Duffy | • Baye Muhammad | • Peter Robinson | • Jett Mehta |
| • Heidi Zimmer-Meyer | • Bill Strassburg | • Lovely Warren | • Marty Mucci |
| • Don Jeffries | • Josh Farrelman | • Bill Goodrich | • Bill Gunther |
| • Jeffrey Adair | • Deborah Stendardi | • Danny Wegman | • Cheryl Dinolfo |
| | | | • + <i>Leadership team</i> |

Agenda for today's discussion



Goals | Current state

FLREDC has established economic development goals for the region

Goals are high-level and similar what many regions use to measure progress

However, explicit metrics and targets were not set against these goals

Successful benchmark regions have explicit public targets, widespread adoption, and consistent measurement to drive activities and gauge progress

Key opportunities

Assign public targets that are ambitious, yet achievable

Secure adoption by all regional economic development orgs.

Consistently track progress towards targets

Current state

Many organizations involved in regional economic development



Finger Lakes
Regional Economic
Development Council



City of Rochester, NY



+ *many other regional partners*

Gaps in coordination and delivery

Strategy

Set separately

Priorities

Inconsistent across organizations

Marketing

Divergent messages

Funding

Private funding below benchmarks

Regional progress has been flat since 2012

0.1%

employment growth

-0.4%

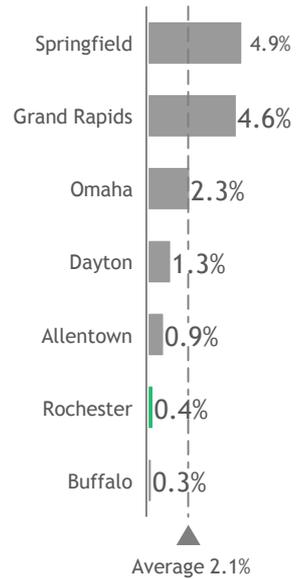
drop in real GDP

2%

increase in per capita income

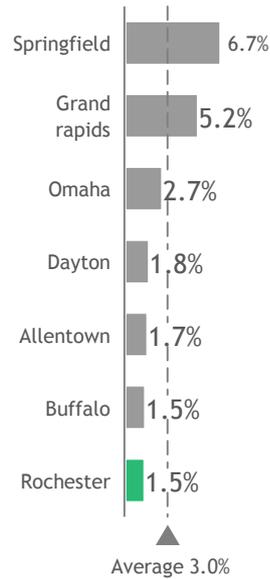
In addition, Rochester lags behind peer regions nationally

Labor force growth
(November 2015-2018)



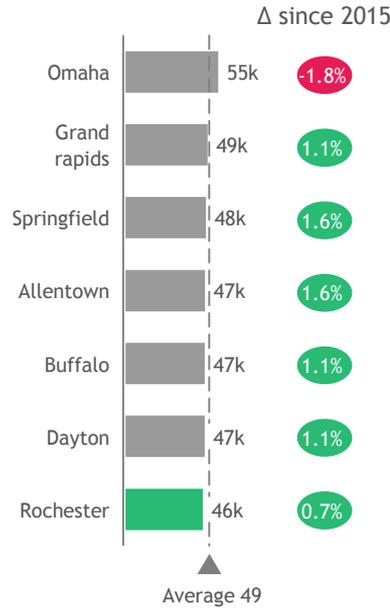
Source: U.S. Bureau of Labor Statistics Seasonally adjusted

Employment growth
(November 2015-2018)



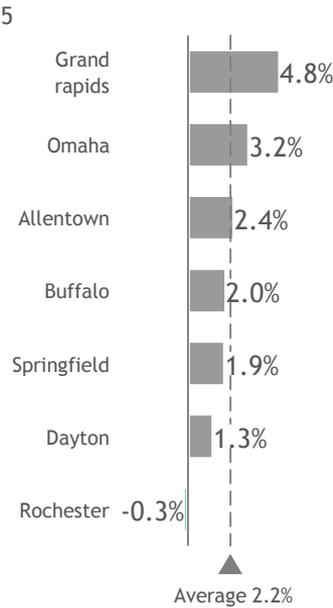
Source: U.S. Bureau of Labor Statistics Seasonally adjusted

