



Finger Lakes

Regional Economic Development Council

Public Meeting

6/25/2014

Wegmans Conference Center

- Welcome from Co-Chairs
- CFA Round IV Update
- Workgroup Priority Project Presentations
- Work Plan & Scoring Process Review
- Council Code of Conduct



Finger Lakes Economic Development Council

Eastman Business Park
Work Group
June 25th, 2014

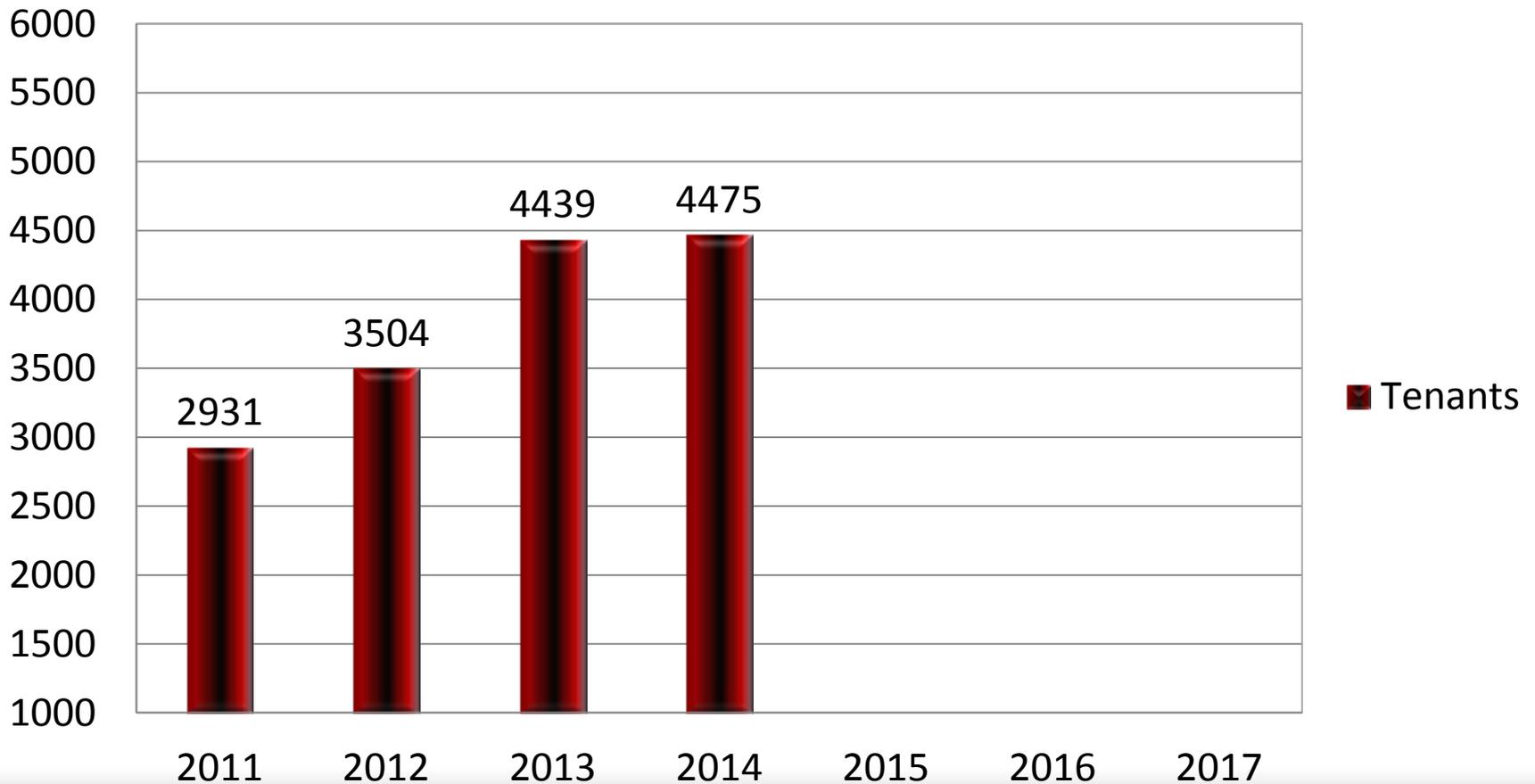


VISION/STRATEGY

- NYS Premier Center for Commercialization of new technology in the areas of energy innovation, functional films and biomaterials.
- Key growth projects will build on the Finger Lakes Region's deep manufacturing competence and EBP's unique capacities.

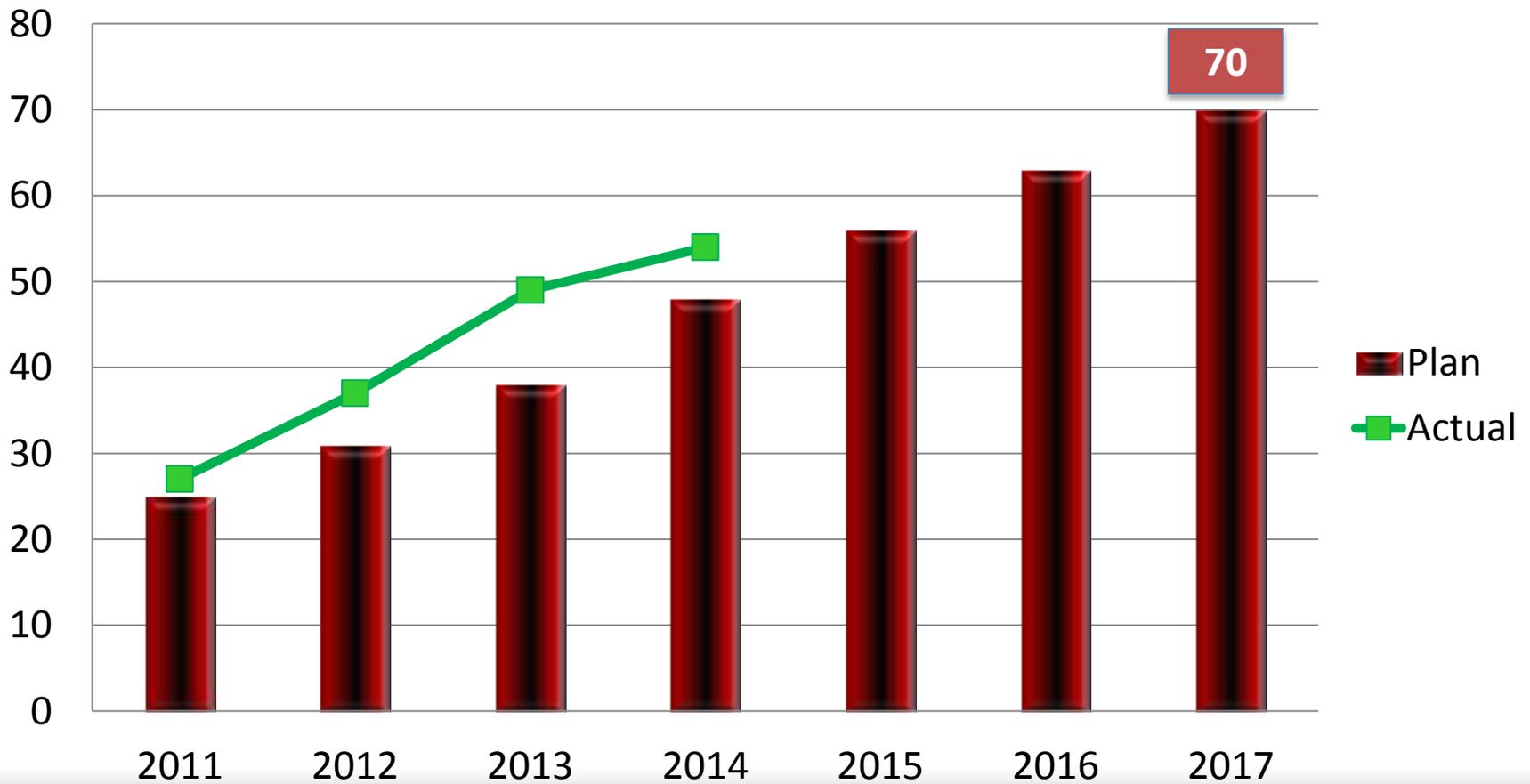


KEY PERFORMANCE METRICS EBP TENANT ONLY JOBS





KEY PERFORMANCE METRICS COMPANIES





2014 CFA PRIORITY PROJECTS

1. Fermentation Facility. \$30M investment, 50 direct jobs, 100 indirect.
 - Developer - MWBE selected, entity formed.
 - Preliminary engineering commenced.
 - Financing contract for \$3M slated for 7/22 City Council Mtg
 - 2014 CFA request is \$2M, total NYS = \$5M



EASTMAN
Business Park

Overview for FLEDC June 25, 2014

FERMENTATION CENTER



BRYANT
DESIGN
STUDIOS





2014 CFA PRIORITY PROJECTS

2. American Fuel Cell, Build MEA's. Have early funding and potential customers lined up.
3. Microrganics Technology - great technology and fit with energy storage ecosystem and biomaterials.



2014 CFA PRIORITY PROJECTS

4. High Pressure Processing (HPP) Tolling for Upstate New York - Located at LiDestri, organic growth for EBP utilities.
5. Advanced OLED Materials for Energy Efficient Display and Lighting Products -- small ask for fairly high potential benefit

2014 CFA PIPELINE PROJECTS

- Sensor Films Inc –touch panel sensor film, seed funded via Excel
- Advanced NanoManufacturing Technology Laboratories, RIT
- New York State Cross-Regional Energy Storage Ecosystem and Support Network
- Kodak Center for Performing Arts



Workforce Development Work Group

JOBS



Dr. Bradford Berk, CEO - U of R Med. Center
Mark Clement, CEO - Rochester Gen. Health Systems
Warren Hern, President & CEO, - Unity Health Systems
Dr. James Sunser, President – Genesee Community College

Regent Wade Norwood, NYS Board of Regents
Kenneth Warner, Exec. Dir. – UNICON
Michael Mandina, - FAME

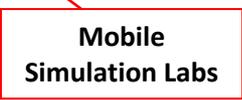
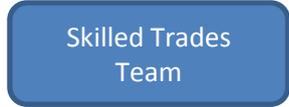
Barbara Deane-Williams,
Superintendent
Greece Cent. School Dist.

