



**Finger Lakes**

**Regional Economic Development Council**

**Public Meeting: 4/2/2014**

**Wegmans Conference Center**

Welcome from Co-Chairs

REDC/CFA Round IV Preview

Eastman Business Park Update

Global NY Presentation

START-UP NY Report

Workgroup Assignment: Dashboards Due 5/21

- **ON-TIME** for the 4<sup>th</sup> consecutive year – “The Grand Slam”
- **Property tax relief** direct to homeowners w/ incentives for local govt cost sharing
- **Business tax cuts** to promote economic growth:
  - Reduce corporate income tax rate from 7.1% to 6.5% (lowest since 1968)
  - **Manufacturers 0% corporate tax** rate and 20% real property tax credit
  - Accelerated phase out of the 18-A utility surcharge
- **Investments in Education** and the future of our children:
  - Statewide Universal Full Day Pre-K
  - 5.3% (\$1.1 billion) increase in school aid, 70% to high-needs districts
  - \$2 billion “Smart Schools” bond act for technology and infrastructure
  - Reform of Common Core implementation and protection of charter school funds/facilities
- **Restoring Public Trust** with new ethics laws, public financing of Comp election

## Focus on the **Finger Lakes** region:

- \$33 million for WNY STAMP in Genesee County
- \$6 million additional funds for the City of Rochester
- Full funding (\$872K) for both Centers of Excellence (COE):
  - RIT COE in Sustainable Manufacturing
  - UR COE in Data Science
- \$450K for the Wyoming Agriculture Business Center
- \$2.7 million FLHSA Regional Health Improvement Collaborative
- Increased funding for child care subsidies (4,500 more statewide)

# REDC

REGIONAL ECONOMIC DEVELOPMENT COUNCIL

## Awards



**REDC's funded in 2014-15 Budget**

**2014 Round IV Preview**

**NYS REDC Deputy Director, Ryan Silva**





*Invented here, manufactured here.*

*Building a Manufacturing 'Ecosystem'  
at*

***Eastman Business Park***

# 2013/14 HIGHLIGHTS -- A STRONG YEAR

**Building Momentum towards creating a premier manufacturing and technology campus,**

- Added 12 tenants this year putting 550K SF of space under contract  
12 companies add 40 jobs in 2013, expected to add 300+ in 3 years.
- Kodak Alaris stays at EBP keeping 700 jobs in the area, occupying 350K SF
- EBP 4500 people who work for tenants and owners.
- Economic Impact of Projects at EBP :  
Booked = \$131 M  
Spend in 2013 = \$45M



# 2013/14 HIGHLIGHTS -- FLREDC/NYS

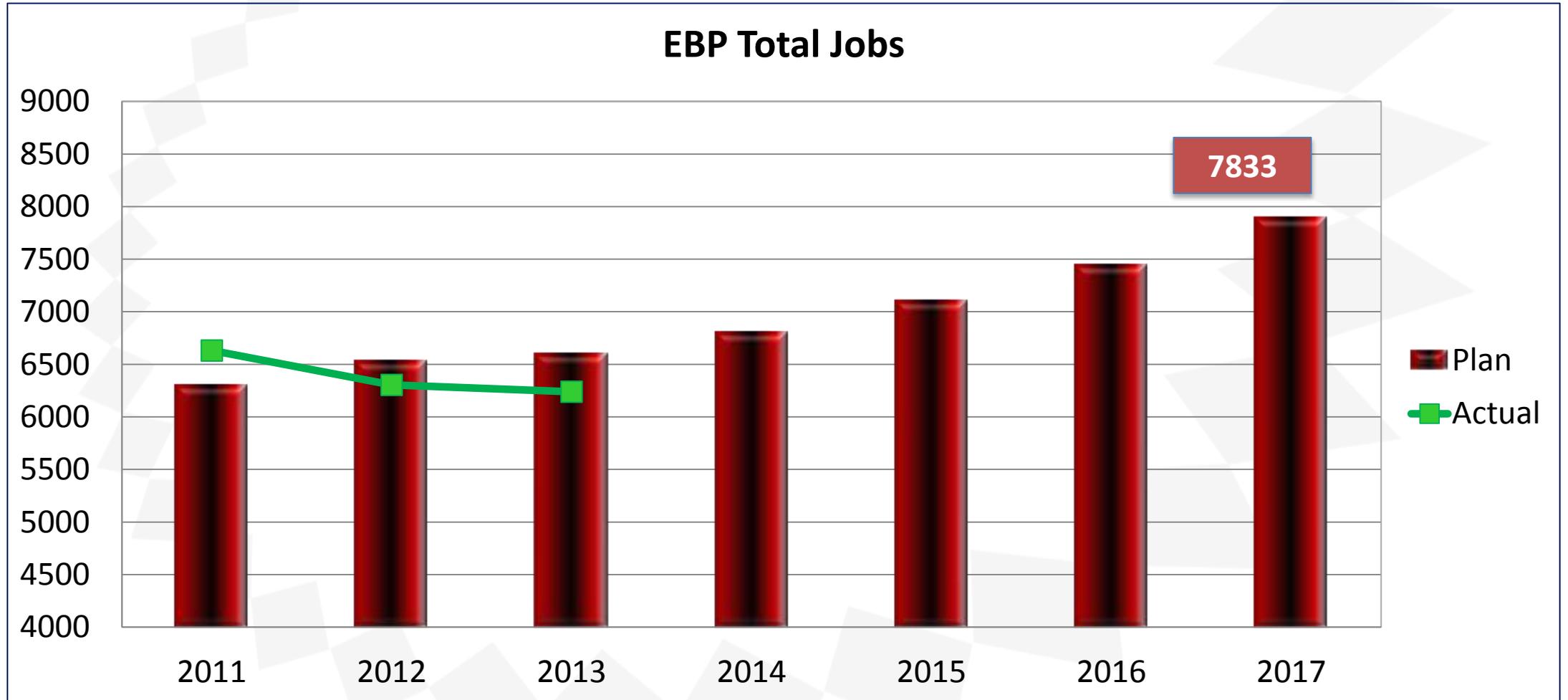
## Building Momentum towards creating a premier manufacturing and technology campus,

