



## **Southern Tier Regional Council Meeting**

**March 9, 2015**

**Council Members Present: Tom Tranter, Harvey Stenger, Peg Ellsworth, Mike Field, Kevin McLaughlin, George Miner, Svante Myrick, Debbie Preston, Martha Sauerbrey, Barbara Schindler, Linda Shumaker, Rose Sotak, Mike Stamm, Rich David, Dan Spoor, Kathryn Boor, Patricia Cummings, Ernie Hartman, Judy Cherry, Mary Opperman, Lou Santoni, Sue Skidmore**

**Council Member Substitutes: Emmanuel Priest (for Senator Tom Libous), Joel Smith (for Candace Vancko), Steve Craig (for Lawrence Wilcox), Glenn Nealis (for James Eisel), James Johnson (for Joseph Hauryski), Tim O’Hearn (for Dennis Fagan), Martha Robertson (for Mike Lane)**

**Special Guests: Rich Tobe, Director of Upstate Revitalization, Ryan Silva, Deputy Director of Regional Economic Development, Brendan Hughes, Deputy Commissioner**

**State Agency/Local Government, ESD Staff Present: Terry Kane, Robin Alpaugh, Joe Roman, Barbara Furch, Bonnie Palmer, Omar Sanders, Kara Grippen, Kevin McCabe, Dawn Burlew, Jason Conwell, Paul D’Amato, Ken Lynch, Elaine Miller, Julie Sweet, Paul Nelson, Ken Smith, Tom Kowalik, Steve Dennis, Hector Gonzalez, JC Smith, Lee Ann Tinney, Susan Payne, Jack Williams, Greg Deemie, Bob Murphy, Joe Moody, Stacey Duncan**

### **Reports/Discussions**

- T. Tranter called meeting to order.
- H. Stenger welcomed Council members to Binghamton University and asked members/designee’s to introduce themselves and their affiliation.
- Tom Tranter called for approval of minutes of January 28, 2015 Council meeting. J. Johnson called the question, E. Hartman seconded. Council approved.
- H. Stenger reviewed the meeting agenda.
  - 2015 Funding Update – CFA Round V, Upstate Revitalization Fund and 2015 Governor’s Opportunity Agenda
  - Staff Reports – Highlights of CFA Rounds 1-3 project activity
  - Administrative Business – Statements of Interest and Recusals
- R. Silva discussed CFA Round V, provided brief overview of status of Upstate Revitalization Fund (URF) and Governor’s 2015 Opportunity Agenda. Those regions that win a \$500M award through the URF will not be eligible for the \$25-30M ESD funding for priority projects.

- R. Tobe provided an update on status of Upstate Revitalization Fund \$1.5B competition. Not much new information since last presentation. Detailed guidelines will be issued after the NYS Budget has been approved by the state legislature.

#### **Staff Report/Updates:**

- Bonnie Palmer, Regional Director, presented on Regional Council Round 4 highlights from Awards Ceremony and gave thanks to the Regional Council for their efforts.
- R. Alpaugh, reported highlights of prior round CFA projects
  - Rural Initiative Fund – 3<sup>rd</sup> payment of \$300k to STREDC to support this initiative is imminent, \$100k remains to be requested and ESD board materials for the round 3 award is currently being prepared, expected approval in May.
  - Shovel Ready – round 2 award of \$902k was approved by ESD in February and the grant disbursement agreement is in process.
  - Achieve – round 2 award of \$304k to rehab workspace for training individuals with disabilities was approved by ESD in February.
  - Community Revitalization – round 3 award of \$2,140,000 is projected to be approved by ESD next month, amount includes funds reallocated from the Town of Lansing project.
  - Corning Museum of Glass – expected April ESD approval of this \$1.5m award for the motorcoach entrance project, which is now completed.
  - Chenango Place – payment request of \$250k award for this completed mixed-use project in downtown Binghamton is currently being reviewed by the regional office
- J. Roman provided update on regional programs funding status:
  - STREDC Community Revitalization Program since inception. We have had 26 projects with a total capital investment of approximately \$56.9M. STREDC amount committed to these projects totals approximately \$8.2M. Project impacts include 56 buildings renovated, consisting 41 of commercial spaces and 109 housing units. Job impacts include 24 retained and 244 projected to be created.
  - STREDC Rural Initiative Program since inception. We have had 23 projects with a total capital investment of approximately \$9.9M. STREDC amount committed to these projects totals approximately \$4.4M. Project impacts include
  - 448 acres of agricultural land placed back into production. Job impacts include 25 retained and 158 projected to be created.
  - STREDC Shovel Ready Program since inception. We have had 3 projects with a total capital investment of approximately \$9.1M. STREDC amount committed to these projects totals approximately \$3.2M. Project impacts will include the preparation/development of sites for future business parks.
- Bonnie Palmer reminded that non-elected Council members will need to complete Statements of Interest and Recusals. She asked members to complete the forms handed out at today's meeting and return them to her staff by the end of the week.
- S. Payne, as preparation for Upstate Revitalization Fund, reviewed REDC regional vision and suggestions for focus, guiding principals, baseline strengths, opportunities, barriers, expected outcomes, strategic priorities and next steps.
- Vision
  - Building on a strong foundation of existing businesses and higher education institutions the Southern Tier region uses a collaborative approach to leverage its globally

competitive advantages to attract talent and investment for the development of industry clusters. Our focus will be on increasing the size and prosperity of the region's workforce through new business creation based on high-technology discoveries and other entrepreneurship activities, while ensuring healthy communities and protecting the natural beauty and resources of the region.

