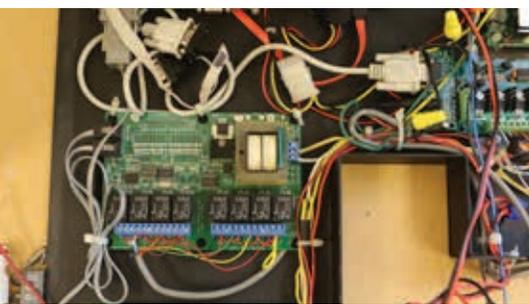




Empire State Development

Annual Report 2017





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— A MESSAGE FROM HOWARD ZEMSKY —

Economic Development is a team endeavor, and ESD appreciates the confidence and the commitment of resources from the Governor and the Legislature to help carry out the mission of economic development across the state. I want to thank the members of our Board, who serve on a voluntary basis and provide important input and oversight. More than 500 employees work hard every day to accomplish our mission. The work of all ESD departments is reflected in all that we do and all we have highlighted in this report: Legal, Real Estate and Development, Finance, Marketing, Public Affairs, Innovation and Broadband, Human Resources, Minority and Women's Business Development, Small Business and Technology Development, Public Policy, Planning & Incentives, Economic Analysis and Research, Information Technology, Administration and more-unsung heroes all of them!

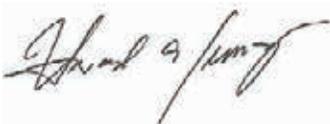
We are also grateful for the local governments and economic development non-profits that partner with us. My final thanks go to the private sector businesses, which invest their capital, assume risks, compete every day and manage change at an accelerating rate; they are the ones who create real wealth and employ the people that Governor Cuomo calls the best workforce in America.

This first-ever comprehensive annual economic report highlights the vast array of activities ESD is involved with, reflecting Governor Cuomo's holistic approach to economic development:

- Making place-based investments to help revitalize downtowns, in cities, towns or villages. Many regions have lost too many young adults over many decades, and we are working to create places they will want to return to and stay. This revitalization includes restoring historic buildings, activating waterfronts, encouraging transit-oriented development, creating vibrant mixed-use districts and more.
- Developing the state's workforce through training, by aligning skills with available jobs, is a must if we are going to continue to grow the economy. For example, recognizing the demand for STEM-related skills is essential to providing opportunity for New Yorkers to obtain interesting and gainful employment, and it's also important for industries that are in need of a robust, well-trained workforce to compete successfully.
- Supporting tradable sectors by providing businesses with loans, grants or tax credits to incentivize them to make investments, grow employment in New York State, and export products and services.
- Fostering innovation, primarily through ESD's Division of Small Business and Technology Development where we support NYSTAR's Centers of Excellence, Centers for Advanced Technology, Manufacturing Extension Partnership Centers, Innovation Hot Spots and Certified Business Incubators. We also fund business plan competitions and encourage collaboration between industry and academia.

This report highlights all of these strategies throughout and also includes a section of detailed statistical information. Extensive additional information on thousands of economic development projects throughout the state is available on our website.

Our strategy is not only providing positive economic results in the short term but also planting seeds for sustainable economic prosperity over the long term. There are no quick fixes for regions that have suffered decades of decline; however, by implementing Governor Cuomo's plan to revitalize downtowns, grow innovation, train the workforce, and invest with businesses that grow jobs, we have created a robust recipe for success. The results of that success are being felt, every day, throughout the state.



Howard Zemsky
President and CEO of Empire State Development



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— MISSION —

The mission of Empire State Development (“ESD”) is to promote a vigorous and growing state economy; encourage business investment and job creation; and support diverse, prosperous local economies across New York State through the efficient use of loans, grants, tax credits, real estate development, marketing and other forms of assistance.

To support our economic development mission, ESD:

- Invests strategically in infrastructure, innovation, place-making and revitalization, tradable sectors, and workforce development
- Is transparent and responsive to the needs of diverse communities across the state through the active participation of the Regional Councils
- Supports the retention and health of existing businesses, the retention of populations, and the development of new businesses and industries that will contribute to the development of the 21st-century economy
- Promotes equality of economic opportunities for minority- and women-owned businesses (“MWBEs”)
- Provides early-stage support for new ventures, including the research and development of new technologies
- Strengthens New York State’s innovation-based economy through partnerships with our acclaimed universities, promoting entrepreneurialism through the development of incubators and next-generation manufacturing and technology hubs across the state



— OUR INVESTMENT STRATEGY —

New York State drives economic growth by making investments that build on four strategic pillars.

Placemaking is the belief that where investment occurs matters. In order to attract a talented workforce and grow business, our built environment must emphasize creating accessible job centers; sustainable infrastructure; and vibrant, livable communities.

Workforce is the belief that people drive the economy. Targeted job training and education ensures that jobs in high-paying, in-demand, tradable sectors are filled in an equitable way.

Tradable Sectors describes which industries New York State is targeting to increase export-based employment opportunities. They are the industry sectors that are part of a global market, such as manufacturing, agricultural products, and energy. Investing in tradable sectors (both products and services)—those subject to the demand of a global economy—creates greater output and higher-paying jobs.

Innovation drives competitive advantage. It creates the jobs of the future and sparks entrepreneurship and the birth of new businesses. The strategy creates synergies between research and commercialization to achieve economic growth.

ECONOMIC INDICATORS DASHBOARD

KEY ECONOMIC INDICATORS SHOW THAT NEW YORK STATE'S ECONOMY HAS STEADILY EXPANDED SINCE 2010.

Private sector **jobs are up**, the rate of **unemployment is down**, while **wages and personal income have risen**. Private employers across the state added nearly 1.4 million jobs between 2010 and 2017.

As the private sector grew and employers hired more workers, the rate of joblessness trended downward. The statewide rate of unemployment was under 5% in 2017, down from over 9% during 2010. Personal income steadily increased, backed by growth in wages and salaries.

NEW YORK STATE Unemployment Rate (Not Seasonally Adjusted)

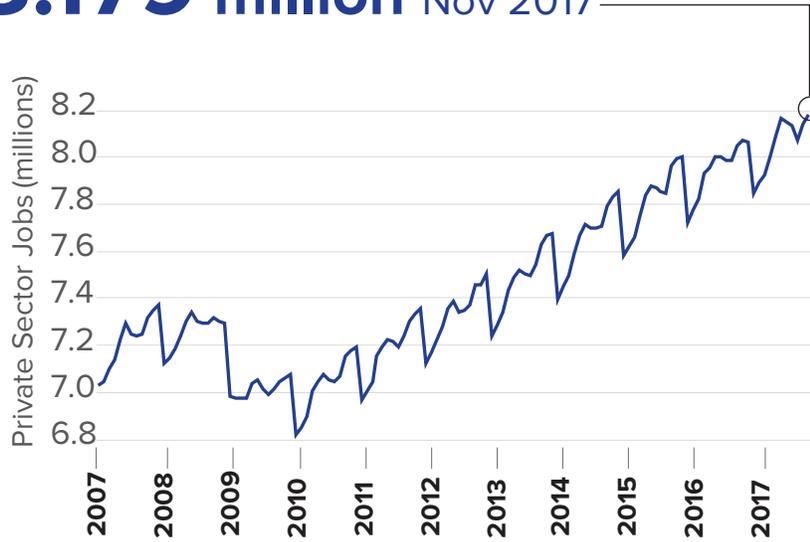
4.5% Nov 2017



Source: NYS Department of Labor

NEW YORK STATE Private Sector Jobs (Seasonally Adjusted)

8.179 million Nov 2017



Source: NYS Department of Labor

NEW YORK STATE Personal Income and Wage & Salary

\$1.212 trillion



\$0.659 trillion

Source: U.S. Bureau of Economic Analysis

2017 ECONOMIC DEVELOPMENT HIGHLIGHTS

KEY PROJECTS



Major construction begins on a new Moynihan Train Hall



Groundbreaking on expansion of the Jacob K. Javits Convention Center



A 50-mile beyond visual line of sight drone corridor launches in Central New York and the Mohawk Valley



High-speed broadband expands into the North Country



Film crews shoot from Buffalo to Brooklyn



Major companies relocate and expand throughout New York State



NYS retains #1 rank for Fortune 500 Company HQs



New York State sets the nation's highest goal for state contracts with minority and women-owned businesses



Downtowns from Plattsburgh and Elmira to Jamestown and Jamaica launch projects to revitalize their city cores



Tourism promotion creates record economic impact topping \$100 billion



Nation-leading investments in nanoscience, photonics, sensor technology and optics, photonics, and imaging through Centers of Excellence, Centers for Advanced Technology, Manufacturing Extension Partnerships Centers and programs like START-UP NY


Global NY

36 Companies Participated in 4 Trade Missions
\$3.6 Million in Direct Sales
38 Loans & Grants Applications Submitted
25 Approved: \$525,345 Awarded

New York State expands global trade missions



— **SUBSIDIARIES** —

SUBSIDIARIES

ESD serves as the parent corporation for multiple subsidiary corporations. Each of these subsidiaries operates as an independent entity—with a board, president and staff—and each is associated with large-scale development projects.

Three separate subsidiaries are overseeing the construction of the Moynihan Train Hall (the Moynihan Station Development Corporation), expansion of the Jacob K. Javits Convention Center (the New York Convention Center Development Corporation) and spearheading the revitalization of Buffalo's waterfront (the Erie Canal Harbor Development Corporation).

OUR SUBSIDIARIES INCLUDE THE FOLLOWING:

The Atlantic Yards Community Development Corporation

The Atlantic Yards Community Development Corporation (AYCDC), established in 2014, is charged with overseeing the Atlantic Yards Project, a 22-acre, \$4.9 billion development that consists of the 18,000-seat Barclays Arena; the development of a reconfigured and improved LIRR train yard and subway facility upgrades; the development of 16 buildings for residential and commercial uses; and the creation of eight acres of publicly accessible open space.

The New York Convention Center Development Corporation

The New York Convention Center Development Corporation (CCDC) was incorporated in 1979 to plan, design and develop the Jacob K. Javits Convention Center on the west side of Manhattan. The Javits Center opened in 1986 and became New York City's primary venue for large conventions, exhibitions, and major trade shows. These events are key contributors to the City and State economy, stimulating direct and indirect employment, economic activity and tax revenues, and strongly supporting the City's hotel, restaurant, tourism, and entertainment industries. A \$1.325 billion design-build contract for the expansion was signed in 2017.

Brooklyn Bridge Park Development Corporation

The Brooklyn Bridge Park Development Corporation (BBPDC) was created to oversee the Brooklyn Bridge Park Civic and Land Use Improvement Project, which developed approximately 85 acres on the Brooklyn waterfront into Brooklyn Bridge Park and replaced abandoned piers, parking lots and storage sheds with opportunities to play sports, stroll, or lounge at the water's edge.

Empire State New Market Corporation

The Empire State New Market Corporation (ESNMC) is a certified Community Development Entity under the federal Department of Treasury's Community Development Financial Institutions (CDFI) Fund. ESNMC was created to administer ESD's New Market Tax Credit Program, which provides investment capital for operating companies and real estate development projects in order to foster job creation and community development in low-income communities throughout New York State.

Erie Canal Harbor Development Corporation

The Erie Canal Harbor Development Corporation (ECHDC) was created in 2005 to revitalize Buffalo's inner and outer harbor areas and spur economic growth in Western New York. Guided by a strategic plan that engages the public and also promotes private sector investment, ECHDC has developed Buffalo's waterfront into a culturally significant, accessible destination through projects at Canalside and Buffalo's Outer Harbor.

Harlem Community Development Corporation

Harlem Community Development Corporation (HCDC) was created in 1995 to serve the greater Harlem community, including Central Harlem, El Barrio/ East Harlem, Washington Heights and West Harlem. It supersedes the Harlem Urban Development Corporation (HUDC) that existed from 1971 to 1995.

Through various partnerships, HCDC plans and facilitates a wide range of community revitalization initiatives, strengthening upper Manhattan and its economically and culturally vibrant communities.

Harlem CDC offers business services programs, providing tools including technical and financial assistance and skills training to local entrepreneurs

to start and grow small businesses. A satellite MWBE certification center supports local businesses seeking certification, and development programs provide information, technical and skills training to community-based organizations and individuals seeking to create independent projects and initiatives, supporting further investment in Upper Manhattan.

Moynihan Station Development Corporation

The Moynihan Station Development Corporation (MSDC) was incorporated in 1995 and oversees the construction of the Moynihan Train Hall, a world-class transportation hub for the 21st century. This project entails redeveloping the historic Farley Post Office Building in Manhattan into the new 255,000-square-foot Moynihan Train Hall. The Farley Building will also house 700,000 square feet of new commercial, retail and dining space within the mixed-use facility and create an iconic civic space for Manhattan's West Side. The Moynihan Train Hall is part of the \$2.5 billion transformation of the Pennsylvania Station-Farley Complex announced by Governor Andrew M. Cuomo in January 2016 to dramatically modernize, upgrade and redesign America's busiest transit hub into a world-class facility. The complex also includes a comprehensive redesign of the LIRR's existing 33rd Street concourse at the current Penn Station facility and an extensive renovation to the adjacent Seventh and Eighth Avenue subway stations.

Queens West Development Corporation

The Queens West Development Corporation (QWDC) was created in 1992 as a cooperative undertaking of the State of New York and the Port Authority of New York and New Jersey. QWDC is charged with overseeing the remediation and redevelopment of former industrial waterfront property along the East River in Long Island City, Queens, into a vibrant community. The project includes eleven residential buildings (providing over 4,600 units of housing), over 170,000 square feet of retail amenities, public streets and utilities, two public schools, and 13 acres of public parkland and recreation areas.

Lower Manhattan Development Corporation

The Lower Manhattan Development Corporation (LMDC) was formed in the aftermath of September 11th to administer \$2.783 billion in federal grants dedicated to the redevelopment and revitalization of Lower Manhattan, and is currently in the final stages of its work. Funding was provided through the U.S. Department of Housing and Urban Development

pursuant to federal legislation designating LMDC as the grantee. LMDC has funded a wide range of economic development, infrastructure, community and cultural projects in Lower Manhattan. LMDC programs have included: the World Trade Center Memorial and Cultural Program, the 9/11 Memorial and Museum and Performing Arts Center at the World Trade Center site; economic development programs sponsored by Empire State Development; and numerous community, cultural and human services programs.

USA Niagara Development Corporation

The USA Niagara Development Corporation supports and promotes economic development initiatives in Niagara Falls by leveraging private investment and encouraging growth and renewal of the tourism industry in the City of Niagara Falls. Through the USA Niagara Development Corporation, ESD works with state and local elected officials, civic groups, community leaders and the private sector to strengthen the local economy. USAN supports a variety of projects in Niagara Falls that are creating jobs, encouraging business investment, improving regional infrastructure and promoting tourism activity.

For more information go to:

<https://esd.ny.gov/subsidiaries>



REGIONAL ECONOMIC DEVELOPMENT COUNCILS

THE REDCs CONTINUED TO EMPOWER LOCAL DECISION-MAKING IN EVERY REGION OF THE STATE.

WHY IT'S IMPORTANT

The Regional Economic Development Council (REDC) initiative is a key approach to state investment and economic development. In 2011, Governor Cuomo established 10 Regional Councils to develop long-term strategic plans for economic growth for their regions. The Councils are made up of local experts and stakeholders from business, academia, local government, and non-governmental organizations. The REDCs redefined the way New York invests in jobs and economic growth by putting in place a community-based, bottom-up approach and establishing a competitive process for state resources.

A QUICK OVERVIEW

The REDCs are tasked with addressing statewide priorities in a way that complements each region's plan. Each REDC develops strategies to identify and encourage applicants to apply for funding through the Consolidated Funding Application (CFA) to implement their strategies.

Priorities for the regions in 2017 (Round VII) included:

- Identifying projects for the state life sciences cluster
- Supporting Downtown Revitalization Plans and identifying downtown projects
- Identifying workforce development strategies and shrinking the skills gap through collaboration with industry and educational institutions
- Implementing strategies through the project pipeline
- Measuring the performance and progress of the strategic plan and CFA projects

In 2017, all 10 REDCs competed for designation as a "Top Performer." The five Top Performers received up to \$20 million in additional Empire State Development grant funding to support priority projects, with the remaining five regions receiving up to \$10 million. Additionally, regions are eligible for up to an additional \$75 million in Excelsior Jobs Program tax credits to help attract and grow businesses in the region.

During Round VII, the Strategic Implementation Assessment Team (SIAT), composed of state agency commissioners and policy experts, traveled to each of the 10 regions to witness firsthand the progress being made by the REDC investments. The SIAT received presentations on this year's proposals from the Regional Councils directly and assessed the implementation of the regions' strategic plans.

More than \$755 million in economic and community development funding was awarded through Round VII of the REDC initiative. In 2017, Top Performer Awardees were Central New York, Mohawk Valley, Capital Region, Mid-Hudson and Long Island.

More than \$5.4 billion has been awarded to more than 6,300 job creation and community development projects consistent with each region's strategic plans, projecting to create and retain more than 220,000 jobs. 81% of projects funded to date are either completed or on schedule to be completed. Since 2011, CFA projects funded by the Regional Economic Development Councils had a total leverage ratio of 6:1. REDCs across the state-funded projects leveraged more than \$15.7 billion in additional investment.

For more information go to:

<http://regionalcouncils.ny.gov/cfa/projects>.

**AFTER SEVEN ROUNDS OF THE REGIONAL ECONOMIC DEVELOPMENT
COUNCIL COMPETITION, AWARDS FOR THE 10 REGIONS INCLUDED:**

Western New York REDC:	\$487.2 million for 663 projects
Finger Lakes REDC:	\$570.1 million for 715 projects
Southern Tier REDC:	\$547.9 million for 554 projects
Central New York REDC:	\$615.5 million for 617 projects
Mohawk Valley REDC:	\$529.6 million for 563 projects
North Country REDC:	\$549.5 million for 537 projects
Capital Region REDC:	\$521.9 million for 718 projects
Mid-Hudson REDC:	\$560.7 million for 687 projects
New York City REDC:	\$465.1 million for 573 projects
Long Island REDC:	\$570.8 million for 688 projects

BUFFALO BILLION

BUFFALO BILLION INVESTMENTS CONTINUED TO SHAPE THE GROWTH OF BUFFALO NIAGARA

WHY IT'S IMPORTANT

The Buffalo Billion is building the foundation for sustainable economic growth by advancing local strategies that directly align with New York State's core strategies for economic development—Placemaking, Workforce, Innovation and Tradable Sectors.

A QUICK OVERVIEW

In recognition of the region's potential and bolstered by confidence in the Western New York REDC's Strategic Plan, *A Strategy for Prosperity*, Governor Andrew Cuomo made a historic commitment to strategically invest one billion dollars in the Buffalo-area economy (Buffalo Billion) in January 2012. The investment is aimed at creating new jobs and spurring large-scale private investment and increased economic activity. The Western New York REDC then developed the Buffalo Billion Investment Development Plan, a detailed market analysis and investment plan based on the strategic framework laid out in *A Strategy for Prosperity*. As part of the 2017 state budget, the Governor and the State Legislature funded a second round of Buffalo Billion funding (Buffalo Billion Phase II), totaling \$500 million.

BUFFALO BILLION SIGNATURE INITIATIVES/HIGHLIGHTS TO DATE

PLACEMAKING

In Western New York, the placemaking strategy is about Smart Growth—focusing investment near existing infrastructure to better connect people with jobs and creating the types of vibrant neighborhoods that attract a talented workforce and spark innovative companies. Over \$20 million has been invested in revitalizing Buffalo's commercial districts and public transit corridors through the **Better Buffalo Fund**. The **Northland Corridor** is re-creating a manufacturing and employment hub on the East Side of Buffalo, anchored by the new \$65 million **Western New York Workforce Training Center** and **Buffalo Manufacturing Works**, to bring together training and R&D to attract additional companies and expand

employment opportunities. Additional **investments on the East Side** include the redevelopment of neighborhood-based historic assets and major improvements along commercial corridors, as well as the **Buffalo Neighborhood Stabilization Initiative**, a multi-pronged housing initiative to increase homeownership, prevent foreclosure, and target zombie properties.

The region is re-imagining the Outer Harbor by creating the City of Buffalo's first state park, **Buffalo Harbor State Park** (which opened in 2016 and saw more than 240,000 visitors in its first year), and enhancing access and facilitating greater public use of the Lake Erie waterfront. The **DL&W Canalside-Cobblestone project** will activate the Buffalo River's edge at Canalside by extending rail service and creating a new destination on the waterfront. The **Erie Street Waterfront Connection** will reconnect downtown and the waterfront by consolidating public spaces into a single linear public space along a shared, multi-use path. Leveraging the \$100 million Buffalo River cleanup, the **Buffalo Blueway** will create a network of access and recreation along the River.

Creating vital connections between people and jobs, transportation infrastructure improvements through the Buffalo Billion include the exploration of the **Light Rail Extension**, which expands the NFTA Metro Line, greatly enhancing connectivity between population centers and jobs in the City of Buffalo, Tonawanda, Amherst and all three UB campuses. A new **Buffalo Train Station** will replace the current Exchange Street Amtrak station.

Beyond Buffalo, the redevelopment of the **Bethlehem Steel site** continues to transform the 1,000-acre site in Lackawanna into a modern industrial park. And the region's **Smart Growth Community Fund**, modeled on the Downtown Revitalization Initiative, has awarded a total of \$10 million to Dunkirk, Gowanda, Lackawanna, and North Tonawanda for transformative projects to their downtowns.

INNOVATION

Western New York grows innovation through entrepreneurship—leveraging the region’s research and industry strengths and building a stronger ecosystem to support start-ups. **43North**, the biggest business plan competition in the nation, is generating new business ventures and attracting venture capital. 43North has attracted 37 winning startups that raised \$47 million of additional investment. Half of the past 43North winners remain in Buffalo and employ over 190 and over 80% of all past winners maintain service providers or other connections to Buffalo. Leveraging the extensive resources on the Buffalo Niagara Medical Campus and at partner organizations including UB, 43North, and Roswell Park Cancer Institute, the **Innovation HUB** will provide comprehensive, seamless support to accelerate growth of life science and technology start-ups through a new Innovation Center and Innovation Fund, and by providing additional mentoring and expertise to new businesses.

Buffalo Manufacturing Works is a state of the art facility in downtown Buffalo that is creating an ecosystem to help manufacturers with new technologies expand into new markets and improve productivity to stimulate growth in the sector. Buffalo Manufacturing Works has 25 local member companies and has initiated or completed 90 funded projects totaling more than \$3 million representing nearly \$25 million in economic impact. In 2019, Buffalo Manufacturing Works will move to the Northland Corridor to customize a facility that integrates partnerships and serves as an anchor tenant for the new commerce park.

WORKFORCE

Western New York aspires to create the most flexible, inclusive and industry-driven workforce training and placement environment. Opening in 2018 in the Northland Corridor, the **Western New York Workforce Training Center** is an industry-driven, public-private collaborative model to build the workforce for manufacturers. Located in close proximity to Northland and poised to act as a pipeline for the Workforce Training Center, **Burgard High School Advanced Manufacturing Program** is investing in the future of manufacturing with students taking courses in machining, welding and the automotive trades. The new **Workforce Development Challenge** will ensure the pipeline for workforce is keeping up with demands across industries. The Challenge will

promote and invest in innovative approaches to workforce training for underserved populations by helping to scale up organizations doing high-impact, results-oriented workforce training. And **Say Yes Buffalo** will continue to strengthen the regional workforce pipeline by offering unprecedented educational opportunities for an entire generation of Buffalo public school students.

TRADABLE SECTORS

Western New York developed investment strategies around three of Western New York’s tradable sectors—**Tourism, Health & Life Sciences, and Advanced Manufacturing**—because of their strong, concentrated presence in the region, growing national trends, and their ability to serve large global markets with high growth potential.

Buffalo Information Technologies Innovation & Commercialization Hub is IBM’s new innovation Hub. With 200 employees currently on site at the Hub’s new permanent location, it is bringing cutting-edge software jobs to downtown Buffalo.

The **Buffalo High-Tech Innovation Hub at Riverbend** is home to the 1.2 million-square-foot home of the Tesla GigaFactory. The facility will be the largest in the western hemisphere, producing more than one-giga-watt of annual solar capacity and approximately 10,000 solar panels when it reaches full production. With hundreds of employees on site today, heading to 500 in total at Riverbend, and increasing to 1,460 in Buffalo by 2020, solar panel production began in December 2017.

Tourism investments focus on connecting the water and the City of Niagara Falls, and improving the visitor experience with new developments and programming. The **Riverway and Niagara Gorge Corridor**, the most transformative infrastructure projects in Niagara Falls in decades, removed the barriers of limited access expressways along the Upper Niagara River and Niagara Gorge. The **Wonder Falls Resort** is the redevelopment of the former Rainbow Centre Mall into a locally themed entertainment complex; and **Hotel Niagara** will see a complete restoration transforming the historic landmark to expand quality lodging and retail opportunities. **Niagara Falls Parks Programming** will create outdoor recreational offerings to increase visitor stays. Continued Niagara Falls redevelopment will include the acquisition of key underutilized properties and ecological restoration of the **Niagara Gorge**.

BUFFALO BILLION (CONTINUED)

BUFFALO BILLION INVESTMENTS CONTINUED TO SHAPE THE GROWTH OF BUFFALO NIAGARA

Beyond Niagara Falls, Frank Lloyd Wright’s Western New York legacy will be sustained through the completion of the full restoration of two masterpieces – the **Darwin Martin House** and **Graycliff Estate**. The completion of the **National Comedy Center** will result in a major cultural destination, putting Jamestown on the international stage. A new **Visitor Welcome Center**, on schedule to open this summer, and expanded marketing initiatives will ensure Buffalo continues attracting visitors, businesses and workers.

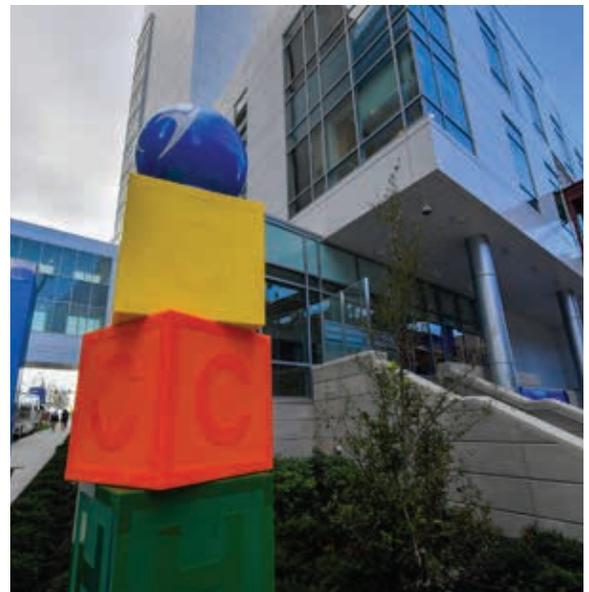
The **Buffalo Institute for Genomics (BIG)** is combining the research and development strengths of University at Buffalo and the New York Genome Center to make Upstate a leader in genomic medicine. BIG has a robust pipeline of partner companies, including Garwood Medical Devices and Circuit Clinical, which are anticipated to create 500 jobs by 2022. The **John R. Oishei Children’s Hospital**, the only comprehensive pediatric healthcare facility in Buffalo Niagara, opened in 2017. **Athenex**, a global specialty oncology pharmaceutical company now headquartered in Buffalo, will focus on next-generation cancer therapies. Athenex’s Buffalo location and manufacturing facility in Dunkirk are expected to create 500 jobs by 2022. Since it began operations in 2015 at the Conventus Building in downtown Buffalo, **Albany Molecular Research**

Inc. (AMRI) is helping companies and scientists take drug therapies from lab to the clinical-trial stage. AMRI and partner companies including HarkerBIO and PerkinElmer are expected to create 250 jobs by 2020. Investment in **University at Buffalo’s Jacobs School of Medicine and Biomedical Sciences**, which opened in 2017, will further establish UB’s downtown presence and enable interdisciplinary collaboration leading to cutting-edge treatments and spin off investment activity.

In addition to the signature initiatives, Empire State Development will oversee a strategic investment allocation and create public-private partnerships with companies primarily focused on health and life sciences, manufacturing and tourism.

