

# MOHAWK VALLEY **EDGE**



2010 ANNUAL REPORT

# FROM OUR PRESIDENT

## CHALLENGES. OPPORTUNITIES. LONG TERM STRENGTH.



2010 continued to pose economic challenges in the Mohawk Valley with announcements that Covidien and Rite Aid would close local operations. The Covidien and Rite Aid announcements reflect the continued outsourcing of lower skill jobs and the intense competitive pressures that have forced major consolidations and rightsizing of business operations.

Despite these announcements, the region has made major strides in its continued transition to an economy where technology, investments in innovation, greater demand for skilled labor, and education are important factors in building a stronger 21st century economy.

### Cybersecurity

The Air Force Research Laboratory has been a catalyst for growth in the cybersecurity arena for our area. AFRL has over 1,300 government employees and contractors located at the lab's Griffiss site. The lab's economic impact is in excess of \$278 million, and continues to attract national companies and fosters the growth of home grown technology employers that are expanding our tech sector and fueling the need for a highly skilled technical work force.

BAE Systems Inc., ITT, Assured Information Security, Black River Systems, Alion, Booz Allen Hamilton, PAR Government Systems, Syracuse Research Corporation, CUBRC, Northrop Grumman, CACI and others - such as infrastructure's decision to locate at SUNYIT - are part of a vibrant growing technology base with strong expertise in cybersecurity and information technology.

Construction of a new corporate headquarters for Assured Information Security and the continued development of Griffiss Business & Technology Park for cybersecurity and technology companies bode well for the Mohawk Valley's economy.

### Macy NanoCenter

The Project Development Agreement (PDA) was signed for the Marcy NanoCenter at SUNYIT site this year. The

PDA provides EDGE with site control and development authority for the 311 acre site. Infrastructure improvements, relocation of power lines, site development and wetlands mitigation work, property acquisition, engineering and permitting approvals will allow EDGE to position this site for development and complements our global marketing efforts for investment by the Semiconductor, Nanotechnology and PV Industries.

SUNYIT's strategic partnership with College of Nanoscale Science and Engineering (CNSE) and planned development of a Center for Advanced Technology and 120,000 square foot Computer Chip Commercialization Center ("Quad C") formalizes a key technology linkage that will enhance SUNYIT's technology and R&D capability and build the I-90 Technology Corridor. Construction for both buildings should begin in spring, 2011 with completion scheduled for 2013.

### Local Business Innovation and Small Business Assistance

Working with existing employers is an important part of EDGE's mission. Globalization has forced Mohawk Valley companies to invest and innovate in order to compete in a global economy. Companies such as ECR International, Indium, ConMed, PAR Technology and others continue to make investments that will help strengthen their position within their respective markets.

EDGE remains focused on supporting small business development through its loan programs and the Microenterprise Grant Program funded with a \$200,000 grant from the Office of Community Renewal to Oneida County. Small business loans and/or Microenterprise grants were awarded to Solo Scientific, McDonough Lumber, Delta Hardwoods, Bluestone Boiler, and Noble Wood Shavings to name a few.

### The Future

EDGE working with its strategic partners has developed a regional economic development strategy that is helping to reshape the Mohawk Valley economy.

**Steve DiMeo**  
**President**  
**Mohawk Valley EDGE**

# FROM OUR BOARD CHAIRMAN

## CELEBRATING THE COLLABORATION OF OUR BOARD, OUR STAFF AND OUR PARTNERSHIPS.

Mohawk Valley EDGE's mission is to strengthen and grow the economy of Oneida and Herkimer Counties. In order to do that strategically and energetically, our Board of Directors, staff and partners need to be in tune to and representative of our community.

**EDGE's Board of Directors** is comprised of local business and community leaders and is reflective of the region. Members represent the industry clusters we are ATTRACTing and ASSISTing - manufacturing, finance and insurance, education, aviation, technology, cyber security, banking, small business, healthcare and more. As you turn the pages, I'm sure you'll see names you know and recognize as leaders in their industries, companies and communities.

The Board of Directors work for, and in many cases own, local businesses that have chosen to start in, move to or remain right here in the Mohawk Valley. Having individuals who relate to the day to day challenges and opportunities that businesses have is important in the work we do. As a board, we can make informed decisions and guide EDGE to do what is best for businesses and to grow our local economy. The ideas that these successful individuals bring to the board are priceless.

In 2010, local business was a big focus for EDGE. We provided guidance and several times funding for companies looking to expand and to stay competitive. You can read about Solo Scientific, Delta Hardwoods, Assured Information Security, Inc. and Premier starting on page 12 and learn more about determined, specialized companies thriving right in our backyards. There are over 300 local businesses on EDGE's outreach list and staff regularly meets with, surveys and talks with them about their needs, challenges and successes.

**The EDGE staff** are ACTIVE throughout the region! Supporting and investing in growth opportunities like Marcy NanoCenter at SUNYIT is a long-term strategy for ATTRACTing new industry to the Mohawk Valley. Gap financing and project ASSISTance supports local industry and helps companies receive maximum ben-

efits. Both small and large businesses in the Mohawk Valley know EDGE as a one-stop resource.

**Partnerships** are an important tool for EDGE. Dynamic partnerships with SUNYIT and NY Loves Nanotech, as well as Albany's College of Nanoscale Sciences and Engineering are transforming our region and EDGE is helping guide it forward. Working side-by-side with The Community Foundation and The United Way, the Leadership Alliance for a Vital Community was formed. This year, the group issued an Indicators Study on the region. This report card gives information on seven important aspects of the region. These are just a few examples of game changing initiatives that EDGE has partnered on.

With strong partnerships, an energetic staff and a solid board of directors, we are following a strategy to move this region forward and creating the path for a prosperous 21st Century Economy in the Mohawk Valley.

As you read this annual report, you will hear from fellow board members about their respective businesses and EDGE projects. You will also see how local businesses have looked to EDGE for ASSISTance. All of these initiatives demonstrate how collaboration is spurring the economy of the Mohawk Valley.

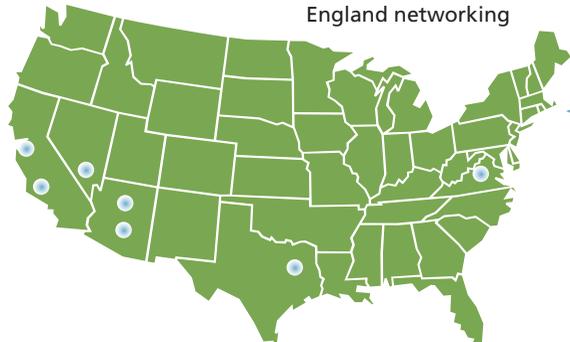
Every day EDGE is working to ATTRACT new industries and ASSIST local businesses. Economic vitality is our priority and that will increase our area's marketability and increase the already incredible quality of life that we all enjoy here.



**John F. Buffa**  
**Chairman**  
**EDGE Board of Directors**

## We marketed the Mohawk Valley and gained viable leads around the country and the world:

- Sponsored ConFab (Semiconductor Industry) in Las Vegas
- Attended Semicon West Trade Show and InterSolar North America in San Francisco
- Traveled to Quebec to meet with Premier Overhaul Aviation
- Attended Global Technology Conference in California
- Attended Semi-New England networking



- Sponsored Semico Outlook in San Jose and made sales calls on the West Coast
- Attended North American Windpower 2010 in Dallas, TX
- Attended MRO Trade Show in Phoenix, AZ and Fab Owners Association meeting in Tempe, AZ
- Attended Fab Owners Association meeting in Ooudinarde, Belgium
- Attended InterSolar Europe Show in Munich, Germany and Semicon Europa in Dresden, Germany
- Attended a Defense IT Seminar in Washington, DC

- Staff traveled to Israel on sales calls, meeting with over 40 different Israeli companies
- Traveled to Asia to meet with companies in the semiconductor industry
- Attended InterSolar Europe in Spain.