Jo Anne Antonacci,
Dist. Superintendent
Monroe 2 – Orleans BOCES

Karen Springmeier , Exec. Dir.
Finger Lakes Workforce Invest. Bd.

Kevin Kelly,
Executive Director, RTMA

Adam Urbanski, President
Rochester Teachers Association



Actions to Date...

- Job commitment for 2014 from the 5 Industry Sectors (**Results Oriented**)
- 3 Mobile Simulation Labs to communicate careers to youth (**Exposure**)
- Pursuit of CTE Diploma (**Multiple Pathways to success**)
- Determining Supply vs Demand for employment opportunities by Industry (**Metric**)
- Utilizing Hillside Work-Scholarship Connection to expand job opportunities to underserved Youth with Business Partners in the Community (**Collaboration**)



Plan Strategy: **Align Workforce Development Efforts with Sector Needs**

- **Align** regional middle skills workforce training programs at all levels to actual workforce demand using labor market information
- **Strengthen** regional workforce pipeline by increasing business/community/education partnerships
- **Create** regional opportunities for high impact populations with greatest need: youth, underrepresented minorities, dislocated workers, veterans
- **Implement** Round 2 Project: Multiple Pathways to Middle Skills Jobs / Mobile Labs
- **Advocate** for state and federal policies and funding to support meaningful career pathways into the middle class



Update on Middle Skills Workforce Needs

Education	2017 Jobs	Growth 2012-17	Avg Hrly Wage
All Middle Skills	434,297	11,693	\$15.79
Associate	30,109	1,396	\$25.06
Certificate/Industry Credential	31,877	1,427	\$16.92
Experience in Related Job*	33,724	958	\$24.80
On the Job Training*	338,587	7,911	\$13.99

Data Source: EMSI

** Employers of these workers may demand degree, certificate or industry credential. These are minimum standards.*

Finger Lakes – Regional Economic Development Council
 Workforce Development Team
 Job Commitment for 2014

	Hillside Students	Other High School Students	Adult	YTD Total	Year End 2014 Commitment
Culinary	1	-	33	34	50
Health Care	5	13	28	46	100
Skilled Trades	-	13	9	22	65
Advanced Manufacturing	-	-	6	6	75
Information Technology	4	-	-	4	25
Totals =	10	26	76	112	315

Number of Hillside students currently employed through existing Work-Scholarship program is **328**





2014 Round IV Priority Project Recommendations: Workforce Development

Updated: June 19, 2014

Top Priorities – High priorities and/or potential “Transformational” projects for ESD competitive capital funding

Project Name	Sponsor Organization	Main Contact	County/Town	CFA Program (if known)	Brief Description/Note
Hillside Work-Scholarship Connection	Hillside Family of Agencies	Pamela Ayers payers@hillside.com	Monroe / Rochester		Allows 60 at-risk youth from Rochester to complete the HWSC program promoting high school completion and career readiness
Unemployed Worker Training	Finger Lakes CC	Steve Golding golds@cityofrochester.gov	Ontario / Canandaigua		Provide CNA and Mechatronics non-credit training to 40-50 individuals.

Other Priorities – Projects strongly supported and recommended for maximum 20-point score from the FLREDC

Project Name	Sponsor Organization	Main Contact	County/Town	CFA Program (if known)	Brief Description/Note
MCC Accelerated Precision Tooling Certificate Program	Monroe Community College	Todd Oldham toldham@monroecc.edu	Monroe / Rochester		Provides APT Certificate training and job placement assistance to 18 low income Rochester residents
Skilled Trades— Electrical and CAN Trainings	OACES	Paul Burke paul.burke@rcsdk12.org	Monroe / Rochester		Provides training in the Electrical Trades or CNA field to 40 at-risk youth and un/underemployed adults in Rochester
PathStone E3 initiative: Education, Entrepreneurship and Employment	PathStone	Hubert Van Tol hvantol@pathstone.org	Monroe / Rochester		Provide low income Rochester residents with pathways into MCC through Save for Success program; into entrepreneurship through partnership with First Niagara; into employment through job readiness and skills training in partnership with RochesterWorks!
Preparing Individuals with Developmental Disabilities to Enter the Workforce	Arc of Monroe	Rod Christian rchristian@arcmonroe.org	Monroe / Rochester		Provide job training for 10 individuals with developmental disabilities, preparing them for work at URochester, City of Rochester, and other partners



Supported Projects – Projects with workgroup support and recommended for 15-point FLREDC score

Project Name	Sponsor Organization	Main Contact	County/Town	CFA Program (if known)	Brief Description/Note
NOTE: Overall, the Workforce Work Group supports the submitted college projects from MCC, RIT, UR, RWC and SJFC that will provide construction jobs and will support programs providing career pathways. And the Workforce Work Group supports the submitted regional construction projects that will provide jobs in the skilled trades.					

Pipeline Projects – Projects with support for future consideration (especially if they may not be submitting a CFA)

Project Name	Sponsor Organization	Main Contact	County/Town	CFA Program (if known)	Brief Description/Note
Irondequoit Mobile Computer Training Center	Irondequoit	Nick Weatherbee	Monroe / Irondequoit		Create a mobile computer training lab to serve Irondequoit's population of veterans, seniors and unemployed



Finger Lakes ***Regional Economic Development Council***

OPPORTUNITY AGENDA: **CHARGE**

To develop and refine strategies that help poor communities overcome the challenges that prevent them from fully participating in the state's economic revitalization.



Finger Lakes
Regional Economic Development Council

OPPORTUNITY AGENDA: AREA

2013: El Camino neighborhood

2014: City of Rochester (expanded area)



Finger Lakes **Regional Economic Development Council**

2013 OPPORTUNITY AGENDA: **STRATEGIES**

- Access to affordable housing
- Access to healthy, nutritious food
- Access to quality health care and health education
- Access to immediate and sustained employment



2014 OPPORTUNITY AGENDA: **STRATEGIES**

- Access to affordable housing
- Access to healthy, nutritious food
- Access to quality health care and health education
- **Access to quality primary and secondary education**
- **Access to affordable transportation**
- Access to immediate and sustained employment
- **Access to a safe home and work environment**
- **Access to arts, culture and leisure**

* Strategies in yellow were added this year



Finger Lakes
Regional Economic Development Council

2014 **PRIORITY PROJECT** RECOMMENDATIONS



Finger Lakes Regional Economic Development Council

TOP PRIORITIES

Hillside Work-Scholarship Connection

- Allows 60 at-risk youth from Rochester to complete the HWSC program

MCC Accelerated Precision Tooling Certificate Program

- Provides APT Certificate training and job placement assistance to 18 low income Rochester residents

Skilled Trades – Electrical and Certified Nursing Assistant Training

- Provides training in Electrical Trades or CNA field to 40 at-risk youth and un/underemployed Rochester adults

Sibley Building

- Redevelops an historic Rochester department store into a vibrant mixed use community that will include affordable senior housing



Finger Lakes

Regional Economic Development Council

OTHER PRIORITIES

- FoodLink Food Hub Processing Center
- Pathstone Education, Entrepreneurship & Employment Initiative
- Stepping Stones Learning Center & Child Care Renovation
- Boys & Girls Clubs of Rochester Building Renovation
- Public Market Master Plan Implementation Phase II
- Urban League M+M Rochester Affordable Apartments
- Arc of Monroe Job Training for Individuals with Developmental Disabilities



Finger Lakes
Regional Economic Development Council

THANK YOU!



Life Sciences Work Group

6/25/14



Life Sciences Work Group: Project Recommendations

Top Priority Projects	Sponsor	Estimated Job Creation	2014 CFA Request
Institute for Data Science	University of Rochester	<ul style="list-style-type: none"> • 230 permanent, including 20 new faculty • 230 construction jobs 	\$5,000,000
Business Accelerator Cooperative	High Tech Rochester	<ul style="list-style-type: none"> • 1,000 within 5 years 	\$5,000,000
Other Priority Projects	Sponsor	Estimated Job Creation	2014 CFA Request
Integrated Science and Health Sciences Building	St. John Fisher College	<ul style="list-style-type: none"> • Prepare 265 math, science, technology; 138 nursing; 63 pharmacy graduates annually • Create 16 construction jobs 	\$378,800
Pathways to Employment Program	University Preparatory Charter School for Young Men	<ul style="list-style-type: none"> • Hire 4 instructional/support staff • Train 35 students annually for STEM jobs 	\$100,000
Pipeline Projects	Sponsor	Estimated Job Creation	Future Request
Institute for Pharmaceuticals Innovation and Strategic Partnership	St. John Fisher College	<ul style="list-style-type: none"> • TBD • Renovate lab space, purchase equipment, build on existing infrastructure 	Approx. \$1,000,000

* LOIs were received for several other projects, but either did not have enough information to make an informed decision or the project did not align with work group mission/vision.