- EBP Named Top Priority by FLREDC
- Signed Global Settlement Agreement with NYS establishing Environmental Trust.
- Completed Environmental Settlement with EPA granting CNS to new companies - final approval pending.
- Completed Sale of Utilities Enterprise to RED. NYS provides \$7M in support, PSC issues “lightly regulated” status.
- Governor announces \$3M funding for Fermentation Cluster at EBP
- NYS Total Support for EBP is over \$90M
  - Naturally Scientific
  - NOHMs
  - NY-BEST



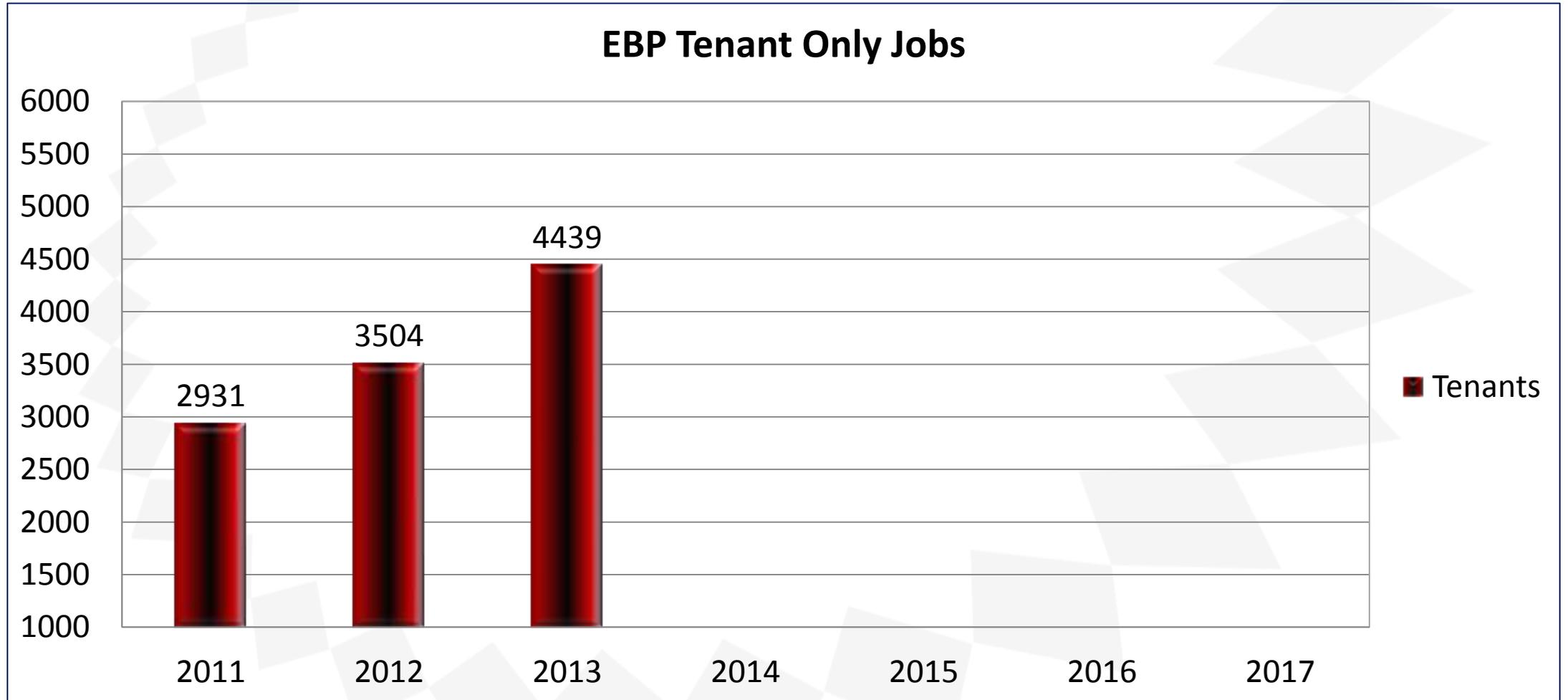
# PERFORMANCE AGAINST KEY METRICS

## Job Growth



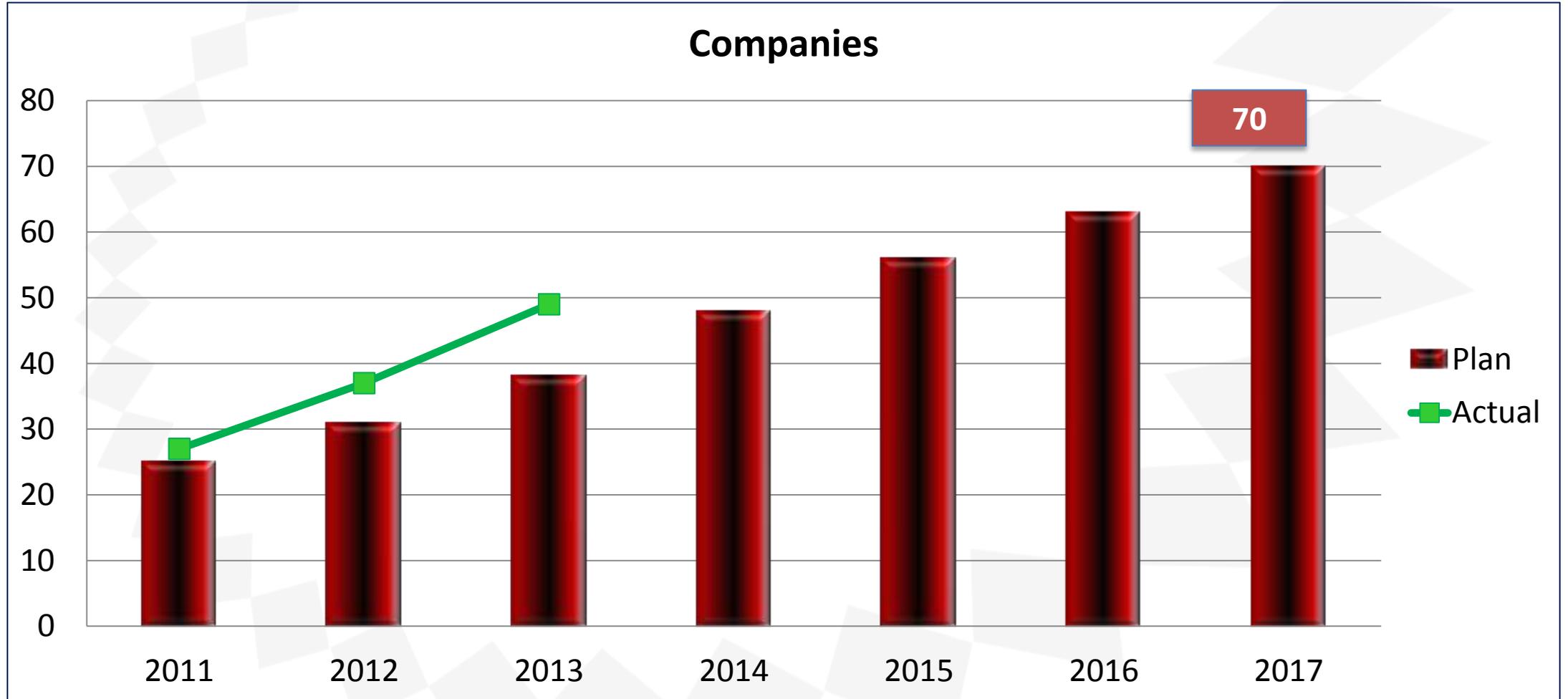
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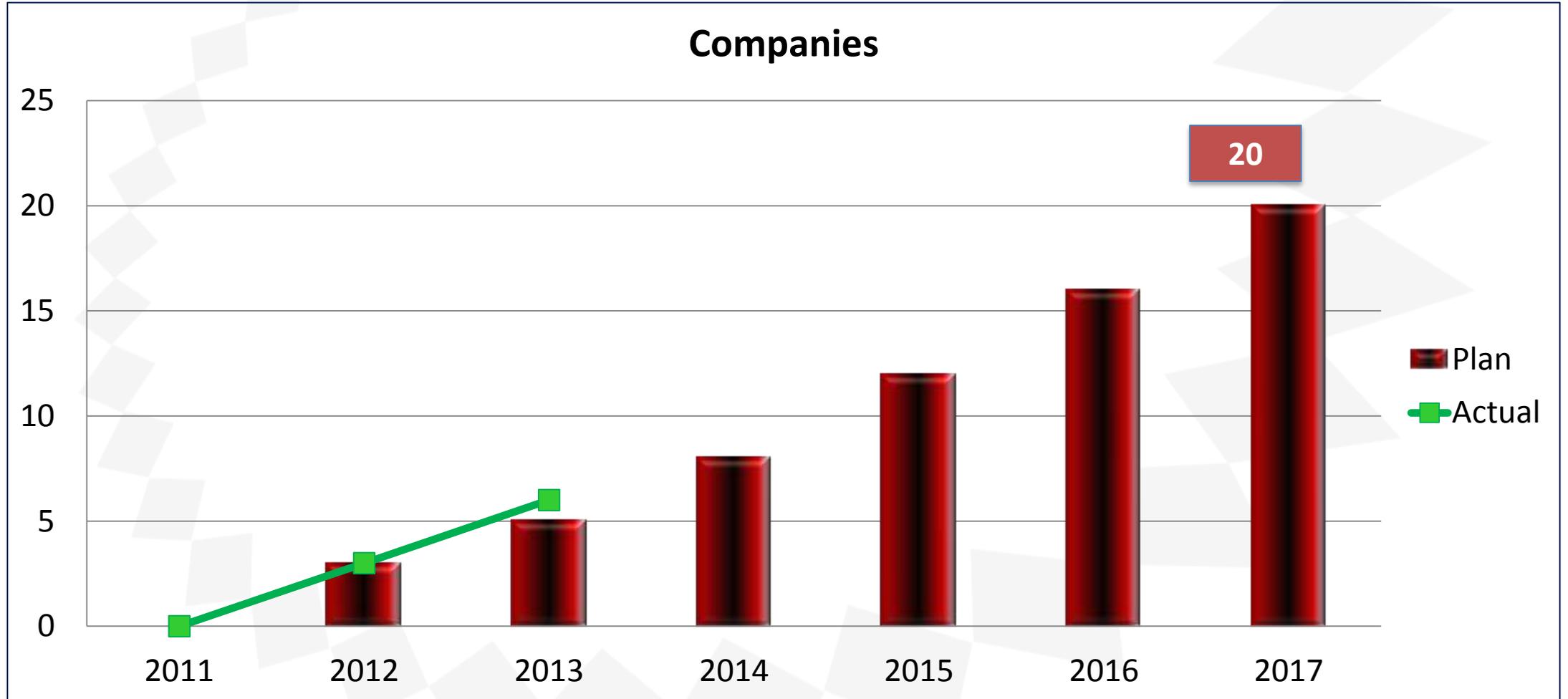
# PERFORMANCE AGAINST 6 YEAR GROWTH PLAN