Since 2012, over \$1.5 billion in Buffalo Billion funds have been committed to 49 signature initiatives, most of which are underway. An additional \$170 million has been allocated for projects that will begin over the next several months. The Buffalo Billion is creating new confidence and an environment conducive to private investment and job growth in Western New York—a region that for many years had only known economic decline and stagnation

For more information go to: <https://buffalobillion.ny.gov/>.



SINCE 2010, WESTERN NEW YORK IS REBOUNDED AND ADDING JOBS, FIRMS AND WAGES

		AVERAGE ANNUAL CHANGES IN THE WESTERN NEW YORK ECONOMY	
		From 1990 to 2010	From 2010 to 2016
PRIVATE SECTOR	Jobs	-4,972	+4,163
	Firms	+90	+174
	Total Wages	-\$143.6M	\$363.6M
	Average Annual Wages	+ \$101	+ \$368

Source: US Bureau of Labor Statistics, *Quarterly Census of Employment and Wages*, 1990, 2010 and 2016. New York State Department of Labor, *Quarterly Census of Employment and Wages*, 1990, 2010 and 2016; New York State Department of Labor, *Quarterly Census of Employment and Wages*, 2010 (4)-2016(4) via correspondence with John Slenker. Wages are adjusted for inflation to their 2016 dollar values using the Consumer Price Index for Urban Wage Earners and Clerical Workers (CPI-W) annual averages from the US Bureau of Labor Statistics. Cumulative wages paid by businesses in Buffalo Niagara reflect an average of 2015 and 2016 total wages.

From 2011 through 2016, there have been over 323 real estate development projects in the city of Buffalo totaling \$6.4 billion. On average, that's **\$1 billion of public and private investment each year** since 2011—nine times higher than the average amount invested in the city each year from 2006 to 2010.¹

Young adults are returning to Western New York after decades of population decline and stagnation. The population of 18–34 year olds grew by 3,343 per year on average (16,717 people) from 2010–2015, compared to a loss of 4,619 per year on average (-92,374 people) from 1990–2010.²

About half of all active businesses across Western New York filed to do business in New York State since 2010. **More businesses filed in 2016 than in any other year.**³

People are spending more on leisure and hospitality. Over 18.7 million visitors came to Western New York in 2016, a 15.5% increase in visitation since 2011.⁴

The real estate market is getting stronger. Between 2010 and 2016, home sales in Western New York grew by 35%, while the average median sales price was 14% higher.⁵

The rate of unemployment across Western New York is lower today than it has been in years. Nearly all individuals who are able to work and seeking work are employed. The unemployment rate was 5.2% in 2016, down from 8.7% in 2010.⁶

Western New York institutions attracted \$375 million in R&D in 2015. This reflects \$269 per capita, exceeding national and Upstate performance. Total R&D investments in Western New York grew 8% between 2011 and 2015, surpassing growth across the nation (5%), state (7%) and Upstate (5%).⁷

Western New York's revitalization is getting noticed. There has been positive, national press about the Buffalo Billion and Western New York's changing image in the *The New York Times*, *Boston Globe*, *Toronto Star*, *Washington Post*, *The Economist*, *Wall Street Journal*, *Forbes*, *Chicago Tribune*, and many more.

¹Source: City of Buffalo Office of Strategic Planning (2017). Includes all investments approved by city's planning board since 2006. Projects may be in the planning stages, under construction, or completed. ²Source: US Census Bureau, 1990 and 2000 Census, American Community Survey, 2010 and 2015 (5-year estimates). ³Source: New York State Department of State Active Corporations and Other Business Entities Database, as of 7/13/17. ⁴Source: Tourism Economics annual reports, provided by ESD for the REDC region. Inflation-adjusted spending levels are calculated using CPI data from the US Bureau of Labor Statistics. 7/13/17. ⁵Source: Sales data obtained from New York State Office of Real Property Tax Services. Time on market and home sales above asking price are from RedFin Data accessed at www.RedFin.com/research. ⁶Source: New York State Department of Labor, Local Area Unemployment Statistics, 1990–2016. ⁷Source: NSF Survey of Research and Development Expenditures at Universities and Colleges/Higher Education Research and Development Survey: Total Higher Education R&D Expenditures for S&E, 2011–2015 and Federally Financed R&D Expenditures in All Fields, 2011–2015

UPSTATE REVITALIZATION INITIATIVE

URI PROJECTS ADVANCED THE UPSTATE ECONOMY IN THE FINGER LAKES, SOUTHERN TIER AND CENTRAL NEW YORK.

WHY IT'S IMPORTANT

The New York Upstate Revitalization Initiative (URI) is part of an overall strategy aimed at systematically revitalizing the economy of Upstate New York. The URI combines the expertise and structure of the Regional Economic Development Councils and builds on the research, collaboration, and investment the regions have engaged in since 2011. The URI follows ESD's overarching economic development principles of placemaking, innovation, tradable sectors and workforce.

A QUICK OVERVIEW

In January 2015, Governor Andrew Cuomo announced the Upstate Revitalization Initiative (URI)—a competition backed by a \$1.5 billion commitment to help continue to restore economic opportunity to regions across Upstate New York. Seven regions (Mid-Hudson, Capital Region, Mohawk Valley, Central New York, North Country, Southern Tier and Finger Lakes) were eligible to compete for one of three \$500 million prizes. Each of the seven URI regions submitted a plan in October 2015 that proposed a vision for their long-term revitalization. Plans included identifying existing assets, highlighting needs and recommending areas of opportunity for proposed investment. **The Finger Lakes, Central New York** and **Southern Tier** regions were announced as winners of the URI in December 2015. Each winning region was awarded \$500 million in funding, allocated over five years.



HIGHLIGHTS TO DATE:

FINGER LAKES

Alignment with strategies

With a legacy of **innovation** and world-class university assets, including research, commercialization and incubation facilities, the region is fostering the growth of new businesses and expansion of existing enterprises. The Finger Lakes' **workforce** strategy focuses on reducing poverty and providing opportunities through targeted education and training efforts that directly link workers to employment opportunities. The region is investing in its **tradable sector** strengths including optics, photonics, and imaging; agriculture and food production; and next-generation manufacturing and technology. The region grounds its URI initiatives in a **placemaking** strategy that focuses investment on three hubs of innovation and initiatives in quality of life improvements for residents.

URI project highlights

Clearwater Organic Farms, LLC, will build a 15-acre, 650,000-square-foot facility at Eastman Business Park to produce fresh, locally grown, organic baby leaf greens year-round. The project will create 137 new full-time jobs in packaging, shipping, receiving and warehousing. In June of 2017, **American Packaging Corporation** broke ground on a new 350,000-square-foot manufacturing plant in the town of Chili. This renowned leader in the North American packaging industry will create 262 new permanent jobs by 2021.

Rochester is working to establish itself as the optics, photonics and imaging capital of the world. The construction of the brand-new 60,000-square-foot building as part of the University of Rochester's Goergen Institute for Data Science will house the **Rochester Data Science Consortium**. **Harris Corporation's Space and Intelligence Systems** division will be the consortium's first partner. The consortium will create up to 184 new direct jobs and is expected to leverage more than \$285 million in federal research funds and private investment. One of 14 Manufacturing USA Innovation Institutes, **AIM Photonics** is constructing a new facility at Eastman Business Park in Rochester that will be the primary hub for this public-private partnership comprised of industry-leading innovators, mentors and partners working to further develop the photonics integrated circuit industry. Focused on attracting and growing the most promising optics and photonics companies from around the world, Rochester's **Luminate NY** is the world's largest business accelerator for start-up firms in the optics, photonics and imaging industries.



UPSTATE REVITALIZATION INITIATIVE (CONTINUED)

URI PROJECTS ADVANCED THE UPSTATE ECONOMY IN THE FINGER LAKES, CENTRAL NEW YORK AND SOUTHERN TIER.

CENTRAL NEW YORK

Alignment with strategies

Central New York aims to create communities that are welcoming, connected, and prepared to accommodate diverse residents, both new and current, as part of its **placemaking** strategy. To foster **innovation**, the region is boosting the connection between its research institutions, start-up businesses and advanced manufacturers. In terms of **tradable sectors**, the Central New York region is capitalizing on its existing manufacturing strengths and assets, especially in precision sensing technologies and data analytics, growing the agribusiness market, and developing a modern transportation and logistics system. **Workforce** initiatives are focused on residents in urban areas, impoverished and disadvantaged residents, and veterans and their families to ensure the region grows in a sustainable and inclusive manner.

URI project highlights

The \$30 million **Alliance for Economic Inclusion Anti-Poverty Initiative** will fund anti-poverty efforts in low-income communities that create career pathways, grow jobs, create tools and incentives for educational attainment, and build wealth and next-generation community leadership.

To advance the burgeoning **Unmanned Aerial Systems** industry in Central New York, URI funds are helping to develop a 50-mile **flight traffic management system** between Syracuse and Griffiss International Airport in Rome, which supports emerging uses of unmanned aircraft systems in key Central New York industries, including agriculture and forest management, transportation and logistics, media and film development, utilities and infrastructure, and public safety. The state has awarded \$5.1 million in URI funds to **Gryphon Sensors**, a company based in Central New York, that has invested approximately \$10.1 million to establish a fully equipped facility for the development, testing and certification of UAS aircraft and UAS Traffic Management systems, ultimately setting the standard for the industry.

GENIUS NY is one of the world's largest business competitions focused on unmanned aerial systems, cross-connected platforms and other technology-based sectors. In addition to \$3 million invested in six finalist companies, the year-long business accelerator mentors UAS entrepreneurs and early-stage

businesses enticing next-generation entrepreneurs to establish roots in New York State.

With a focus on precision sensing as a major area of future growth potential in Central New York, **Saab**, a multinational military defense and civil security company, announced that it would invest \$65 million to relocate the North American headquarters of Saab Defense and Security USA to **East Syracuse in Onondaga County**, resulting in the creation of nearly 260 new high-tech jobs, as well as the retention of Saab's existing local workforce of more than 450 employees in Central New York.

Hill-Rom Holdings, a global leader in medical technology, officially broke ground on the expansion of its **Welch Allyn** facility in Skaneateles Falls where it has manufactured medical devices since 1915. The company committed to creating more than 100 new jobs while retaining nearly 900 existing positions in Central New York.



SOUTHERN TIER

Alignment with strategies

Placemaking in the Southern Tier is focused on vibrant urban cores to improve perceptions of the region and attract private investment, new residents, innovation and entrepreneurship. The Southern Tier’s priority to ‘Build the Greater Binghamton Innovation Ecosystem’ continues to support and develop start-up firms, research facilities, academic institutions and organizations that emphasize creative ideas and technologies in line with the State’s **innovation** strategy. Manufacturing is an important **tradable sector** for the Southern Tier. Manufacturing, especially in the Advanced Transportation Equipment Manufacturing cluster, offers some of the greatest potential for growth in terms of supply-chain, commercialization of technology for business expansion, employee recruitment, foreign investment and exports. The Southern Tier recognizes that a strong **workforce** is one of the key components of sustainability and growth in the region’s manufacturing sector.

URI project highlights

The Greater Binghamton Fund was launched to support projects that encourage high-density development and growth in three designated urban cores or “iDistricts,” helping to revitalize neighborhood commercial districts and reverse urban outmigration.

With several pre-production contracts already secured, **Imperium 3**, a consortium of businesses spearheaded by three Southern Tier companies, will

establish R&D and production operations of lithium ion batteries at the former IBM Huron Campus in Endicott, in Broome County, utilizing innovative technology introduced at the Center of Excellence at SUNY Binghamton. The consortium will invest more than \$130 million and create at least 230 new jobs over the next five years.

Corning has begun production and hired 100 workers to date (185 jobs projected by 2020) at the Corning Innovation Support Center in Irving, which houses operations and manufacturing for its new product line, Corning Valor Glass—the highest-quality pharmaceutical packaging product produced globally.

Opening in January 2018, **Dick’s Sporting Goods** will create its Northeast distribution hub in Broome County, serving more than 200 retail locations and creating 466 full-time jobs over the next five years and significant private investment.

76West, a clean-energy business competition designed to attract entrepreneurs and jobs in the Southern Tier, complements the region’s URI plan for strategic growth, and is administered by the New York State Energy Research and Development Authority (NYSERDA). In 2017, the State made awards to six companies as part of the 76West Clean Energy Competition, one of the largest competitions in the U.S. focused on supporting and growing clean-energy businesses and economic development. Skyven Technologies, a solar heating company from Dallas, Texas, was awarded the \$1 million grand prize to expand its operations in the Southern Tier.



COMPLETE URI PROJECT LIST FROM PROGRAM INCEPTION

FINGER LAKES

Paychex Rochester Expansion- Consolidation of several Paychex facilities in the Rochester area into a new campus on Calkins Road in Henrietta, creating at least 625 new jobs over the next five years to support continued market expansion in online services and products. URI Award: \$2.5 million.

ON Semiconductor EBP Expansion- Company expanding manufacturing capabilities at Eastman Business Park in Rochester. They had considered moving operations out of NYS but decided to expand thanks to URI investment of \$4.3 million.

HP Hood- Company purchased and is renovating the idle former Pepsi Muller Quaker Dairy plant in Batavia. The company will produce aseptic extended shelf life (ESL) dairy beverages. The company will also construct a 100,000-square-foot refrigerated warehouse. 230 new jobs will be created. URI investment is \$2 million.

Early Childhood Pilot Program-United Way- Two-year demonstration expansion of proven Home Visitation and Summer Learning programs, focused on the RMAPI neighborhoods in the city of Rochester. Funding will be administered by an amendment to the United Way's ESPRI contract by OTDA. URI Award is \$1.75 million.

Child Care Expansion-Monroe County- 18-month demonstration expansion of Child Care subsidies for 300 families focused on the RMAPI neighborhoods in the city of Rochester. Funding will be administered by OCFS via Monroe County. URI Award for the project is \$3 million.

Kodak Alaris Rochester Relocation- \$2,000,000 URI Award facilitating the relocation of Kodak Alaris from Eastman Business Park to a 250,000-square-foot facility in the Rochester Tech Park (RTP).

OFD Foods, LLC- Oregon-based freeze drying manufacturer will establish a facility in the town of Henrietta. They will construct a new 50,000-square-foot building and purchase machinery equipment, creating 30 jobs. OFD will purchase the property and has plans for a phase II expansion of an additional 50,000-square-feet in five years. \$400,000 for the project was awarded through the URI.

Danisco/DuPont EBP Expansion- Expansion of its advanced chemical facility in Eastman Business Park by 25,000 square feet to include bulk storage silos, storage tanks, and a new connection to the EBP industrial sewer system. \$1.5 million was awarded through the URI for the project.

Datto Downtown Rochester Expansion- Datto is a STARTUP-NY company that surpassed its five-year goal of 70 jobs in less than two years and will be expanding to approximately 350 jobs at a new location in downtown Rochester. They are renovating and will move into four floors of office at the Metropolitan building in downtown Rochester. \$2.1 million in URI funding is supporting the project.

RIT REMADE Clean Energy NNMI- RIT is leading a national consortium applying to the federal DOD for the Clean Energy Manufacturing Innovation Institute (CEMII). URI Award: \$20 million.

Kodak/NY-BEST Battery Cell Assembly Pilot Plant at Eastman Business Park- \$1.2 million in URI funding is supporting the buildout of equipment purchased from Corning to expand the NY-BEST energy storage ecosystem to allow assembly of battery cells at Bldg 308 in EBP.

Catholic Family Center Mentors for Success Pilot- \$1.5 million in URI funding is supporting the establishment of an adult mentoring program to connect participants to social supports and see them through the transition to self-sufficiency in the targeted high-poverty neighborhoods in the city of Rochester.

Hillside Work-Scholarship Connection- Expansion of the Hillside Work-Scholarship Connection program targeting those impacted by poverty in the city of Rochester neighborhoods of EMMA and Beachwood. The Hillside Work-Scholarship Connection program provides a path for poor, at-risk youth to overcome poverty and succeed academically. URI Award of \$3 million will support the project.

Monroe Community College Forward Center at EBP- Establishment of a workforce development center at Eastman Business Park. Renovation of the 2nd floor of Building 12 in EBP to create a STEM training center. The purpose of the Center is to improve diversification in workforce development programs to bridge the gap between employer needs and workforce skills in the new economy. URI Award: \$5,400,000.

University of Rochester Goergen Institute for Data Science- \$12.5 million in URI funding went to support the construction of a 60,000-square-foot state-of-the-art facility to house the Goergen Institute for Data Science on the UR campus. It includes the NYS Center of Excellence in Data Science and house the new Rochester Data Science Consortium and Institute.

WNY Cheese Enterprise- Dairy Farmers of America is leading a partnership which constructed a new 30,000-square-foot cheese production facility in Pavilion. The facility is designed to manufacture 40-pound blocks of cheese that will be transported to outside locations. The project will create up to 30 new jobs. URI investment is \$1.3 million.

Genesee Brewery Eco-District/North American Breweries- Renovation, expansion and modernization of Genesee Brewery, including expansion of the Brew House and museum and creation of event facilities. Includes a URI grant dedicated to anti-poverty efforts. Total URI commitment is \$5 million. 128 new jobs will be created, and 64 of those jobs will go to people impacted by poverty.

Eastman School of Music Messinger Hall Renovation- Project included the renovation of Messinger Hall for new teaching studios, classrooms, administrative offices and a waiting area for parents at the Eastman School of Music. URI Award is \$500,000.

Seneca County Sewer 318- Extension of public sewers along NYS Route 318 Corridor from Grand Hall Road in the town of Junius to the intersection of NYS Route 414 in the town of Tyre. URI Award is \$1.5 million.

Marquart Bros, LLC New Production Facility- The company will construct a 19,600-square-foot potato chip production and packaging facility. The facility will use locally grown New York produce to make the potato chips. \$900,000 URI Award.

Genesee Valley Agri-Business Park Infrastructure- Extension of infrastructure in the Genesee Valley Agri-Business Park, including water lines, sewer lines and a sewer pump station. \$500,000 URI Award.

Seneca Park Zoo Master Plan Improvements Phase 1a- The project included the construction and creation of new habitats and facilities at the zoo. URI award of \$1.5 million.

Bristol Mountain New Ski Resort Inn and Lodge- Project included the construction of a new inn at the base of mountain ski slopes to accommodate guests year-round. \$3 million URI Award.

Foodlink Food Commercial Kitchen Expansion- This project included the expansion of Foodlink's kitchen facility into a regional food production, processing and culinary workforce development center. URI investment is \$250,000.

Boys and Girls Club of Rochester- Undertaking included the renovation of the existing facility and included the construction of an addition to accommodate expanded youth programming. \$300,000 URI Award.

Sibley Building Phase II- This phase of the Sibley Building redevelopment will include a mix of market-rate residential, Class A office, retail and parking uses. The URI investment is \$3.5 million.

Greenidge Gas Conversion Project- The project calls for the renovation of an existing power plant in Dresden in Yates County that will allow the plant to burn 100% natural gas. URI investment is \$2 million.

Unither Corp Production Expansion- Renovation of Unither U.S. Corp.'s manufacturing facility in the town of Henrietta, and purchase of equipment to accommodate new production and packaging lines. URI Award is \$1 million.

CityGate Erie Canal Public Venue- Additional new construction development focused on the Public Venue alongside the Erie Canal at CityGate in Rochester. \$2 million URI investment.

Canandaigua Lakefront Redevelopment Project Final Phases- The Pinnacle North project is located on Canandaigua Lake and involved significant site/infrastructure investments to accommodate the new construction of residential, commercial and open space. \$2 million URI investment.

COMPLETE URI PROJECT LIST FROM PROGRAM INCEPTION

(CONTINUED)

Rochester Riverside Convention Center Renovation-

This project facilitated upgrades to the convention center, including interior renovations, equipment/systems replacements and ADA signage and safety improvements. \$1.5 million URI Award.

Wayne Finger Lakes BOCES Advanced

Manufacturing Education- Wayne Finger Lakes BOCES will purchase new equipment for the Advanced Manufacturing Skill Secondary Education Project that will allow participants to gain the skills needed in the current/emerging industry job market. \$1 million URI Award.

Energy Storage Ecosystem Resources - Safety

Testing and Cylindrical Cell Prototyping- The effort includes the renovation of existing facilities in the Eastman Business Park and purchase of equipment to perform safety testing and certification of batteries. Purchase of equipment for flat pack battery prototyping at RIT. \$2 million URI Award.

URI FUNDING UNDER \$250,000 WAS PROVIDED FOR THE FOLLOWING:

Advanced Battery Assembly Plant at Eastman Business Park

Additive Manufacturing Center at RIT Edison Career and Technology High School

Keuka Business Park Building Acquisition

Keuka College Center For Business Analytics and Health Information

Modernization of MCC Applied Technologies Center

New York Photonics Freeform Optics Profiler

NOHMs Technologies Electrolyte Manufacturing Equipment Purchase

Regional Veterans Service Center

Rochester Chase Tower Access Improvements

University Preparatory School Career and Technical Education Center

CENTRAL NEW YORK

City of Auburn- A URI investment of \$10 million will help to complete the advanced design documents and construction of a new 10,000-square-foot cultural heritage center in downtown Auburn.

County of Onondaga- Pave a parking lot at the New York State fairgrounds and an on ramp to route 690. URI Award is \$20 million.

County of Onondaga- Onondaga County will invest \$13,000,000 to assist the NYS Department of Agriculture and Markets in the planning, design, and construction of a 133,000-square-foot exposition building on the New York State fairgrounds. This will allow the fairgrounds to accommodate larger conventions and other events and help make the fairgrounds a year-round economic driver. \$13 million URI Award.

State Tower Building, LLC- The single-purpose real estate entity formed by Pioneer Companies began a \$32 million project in March 2016 to purchase and redevelop the 21-story, 211,000-square-foot State Tower Building in the city of Syracuse for mixed-use commercial/residential occupancy. Empire State Development will assist with the approximately \$3 million in URI funding to complete improvements on floors 1 through 8 for future commercial and retail use, as well as the non-residential portion of shared interior and exterior improvements.

900 East Fayette Group, LLC- 900 East Fayette Group, LLC, will invest approximately \$8 million to return the long-vacant and historic Sylvester Building, located on East Fayette Street in Syracuse, to productive use. Development will include renovation of the existing structure and construction of an addition, transforming the building into a mixed-use building with 13,900 square feet of commercial space for six tenants and 42 apartments. The project will spur economic activity in an inner-city neighborhood that currently has few businesses or residents. URI Award is \$250,000.

Cortland Plastics International, LLC- Cortland Plastics International, LLC, a custom blow molding company, purchased, renovated, and equipped a

40,000-square-foot building adjacent to its existing 55,000-square-foot manufacturing facility in Cortland expanding the capacity of its three-shift operation to accommodate future growth. The \$1.25 million project will add 11 jobs to the company's existing workforce of 55. \$250,000 URI Award.

County of Oswego Industrial Development Agency-

The Oswego Count IDA will invest an estimated \$6,000,000 to renovate of a former downtown 43,000-square-foot grocery store into a world-class, mixed-use StartUp NY eligible incubator. The new facility will contain 29,000 square feet of flexible incubator space; will also include business development and entrepreneurial services; mentoring from partner institutions and businesses; makerspace operated by SUNY Oswego for R&D and prototyping; small business advisers; and loan and investment advisers. \$900,000 URI Award.

Crouse Health Hospital, Inc. dba Crouse Hospital-

Crouse Health Hospital, Inc., located in Syracuse, will invest approximately \$17 million to relocate and expand its Chemical Dependency Treatment Services program ("CDTS") from its existing 34,260-square-foot facility to approximately 45,000 square feet at a nearby location to be determined. The project, which includes renovations and equipment upgrades, will add 18 positions to the CDTS's current workforce of 74. \$950,000 URI Award.

Earned Visibility, Inc. (Terakeet LLC)-

Earned Visibility, Inc., which provides internet search engine optimization and software development for a wide range of customers, will invest approximately \$3 million to renovate and equip approximately 45,000-square-feet of leased spaced at a location to be determined in the city of Syracuse. Earned Visibility currently leases 23,525 sqare feet in downtown Syracuse collectively located at 316 South Clinton St., 318 South Clinton St., and 333 West Washington St. Terakeet, LLC, a wholly owned subsidiary of Earned Visibility, is the direct employer of the 150 employees who will relocate from the existing Syracuse locations to the new space. The project is expected to create an additional 200 jobs. \$600,000 URI grant and other incentives.

Giovanni Food Co., Inc.- Giovanni will purchase a state-of-the-art facility in Lysander and consolidate its four locations into one. The project involves the purchase and renovations of a facility and purchasing food processing equipment. The building is a

168,000-square-foot facility located at the Radisson Corporate Park. The total project cost is \$8,500,000 and will lead to the creation of five jobs. \$700,000 URI Award.

Housing Visions Consultants, Inc. (previously D. Yaman Properties, LLC)-

Housing Visions Consultants, Inc., will invest approximately \$12.7 million to acquire and redevelop the building at 165-177 Main Street in Cortland, into a mixed-use facility. The building is 144,000 square feet, and the project will create a minimum of 45,000 square feet of commercial space with the remainder being residential space. \$250,000 URI Award.

Inns of Aurora, LLC- The Inns of Aurora, LLC, will invest approximately \$15.5 million to upgrade and expand its hospitality operations in the village of Aurora. Project activities include new construction; renovation; and equipment for a spa, an event center, and a support facility for all the Inns of Aurora, LLC properties. The project is expected to add 55 jobs to the existing workforce of 135. ESD is providing a \$1.5 million URI grant.

Lake Ontario Water Park, Inc.- They will invest an estimated \$5,215,000 to create a 10,000-square-foot water park that will be located in Oswego. The water park will enhance the waterfront revitalization initiatives and serve as a tourist attraction with a capacity of up to 225 daily visitors. The project will create 18 jobs. \$400,000 URI Award.

McNeil Development Company, LLC- McNeil Development Co., LLC, will renovate and equip adjacent existing properties in the city of Cortland, at a cost of approximately \$7.3 million. The project will create an office campus totaling 65,000 square feet that will be leased to McNeil & Co. Insurance, a managing general insurance agency currently located in a portion of the project location. A small portion of the building may be available for lease for other commercial purposes. \$1.1 million URI Award in December 2015.

Morse Manufacturing Company Inc.,- Morse Manufacturing Company, Inc., will be relocating from its current location in East Syracuse to a 115,000-square-foot facility in Syracuse. The project will include building acquisition, renovation, relocation costs, and new machinery and equipment. The project will retain 34 jobs and cost an estimated \$4,500,000. \$500,000 URI Award.

COMPLETE URI PROJECT LIST FROM PROGRAM INCEPTION

(CONTINUED)

Park Avenue Lantern Corporation (Syracuse Business Center, Inc.)- Park Avenue Lantern Corporation will invest approximately \$17 million to redevelop the former R.E. Dietz factory near downtown Syracuse into apartments and commercial space. The project will include 74 residential units on the upper three floors of the four-story building and approximately 36,000 square feet of commercial/office space on the first floor. \$900,000 URI Award.

Prima Terra Properties, LLC- Prima Terra invested \$14.2 million to develop the Crossroads Project in Liverpool, to include construction of a new 124-room Hampton Inn and Suites hotel, together with development of four out-parcels for lease to new, national tenants with uses complementary to the hotel. The project includes parking and infrastructure improvements. The Hampton Inn will create 29 full-time permanent jobs, replacing some of those lost due to the closing and demolition of a 50-year-old Ramada Inn formerly located on the site. New tenants are expected to create as many as 100 additional jobs. \$1 million URI Award.

Sunoco, Inc- Sunoco renovated and equipped a portion of its facility into a 30-metric-ton-per-week grain malting facility located in Fulton. This system will be capable of producing a diverse group of malted products that our craft brewing industry demands. The facility will supply a significant percentage of the malt requirements for New York State farm breweries. The total project cost was \$14,844,072 and created eight jobs. URI Award was \$700,000.

Syracuse 727, LLC (formerly Varsity BLVD, LLC)- The principals of BLVD Equities, LLC, formed Syracuse 727, LLC, to invest approximately \$45 million to demolish and reconstruct the Campus Plaza block at 723-727 South Crouse Ave. in Syracuse's colleegetown into 19,000 square feet of retail space and 145,000 square feet for 168 apartments. \$800,000 URI Award.