Top Priority/Transformational Project

Institute for Data Science

University of Rochester

- Build on UR strengths, including HSCCI, and collaborations to create the Institute for Data Science
- Construct new, 60,000 sq. ft. state-of-the-art building on UR campus to house Center of Excellence in Data Science
- Attract \$530 million in research funding over 10 years; Create 460 jobs
 - Total Project Cost: \$50,000,000
 - Existing Private Support: \$11,000,000
 - CFA Request: \$5,000,000



Top Priority Project

Business Accelerator Cooperative

High Tech Rochester

- Construct Business Accelerator Cooperative hub facility in downtown Rochester
- Create interconnected “hub and node” system to support entrepreneurship and innovation and drive economic growth across all industry sectors
- Create 1,000 jobs over five years
 - Project Cost: TBD, based on final site selection
 - CFA Request: \$5,000,000





Priority Project

Integrated Science and Health Sciences Building

St. John Fisher College

- Complete second phase of building
- Expand lab, classroom and faculty research space
- Expansion will meet enrollment demands and future growth in nursing, pharmacy, biology and chemistry programs
 - Project Cost: \$1,894,000
 - CFA Request: \$378,800



Priority Project

Pathways to Employment Program

University Preparatory Charter School for Young Men

- Train 35 low-income students in STEM industries
- Program will include internships, apprenticeships, experiential learning
- Upon graduation, students placed in full-time employment
- in health care, advanced manufacturing, or IT jobs locally
 - Project Cost: \$110,000
 - Request: \$100,000





Life Sciences Work Group

Mission/Vision Statement

The Finger Lakes Region is a national hub for biomedical research and commercialization. Over the next five years, the region will:

- **Invest** in academic/private R&D projects
- **Accelerate** the translation of scientific discoveries into commercial opportunities by increasing the region's capacity to support and fund new start-up companies
- **Sustain** and expand regional capabilities in biotechnology and pharmaceutical manufacturing
- **Expand** capacity and reach of the region's life sciences incubation and acceleration facilities

Existing Conditions

- Growing number of life sciences companies with many large, established firms/smaller start-ups
- Sector **employs 5,800** individuals in the region with **\$568 million** in earnings
- Highly educated workforce with strong life science-related education and training programs
- Strong foundation of university-based life science research
- History of successful academic-industry collaboration

Sector Performance Measures

- Patents awarded
- Kodak patents vs. rest of region





Finger Lakes Region Economic Development Council Optics, Photonics & Imaging

Rochester, New York
June 25, 2014

Finger Lakes OPI Customers



OPI is about \$2.5 billion of the Region's industrial output.

The \$500 Billion Optics, Photonics and Imaging (“OPI”) Market



Flat Panel Displays



Photonic & Fiber Optic Communications



Clinical Diagnostic Instruments

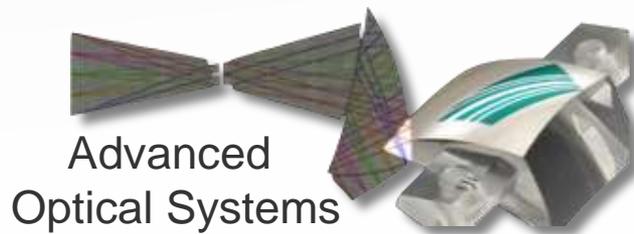


Lenses for Computer Chip Manufacturing

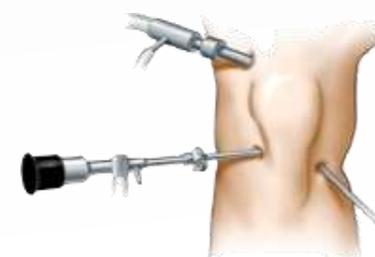
Smartphone Cameras



Infrared Imaging



Advanced Optical Systems



Minimally Invasive Surgical Tools

The \$500 Billion Optics, Photonics and Imaging (“OPI”) Market



Flat Panel Displays



Photonic & Fiber Optic Communications



Clinical Diagnostic Instruments



Lenses for Computer Chip Manufacturing

Smartphone Cameras



Infrared Imaging



Advanced Optical Systems



Minimally Invasive Surgical Tools

Finger Lakes OPI Situation Analysis

2009



Rochester's "Big Three"
Kodak - Xerox - B & L
~19,450 jobs in 2009

Rochester's small and
midsize OPI companies
~8,950 jobs in 2009

Finger Lakes OPI Situation Analysis

2013



Rochester's "Big Three"
Kodak - Xerox - B & L
~12,850 jobs in 2013
~6,600 jobs lost since 2009



Rochester's small and
midsize OPI companies
~12,850 jobs in 2013
~3,900 jobs gained since 2009

2014 OPI CFA Proposals

Transformational - NYS CFA Application Number 43012



Five (5) to six (6) Infrared Interferometers and Associated Hardware for Testing Infrared Optical Components & Systems

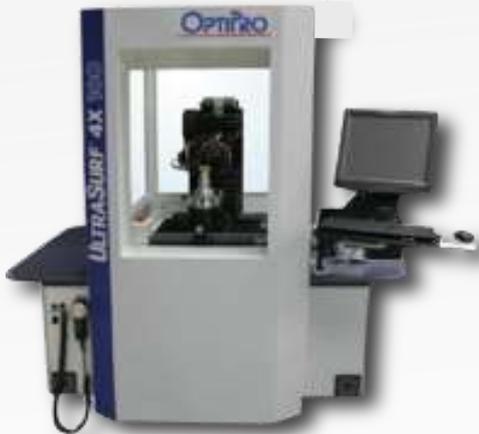
Total Project Budget - \$1,524,583

<u>Project Funding:</u>	1) Federal Funding (DARPA)	\$ 935,629
	2) Manufacturer's discount	80,000
	3) Sydor Optics	100,000
	4) NYS CFA Request	<u>408,954</u> (~27%)
	Total Funding	\$1,524,583

Potentially provides 250 - 350 new jobs over 5 years.

2014 OPI CFA Proposals

Priority - NYS CFA Application Number 43343



Precision 5 Axis Non-Contact Profiler for Measuring Visible and Infrared Free Form Optical Components

Total Project Budget - \$2,748,500

<u>Project Funding:</u>	1) Federal Funding (NSF)	\$ 560,000
	2) Manufacturers' discounts	72,600
	3) Private companies (8 to 9)	1,680,000
	4) NYS CFA Request	<u>434,900</u> (~16%)
	Total Funding	\$2,748,500

2014 OPI CFA Proposals - Summary

2014 - Focus on Infrared Optics Testing

Transformational - NYS CFA Application Number 43012



Infrared Interferometers

Total Project Budget - \$1,524,583

NYS CFA request - 408,954 (~27%)

Priority - NYS CFA Application Number 43343



Precision 5 Axis Non-Contact Profiler
for Free Form Optics

Total Project Budget - \$2,748,500

NYS CFA request - 434,900 (~16%)

OPI CFA Request - \$ 843,854 (19.7%) of \$4.3M Project Budgets

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Agriculture & Food Processing Work Group

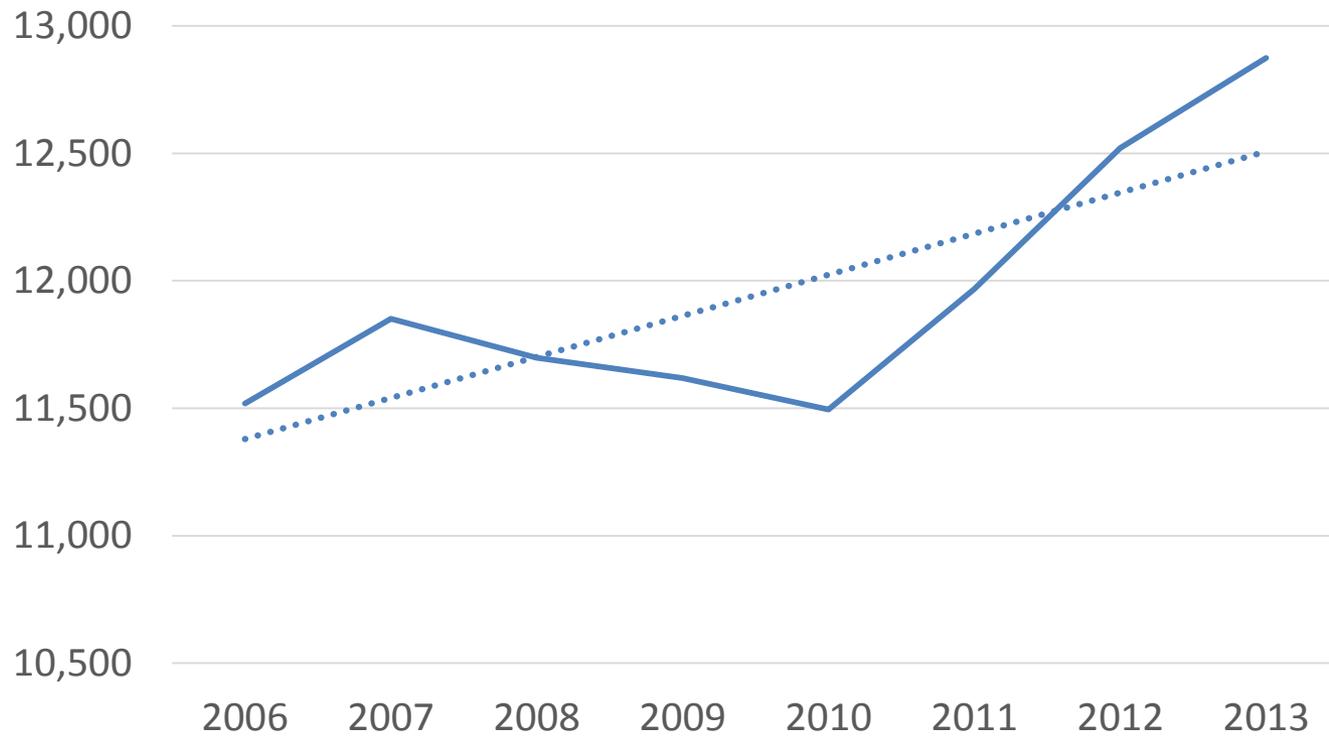
6/25/14



- Diversify and increase the value of agriculture and food products.
- Gain Access to new markets
- Provide incentives and resources for the creation and expansion of the region's food supply chain (Farm to Fork)
- Develop academic and other private partnerships to increase production and manufacturing efficiencies.
- Invest in projects that create synergy between the region's agriculture and green energy sectors.