## ATTRACT

### Hosted site visits in these industries:

- Aviation
- Finance
- Hospitality
- Medical
- Finance Back-Office
- Advanced Manufacturing (PV/Nano)
- Value-Added Agriculture
- Metal
- Photovoltaic
- IT/Cyber-Security
- Nanotechnology

Attended numerous trade shows and completed sales calls throughout the United States, Europe and Asia.

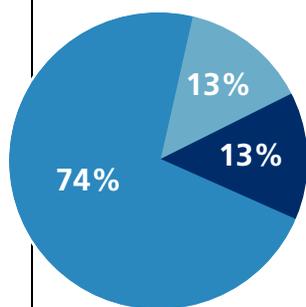
### Marcy NanoCenter

Project Development Agreement for MarcyNanoCenter at SUNYIT was finalized

## 205 Business Outreach Visits Completed in 2010



### Lead Generation



- EDGE (direct marketing)
- EDGE (Peer-to-Peer)
- ESDC

### 56 Leads Generated

87% through EDGE's direct marketing efforts in strategic growth industries (IT/Cyber, Advanced Manufacturing, and Aviation/Aerospace)

## ASSIST

### mvEDGEucators

Completed project with Leadership Mohawk Valley (videos on [www.cmvh.org](http://www.cmvh.org))

### Call Mohawk Valley Home

- Rome Home Show with Oneida County Tourism
- Exhibited at the New York State Fair
- Co-sponsored Pavilion at the Boilermaker
- Health and Fitness Expo
- Utica Music and Arts Festival

Business Outreach Surveys to 269 Mohawk Valley businesses

Launched the 2010 Emerging Business Competition - Announced Bluestone Boiler Co. of Barneveld as the winner of \$30,000

Worked with 31 local companies on potential expansion or potential projects

Leading EDGE Awards in May welcomed 450 guests - Honored American Alloy Steel, Eastern Air Defense Sector, ECR International and PEMS Tool & Machine Inc. Presented the inaugural Christopher Destito Award

CNY Manufacturer's EXPO launched

Demolition of 153 Brooks Road completed to start new construction of AIS, Inc. corporate headquarters

Attended Excelsior Program training (program that will replace Empire Zones program)

Partnered with the United Way and The Community Foundation to form the Leadership Alliance for a Vital Community and produced an Indicators Study ([www.hocindicators.org](http://www.hocindicators.org))

Assisted with the introductory meeting at Mohawk Limited of the Family Business Center

Facilitated working group meetings with stakeholders at Oneida County Business Park

The Oneida County Microenterprise Grant Program launched to provide financial assistance to small companies

## ACT

In coordination with MVCC, SUNYIT, HCCC and Workforce Investment Board, held meetings with manufacturing and FIRE industry to explore career pathways and potential funding for workforce training

Attended a workforce development meeting for Global Foundries with HCCC, SUNYIT and MVCC

Hosted a Teachers In-service day for 60 teachers at Griffiss Business and Technology Park to inform them about opportunities in different industry clusters

Held focus groups with BOCES students for the LMV mvEDGEucators project

Cosponsored The Genesis Group's 10th anniversary dinner with keynote speaker Dr. Alain Kaloyeros, Albany College of Nanoscale Science and Engineering

### Presentations to:

- Oneida Rotary
- Cornell Cooperative Extension
- Town of New Hartford
- Marcy Town Council
- Oneida County Board of Legislators
- City of Rome
- City of Utica
- Mohawk Valley banks
- Workforce Investment Board
- SABA

### Appeared in local media:

- Observer-Dispatch
- Rome Sentinel
- The Griff
- WIBX
- CNY Business Exchange
- WKTV
- News 10 Now
- Utica Daily News
- and others



# BROWNFIELDS PROJECT

Let's start by defining a brownfield – it is a property whose expansion, redevelopment, or reuse may be complicated by the presence of hazardous substance or contaminants. Usually, they are former industrial or commercial properties where operations or processes may have resulted in environmental impairment. Rome's history is sprinkled with plenty of that history – being home to many industrial factories that made heavy metal (copper, steel, wire and cable).

The end result of Brownfield Redevelopment projects are shovel ready, marketable sites for potential companies to build, create jobs and increase prosperity in the city. The removal of the blight alone helps show progress, but the benefits go much deeper.

The City of Rome secured \$2.5 million in RestoreNY spending as well as more than \$2 million in NY State Department of Environmental Conservation ERP funds and \$125,000 in National Grid Brownfield grants, allowing the project to clean up the former Rome Cable site to get underway. Funding was used for environmental clean up, asbestos abatement, demolition, and site restoration at the site as well as for reconstruction of the electrical infrastructure of Owl Wire, which was an important step in ensuring both Owl Wire and Rome Strip Steel's continued viability.

The project was the result of a powerful partnership between many entities, all focused on how its completion would increase the viability of this site in Rome. Partners included the City of Rome, Mohawk Valley EDGE, Rome Community Brownfields Restoration Corporation, Oneida County Industrial Development Agency (OCIDA), Rome Industrial Development Corp., New York State, Shumaker Engineering, Ritter & Paratore Construction, Owl Wire and Cable, Rome Strip Steel and National Grid. Because of these strong partnerships and the diligence and aggressiveness of key players such as OCIDA, Mayor James Brown and his staff at the City of Rome and Peter Ouderkirk of the New York State Department of Environmental Conservation, the project took a mere 3.5 years - faster than many similar Brownfield projects of its size.

Studies, clean up and demolition of Brownfield areas are very intense and are commonly funded from mul-

iple sources. This is the second time that the City of Rome has partnered with EDGE on a Brownfield project. EDGE's seasoned administrative staff, knowledge of the area and process made them a perfect fit to aid in the City's third Brownfield project. EDGE assisted in development, real estate management, administrative support and community outreach. Shortly, when the site gains final approval and is ready to be actively marketed, they will concentrate more heavily on new business attraction.

EDGE board member Kirk Hinman, CEO of Rome Strip Steel, has seen this Brownfield project from the ground level every day, being located right next door to the site. He and his 135 employees have seen the progress of this massive clean up effort where others might not and the difference has literally given him a new view on the area.

Kirk shares that "Visitors used to come by the plant, see the deteriorating buildings next door and ask 'What happened to your neighbor?' and later as more windows were broken and more doors boarded up, 'What are they going to DO with that?!' After the demolition and clean up the comments changed to 'Hey! You have a whole new view' and 'So what are they going to do next?'. People are curious now and are definitely noticing the change."

Kirk is proud to have his company be a part of the process as a neighboring business to the site and optimistic about what the future may bring once it is developed.

City of Rome Mayor James Brown lauded the partnership, "This is a good example of how the city and EDGE can partner to advance the redevelopment of strategic brownfield properties in the urban core. The future of the Mohawk Valley depends on an aggressive, regional smart-growth campaign, and Rome Cable certainly is an undeniable success in that regard."

Partnering with other forward thinking municipalities, organizations and companies will result in similar projects and continue to escalate the Mohawk Valley as a desired area for companies to prosper.



From left to right: Tom Higgins, National Grid; Chris Mercurio, City of Rome; Ken Tompkins, Empire State Development; David Grow, OCIDA; Kirk Hinman, Rome Strip Steel; Shawna Papale, EDGE; Fred Arcuri, EDGE; Robert Angelicola, Rome Community Brownfields Restoration Corporation; Peter Ouderkirk, New York State Department of Environmental Conservation; and Mayor James Brown, City of Rome



## mvEDGEucators

A priority and challenge of the Mohawk Valley has always been how to retain and return our young professionals to the area. Another is having a qualified workforce to fill positions in our key industry clusters and variety of companies.