The Kimberly at Grant Boulevard, Inc.- The Kimberly at Grant Boulevard, Inc., will invest \$23,216,224 to adaptively reuse two structures at the Sisters of Saint Francis complex on the city of Syracuse's North Side. The St. Anthony Convent and Franciscan Center will be renovated into a 68,600-square-foot shared office, incubator, and commercial space at an estimated cost of \$9,885,258. The Jolenta Convent will be renovated into an assisted living residence

at an estimated cost of \$13,330,967. The project is expected to create four building management jobs. \$1.1 million URI Award.

Visiting Nurse Association of Central New York, Inc.- Visiting Nurse Association of Central New York, Inc., located in Syracuse, will expand access to its Centralized Continuing Care Call Center as the point of entry for all home and community-based services and long-term care programs. The project involves renovations to portions of the building interior, as well as acquisition and demolition of an adjacent property to provide additional parking. The approximately \$6.3 million project will add 30 jobs to the existing workforce of 284. \$900,000 URI Award in December 2015.

Central New York Community Foundation, Inc.- The Central New York Community Foundation, Inc. will invest \$30 million to fully endow the Syracuse College Promise "Say Yes Syracuse" scholarship fund that will perpetually guarantee a path to college for every student graduating from the Syracuse City School District (SCSD), regardless of income. As a component of the Alliance for Economic Inclusion, the Syracuse College Promise is a key strategy of the region's URI plan. \$20 million URI Award.

URI FUNDING UNDER \$250,000 WAS PROVIDED FOR THE FOLLOWING:

Ascension Gaming Network, Inc.

Gear Motions, Nixon Gear Division

JPW Structural Contracting, Inc.

\Lake View Manufacturing, LLC, dba Aurora Shoe Company

Near West Side Initiative, Inc.

Town of DeWitt

Tony Baird Electronics, Inc.

Whitlock Partners, Ltd.

SOUTHERN TIER

Alstom Transportation, Inc.- Expansion and modernization of operations, including the purchase and installation of new machinery to manufacture next-generation high-speed trainsets. \$30 million URI Award.

Binghamton University Health Sciences and Technology Innovation Park- Binghamton University Foundation will renovate a historic, six-story building, part of the Southern Tier Health Sciences Innovation Park, to house BU's Decker School of Nursing. The Health Sciences and Technology Innovation park brings together Binghamton University (BU), SUNY Broome, Wilson Memorial and Lourdes hospitals to deliver a multi-pronged healthcare workforce education. The park also includes a new School of Pharmacy and Pharmaceutical Sciences, a research center for private sector business development, and supports pharmaceutical and healthcare product development. \$21 million URI Award.

Binghamton University NextFlex- Binghamton University will work with founding members within the Flex Tech Alliance to develop, manufacture and transfer advancements in the field of flexible electronics to the commercial market. The U.S. Department of Defense chose the Flex Tech Alliance, of which Binghamton University is a partner, as America's first Innovation Institute for Flexible Hybrid Electronics Manufacturing. The partnership supports the Southern Tier as an industry leader in flexible electronics. \$20 million URI Award.

Cornell University- Cornell University will create a partnership between the Cornell High Energy Synchrotron Source (CHESS) and Southern Tier companies, transforming the region into an international provider of advanced synchrotron technology. Upgrades to CHESS will include optimizing the accelerator that powers CHESS and upgrading the x-ray beamlines and experimental stations. CHESS will transfer technologies and provide development support to Southern Tier companies that will sell the products to global customers. \$15 million URI Award.

Corning Health Education Complex- Corning Community College Development Foundation and partners propose to advance the redevelopment of a former Corning, hospital site and create a center for healthy living and health-based education in Corning's urban core. The foundation is seeking support for the workforce development complex,

which will provide state-of-the-art nursing and healthcare occupation training. The complex will also include an 85-unit market rate residential development. \$6 million URI Award.

Unison Industries, LLC- Unison Industries, a subsidiary of General Electric, will expand its sensor product line in support of the aviation industry at its Norwich facility through investments in manpower, capital plant and equipment of its manufacturing operation as well as engineering R&D. \$4.23 million URI Award.

Masserson Roxbury Hotel- Masserson Holdings will purchase a seven-acre property 2.2 miles down the road from The Roxbury Hotel's current location and undertake the renovation of an 1850s mansion as well as the construction of a new tourist attraction and lodging facility. In addition to the renovation and new construction, Masserson Holdings will make significant investments in the associated sewer, septic treatment and water filtration for the project. \$3.2 million URI Award.

Anchor Glass Container Corporation- Anchor Glass manufactures glass bottles for the food, beverage and beer industries. In order to remain competitive, Anchor Glass will re-brick a furnace and modernize equipment, enabling the company to maintain its historical production capability, an improvement over the deteriorated condition experienced over the last few years. Without improvements, the relocation of production out of Elmira could continue. \$2.5 million URI Award.

Binghamton Urban Renewal Agency- The Binghamton Urban Renewal Agency will undertake the development of a vacant lot into a mixed-use parking, residential, and retail/commercial facility in Binghamton's central business and historic district. The project addresses the city's growing demand for downtown living as well as the immediate parking shortage. The project will be instrumental in reviving blighted property, attracting consumers, stimulating the economy, and catalyzing additional mixed-use development. \$2 million URI Award.

Arnot Ogden Medical Center- Arnot Ogden Medical Center (AOMC) will expand the Emergency Department (ED) by providing capacity to meet current needs and patient volumes if St. Joseph's Hospital ED closes to consolidate services. AOMC, located in the city of Elmira in Chemung County, will transform the way patients utilize AOMC ED services and facilitate patient engagement with the healthcare

COMPLETE URI PROJECT LIST FROM PROGRAM INCEPTION

(CONTINUED)

system to get their needs met with the goal of better care, better health outcomes and lower costs. \$1.5 million URI Award.

Regan Development Corporation- Regan Development Corporation will acquire, substantially rehabilitate and convert two long-vacant multi-story industrial buildings in Johnson City into 104 residential rental units and a multi-level restaurant/café with unique common garden/green space. The former industrial shoe complex is favorably located directly across the street from the planned Binghamton Pharmacy School, one block away from UHS Hospital, and less than two miles from Binghamton University. \$1.35 million URI Award.

Cameron Manufacturing & Design- Cameron Manufacturing & Design will purchase an additional facility to allow for the consolidation of two offsite locations (currently leased), provide additional room for expected growth over the next five years, and create production efficiencies by co-locating large project-build areas. While a facility has not been specifically identified, Horseheads has been identified as the preferred location. \$1 million URI Award.

Tioga County Industrial Development Agency- The Tioga County IDA is submitting this application on behalf of a heavy media plant, a new facility located in the Tioga Industrial Park in Owego. Upstate Shredding/Weitsman Recycling will reclaim shredded mixed metals from its existing scrap recycling and processing operations, which today cannot be processed and are typically discarded. By expanding the company's existing operations, the resulting heavy media plant will allow for further refinement of scrap metal for international sale. \$1 million URI Award.

City of Ithaca- The city of Ithaca will relocate a fire station and partner with a private developer to redevelop the site into a mixed-use commercial/residential structure. The fire station is located in a major commercial hub on valuable real estate. The current structure requires significant repairs in order to keep the building operational. The investment will restore this prime real estate to the property tax roll and decrease capital costs to the city of Ithaca of maintaining the building. \$1 million URI Award.

National Pipe & Plastics, Inc.- National Pipe & Plastics (NPP) will move its company headquarters from Vestal to Endicott, adjacent to its new manufacturing and shipping facility. This will allow the company to operate more efficiently and have space for future growth. The current Endicott site is a five-story industrial building which is both an eyesore and a safety hazard. NPP will demolish the existing building, perform environmental remediation, and construct a new office building, parking lots, and park/green space. \$800,000 URI Award.

Bates Troy, Inc- Bates Troy will construct a new plant addition on land already owned by Bates Troy adjacent to the existing plant on Binghamton's west side. The current plant production has outpaced the logistical capabilities of the existing space. The design will incorporate renovations to the existing structure to optimize space, access to the new area and mechanical systems use. The new space will create new jobs and allow for the installation of new energy and resource-saving equipment. \$600,000 URI Award.

The Research Foundation for SUNY- Binghamton University- The SUNY Research Foundation will purchase and install a dry-room at the new Center of Excellence at Binghamton University. The dry-room will be available for academic and industrial/commercial researchers to build and test systems in energy storage technology, allowing the rapid development of products in energy and transportation markets for the Southern Tier. Without this essential capability, industry researchers will have to travel outside of the Southern Tier to the next closest dry-room. \$600,000 URI Award.

Finger Lakes ReUse, Inc- Finger Lakes ReUse (ReUse) in Ithaca currently operates in a single-story building on 2+ acres. ReUse will construct two additional buildings on the existing property, creating additional retail, program, office, and material processing space, allowing ReUse to expand its operations and programming. ReUse has been identified as a model reuse operation, and this expansion will allow ReUse to better serve the local market while building the case for replication of its innovative model. \$500,000 URI Award.

Town of Urbana- The town of Urbana will undertake the first phase of an initiative in the Hammondspport-Urbana Waterfront Master Plan that will transform and enhance the Keuka Lake waterfront by investing in tourism infrastructure at Champlin Beach. In order to attract a private tour boat operator, the town will build a new pier, delineate parking spaces, pave surface parking, and provide lighting improvements. \$410,000 URI Award.

Incodema3D- Incodema3D has identified that the aerospace industry has a high market potential for metal printed parts, a relatively new process not fully accepted in the aerospace industry. Incodema3D plans to assist customers in taking printed metal products from prototype to full-scale production by supporting material characterization of metal powders, design and development assistance, testing parts across machines, foreign object debris removal and verification of parts requiring x-ray and CT scans. \$400,000 URI Award.

TC IDA- Tioga County IDA will extend infrastructure along State Route 434 in Tioga County to create shovel-ready sites in order to promote economic development. There are prime sites along Route 434 that are ideal for manufacturing, tourism, and multi-purpose and multi-use developments, but lack proper infrastructure. The IDA proposes two focus areas: developing a water system for an IDA-owned 36-acre site and infrastructure development for a privately owned 50-acre site in the town of Owego. \$350,000 URI Award.

TTA Transitair- TTA Transitair, located in Hornell, will expand its facility and invest in company training to keep projects in-house as opposed to outsourcing. The investment consists of expanding the existing facility to accommodate a wheel press shop, the purchase of wheel press and tooling, axle lathe and tooling, wheel lathe and tooling, axle straightener, sandblast booth, crane, and associated training and engineering. The investment will retain and create new jobs. \$300,000 URI Award.

URI FUNDING UNDER \$250,000 WAS PROVIDED FOR THE FOLLOWING:

Block Bindings & Interlinings, Ltd.

Ithaca Beer Company, Inc.

Chicone Cabinetmakers

Envision Elmira, LLC

Loco Development, LLC

Hopshire Brewery, LLC

Finger Lakes Boating Museum

Buckingham Manufacturing Company

For more information go to:

<https://esd.ny.gov/about-us/signature-projects/upstate-revitalization-initiative>

DOWNTOWN REVITALIZATION INITIATIVE

TRANSFORMING NEW YORK STATE'S DOWNTOWNS INTO DESTINATIONS FOR JOBS, TOURISM, CULTURE AND LIVING

WHY IT'S IMPORTANT

New York State's Downtown Revitalization Initiative—the DRI—invests in downtowns that are ripe for revitalization and have the potential to become magnets for redevelopment, business, job creation, greater economic and housing diversity, and opportunity. ESD partnered with Department of State and Homes and Community Renewal on this initiative.

A QUICK OVERVIEW

DRI is a comprehensive approach to boosting local economies by transforming communities into vibrant neighborhoods where the next generation of New Yorkers will want to live, work and raise a family.

With the first round of the DRI, launched in 2016, \$10 million went to each downtown selected by the Regional Economic Development Councils (REDCs) in each of the state's 10 regions with the most successful visions of remaking their urban centers into vibrant places to work, play and grow.

2017 HIGHLIGHTS

In 2017, winning projects were announced for each of the Round One cities, including:



Capital Region—Glens Falls:

Downtown diners will enjoy multi-course meals prepared by students at the relocated SUNY Adirondack Culinary School, while the city improves access to healthy food options through improvements to the Glens Falls Farmers Market Association facilities.



Central New York—Oswego:

With assets that include a scenic waterfront location, a compact and walkable downtown, rich cultural history and anchor institutions such as SUNY Oswego, Oswego Health and the Port of Oswego Authority, plans focus on catalytic projects in the downtown that will provide new housing opportunities, mixed-use development, a business incubator, commercial/retail development and community services.



Finger Lakes—Geneva:

Innovation in clean energy, imaginative reuse of historic buildings and a marina expansion are among the winning projects for this city along the Seneca Lake shoreline—all are designed to reinvigorate the city's center.



Long Island—Westbury:

A downtown rezoning will promote transit-oriented development near the Long Island Railroad, and a pedestrian plaza will improve connections between downtown Westbury and the LIRR station.



Mid-Hudson—Middletown:

A vacant Woolworth Building will become a “Rail Trail Commons” with a covered corridor linking the city’s Heritage Trail with a planned Erie Way Park. The park, developed from a vacant lot, will become a new civic space with skateboarding, public art and a pavilion.



Mohawk Valley—Oneonta:

New public pedestrian passageways will connect city spaces from Muller Plaza, Oneonta’s most important public space, to Water Street shops and to a new Transit Hub facility and the Foothills Theater.



New York City—Jamaica:

Winning DRI projects will create a shared downtown co-working space for entrepreneurs and professionals, grow restaurant and food options through a Restaurant Startup Fund and incubator space, and enhance career and technical education programs to prepare students for post-graduation jobs.



North Country—Plattsburgh:

A food incubator and a shared commercial kitchen space will connect customers and local food entrepreneurs to the expertise of the North Country Food Co-op, while other projects reimagine the city’s Riverfront Walk and new life and uses for the Dock Street Waterfront district.



Southern Tier—Elmira:

The Chemung River runs through this former summer home of author Mark Twain, and winning DRI plans call for better access to the city’s waterfront and downtown.



Western NY—Jamestown:

Rooted in smart growth principles, adaptive reuse projects, complete streets strategies, waterfront reclamation initiatives and the opening of a major tourism driver—the National Comedy Center—this downtown is undergoing major transformation.

ALSO IN 2017, A SECOND ROUND OF DRI-WINNING CITIES WAS ANNOUNCED

- Capital Region—Hudson
- Central New York—Cortland
- Finger Lakes—Batavia
- Long Island—Hicksville
- Mid-Hudson—Kingston
- Mohawk Valley—Rome
- New York City—Bronx
- North Country—Watertown
- Southern Tier—Watkins Glen
- Western New York—Olean

For more information go to:
<https://www.ny.gov/programs/downtown-revitalization-initiative>

INFRASTRUCTURE

ADVANCING MAJOR INFRASTRUCTURE PROJECTS ACROSS NEW YORK STATE

WHY IT'S IMPORTANT

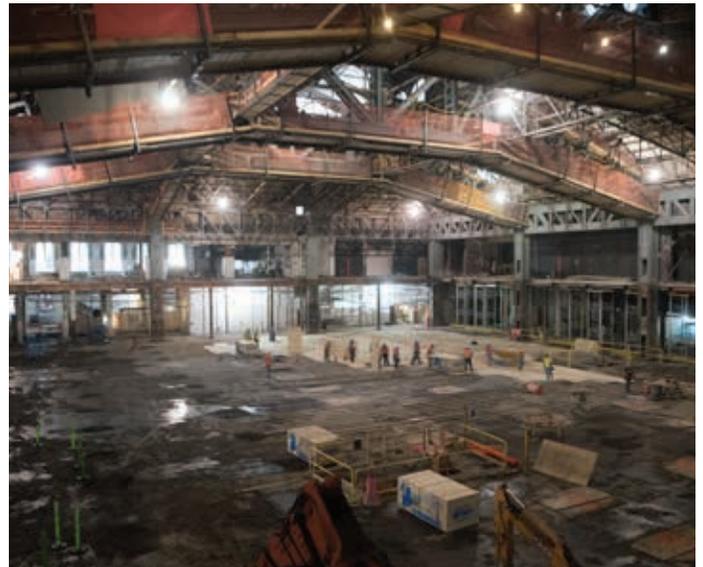
Infrastructure investments connect New York State to the global market, people with jobs, and businesses and communities to one another. Modernizing and improving infrastructure is critical to enhancing the state's competitiveness as it seeks to attract companies, talent and residents from across the nation and world.

A QUICK OVERVIEW

With the Governor's \$100 billion plan to build the new New York, ESD is advancing major infrastructure projects at airports, rail and transportation hubs. These are projects that are adding jobs and will increase economic impact around the state. The state's infrastructure vision extends to New York City's Pennsylvania Station and the transformation of Manhattan's historic James A. Farley Post Office into the 255,000-square-foot **Moynihan Train Hall**, a 21st-century world-class transportation hub. The Farley Building redevelopment will create a new Train Hall for Amtrak and Long Island Rail Road passengers and increase total concourse floor space in the Pennsylvania Station-Farley Complex by more than 50 percent. The Farley Building will also house 700,000 square feet of new commercial, retail and dining space within the mixed-use facility. The Train Hall will provide a direct connection to the Eighth Avenue Subway and create direct access to the train station from 9th Avenue for the first time, bringing unparalleled regional transportation options within convenient reach of the growing Hudson Yards and Far West Side areas.

Progress continues on the \$1.5 billion expansion of the **Jacob K. Javits Convention Center**. The expanded Javits Center is expected to generate \$393 million in new annual economic activity, reduce area traffic congestion, and increase the efficiency of operations to allow for new and expanded events. The project is also expected to create 3,100 construction jobs and an additional 4,000 full-time and 2,000 part-time jobs once the expansion is completed in 2021.

ESD also announced other transformative plans, including one to develop five parcels of vacant, state-owned land at Long Island's **Republic Airport**. The development plan, including rent and fueling flowage fees, is expected to result in over \$1 million in annual revenue to the airport for the next 49 years. ESD is leading the redevelopment of surplus land at Long Island's **Belmont Park** into the new home of the New York Islanders and other infrastructure projects around the state that are building local economies and communities by adding jobs and economic impact.



2017 HIGHLIGHTS

Moynihan Train Hall:

- Opened \$300 million Phase 1 of the Moynihan Train Hall Project—the new West End Concourse—to wide acclaim in June.
- Closed on a \$1.6 billion commercial transaction with Related/Vornado for redevelopment of the Farley Building and construction of the Train Hall.
- Closed on a \$526 million TIFIA loan with USDOT for the Train Hall.
- Started major construction of the new Train Hall in August. Achieved first construction milestone four months ahead of schedule.

2017 HIGHLIGHTS (CONTINUED)



Jacob K. Javits Convention Center Expansion:

- Announced the selection of Lendlease Turner as the design-build team for the expansion, which followed a rigorous evaluation process utilizing five groups of technical experts and a blue ribbon selection panel.
- Signed \$1.325 billion design-build contract with Lendlease Turner, a joint venture between Lendlease (US) Construction LMB, Inc., and Turner Construction Company (“LLT”).
- Governor Cuomo broke ground on the Convention Center expansion.
- LLT completed demolition of Javits North.
- LLT commenced construction on the expansion.

Republic Airport:

- ESD announced a transformative plan to develop five parcels of vacant, state-owned land at Republic Airport.
- A contract to develop the property was awarded to Stratosphere Development Co. LLC, an affiliate of Talon Air, Inc., an existing tenant at the airport that offers private jets for hire, which will invest at least \$27 million in new facilities at Republic Airport.
- Stratosphere will build hangars for its own fleet of planes and provide new modern facilities for smaller pilots in the community. The project is expected to create 226 construction jobs and 73 permanent jobs.

Belmont Park:

- In July 2017, ESD issued a competitive RFP and received three responses that were evaluated under the highest standards and criteria. Through numerous Community Listening Sessions, two site tours, an extensive interview process with

respondents, briefings with REDC and local elected officials, and more than 125 received written comments, ESD ensured robust community engagement every step of the way.

- Governor Cuomo announced the selection of New York Arena Partners, a joint venture among Sterling Equities, the Scott Malkin Group, Madison Square Garden and the Oak View Group, to lead a transformational \$1 billion redevelopment of Belmont Park into an internationally recognized mixed-use destination for sports, entertainment, retail and hospitality.
- The winning project features an 18,000-seat arena for the New York Islanders, a new 435,000-square-foot retail and entertainment complex, a new hotel, and other community amenities. The state-of-the-art project is expected to create 12,300 construction jobs and 3,100 permanent jobs.

The Fountains:

- The Fountains Development broke ground in spring 2017 on an affordable housing development on a portion of the former state-run Brooklyn Developmental Center in Brooklyn. In May, the Governor announced the start of construction for 397 affordable housing units, with a future total number of almost 1,200 units. The development will be constructed in eight buildings with retail, commercial, and community space on 6.7 acres of formerly vacant land at 888 Fountain Avenue.
- The first three phases of this multi-phased development will create a total of 397 affordable and supportive apartments in Brooklyn for income-eligible residents and those with intellectual or developmental disabilities.
- On-site social and supportive services will help these residents live independently. The decommissioned state property, purchased through Empire State Development’s competitive Request for Proposal process, will be developed by Arker Companies.
- The project will create 2,200 construction jobs and 375 permanent jobs.

For more information go to:

<https://esd.ny.gov/why-new-york-state/moving-new-york-forward>

BROADBAND

BRINGING BROADBAND TO ALL NEW YORKERS

WHY IT'S IMPORTANT

Access to broadband is crucial to economic growth and innovation. Without it, businesses can't operate in a 21st-century economy. And just three years ago, 2.5 million New Yorkers 30 percent of all New Yorkers, approximately 2.42 million locations, lacked access to broadband.

A QUICK OVERVIEW

In 2015, New York State created the nation's largest and most ambitious state investment in broadband—announcing a commitment of \$500 million in capital for the New NY Broadband Program. New York State has since secured upgrades for 2.3 million locations—resulting in 98 percent of New Yorkers having access to high-speed broadband. The Program's goal is to provide all New Yorkers with broadband access.

Since its launch, the Program has awarded approximately \$266 million in state funding, driving \$344 million in public-private broadband investment throughout New York. More than 80 percent of these funds address unserved areas, making high-speed broadband available in these locations for the first time.

In 2018, the Governor will announce the Program's Round III awards to address the balance of New Yorkers without access to high-speed broadband. After Round III, it is anticipated that 99.9 percent of New Yorkers will have broadband access.

KEY ELEMENTS OF THE PROGRAM:

- Statewide access to broadband at speeds of at least 100 Mbps (with 25 Mbps acceptable in the most rural and remote areas of the state).
- Public-private sector partnerships and a required private sector co-investment.
- Funding allocated through reverse auction, based on lowest state investment per location served.

- Partnership with the Federal Communications Commission (FCC) for areas of the state eligible for Connect America Fund support.
- Priority to projects addressing unserved areas of the state and public libraries.

2017 HIGHLIGHTS

In February 2017, the Governor announced \$212 million in New NY Broadband Program Round II awards, driving \$268 million in public/private broadband investment across the state, which will cover 89,514 homes and other locations that lacked high-speed broadband access. The awards addressed areas in all eight Upstate REDC Regions and Long Island.

Also in 2017, the Governor announced a partnership with the FCC to provide up to \$170 million in federal funding to expand broadband access in unserved areas of New York State through the Connect America Fund (CAF) program. This funding has been incorporated into Round III of the Program.

In 2018, the Governor will announce Round III awards to address the balance of New Yorkers without broadband access, connecting approximately 120,000 locations.

Round III is expected to award over \$225 million in state funding, driving more than \$360 million in total public-private investment. Round III projects that address eligible locations will also have access to CAF support as a complement to state funding.

After implementation of the commitments announced as part of the New NY Broadband Program, following Round III, 99.9 percent of New Yorkers will have access to high-speed broadband — with almost 99 percent at speeds of 100 Mbps or greater.

For more information go to:

<https://nysbroadband.ny.gov/>

ROUND II AWARDS BREAKDOWN BY THE NUMBERS
Announced February 2017

\$268M

COMBINED PUBLIC-PRIVATE
INVESTMENT

\$212M

STATE FUNDING

\$56M

PRIVATE MATCHING FUNDS

26

COMPANIES

54

PROJECTS

89,514

LOCATIONS



SUNY POLYTECHNIC INSTITUTE (SUNY POLY)

NEW OPPORTUNITIES FOR GROWTH: SUNY POLY AND THE LAUNCH OF AN ADVANCED TECHNOLOGY DEVELOPMENT CENTER

WHY IT'S IMPORTANT

In September of 2016, Governor Cuomo directed ESD to assume leadership of a portfolio of state-funded economic development projects that were previously initiated and overseen by SUNY Polytechnic Institute. ESD has taken the lead managing ongoing projects, renegotiating agreements, and creating and instituting organizational improvements and reforms.

A QUICK OVERVIEW

Throughout 2017, ESD stepped up to reform and advance more than a dozen high-tech projects across Upstate New York. Substantial reforms to the governance of Fort Schulyer Management Corporation (FSMC) and Fuller Road Management Corporation (FRMC), two non-profit organizations affiliated with SUNY Polytechnic Institute (SUNY Poly) have established greater transparency, accountability and integrity. These reforms help to ensure the organizations' economic development efforts are transparent and accountable and fulfill the state's commitments to project stakeholders, including the communities in which these projects are located.

REFORMS INCLUDE:

- Revised by-laws adopted by FSMC in November 2016 and by FRMC in January 2017 incorporate recommendations made by ESD and operate as a blueprint with policies and procedures that incorporate key provisions of the New York State Public Officers Law with respect to access to records (Freedom of Information Law), open meetings and public accountability.



2017 PROJECT HIGHLIGHTS

- Production began at the **RiverBend** plant in Buffalo, which went from employing a handful of employees to hundreds of people over the course of the year. Over the next 10 years, Tesla and Panasonic are expected to invest over a billion dollars and create thousands of new, clean energy jobs.
- An agreement was reached with **Athenex**, a pharmaceutical company, to develop and construct a \$200 million oncology manufacturing facility in Dunkirk. In total, the project is expected to create hundreds of jobs and attract \$1.5 billion in investment over the next 10 years.
- An agreement was reached with **Danfoss**, a Denmark-based manufacturer of integrated power modules, to occupy the entire Computer Chip Commercialization Center (QUAD-C) facility on SUNY Poly's Utica campus. Danfoss hired its first dozen employees and is expected to have 300 high-tech jobs at the facility by 2022.
- In Plattsburgh, **Norsk Titanium** began first-of-its-kind operations that will produce, through additive manufacturing (3-D printing), titanium aircraft components for Boeing and Spirit Aerosystems. Norsk's projects include the construction of a 100,000-square-foot facility in addition to the renovation and operation of an existing 70,000-square-foot facility. The project is expected to create hundreds of jobs and generate hundreds of millions of dollars in private spending over its first 10 years. By the end of 2017, the company had already hired dozens of employees.
- In Rochester, renovation and equipment installation began at the site of the future **AIM Photonics Test, Assembly, and Packaging (TAP) facility**, the first integrated photonics facility of its kind. Construction of AIM Photonics' office spaces were completed in November. The remaining labs and clean rooms are expected to be completed in the first half of 2018.
- When ESD took on oversight of the SUNY Poly economic development portfolio, negotiations with **Soraa**, a manufacturer of high-performance LED lighting, continued to move forward in an effort to secure the company's expansion to the Central New York Hub for Emerging Nano Industries. Ultimately, in 2017, ESD and Soraa reached an amicable termination to the company's agreement with New York State.

Understanding the need for an anchor tenant to help grow the high-tech sector in Central New York, ESD was able to negotiate a deal with **NexGen Power Systems**, a California-based company, to establish operations at the hub. NexGen has committed to employ at least 290 new full-time permanent employees within seven years of project completion, and there are plans to invest approximately \$40 million at the facility in DeWitt, Onondaga County.



NYSTAR

SPURRING INNOVATION AND NEW TECHNOLOGY DEVELOPMENT ACROSS THE STATE

WHY IT'S IMPORTANT

New York State supports economic development driven by new technologies and scientific breakthroughs, harnessing the state's world-class technology and expertise to grow the innovative technologies that make businesses more competitive and create thousands of jobs.

A QUICK OVERVIEW

Empire State Development's Division of Science, Technology and Innovation (NYSTAR) advances technology and commercialization in New York State. NYSTAR helps companies leverage their strengths through 70+ funded centers, programs and vital tools that guide companies from start-up to maturity and offer legal research and information to entrepreneurs, assistance in attracting more federal R&D funding to support technology development, and much more.