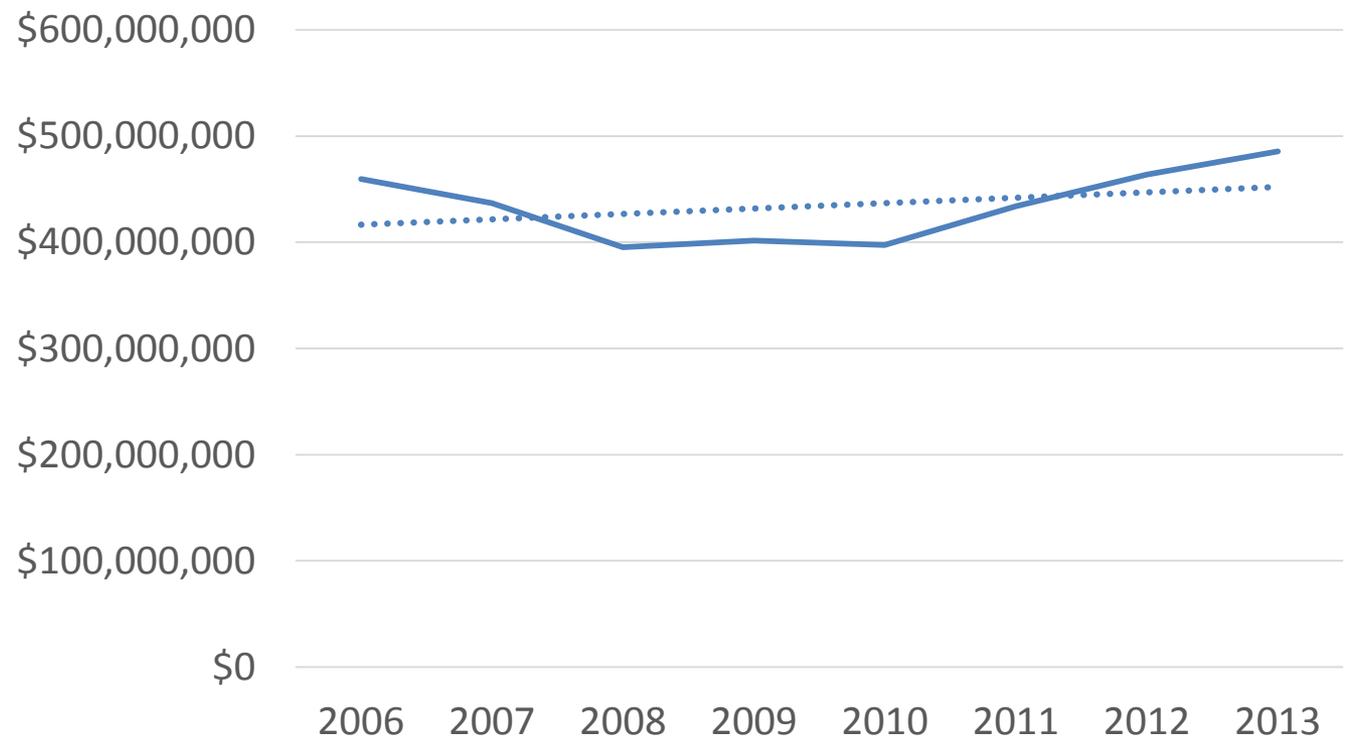


Average Monthly Employment 2006-2013 Food Processing and Agriculture





Annualized Total Wages 2006-2013 Food Processing and Agriculture





- **GAIN** (help capitalize ag and food businesses, new technology, diversification and expansion)
- **Foodlink** (build the capacity of Foodlink's regional value added processing center and local food alternatives)
- **Geneva Food and Farm Business Accelerator** (modernize NY Food Venture Center to fuel food and beverage development)
- **Intergrow Expansion** (expand tomato production in size and growing season to enhance locally grown)
- **HPP** (Provide a centralized high pressure tolling operation to enhance quality for food and beverage manufacturers)



- Wyoming County Dairy Initiative (major agri-tourism initiative to enhance consumer food awareness and health)
- Public Market Master Plan Implementation
- NY Wine and Table Promotions
- Strategic Plan Livonia – Gateway Park Expansion
- Genesee Biogas – Anaerobic digester at the Ag Park in Batavia



Infrastructure & Transportation Work Group

6/25/14



Infrastructure and Transportation

Mission/Vision

To ensure that regional infrastructure, transportation and telecommunication assets are distinguishing factors in the retention and attraction of jobs and investment.

Existing Conditions

- Sufficient capacity overall to accommodate additional growth, but localized limitations/bottlenecks exist.
- Significant portions of our transportation, water, and sewer infrastructure are reaching the end of their useful life and need to be replaced if this capacity is to be maintained.
- Regional energy generation is far below consumption. Significant investments (over \$200M Annually) are being made to enhance/modernize the system, ensure reliability of service to customers.
- Access to broadband Internet varies widely within the region including fully un-served areas where economic development and job creation opportunities are strongly limited as a result.
- Inadequate resources limit our ability to even maintain existing assets much less pursue transformational projects.
- Funding for infrastructure, transportation, and telecommunications should be increased but is only part of the equation: we need to think differently about how we prioritize and deliver projects.





Infrastructure and Transportation

Performance Measures

- Number/Percent of Deficient Bridges in the Region:
525 of 1,599 / 33 % (2014 data)
- Total Water Demand Per Capita:
0.866 Million Gallons/Day (2010)
Unable to update; USGS does not expect to have data until late-2014 at the earliest (see <http://water.usgs.gov/watuse/> as of May 9, 2014).
- Regional Transit Service Annual Ridership:
18,071,246 (SFY 2013-2014)
- Enplanements at Greater Rochester Int'l Airport:
1,221,792 (CY 2013)
- Value of Exports from the Rochester Metro Area:
\$8,800,000,000 (CY 2012)
- Number of Address points Un-served by Broadband*:
34,543 (2013 data)
* Broadband is defined by NYS Broadband Program Office
- Updated Water Facility/Project Needs and Water Demand Per Capita data forthcoming from Environmental Protection Agency and US Geological Survey





Infrastructure and Transportation

Highest Priority Transformational Project

➤ NYS Route 390/I-490/Lyell Avenue Interchange

- ✓ Address existing and future safety and capacity issues, which negatively impact travel times for commuters and freight and limit the viability of business
- ✓ Replacement of several bridges that are at the end of their useful service life and additional lanes to reduce weaving movements
- ✓ Critical to continued development of Eastman Business Park – if not addressed, will become even more of a bottleneck
- ✓ 200,000 vehicles use the interchange every day – equivalent to the traffic carried by the Brooklyn Bridge and Manhattan Bridge combined
- ✓ To be constructed in four phases at a total cost of \$157 million (2012 dollars)





Infrastructure and Transportation

High Priority Transformational Projects

- **STAMP Infrastructure and Transportation Improvements**
 - ✓ \$33 million awarded in SFY 14-15 NYS Budget for engineering and infrastructure connections
 - ✓ Future funding to be sought for roadway and other improvements as needed based on build out
 - ✓ Active sales and marketing activity underway – projects in the pipeline
- **Monroe County Sustainable Agricultural Park**
 - ✓ Funds being sought for comprehensive plan to create 40-acre renewable greenhouse using energy from Mill Seat Landfill
 - ✓ 2013 CFA not selected for award in 2013; Monroe County and RIT seeking other funding





Infrastructure and Transportation

High Priority Transformational Projects

- **Seneca County Route 318 Corridor Infrastructure Enhancement Phase II**
 - ✓ CFA submitted for expansion of sewer from Thruway Exit to Outlet Mall
 - ✓ Feasibility and economic impact studies completed in 2013
- **Existing Infrastructure**
 - ✓ Continued economic development is dependent on the infrastructure that supports it. Current funding is not sufficient to keep our infrastructure in a state of good repair
 - ✓ For example by 2020, 50 percent of our bridges will have passed their intended design life



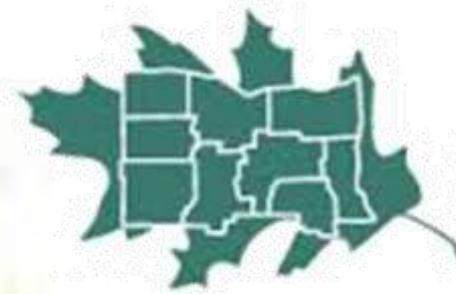


Infrastructure and Transportation

Other Priority/Strongly-Supported Projects

- Niagara-Orleans Broadband Initiative
- RGRTA Campus Improvement Project- New Service Building
- Canandaigua Airport: Sanitary Sewer Connection
- Fishers Ridge mixed use development, Ontario County
- Main Street Rochester Streetscape Enhancement Project
- Monroe County Airport Development Site Preparation
- Road Improvements to Southern Portion of Letchworth State Park, Wyoming County





Sustainability Workgroup Report

Co-Chairs:

Nabil Nasr

Tom Mitchell

June 25, 2014



Sustainability Performance Measures

Performance Measure (0-4 Points)	As Evidenced By
Energy efficiency and renewable energy	<ul style="list-style-type: none"> • Utilize energy efficient resources • Reduce annual energy consumption • Utilize renewable energy sources
Water Management	<ul style="list-style-type: none"> • Storm Water Runoff Reduction (nutrient & volume) & Reuse • Reduce Water Demand per Capita or Sector • Reduce Facility or Process Water Discharge
Climate resiliency and adaptation	<ul style="list-style-type: none"> • Provide protection of assets under normal and extreme climatic conditions
Transportation energy consumption per capita	<ul style="list-style-type: none"> • Reduce transportation energy consumption • Reduce income spent on transportation • Reduce vehicle miles traveled per capita
Waste reduction and management	<ul style="list-style-type: none"> • Reduce solid waste generated • Plan for recovery or recycling of materials • Plan for reuse of materials



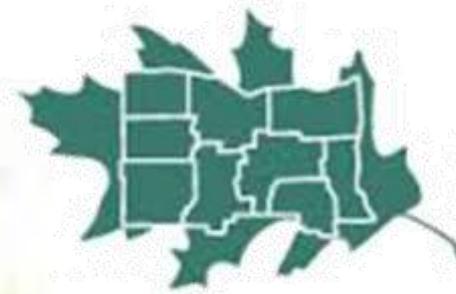
2014 Initiatives

1. Regional Sustainability Strategy

- a. Make recommendations on how best to advance principles of RSP in region's economic development programs
- b. Developing proactive economic development sustainability initiatives for future "pipeline".