Real per capita income
(2016, chained 2012 dollars)



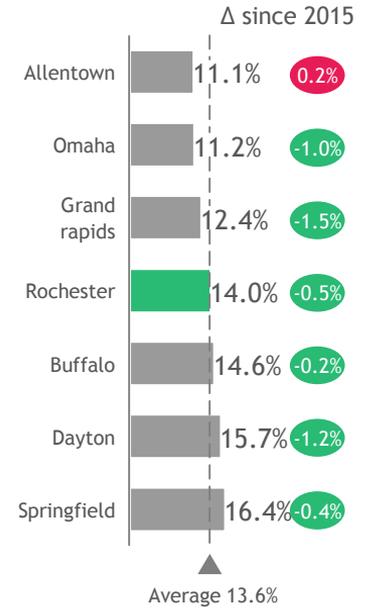
Source: U.S. Bureau of Economic Analysis Chained 2012 dollars

Real private GDP growth
(2015-2017, chained 2009 dollars)



Source: U.S. Bureau of Economic Analysis, Chained 2009 dollars

Poverty rate
(2017)



American Community Survey, 2012-2017 1 year estimates

FLREDC goals align with a relatively holistic view of regional economic progress

Finger Lakes Forward goals



Grow
jobs



Increase
regional
wealth



Drive
private
investment



Reduce poverty

100% of interviewed stakeholders believe the URI goals are still a priority

Proposed 2025 public-facing targets by goal



Grow jobs

**30k
net new
jobs**



Increase regional
wealth

**20% growth in
per capita
income**



Reduce poverty in
Finger Lakes Region
and within City of
Rochester

**20k fewer
people living
in poverty**



Drive private
investment and
private GDP growth

**10% private
GDP growth**

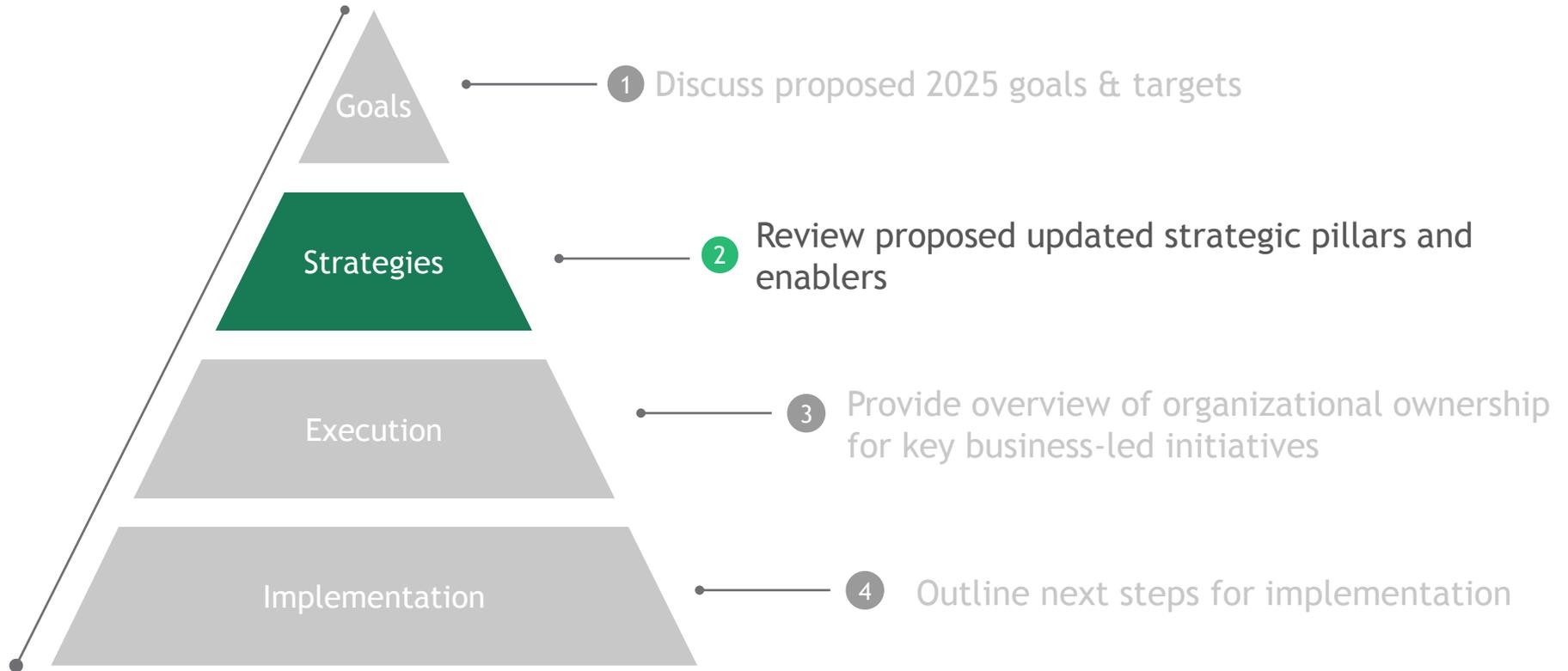
Goals | Proposed next steps

- 1 FLREDC discusses goals and targets

If goals and targets are adopted...

- 2 Regional organizations discuss & endorse goals
- 3 Commission 3rd party to conduct data analysis and provide dashboard updates
- 4 Align internal operational metrics by agency
- 5 Start reviewing dashboards at FLREDC, GRCC, GRE, and RDDC board meetings on a quarterly and annual basis

Agenda for today's discussion



Strategy | Current state

Strategy was set by FLREDC for the purpose of the Upstate Revitalization Initiative (URI)

However, some members of the economic development and business communities were unaware of the plan or not utilizing it in their core activities

Given that the URI funding has largely been committed, it is an opportune time to reassess and validate the strategy