At universities throughout the state, our Centers of Excellence (COEs) and Centers for Advanced Technology (CATs) encourage industry-university collaboration in developing and applying new technologies from nanoelectronics and materials to automation and biotechnology.

NYSTAR's Innovation Hotspots and Certified Business Incubators support start-ups and early-stage companies through entrepreneurial networks and ecosystems, providing access to capital and mentoring. New York's Manufacturing Extension Partnership (MEP) centers help small manufacturers become more innovative and competitive through networks that provide services to small and mid-sized manufacturers across New York State.

New York State is home to the second-highest concentration of U.S. video game industry establishments and produces the fourth-largest number of gaming jobs in the country. NYSTAR is advancing New York's leadership by funding three university-based Digital Gaming Hubs.

NYSTAR offers many services to link entrepreneurs and innovation companies to New York State's world-class research and development expertise.

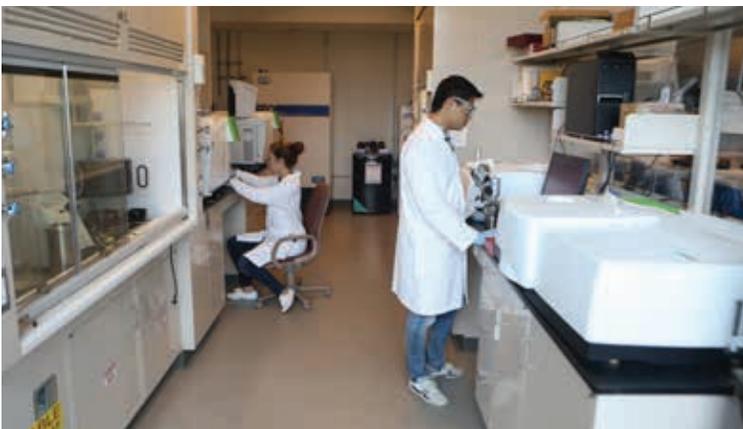


2017 HIGHLIGHTS

- NYSTAR continued to support innovation at all stages of development with the addition of new funding and centers.
- Won a \$1.5 million Department of Defense grant to provide innovation assistance to New York State companies in the defense industry supply chain, to help them diversify to non-U.S. military customers and ensure their competitiveness and resilience.
- Won a \$1.2 million National Institute of Standards & Technology Manufacturing Extension Partnership (NIST MEP) award focused on introducing companies to technologies available at Manufacturing USA Institutes and helping companies address technology challenges.
- Awarded a 10-year CAT designation to University at Buffalo's Center for Advanced Technology in Big Data and Health Sciences.
- Designated five new Innovation Hot Spots, awarded through Consolidated Funding Application (CFA) competition:
 - thINCubator — Mohawk Valley Innovation Hot Spot (Applicant: Mohawk Valley Community College)
 - Innovate 518 — Capital Region Innovation Hot Spot (Applicant: U. Albany)
 - BioIncNYMC — Mid-Hudson Innovation Hot Spot (Applicant: The Biotechnology Incubator at NYMC)
 - iHub – New York City Innovation Hot Spot (Applicant: New York City Regional Innovation Node)
 - Long Island High Technology Incubator, Inc./ LIHTI — Long Island Innovation Hot Spot
- Held the NYSTAR Annual Meeting in Ithaca, hosted by Cornell University and FuzeHub, designated as NYSTAR's statewide MEP Center, which connects small and mid-sized businesses to resources for growth. Nearly 200 attendees from more than 70 NYSTAR centers shared strategies and coordinated efforts to assist technology and innovation businesses across the state.
- The first-ever FuzeHub Commercialization Competition, held in November in Albany, drew 17 entrepreneurs from across New York State to compete before a live audience for \$250,000 in prize money. Five companies were each awarded \$50,000 for their innovative ideas, including clean energy and healthcare imaging solutions.
 - Ferric Contrast (Buffalo) uses non-toxic MRI contrast agents to take clinical-quality images of the brain, liver and kidneys.
 - NanoHydroChem (Buffalo) is developing a novel, proprietary nanomaterial capable of generating hydrogen gas from water on demand at room temperature.
 - Potsdam Sensors (Potsdam) is developing a new field-deployable IOT sensor for accurate sensing of airborne particles, a major EPA-recognized pollutant.
 - Praxis Biotechnology (Albany) developed a new rosacea medication. This proprietary cream formulation will deliver medication to block a specific change that occurs in rosacea skin without affecting the rest of the body.
 - SparkCharge (Syracuse) is commercializing the first portable electric vehicle charging station that will enable EV owners to charge anytime and anywhere they want.

For more information go to:

<https://esd.ny.gov/doing-business-ny/innovation-development-support>



NEW YORK VENTURES

VENTURE PROGRAMS LEVERAGED PRIVATE INVESTMENT TO BUILD ENTREPRENEURIAL ACTIVITIES STATEWIDE

WHY IT'S IMPORTANT

New York State is helping build the innovation economy by giving entrepreneurs access to resources to match their drive and talent, helping to build innovation economy businesses that will create jobs for New Yorkers.

A QUICK OVERVIEW

Launched in 2015, New York Ventures meets the critical capital needs of New York State's innovation economy by providing funding to high-growth start-ups as they move from concept to commercialization, through early growth and expansion.

New York Ventures administers the state's innovation investment funds, providing equity investment capital to early-stage technology-based businesses through direct investments and fund-of-funds.

The program's key targets are in strategic industries which include information technology, life sciences and clean energy, as well as technologies important to advanced manufacturing. New York Ventures looks to actively fill funding gaps in key, but underserved, industries and regions. The program supports companies emerging from the state's universities, research labs, incubators and accelerators—as well as companies willing to relocate to New York.

New York Ventures values capital-efficient business models, strong corporate governance, experienced and diverse management teams, and business plans structured to attract the next level of capital investment at an increased valuation. The program seeks to partner closely with the private sector and requires matching investments from private funding sources at the time of investment.

New York Ventures supports innovations through direct investments and through a “fund-of-funds” structure.

2017 HIGHLIGHTS

Direct Investment Fund:

New York Ventures administers more than \$90 million in capital allocated toward direct equity investments into promising start-ups.

- New York State Innovation Venture Capital Fund (New York State IVC Direct investment Fund) ended 2017 with a total of 11 portfolio companies and \$11.7 million invested. Two additional investments are due to close in early 2018, bringing the portfolio to 13 companies and \$14.4 million invested.

- Of the 13 closed/committed deals, six are Upstate and seven are in the NYC region.
- Women founded and lead five of the 13 companies.

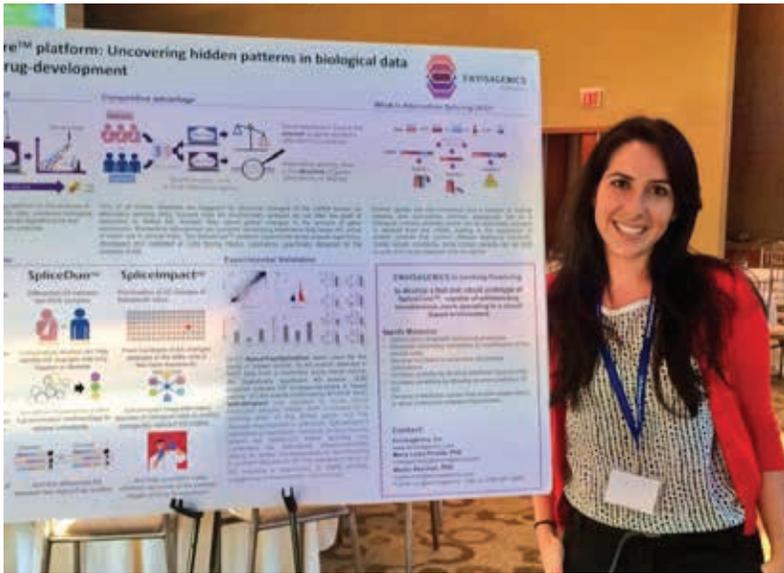
Fund-of-Funds:

The New York Ventures fund-of-funds investment programs are typically targeted at specific investment stages, industry sectors or founder groups, and are administered by third-party investment managers selected on a competitive basis.

- Innovate NY Fund/Fund-of-Funds reached the 95 percent deployment level in 2017, providing support to 81 companies with \$37 million in new capital over the life of the fund. Investments were matched by more than \$230 million in private sector capital.
 - Achieved the first major exit with sale of Plated, a premier meal kit service, to Albertsons Companies, one of the nation's largest grocery retailers, for a total consideration of up to \$300 million and received a 2.25X return on its investment.
- Innovation Technology Commercialization Fund closed 14 new investments in 2017 representing \$1.25 million in capital, for a total of 22 companies supported and \$1.75 million in total capital deployed since the program's launch in 2016.
- MWBE Fund achieved 98 percent deployment level, supporting six certified MWBE firms with \$1.4 million in new investment capital.

For more information go to:

<https://esd.ny.gov/doing-business-ny/venture-capital>



GLOBAL NEW YORK

TRADE MISSIONS AND EXPORT SUPPORT LED TO INTERNATIONAL PARTNERSHIPS

WHY IT'S IMPORTANT

Global NY connects New York State businesses to the world and works closely with foreign businesses looking to invest in New York, growing jobs and opportunity through exports and foreign direct investment (FDI).

A QUICK OVERVIEW

With representatives around the world and programs offering export funding and assistance, Global NY helps New York businesses enter or expand their presence in the global marketplace. Global NY programs connect New York businesses with sales agents and distributors abroad and offset the costs of exporting with grants and loans. Global NY is committed to helping businesses sell their products and services in growing markets including Mexico, Europe, Canada, Israel, China and South Africa. Through economic development trade missions, Global NY creates and reinforces first-hand connections and partnerships for New York businesses.

2017 HIGHLIGHTS

Global NY Fund

The Global NY Fund offers loans and grants, helping New York State companies enter new foreign markets or expand their existing exports.

- In 2017, a total of 38 applications were submitted with 25 approved and \$525,345 awarded.

Foreign Direct Investment (FDI)

Global NY showcased New York's FDI opportunities to audiences at the Select USA Investment Summit in Washington, D.C., in June.

State Trade Expansion Program (STEP) Global NY Grant Program

- In 2017, the State of New York was awarded \$754,700 by the U.S. Small Business Administration (SBA) for the STEP program, which assists small businesses with starting to export or expanding their exports. In 2017, approved funds assisted 114 New York State small businesses.
- In 2017, Global NY led 36 companies on trade missions to Israel, Indonesia, Vietnam, South Africa and China.
- In 2017, STEP-funded activities led to more than \$3.6 million in direct sales for New York State small businesses.

Export Marketing Assistance Service (EMAS)

This no-cost service helps qualified New York State small and medium-sized businesses explore selected international markets to find sales agents, distributors or local market intelligence.

- In 2017, 107 New York State companies received EMAS assistance.



Global NY Events

- Global New York hosted four foreign office visit events, with a total of 238 attendees, bringing in representatives from South Africa, Mexico and Canada, China, Europe and Israel to speak about export opportunities for New York State businesses.
- In May 2017, Global NY hosted a Consul General Tour of Western NY and the Finger Lakes regions to explore foreign investment opportunities in New York State.

GLOBAL NY SUCCESS STORIES

Response Care Inc.

- Response Care Inc., a Rochester-based company, provides wireless personal emergency and wireless nurse call systems to active senior communities, creating efficient and verifiable response to medical emergencies. In 2017, the company used the STEP program twice to participate in the Africa Health Trade Mission and to translate their website. In 2017, they also used the EMAS program for a report on the African market.
- “Thanks to Global NY and the grants that we have received, we’ve been able to participate in international trade shows and grow our international presence. We’ve attended Medica in Dusseldorf, Germany; Africa Health in Johannesburg, South Africa; and we’ve used funding to translate our website into several European languages. We’ve expanded our business and have made numerous

new contacts for sales and for redistribution. We will continue to attend Global NY meetings and events and hope to continue using grants and funds to help us reach more regions of the globe.”

— Katya Kowal, Response Care Inc.

Zanderm

- Zanderm, located in New York City, manufactures a unique medical cosmetic that camouflages depigmented patches that are caused by vitiligo. In 2017, the company used the STEP program to participate in the Africa Health Trade Mission.
 - “All of the assistance that ESD and Global NY provided has enabled us to expand our international outreach and become truly global in a short period of time. Without your help, this would have been extremely difficult for us to have done as a start-up company. Our participation in the 2017 South Africa Trade Mission has helped us to establish distribution in South Africa, as well as open the door to distribution in five other Sub-Saharan countries. We are now able to project over \$150,000 in sales from these countries in the next year.”
- Rishona Sender, Zanderm

For more information go to:

<https://esd.ny.gov/global-ny>



MINORITY AND WOMEN-OWNED BUSINESSES

REACHED NEW HEIGHTS IN NEW YORK STATE

WHY IT'S IMPORTANT

New York State's diverse and talented workforce is a key to business growth and success. New York State's Minority and Women-Owned Business Enterprises (MWBE) Program creates opportunity and builds capacity for New York State MWBEs and promotes equity in state contracting.

A QUICK OVERVIEW

ESD's Division of Minority and Women's Business Development (DMWBD) works to promote equality of economic opportunities for minority and women-owned business enterprises (MWBEs) and to eliminate barriers to participation in state contracts—with information and resources that increase access to information and opportunities for MWBEs. Those goals are supported by Governor Cuomo's nation-leading MWBE utilization goal of 30 percent.

The Division encourages and helps state agencies award a fair share of contracts to MWBEs, reviews applications from businesses seeking MWBE certification, maintains a directory of certified MWBEs and promotes MWBE business development through education and outreach to New York State agencies and MWBEs.

2017 HIGHLIGHTS

- 27.2 percent MWBE utilization rate was attained on state contracts.
- More than \$2.2 billion in state contracts were awarded to New York State-certified MWBEs — more than \$10.4 billion since 2011.
- Since 2011, more than 6,600 MWBEs have been certified and more than 4,600 have been recertified.

TWO NEW MWBE PROGRAMS, ANNOUNCED DURING THE GOVERNOR'S 2017 STATE OF THE STATE ADDRESS AND LAUNCHED DURING THE 2017 MWBE FORUM, PROVIDE TECHNICAL ASSISTANCE TO MWBEs TO INCREASE CAPACITY AND ENSURE MWBE PARTICIPATION IN STATE CONTRACTING:

- The MWBE Business Growth Accelerator (BGA) will focus on providing intensive technical assistance and business development training for NYS MWBEs for two years. The grantees for the program: Women's Enterprise Development Center (White Plains); Syracuse University/South Side Innovation Center (Syracuse); and Business Outreach Center Network, Inc. (New York City).



- The Certification Assistance Program (CAP) will allow firms to receive individual support to identify any deficiencies in their MWBE certification application that may affect the timeliness and ultimate certification decision by DMWBD. In addition, these are the grant recipients for the MWBE Certification Assistance Program: Town, Ryan & Partners (Albany) and Hofstra University Business Development Center (Long Island).

A DISPARITY STUDY, PUBLISHED IN JUNE 2017 AND AVAILABLE ON THE ESD WEBSITE, FOUND:

- An ongoing need to continue to expand efforts to engage MWBEs and confirmed the availability of MWBEs to participate in the New York State MWBE program.
- Key recommendations to consider in the future of the MWBE program, including providing more opportunities for MWBEs to serve as prime contractors, reconsidering the procurement structures to eliminate unnecessary barriers to participation and focusing on strategic industries.

THE NEW YORK STATE REGIONAL MWBE OPPORTUNITIES EXPO SERIES:

- Held in six regions: Mid-Hudson; NYC; Finger Lakes; Central New York; North Country; Southern Tier: more than 640 attendees.

NEW YORK STATE MWBE BOOT CAMPS, ONE-DAY INFORMATION WORKSHOPS AND CERTIFICATION SESSIONS:

- Five Boot Camps in five New York State Regions: 271 attendees

For more information go to:

<https://esd.ny.gov/doing-business-ny/mwbe>



2017 CERTIFICATION STATS

8500+

MWBEs ON THE NEW YORK STATE DIRECTORY OF CERTIFIED FIRMS

1,142

CERTIFIED FIRMS

653

RE-CERTIFIED FIRMS

HELP DESK ACCOMPLISHMENTS

51,151

CALLS RECEIVED; AVERAGE OF 4,119 PER MONTH

11,576

EMAILS

628

EXPEDITE REQUESTS

WEBINARS

33

MWBE WEBINARS HELD FOR CERTIFIED MWBEs

3,990

ATTENDEES

THE SEVENTH ANNUAL MWBE FORUM, HELD OCT. 4-5, BY THE NUMBERS

1,852

REGISTRANTS

173

EXHIBITORS

42

WORKSHOPS

187

SPEAKERS

540

MWBE ONE-ON-ONE MEETINGS WITH PUBLIC AND PRIVATE SECTOR DECISION MAKERS

SMALL BUSINESS DEVELOPMENT

FEEDING THE GROWTH OF SMALL BUSINESSES IN NEW YORK STATE

WHY IT'S IMPORTANT

Small businesses are the heart of the economy. They make up 98 percent of all businesses in New York State and employ more than half of New York's private sector workforce.

A QUICK OVERVIEW

The Division of Small Business and Technology Development supports the growth of small businesses—firms with fewer than 100 employees—with an array of programs and services. Financial assistance is available through community development financial institutions (CDFIs) and alternative lenders who provide mission critical credit and financial support to small businesses across the state. A list of these lenders can be found on ESD's website directory of New York State alternative lenders. The financial assistance provided by ESD is to provide access to capital for entrepreneurs and businesses who usually have difficulty accessing regular credit markets. In addition to financial assistance, the Division provides technical assistance through programs that offer mentoring, business

counseling and guidance in various topics, such as creating a business plan, finding contracting opportunities, and working with an incubator. These programs help guide entrepreneurs and early-stage companies toward growth and opportunity.

The Division also provides access to New York State's world-class research and development capabilities through its 70-plus centers across the State via NYSTAR.

The Innovation Hot Spots and Certified Business Incubators provide support to start-up and early-stage companies with physical space, access to capital, networking and other services.

The assistance provided by New York State ultimately translates into business and entrepreneurial success, from companies looking to export products abroad to those looking at building or renovating facilities to those launching new technologies and beyond. Working together, ESD's Small Business team is helping to build jobs and new industries in New York State.



Over the last five years, the **Division, through its financial, technical and technology assistance program:**

- Facilitated more than \$1 billion in loans.
- Created and retained more than 95,000 jobs.
- Launched more than 3,834 small businesses.
- Generated more than \$8 billion in economic impact.

2017 HIGHLIGHTS

- Helped launch 536 new businesses.
- Expanded 917 existing businesses.
- Loan programs provided more than \$175 million in facilitated and direct lending.
- Retained more than 13,000 jobs.
- More than 80 percent of loans went to minority and women-owned businesses.
- Entrepreneurial Assistance Program centers, providing instruction, training, technical assistance and support services to individuals who have recently started their own business or are interested in starting a business, assisted more than 4,500 entrepreneurs through training and counseling sessions.
- An independent assessment found that the Entrepreneurial Assistance Program contributed

to the overall employment rate by 9.1 percent, which also contributed to the state's record low unemployment rates in 2017.

- Launched the \$10 million Agriculture Loan Fund Program, which provides loans to agribusiness across that state.

SMALL BUSINESS SUCCESS STORY

Hak Jin Han, a diamond tools wholesaler and President of SD Tools Inc., already operated a successful business that earned millions of dollars in gross sales in 2016 and had a projected increase in revenue of 36 percent for 2017. With the added help of the Entrepreneurial Assistance Program (EAP) at Renaissance Economic Development Corporation, he successfully obtained a loan to cover the increasing inventory costs, added three full-time positions to his current workforce of 18 and became certified as an MBE with New York State. With the help of Division of Small Business and Technology Development programs, Mr. Han is expanding his business and creating new jobs in New York State.

For more information go to:

<https://esd.ny.gov/doing-business-ny/small-business-hub>



TOURISM

PROMOTING TOURISM FOR ECONOMIC IMPACT

WHY IT'S IMPORTANT

With an annual impact of more than \$100 billion, tourism is vital to the economic health of New York State. It's the state's fourth-largest industry, responsible for one in 12 jobs, and the third-fastest growing job sector.

A QUICK OVERVIEW

ESD's Division of Tourism promotes awareness of New York State as a tourism destination. Its mission is to inspire and encourage visitation to all of the state's eleven vacation regions through a multi-pronged marketing program that includes advertising campaigns, digital platforms including the I LOVE NY website and social media, and public relations efforts such as media familiarization tours. Regional Welcome Centers are opening around the state. Targeted initiatives such as Path Through History, I LOVE NY LGBT and Taste NY reach niche tourism segments through digital initiatives, social media and events. Funding is also available to support local tourism efforts, including I LOVE NY Matching Funds and Market NY grants. The division deploys I LOVE NY representatives overseas and works with strategic travel partners including Delta, JetBlue and Amtrak, and sports partners like the American Hockey League.



2017 HIGHLIGHTS

- In 2017, tourism supported more than 936,000 jobs across New York, up 2.3 percent over 2016.
- The most recent tourism statistics showed that New York State welcomed a record 239 million visitors, an increase of nearly 36 million since 2011.
- Tourism’s statewide economic impact grew to \$105 billion—the highest in state’s history and a more than 20 percent increase over 2011.
- 2017 seasonal television, print, digital and out-of-home advertising utilizing the “It’s All Here, It’s Only Here” campaign, included:
 - TV spots for summer, fall and winter highlighting family-friendly attractions, activities and events.
 - Two separate campaigns outside of seasonal promotions: one focusing on equal rights and historic sites and the other promoting The Great New York State Fair.
- Digital platforms showed increases in visitors and downloads, with 1.8 million followers across six social media platforms:
 - The I LOVE NY website has 23 percent increased visitation year-over-year.
 - The award-winning I LOVE NY mobile app was downloaded more than 163,000 times.
 - 2017 social media initiatives included Instagram stories with day-in-the-life views of New York State destinations that generated more than 655,000 views, and influencer campaigns that sent brand ambassadors with large social media followings on family trips across the state.
- Experiential marketing included new New York State Welcome Centers:
 - Centers opened in New York City, Mohawk Valley, the Southern Tier and Central NY, joining the center already opened on Long Island.
 - The traveling I LOVE NY pod was featured at 25 high-profile special events across New York and in surrounding states, connecting with tens of thousands of guests with interactive elements and a team of brand ambassadors.
- Funding for local tourism efforts included:
 - \$4.5 million in I LOVE NY Matching Funds to 62 counties for local tourism promotion projects including travel guides and maps, as well as television, radio and digital advertising.
 - An additional \$13.5 million in Market NY grants awarded through Round VI of the REDC initiative supported 71 tourism-related marketing, construction and special events projects, many in 2017, including Albany Symphony concerts along the Erie Canal and infrastructure upgrades at the Herkimer Diamond Mine. In December, an additional \$15 million in grants was awarded in Round VII.

For more information go to:

<https://esd.ny.gov/industries/tourism>



FILM AND TELEVISION PRODUCTION IN NEW YORK STATE

TAX CREDITS TO DRIVE FILM AND TELEVISION PRODUCTION

WHY IT'S IMPORTANT

New York's Film Tax Credit Program is responsible for record-breaking economic impact, attracting film and television production and post-production that supports local small businesses and communities and creates hundreds of thousands of well-paying jobs across New York State each year.

A QUICK OVERVIEW

The New York State Governor's Office of Motion Picture and Television Development (MPTV) offers film, television and commercial production and post-production tax credits for qualified expenditures in New York State. Since Governor Cuomo took office, the tax credit program has incentivized 1,249 projects (film and television combined) representing \$18.8 billion in estimated NY spend and 1,160,218 hires.

The three-year extension of the film incentive in 2017 at the current level of \$420 million per year—through 2022—will foster continued growth, multi-year television productions and future investments in industry production infrastructure.

2017 HIGHLIGHTS

- The New York State Film Tax Credit production program received 229 applications representing an estimated \$3.9 billion New York State spend and 228,547 hires.
- Seventy-two TV series applied to the program, projecting an estimated spend of \$2.9 billion and more than 160,000 hires.
- The New York State Film Tax Credit post-production program received 84 applications representing an estimated \$179 million New York State spend and more than 1,000 hires.
- In August 2017, the tax credit program had generated 1 million hires since 2011—almost 80 percent of all jobs created by the program since its inception in 2004.
- In 2017, Marvel Television, the Walt Disney Company and Netflix surpassed the original goal, announced in 2014, for their live-action multi-series production based on Marvel characters—completing the filming of 135 episodes in New York—the largest production project in New York State history.



Statewide Impact

- Forty-five percent of the productions coming into the program in 2017 applied to shoot outside NYC. Of these 103 projects, 53 scheduled more than half of their shoot days (967 total) in Upstate counties and were eligible for an additional 10 percent credit on qualified labor expenses.

Western New York:

- In 2017, nine productions shot exclusively in Western New York represented an estimated \$43 million in spending and more than 3,300 hires.

Soundstage Growth and Development:

- As of 2017, there are more than 94 designated Qualified Production Facilities (QPF) statewide containing more than 260 soundstages, compared to 11 QPFs with 61 stages in 2005.
- In June 2017, Maspeth-based York Studios broke ground on a new Bronx campus, which will initially have five stages.
- In August 2017, ESD and Broadway Stages closed on a deal to convert Staten Island's Arthur Kill Correctional Facility into five sound stages, creating more than 1,300 full-time jobs and 300 construction jobs.

Diversity Initiatives:

- Numerous events, held in partnership with the Motion Picture Association of America (MPAA) and its member studios, fostered diversity in the industry including:
 - Pitch NY: Fifty New York State college students learned from industry experts about honing their skills and stories.

- A supplier diversity showcase connected more than 50 local minority and women business owners with production and post-production decision makers.
- A New York State Multicultural Creativity Summit educated 150+ attendees about navigating the entertainment industry.
- Added Workforce Utilization and Supplier and Subcontractor Sourcing Reports to the film credit application form for productions which will allow the state to better understand the gender, racial and ethnic makeup of the film and television industry and strategize ways to promote inclusion and increase diversity.

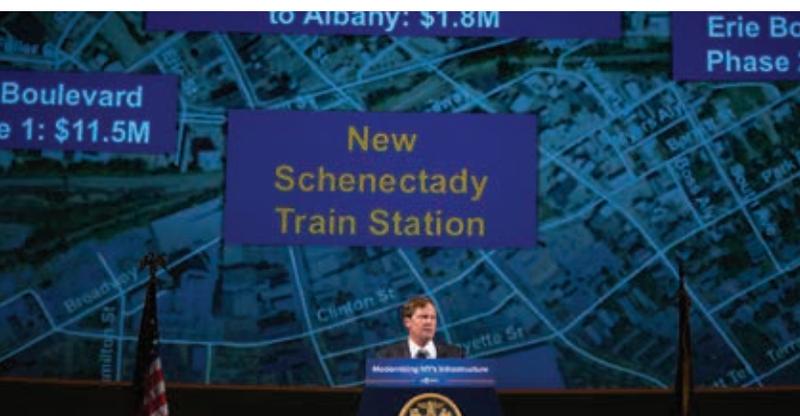
Ongoing Initiatives:

- Twelve Film Roadshows and seminars were held in 2017 with filmmakers, crew, vendors, support services, regional film commissioners and other stakeholders across the state.
- Film Good/Do Good—a joint effort of the Governor's Office of Motion Picture and Television Development and the New York State Commission on National and Community Service that provides film productions the opportunity to give back to the community—completed five service events with 40 volunteers in 2017.

For more information go to:

<https://esd.ny.gov/industries/tv-and-film>





— STATEWIDE STRATEGIC PROJECTS —



— PLACEMAKING —

WHERE WE INVEST MATTERS

Great places attract talent and companies.

There is a connection between land use and economic performance. Sprawling development increases infrastructure costs, such as road maintenance, and makes it difficult for workers to access jobs without a car.

Placemaking limits these costs and drives economic growth by investing in job centers, existing assets, public transit and sustainable infrastructure. Amenities such as affordable housing, walkability, technology infrastructure, and transportation options create competitive advantages for cities looking to attract firms and a young, dynamic workforce. Reinvesting in walkable communities decreases infrastructure costs, lowers energy consumption and creates attractive places to live. Concentrating development and economic growth helps New York State become more sustainable, livable and prosperous.