2. CFA Interview Team

- a. Provided presentation to CFA applicants to help them understand CGC criteria and improve application submittal.
- b. Will meet with CFA sponsors to better understand program or project.
 - Share information with the workgroup prior to final scoring recommendation



2014 Initiatives (con't)

3. Evaluating Committee

- a. Make recommendation to Council on strategy for scoring submittals to improve outcome
 - Prioritize projects that come from the Council or NYSERDA CGC funding.
- b. Alignment of CFA & Scoring with Regional Sustainability Plan (RSP).



Top Priorities - Potential “Transformational” Projects for ESD Competitive Capital Funding

Downtown Rochester High Falls EcoDistrict

- Friends of the GardenAerial, in partnership with others, will implement a 30 month study and outreach effort to advance the GardenAerial’s Eco-District Framework in and around the Brown’s Square and JOSANA neighborhoods which encompass the High Falls District. Designing neighborhood of the future resilient, vibrant and resource efficient.

Batavia Sustainable Future

- To prepare an updated, market-based Comprehensive Plan of the city of Batavia that will provide a framework for sustainable land use, redevelopment, neighborhood development, resiliency, infrastructure and parks/community facilities.



Other Priorities – Projects Strongly Supported and Recommended

Genesee Biogas

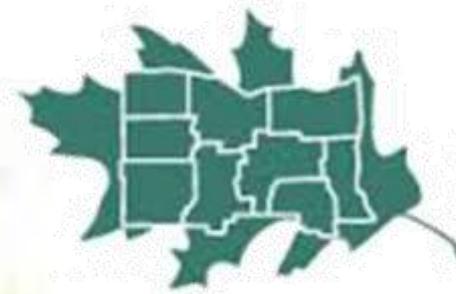
- Genesee Biogas will design, build and operate a biogas plant to support the Genesee Valley Agri-Business Park in Batavia. The plant will convert organic waste streams produced in the area into renewable energy for use by park tenants and regional industry.

Village of Macedon Treatment Plant Energy Independence

- Village of Macedon will retrofit an existing plant to process high strength food and other wastes to generate gas and electricity. This will allow high waste producers in the area to lower their cost of doing business and encourage economic development.

Microrganic Technologies, Inc.

- Project will develop manufacturing-scale cathode material using the resources at Kodak Pilot Coatings facilities to deploy microbial fuel cell evaluation units to perform on-site waste water remediation.



Supported Projects – Recommended for 15-Point FLREDC Score

Town of Mount Morris Comprehensive Plan and Zoning Updates

- Town plans to update the existing Comprehensive Plan with a focus on environmental and sustainability issues, and also perform zoning updates.

American Fuel Cell

- To develop a low cost Membrane Electrode Assembly from existing thin film equipment for the fuel cell market.

Energy Innovation Sub Group Priority Project Recommendations

Courtney Reich & Matt Fronk

Co-Chairs

June 25th, 2014

Top Priorities – High priorities and/or potential “Transformational” projects for ESD competitive capital funding

Project Name	Sponsor Organization	Main Contact	County/Town	CFA Program	Brief Description/Note
MEA Manufacturing Scale Up	American Fuel Cell	Daniel O'Connell	Rochester	43394	AFC to develop a low cost Membrane Electrode Assembly from existing thin film equipment for Fuel Cell market.
NewChem	NewChem Inc. dba Newcut	Illa Burbank	Newark	unknown	Construction of new building and additional manufacturing equipment to increase capacity and efficiency.

43394 – MEA Manufacturing Scale Up American Fuel Cell



CFA# TBD – NewChem NewChem



Other Priorities – Projects strongly supported and recommended for maximum 20-point score from the FLREDC

Project Name	Sponsor Organization	Main Contact	County/Town	CFA Program	Brief Description/Note
Scale up and customer deployment of microbial fuel cells	Microrganic Technologies, Inc.	David Hessler	Rochester/Castleton	43217	Scale up and deployment of microbial fuel cell customer evaluation units
Seneca BioEnergy Biodiesel Production Project	SenecaBioEnergy, New York Atlantic Oil and Novera Proteins	Michael Coia	Romulus (Seneca County)	42142	Processing of waste grease and production into biodiesel biofuels.

43217 – Microbial Fuel Cell Scale Up



42142 – Seneca BioEnergy Biodiesel Plant

Seneca BioEnergy



**SENECA
BIOENERGY**



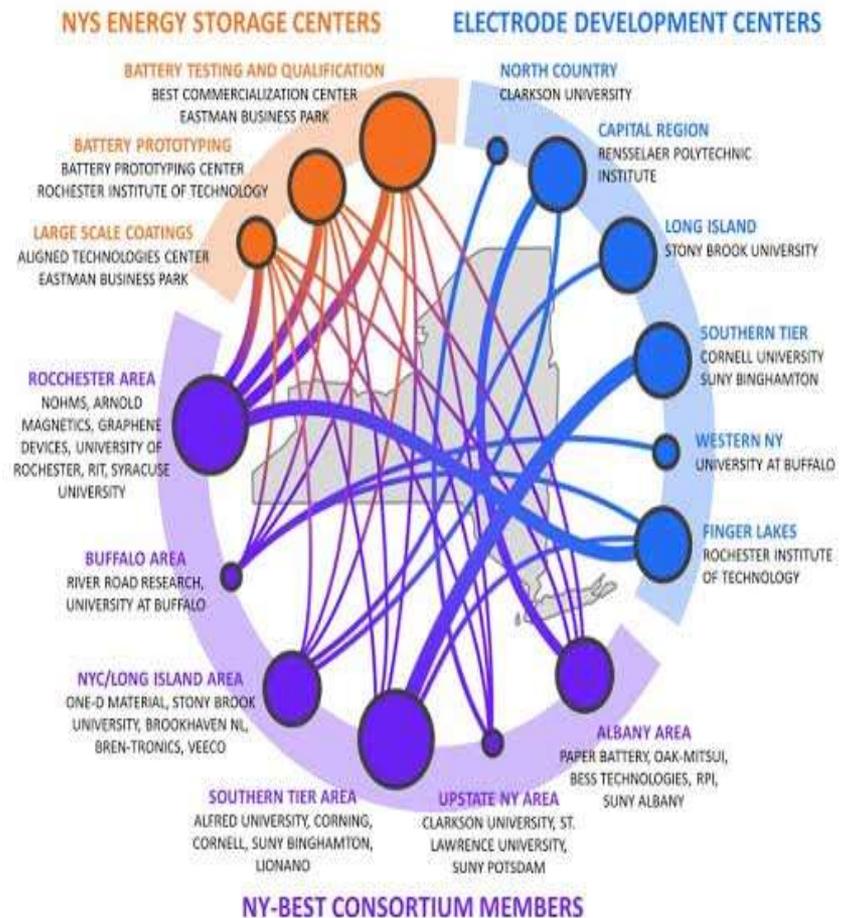
Supported Projects – Projects with workgroup support and recommended for 15-point FLREDC score

Project Name	Sponsor Organization	Main Contact	County/Town	CFA Program	Brief Description/Note
NYS Cross-Regional Energy Storage Ecosystem & Support Network	RIT	Ryne Raffaele	Rochester	42916	Add 18650 (cylindrical) battery cell capabilities at Prototyping Center; establish state wide network of trained facilities to prepare battery materials.

421916 – State Wide Network & 15650 prototyping line
RIT



NYS ENERGY STORAGE ECOSYSTEM NETWORK



Pipeline Projects – Projects with support for future consideration (especially if they may not be submitting a CFA)

Project Name	Sponsor Organization	Main Contact	County/Town	CFA Program	Brief Description/Note
Advanced OLED Mat'ls for Energy Effic. Disp. and Lighting Products	R-Display & Lighting LLC	Tommie Royster	Rochester NY	unknown	The purpose is to develop and manufacture advanced OLED materials for the burgeoning OLED markets.
Genesee Biogas Anaerobic Digester	Genesee Biogas	Lauren Toretta	Batavia		High tech anaerobic digester that will handle a variety of organic food wastes to create renewable energy
	UEP/Ultralife		Newark		Expansion of capabilities – Urban Electric Power
	EOS				

Comments & Next Steps

- LOI process helped **identify potential CFA applicants** early and **enabled communication** with workgroup
 - Mixed outcomes: not all LIOs submitted CFAs
 - Energy Innovation continues to see significant interest from new and existing companies
- Need to continue to **cultivate relationships** with new/existing companies in the energy space and convince them of the benefits of growing their business in NYS and the Finger Lakes Region
 - Providing **personal attention** to potential companies
 - Making **valuable connections** in the area
 - Demonstrating the **assets** and **potential** in the area
 - Identifying best sites for relocation

Entrepreneurship & Innovation

Presenters: Christine Whitman
Jim Senall



Workgroup Members:

Jack Baron (Sweetwater)
Carlos Carballada (RIT CUE)
Richard Glaser (Merrill Lynch)
Don Golini (RAN)
Steve Griffin (Yates County EDC)
Bill Jones (RIT VC)

Doug Mabon (SCORE)
David Martin (St. John Fisher)
Theresa Mazzullo (Excell)
Duncan Moore (UR)
Paul Morrell (SBDC)
Jan Pisanczyn (SBDC)

Jim Senall (HTR)
JaMone Turner (ESD)
Chris Whitman (Complemar)
Alex Zapesochny (iCardiac)
Peter Robinson (UR)
Josh Farrelman (UR)
Vinnie Esposito (ESD)