## Number of Companies



# PERFORMANCE AGAINST KEY METRICS

## Firms New to NYS



# NEXT STEPS

**Building Momentum towards creating a premier manufacturing and technology campus,**

- Biomaterials:
  - ✓ Fermentation Cluster Construction begins
  - ✓ Naturally Scientific completes construction
  - ✓ Sweetwater moves to EBP
  - ✓ Sign one biochem/bioplastic project
- Energy Storage
  - ✓ NY-BEST Grand Opening
  - ✓ Sign two new projects
- Identify, vet and select new EBP Owner. Close deal.
- Book \$100M in new projects to complete build-out of Biomaterials EcoSystem
- Book \$20M in new projects to start build-out of Energy Storage/Innovation EcoSystem



# Current EBP Tenants



Energy Material Corporation

# Current EBP Owners





# GLOBAL NY

REDC ROUND IV

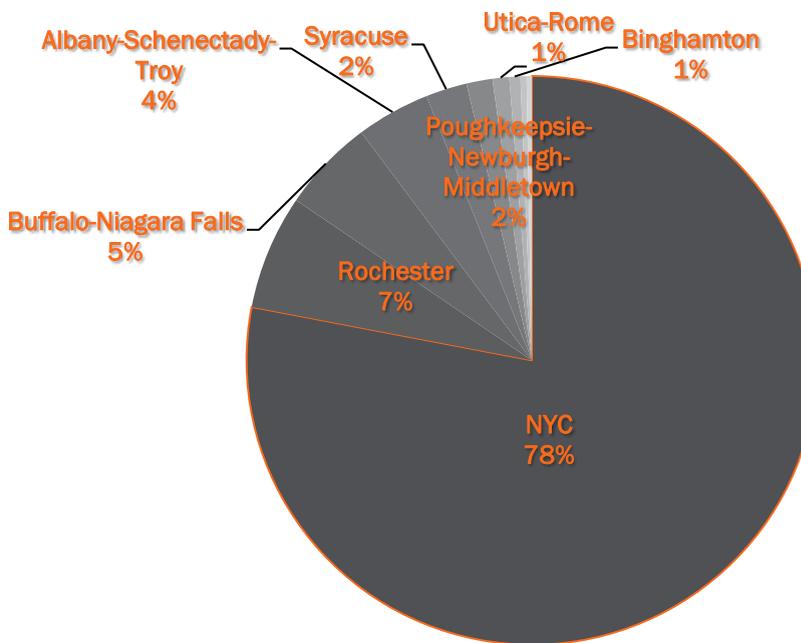




# NEW YORK DEPENDS ON WORLD MARKETS

NY's 2012 exports: **\$81.4 billion**

1. New York-Northern New Jersey-Long Island (\$102.3b; portions of MSA shared with CT, NJ)
2. Rochester (\$5.3b)
3. Buffalo-Niagara Falls (\$4.3b)
4. Albany-Schenectady-Troy (\$3.4b)
5. Syracuse (\$1.9b)
6. Poughkeepsie-Newburgh-Middletown (\$1.2b)
7. Utica-Rome (\$769 million)
8. Binghamton (\$508 million)
9. Ithaca (\$280 million)
10. Glens Falls (\$243 million)





## EXPORTS SUPPORT NEW YORK JOBS

- Foreign investment and export-supported jobs linked to manufacturing account for an estimated **10 percent of New York's total private-sector employment.**
- Nearly one quarter (24.2 percent) of all manufacturing workers in New York depend on exports for their jobs





## FOREIGN INVESTMENT CREATES JOBS

- In 2010, foreign-controlled companies employed 388,500 New York workers, representing **5.5%** of the state's total private sector employment.





## REDC ROUND IV: “GLOBAL NY”

- The State will **recognize and reward** plans in REDC Round IV that incorporate Global Marketing and Export Strategies.
- Strategies should be supported by detailed assessments of international commerce activity and identify new export opportunities while placing emphasis on **regional economic supply chain strengths**, such as advanced manufacturing and high-tech services.
- Round 4 CFA Applications will allow applicants to **link projects to Global NY goals**.
- This effort provides REDCs with an opportunity to **collaborate inter-regionally**.





# BEST PRACTICES

## BROOKINGS

### *Metropolitan Export Initiative*

- Key steps toward developing an effective metropolitan export plan and initiative
- Visit: <http://www.brookings.edu/about/projects/state-metro-innovation/mei>





# STARTUP NY

## GLOBAL INITIATIVE

- START-UP NY **Global One-Stop Shop**
- START-UP NY **Global Exchange Program**
- START-UP NY **Global Immigrant Business Support Program**
- *Realignment of resources, renewal of commitment to growing FDI and exports, providing REDCs with an in-house expert support system via ESDC*



# SUMMIT ON WORLD TRADE AND INVESTMENT

- What: The Global NY Summit on World Trade and Investment
- When: TBD, Fall 2014
- Where: TBD, NYC
- Who: Foreign investors, REDCs, state and local leaders
- Why: To showcase foreign investment opportunities in New York (like START-UP NY), and connect a wider foreign investment audience with New York's local community leaders from across the state.