PLACEMAKING WHERE WE INVEST MATTERS

EXAMPLES OF PLACEMAKING INVESTMENTS ACROSS THE STATE

WESTERN NEW YORK

Erie Canal Harbor Corporation

For decades, the waterfront sat desolate and underutilized until Erie Canal Harbor Development Corporation (ECHDC) spearheaded waterfront revitalization, reclaiming the area as one of America's brightest historical treasures. In 2017, Canalside hosted hundreds of programs and daily activities from Memorial Day weekend through Labor Day weekend, as well as special events, including the popular Canalside concerts. Building on the success of last winter, visitors once again enjoyed curling, Ice Bikes and other winter activities at The Ice at Canalside, a skating surface that is bigger than two NHL rinks. Across the river, visitors to the Outer Harbor can bike, boat, or walk along the waterfront while taking in one of Buffalo's most scenic locations. The new \$29 million Explore & More Children's Museum at Canalside also broke ground in 2017 and is expected to bring 250,000 new visitors annually to Buffalo's waterfront.

FINGER LAKES

ROC The Riverway

Governor Cuomo recently announced a new initiative to revitalize the underutilized waterfront of the Genesee River. This initiative will build upon a plan by the city of Rochester called "ROC the Riverway" that includes nearly 30 potential projects representing \$500 million of potential investments to improve the economic, recreational and environmental opportunities along the riverfront—transforming the future of Rochester.

CENTRAL NEW YORK

State Tower Building

\$3 million in ESD funds contributed to the completion of the acquisition and renovation of the \$32 million iconic State Tower Building in the city of Syracuse. The mixed-use project has 51 rental apartments on the upper 13 floors, Class A office space on the first eight floors, and retail on the ground floor—bringing this downtown anchor back to productive use.

MOHAWK VALLEY

Utica Memorial Auditorium

This \$10 million, 21,000 square foot project will expand upon the 58-year-old Utica Memorial Auditorium, elevating the building to 21st-century standards. The project will bring the Aud up to current standards for ADA by adding fire alarms, sprinklers, and restrooms, as well as providing permanent office space for both current and future employees. Home to the Utica Comets, the newly expanded Aud was chosen to host the 2018 American Hockey League (AHL) All-Star Game. The All-Star Weekend will highlight Utica's revitalization in front of a global audience while attracting thousands of visitors to downtown.

SOUTHERN TIER

One North Depot Mixed-Use Project

Currently under construction, the \$11.5 million project will preserve the historic integrity of the building, while providing affordable commercial space, housing, shared work space, and new green space. The project will contribute to the revitalization of downtown Binghamton—attracting new jobs, growing small businesses, and helping retain skilled workers and local college graduates.

NORTH COUNTRY

Plattsburgh International Airport

Plattsburgh International Airport received \$38 million as part of the Upstate Airport Economic Development and Revitalization Competition. The \$43 million project includes an air cargo receiving and distribution center, a general aviation customs facility, and a multimodal transportation facility for passengers and employees. This project is in addition to the \$54.6 expansion of the terminal and addition of a Federal Inspection Services facility for U.S. Customs and Border Protection to accommodate growing passenger demand and process international aircraft operations. ESD contributed \$4.5 million to the expansion.

MID-HUDSON

The Center for Discovery

A \$2.5 million grant assisted The Center for Discovery, an institution providing access to groundbreaking research for a myriad of complex disabilities to people of all ages, with a \$32 million project to construct five homes and rehabilitate several buildings in the Hamlet of Hurleyville. The hamlet has become a nationally renowned model for inclusive and sustainable living, providing opportunities for community members and adult residents alike through various business ventures on Main Street. The project is helping to transform a shuttered main street into a thriving downtown. The Center currently employs 1,432 people, and this project will create 231 jobs.

CAPITAL REGION

Mohawk Harbor

ESD support for this transformational project began with a \$4 million grant for remediation of the 57-acre former American Locomotive Company industrial site along the Mohawk River in Schenectady. A subsequent \$5 million award creates an economically vibrant, mixed-use waterfront community that is expected to support 800 new jobs and attract and retain young professionals and families to the region. Rivers Casino selected property adjacent to the site for its new casino because they were attracted to its waterfront features, vibrant mixed-use community, and growing downtown Schenectady entertainment district. Mohawk Harbors and Rivers Casino together result in a \$400+ million investment.

LONG ISLAND

Ronkonkoma Hub

A project that broke ground in 2017, Ronkonkoma Hub is a \$600 million complex of apartments, stores, restaurants and offices located near the hamlet's train station. This significant transit-oriented development project at full build out is estimated to result in 1,400 units of housing, 360,000 square feet of office and medical space, 195,000 square feet of retail and restaurant space, and 60,000 square feet of hospitality space. ESD has contributed a total of \$55 million to the project.

NEW YORK CITY

Greenmarket Regional Food Hub

ESD committed \$15 million to the construction of a new \$20 million Greenmarket Regional Food Hub in the Bronx. The state-of-the-art, 120,000-square-foot facility will include a new wholesale farmers market, cold storage facility, a food-processing center, and other infrastructure upgrades to support local food businesses. It will increase New Yorkers' access to fresh, locally grown and produced food; support farms that are New York State Grown & Certified by promoting their local products to restaurants and institutional buyers; and assist Upstate producers and processors in targeting procurement opportunities. The new facility will move nearly 20 million pounds of local produce a year and create 95 permanent jobs and 150 construction jobs. In addition, the food hub will facilitate the expansion of Grow NYC's food access programs like Youthmarket and the Fresh Food Box located in the Bronx.





— WORKFORCE —

CONNECTING PEOPLE AND JOBS

Economic development is dependent on the labor supply and connecting the right people with the right jobs.

Workforce development expands and enhances the pool of labor that supports businesses across New York State by providing educational opportunities, workforce training and collaborations between education and industry. New York State has low and declining unemployment rates. But further workforce development can expand the labor pool. One way to grow the labor pool is through higher education, because workers with more education are more likely to participate in the labor force.

Other workforce development and training programs can help align worker skills with industry needs. For example, training programs can be targeted to prepare young workers for industries challenged by approaching retirement cliffs, like health, education and manufacturing, where older workers outnumber younger workers by 30,000 or more across New York State.

College experience prepares workers for more competitive, higher-wage positions that will need to be filled, though many more openings will be available each year for those with lower levels of education. By focusing on key opportunities and challenges, New York State can extend access to training and enhance employment opportunities for workers of skill levels across a wide range of industries.

WORKFORCE CONNECTING PEOPLE AND JOBS

HIGHLIGHTS OF WORKFORCE INVESTMENTS ACROSS THE STATE IN 2017

WESTERN NEW YORK

Manufacturing Technology Institute (MTI)

To create expanded training programs in manufacturing by producing graduates for manufacturing employers in the region, Jamestown Community College (JCC) opened the expanded Manufacturing Technology Institute on the Jamestown campus and its new MTI facility on the Olean campus. Both facilities will be used to increase education programs by an additional 190 students annually. Funding for both facilities includes \$5 million from the State University of New York SUNY 2020 program; \$2 million from the SUNY capital facilities division; \$2 million from local sponsors, including Cattaraugus and Chautauqua counties; and nearly \$1 million from Empire State Development.

FINGER LAKES

MCC Finger Lakes Workforce Development (FWD) Center at Eastman Business Park

The FWD Center at Rochester's Eastman Business Park will take a multi-faceted approach to creating a 21st-century workforce by matching workers with high-technology jobs—in energy, biomaterials, functional films and photonics—offered by companies at EBP and elsewhere in the region. The FWD Center curriculum will include applied training in a number of fields including hydraulics and computer applications as well as enhanced training in entrepreneurial skills. In 2017, MCC began operating the center in a temporary space at Eastman Business Park while they continue plans to renovate a dedicated building that should begin construction in 2018 and be open in 2019.



CENTRAL NEW YORK

Work Train

This initiative addresses the challenge of unemployment and underemployment in Central New York by creating solutions that benefit both businesses and jobseekers. During its initial pilot phase, Work Train pulled together industry leaders in health care and manufacturing to identify their labor needs. Based on their needs, Work Train assembled partnerships of education and training institutions (SUNY Onondaga Community College; SUNY EOC, Syracuse Educational Opportunity Center; and Cayuga County BOCES) and a wide array of community-based organizations to develop multidimensional workforce solutions. During this pilot period, Work Train programs facilitated the placement of more than 300 individuals into industry-related jobs. Evaluation showed that workers placed from Work Train-sponsored programs retained employment at significantly higher rates than workers hired into similar positions through companies' general recruitment processes.

MOHAWK VALLEY

Mohawk Valley Resource Center for Refugees—One World Welcome and Opportunity Center

The Mohawk Valley has a uniquely high population of refugees, with approximately one-fourth of Utica's population made up of refugee families. The Mohawk Valley Resource Center for Refugees has resettled over 16,000 refugees from 36 nations and is a national model for refugee resettlement. MVRCR's resettlement services address new arrivals' most immediate needs so they may focus as soon as possible on achieving self-sufficiency. The state has invested a total of \$1.7 million to accelerate the growth of MVRCR. This funding will support the Center's expansion to establish a "One World Welcome and Opportunity Center" in the heart of downtown Utica. This will allow the Center to expand services to provide workforce and vocational training to the Mohawk Valley's entire six-county region and create shared work space for partner organizations to create a "one-stop shop" to access services.

SOUTHERN TIER

Corning Community Health and Education Complex

Corning Community College Development Foundation and partners plan to advance the redevelopment of a former Corning hospital site to create a center for healthy living and health-based education in Corning's urban core. The workforce development complex will provide state-of-the-art nursing and health-care occupation training. Phase 1 of the project is complete and classes have begun.

NORTH COUNTRY

Institute for Advanced Manufacturing

Clinton Community College opened the Institute for Advanced Manufacturing in September 2017. The college was awarded \$12.7 million through the SUNY 2020 Challenge grant program to construct a 30,000-square foot state of the art training facility equipped to provide the best hands-on training and support advanced manufacturing throughout the region. Area partners include secondary schools and colleges, staffing agencies and economic development offices. Local companies were consulted on their workforce needs, with many donating supplies and equipment, and will benefit from the graduated students. Local manufacturers that have partnered with the institute include APG Neuros (wastewater blowers), Nova Bus (buses), Georgia Pacific (paper/tissue), Jeffords Steel (steel design and fabrication), Johns Mansville (insulation and roofing), and Plattco (valves).

MID-HUDSON

Greyston Bakery's Center for Open Hiring

Greyston Bakery, in Yonkers, produces 34,000 lbs. of brownies daily for Ben & Jerry's in its world-class bakery. Greyston Bakery, working closely with ESD, has continued to expand the bakeries' operations, allowing for greater efficiency and continued hiring, and the ability to focus on expanding Greyston Bakery's Center for Open Hiring™. A collaborative learning space that evaluates, improves and defines best practices, the Center facilitates the widespread adoption of Open Hiring and supports innovation in the delivery of community programs for employees and neighbors. By filling jobs without judging applicants or asking any questions, Open Hiring creates opportunities for individuals who have been excluded from the mainstream workforce. Complemented by community programs that provide employees and their neighbors with additional services that help people keep a job, Open Hiring provides people with the opportunity to experience the dignity of work and improve their lives and their community.

CAPITAL REGION

Center for Advanced Technology

The Mohonasen Central School District in Schenctady County constructed a Center for Advanced Technology, which includes high-tech classroom space and labs to deliver workforce training to high school and adult students. The Center provides a pipeline of skilled employees for the manufacturing and high-tech sectors, which are currently in short supply. ESD has invested \$300,000 in this \$1.5 million workforce development project.

LONG ISLAND

St. Joseph's College HTM

A \$611,000 ESD Capital Grant to St. Joseph's College supported a private investment of \$3,015,530 to create a four-year Hospitality and Tourism Management program. The program will train a sector of the Long Island workforce that has not been targeted in the past and has the potential to benefit traditional tourism employers as well as health-care employers. Tourism and health care are the region's two largest employers. The project is complete, and in the first two years the program has graduated 79 students. This enrollment number is expected to double by 2020.

NEW YORK CITY

NYU Veterans Future Lab

The New York University Tandon School of Engineering partnered with Jamestown, the developers of Industry City, to create a tech incubator in its waterfront complex in Sunset Park, Brooklyn. The Veterans Entrepreneurship Training program and the Veterans Future Lab will house workforce development programs as well as business incubation space and prototyping facilities. State funds supported space designed and programmed for veterans who are seeking to re-enter the workforce or start their own companies. NYU is partnering with other organizations on this project, including the Brooklyn Chamber of Commerce, the U.S. Small Business Administration, the New York City Veterans Alliance, Bunker Labs NY, Easter Seals, and the Mayor's Office of Veterans Affairs. The project received a \$1 million ESD grant.



— **TRADABLE SECTORS** —

BRINGING NEW YORK TO THE WORLD

Export stimulates economic growth.

Tradable sectors are those industries with the capacity to export. Markets outside the U.S. make up the majority of the world's consumers, purchasing power and economic growth. Exporting businesses report higher sales, employment and wages than other firms.

Exports include goods such as lumber, automobiles, and food that can be moved out of state for consumption. Also included are services like tourism and education, which are consumed in New York State by visitors from outside the country, as well as business and technical services used in foreign markets.

Exports are important throughout the state, but the export market of Upstate New York is unique. While exports in Downstate New York are dominated by service exports, most notably from the financial sector, Upstate New York's exports are mostly in goods and manufacturing. By providing targeted financial assistance, marketing and partnerships to a broad base of exporters, New York State will increase its presence throughout the globe, bringing economic growth and prosperity to communities across the state.

TRADABLE SECTORS: BRINGING NEW YORK TO THE WORLD

HIGHLIGHTS OF TRADABLE SECTORS INVESTMENTS ACROSS THE STATE IN 2017

WESTERN NEW YORK

General Motors

General Motors is investing \$334 million in new machinery and equipment at its Tonawanda, Lockport and Rochester plants to produce future engine and component products. The company is investing \$295.9 million in the Tonawanda plant, supporting 67 new jobs. GM is investing \$31.86 million in Lockport. ESD is providing up to \$7 million in capital grants and Excelsior tax credits in return for job and investment commitments to move the project forward. Investments in the facilities will be completed by December 2018.

Moog

One of the world's leading manufacturers of precision control components and systems, Moog announced a \$53 million expansion of two high-tech facilities in Western NY, creating 200 jobs and retaining 2,499 permanent jobs.

Strategic Financial Solutions

This leading consumer debt restructuring firm, headquartered in New York City, opened a new 60,000 square-foot contact center in Amherst. ESD will provide up to \$10 million in Excelsior Job Program tax credits in return for Strategic Financial Solutions reaching its job creation commitment. These performance-based incentives will allow the company to retain almost 400 full-time permanent positions in New York City and create over 1,500 new jobs in Amherst over the course of five years.



FINGER LAKES

American Packaging Corporation

The company broke ground on a new 350,000-square-foot manufacturing plant in Monroe County that will lead to the creation of more than 260 full-time jobs over the next five years. The company's \$170 million investment will also create more than 100 construction jobs and retain 170 jobs at the company's Rochester plant.

HP Hood

The Lynnfield, Massachusetts-based dairy company will invest more than \$200 million in the former Pepsi-Muller plant in Batavia over several years and create 230 jobs in return for \$7 million in ESD assistance.

Paychex

The payroll and human resource services company will invest \$58.4 million and create at least 620 new jobs over the next five years. It is part of an expansion project that will consolidate many of the company's Rochester-area facilities into a campus in Henrietta. ESD provided \$14 million in incentives (\$11.5 million in Excelsior tax credits plus a \$2.5 million URI grant). The project is underway.

CENTRAL NEW YORK

Saab North America

The company will invest \$65 million to relocate its North American headquarters of Saab Defense and Security USA to East Syracuse in Onondaga County, creating nearly 260 new jobs and retaining more than 450 jobs. In addition to relocating its headquarters, Saab Defense and Security USA will start a technology transfer program, building renovations and equipment. ESD will provide up to \$30 million in performance-based incentives, including Excelsior Jobs Program tax credits. The relocation process has begun.

Welch Allyn

Hill-Rom Holdings, a global leader in medical technology, officially broke ground on the expansion of its Welch Allyn facility in Skaneateles Falls, Onondaga County. The company announced its commitment to create more than 100 new jobs while retaining nearly 900 existing positions in Central New York, where Welch Allyn has maintained a significant presence for more than 100 years.

MOHAWK VALLEY

Briggs and Stratton

ESD awarded a \$1.5 million capital grant and \$1 million in Excelsior tax credits to Briggs & Stratton Power Products Group. The company, currently located in a renovated school building in the village of Munnsville in Madison County, manufactures Ferris Mowers. Outgrowing its current facility in Munnsville, the company is relocating to a 570,000-square-foot space in the city of Sherrill. The new space will allow for increased paint and welding capacity to increase production. In addition to retaining 500 jobs in New York, the company will create an additional 52 jobs.

Danfoss

The Denmark manufacturing company of integrated power modules marks one of the state's largest FDI deals this year. The company will occupy the QUAD-C facility on SUNY Poly's Utica campus and create 300 jobs.

Tractor Supply Company

TSC, the country's largest rural lifestyle retail chain, headquartered in Tennessee, will invest \$78 million to construct a 930,000-square-foot Northeast distribution center, creating 350 jobs in Frankfort, New York. ESD offered \$3 million in incentives.

SOUTHERN TIER

F.M. Howell Company, Inc.

F.M. Howell Company, Inc., will complete capital improvement and expansion projects including: new equipment that will allow Howell Plastics to expand production of thermoformed plastic trays for the life sciences, consumer products and automotive manufacturing industries, and capacity and inventory space for Howell Marketing Services, a provider of fulfillment and distribution services for the pharmaceutical, medical device and other health-care-related industries. ESD awarded an \$800,000 Regional Council Capital Fund grant to F.M. Howell Company, Inc. for the project. Total capital investment for the project is estimated at \$8,400,000, which will create 14 new jobs and retain 182 jobs.

Kraft-Heinz

Upstate Niagara, a dairy farmer cooperative that includes member farms from multiple regions in Upstate New York, was selected out of a number of interested parties by Kraft Heinz as the company to acquire their Campbell plant avoiding the facilities closure. ESD was there to assist Upstate Niagara who will invest \$10 million in capital improvements, including acquisition, while saving 150 at-risk jobs, spurring investment in the Southern Tier.

Unison Industries

The global supplier of complex systems for aerospace industries will expand and improve its R&D and manufacturing operations at its Norwich facilities. The expansion project is set for completion in 2021.

NORTH COUNTRY

MetalCraft Marine

The company designs and manufactures high-speed patrol, fire, rescue and work boats and has exported their boats to companies in Canada and Panama. ESD awarded the company a \$38,000 grant in 2017 toward a \$190,000 equipment purchase.

Norsk Titanium

Global 3-D printing leader Norsk Titanium AS established production of Boeing and Spirit AeroSystems components at its Plattsburgh Development & Qualification Center, helping to reinforce Plattsburgh as a center for next-gen aerospace manufacturing. Norsk will establish the company's 100,000-square-foot headquarters and the 70,000-square-foot PDQC facility.

CAPITAL REGION

Communications Test Design, Inc. (CTDI)

The Pennsylvania-based full-service engineering, repair and logistics company, serving major wireline and wireless telecom carriers and cable service providers, is expanding its Capital Region operations into a second building at the Glenville Business and Technology Park in Schenectady County. The company, with facilities in more than 20 countries, will add nearly 40 jobs to support their Capital Region operations, doubling their earlier commitment. Previously, CTDI committed to create 150 jobs and utilize 130,000 square feet of operation space. They exceeded their commitment, doubling the number of employees to more than 300 and adding an additional 20,000 square feet.

TRADABLE SECTORS: BRINGING NEW YORK TO THE WORLD

(CONTINUED)

MID-HUDSON

Legoland

LEGOLAND® New York, a 170-acre theme park resort, will open in Goshen in 2020. Developed by Merlin Entertainments, LEGOLAND New York is the first LEGOLAND Park in the Northeast and will attract approximately two million visitors annually. The destination resort will include a theme park featuring well-known LEGO® characters and will feature strong educational components for children ages two to 12 and their families. LEGOLAND New York was endorsed to receive \$7.1 million in grants through the Regional Economic Development Council Initiative and \$8 million through the Upstate Revitalization Initiative. New York State will also invest \$10 million to support off-site road infrastructure improvements and traffic mitigation measures. LEGOLAND New York, set to open in 2020, will invest \$350 million in the project and will create 800 construction jobs and 1,300 full-time, part-time and seasonal jobs.

USAI Lighting

USAI Lighting is an industry leader in the manufacturing of LED fixtures. Employees at the company's world headquarters in New Windsor design prototypes as well as develop, refine and build custom products for clients across the globe. USAI will invest \$10,172,360 to improve and renovate its facility. USAI was awarded a \$720,000 Regional Council Capital Grant and \$300,000 in Excelsior tax credits in 2017 to fit-up and expand their existing lab, factory, warehouse and office spaces for increased efficiency and productivity and also enhanced customer experience. A total of 149 jobs will be created as a result of the project; the company currently has 177 employees.

LONG ISLAND

Broadridge

The leading provider of investor communications, technology-driven solutions, and data and analytics to the financial services industry, will create 374 new jobs in a \$148 million expansion of its operations in Edgewood, Long Island, and other locations in New York State. Empire State Development offered the company up to \$27.5 million in performance-based tax credits through the Excelsior Jobs Program.

East West Industries

East West Industries is a manufacturer of seating and other support items utilized in the aerospace industry. This woman-owned business received an ESD Capital Grant of \$200,000 in 2017 to support a private investment of \$2,075,800 for machinery, equipment and renovation of their existing facility to increase the production efficiency of their operation.

NEW YORK CITY

Amazon

Amazon made major announcements representing thousands of new jobs in New York State.

New York State announced a \$100 million Amazon fulfillment center will open in the Global Logistics Park on the West Shore of Staten Island, creating 2,250 new, full-time jobs. The 855,000-square-foot facility is Amazon's first fulfillment center in New York and will offer opportunities for employees to engage with advanced robotics in a highly tech-enabled workplace. In order to encourage Amazon's expansion into New York State, Empire State Development offered the company up to \$18



million in performance-based tax credits through the Excelsior Jobs Program. In addition to the 2,250 new jobs at the facility, Amazon will retain an additional 886 jobs in New York over the next five years.

Amazon will expand its presence in New York City with the addition of a 359,000-square-foot administrative office at 5 Manhattan West. This latest investment and expansion will create 2,000 new, high-paying jobs in finance, sales, marketing, and information technology. To encourage Amazon's expansion in New York State, the company was offered up to \$20 million in performance-based tax credits through Empire State Development's Excelsior Jobs Program. Amazon will invest \$55 million to outfit the 359,000-square-foot office space at 5 Manhattan West using energy-efficient standards. The expansion will create 2,000 new jobs in finance, sales, marketing, and information technology that will earn an average of \$100,000 annually. Amazon will also retain over 1,800 jobs in New York State.

B. New York City

B. New York City will be the U.S. flagship location of B. Amsterdam, which is the largest start-up tech incubator in Europe. B.NYC will provide flexible workspace and business development assistance to the growing number of international tech companies that are moving to or opening operations in the United States. Renovation of an empty space in the Brooklyn Navy Yard that will accommodate the incubator is expected to be complete in 2018. B.NYC was awarded \$1.93 million in ESD grant funds. The project is expected to result in 1,017 new jobs and 300 construction jobs.

Ernst & Young (EY)

The international company working in assurance, tax, advisory and transaction advisory services, will establish its new U.S. headquarters on Manhattan's West Side, on 17 floors of the One Manhattan West office tower, creating an estimated 1,152 jobs over the next seven years.

New York Genome Center

A \$1.5 million grant for the New York Genome Center (NYGC) helped launch this world-class research consortium backed by the state's top medical research institutions. An additional \$55.75 million in state funding awarded to the NYGC by Governor Cuomo in 2014 has since been matched with private grants. The NYGC completed the build-out of its facility in June 2015 and is now a world leader

in producing genomic data. It has 200 full-time employees, a robust research program, a clinical laboratory certified by the NYS DOH, and continues to provide state-of-the-art genomic and bioinformatics services to its institutional founding members and the New York scientific community. In 2017, Governor Cuomo announced a \$17 million grant to NYGC to build infrastructure to support Johnson and Johnson Innovation's JLABS incubator program. The incubator is expected to house up to 30 life sciences companies and will be launched in the first half of 2018.

Glossier

The New York City-based digital beauty brand will grow with an expansion of their headquarters and relocate to a 26,000-square-foot space in Manhattan's SoHo neighborhood. The move will create 282 jobs.

MasterCard

The global payment technology company will nearly triple the size of its New York State operations through the expansion of its Manhattan technology hub, with a multi-million-dollar investment in a new 212,000-square-foot location—and creation of more than 470 new tech jobs.

Spotify

The award-winning digital music service with a multi-industry footprint that includes software development and social media will move its U.S. headquarters to 4 World Trade Center, creating 1,000+ jobs and retaining 832 jobs. The move makes 4 World Trade Center the first office tower on the 16-acre World Trade Center site to be fully leased.

United Technologies Corporation

UTC, a leader in the global systems and aerospace industries, headquartered in Connecticut, will renovate a 60,000-square-foot Brooklyn facility as home to their first digital accelerator. ESD offered the company up to \$10 million in Excelsior Jobs Program tax credits. UTC will create 250 R&D technology jobs and invest at least \$15 million.



— INNOVATION —

DRIVING THE ECONOMY

Innovation drives competitive advantage. It creates the jobs of the future and sparks entrepreneurship and the birth of new businesses.

Innovation drives the economy by cultivating ideas and inventions through research to generate new products and processes. The innovation pipeline typically starts at colleges and universities that conduct research and prepare young talent for a diverse range of Science, Technology, Engineering and Math (STEM)-intensive industries that drive innovation and pay higher wages than the average industry. This research and talent generates patents and start-up firms that create jobs and enhance the economy as they move products. New York State has a strong base of human capital for innovation. New York State ranks among the highest states in the nation for the number of STEM degrees produced at colleges and universities and outperforms the nation in terms of R&D investments and patent production on a per-worker basis. Job creation at new firms in New York State increased at twice the national rate since 2010.

INNOVATION DRIVING THE ECONOMY

HIGHLIGHTS OF INNOVATION INVESTMENTS ACROSS THE STATE IN 2017

WESTERN NEW YORK

Jacobs Institute i2R Center

\$400,000 was granted to the Jacobs Institute's \$2M project to develop their Idea to Reality (i2R) Center, a medical device innovation hub on the Buffalo Niagara Medical Campus. As a medical device proof of concept center, i2R ensures that lifesaving vascular device ideas are quickly designed, prototyped, and tested until clinical validation is achieved—ultimately changing the way stroke and vascular disease are treated. i2R will attract medical device entrepreneurs and industry partners to Buffalo and strengthen the health and life science industry sector in Western New York.

FINGER LAKES

Rochester Data Science Consortium

In September 2017, Governor Cuomo announced a partnership between the University of Rochester and Harris Corporation to form a new data science consortium that will create at least 180 new jobs and leverage at least \$285 million in federal and private funding. This project included the construction of a new 60,000-square-foot building (Wegman Hall) that will house research and development partnerships in “big data”—especially in the fields of image analysis and health information.

CENTRAL NEW YORK

Northeast UAS Airspace Integration Research Alliance, Inc. (NUAIR)

To advance the burgeoning Unmanned Aircraft Systems industry and support emerging uses of unmanned aircraft systems in key Central New York industries, ESD provided NUAIR with a \$30 million grant to design, procure, install, validate, and manage a radar/sensor test corridor for unmanned aircraft systems that enables beyond visual line-of-sight flight testing. The test corridor will extend from Griffiss International Airport in Rome to Hancock International Airport in Syracuse. NUAIR tested the first five-mile segment in September 2017.

MOHAWK VALLEY

Masonic Medical Research Laboratory

ESD invested \$950,000 in the Masonic Medical Research Laboratory, an internationally recognized biomedical research institution that has called the city of Utica and New York State home for more than 58 years. The project includes renovations of laboratory space to build a division of research including disciplines from hypertrophy and heart failure; congenital heart disease and development, metabolism, obesity and diabetes; electrophysiology; and molecular biology, which together will guide innovations and discoveries that can lead to cures.