Priority Project

- **Business Accelerator Cooperative**
 - **\$5M request to complete project**

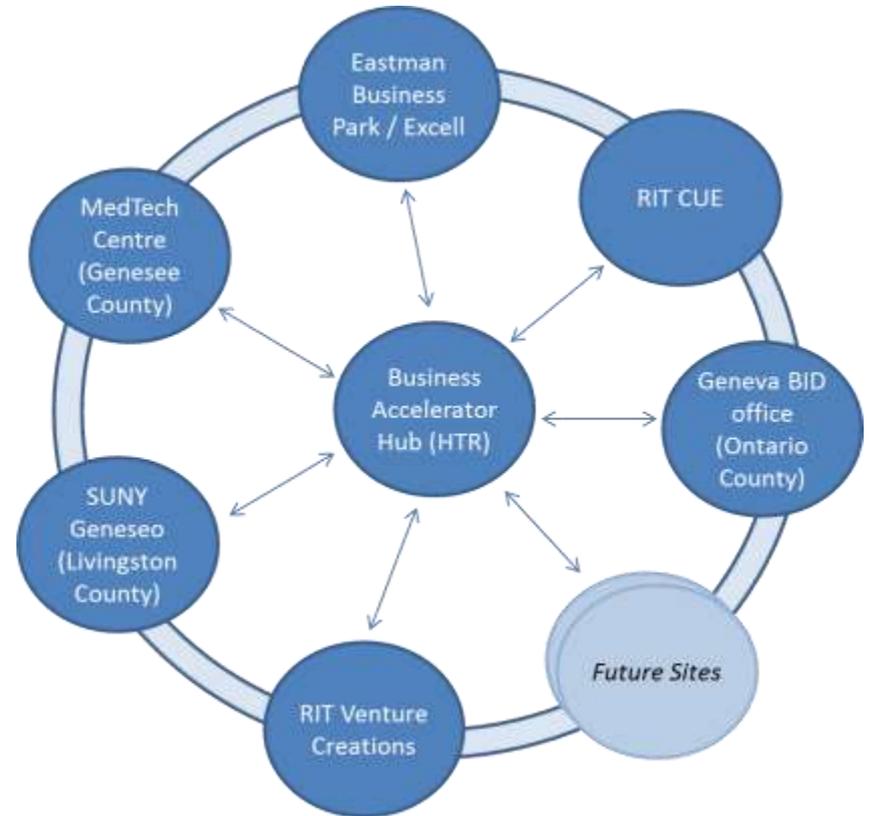
Other Supported Projects

- **RIT – Magic Spell Studios**
- **UR – Institute for Data Science**
- **Geneva Food / Farm Based Beverage Business Accelerator**
- **Growing the Ag Industry Now (GAIN)**

Business Accelerator Cooperative Project

Three project components:

1. Online Entrepreneurs Resource Guide – **RocGrowth.com**
 - ✓ **Completed** and driving traffic
2. Hub / Node **video conferencing** infrastructure
 - *Cross pollination across region*
 - ✓ **Initial 7 sites being installed now**





Business Accelerator Cooperative Project

Final component:

3. Downtown Business Accelerator Hub Facility
 - 75k sf startup hub and entrepreneurial gathering space

Catalyzing a new Rochester Innovation District

The image features a blue wavy banner at the top. Below it, the text "New Brookings Institution Report:" is centered. The background is an aerial photograph of a city, with the title "THE RISE OF INNOVATION DISTRICTS:" overlaid in large white letters. At the bottom, a white-bordered box contains the subtitle "A New Geography Of Innovation In America".

New Brookings Institution Report:

THE RISE OF INNOVATION DISTRICTS:

A New Geography Of Innovation In America

What is an Innovation District?



http://youtu.be/I6peAaD_avo



Innovation Districts

- New model – demand is for high density, urban areas
- Startups, Incubators, Accelerators, Institutions, and other Companies in close proximity
- Live, Work, and Play
- Examples: Cambridge (CIC), Boston (Seaport), St. Louis (CORTEX), Philadelphia, Seattle, Raleigh-Durham
 - *We have visited several of these as benchmarks*
- “Innovation District” model is completely aligned with, and validates the Business Accelerator Cooperative vision

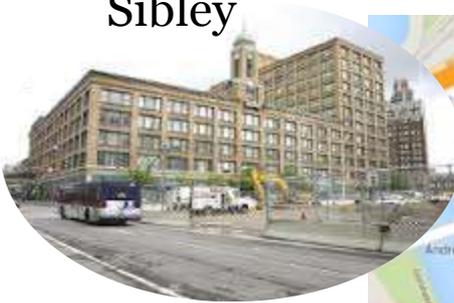
Catalyzing Rochester's Innovation District

Live/Work/Play

Accelerator Hub

RIT C.U.E.

Sibley



SUNY
Brockport



Eastman



Midtown



Little Theater

Business Accelerator Hub Facility

75k square foot Startup Hub and Entrepreneurial Gathering Space

On-Site:

- Home to dozens of High-Tech and Bio-Tech Startups
- “Makers Lab” for rapid prototyping
- Mobile Development Lab for software / web startups
- HTR Headquarters, staff, mentors
- Offices of VCs, angel network, and other supporting organizations
- Regular workshops, speakers

Connections / Coordination:

- Connections to Node locations throughout 9-counties via video-conferencing network
- Management of new Finger Lakes *Innovation Hotspot* (with RIT)
- Routing of entrepreneurs to best regional resources (Eastman Business Park, Food/Ag, Optics, Medical, Urban, SBDC, SCORE, etc.)

Business Accelerator Cooperative

Summary:

- Priority Project of Entrepreneurship & Innovation Work Group
- \$5M ESD request to get downtown Hub facility over the goal line
 - \$8M in hand, and private sector campaign underway
- 2014 groundbreaking / 2015 Hub opening
- 1,000 direct jobs to be created
 - *For every high tech-job created, an additional 4 jobs are also created*
- The final piece of the Business Accelerator Cooperative vision
- Aligned with national best practices – Innovation Districts
- Local demand is high – estimated 15+ tech startups that are ready to move in right now!



Thank You



HIGHER EDUCATION WORKGROUP DASHBOARD UPDATE

June 25, 2014

Dr. John Halstead, College at
Brockport

Dr. William Destler, RIT
Co-Chairs

Existing Conditions

- Higher Education in the Finger Lakes region contributes to a “Triple Bottom Line” as:
 - Major employer
 - Engine of research, innovation and economic development
 - Anchor of the region’s overall quality of life

- Number of Employees/Payroll
 - Jobs: 34,300
 - Payroll: \$2.0 billion

- Research Expenditures
 - \$432 million

- Total Economic Impact, over \$5 billion

- 89,500 students from all 50 states and beyond our borders

- Ranked 5th in degrees per capita (one of the most productive regions in the nation)
 - 1st in degrees in the physical sciences and mathematics
 - 3rd in the biological and life sciences fields
 - 3rd in engineering and engineering-related fields
 - 6th in computing and information sciences



Performance Measures

- ▣ Increase funding for research and development
- ▣ Increase overall market share of student enrollment
- ▣ Meet current & anticipated regional workforce needs with new academic programs and state-of-the-art facilities
- ▣ Workgroup has met three times, reached consensus on priority recommendations

Performance Measures

- ▣ Consider new CFA priority issues
 - Global NY
 - Veterans Re-entry and transition
- ▣ SUNY 2020 sub-workgroup formed
- ▣ Business incubation, commercialization and company spinoffs = Jobs and Wealth Creation
- ▣ Capitalize on START UP NY
 - Attract new companies
 - Grow existing companies
 - Spark additional university affiliations with businesses

Funded Priority Projects 2011-2013

- ▣ U of R: Health Sciences Center for Computational Innovation
 - \$307 million in external research generated
 - 100 faculty & 700 scientists & staff users



Funded Priority Projects 2011-2013

- RIT Golisano Institute for Sustainability
 - Secured \$10 million in new funded research
 - Part of winning team for Federal NNMI in Digital Manufacturing & Design Innovation (potential for up to \$20 million to RIT)



FUNDED PRIORITY PROJECTS 2013-14

RIT: Center for Urban Entrepreneurship
 Renovations underway
 Also designated for START UP NY,
 first START UP company approved;
 77 new jobs over 5 years



Design Concept—Exterior Northwest View

Nazareth
COLLEGE | Campaign for
College & Community

Nazareth College: Wellness and
Rehabilitation Institute
Construction began March, 2014



Subject to change.