Mohawk Valley EDGE recognized these issues and responded by creating mvEDGEucators in partnership with the School and Business Alliance (SABA) and the Workforce Investment Board (WIB). The development update and roll out is supported by HSBC and Bank of America.

The main goals of mvEDGEucators:

- Expose students to job and career opportunities in the Mohawk Valley
- Inform students and teachers of the skills necessary to enter and excel in these jobs and careers
- Explain the impact of industries in the Mohawk Valley

The mvEDGEucators format includes a presentation by an EDGE representative and an informative video that was created to share with area schools. The video reaches out to high school students and has been presented in ten schools to hundreds of students throughout Oneida County.

The presentation aids students to make informed career decisions by seeing what industries, companies and jobs are available right in their backyard.

The second generation of the mvEDGEucators video was recently developed by a team from Leadership Mohawk Valley. It highlights young professionals sharing in their own words where they work, what their responsibilities in their job are and most importantly, why they returned to or remained in the Mohawk Valley. Those answers range from quality of life, recreation choices, proximity to family, four seasons and low cost of living. It even makes practical comparisons to the young viewers to what a night out may cost in our area versus a larger metropolitan area, and what a house costs here to own versus one in an area such as Silicon Valley. It is designed to get students thinking about what their individual goals are and how they can achieve them right here in the Mohawk Valley.

mvEDGEucators introduces a wide range of industries: Advanced Manufacturing, Aviation/Military, Biosciences, Construction, Information Technology, Distribution, Education, Healthcare, Human Services, Law Enforcement, Nanotechnology and being an entrepreneur.

Average salary ranges are shared with students for the jobs within the industries and reminds young viewers of the 11 local colleges that they can attend that offer degrees and classes that will help them succeed in any of the industries mentioned.

Having the message come from young people, who high school students can relate to, is resonating. After seeing the video, students may partake in a job shadowing experience at one of the companies or industries they saw. Internships can be another way for students to start really exploring their field of interest and help them connect directly to educational and future employment opportunities right in the area.

Howard Mettelman, EDGE board member and District Superintendent of Oneida-Herkimer-Madison BOCES states, "This effort is a direct result of the leadership and vision of EDGE and a strong partnership with education. Education plays a critical role in economic development for our region, and the area schools take that very seriously. We need to get our workforce ready to fill jobs in existing *and* up and coming industries and we need to keep our young people here."

Howard continues, "This program speaks directly to the core mission of our career development efforts at BOCES. I'm proud to be a part of its implementation and also proud to be on the board of EDGE - an organization that is constantly looking ahead and planning for our area's future through successful, grass roots projects like mvEDGEucators."

mvEDGEucators can help reverse the trend of young people leaving the region while addressing the concern of businesses that they cannot fill jobs. It is influencing the decision making process of students and shows them specific career tracks that can lead to success in so many ways.

**The mvEDGEucators video can be viewed at [www.cmvh.org/videos.asp](http://www.cmvh.org/videos.asp)**



## Oneida County Business Park

The Oneida County Business Park (OCBP) in Oriskany is home to 33 businesses with approximately 3,000 employees and boasts 2,500 acres. Since the 1960's, the park has grown organically, never adopting a Master Plan. In 2009, EDGE commissioned a Master Plan with funding by Oneida County and National Grid.

Despite the current physical appearance, there is an opportunity now to prepare the park for business growth and to turn the park into a thriving commercial and industrial center for Oneida County and the Mohawk Valley.

A redevelopment plan and design guideline study was released in October, 2009 for the park. The study undertook an extensive analysis of the real estate market, the regional economy and park conditions, potential scenarios and parcelization strategies. It identified potential industries for growth transportation & warehousing, finance & insurance, professional, scientific and technical services, manufacturing.

EDGE supported the project since the beginning – assisting in securing funding for the study to be completed and the overall design guidelines. They worked with the team to choose the most appropriate redevelopment scenario and created a 3-phase plan. EDGE's focus will now shift to working piece by piece on parts of the plan.

The park's master plan includes:

- addition of sidewalks
- redesigned streets
- creation of trails and community recreation fields
- promotion of a diverse mix of business and building types
- a business park center with a more urban character - shops, restaurants and other service retail, public spaces for eating and gathering
- hierarchy of roadways to enhance access
- wayfinding signage throughout the park
- a flexible framework for future development that will guide the park as it grows

Some road paving has already been started with commitments from the Town of Whitesboro and Oneida County committing to additional paving and maintenance. Sewer and drainage repairs are planned

and the water systems are being studied for efficiency. An identity for the park is also in the works, which will be the springboard for additional signage and communications. Monthly meetings of the Oneida County Working Group have been underway and include representatives from EDGE, the county utilities, Mohawk Valley Water Authority, township, business representatives from the park and other government and area leaders, all working together on advancing this important project.

Frank Behlmer, EDGE board member and executive vice president and chief operating officer of global operations for BNY Mellon, was one of the initial catalysts for the conversation on redevelopment of the park. BNY Mellon's Oriskany Operations Center has been located at the park for over 20 years and has put a significant amount of investment into their building from landscaping to infrastructure.

"The park overall needs to have a more professional appearance. It is important to us to have healthy businesses around us, to have a place that our employees are motivated to come to every day and that is welcoming to our international guests."

BNY Mellon welcomes over 300 banking visitors to their OCBP location each year, and approximately 70% of them are from foreign countries. This location is a showcase center for the global company and they want to leave a great impression with their visitors.

BNY Mellon employs 845 people at the park alone. A good portion of those that work with them are young professionals – in their 20s and 30s – and quality of life is very important to them. To have an appealing, safe and multi-use place to come to work will raise morale and also allow the employees to become ambassadors for not only their job, but for the entire area.

"This project is beyond developing an appealing hub for business - it's also about investing in our intellectual capital. Every pair of eyes that sees the improvements will have increased confidence in the economy, in business growth, in the area and its potential and also for quality of life.



From left to right: Eugene Quadraro, OCIDA Board Member; Shawna Papale, EDGE and Frank Behlmer, Executive Vice President and Chief Operating Officer of Global Operations for BNY Mellon and Mohawk Valley EDGE Board member

### MADE LOCALLY. SOLD GLOBALLY. SOLO SCIENTIFIC

Formed in October, 2007, Solo Scientific has seen incredible growth – after being a finalist in the Mohawk Valley Emerging Business Competition in 2009, sales quadrupled. While the company's primary product and research focus is hydrogen fuel cells, what has really taken off for them and helps fund the work they are doing on their main product – the Aurora Fire Starter.

The Fire Starter is a survival tool that will work in any environment and is proudly made in the USA, utilizing many local businesses. Vendors in Utica are used for steel and aluminum and local machine shops help support orders that have grown from 300-400 pieces up to batches of 5,000. In a short time, 400-500 dealers are now carrying the home grown invention across the country and five distributors help them get sold around the globe. They are sold in 8,000 army/navy stores, through dealers in Australia, Germany, the Netherlands, France and Canada and are also used on four military bases. The company recently found out that their product made the trip up Mt. Everest with a seasoned mountain climber from California!

As with any new business, growth needs to be managed and challenges arise. Solo Scientific's quick growth and increase in orders led to them running out of inventory.

The relationship with EDGE that started during the Emerging Business Competition continued when the company was looking for funding to assist with keeping up with their inventory. A call to EDGE president Steve DiMeo began a process of guidance and eventually led to a loan of \$28,000 and additional funding and support from Rome Savings Bank to help the company fulfill orders quickly and keep sales flowing.