SOUTHERN TIER

Cornell High Energy Synchrotron Source (CHESS)

ESD invested \$15 million in improvements to CHESS (currently under construction)—an \$82.1 million project which will transform the region into an international provider of advanced synchrotron technology. Upgrades to CHESS include optimizing the accelerator that powers CHESS and upgrading the x-ray beamlines and experimental stations. CHESS will transfer technologies and provide development support to Southern Tier companies who will sell their products to global customers.

NORTH COUNTRY

Norsk Titanium

Norsk Titanium, an innovative titanium additive materials manufacturer based in Norway, located its first North American facility in Plattsburgh. The company uses a patented Rapid Plasma Deposition (RPD) technology to produce 3D printed titanium parts for the aerospace industry. ESD awarded \$125 million in capital to construct the new facility and purchase equipment, which will be leased to Norsk Titanium. Demolition of the former Clinton County Airport terminal is expected to start in early 2018 to make way for the new facility. Boeing approved the company to produce parts for the Boeing 787 Dreamliner—the first FAA approved additive-manufactured components for that application. The company also announced partnerships with Spirit Aerospace, Airbus, Alcoa, and Mechachrome.

MID-HUDSON

Mediprint

Mediprint has emerged as an industry leader in using the files derived from diagnostic medical images, such as MRIs and ultrasounds, to create patient-specific 3D-printed medical models. Using Mediprint's proprietary manufacturing system designed to be installed within a hospital's existing infrastructure, they equip surgeons, educators, and physicians with a wide range of cost-effective medical 3D printing applications that can significantly improve patient outcomes. Mediprint was awarded \$1.2 million in Excelsior tax credits in 2017 to establish their headquarters—a \$2.5 million project that will create 92 new jobs.

CAPITAL REGION

Infrastructure Technologies, Inc.

ESD awarded a \$550,000 capital grant to Infrastructure Technologies toward equipment and build out of their new 70,000-square-foot facility at the Synergy Technology Park in Clifton Park to consolidate three computer technology design, development and operational service facilities. The project allowed the company to retain 277 jobs and create 86 new jobs.

LONG ISLAND

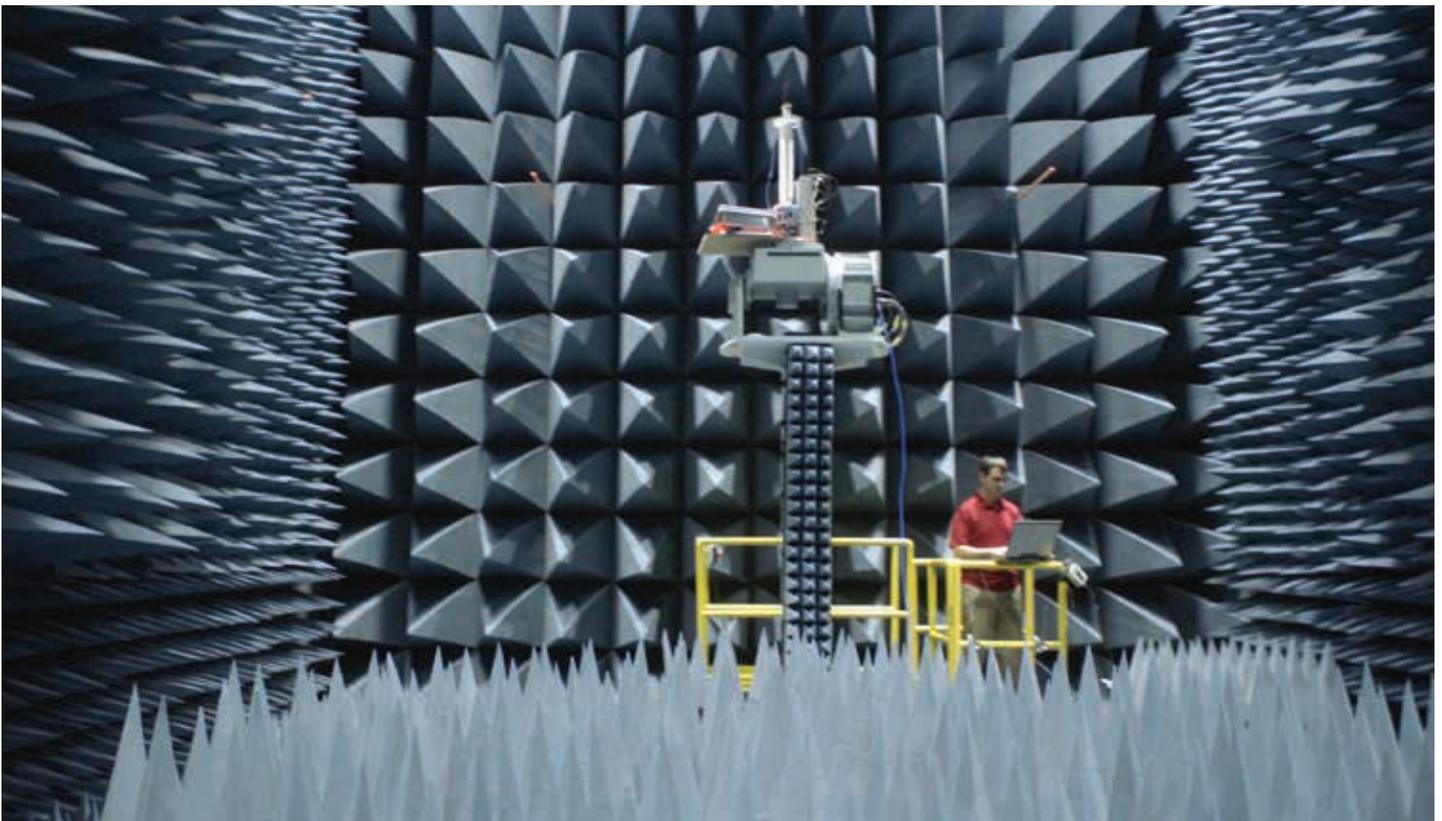
Cold Spring Harbor Laboratory

In 2017, Governor Cuomo committed \$25,000,000 through the Transformative Investment Program to help fund the planning, renovation, and equipment required to convert the Demerec Laboratory building on the Cold Spring Harbor Laboratory (CSHL) main campus into the Center for Therapeutics Research (CTR). CTR will attract world-leading scientists and direct CSHL's biomedical expertise to advance therapeutics for genetic diseases and open new paths to drug discovery in partnership with the pharmaceutical industry.

NEW YORK CITY

New Lab

Macro Sea, Inc., the developer of New Lab, has opened a facility where entrepreneurs, designers, fabricators and researchers collaborate to create new products and businesses. As master tenant, Macro Sea has transformed 84,000 square feet of space in the Brooklyn Navy Yard's Green Manufacturing Center, a \$20 million capital project, creating 347 jobs. The company was awarded \$1.25 million in ESD grant assistance in Round II, and later received an additional \$2 million in ESD assistance. New Lab has established significant partnerships with Autodesk, EOS, 3DSystems and Ultimaker.



FLOOD RELIEF

ESD HELPED NY HOMES AND BUSINESSES AFFECTED BY RECORD LAKE ONTARIO FLOODING

High winds and record flooding along the Lake Ontario shoreline in spring of 2017 created the highest water levels in a century and waves that flooded homes and businesses and led to widespread damage across eight counties.

Governor Cuomo declared a state of emergency on May 2, and the National Guard was deployed and a Lake Ontario Response Team was created with experts from multiple state agencies including the Department of Environmental Conservation, the Division of Homeland Security and Emergency Services, State Police and others.

To further address the extensive damage to homes and businesses, the Governor signed legislation on July 6 to provide \$45 million in relief to the affected communities, including a \$15 million Lake Ontario Small Business Recovery Fund to be administered by Empire State Development.

The fund, open for applications through Dec. 31, 2017, provided grants of up to \$50,000 to eligible small business, non-profit organizations, farms and homeowners associations and up to \$20,000 to eligible owners of multiple dwellings who experienced direct physical flood-related damage and other losses due to the flooding.

Testimonial

“We have owned the Bayside for 22 years and this past year was the most difficult crisis we have ever experienced. I cannot say enough about how helpful the state was in providing quick funding relief. We attended a meeting and were given a great deal of advice from very knowledgeable friendly people who work for the state. I filled out the paperwork, and we received \$50,000, which went toward offsetting our \$216,000 loss in sales.”

—Anna Maria Ban, owner of the Bayside Pub in Webster, overlooking Irondequoit Bay.







— **IMPACT** —

ECONOMIC GROWTH

WE ARE BUILDING THE FOUNDATION FOR A SUCCESSFUL ECONOMY

After decades of decline and stagnation, economic indicators are positive with a record number of private-sector jobs.

Since 2010, New York State is adding jobs and firms and increasing wages. Upstate is seeing higher job growth and adding firms and wages.

The labor market is strong, and we are experiencing full employment.

The rate of unemployment across New York State, including Upstate, is lower today than it has been in years. Nearly all individuals who are able to work and seeking work are employed. Unemployment across New York State was 4.9% in 2016 (on par with the nation), down from 8.4% in 2010.

Wages for all hires are better than ever.

Hires across New York State, including Upstate, experienced a double-digit increase in earnings between 2010 and 2016, exceeding the 11% rate of inflation over this period. Increases benefited hires across the board, including those who commonly face barriers to employment and economic opportunity, such as females, African Americans, and workers with limited education.

There are real signs of confidence in the market.

People want to do business in New York State. About half of all active businesses across Upstate and New York State filed to do business in New York State since 2010. More businesses filed in 2016 than in any other year. People are spending more on leisure and hospitality. Over 239 million visitors came to New

York State in 2016, an 18% increase from statewide visitor numbers in 2011. Visitor spending increased 20% from 2011 through 2016.

We have stronger venture capital activity.

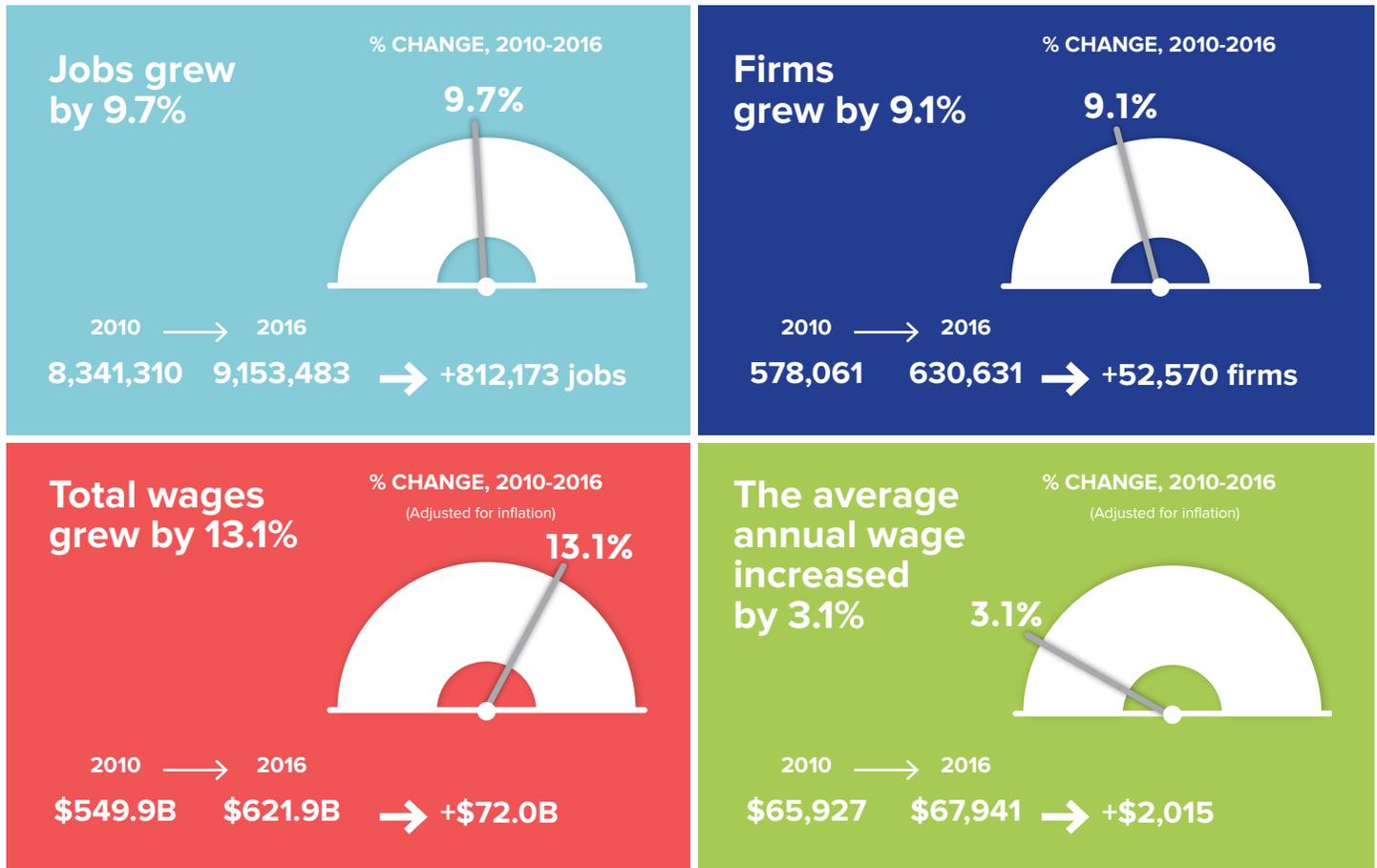
The venture capital market in Upstate and New York State is on the uptick. Over \$631 million in venture capital was invested in Upstate from 2011 through 2016—38% more than the previous six-year period (2005-2010). In New York State, \$19.8 billion more in venture capital was invested from 2011 through 2016 than during the previous six-year period. 2017 will mark the sixth straight year of increasing venture capital investments in New York State.

The innovation economy is growing.

Colleges and universities across New York State surpass those across the nation in R&D per capita. Over half of R&D dollars come from the federal government, representing new dollars into New York State. R&D investments across New York State (\$5.4 billion in 2015) amounted to \$275 per capita—36% higher than the national figure of \$202 per capita. New York State ranks #3 in the nation for STEM jobs. Growth in STEM jobs statewide exceeded national trends, increasing 11% between 2013 and 2016, compared to 7% nationwide. STEM jobs (477,670) account for 5.3% of total employment in New York State. The New York-Newark-Jersey City Metropolitan area has more STEM jobs than any other metro in the United States.

Source: US Bureau of Labor Statistics, Current Employment Statistics, November 2017. Source: US Bureau of Labor Statistics, Quarterly Census of Employment and Wages, 1990, 2010 and 2016. New York State Department of Labor, Quarterly Census of Employment and Wages, 1990, 2010 and 2016; New York State Department of Labor, Quarterly Census of Employment and Wages, 2010 (4)-2016(4) via correspondence with John Slenker. Wages are adjusted for inflation to their 2016 dollar values using the Consumer Price Index for Urban Wage Earners and Clerical Workers (CPI-W) annual averages from the US Bureau of Labor Statistics. Cumulative wages paid by businesses in Buffalo Niagara reflect an average of 2015 and 2016 total wages. Buffalo Niagara's ranking in terms of job growth is from US Bureau of Labor, Current Employment Statistics (CES), annual averages. Source: US Census, Local Employment Dynamics (LED), Quarterly Workforce Indicators. Data for 2010 (Q3) and 2016 (Q3) was used to calculate statewide, Upstate and Western New York figures. Data for 2010 (Q1) and 2016 (Q1) was used to calculate national trends. Source: PwC/CBInsights MoneyTree™ data explorer. Accessed November 22, 2017 at <http://www.pwc.com/moneytree>. Notes: Quarterly data is used to calculate annual totals. 2017 data does not include the fourth quarter. Quarterly dollar figures are adjusted for inflation to October 2017 USD using the Consumer Price Index Inflation Calculator from the US Bureau of Labor Statistics (<https://data.bls.gov/cgi-bin/cpicalc.pl>). Source: New York State Department of State Active Corporations and Other Business Entities Database, as of 7/13/17, Tourism Economics annual reports, provided by ESD for the REDC region. Inflation-adjusted spending levels are calculated using CPI data from the US Bureau of Labor Statistics.

THE ECONOMY IS IMPROVING IN NEW YORK STATE FROM 2010 TO 2016



Source: NYS Department of Labor, Local Area Unemployment Statistics, 1990-2016. Sources: NSF Survey of Research and Development Expenditures at Universities and Colleges/Higher Education Research and Development Survey: Total Higher Education R&D Expenditures for S&E, 2011-2015 and Federally Financed R&D Expenditures in All Fields, 2011-2015.; US Bureau of Labor Statistics, STEM data, May 2013 and 2016. Source: Empire State Development, Regional Economic Development Progress Reports (2017).



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ONE DOLLAR

— FINANCIALS —

COMPREHENSIVE ECONOMIC DEVELOPMENT REPORT

FISCAL YEAR APRIL 1, 2016–MARCH 31, 2017

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COMPREHENSIVE ECONOMIC DEVELOPMENT REPORT (CONTINUED)

FISCAL YEAR APRIL 1, 2016–MARCH 31, 2017

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INTRODUCTION:

The Financials portion of ESD’s Comprehensive Economic Development Report provides aggregate data on projects that received assistance in the form of tax-based incentives, grants or loans from Empire State Development (“ESD”) during the last full fiscal year – April 1, 2016 to March 31, 2017. Information is presented by region and industry and includes a breakdown of the number of projects, the amount of funds disbursed or credits issued, total incentives awarded by ESD, the total cost of the project and, where applicable, jobs data.

A QUICK OVERVIEW

The FY 2017–2018 Budget included a new requirement for ESD to produce an annual “Comprehensive Economic Development Report” containing information on economic development programs administered by the Urban Development Corporation (“UDC”) and the Department of Economic Development (“DED”). The operational efforts of DED and UDC were consolidated and are now doing business as Empire State Development (ESD). The statute requires a “listing of economic development assistance” provided by UDC and DED “including tax expenditures, marketing and advertising, grants, awards and loans,” as well as aggregate information on “program progress, program participation rates, economic impact, regional distribution and industry trends.”

ORGANIZATION OF FINANCIALS

ESD is responsible for managing dozens of economic development programs that grow New York’s economy, by utilizing tax-based incentives, loans, and grants. The Financials section of the report is presented in four sections:

1. Tax Expenditure Programs
2. Loans and Grants
3. Marketing and Advertising
4. Innovation

The report further distinguishes between programs and projects that either: directly require or measure job creation as a condition of receiving state assistance and programs that broadly support the “infrastructure” of economic development through investments in workforce, waterfronts, walkable communities, marketing and advertising efforts and university research.

Tax Expenditure (Credit) Programs

ESD administers two types of tax-based incentive programs; programs such as the Excelsior Jobs Program and START-UP NY which require the creation and maintenance of full-time jobs as a requirement of receiving or keeping tax benefits, and tax credit programs focused on the entertainment industry. Entertainment industry tax credit programs include the New York State Film Tax Credit Program (for production and post production), the Commercial Production Tax Credit Program and the Musical & Theatrical Production Tax Credit Program. Receipt of assistance for these programs is conditioned on investment and hiring.

Summary of tax expenditure programs:

- Excelsior Jobs Program - In FY 2016-2017, the Excelsior program issued \$25.3 million in tax credits to 62 businesses. Those business pledged to create 10,072 jobs, retain 30,279 jobs, and invest more than \$2.4 billion. The total tax credits committed to these 62 businesses is \$174.2 million over the life of the projects. This amounts to \$4,318 in tax credits committed per job created and retained.

COMPREHENSIVE ECONOMIC DEVELOPMENT REPORT (CONTINUED)

FISCAL YEAR APRIL 1, 2016–MARCH 31, 2017

- **START-UP NY** – In 2016, businesses in the START-UP NY program reported business tax benefits of \$949,868 and reported their employees received \$3 million in Personal Income Tax benefits. They also report investing over \$31 million and creating a total of 1,135 new jobs, of which 722 were net new jobs.
- **Entertainment industry tax credits** – In FY 2016-2017, 289 entertainment projects were issued \$637.4 million in tax credits and spent more than \$2.9 billion on their projects in New York State. Businesses undertaking these projects reported hiring 224,364 production workers at an average credit of \$2,841 per hire.

Loans and Grants

Most of the programs outlined in this section make investments that build on ESD’s four strategic pillars – placemaking, workforce, tradable sectors and innovation. As noted above, programs and projects are distinguished between those that directly require or measure jobs as a condition of receiving state assistance and those that broadly support the “infrastructure” of economic development. This section further distinguishes investments funded with special state appropriations or dedicated funding from those that are funded from discretionary ESD programs.

Summary of loans and grants:

- **Job Retention and Creation:** In FY2016-2017, 100 projects received \$495 million in funding from ESD. These projects project the creation of 9,265 jobs, the retention of 15,739 jobs and leverage \$11.8 billion of investment. Total funding committed to these projects from ESD is \$688.8 million over the life of the project. This amounts to \$27,546 per job created and retained.
- **Infrastructure and Capacity Building** – In FY 2016-2017, 378 projects received \$531 million funding from ESD. The total ESD commitment is \$1.2 billion over the life of the project and will further leverage \$2.2 billion in investment.

Marketing and Advertising

Programs and projects in this section support ESD’s efforts to market New York State to tourists and business leaders. This section provides data on business and tourism marketing efforts as well the Craft Beverage Marketing Program, Market NY, and the Tourism Promotion Matching Grants program. These efforts are advanced to market New York as a great place to work, play and live in order to drive economic development. A total of \$68 million was spent on programs and projects that encompass tourism promotion, capital investments in tourism attractions and destinations, business attraction and retention and various other marketing efforts.

Innovation

This section includes programs administered by ESD’s Division of Science, Technology and Innovation (NYSTAR) and are focused on supporting economic growth through technology focused research and development in partnership with SUNY, CUNY and private academic institutions. Innovation programs support a range of business services including support for business incubators and technical and legal advice for tech entrepreneurs.

OVERVIEW

ESD currently oversees nearly 4,000 active projects, of which 1,153 projects were provided assistance during the fiscal year covered by this report. A total of \$1.8 billion was provided by ESD in support of these projects. Once complete, these projects are expected to leverage nearly \$18.6 billion in business and partner investments. To highlight:

- 162 projects have direct job commitments that leverage \$14 billion and require the creation and retention of over 65,000 jobs in New York for an average cost per job of \$13,205.
- 289 projects are incentives for entertainment productions, resulting in \$2.9 billion in private investment and a cost per hire of \$2,841.
- 378 projects are for investments in infrastructure, marketing and capacity building, leveraging \$2.2 billion in private investment.
- 141 START-UP NY projects reported investing over \$31 million and creating a total of 1,135 new jobs, of which 722 were net new jobs.

In addition, ESD's website regularly publishes reports on the performance of the programs ESD manages: <https://esd.ny.gov/esd-media-center/reports>. Links to many specific reports can be found below, including those that provide detail on ESD's job creation programs. The "Annual Report on Jobs Created and Retained" provides performance detail on every ESD project receiving a grant or loan where there are job commitments and the "Excelsior Jobs Quarterly Report" provides detail on projects receiving tax credits in exchange for creating jobs.

For more information go to:

Excelsior Job Program Quarterly Reports (Q1 – Q4 of Fiscal Year 2016-17)

<https://esd.ny.gov/06302016-excelsior-jobs-program-quarterly-report>

<https://esd.ny.gov/09302016-excelsior-jobs-program-quarterly-report>

<https://esd.ny.gov/esd-media-center/reports/excelsior-jobs-program-quarterly-report-12312016>

<https://esd.ny.gov/esd-media-center/reports/excelsior-jobs-program-quarterly-report-3312017>

Empire State Jobs Retention Program – Quarterly Reports (Q1 – Q4 of Fiscal Year 2016-17)

<https://esd.ny.gov/empire-state-jobs-retention-program-quarterly-report-6302016>

<https://esd.ny.gov/empire-state-jobs-retention-program-quarterly-report-9302016>

<https://esd.ny.gov/esd-media-center/reports/empire-state-jobs-retention-program-quarterly-report-12312016>

<https://esd.ny.gov/esd-media-center/reports/empire-state-jobs-retention-program-quarterly-report-3312017>

Annual Report on Jobs Created and Retained – 2016 (Calendar year 2016)

<https://esd.ny.gov/sites/default/files/2016-Annual-Jobs-Report-Final.pdf>

Empire State Development Quarterly Status Reports (Q1 – Q4 of Fiscal Year 2016-17)

<https://esd.ny.gov/esd-media-center/reports/empire-state-development-quarterly-status-reports-2016-2017>

COMPREHENSIVE ECONOMIC DEVELOPMENT REPORT (CONTINUED)

FISCAL YEAR APRIL 1, 2016–MARCH 31, 2017

Film Tax Credit Quarterly Reports (Q1 – Q4 of Calendar Year 2016; Q1 of Calendar Year 2017)

<https://esd.ny.gov/film-tax-credit-2016-quarterly-reports>

<https://esd.ny.gov/esd-media-center/reports/film-tax-credit-2017-quarterly-reports>

Commercial Production Tax Credit – Annual Report (Calendar Year 2015)

https://esd.ny.gov/sites/default/files/Commercial_Production_TC_2015_Annual_Report.pdf

Empire State Development Annual Program Report (Fiscal Year 2016-17)

https://esd.ny.gov/sites/default/files/2016_2017_Annual_Program_Report.pdf

Music and Theatrical Tax Credit Annual Report (Calendar Years 2015 & 2016)

https://esd.ny.gov/sites/default/files/news-articles/MusicTheatricalTC_AnnualReport_15_16.pdf

NYSTAR 2016 Annual Report (Calendar Year 2016 with data from 2013, 2014 and 2015)

<https://esd.ny.gov/sites/default/files/news-articles/NYSTARAnnualReport2016.pdf>

Independent Review of the Empire State Film Production & Post Production Credit Programs (Calendar Years 2015 & 2016)

<https://esd.ny.gov/sites/default/files/news-articles/Financial%20and%20Operational%20Review%20of%20ESD%20Film%20Credit%20-%20Final%2015-16.pdf>

Economic Impact of the Film Industry in New York State (Calendar Years 2015 & 2016)

https://esd.ny.gov/sites/default/files/news-articles/2017_CamoinAssociates_FilmTaxCreditReport.pdf

START-UP NY Annual Report (Calendar Year 2016)

<https://esd.ny.gov/esd-media-center/reports/2016-start-ny-report>

SECTION 1: TAX EXPENDITURE PROGRAMS

Fiscal Year April 1, 2016–March 31, 2017

Proceeds from tax expenditures are generally recognized by the awardee in the form of a tax credit when they file their state tax returns. Approved applicants are awarded a certificate by ESD, which is submitted to the New York State Department of Tax and Finance with the applicant's tax returns.

The amount provided for each program represents the total tax credits issued during this reporting period.

Program Summaries

- **Excelsior Jobs Program** – provides job creation and investment incentives to firms in targeted industries. Firms in these industries that create and maintain new jobs or make significant financial investment are eligible to apply for tax credits.
- **START-UP NY** – helps new and expanding businesses through tax-based incentives and innovative academic partnerships. START-UP NY offers new and expanding businesses the opportunity to operate tax-free for 10 years on or near eligible university or college campuses in the state.
- **Film Tax Credit (Production)** – designed to strengthen the film production industry in the state and its positive impact on the state's economy. Program credits can be used to encourage companies to produce film projects in New York and help create and maintain film industry jobs.
- **Film Tax Credit (Post-production)** – designed to strengthen the post-production industry in the state and its positive impact on the state's economy. Program credits can be used to encourage companies to post their film projects in New York and help create and maintain film industry jobs.
- **Commercial Tax Credit** – designed to increase the production of commercial filming in the state. Credits can be used to encourage qualified production companies to produce commercials in the state and help create and maintain jobs.
- **Empire State Music and Theatrical Production Tax Credit** – designed to encourage music and theatrical production companies to conduct pre-tour activities and technical rehearsals and to perform shows in qualified regional theaters throughout Upstate.

<u>Program</u>	<u>Projects Receiving Credits</u>	<u>Credits Issued</u>
Excelsior Jobs	62	\$25,318,345
START-UP NY	141	\$3,968,580 ³
Film Tax Credit (Production)	183	\$615,812,938
Film Tax Credit (Post-Production)	42	\$15,871,065
Commercial Tax Credit	63	\$5,068,165
Empire State Music & Theatrical Production Tax Credit	1	\$672,285
	TOTAL	492
		\$666,711,378

³ Participating businesses are not awarded specified tax credits annually. Instead businesses are awarded tax-free status for a 10-year provided the business continues to satisfy the requirements of the program. The \$3,968,580 million figure indicated here represents the tax benefits reported by businesses for Calendar Year 2016.