SW
BR
ARCHITECTS

St. John Fisher College:
Integrated Science and Health Sciences
building
Site preparation began Summer, 2014



Roberts Wesleyan College:
Next Gen Health & Sciences Initiative
Groundbreaking held March, 2014



Hobart and William Smith Colleges:
Performing Arts Center
Groundbreaking held June 2014



2014 PRIORITY PROJECT RECOMMENDATIONS

Top Priority/Transformational
Projects

Center For Business Analytics & Health Informatics Keuka College (new): \$2 million

- ❑ Anchor for College Town
- ❑ Address regional needs in health care professions (nursing, OT)
- ❑ Training and analytic services to growing businesses in Yates County
- ❑ Total project cost: \$10 million



Keuka

The Center for Business
Analytics and Health Informatics



Institute for Data Science University of Rochester (new); \$5 million

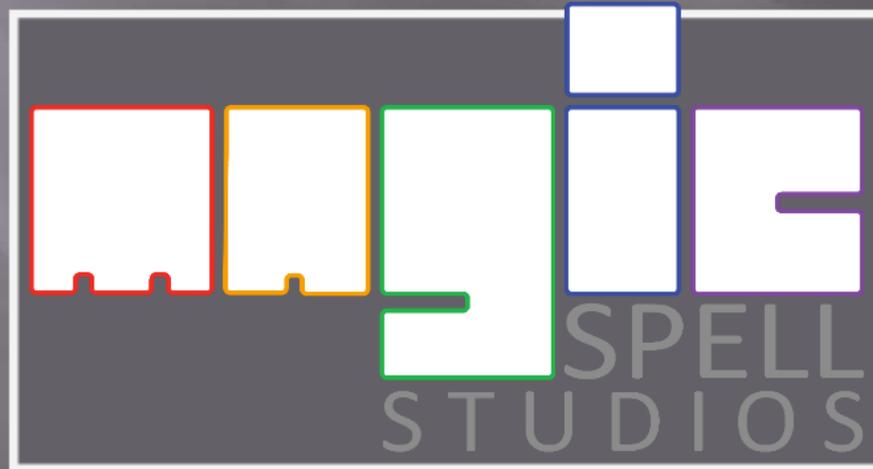
- ❑ Centerpiece of University's five-year strategic plan
- ❑ Establish region and state as a hub for talent & expertise in analyzing use of data to improve quality of life and fuel economic growth
- ❑ Total project cost, \$50 million; \$11 million raised to date; accelerating timeline



MAGIC Spell Studios

RIT (new): \$5 million

- ❑ Create regional hub for interactive media design & development
- ❑ Grow world-renowned RIT programs in film & animation, gaming & imaging science and link to studio & production facilities
- ❑ Develop off-campus commercially viable startups
- ❑ Total project cost: \$21 million



Academic Buildings Modernization/Renovation Monroe Community College (new): \$5 million

- ❑ Phase 1, update chemistry labs/classrooms on Brighton campus
- ❑ Provide instructional space for 2300 students in healthcare and biotechnology related programs
- ❑ Create 300 jobs annually, with ROI of \$12 million in wages; prepare students for successful transfer to 4-year colleges in region



Additional Top Priority Projects



Integrated Science & Health Science
Bldg, Phase 2: \$378,800



NextGen Health & Sciences Initiative,
Phase 2: \$2.5 million

Other Priorities 2014

- ▣ Advanced Nanomanufacturing Technology Labs, RIT: \$1.2 million (Total project cost, \$6 million)
- ▣ Business Accelerator Collaborative, HTR: \$5 million (Total project cost, tbd, depending on final site decision)
- ▣ Unemployed Worker Training, Nursing, Adv. Manufacturing & Mechatronics, FLCC: \$99,000

Supported & Pipeline Projects

- ▣ Supported Projects:
 - Finger Lakes Museum: \$850,000
 - Letchworth State Park Nature Center: \$1 million
- ▣ Pipeline Projects, SUNY 2020:
 - Finger Lakes Regional Center for Workforce Development: \$10.7 million
 - Wyoming County Agriculture & Business Center of Excellence: \$6.6 million



Business Services Work Group

6/25/14



2014 Round IV Priority Project Recommendations: Business Services

Updated: June 20, 2014

Top Priorities – High priorities and/or potential “Transformational” projects for ESD competitive capital funding

Project Name	Sponsor Organization	Main Contact	County/Town	CFA Program (if known)	Brief Description/Note
Business Accelerator Cooperative	High Tech Rochester, Inc.	James Senall President, HTR	Monroe County		Construction of a Business Accelerator hub in downtown Rochester
Center for Business Analytics & Health Informatics	Keuka College	Dr. Jorge Diaz-Herrera, President, Keuka College	Yates County		Construction of facility to house business analytics services for area businesses, and health informatics services to area health care providers.

Other Priorities – Projects strongly supported and recommended for maximum 20-point score from the FLREDC

Project Name	Sponsor Organization	Main Contact	County/Town	CFA Program (if known)	Brief Description/Note

Supported Projects – Projects with workgroup support and recommended for 15-point FLREDC score

Project Name	Sponsor Organization	Main Contact	County/Town	CFA Program (if known)	Brief Description/Note
Low-cost power for Coast Professional Expansion	Coast Professional, Inc.	Lee Wilcox VP of Finance	Livingston County Monroe County	Recharge New York	Coast Professional seeks an allocation of low-cost electricity through the Recharge NY program for planned expansion

Pipeline Projects – Projects with support for future consideration (especially if they may not be submitting a CFA)

Project Name	Sponsor Organization	Main Contact	County/Town	CFA Program (if known)	Brief Description/Note



Xerox's Business Services arm lands a \$500 Million contract to revamp the NYS Medicaid Management System:

The image is a screenshot of a news article from the Democrat & Chronicle website. The website header includes the logo "D&C Democrat & Chronicle A GANNETT COMPANY" and a search bar. Below the header is a navigation menu with categories: HOME, SPORTS, LIFE, BUSINESS, FLAVORS, OPINION, HER, ROCDOCS, and ROCROOTS. The article title is "Xerox to revamp NY's Medicaid system". The byline is "Jon Campbell and Matthew Daneman, Staff writers" and the date is "2:55 a.m. EDT May 28, 2014". There is a social media sharing bar with icons for Facebook (36), Twitter, LinkedIn (7), Comment (1), Email, and More. Below the bar is a photo of a Xerox sign with the caption "(Photo: AP file photo)". The main text of the article reads: "Xerox Corp. has been awarded a major contract to revamp the state's massive Medicaid management system, according to the state Department of Health. The document imaging giant is in line to receive the five-year contract worth an estimated \$500 million, Health Department spokesman Bill Schwarz said".

Democrat & Chronicle
A GANNETT COMPANY

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HOME SPORTS LIFE BUSINESS FLAVORS OPINION HER ROCDOCS ROCROOTS

Xerox to revamp NY's Medicaid system

Jon Campbell and Matthew Daneman, Staff writers 2:55 a.m. EDT May 28, 2014

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(Photo: AP file photo)

Xerox Corp. has been awarded a major contract to revamp the state's massive Medicaid management system, according to the state Department of Health.

The document imaging giant is in line to receive the five-year contract worth an estimated \$500 million, Health Department spokesman Bill Schwarz said



Datto announced by the Governor as the first Start-UP NY company in Rochester, bringing 77 new jobs:

A screenshot of a news article from the Democrat & Chronicle. The article is titled "Datto to bring 70-plus jobs to RIT as START-UP NY firm" and is dated June 4, 2014. The author is Bennett J. Loudon. The article text states: "A Connecticut-based company started by a Rochester Institute of Technology graduate in 2007 is one of the first companies to take advantage of New York state's new START-UP NY program. Datto Inc., which provides computer data backup and disaster recovery services and products, will move into part of RIT's Center for Urban Entrepreneurship building in downtown Rochester." There is a photo of a man in a suit and a sidebar with social media sharing options (Facebook, Twitter, LinkedIn, etc.).

Democrat & Chronicle
A GANNETT COMPANY

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HOME SPORTS LIFE BUSINESS FLAVORS OPINION HER ROCDOCS ROCKROOTS

Datto to bring 70-plus jobs to RIT as START-UP NY firm

Bennett J. Loudon, Staff writer 5:55 p.m. EDT June 4, 2014

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STORY HIGHLIGHTS

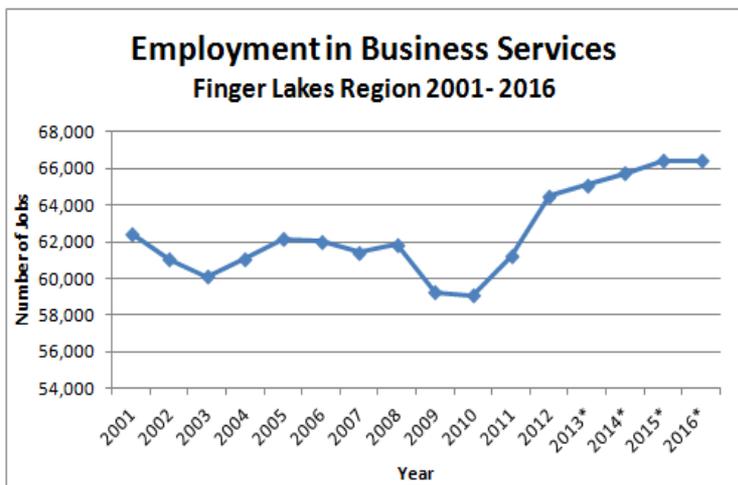
- Datto is a Connecticut.

MORE CHOICES.
MORE REWARDS

A stack of credit cards with the Datto logo and "JACK POTTS" text.



Business Services Sector tops 66,000 jobs in Finger Lakes:



	Average Annual Employment			Total Earnings (in millions)
	2009	2012	2013	2013
Business Services/Software/Telco	56,900	60,900	60,600	\$4,300
<i>Front Office & Producer Services</i>	31,100	32,400	31,700	\$2,648
<i>Back Office & Outsourcing</i>	11,100	14,400	15,000	\$551
<i>Comm., Software & Media Services</i>	9,000	7,700	7,400	\$559
<i>Information Technology Services</i>	5,700	6,400	6,400	\$542



Regional Economic Development Council Community Development Work Group

Community Development = *The collective and transformative effort to create a high quality of life and economic vitality in communities that will exude a sense of confidence, provide a wide range of supportive services, reinforce the natural character and utilize existing and new infrastructure to support and encourage productive community life in the 21st century.*



Community Development Work Group 2013 Priority Project Updates

Canandaigua Lakefront Redevelopment Phase I: Project to begin in June with site remediation; construction to start in August. \$1.5 million NYS ESD Funding/\$30 million Private Investment in Phase I

Rochester Public Market: The master plan and design development completed. Bids for Phase I by July 2014 with construction beginning Sept. 2014.

RIT CUE: 3 floors have been designated as STARTUP-NY space; RFP approved for initial renovations. Several innovative entrepreneurial-based programs underway.



**Community Development Work Group
2014 Round IV Top Priority Project Recommendations**

Canandaigua Lakefront Redevelopment Project Phase II: Complete Phase II of \$120 million mixed-use redevelopment project.