Solo Scientific founder Andy Putrello, who grew up in the Mohawk Valley and spent time in Los Angeles, shared what it's like to start a business from scratch

and grow it in our area. "This is where I want to raise my kids, I love the Adirondacks, and we're making this happen. There is great opportunity to bring money into our local economy from all over the world to sustain us and allow us to help other businesses here. Sales that we make globally spur money back to us in Utica and we can then hire machine shops and vendors right here to help us make the product. It helps everyone."

Solo Scientific uses internet advertising through Google, Bing and Yahoo to drive sales to both potential dealers and end customers. Marketing efforts are also done regularly in other states. Andy has driven 60,000 miles in the past two years to solicit dealers and show demos of the product. A licensed pilot, he's now taking to the skies to continue intense marketing in additional states.

"Our company lives by the motto of 'made locally, sold globally' and that's how we can grow as a company and help the local economy at the same time." Andy shares. "It's a lot of blood, sweat and tears to start a company – but we're finally figuring it out!"



*The Aurora Fire Starter*

### FAST GROWTH. SOLID PLANNING. DELTA HARDWOODS

Delta Hardwoods located in Lee Center is a new business start up as of September 11, 2009. Their rapid start up and success shows that a small business, producing a premium product, can start up and thrive in the Mohawk Valley, even in a year that made many companies shudder. "Not that the first year didn't hand us any challenges!," shares president Randy Bowers. "Some mechanical issues with a piece of equipment forced us to pull that piece of the plan from year five to year one, but overall, our progress has been beyond what we could have hoped for."

Delta landed a three-year contract to exclusively manufacture product for Green River Flooring/American Heritage Flooring out of Oswego, New York and are working on other partnerships that will increase their growth and annual sales dramatically. 100% of Delta's sales are domestic and when looking for vendors, local is preferred. The new piece of machinery mentioned above will be coming from Portland, Oregon – the other company that they could have purchased it from was in Germany. 90-95% of their raw material is also from the U.S. where the species are native, most coming from New York, Pennsylvania and New England states. The other 10% comes from Quebec.

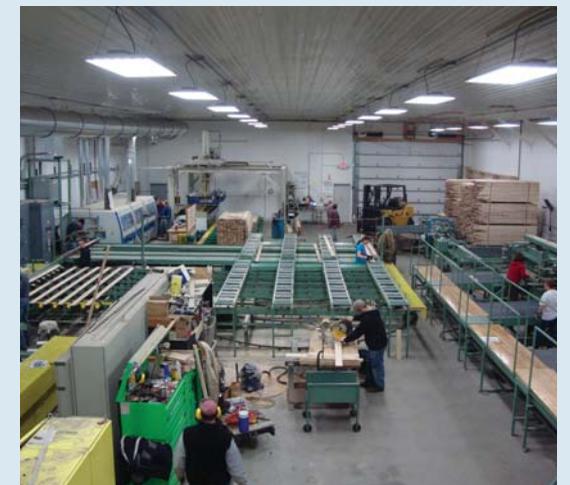
A recent quality study on the plant operations left reviewers blown away. Delta's product quality and procedures shadow those of other flooring manufacturers – from the consistency of cutting wood down to the 1/1,000th of an inch, to shipping and receiving procedures. Randy is nothing short of humbled and pleased when reporting this. "Everybody is important in a success story," he says, "from those out marketing to those that are in charge of maintenance of the building. Every tiny bit of effort makes a huge difference and sets a tone of quality that will become ingrained in our culture."

Mohawk Valley EDGE assisted Delta Hardwoods with a \$50,000 loan from the Rural Development & Agri-

Business Assistance Program. Along with funding from Rome Savings Bank, the money is being used to renovate a building, make improvements, buy equipment, tools and supplies and provide working capital. Delta went from 0 to 18 employees in just over a year and expects to increase employment to around 30, with the possibility of adding a second shift.

Randy shares that his experience with EDGE was very positive. "I can't say enough about my EDGE representative, Peter Zawko. From putting together the process of the loan package to site visits to see how we were progressing, he really was there for us."

The Oneida County Rural Development & Agri-Business Loan Program is designed to support rural economic development and agri-business ventures by securing financing not normally available through traditional channels. The program is designed to provide low interest loans to help small, existing or startup companies provide new job opportunities, keep existing jobs and broaden the tax base in eligible rural areas of Oneida County. Funding for the Rural Development & Agri-Business Program is through a grant to Oneida County from the New York State Office of Community Renewal.



*Delta Hardwoods*

### CYBER SECURITY GROWTH AT GRIFFISS

# ASSURED INFORMATION SECURITY, INC.

Assured Information Security, Inc. (AIS) was founded in 2001 as a software company that focused on research elements of critical Air Force and DoD cyber technology requirements. AIS, Inc.'s capabilities include cyber technology, command and control, human effectiveness and signals. AIS, Inc. grew to become a leader in this highly dynamic and emerging technology, supporting several customers across the federal government. By 2005, they had operation locations in New York and Oregon. They have been recognized twice by Inc. magazine as one of the fastest growing companies in the United States. AIS, Inc. has built strong collaborations with other defense contractors and more than a dozen highly regarded universities including MIT and Harvard.



Groundbreaking ceremony at AIS's new location in September, 2010

AIS, Inc.'s founding principles stem from their vision to be creators and defenders of a secure cyberspace where citizens have the safety and security to operate and conduct business with confidence and efficiency.

In January, 2006 they took occupancy of new research facilities in Rome, but in four short years they outgrew them. Ground was broken on September 20, 2010 on a new 46,305 square foot corporate headquarters for AIS, Inc. at Griffiss Business and Technology Park at the junction of Route 825 and Brooks Road – the former site of EDGE and Griffiss Local Development Corporation (GLDC) offices.

Construction of the two-story building is estimated at \$10.585 million. Financing for the project came from

multiple sources. Empire State Development provided \$1 million in funding to support the project and Cardinal Griffiss Realty, a subsidiary of GLDC/EDGE, financed it with \$5.6 million in various loans including \$1.585 million from Oneida Savings Bank and \$2.386 million in New Market Tax Credits through US Bancorp Community Development Corporation.

The company expects to add 39 employees over the next three years and its current space just couldn't accommodate that type of growth. They will initially utilize 36,000 square feet of the new building and reserve 10,000 square feet for future expansion.



Rendering of AIS's new corporate headquarters

The new facility is planned to be operating by the end of 2011.

"This new facility not only solidifies our commitment to this area, but will also help us compete on a national scale for talent and resources to support research and development of computer network security technologies." President and CEO Charles Green said.

The presence of AIS, Inc. at Griffiss adds to a growing cluster of cyber security-focused companies spurred by the proximity to the Air Force Research Laboratory, a cornerstone of Central New York's growing IT corridor.

### UTILIZING EXISTING ASSETS

# PREMIER AVIATION

Premier Aviation Inc., with its corporate headquarters located in Trois Rivieres, Quebec completed its purchase of the assets in October, 2010 of Empire Aero Center (EAC) and assumed occupancy of the hangar space previously subleased by EAC at Griffiss International Airport. The facility consists of approximately 379,000 square feet of space, with three wide body hangar bays, back shops, administrative offices and also includes 13.5 acres of aircraft ramp space. One of Premier's hangar bays is a fully equipped strip and paint facility. Premier has started with 73 mechanics and administrative staff. Employment is expected to increase to 275 over the next five years based on anticipated sales growth.



Premier's paint facility

When EAC downsized their workforce, Premier took notice and approached Oneida County and EDGE about a possible expansion at Griffiss International Airport. 394 Hangar Road Corporation, a subsidiary of EDGE, is the landlord for the hangar property. They negotiated a sublease for Premier, as well as reaching an agreement with IAI North America to release EAC from their existing lease.

Countless hours were devoted to leveraging the aviation assets that have been developed at Griffiss, manage the multi-party transactions and review the region's skilled aviation work force.