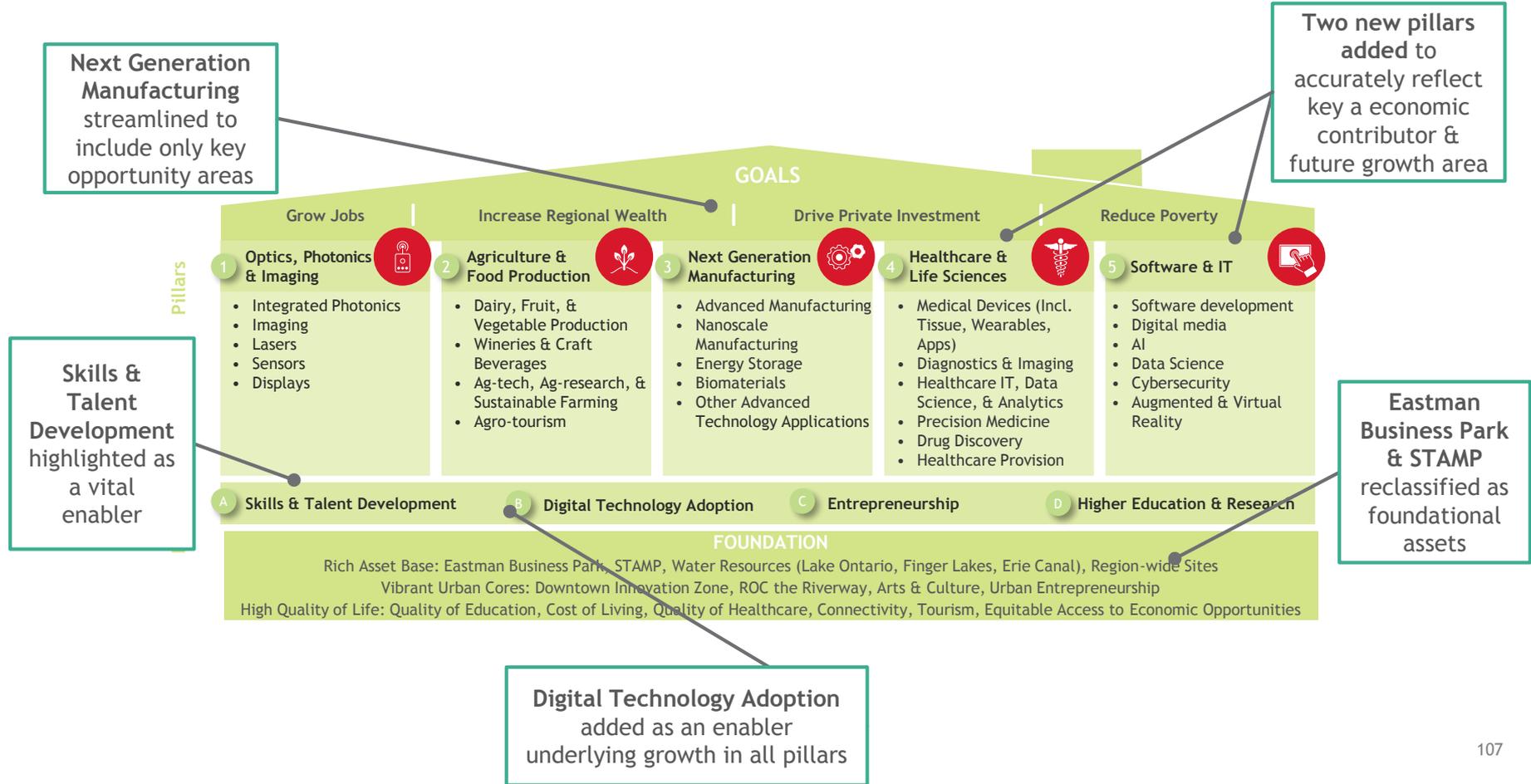
Key opportunities

Refresh regional strategy to reaffirm, adapt, or expand on existing pillars/enablers

Reflect on how the strategy can be utilized by other economic development entities

Establish a process for on-going strategic updates

Key changes recommended to strategic pillars and enablers



Updated strategic pillars and enablers



Strategy to be further prioritized by activity type

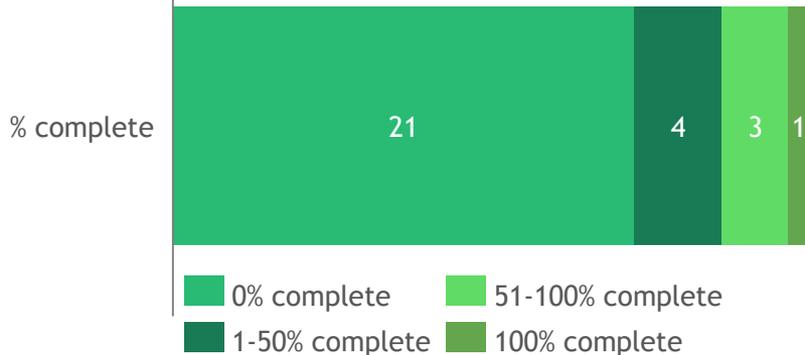
Activity type	Priority areas	Rationale
State investment	<p>Enablers</p> <ul style="list-style-type: none"> Skills and talent, digital technology adoption, entrepreneurship, higher education research <p>Foundation</p> <ul style="list-style-type: none"> Asset base, urban cores, quality of life 	<ul style="list-style-type: none"> Research suggests incentives and public funding oriented towards quality of life initiatives and infrastructure have a higher ROI than tax incentives focused on business attraction
Retention/expansion	<p>Industry pillars</p> <ul style="list-style-type: none"> OPI Ag and food production Next gen manufacturing Healthcare and life sciences Software and IT 	<ul style="list-style-type: none"> Business retention and expansion efforts should apply broadly to all industry pillars, with particular emphasis on growing young incumbent firms Research shows 80% of growth nation-wide comes from growing incumbent business; figure for NYS is 91%
Proactive attraction	<p>Industry pillars</p> <ul style="list-style-type: none"> Select 1-3 priorities each year dependent upon existing and anticipated contributions to the region 	<ul style="list-style-type: none"> Proactive attraction efforts should be directed towards strong existing or emerging regional clusters and their supply chains with synergies across pillars (e.g., OPI is key input and enabler of MedTech) Strongest emphasis placed on those with high potential for long-term growth (e.g., software) and best competitive positioning (e.g., ag and food distribution)

Moving forward, impact of URI strategy will be measured via survey-based data and an online reporting portal