SECTION 1: TAX EXPENDITURE PROGRAMS

Fiscal Year April 1, 2016–March 31, 2017

Tax Credits Issued: 4/1/2016 – 3/31/2017

Totals by Industry and Region (Page 1 of 1)

EXCELSIOR JOBS PROGRAM							
Industry ¹	No. of Projects	Credits Issued	Award Amount	Total Project Costs	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Back Office	13	\$5,707,779	\$40,876,368	\$1,325,065,757	10,997	2,885	13,882
Distribution	5	\$3,013,777	\$28,355,228	\$237,002,000	4,690	1,793	6,483
Financial Services	3	\$12,003,255	\$58,920,010	\$378,898,015	4,325	2,444	6,769
Manufacturing	32	\$2,670,118	\$25,582,470	\$332,316,128	8,728	1,696	10,424
New Media	1	\$89,832	\$5,000,000	\$37,750,000	412	340	752
Scientific R & D	4	\$1,080,502	\$8,561,534	\$33,371,024	238	399	637
Software Development	4	\$753,082	\$6,950,000	\$67,645,978	889	515	1,404
TOTAL INDUSTRY	62	\$25,318,345	\$174,245,610	\$2,412,048,902	30,279	10,072	40,351
Region	No. of Projects	Credits Issued	Award Amount	Total Project Costs	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Capital	1	\$49,550	\$500,000	\$6,990,195	0	180	180
Central	5	\$589,169	\$3,929,415	\$27,125,000	613	185	798
Finger Lakes	8	\$1,259,770	\$12,321,051	\$38,025,138	4,347	1,884	6,231
Long Island	9	\$1,114,983	\$9,678,118	\$75,475,000	3,396	646	4,042
Mid-Hudson	10	\$2,942,219	\$28,045,000	\$1,242,990,060	5,413	1,382	6,795
New York City	15	\$17,004,626	\$102,656,863	\$838,709,859	12,583	4,744	17,327
North Country	1	\$32,331	\$300,000	\$1,200,000	49	43	92
Southern Tier	2	\$51,789	\$650,000	\$4,017,600	182	48	230
Western	11	\$2,273,908	\$16,165,163	\$177,516,050	3,696	960	4,656
TOTAL REGION	62	\$25,318,345	\$174,245,610	\$2,412,048,902	30,279	10,072	40,351

⁴Industries are defined in statute and regulation for the Excelsior Jobs Program.

SECTION 1: TAX EXPENDITURE PROGRAMS
START-UP JOBS, INVESTMENTS, AND TAX BENEFITS
Calendar Year January 1, 2016–December 31, 2016

Totals by Industry and Region (Page 1 of 2)

A total of 258 businesses have been approved for participation in the START-UP NY Program. The 258 businesses project the creation of 5,090 net new jobs and more than \$234 million in investment. Of these, 67 businesses were approved in 2017, projecting the creation of 1,000 jobs and \$28 million in investment.

Businesses report to Empire State Development on actual job creation, investments and estimated tax benefits they will receive and all reporting is done on a calendar year basis. As such, the most recent information available for this report is for the 2016 calendar year.

For 2016, the data shows 141 businesses had created a total of 1,135 jobs, of which 722 were net new jobs, invested \$31 million, paid wages of \$65 million and estimated they, (or their employees), would receive \$3.9 million in tax benefits. On average, there were five (5) net new jobs created per business, \$222,000 investments per business and \$28,000 in estimated tax benefits received per business and its employees. The Chart below shows a breakdown of these 141 businesses by industry and region.

START-UP NY							
Industry	No. of Projects	Total Reported Investment	Tax Benefits Reported by Business	Reported Personal Income Tax Exclusion	Total Tax Benefits Received	New Jobs	Net New Jobs
Advertising	2	\$5,000	\$0	\$0	\$0	0	0
Agriculture	1	\$0	\$0	\$0	\$0	9	6
Aviation	1	\$200,000	\$0	\$0	\$0	4	0
Biotechnology	8	\$3,120,323	\$549,540	\$265,407	\$814,947	81	61
Breweries, distilleries	2	\$8,543,155	\$15,000	\$32,992	\$47,992	58	40
Computer/IT	20	\$1,029,133	\$75,622	\$860,363	\$935,985	358	288
Consulting	1	\$0	\$0	\$2,809	\$2,809	2	2
Corporate Office	3	\$3,337,439	\$61,496	\$0	\$61,496	10	0
Energy	1	\$0	\$0	\$16,860	\$16,860	5	5
Engineering	2	\$1,539,058	\$0	\$12,514	\$12,514	27	22
Environmental	1	\$635,816	\$5,040	\$43,487	\$48,527	4	3
Exam Prep & Tutoring	1	\$22,123	\$0	\$88,476	\$88,476	11	11
High Technology	7	\$3,916,639	\$58,893	\$851,952	\$910,845	143	9
Imaging/optics	1	\$0	\$0	\$0	\$0	2	0
Industrial Design Svc	1	\$19,808	\$0	\$6,493	\$6,493	5	3
Life Sciences	2	\$499,788	\$0	\$0	\$0	13	8
Manufacturing	26	\$7,192,925	\$114,554	\$260,675	\$375,229	203	132
R&D	37	\$892,942	\$46,367	\$495,929	\$542,296	117	89
Software	23	\$420,648	\$22,637	\$60,963	\$83,600	76	36
Telecommunications	1	\$0	\$719	\$19,792	\$20,511	7	7
TOTAL INDUSTRY	141	\$31,374,797	\$949,868	\$3,018,713	\$3,968,580	1,135	722

SECTION 1: TAX EXPENDITURE PROGRAMS
START-UP JOBS, INVESTMENTS, AND TAX BENEFITS
Calendar Year January 1, 2016–December 31, 2016

Totals by Industry and Region (Page 2 of 2)

START-UP NY - continued							
Region	No. of Projects	Total Reported Investment	Tax Benefits Reported by Business	Reported Personal Income Tax Exclusion	Total Tax Benefits Received	New Jobs	Net New Jobs
Capital	23	\$6,101,441	\$98,116	\$59,914	\$158,030	87	49
Central	3	\$8,582,100	\$18,826	\$86,328	\$105,154	75	51
Finger Lakes	11	\$1,139,341	\$100,004	\$300,254	\$400,258	141	141
Long Island	16	\$707,838	\$7,565	\$149,043	\$156,608	42	35
Mid-Hudson	6	\$4,602,536	\$63,050	\$60,347	\$123,397	141	8
Mohawk Valley	2	\$0	\$0	\$11,940	\$11,940	5	3
New York City	23	\$3,320,329	\$546,891	\$1,512,319	\$2,059,210	138	92
North Country	4	\$228,533	\$2,737	\$3,365	\$6,102	11	6
Southern Tier	10	\$2,877,578	\$4,400	\$50,218	\$54,618	31	29
Western	43	\$3,815,101	\$108,279	\$784,984	\$893,263	464	308
TOTAL REGION	141	\$31,374,797	\$949,868	\$3,018,713	\$3,968,580	1,135	722

ENTERTAINMENT TAX CREDITS

Fiscal Year April 1, 2016–March 31, 2017

Total Credits Issued and Project Costs

Credits in this section include the Empire State Film Production Tax Credit, Post-Production Tax Credit, Commercial Production Tax Credit, and the Musical and Theatrical Production Tax Credit.

The credits issued for these Programs resulted in the spending of over \$2.9 billion in New York State and project hires of over 220,000.

While the statute requiring this report asks for data to be provided in aggregate by region and industry, there are a few limitations on the data available for these Programs including:

- Regional information for the credits issued and total project costs are not available. Since these projects tend to cover multiple locations, isolating the financial data for a specific region is not possible.
- There is no need for an industry breakdown of participants as all businesses in these programs are part of the same entertainment production industry.
- Job data for these tax credit programs does not conform to the job data for most of the other programs in this report. Due to the nature of the film and television production business, employees may work on multiple shows each year. While each show tracks exactly how many individuals they have hired, these are not full-time equivalents.

Program	No. of Projects	Credits Issued	Total Project Cost	Project Hires
Film Production	183	\$615,812,938	\$2,760,417,383	206,162
Post Production	42	\$15,871,065	\$64,787,122	1,118
Commercial Production	63	\$5,068,165	\$107,545,468	16,925
Musical & Theatrical Production	1	\$672,285	\$3,273,098	159
TOTAL PROGRAMS	289	\$637,424,453	\$2,936,023,071	224,364

SECTION 2: LOANS AND GRANTS PROGRAMS

Fiscal Year April 1, 2016–March 31, 2017

Unlike tax expenditures, loan and grants are recognized by the awardee in the form of a direct financial incentive. For the purposes of this section, the award is generated when the funds are disbursed by ESD. Each program has different eligibility criteria and guidelines that determine when and how the funds can be disbursed.

The amount disbursed provided for each program represents the total disbursements issued during this reporting period.

The information presented in this section distinguishes job retention and creation projects from infrastructure development and capacity building projects. The former is based on the retention and creation of permanent jobs. The latter include projects involving infrastructure investment like water/sewer or road/bridge construction, and capacity building projects like downtown revitalization and business incubators.

Program Descriptions

- “Bridge to Success” Loan Program – provides loans to qualified Minority- and Women-Owned Business Enterprises (MWBES) with access to short-term bridge loans necessary to execute contracting opportunities across the state. Participating lenders are incentivized to increase lending under the “Bridge to Success” Loan Program through Empire State Development’s (ESD) Loan Loss Reserve Fund. This fund will mitigate the risks that “Bridge to Success” Lenders may take on.
- Buffalo Regional Innovation Cluster – an appropriation to create thousands of jobs and to spur new investment and economic activity in Buffalo.
- Community Development Financial Institution Program – an annual appropriation that provides micro-loans to businesses that do not qualify for bank loans as well as one-on-one counseling and business development assistance to facilitate credit-readiness.
- Department of State Office of New Americans – an appropriation to be disbursed over a three-year period beginning 01/01/2016 and ending 12/31/2018 to help new Americans interested in starting their own business and achieving self-employment by providing “Immigrant Entrepreneurship Training” and technical assistance. The fund is operated through a network of Opportunity Centers within an existing and diverse array of 27 community-based organizations.
- Downstate Revitalization Fund (“DRF”) – an appropriation enacted in FY 2008–09 to promote economic development by facilitating the creation and retention of jobs or other economic activity downstate.
- Economic Development Fund – an appropriation, first made in 1996, that provides assistance for projects that promote the economic health of the state by facilitating the creation or retention of jobs or the increase of business activity.
- Economic Development Purposes Fund – a two-year appropriation established in the FY 2011–12 budget that made funding available for economic development across the state for business investment, infrastructure investment, and economic growth investment initiatives.

SECTION 2: LOANS AND GRANTS PROGRAMS

Fiscal Year April 1, 2016–March 31, 2017

- Economic Transformation Program – appropriations created as part of the FY 2011–12 and FY 2016–2017 state budgets to assist communities affected by closures of the state’s correctional and juvenile justice facilities.
- Electric Generation Facilities Cessation Mitigation Program – grant funding available for eligible local government entities demonstrating qualifying property tax reductions and/or payments in lieu of taxes owed by an electric
- Empire Opportunity Fund – financial assistance for projects involving the development of capital facilities or infrastructure that will help create or retain jobs or business activity within a municipality or region of the state.
- Entrepreneurial Assistance Program – establishes Entrepreneurial Assistance Centers in local communities to provide instruction, training, technical assistance and support services to individuals who have recently started their own business or are interested in starting a business.
- Innovate NY – a venture capital fund that invests in seed stage businesses to support innovation, job creation and high-growth entrepreneurship throughout the state. The program is supported by an appropriation from New York State and matching funds from Goldman Sachs.
- Innovation Venture Capital Fund – a venture capital fund that invests in seed and early stage businesses throughout the state. The Fund provides critical funding to promote the commercialization of new technologies, encourage job creation and drive economic growth.
- Jobs Now – an appropriation, first created in 1998, promotes the state’s economic health and the increase of economic activity by encouraging the expansion of current businesses and attraction of new businesses, primarily targeting companies that create at least 300 new permanent, full-time private sector jobs, with 25% of funds allowed for the creation of 100–299 jobs.
- Minority and Women Revolving Loan Trust Fund (MWRLTF) – a loan trust fund created by the state in 1995 and for the purpose of making low-cost financial assistance available to minority- and women-owned businesses that are unable to access traditional financial services.
- New Farmer Grant Fund – grants to support beginning farmers who have chosen farming as a career and who materially and substantially participate in the production of an agricultural product on their farm.
- New York Works Economic Development Fund – an appropriation to support economic development.
- Regional Council Capital Fund – an appropriation established under the Governor’s Regional Economic Development Council Initiative to support capital-based economic development initiatives intended to create or retain jobs, prevent or reduce unemployment and underemployment, and to increase business activity in a community or region.
- Restore New York Communities Initiative (“Restore NY”) – appropriations made in various fiscal years to aid municipalities with real property in need of demolition/deconstruction, rehabilitation or reconstruction for both commercial and residential property.

SECTION 2: LOANS AND GRANTS PROGRAMS

Fiscal Year April 1, 2016–March 31, 2017

- Regional Revolving Loan Trust Fund – a loan trust fund operated by regional non-profit organizations in the state for the purpose of making working capital loans and loan guarantees to small businesses located within the state that generate economic growth and job creation and are unable to obtain adequate credit or adequate terms from commercial lenders.
- Small Business Revolving Loan Trust Fund – a loan trust fund designed to create economic activity by providing greater access to capital for small businesses. The program is targeted to small businesses that have had difficulty accessing regular credit markets.
- Upstate Regional Blueprint Fund – an appropriation in FY 2008–09 to promote economic development of Upstate by facilitating the creation and retention of jobs or other economic activity.
- Upstate Revitalization Initiative (“URI”) – a program aimed at systematically revitalizing the economy of Upstate. Modeled after the success of the Buffalo Billion Initiative, the URI is an opportunity for the communities of Upstate.
- Urban and Community Development Program – an annual appropriation that promotes economic development by encouraging economic and employment opportunities in targeted communities and urban areas.
- World Trade Center Job Creation and Retention Program – a grant program funded by a block grant from the US Department of Housing & Urban Development focused on attracting firms from other parts of NYC to Lower Manhattan.

Additional Non-Discretionary/Dedicated Funding

The items listed below are funding sources dedicated to specific projects or special initiatives including, legislative additions to the executive budget.

- Capital Projects Fund
- Dedicated Capital Project Funding⁶
- Economic Development Assistance Program
- Hurricane Irene – Tropical Storm Lee Business Flood Recovery
- Military Base Retention & Research
- Misc. Community and Local Development Projects⁷
- NYPA Funding for Economic Development
- Port Authority Transportation, Economic Development & Infrastructure Renewal
- Professional Football in Western NY (Buffalo Bills)
- Strategic Investment Program
- SUNY Polytechnic Institute
- Transformative Economic Development Program
- Upstate City by City

⁶Funding for a number of individual, non-discretionary projects where ESD acts as grantor (i.e. Richardson Center Corp., Nano Utica, NY Power Electronic Mfg Consortium, Clarkson Trudeau Institute)

⁷Funding for legislative projects and miscellaneous community development projects (i.e. Economic & Community Development, Community Capital Assistance Program, State & Municipal Facilities Program)

SECTION 2: LOANS AND GRANTS PROGRAMS

Fiscal Year April 1, 2016–March 31, 2017

Program	Grants	Disbursements
Arts/Cultural	1	\$500,000
“Bridge to Success” Program	1	\$196,875
(Buffalo Bills) New Era Field Capital	3	\$4,565,083
Buffalo Regional Innovation Cluster	10	\$44,791,030
Community Development Financial Institutions	43	\$1,778,036
Dedicated Capital Project Funding	19	\$488,113,768
Dept. of State Office for New Americans	6	\$12,696
Downstate Revitalization Fund	3	\$1,542,639
Economic Development Fund	41	\$26,311,386
Economic Development Purposes Fund Economic	23	\$3,992,580
Economic Transformation Program	4	\$4,649,167
Electric Gen Fac. Cessation Mitigation	4	\$7,759,474
Empire Opportunity Fund	2	\$1,018,553
Entrepreneurial Assistance Program	47	\$2,394,934
Hurricane Irene – Tropical Storm Lee Business Flood Recovery	3	\$633,267
Innovate NY	1	\$2,000,000
Innovation Venture Capital Fund	9	\$7,447,333
JOBS NOW	4	\$18,270,500
Military Base Retention & Research	9	\$1,325,741
Misc. Community and Local Development Projects	48	\$35,622,535
MWRLTF	1	\$49,110
New Farmers Grant Fund	8	\$284,073

SECTION 2: LOANS AND GRANTS PROGRAMS

Fiscal Year April 1, 2016–March 31, 2017

New York Works EDF	23	\$49,292,240
Port Authority Transportation, Economic Development and Infrastructure Renewal	3	\$1,629,489
Regional Council Capital Fund	103	\$62,513,338
Regional Revolving Loan Trust Fund	3	\$188,000
Restore NY	9	\$5,263,208
Small Business Revolving Loan Trust Fund	5	\$698,669
SUNY Polytechnic Institute	8	\$158,513,375
Transformative Economic Development Program	1	\$750,000
Upstate City By City	6	\$23,426,342
Upstate Regional Blueprint	3	\$2,880,000
Upstate Revitalization Initiative	2	\$59,000,000
Urban and Community Development Program	21	\$8,441,904
World Trade Center Job Creation and Retention Program	1	\$455,000
TOTAL	478	\$1,026,310,346

SECTION 2: LOANS AND GRANTS PROGRAMS

Fiscal Year April 1, 2016–March 31, 2017

Loans & Grants Disbursements 4/1/2016 to 3/31/2017

Programs – Job Retention and Creation

Totals by Industry and Region (Page 1 of 5)

BUFFALO REGIONAL INNOVATION CLUSTER							
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Misc Mfg	1	\$25,000,000	\$25,000,000	\$25,000,000	0	500	500
TOTAL INDUSTRY	1	\$25,000,000	\$25,000,000	\$25,000,000	0	500	500
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Western	1	\$25,000,000	\$25,000,000	\$25,000,000	0	500	500
TOTAL REGION	1	\$25,000,000	\$25,000,000	\$25,000,000	0	500	500

DOWNSTATE REVITALIZATION FUND							
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Waste Mgmt/Remediation	1	\$1,500,000	\$1,500,000	\$110,000,000	0	84	84
TOTAL INDUSTRY	1	\$1,500,000	\$1,500,000	\$110,000,000	0	84	84
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
New York City	1	\$1,500,000	\$1,500,000	\$110,000,000	0	84	84
TOTAL REGION	1	\$1,500,000	\$1,500,000	\$110,000,000	0	84	84

ECONOMIC DEVELOPMENT FUND							
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Agr/Forestry/Fishing/Hunting	1	\$600,000	\$1,000,000	\$18,756,000	0	57	57
Elec Equip/Appliance/Component Mfg	1	\$200,000	\$200,000	\$474,000	26	11	37
Fabricated Metal Product Mfg	1	\$50,000	\$100,000	\$851,500	23	5	28
Food Mfg	5	\$4,088,000	\$9,780,000	\$198,908,160	1,463	296	1,759
Furniture/Related Prod Mfg	1	\$87,500	\$350,000	\$1,439,213	372	-	372
Machinery Mfg	4	\$1,120,020	\$1,250,000	\$28,469,000	1,280	47	1,327
Misc Mfg	8	\$1,171,000	\$2,369,000	\$79,372,440	781	281	1,062
Office Admin Svcs	1	\$37,500	\$150,000	\$500,000	66	100	166
Optical Products Manufacturing	1	\$168,750	\$543,750	\$10,877,360	144	54	198
Plastics/Rubber Prod Mfg	1	\$250,000	\$250,000	\$8,903,500	124	8	132
Primary Metal Mfg	1	\$1,250,000	\$5,000,000	\$200,700,000	843	90	933
Securities/Commodities/Invest	1	\$37,500	\$150,000	\$1,182,789	128	-	128
Transit/Ground Passeng Transp	1	\$350,000	\$540,000	\$14,657,073	200	100	300
Transport Equip Mfg	2	\$1,285,000	\$7,650,000	\$270,810,208	200	355	555
Transportation/Warehousing	1	\$3,000,000	\$15,000,000	\$47,195,776	250	-	250
Wood Product Mfg	1	\$450,000	\$900,000	\$14,701,000	230	-	230
TOTAL INDUSTRY	31	\$14,145,270	\$45,232,750	\$897,798,019	6,130	1,404	7,534

SECTION 2: LOANS AND GRANTS PROGRAMS

Fiscal Year April 1, 2016–March 31, 2017

Loans & Grants Disbursements 4/1/2016 to 3/31/2017

Programs – Job Retention and Creation

Totals by Industry and Region (Page 2 of 5)

ECONOMIC DEVELOPMENT FUND – Continued							
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Central	2	\$1,850,000	\$5,600,000	\$250,116,160	843	150	993
Finger Lakes	6	\$1,231,250	\$2,243,750	\$42,218,360	459	302	761
Long Island	2	\$685,000	\$6,450,000	\$261,760,208	310	55	365
Mid-Hudson	3	\$1,226,500	\$4,339,000	\$47,104,029	1,035	92	1,127
Mohawk Valley	2	\$892,500	\$930,000	\$112,375,529	260	160	420
New York City	4	\$3,487,500	\$16,450,000	\$75,636,111	1,089	118	1,207
North Country	2	\$858,000	\$1,700,000	\$39,600,000	51	334	385
Southern Tier	1	\$750,000	\$750,000	\$1,500,000	950	-	950
Western	9	\$3,164,520	\$6,770,000	\$67,487,622	1,133	193	1,326
TOTAL REGION	31	\$14,145,270	\$45,232,750	\$897,798,019	6,130	1,404	7,534

ECONOMIC DEVELOPMENT PURPOSES FUND							
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Computer/Electronic Product Mfg	1	\$187,500	\$250,000	\$1,500,000	101	61	162
Educational Svcs	1	\$200,000	\$400,000	\$1,685,000	791	9	800
Elec Equip/Appliance/Component Mfg	1	\$26,440	\$52,800	\$4,070,000	6	16	22
Food Mfg	2	\$397,500	\$545,000	\$42,000,896	9	94	103
Food Svcs/Drinking Places	1	\$444,000	\$444,000	\$1,021,106	0	4	4
Health Care/Social Assist	1	\$333,333	\$1,000,000	\$13,712,592	1,189	-	1,189
Office Admin Svcs	1	\$793,750	\$1,000,000	\$11,600,000	106	15	121
Plastics/Rubber Prod Mfg	1	\$100,000	\$400,000	\$15,000,000	150	-	150
Tel Call Centers/Business Svcs	1	\$90,000	\$90,000	\$1,012,912	103	47	150
TOTAL INDUSTRY	10	\$2,572,523	\$4,181,800	\$91,602,506	2,455	246	2,701
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Central	4	\$1,029,000	\$1,239,000	\$44,522,002	110	159	269
Finger Lakes	2	\$116,440	\$142,800	\$5,082,912	109	63	172
Long Island	1	\$200,000	\$400,000	\$1,685,000	791	9	800
Mid-Hudson	2	\$1,127,083	\$2,000,000	\$25,312,592	1,295	15	1,310
Southern Tier	1	\$100,000	\$400,000	\$15,000,000	150	-	150
TOTAL REGION	10	\$2,572,523	\$4,181,800	\$91,602,506	2,455	246	2,701

SECTION 2: LOANS AND GRANTS PROGRAMS

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Loans & Grants Disbursements 4/1/2016 to 3/31/2017

Programs – Job Retention and Creation

Totals by Industry and Region (Page 3 of 5)

ECONOMIC TRANSFORMATION PROGRAM							
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Total Jobs
Plastics/Rubber Prod Mfg	1	\$750,000	\$750,000	\$20,820,500	100	40	140
TOTAL INDUSTRY	1	\$750,000	\$750,000	\$20,820,500	100	40	140
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Total Jobs
Central	1	\$750,000	\$750,000	\$20,820,500	100	40	140
TOTAL REGION	1	\$750,000	\$750,000	\$20,820,500	100	40	140

JOBS NOW							
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Computer/Electronic Product Mfg	3	\$17,633,000	\$17,633,000	\$4,958,999,936	1,205	450	1,655
Transit/Ground Passeng Transp	1	\$637,500	\$850,000	\$13,000,000	0	322	322
TOTAL INDUSTRY	4	\$18,270,500	\$18,483,000	\$4,971,999,936	1,205	772	1,977
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Capital	3	\$17,633,000	\$17,633,000	\$4,958,999,936	1,205	450	1,655
Mid-Hudson	1	\$637,500	\$850,000	\$13,000,000	0	322	322
TOTAL REGION	4	\$18,270,500	\$18,483,000	\$4,971,999,936	1,205	772	1,977

NEW YORK WORKS ECONOMIC DEVELOPMENT FUND							
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Total Jobs
Transport Equip Mfg	1	\$5,000,000	\$5,000,000	\$101,000,000	640	0	640
TOTAL INDUSTRY	1	\$5,000,000	\$5,000,000	\$101,000,000	640	0	640
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Total Jobs
Western	1	\$5,000,000	\$5,000,000	\$101,000,000	640	0	640
TOTAL REGION	1	\$5,000,000	\$5,000,000	\$101,000,000	640	0	640

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REGIONAL COUNCIL CAPITAL FUND							
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Accommodation	1	\$250,000	\$250,000	\$8,395,585	86	8	94
Agr/Forestry/Fishing/Hunting	2	\$70,687	\$101,375	\$487,100	3	6	9
Arts, Entertain/Recreation	6	\$1,085,000	\$1,775,000	\$30,326,226	197	216	413
Chemical Mfg	1	\$100,000	\$200,000	\$1,000,000	75	10	85
Educational Svcs	2	\$625,000	\$1,150,000	\$22,751,144	138	136	274
Elec Equip/Appliance/Component Mfg	1	\$462,000	\$600,000	\$5,412,105	350	-	350
Fabricated Metal Product Mfg	2	\$76,000	\$76,000	\$380,000	47	-	47
Food Mfg	4	\$332,000	\$684,000	\$3,372,321	91	40	131
Furniture/Related Prod Mfg	1	\$60,000	\$60,000	\$722,744	0	4	4
Health Care/Social Assist	3	\$2,425,000	\$2,425,000	\$21,376,451	277	50	327
Misc Mfg	5	\$548,053	\$598,053	\$3,366,007	287	11	298
Other Profess/Scient/Tech Svcs	1	\$100,000	\$100,000	\$1,000,000	7	3	10
Other-Municipal/Govt	4	\$1,381,820	\$1,381,820	\$8,412,100	17	48	65
Paper Mfg	2	\$1,375,000	\$1,500,000	\$6,779,024	669	6	675
Plastics/Rubber Prod Mfg	2	\$75,000	\$200,000	\$1,240,000	85	19	104
Real Estate/Rental/Leasing	1	\$2,600,000	\$4,000,000	\$57,699,000	0	8	8
Wholesale Trade	1	\$150,000	\$300,000	\$7,653,797	110	20	130
Wood Product Mfg	1	\$168,000	\$168,000	\$1,653,700	30	10	40
TOTAL INDUSTRY	40	\$11,883,560	\$15,569,248	\$182,027,304	2,469	595	3,064
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Capital	3	\$1,175,000	\$1,200,000	\$6,775,370	633	15	648
Central	8	\$1,779,500	\$2,785,000	\$48,125,295	983	260	1,243
Finger Lakes	2	\$2,800,000	\$4,200,000	\$62,009,562	142	18	160
Long Island	8	\$646,560	\$677,248	\$3,442,207	337	7	344
Mid-Hudson	3	\$682,000	\$1,284,000	\$23,999,889	214	147	361
Mohawk Valley	4	\$2,475,000	\$2,475,000	\$20,608,387	8	55	63
North Country	5	\$595,500	\$1,008,000	\$6,306,700	72	34	106
Southern Tier	6	\$1,700,000	\$1,900,000	\$10,137,774	79	56	135
Western	1	\$30,000	\$40,000	\$622,120	1	3	4
TOTAL REGION	40	\$11,883,560	\$15,569,248	\$182,027,304	2,469	595	3,064