The hangar property never sat empty during the transition due to a contract secured by IAI North America with DS2 for maintenance of C-5 aircraft. The timing, the strategic investments made at Griffiss International Airport – including the MVCC A&P School – and the improvements to the EAC hangars were major factors in Premier's decision to select Griffiss for its U.S. expansion.

The collaboration between IAI North America, EDGE, Oneida County and Premier also helped provide an orderly transition from EAC to Premier.

"It is core to our mission," shares Steve DiMeo, "to assist in recruiting and helping a new business come to the area. Premier is a perfect example of that."



Employees of Premier Aviation

# What's Happening at Griffiss



Driving through Griffiss Business and Technology Park, improvements and construction can surely be seen. There is work being done that is adding to the aesthetics of the park and many more projects in motion behind the scenes.

## Griffiss Local Development Corporation Projects:

- Converting B440 into a combined GLDC-GUSC maintenance facility
- Renovation of B780- this is the new EDGE office and lease space for additional companies.
- Parking lot expansion – B798- this was to accommodate the additional employees of BAE parking at the Griffiss Institute
- Griffiss International Sculpture Garden- this year EDGE commissioned two sculptures; Land Forms, Contemplating Sisyphus. GLPA purchased (added to permanent collection): Argonaut and Peels
- Rail Refurbishment Project
- Demo projects - tore down former EDGE office, finished site-work around demolition of former dormitories
- Purchase of TJL Enterprises – GLDC Grounds Maintenance Operations



"PEELS"  
John Von Bergen, 1975



"ARGONAUT"  
Jonathan Kirk, 2006



Demolition of former dormitories



New EDGE location on Phoenix Drive

## Economic Development Projects:

- Cardinal Griffiss Realty, LLC – construction is underway for Assured Information Security, Inc.'s new corporate headquarters. (see page 14 for full story).
- BAE Occupancy of 1st floor of B798 - BAE signed a lease for 12,000 square feet of Class A, LEED certified space. They now occupy the first and second floor of the addition built onto the Griffiss Institute.
- Premier Aviation – DS-2 project. Senators Schumer and Gillibrand along with Congressman Arcuri led the charge for a DS 2 Military contract to be awarded to the former Empire Aero Center. This contract was assumed by Premier Aviation. (see page 15 for full story).
- Growth at Griffiss International Airport include the lease of Building 100 to Midair USA, a MRO company and improvements to the runway.



Employees at Premier Aviation

# What's Happening at Marcy NanoCenter



- EDGE, SUNY Research Foundation and SUNYIT finalized a Project Development Agreement (PDA), which will give EDGE the ability to begin development of the 311 acres
- Utilizing over \$27.2 million in grants from NY State, National Grid, OCIDA and EDGE for engineering, professional services, marketing, infrastructure improvements and site development activities.
- Edic bypass road's design has been completed and an RFP will be going out to bid. The new four-lane highway will be able to handle large volumes of traffic and the full impact of the Marcy NanoCenter.
- Capital investment projects also underway: Water and sewer improvements, relocation of power lines, Wetlands Mitigation Plan



## Impact a semiconductor fab would have on the Mohawk Valley

The semiconductor industry has spurred great economic growth in key areas across the country. Not only do the manufacturers generate revenue, but they tend to attract a multitude of spin-off companies and support other growth. Employees working in fabs hold advanced degrees and possess skills necessary to technology fields. Education is a priority for semiconductor companies and its employees.

Communities with semiconductor companies benefit tremendously. Employees volunteer and give back to their communities and there are partnerships forged with local schools and colleges. The local economy is boosted with additional spending, recreation, home buying and more by a well paid, well educated workforce. The quality of life in the Mohawk Valley, which is already enviable with our low cost of living and proximity to unique recreational activities, would be escalated with an expanded presence of the semiconductor industry.



The PDA signing: SUNYIT president Dr. Bjong Wolf Yeigh, Chief Executive Officer of CNSE Dr. Alain E. Kaloyeros, Senator Joseph Griffo, Dr. Nancy L. Zimpher, Chancellor of State University of New York, Assemblywoman RoAnn Destito, County Executive Anthony Picente and EDGE president Steve DiMeo

# READYING THE FUTURE WORKFORCE. BUILDING AN INDUSTRY CLUSTER. CYBERSECURITY IN THE MOHAWK VALLEY



Cyber security professionals are in high demand throughout industry and government sectors. Public awareness of the potential for devastating “cyber attacks” on the nation’s critical information infrastructure is high, and terms such as “hacker,” “identity theft,” and “botnets” are commonplace. Cyber attacks target everything from classified government information to business and trade secrets, to individual financial records. Increasingly, legislative efforts have mandated high levels of information accountability for both government and private institutions.

Perhaps the most important emerging issue in networking and computing today is the issue of information security. The federal government has identified a critical national need for workers in this field. The Utica-Rome area has a special need for network and computer security professionals due to the presence of Rome’s Air Force Research Laboratory-Information Directorate headquarters, and this program will help address the increasing demand for cyber security professionals in both government and private industry.

With so many businesses and government agencies in Oneida County specializing in cybersecurity, there is a pressing need to prepare the local workforce with the training necessary for employment in this emerging industry. Our local educational institutions are ready.

**SUNYIT’s** Bachelor of Science degree program in Network and Computer Security (NCS), launched in the fall 2010 semester. The development of NCS was the result of high-tech workforce demand for such a program

to prepare people for employment at the Air Force Research Laboratory (AFRL) and other employers in the region. Local firms are advising SUNYIT on the program’s curriculum, are accepting NCS interns, and anticipate hiring graduates of the program. SUNYIT offers both a bachelor’s and master’s degree program in telecommunications and computer science.

SUNYIT could receive \$4.5 million from the U.S. Senate Appropriations Subcommittee on Defense to research mobile network security concerns and develop a training program to equip a cyber-security workforce. The funding is part of the 2011 appropriations bills – the Senate and House of Representatives must now pass the measure and the president must sign it into law before SUNYIT can receive it.

**Mohawk Valley Community College** received a \$2,778,237 Community-Based Job Training Grant from the U.S. Department of Labor to implement the Upstate New York Cybersecurity Training Initiative that will provide training for 2,090 people through a partnership of 5 colleges and local adult education providers. It will provide training in mathematics, operating systems, network fundamentals, security, and computer science training to dislocated workers, adults and disconnected youth so they can enter cybersecurity careers.

MVCC is actively engaged with many corporate and not-for-profit partners to deliver credit-and non-credit learning opportunities at all levels in the fields of cybersecurity and information assurance. Classes are offered at every

level from entry to expert. It will provide a sector specific skills development program to help workers in manufacturing, finance and other sectors shift career areas into the growth field of cybersecurity. It will also provide higher skills training, allowing existing entry-level workers to move into better paying jobs by creating training scholarships. Certification options through MVCC’s CyberJobs program range from a basic training certificate to the advanced Cisco and Microsoft credentials sought by today’s employers.

A leader in economic crime programs for over 20 years, **Utica College** designed a suite of economic crime, computer forensics, cybersecurity and information assurance programs that combines state-of-the-art practices in intelligence and forensics. The college’s bachelor’s degree in cybersecurity has grown exponentially since it started in 2006 with 12 students to 237 students today.

The first of its kind in the nation, UC’s masters degree offers an emphasis on intelligence and the global complexities of infrastructure operation and protection. The degree is offered on line, with two residencies in the world-class Economic Crime and Justice Studies building at Utica College. UC is home to the Computer Forensics Research and Development Center (CFRDC); the Economic Crime Institute (ECI); and the Center for Identity Management and Information Protection (CIMIP) of Utica College, which has garnered national attention for its landmark study of perpetrators of ID theft. UC works closely with the Utica Police Department as well as regional and national government and law enforcement

agencies, and has an unheard-of job placement rate for the cybersecurity undergraduate degree - now at 90 percent, down from 100 percent just a year ago.