- Focus on the Economy of the Future
  - The Southern Tier will no longer be just a region in Upstate NY ... it will be a hotbed of vigorous business growth and development, and a destination for the next generation of the nation's best and brightest talent.
- Guiding Principles
  - Defined by data and an understanding of the region's strengths and opportunities.
  - One unified vision designed to improve the business climate and support sustainable economic growth across the region.
  - Visionary, transformational, measurable and self-sustaining.
  - Clearly linked to key strategic objectives and success indicators identified in the ST's Strategic Economic Development Plan.
  - Characterized by focused and strategic investment with the potential for significant impact; i.e., job creation).
  - Positioned for implementation driven by consensus around focused strategic priorities.
- Southern Tier's Success
  - Will depend on our ability to leverage and maximize:
  - World class assets; i.e., universities, international corporate leaders, tourism destinations, etc.
  - Innovation and intellectual capital of the private sector and academic institutions
  - Entrepreneurship and commercialization of technology
  - Potential for growth in one or more industry drivers: advanced manufacturing, transportation technology and manufacturing, renewable energy technology, healthcare, tourism, rural and forest-based economy
  - Private sector investment
  - Meaningful public-private sector partnerships
  - Capacity to provide a highly skilled workforce, physical infrastructure and vibrant communities
- What we know: Strengths and Opportunities
  - Regional history of innovation and an entrepreneurial attitude.
  - Well-established corporations with large national and international markets, particularly in advanced manufacturing, ceramics, energy, transportation, and agriculture.
  - Internationally recognized R&D anchors, centers for excellence, and incubators located at Cornell University, Binghamton University, Corning Incorporated and the Ceramics Corridor Innovation Center; with particular strengths such as ceramics, energy, informatics, engineering, life sciences, and agriculture.

- Proximity to markets and transportation corridors (I-81, I-86, I-99, I-88) key to manufacturing, tourism, and agriculture.
- World-class tourism destinations.
- Strong agriculture and forest-based industry: abundant land AND the Cornell University advantage; i.e., a long history of applied innovation in the region and the ability to respond to growing consumer markets.
- Workforce training provided by two and four-year academic institutions including Cornell University, Binghamton University, SUNY Delhi, Norwich Campus of Morrisville State University, and community colleges including Broome, Corning, and Tompkins-Cortland.
- What we know: Barriers
  - Innovation and new strategies are the source of advantage in advanced industry, alternative energy, transportation (mass and aviation) and agriculture sectors, yet speed and complexity are essential to reducing the length of time to bring R&D and new technology to production.
  - Three population-based challenges: (1) rapid aging of the population, (2) out-migration of upstate college graduates from the region, and (3) lack of new college graduates migrating into the region.
  - The specialized talent and skills needed for the resurgence of the economy are changing faster than the region's ability to train the needed workers. The private- and public-sectors need to work together to improve the availability of skilled workers by developing smart, industry-led, sector-specific, regional skills initiatives.
  - Demand for vibrant community centers, attractive neighborhoods, and adequate and desirable housing stock necessary to support innovation, commercialization of technology and the expanding manufacturing sector exceeds availability
- Expected Outcomes
  - High impact results that contribute to an enhanced national image and compelling message that the Southern Tier is dynamic and competitive.
  - Examples:
    - Creation of jobs with competitive salaries and exciting career tracks
    - Growth of our industry drivers that outpaces the national average
    - Expanded global markets
    - Renewed entrepreneurial spirit resulting in new business development
    - Expansion and development of major destinations for leisure and recreation
    - Exciting technology advancement and new product development that will change the daily lives of people nationwide
    - Attraction of a young and talented workforce
    - Vibrant communities
- Opportunities for Potential Strategic Priorities Based on Key Sectors
  - Manufacturing and High-Technology Industry Hubs
  - Centers for Innovation and Commercialization of Technology

- Tourism Generators that capitalize on our strategic location and easy accessibility to major population centers
- Agriculture and Value-added Product Development
- Innovation Districts and Opportunity Zones that package unique elements of change with public-private investment resulting in dynamic, quality communities that provide a supportive environment for economic development
- Next Steps
  - Update and assess baseline data: social and economic indicators
  - Engage stakeholders and economic development professionals in discussion of strengths and opportunities
  - Research best practices
  - Economic development professionals and ESD staff work with industry leaders, academic institutions and local communities to identify collaborative initiatives that will harness opportunities and address barriers
  - Council adopts strategic priorities and collaborative initiatives linked to existing plan
  - Submit plan

No public comments today.

No other council business.

- T. Tranter adjourned the meeting.

#### **Decisions/Actions**

Minutes from January 28, 2015 meeting were approved.