# WHAT'S NEXT?

- REDC Co-Chairs and Regional Directors Meet to Review Budget and Plan for Round 4 Schedule (Syracuse Oncenter) - **April 9**
- Launch CFA Round 4 and Establish Schedule for CFA Workshops (also release guidebook): - **Mid April, Following REDC Leadership Workgroup Session**
- Introducing New Team Member: **Ryan Silva, Deputy Director of Regional Councils** ([rsilva@esd.ny.gov](mailto:rsilva@esd.ny.gov))





**STARTUP**  **NY**

# NEW YORK IS TAKING CARE OF **BUSINESS**

There's a new advantage to doing business in New York. A big one. **START-UP NY**, Governor Cuomo's groundbreaking initiative, is transforming communities across the state into tax-free sites for new and expanding businesses. Now, businesses can operate **100% tax-free for 10 years. No income tax, business, corporate, state or local taxes, sales and property taxes, or franchise fees.**



The Finger Lakes is located within a day's travel of 10 of the largest cities in North America, including both American and Canadian markets and home to the The City of Rochester. The Finger Lakes pristine lakes and more than 100 wineries are popular tourist destinations. The Finger Lakes is home to a wealth of academic and research institutions, an extensive transportation network, numerous industrial parks, advanced research and development facilities, a highly educated and productive workforce and advanced health care systems.

### **Industries:**

Optics, Photonics and Imaging, General and Advanced Manufacturing, High-tech Electronics and Software, Life Sciences, Telecommunications and IT, Medical Devices, Food Processing, Back Office Operations, Wineries, Agricultural Production, Alternative Energy (e.g., fuel cells, wind)

### **Current employers:**

Eastman Kodak, Xerox, Bausch & Lomb, Harris Corporation, Graham Corporation, Guardian Glass, Kraft, Seneca Foods, Constellation Brands, Barilla Pasta, ITT Industries, Carestream, Pactiv, Paetec, One Communications, Wegmans Markets, JP Morgan Chase, Frontier Communications, Paychex, University of Rochester and the Rochester Institute of Technology.

### **Academic Institutions in Start-Up NY SUNY**

- SUNY Geneseo
- SUNY Brockport
- Genesee Community College
- Monroe Community College
- Finger Lakes Community College

[> View properties available in the Finger Lakes Region.](#)



Monroe Community College – Office



Genesee Community College – Office



**Monroe Community College**  
STATE UNIVERSITY OF NEW YORK



## **Academic Linkages**

- Learning First (high impact teaching/co-curricular programming)
- Workforce Education and Career Pathways
- Partnerships
- Effectiveness, Efficiency, Accountability

## **Businesses**

- Information Systems (IT)
- Computing (IT)
- Optics (Optics and Imaging)
- Agriculture (Agribusiness)
- Homeland Security
- Advanced Manufacturing



**Monroe Community College**  
STATE UNIVERSITY OF NEW YORK



## **Building Space Available**

- 321 State Street, Rochester, NY 14650
- 130,343 SF of office space in a six-story building

## **Land Available**

- 5 vacant parcels of flat, undeveloped land on Brighton-Henrietta Townline Road:
  - 2.04 acres      1.05 acres
  - 0.57 acres      9.0 acres
- 21.4 acres – Loden Lane



**Monroe Community College**  
STATE UNIVERSITY OF NEW YORK



## **Community and Economic Benefits**

- Expand regional economy
- Provide internships, apprenticeships, training opportunities for students
- Provide jobs for graduates
- Sustainable and growing industry sectors in renewable/alternative energies
- Meet evolving workforce needs within a global context
- Partners with workforce needs in the “middle skills”
- Attract economic and social growth and development to spur community transformation



# STARTUP NY

HOME

ABOUT

WHY NEW YORK?

ELIGIBILITY

FIND SPACE

CONTACT US

## Learn More

<http://startup.ny.gov>



# Finger Lakes Regional Economic Development Council

## New CFA “Letter of Interest” Online Form