**Herkimer County Community College** developed their Cybersecurity program in 2004 as the result of the College’s faculty and advisory board’s drive to stay on the cutting edge of law enforcement education. HCCC has the only associate degree program in cybersecurity in the region. With an average enrollment of nearly 40 students, online and on-campus students benefit from faculty who have worked in the field of cybersecurity and bring to the classroom real-world experiences and knowledge. In 2005, HCCC made an initial investment in computer forensic and information security equipment for what would become the Cybersecurity/ECI lab with more than one million dollars worth of cutting edge computer forensic and information security applications and software. Because the field of cybersecurity is constantly changing, the faculty, in conjunction with various law enforcement agencies and private sector employers, developed the concept of a dynamic curriculum that is continually reviewed and modified, making it one of the most progressive Cybersecurity degree programs offered by a community college.

[www.sunyit.edu](http://www.sunyit.edu)  
[www.utica.edu](http://www.utica.edu)  
[www.mvcc.edu](http://www.mvcc.edu)  
[www.herkimer.edu](http://www.herkimer.edu)

## Support and Revenue

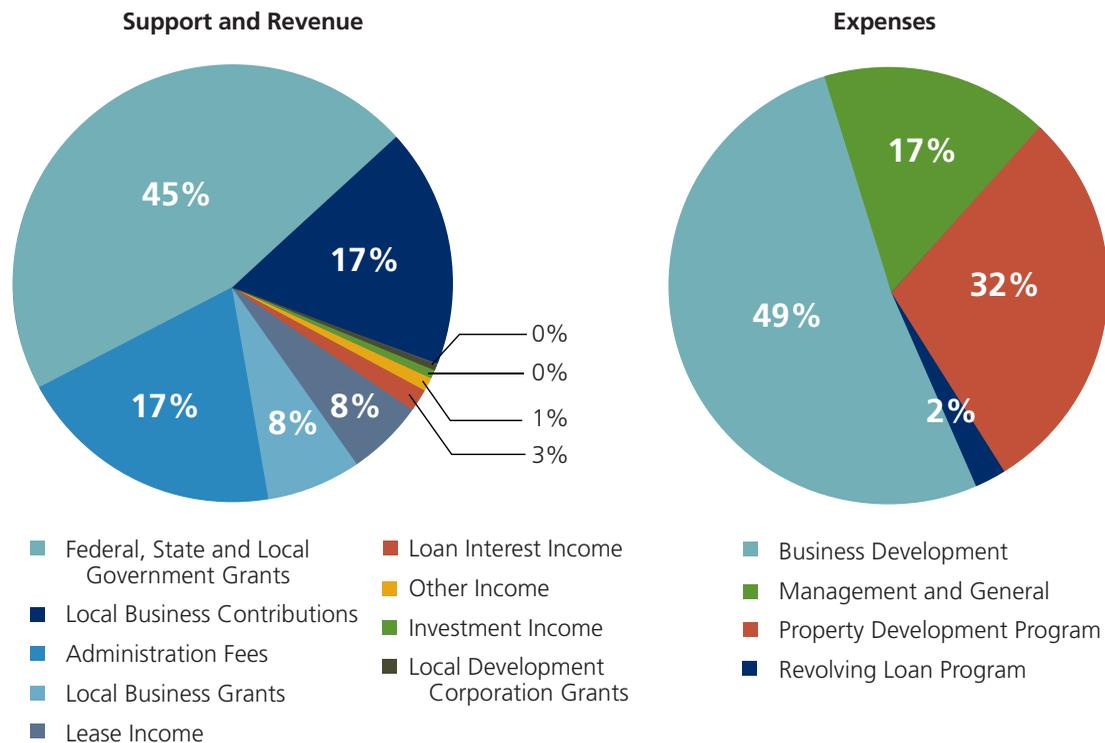
	Dollars	Percentage
Federal, State, and Local Government Grants	2,292,221	45%
Local Development Corporation Grants	15,000	0%
Local Business Grants	387,733	8%
Local Business Contributions	855,120	17%
Lease Income	414,587	8%
Loan Interest Income	162,473	3%
Investment Income	23,734	0%
Administration Fees	873,532	17%
Other Income	43,828	1%

**5,068,228 100%**

## Expenses

Business Development	2,516,860	49%
Revolving Loan Program	92,917	2%
Property Development Program	1,638,669	32%
Management and General	869,987	17%

**5,118,433 100%**



## Assets

### Current Assets

Cash and Cash Equivalents	\$ 6,018,415
Grants Receivables	668,545
Other Receivables	35,056
Due from Related Organization	3,495
Prepaid Expenses	68,567
Notes Receivable - Current	416,899
<b>Total Current Assets</b>	<b>7,210,977</b>

### Investment and Other Long-Term Assets

Investment in Subsidiaries	15,531,135
Deposits Held with Trustees	146,513
Deferred Tax Asset	0
Notes Receivable, Net	3,927,051
<b>Total Investment and Other Long-Term Assets</b>	<b>19,604,699</b>

### Capital Related Assets

Bond Issuance Costs	204,441
Lease and Loan Acquisition Costs	0
Property and Equipment, Net	4,384,019
<b>Total Capital Related Assets</b>	<b>4,588,460</b>

**Total Assets \$ 31,404,136**

## Liabilities and Net Assets

### Current Liabilities

Line of Credit	\$ 0
Current Maturities of Long-Term Debt	214,936
Accounts Payable and Accrued Liabilities	537,637
Due to Related Organizations	315
Refundable Advances	1,183,143
Deferred Revenue and Deposits	0
<b>Total Current Liabilities</b>	<b>1,936,031</b>

### Long-Term Liabilities

Compensated Absences	59,988
Long-Term Debt	3,834,540
<b>Total Long-Term Liabilities</b>	<b>3,894,528</b>

### Net Assets

Members' Equity and Retained Earnings (Deficit)	0
Unrestricted	25,513,227
Permanently Restricted	60,350
<b>Total Net Assets</b>	<b>25,573,577</b>

**Total Liabilities and Net Assets \$ 31,404,136**

### Financial Data

EDGE 2009 Audited Financial Statements were prepared by D'Arcangelo & Co., LLP, and does not include EDGE subsidiaries.

# EDGE BOARD

## Chair of the Board

John F. Buffa  
NBT Bank N.A.

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Carbone Management Group

## Vice Chair

Laura Casamento  
Utica College

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Adjusters International

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CONMED Corporation

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Mark Reynolds

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Stephen B. Waters  
Dr. Bjong Wolf Yeigh  
Richard Zdyb

Rome Chamber of Commerce  
The Genesis Group  
Bank of New York Mellon  
Rome Memorial Hospital  
MacClark Corp.  
McMahon and Grow  
National Grid  
Northland Communications  
Indium Corporation of America  
Charles A. Gaetano Construction Corp.  
Cathedral Corporation, Inc.  
Gilroy, Kernan & Gilroy  
Oneida Nation Enterprises LLC  
Harden Furniture, Inc.  
Rome Strip Steel Co. Inc.  
Wolfe News Service, Inc  
Hummel's Office Plus  
Utica College  
Oneida Savings Bank  
Mohawk Valley Chamber of Commerce  
First Niagara Bank  
Bank of Utica  
Mandia Int'l Trading Corp  
M&T Bank  
Matt Brewing Co. Inc.  
Rome Savings Bank  
Oneida Herkimer Madison BOCES  
Herkimer County Community College  
Utica Industrial Development Corporation  
Rome Industrial Development Corporation  
Revere Copper Products Inc.  
Faxton-St. Luke's Healthcare  
  
Utica National Insurance Group  
Pacemaker Steel and Piping Co., Inc.  
PAR Technology Corporation  
St. Elizabeth Medical Center  
ELG Utica Alloys, Inc.  
Hamilton College  
Trainor Associates  
Excellus BlueCross BlueShield Utica Region  
Mohawk Valley Community College  
Rome Sentinel Company  
SUNYIT  
Z Foodserv Inc.