➤ Round IV Request: \$7,000,000

Public Market Master Plan Implementation Phase II: Construct a new enclosed vending area (Winter shed) which meets the current and future needs, and supports growth of businesses.

➤ Round IV Request: \$3,000,000

Sibley Building: Redevelopment of a historic department store structure as a vibrant mixed use community including office, housing, and retail use.

➤ Round IV Request: \$6,000,000



**Community Development Work Group
2014 Round IV Top Priority Project Recommendations**

Foodlink Food Hub Processing Center: Build the capacity of Foodlink's regional Value Added Processing Center.

➤ Round IV Request: \$780,000

Keuka Lake Hotel: Construct a new 72 room Lakeside Hampton Inn.

➤ Round IV Request: \$1,500,000

Seneca Knitting Mill Rehab Phase III-A: Mill rehabilitation as the Center for Great Women, a national and international attraction with exhibit, museum, and event space.

➤ Round IV Request: \$2,100,000



**Community Development Work Group
2014 Round IV Strongly Supported Project Recommendations (*Sample*)**

HTR Business Accelerator Cooperative: Construction of Business Accelerator Hub facility downtown.

PathStone E3 Initiative: Program to provide a choice of three pathways to meaningful employment: Education, Entrepreneurship and Employment.

Underutilized Commercial & Industrial Property Redevelopment Plan: Establish a methodology and plan for a rural community to return blighted properties to productive use in Wayne County.

Seneca Street Water Line Improvements: Replacement of deteriorated, undersized water line to benefit low to moderate income households in the Village of Penn Yan.



**Community Development Work Group
2014 Round IV Pipeline Project Recommendations**

Renovations to the Blue Cross Arena at the War Memorial: Major renovations to the Blue Cross Arena at the War Memorial, which is Rochester's primary sports and entertainment center.

5 & 15 Flint Street Redevelopment: Remediate the former Vacuum Oil property and redevelop into market rate housing, student housing, and medium rate housing



Tourism & Arts Workgroup

Priority Projects Presentation
June 25, 2014



Priority Projects

The Strong & Toy Industry
National Hall of Fame
Toy Industry National Hall of Fame

Bring Toy Industry Hall of Fame to
Rochester and install it with National Toy
Hall of Fame in a renovated high-tech
gallery.

Amount requested:
\$440K

Total project cost:
\$4M



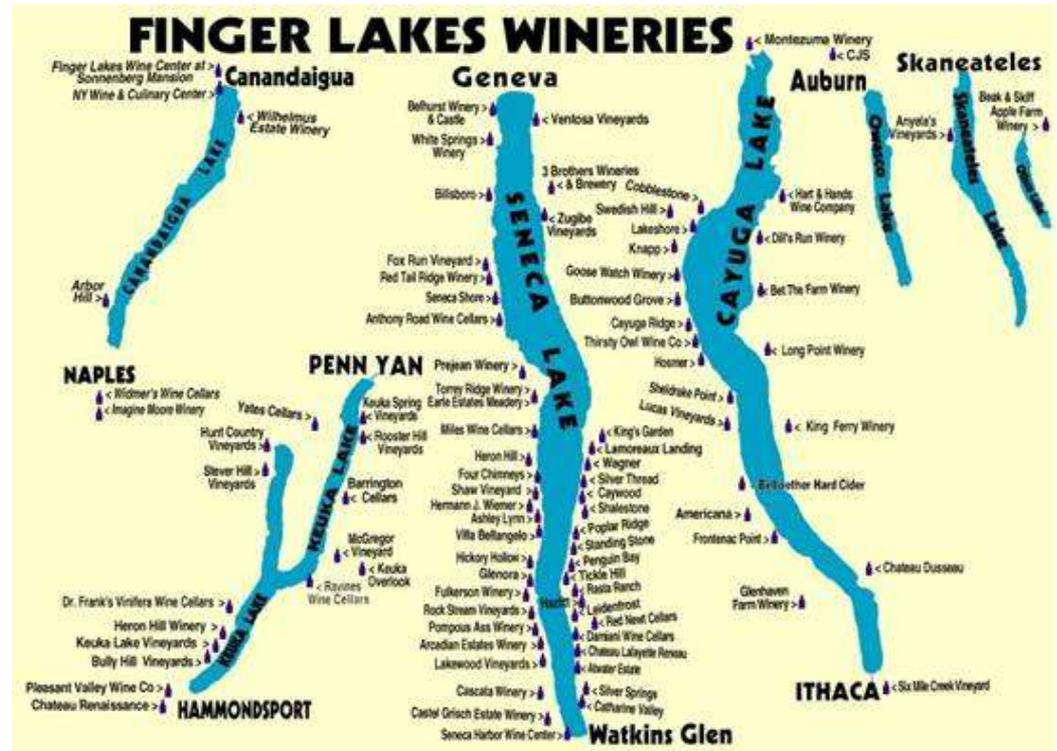
Priority Projects

Three Winery Natural Waste
Water Treatment Systems
NY Wine Industry Association

Design and construct three winery
waste water treatment systems.

Amount requested:
\$500K

Total project cost:
\$800K





Priority Projects

Blue Cross Arena at the
War Memorial
City of Rochester

Major renovations to the Blue
Cross Arena, which is
Rochester's primary sports and
entertainment center.

Amount requested:
\$5M

Total project cost:
\$38.5M





Priority Projects

Frontier Field

Monroe County

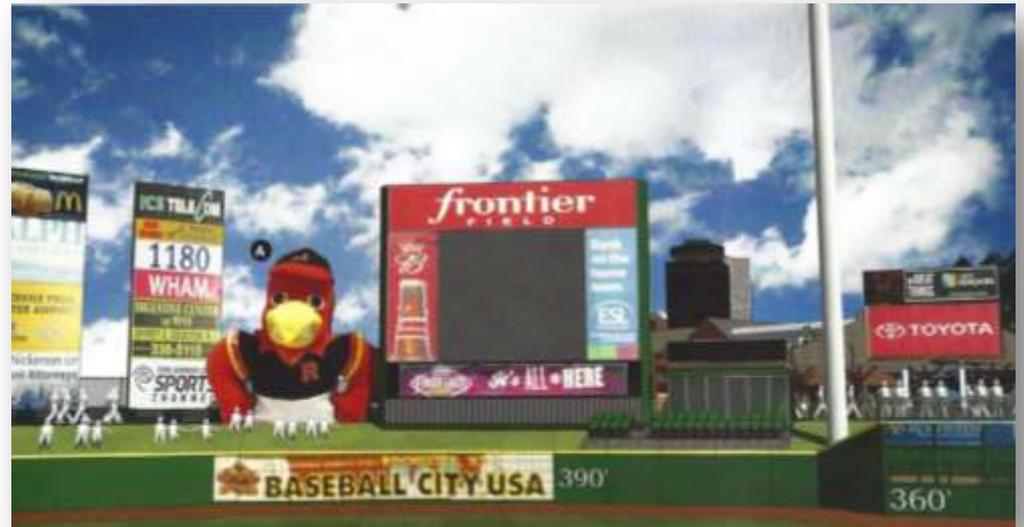
Renovation and upgrade of 18 year old Frontier Field to improve amenities and safety.

Amount requested:

\$2.6M

Total project cost:

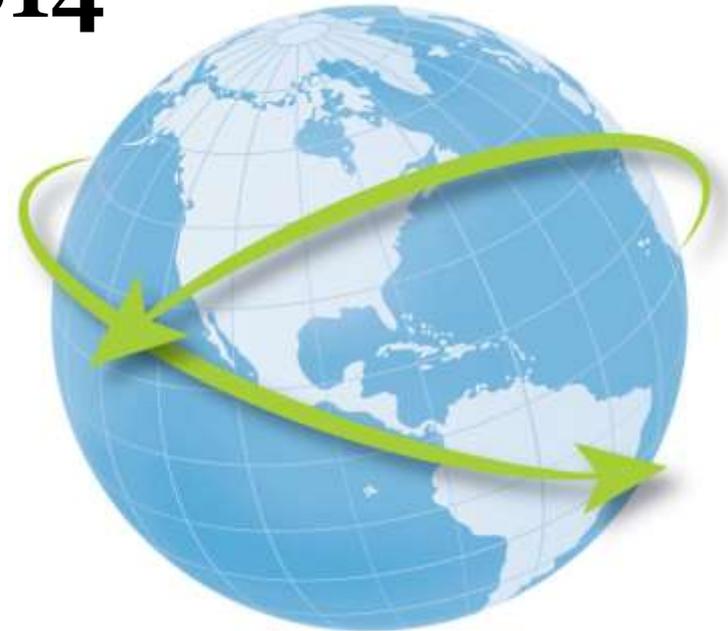
\$5M





Finger Lakes
Regional Economic Development Council

FL Global NY Work Group
Priority Project Recommendations
June 25, 2014





FL Global NY Export Strategy

Primary Objectives:

- 1) Minimize real and perceived export barriers
- 2) Catalyze under-exporters and provide targeted export interventions in key innovation sectors
- 3) Encourage companies to proactively pursue exports
- 4) Promote the Finger Lakes Region's global advantages by strategically marketing regional strengths and key industry sectors as global business solutions



Finger Lakes

Regional Economic Development Council

Pipeline Project Requested assistance: (\$0)



2014 Upstate NY Trade Conference

- 200+ international business executives
- 30+ expert speakers

Objectives:

- Connect SMEs
- Minimize perceived risks
- Showcase regional companies



- ✓ 61% had not attended before
- ✓ 77% met someone or learned something that will help them export
- ✓ 97% are likely to recommend the conference to business colleagues



Finger Lakes

Regional Economic Development Council

Global NY Work Group Priority Project Recommendations



High Priority:

RIT Advanced

NanoManufacturing Tech Lab

- Requested assistance: \$1.5 million

Pipeline Project:

Export Assistance Program (HTR)

- Requested assistance: (\$0)





Finger Lakes
Regional Economic Development Council

Finger Lakes Veterans Work Group