Initial survey conducted shows impact of URI has yet to be realized

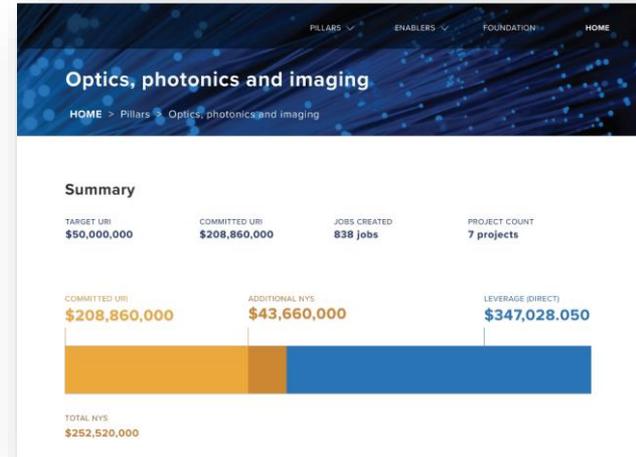
- 21 / 29 projects are 0% complete according to survey respondents
- Survey methodology being modified to increase rate of response and accuracy of self-reporting

Distribution of project completion



Source: URI Survey conducted December 2018

Updated results will be reported via online portal as projects progress



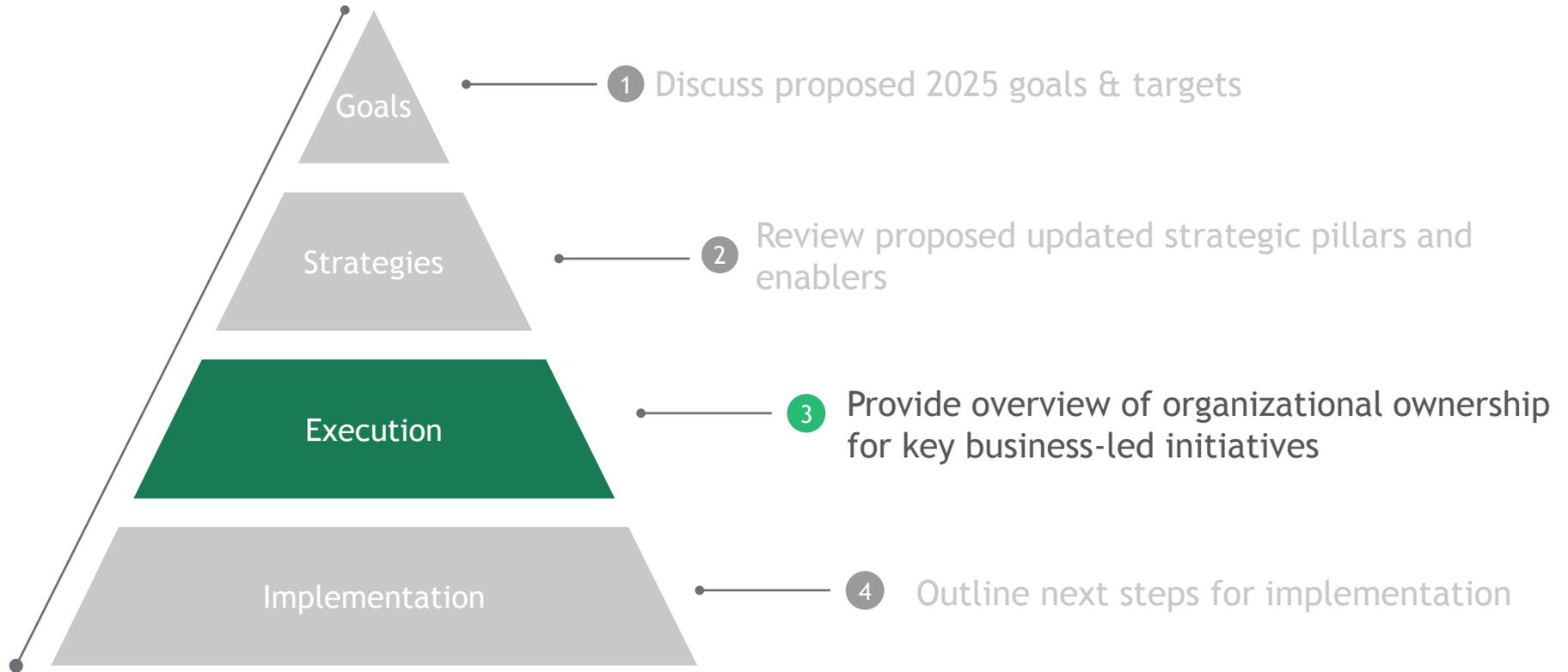
Strategy | Proposed next steps

- 1 FLREDC considers updated strategy

If strategy is adopted...

- 2 Regional organizations adopt strategy and reference strategy on ongoing basis
- 3 Organizations measure performance against refreshed strategy/priorities
- 4 FLREDC tracks and reports on impact of URI via survey and online portal
- 5 Discuss progress against strategy; reassess overall strategy every 2-3 years

Agenda for today's discussion



Execution | Current state

In successful benchmark regions, the business community has played a central role in economic development—in partnership with the public sector

To date, Rochester's business community has been active through a number of investor and member organizations

However, many business leaders are looking for ways to further coordination between organizations and become more effective in accelerating the pace of regional growth

Key opportunities

Clearly define priorities for business-led economic development organizations

Delineate organizational roles and "swim lanes" for organizations involved in the ecosystem

Three roles for FLREDC in the future execution model

- 1 Own the regional strategic plan—including updating the goals and strategy
- 2 Prioritize recommendations for State support, including:
 - Upstate Revitalization Initiative
 - Downtown Revitalization Initiative
 - Annual CFA Round/Programs
 - Other ESD programs: Excelsior, NYSTAR, tourism,
 - Other NYS initiatives: workforce development, anti-poverty, life sciences, housing, etc.
- 3 Act as the primary public economic development entity, including:
 - Regularly update and report on public goals (using new scorecard)
 - Serve as a table for public discussion and events
 - Convene regional stakeholders