**Utica Industrial Development Corporation**  
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John Livingston – Vice President  
Shawna Papale – Treasurer  
Marianne Gaige – Assistant Treasurer  
Joseph Saunders – Secretary

Tom Bashant  
Sam Berardino  
Alexander Carbone  
Frank Elias III  
L. Michael Fitzgerald  
William Gaetano  
Mary Ann Hallak  
Joe Johnson  
John Kenealy  
William Kline  
Alfred Kupiec  
Brian Loughlin  
Thomas Nelson  
William Nicholson  
Edward Paparella  
Michael Parsons  
Morris Pearson  
Anthony Picente  
David Roefaro  
Gary Scalzo  
Valerie Sitler  
Steve Smith  
Wesley Smith  
John Snyder  
John Spellman  
James Stewart  
Philip Williams

**Rome Industrial Development Corporation**  
William F. Nicholson – President  
R. Craig Summers – Vice President  
Dennis Surace – Treasurer  
Mark Kaucher – Secretary

Deborah A. Adamo  
Greg Amoroso  
Robert Angelicola  
John E. Benner  
Brian Bivona  
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Charles Green  
William K. Guglielmo  
Terry Hartman  
Paul Panara  
Lynn Rosen  
Sid Stockholm  
James Sullivan  
Stephen B. Waters  
Erin E. Weiman

## Griffiss Local Development Corporation

Frederick J. Tillman – Chair  
Raymond Urtz – Vice Chair

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James F. Brown  
Elis DeLia  
Kevin Martin  
John J. Mazzaferro  
  
F. James Mumpton  
Anthony J. Picente  
Donna J. Skibitski  
Matthew Sisti  
Frank Vetrone  
Thomas A. Zalocha

## Oneida County Industrial Development Agency

David C. Grow – Chair  
Natalie Brown – Vice Chair  
Shawna Papale – Executive Director/Secretary

Eugene F. Quadraro  
Ferris Betrus  
Michael Valentine  
Michael Fitzgerald  
Stephen Zogby

## Griffiss Park Landowners Association

John Costello – Chair

Mark A. Pfisterer  
Frank Sanzone  
Steven J. DiMeo  
Douglas W. Bartell  
Robert Angelicola

## Elected Officials

*Mohawk Valley EDGE would like to thank the elected officials for their commitment to ensuring the growth of the Mohawk Valley.*

Governor David Paterson  
Senator Charles Schumer  
Senator Kirsten Gillibrand  
Congressman Michael Arcuri  
Senator Joseph Griffo  
Senator James Seward  
Senator David Valesky  
Assemblymember RoAnn Destito

Assemblymember Marc Butler  
Assemblymember David Townsend, Jr.  
Assemblymember William Maggie  
Oneida County Executive Anthony Picente, Jr.

Oneida County Legislators Chairman Gerald Fiorini  
Oneida County Legislators Herkimer County Chairman Raymond Smith  
Herkimer County Legislators Mayor James Brown  
Mayor David Roefaro

# STAFF



**Steven DiMeo**  
President



**Shawna Papale**  
Senior Vice President Economic  
Development and Administration



**Mark Reynolds**  
Senior Vice President  
Planning and Development



**Julianne Cardone**  
Controller



**Frederick Arcuri**  
Vice President -  
Economic Development



**James Castilla**  
Vice President -  
Economic Development



**Mark Kaucher**  
Vice President -  
Economic Development



**Peter Zawko**  
Vice President -  
Economic Development



**Timothy Dunn**  
Vice President - Marketing and  
Business Development



**Mary Rizzo Bonney**  
Vice President  
Marketing and Communication



**Lorna Perry**  
Grants and Benefits Administrator



**Heather Manning**  
Administrative Assistant

## 394 Hangar Road



**Jennifer Waters**  
Marketing/Communications Associate



**Rick Fox**  
Facilities Manager



**Howie Matta**  
Operations Manager

## GLDC



**Frank Sanzone**  
Facilities Manager



**Paul Brodfuehrer**  
Facilities



**Ted Lojba**  
Facilities



**Elizabeth Washburn**  
Facilities

# SUPPORTERS

Adirondack Bank  
Adjusters International  
Alion Science & Technology  
Alliance Bank  
AmeriCu Credit Union  
Bank of Utica  
Barton & Loguidice, P.C.  
Basloe, Levin and Cuccaro  
Beeches Inn & Conference Center  
De Iorio's  
Bergmann Associates  
BNY Mellon  
Bonacci Architects  
Bond, Schoeneck and King  
Briggs & Stratton  
Buinic Consulting  
Burrows Paper  
C-Flex Bearing Co. Inc  
Carbone Auto Group  
Cathedral Corp  
Charles A. Gaetano Construction  
ConMed  
D'Archangelo & Co.  
ECR International  
Excellus Blue Cross Blue Shield  
Express Systems Integration  
Family Dollar  
Faxton- St.Luke's Healthcare  
First Niagara  
First Source Credit Union  
Fountainhead Group  
FPM Group  
F.X. Matt Brewery  
Getnick, Livingston and Atkinson  
Gilroy, Kernan & Gilroy  
Hamilton College  
Harden Furniture  
Hart's Hill Inn  
Herkimer County Community College  
Holland Farms  
HR Beebe Inc  
HSBC Bank  
Indium Corporation  
J & B Installations  
LaRoma Pizzeria  
Len Popyack

M & T Bank  
M & L Trucking  
M.A. Polce  
March Associates  
McCraith Beverages  
McMahon & Grow  
McQuade & Bannigan Inc.  
Mohawk Valley Community College  
MVATC  
National Grid  
NBT Bank  
Northland Communications  
NYBDC  
O'Brien & Gere  
Oneida Financial Corporation  
Pacemaker Steel & Piping  
Plumley Engineering  
Pomeroy Appraisal  
Professional Transmission  
R-Tronics  
RCIL  
Revere Copper Products  
Richard Alexander & Co.  
Rome Memorial Hospital  
Rome Savings Bank  
Rome Sentinel  
Rome Strip Steel  
Saunders Kahler LLC  
Savoy Joseph  
Scalzo, Zogby & Wittig  
Shumaker Engineering  
Sovena, USA  
Strategic Financial Services  
Stropp Appraisal  
Sturges Manufacturing  
TECT Corp.  
Thomas J. Nelson & Associates  
TJL Enterprises  
Utica Alloys  
Utica College  
Utica First Insurance  
Utica National Insurance  
Vicks Lithograph & Printing Corp  
Workforce Investment Board  
Z Foodserv Inc.

## nationalgrid

National Grid supports a variety of Mohawk Valley EDGE initiatives. National Grid Strategic Marketing Grants provide dollars to drive projects including the Oneida County Business Park Master Plan, Marcy NanoCenter at SUNYIT, and direct marketing and sales calls for renewable energy development. As a vital partner to all EDGE's efforts, National Grid has been a steadfast supporter and trusted advisor.



www.cmvh.org an EDGE initiative

Facilitated by Mohawk Valley EDGE, the Call Mohawk Valley Home web portal was the project of a Leadership Mohawk Valley team and set out to accomplish three major goals: assist the economic development of the region by highlighting the assets of the Mohawk Valley, market the region to area youth and show that the Mohawk Valley is a unified and vibrant community.



Collaborating with EDGE on workforce development and mvEDGEucators.

BOCES Consortium of  
Continuing Education  
Boonville Chamber of Commerce  
Camden Chamber of Commerce  
Chamber Alliance of the  
Mohawk Valley  
Center for Economic Growth  
City of Rome  
City of Utica  
Clinton Chamber of Commerce  
The Community Foundation of  
Herkimer and Oneida Counties, Inc.  
Cornell Cooperative Extension  
Department of Labor  
Genesis Group  
Griffiss Local Development Corporation  
Griffiss Utility Services Corporation  
Hamilton College  
Herkimer County  
Herkimer County Chamber of Commerce  
Herkimer County Community College  
Herkimer County Empire Zone

Herkimer County Industrial  
Development Agency  
Kuyahora Valley Chamber  
of Commerce  
Leadership Alliance for a Vital  
Community  
Marcy Chamber of Commerce  
Metropolitan Development Association  
of Syracuse and Central New York  
Mohawk Valley Applied  
Technology Corporation  
Mohawk Valley Chamber of Commerce  
Mohawk Valley Community College  
Mohawk Valley Economic  
Development District  
Mohawk Valley Small Business  
Development Center  
New Hartford Chamber of Commerce  
New York Business Development  
Corporation  
New York State Economic  
Development Corporation  
Oneida County

Oneida County Empire Zone  
Oneida County Industrial  
Development Agency  
Rome Area Chamber of Commerce  
Rome Community Brownfields  
Restoration Corporation  
Rome Empire Zone  
Rome Industrial Development  
Corporation  
SUNY IT  
Trenton Chamber of Commerce  
United Way of the Valley and Greater  
Utica Area  
Utica College  
Utica Office of Urban &  
Economic Development  
Utica Empire Zone  
Utica Industrial Development  
Corporation  
Utica Industrial Development Agency  
Utica Music and Arts Festival  
Utica School of Commerce



Collaborating with EDGE to promote the Marcy NanoCenter at SUNYIT.



Collaborating with EDGE on project leads.

EDGE co-sponsored the Call Mohawk Valley Home Pavilion during the Boilermaker Health and Fitness EXPO.



New York's Creative Core is a region filled with REAL opportunities, SMART people, and an EASY lifestyle.

## SculptureSpace

Alumni Artists of Sculpture Space created 19 pieces of public art on exhibit in Griffiss International Sculpture Garden.



Collaborating with EDGE on workforce development and Call Mohawk Valley Home initiatives.



Collaborating with EDGE to assist small and start-up businesses.

Now into its second year, the "Made in the Mohawk Valley" display was once again a success at the Boilermaker Health and Fitness EXPO, the Rome Home Show, the Great New York State Fair and the Utica Greens Fest. Various companies from Oneida and Herkimer County donated their unique products to the display. "It gives us the chance to show not only people from outside the region, but people who live right here in the Mohawk Valley, the abundance of products and services that are available to them," said Mary Rizzo, Vice President Marketing & Communications, EDGE.

**Adirondack Bat/Rawlings Sporting Goods** - Baseball bats for Major League Baseball

**Advanced Tool** - Security fasteners

**Alfred Publishing** - Sheet music

**Andela Products**

- Producer of Recycled Materials

**Bartell Machinery** - Machines

**Bear Creek Furniture** - Furniture

**Bonide Products Inc.**

- Weed & insect control

**Bowers and Sons Hardwood Lumber**

- Lumber

**Briggs & Stratton** - Lawn mowers

**Brodock Press** - Marketing materials

**Burrows Paper** - Food wrappers

**C&H Plastics** - Custom plastic fabrication

**Casa Imports** - Variety of foods

**Cathedral Corp** - Church envelopes

**C-Bar** - Electronics

**C-Flex Bearing Co. Inc** - Bearings

**Champion Home Builders**

- Manufactured homes

**Conmed**

- Medical and surgical equipment

**CTM Corp.** - Machined parts

**Daimler Buses** - Buses

**Darman Manufacturing**

- Fabric towel dispensers

**Delorio's** - Frozen dough and

Don Pepino's pizza sauce

**Delta Hardwoods** - Hardwood floors

**Di Highway Sign & Structure Corp.**

- Highway signs

**Dutchland Plastics** - Plastic gas tanks

for Briggs & Stratton lawn mowers

**ECR International** - Furnaces

**EJ Willis** - Bells

**Eversan** - Scoreboards

**F.E. Hale Mfg. Co. Inc**

- Office and fine furniture

**F.X. Matt Brewery**

- Saranac and Utica Club

**Fermer Precision Inc.** - Machined parts

**Fiber Instrument Sales** - Wire

**Fountainhead Group Inc.**

- Sprayers & fogger

**GEA Farm Technologies**

- Farm equipment

**Goodrich** - Machined parts

**Granny's Kitchen** - Bakery/Distributor

**Harden Furniture** - Fine furniture

**Hekimer Tool & Machine**

- Machined parts

**Hermosa Corporation** - Street signs

**Homogenous Metals** - Powders, alloys

**HP Hood, LLC** - Dairy products

**Hubbard Tool & Die Corp.** - Tools & dies

**Hubbell Galvanizing**

- Galvanizing services

**Hyosung USA** - Tire cords

**Indium** - Speciality alloys and solder

**International Wire** - Wire

**Kris Tech Wire** - Wire

**Kwik-Kut Mfg. Co.** - Kitchen gadgets

**Matéflex** - Floor coverings

**Mele Enterprises** - Jewellery boxes

**Mercers Dairy** - Ice cream

**Meyda Tiffany** - Lamps

**MGS Manufacturing** - Machined parts

**Mohawk Ltd**

- Calibration & Manufacturing

**Mohawk Valley Knitting Machine**

- Machined parts

**Msi Molding Solutions**

- Plastic injection molding

**Mystic stamp** - Stamps

**New England Wood Pellet**

- Wood pellets

**Nirvana Water Co.** - Spring water

**O.W. Hubbel & Sons** - Guardrails

**Oriskany Manufacturing**

- Machined parts

**Pacemaker Steel & Piping**

- Raw materials

**PAR Technology** - Restaurant registers

**PEMS Tool & Machine** - Machined parts

**Performance Wire** - Wire

**RAM Fabrication** - Pipes

**RedCo Foods** - Tea & junket products

**Remington Arms** - Guns

**Revere Copper** - Copper

**Riverhawk** - Couplings

**SAES Getter** - Memory metal

**Sherrill Manufacturing**

- Cutlery and plating

**Smurfit Stone** - Cardboard boxes

**Softnoze USA Inc.** - Sensor components

**Solo Scientific** - Aurora fire starter

**Sovena USA**

- Olive Oil, Salad Oil, Peppers

**Sturges Manufacturing**

- Webbing and straps

**Sumax Cycle Products**

- Powder coated motorcycle parts

**Trenton Tech** - Circuit boards

**Turbo Machined Products** - Machining

**Utica Alloys** - Alloy recycler

**Utica Cutlery** - Pocket knives

**Williams Tool** - Machined parts



Made in the Mohawk Valley Display

*This annual report is dedicated  
to the life and work of*



**Robert (Bob) Traube**  
1944-2009  
Griffiss Local Development Corp.  
Board of Directors



**Christopher Destito**  
1955-2010  
Mohawk Valley EDGE  
Board of Directors



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Rome, NY 13441-4105  
(315) 338-0393 or 800-765-4990  
fax: (315) 338-5694  
info@mvedge.org

**EDGE websites:**

[www.mvedge.org](http://www.mvedge.org)

[www.MarcyNanoCenter.com](http://www.MarcyNanoCenter.com)

[www.GriffissBusinessPark.com](http://www.GriffissBusinessPark.com)

[www.CallMohawkValleyHome.org](http://www.CallMohawkValleyHome.org)