 - Share best-practices with all parts of the region
 - Track progress on regional priorities and initiatives

Business-led initiatives



Create a **regional business support system** for existing firms



Increase **proactive business attraction** through strategic outreach and partnerships



Create a **business-led talent strategy** to build, attract, and retain talent



Invest in a **vital urban core** that supports growth & innovation



Unify messaging with a common brand and shared marketing

FLREDC VOTE: Proposed Goal Targets



Grow jobs

**30k
net new
jobs**



Increase regional
wealth

**20% growth in
per capita
income**



Reduce poverty in
Finger Lakes Region
and within City of
Rochester

**20k fewer
people living
in poverty**



Drive private
investment and
private GDP growth

**10% private
GDP growth**

FLREDC VOTE: Updated Strategic Framework



Workforce Summit 2019

Help Wanted: Strengthening the Region's Talent Pipeline



**Finger Lakes
Regional Economic
Development Council**



Workforce Summit 2019



Finger Lakes
Regional Economic
Development Council



Workforce Summit 2019

- Focus on Strengthening the region's talent pipeline
- Approximately 200 Attendees from business, education, non-profit, labor
- Breakout sessions:
 - Meeting the Need for Skilled Workers
 - From Poverty to Sustainable Employment
 - Connecting Youth to Careers



Finger Lakes
Regional Economic
Development Council



Workforce Summit 2019

Key Takeaways

- Job Readiness (soft skills) improvement
- Business / K-12 / Community Partnerships
- Barriers to Employment: Transportation and Childcare
- More Internships and other learning opportunities
- Promote awareness of careers in skilled trades
- Expand apprenticeship and pre-apprenticeship programs



Workforce Summit 2019

Next Steps

- Summit survey
- Continue discussion to generate ideas and strategies
- Governor's Workforce Development Initiative



Finger Lakes
Regional Economic
Development Council





**Finger Lakes
Regional Economic
Development Council**

**United for
Success**



FINGER LAKES *FORWARD*

FLREDC Executive Session
Monroe Community College
April 2, 2019



**Finger Lakes
Regional Economic
Development Council**

**United for
Success**



FINGER LAKES *FORWARD*