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UPSTATE REGIONAL BLUEPRINT							
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Total Jobs
Accommodation	1	\$2,000,000	\$2,000,000	\$15,065,000	0	55	55
Air Transport	1	\$100,000	\$500,000	\$1,710,000	90	105	195
Real Estate/Rental/Leasing ⁸	1	\$780,000	\$1,200,000	\$1,200,000	0	0	0
TOTAL INDUSTRY	3	\$2,880,000	\$3,700,000	\$17,975,000	90	160	250
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Total Jobs
Finger Lakes ⁹	1	\$780,000	\$1,200,000	\$1,200,000	0	0	0
Mohawk Valley	1	\$100,000	\$500,000	\$1,710,000	90	105	195
Western	1	\$2,000,000	\$2,000,000	\$15,065,000	0	55	55
TOTAL REGION	3	\$2,880,000	\$3,700,000	\$17,975,000	90	160	250

URBAN AND COMMUNITY DEVELOPMENT PROGRAM							
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Total Jobs
Accommodation	1	\$550,000	\$550,000	\$3,800,000	40	22	62
Food Mfg	1	\$6,000,000	\$9,000,000	\$166,255,008	1,949	0	1,949
Misc Mfg	1	\$559,400	\$1,250,000	\$19,855,804	5	8	13
TOTAL INDUSTRY	3	\$7,109,400	\$10,800,000	\$189,910,812	1,994	30	2,024
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Total Jobs
New York City	2	\$6,559,400	\$10,250,000	\$186,110,812	1,954	8	1,962
Western	1	\$550,000	\$550,000	\$3,800,000	40	22	62
TOTAL REGION	3	\$7,109,400	\$10,800,000	\$189,910,812	1,994	30	2,024

WORLD TRADE CENTER JOB CREATION AND RETENTION PROGRAM							
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Total Jobs
Internet	1	\$455,000	\$455,000	\$455,000	51	76	127
TOTAL INDUSTRY	1	\$455,000	\$455,000	\$455,000	51	76	127
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Total Jobs
New York City	1	\$455,000	\$455,000	\$455,000	51	76	127
TOTAL REGION	1	\$455,000	\$455,000	\$455,000	51	76	127

⁸ Job numbers for this project are captured in the table for Regional Council Capital Funds

⁹ Ibid

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Loans & Grants Disbursements 4/1/2016 to 3/31/2017 Programs – Infrastructure Development and Capacity Building Totals by Industry and Region (Page 1 of 8)

BRIDGE TO SUCCESS				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Public Admin/Govt	1	\$196,875	\$562,500	\$562,500
TOTAL INDUSTRY	1	\$196,875	\$562,500	\$562,500
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
New York City	1	\$196,875	\$562,500	\$562,500
TOTAL REGION	1	\$196,875	\$562,500	\$562,500

BUFFALO REGIONAL INNOVATION CLUSTER				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Health Care/Social Assist	1	\$5,000,000	\$15,000,000	\$212,735,488
Mgmt, Sci/Tech Consulting	1	\$1,961,000	\$5,300,000	\$5,300,000
Other-Municipal/Govt	2	\$1,423,733	\$17,000,000	\$17,000,000
Other Profess/Scient/Tech Svcs	2	\$1,000,000	\$2,040,000	\$13,040,000
Real Estate/Rental/Leasing	2	\$7,406,297	\$38,000,000	\$38,000,000
Scientific R & D Svcs	1	\$3,000,000	\$15,000,000	\$70,000,000
TOTAL INDUSTRY	9	\$19,791,030	\$92,340,000	\$356,075,488
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Finger Lakes	1	\$3,004,416	\$33,000,000	\$33,000,000
Western	8	\$16,786,614	\$59,340,000	\$323,075,488
TOTAL REGION	9	\$19,791,030	\$92,340,000	\$356,075,488

COMMUNITY DEVELOPMENT FINANCIAL INSTITUTION PROGRAM				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Miscellaneous Intermediation	1	\$40,000	\$80,000	\$80,000
Public Admin/Govt	42	\$1,738,036	\$3,018,486	\$3,018,486
TOTAL INDUSTRY	43	\$1,778,036	\$3,098,486	\$3,098,486
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Capital	5	\$187,243	\$298,486	\$298,486
Finger Lakes	1	\$47,500	\$95,000	\$95,000
Long Island	3	\$122,000	\$182,000	\$182,000
Mid-Hudson	2	\$85,000	\$170,000	\$170,000
New York City	27	\$1,087,293	\$1,813,000	\$1,813,000
North Country	1	\$37,500	\$75,000	\$75,000
Southern Tier	2	\$157,500	\$330,000	\$330,000
Western	2	\$54,000	\$135,000	\$135,000
TOTAL REGION	43	\$1,778,036	\$3,098,486	\$3,098,486

SECTION 2: LOANS AND GRANTS PROGRAMS

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Loans & Grants Disbursements 4/1/2016 to 3/31/2017
 Programs – Infrastructure Development and Capacity Building
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DEPARTMENT OF STATE OFFICE OF NEW AMERICANS				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Public Admin/Govt	6	\$12,696	\$24,000	\$24,000
TOTAL INDUSTRY	6	\$12,696	\$24,000	\$24,000
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Central	1	\$1,125	\$3,000	\$3,000
Finger Lakes	1	\$2,250	\$3,000	\$3,000
Mid-Hudson	2	\$7,125	\$9,000	\$9,000
New York City	1	\$1,719	\$6,000	\$6,000
Southern Tier	1	\$477	\$3,000	\$3,000
TOTAL REGION	6	\$12,696	\$24,000	\$24,000

DOWNSTATE REVITALIZATION FUND				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Real Estate/Rental/Leasing	1	\$23,021	\$1,000,000	\$49,000,000
Grantmaking/Civic/Prof Orgs	1	\$19,618	\$19,618	\$19,618
TOTAL INDUSTRY	2	\$42,639	\$1,019,618	\$49,019,618
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Mid-Hudson	1	\$19,618	\$19,618	\$19,618
New York City	1	\$23,021	\$1,000,000	\$159,000,000
TOTAL REGION	2	\$42,639	\$1,019,618	\$49,019,618

ECONOMIC DEVELOPMENT FUND				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Arts, Entertain/Recreation	3	\$1,486,500	\$1,486,500	\$1,597,500
Misc Mfg	1	\$719,933	\$728,500	\$2,154,500
Other-Municipal/Govt	2	\$548,750	\$565,000	\$6,835,000
Public Admin/Govt	2	\$3,871,486	\$4,871,486	\$4,871,486
Real Estate Development	1	\$5,000,000	\$5,000,000	\$6,375,000
Scientific R & D Svcs	1	\$539,447	\$600,000	\$600,000
TOTAL INDUSTRY	10	\$12,166,116	\$13,251,486	\$22,433,486
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Central	2	\$1,716,447	\$1,777,000	\$1,777,000
Finger Lakes	1	\$1,371,486	\$1,371,486	\$1,371,486
Long Island	2	\$298,750	\$315,000	\$691,000
Mohawk Valley	2	\$5,500,000	\$5,500,000	\$12,880,000
North Country	2	\$2,559,500	\$3,559,500	\$3,559,500
Southern Tier	1	\$719,933	\$728,500	\$2,154,500
TOTAL REGION	10	\$12,166,116	\$13,251,486	\$22,433,486

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ECONOMIC DEVELOPMENT PURPOSES FUND				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Agr/Forestry/Fishing/Hunting	2	\$137,570	\$1,057,570	\$1,624,842
Arts, Entertain/Recreation	1	\$248,562	\$2,020,000	\$2,244,500
Educational Svcs	8	\$647,421	\$3,365,903	\$12,600,659
Other Profess/Scient/Tech Svcs	1	\$79,004	\$100,000	\$111,000
Scientific R & D/Biotech Svcs	1	\$307,500	\$350,000	\$5,500,000
TOTAL INDUSTRY	13	\$1,420,057	\$6,893,473	\$22,081,001
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Capital	2	\$334,994	\$2,046,000	\$9,388,363
Long Island	4	\$457,262	\$919,903	\$6,577,169
Mid-Hudson	1	\$50,246	\$100,000	\$110,000
Mohawk Valley	1	\$57,570	\$557,570	\$624,842
New York City	2	\$126,514	\$650,000	\$1,915,534
North Country	1	\$79,004	\$100,000	\$111,000
Western	2	\$314,467	\$2,520,000	\$3,354,093
TOTAL REGION	13	\$1,420,057	\$6,893,473	\$22,081,001

ECONOMIC TRANSFORMATION PROGRAM				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Other-Municipal/Govt	2	\$3,149,167	\$13,500,000	\$22,679,000
Arts, Entertain/Recreation	1	\$750,000	\$750,000	\$20,820,500
TOTAL INDUSTRY	3	\$3,899,167	\$14,250,000	\$43,499,500
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Central	1	\$750,000	\$13,500,000	\$20,820,500
Mohawk Valley	2	\$3,149,167	\$750,000	\$22,679,000
TOTAL REGION	3	\$3,899,167	\$14,250,000	\$43,499,500

ELECTRIC GENERATION FACILITIES CESSATION MITIGATION PROGRAM				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Public Admin/Govt	4	\$7,759,474	\$7,775,474	\$7,775,474
TOTAL INDUSTRY	4	\$7,759,474	\$7,775,474	\$7,775,474
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Western	4	\$7,759,474	\$7,775,474	\$7,775,474
TOTAL REGION	4	\$7,759,474	\$7,775,474	\$7,775,474

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EMPIRE OPPORTUNITY FUND				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Arts, Entertain/Recreation	1	\$105,434	\$980,141	\$2,548,315
Public Admin/Govt	1	\$913,119	\$8,300,000	\$8,300,000
TOTAL INDUSTRY	2	\$1,018,553	\$9,280,141	\$10,848,315
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Long Island	1	\$105,434	\$980,141	\$2,548,315
Mid-Hudson	1	\$913,119	\$8,300,000	\$8,300,000
TOTAL REGION	2	\$1,018,553	\$9,280,141	\$10,848,315

ENTREPRENEURIAL ASSISTANCE PROGRAM				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Public Admin/Govt	47	\$2,394,934	\$3,716,150	\$4,471,764
TOTAL INDUSTRY	47	\$2,394,934	\$3,716,150	\$4,471,764
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Capital	3	\$170,450	\$210,900	\$210,900
Central	2	\$60,410	\$89,450	\$89,450
Finger Lakes	2	\$88,898	\$176,000	\$264,000
Long Island	5	\$305,550	\$386,900	\$474,900
Mid-Hudson	4	\$256,900	\$337,800	\$337,800
Mohawk Valley	2	\$128,436	\$168,900	\$168,900
New York City	17	\$813,790	\$1,417,700	\$1,997,314
North Country	3	\$170,450	\$210,900	\$210,900
Southern Tier	5	\$202,120	\$379,800	\$379,800
Western	4	\$197,930	\$337,800	\$337,800
TOTAL REGION	47	\$2,394,934	\$3,716,150	\$4,471,764

INNOVATE NEW YORK				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Miscellaneous Intermediation	1	\$2,000,000	\$35,000,000	\$45,300,000
TOTAL INDUSTRY	1	\$2,000,000	\$35,000,000	\$45,300,000
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Western	1	\$2,000,000	\$35,000,000	\$45,300,000
TOTAL REGION	1	\$2,000,000	\$35,000,000	\$45,300,000

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INNOVATION VENTURE CAPITAL FUND				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Custom Computer Programming Services	2	\$1,114,000	\$1,114,000	\$1,114,000
Misc Mfg	1	\$750,000	\$750,000	\$750,000
Miscellaneous Intermediation	5	\$3,583,333	\$10,500,000	\$19,000,000
Scientific R & D/Biotech Svcs	1	\$2,000,000	\$2,000,000	\$2,000,000
TOTAL INDUSTRY	9	\$7,447,333	\$14,364,000	\$22,864,000
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Capital	1	\$614,000	\$614,000	\$614,000
Finger Lakes	1	\$500,000	\$500,000	\$500,000
New York City	5	\$5,083,333	\$11,000,000	\$19,500,000
Western	2	\$1,250,000	\$2,250,000	\$2,250,000
TOTAL REGION	9	\$7,447,333	\$14,364,000	\$22,864,000

MINORITY AND WOMEN REVOLVING LOAN TRUST FUND				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Public Admin/Govt	1	\$49,110	\$147,500	\$147,500
TOTAL INDUSTRY	1	\$49,110	\$147,500	\$147,500
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Central	1	\$49,110	\$147,500	\$147,500
TOTAL REGION	1	\$49,110	\$147,500	\$147,500

NEW FARMER FUND				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Agr/Forestry/Fishing/Hunting	8	\$284,073	\$284,103	\$568,206
TOTAL INDUSTRY	8	\$284,073	\$284,103	\$568,206
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Capital	1	\$17,731	\$17,748	\$35,496
Central	2	\$65,765	\$65,765	\$131,530
Finger Lakes	1	\$20,123	\$20,123	\$40,246
Mid-Hudson	1	\$50,000	\$50,000	\$100,000
Mohawk Valley	1	\$50,000	\$50,000	\$100,000
North Country	1	\$37,235	\$37,248	\$74,496
Western	1	\$43,219	\$43,219	\$86,438
TOTAL REGION	8	\$284,073	\$284,103	\$568,206

SECTION 2: LOANS AND GRANTS PROGRAMS

Fiscal Year April 1, 2016–March 31, 2017

Loans & Grants Disbursements 4/1/2016 to 3/31/2017
 Programs – Infrastructure Development and Capacity Building
 Totals by Industry and Region (Page 6 of 8)

NEW YORK WORKS ECONOMIC DEVELOPMENT FUND				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Arts, Entertain and Recreation	1	\$10,000,000	\$10,000,000	\$10,000,000
Educational Svcs	1	\$75,000	\$750,000	\$11,600,000
Other-Municipal/Govt	3	\$6,022,969	\$1,812,000	\$4,392,222
Public Admin/Govt	2	\$5,248,587	\$15,000,000	\$61,890,000
Real Estate Development	1	\$12,841,193	\$16,500,000	\$306,004,000
Telecomm Carrier/Svcs	14	\$10,104,491	\$22,707,941	\$30,867,540
TOTAL INDUSTRY	22	\$44,292,240	\$66,769,941	\$424,753,762
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Capital	2	\$879,983	\$2,242,177	\$2,954,201
Central	5	\$16,678,549	\$22,257,815	\$71,400,455
Finger Lakes	1	\$270,896	\$2,407,049	\$3,008,810
Mohawk Valley	2	\$967,342	\$1,572,000	\$4,205,000
New York City	2	\$22,841,193	\$26,500,000	\$316,004,000
North Country	4	\$935,091	\$4,508,082	\$5,621,075
Southern Tier	2	\$847,401	\$4,048,000	\$6,853,413
Western	4	\$871,785	\$3,234,818	\$14,706,808
TOTAL REGION	22	\$44,292,240	\$66,769,941	\$424,753,762

REGIONAL COUNCIL CAPITAL FUND				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Arts, Entertain and Recreation	4	\$376,990	\$1,658,892	\$8,066,093
Educational Svcs	13	\$12,019,665	\$19,520,000	\$127,662,225
Health Care/Social Assist	2	\$1,350,000	\$1,350,000	\$9,714,388
Mgmt, Sci/Tech Consulting	1	\$700,000	\$1,000,000	\$3,480,000
Other-Municipal/Govt	17	\$12,905,312	\$26,611,996	\$57,486,464
Public Admin/Govt	7	\$7,308,729	\$18,601,000	\$25,363,000
Real Estate Development	2	\$2,875,101	\$4,250,000	\$14,108,970
Real Estate/Rental/Leasing	5	\$4,550,000	\$4,550,000	\$69,391,243
Retail Trade	1	\$1,000,000	\$4,000,000	\$92,400,000
Scientific R & D/Biotech Svcs	2	\$662,500	\$3,200,000	\$13,000,000
Telecomm Carrier/Svcs	6	\$5,561,481	\$11,208,826	\$14,666,661
Transit/Ground Passeng Transp	1	\$970,000	\$970,000	\$1,453,200
Utilities	2	\$350,000	\$350,000	\$10,712,439
TOTAL INDUSTRY	63	\$50,629,778	\$97,270,714	\$447,504,683

SECTION 2: LOANS AND GRANTS PROGRAMS

Fiscal Year April 1, 2016–March 31, 2017

Loans & Grants Disbursements 4/1/2016 to 3/31/2017
 Programs – Infrastructure Development and Capacity Building
 Totals by Industry and Region (Page 7 of 8)

REGIONAL COUNCIL CAPITAL FUND - Continued				
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Capital	5	\$5,000,000	\$7,225,000	\$45,364,388
Central	3	\$2,494,215	\$2,745,000	\$20,860,524
Finger Lakes	6	\$3,750,000	\$8,550,000	\$143,957,376
Long Island	6	\$3,062,500	\$7,200,000	\$60,893,414
Mid-Hudson	4	\$2,775,450	\$7,500,000	\$27,533,123
Mohawk Valley	9	\$4,861,124	\$8,415,710	\$46,230,801
New York City	1	\$124,044	\$320,520	\$778,520
North Country	17	\$15,103,693	\$28,310,592	\$51,072,376
Southern Tier	9	\$12,398,398	\$25,800,000	\$48,462,868
Western	3	\$1,060,354	\$1,203,892	\$2,351,293
TOTAL REGION	63	\$50,629,778	\$97,270,714	\$447,504,683

REGIONAL REVOLVING LOAN TRUST FUND				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Other-Municipal/Govt	2	\$150,000	\$400,000	\$1,110,000
Grantmaking/Civic/Prof Orgs	1	\$38,000	\$40,000	\$665,000
TOTAL INDUSTRY	3	\$188,000	\$440,000	\$1,775,000
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Central	1	\$75,000	\$200,000	\$200,000
New York City	1	\$38,000	\$40,000	\$665,000
North Country	1	\$75,000	\$200,000	\$910,000
TOTAL REGION	3	\$188,000	\$440,000	\$1,775,000

RESTORE NY				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Other-Municipal/Govt	9	\$5,193,756	\$15,202,000	\$41,570,750
TOTAL INDUSTRY	9	\$5,263,208	\$15,202,000	\$41,570,750
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Capital	1	\$604,944	\$650,000	\$1,076,574
Long Island	1	\$695,000	\$695,000	\$4,260,000
Mid-Hudson	1	\$45,721	\$2,395,000	\$4,345,015
Mohawk Valley	1	\$417,699	\$1,442,000	\$2,130,000
North Country	2	\$1,363,955	\$3,200,000	\$6,058,120
Southern Tier	1	\$1,100,000	\$1,500,000	\$3,855,000
Western	2	\$1,035,889	\$5,320,000	\$19,846,041
TOTAL REGION	9	\$5,263,208	\$15,202,000	\$41,570,750

SECTION 2: LOANS AND GRANTS PROGRAMS

Fiscal Year April 1, 2016–March 31, 2017

Loans & Grants Disbursements 4/1/2016 to 3/31/2017
 Programs – Infrastructure Development and Capacity Building
 Totals by Industry and Region (Page 8 of 8)

SMALL BUSINESS REVOLVING LOAN FUND				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Other-Municipal/Govt	5	\$698,669	\$1,247,995	\$1,247,995
TOTAL INDUSTRY	5	\$698,669	\$1,247,995	\$1,247,995
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Finger Lakes	1	\$83,333	\$250,000	\$250,000
New York City	4	\$615,336	\$997,995	\$997,995
TOTAL REGION	5	\$698,669	\$1,247,995	\$1,247,995

URBAN AND COMMUNITY DEVELOPMENT PROGRAM				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Arts, Entertain/Recreation	1	\$29,024	\$50,000	\$97,500
Educational Svcs	1	\$55,000	\$55,000	\$237,375
Food Mfg	2	\$16,245	\$79,990	\$79,990
Other-Municipal/Govt	9	\$572,235	\$1,993,965	\$2,955,852
Public Admin/Govt	2	\$95,000	\$95,000	\$190,000
Real Estate/Rental/Leasing	2	\$525,000	\$525,000	\$1,550,000
Transit/Ground Passeng Transp	1	\$40,000	\$40,000	\$300,000
TOTAL INDUSTRY	18	\$1,332,504	\$2,838,955	\$5,410,717
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Capital	1	\$10,000	\$30,000	\$30,000
Central	1	\$25,000	\$25,000	\$50,000
Finger Lakes	2	\$520,000	\$520,000	\$1,540,000
Mid-Hudson	2	\$77,500	\$77,500	\$230,000
Mohawk Valley	3	\$136,245	\$179,990	\$437,365
New York City	7	\$473,759	\$1,916,465	\$2,713,965
Southern Tier	1	\$50,000	\$50,000	\$109,387
Western	1	\$40,000	\$40,000	\$300,000
TOTAL REGION	18	\$1,332,504	\$2,838,955	\$5,410,717

UPSTATE REVITALIZATION INITIATIVE				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Computer/Electronic Product Mfg	2	\$59,000,000	\$138,000,000	\$168,000,000
TOTAL INDUSTRY	2	\$59,000,000	\$138,000,000	\$168,000,000
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Finger Lakes	1	\$17,000,000	\$70,000,000	\$78,000,000
Central	1	\$42,000,000	\$68,000,000	\$90,000,000
TOTAL REGION	2	\$59,000,000	\$138,000,000	\$168,000,000

SECTION 2: LOANS AND GRANTS PROGRAMS

Fiscal Year April 1, 2016–March 31, 2017

Loans & Grants Disbursements 4/1/2016 to 3/31/2017

Dedicated Funds/Special Appropriations – Job Retention and Creation

Totals by Industry and Region (Page 1 of 1)

DEDICATED CAPITAL PROJECTS FUNDING							
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net new job commitments	Total Jobs
Primary Metal Mfg	1	\$7,000,000	\$20,600,000	\$20,600,000	600	0	600
Scientific R & D Svcs	1	\$392,526,261	\$485,500,000	\$959,000,000	0	5,000	5,000
TOTAL INDUSTRY	2	\$399,526,261	\$506,100,000	\$979,600,000	600	5,000	5,600
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net new job commitments	Total Jobs
North Country	1	\$7,000,000	\$20,600,000	\$20,600,000	600	0	600
Western	1	\$392,526,261	\$485,500,000	\$959,000,000	0	5,000	5,000
TOTAL REGION	2	\$399,526,261	\$506,100,000	\$979,600,000	600	5,000	5,600

PORT AUTHORITY TRANSPORTATION, ECONOMIC DEVELOPMENT AND INFRASTRUCTURE RENEWAL							
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net new job commitments	Total Jobs
Misc Mfg	1	\$932,334	\$2,000,000	\$19,855,804	5	8	13
TOTAL INDUSTRY	1	\$932,334	\$2,000,000	\$19,855,804	5	8	13
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net new job commitments	Total Jobs
New York City	1	\$932,334	\$2,000,000	\$19,855,804	5	8	13
TOTAL REGION	1	\$932,334	\$2,000,000	\$19,855,804	5	8	13

SUNY POLYTECHNIC INSTITUTE							
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net new job commitments	Total Jobs
Scientific R & D Svcs	1	\$5,100,000	\$50,000,000	\$4,849,999,872	0	350	350
TOTAL INDUSTRY	1	\$5,100,000	\$50,000,000	\$4,849,999,872	0	350	350
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net new job commitments	Total Jobs
Capital	1	\$5,100,000	\$50,000,000	\$4,849,999,872	0	350	350
TOTAL REGION	1	\$5,100,000	\$50,000,000	\$4,849,999,872	0	350	350

SECTION 2: LOANS AND GRANTS PROGRAMS

Fiscal Year April 1, 2016–March 31, 2017

Loans & Grants Disbursements 4/1/2016 to 3/31/2017

Dedicated Funds/Special Appropriations – Infrastructure Development and Capacity Building

Totals by Industry and Region (Page 1 of 4)

ARTS/CULTURAL				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Arts, Entertain/Recreation	1	\$500,000	\$5,000,000	\$187,282,816
TOTAL INDUSTRY	1	\$500,000	\$5,000,000	\$187,282,816
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
New York City	1	\$500,000	\$5,000,000	\$187,282,816
TOTAL REGION	1	\$500,000	\$5,000,000	\$187,282,816

BUFFALO BILLS				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Professional Sports Development	3	\$4,565,083	\$58,224,355	\$134,333,355
TOTAL INDUSTRY	3	\$4,565,083	\$58,224,355	\$134,333,355
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Western	3	\$4,565,083	\$58,224,355	\$134,333,355
TOTAL REGION	3	\$4,565,083	\$58,224,355	\$134,333,355

DEDICATED CAPITAL PROJECT FUNDING				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Arts, Entertain and Recreation	1	\$13,238,152	\$13,238,152	\$72,193,496
Educational Svcs	4	\$5,345,783	\$21,250,000	\$25,672,000
Other Profess/Scient/Tech Svcs	1	\$322,585	\$6,000,000	\$56,500,000
Other-Municipal/Govt	4	\$1,872,189	\$8,990,000	\$10,118,550
Public Admin/Govt	4	\$658,800	\$1,809,249	\$2,318,375
Scientific R & D Svcs	3	\$67,149,999	\$67,500,000	\$67,500,000
TOTAL INDUSTRY	17	\$88,587,507	\$118,787,401	\$234,302,421
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Capital	2	\$67,000,000	\$67,000,000	\$67,000,000
Finger Lakes	1	\$149,999	\$500,000	\$500,000
Long Island	1	\$4,887	\$440,000	\$768,550
Mid-Hudson	1	\$1,335,550	\$8,000,000	\$8,000,000
Mohawk Valley	1	\$9,249	\$9,249	\$518,375
New York City	5	\$1,253,887	\$8,100,000	\$58,600,000
North Country	4	\$5,345,783	\$21,250,000	\$25,672,000
Western	2	\$13,488,152	\$13,488,152	\$73,243,496
TOTAL REGION	17	\$88,587,507	\$118,787,401	\$234,302,421

SECTION 2: LOANS AND GRANTS PROGRAMS

Fiscal Year April 1, 2016–March 31, 2017

Loans & Grants Disbursements 4/1/2016 to 3/31/2017

Dedicated Funds/Special Appropriations – Infrastructure Development and Capacity Building

Totals by Industry and Region (Page 2 of 4)

HURRICANE IRENE - TROPICAL STORM LEE BUSINESS FLOOD RECOVERY				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Public Admin/Govt	3	\$633,267	\$1,130,879	\$3,180,313
TOTAL INDUSTRY	3	\$633,267	\$1,130,879	\$3,180,313
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Mohawk Valley	2	\$526,080	\$800,494	\$1,627,569
Mid-Hudson	1	\$107,188	\$330,385	\$1,552,744
TOTAL REGION	3	\$633,267	\$1,130,879	\$3,180,313

MILITARY BASE RETENTION & RESEARCH				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Internet	1	\$78,862	\$600,000	\$600,000
Other Profess/Scient/Tech Svcs	1	\$141,947	\$984,480	\$1,066,947
Other-Municipal/Govt	5	\$738,601	\$1,101,686	\$1,312,686
Real Estate/Rental/Leasing	1	\$106,492	\$1,000,000	\$2,000,000
Scientific R & D Svcs	1	\$259,839	\$500,000	\$500,000
TOTAL INDUSTRY	9	\$1,325,741	\$4,186,166	\$5,479,633
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Capital	1	\$28,717	\$125,000	\$200,000
Central	1	\$259,839	\$500,000	\$500,000
Long Island	1	\$77,000	\$126,686	\$252,686
Mid-Hudson	1	\$435,322	\$450,000	\$450,000
Mohawk Valley	2	\$176,424	\$900,000	\$900,000
New York City	1	\$141,947	\$984,480	\$1,066,947
North Country	2	\$206,492	\$1,100,000	\$2,110,000
TOTAL REGION	9	\$1,325,741	\$4,186,166	\$5,479,633

SECTION 2: LOANS AND GRANTS PROGRAMS

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Loans & Grants Disbursements 4/1/2016 to 3/31/2017

Dedicated Funds/Special Appropriations – Infrastructure Development and Capacity Building

Totals by Industry and Region (Page 3 of 4)

MISC. COMMUNITY & LOCAL DEVELOPMENT PROJECTS				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Educational Svcs	1	\$4,042,420	\$20,000,000	\$148,600,000
Office Admin Svcs	1	\$35,000	\$350,000	\$350,000
Other Profess/Scient/Tech Svcs	1	\$218,991	\$1,000,000	\$1,000,000
Other-Municipal/Govt	26	\$3,632,873	\$5,997,500	\$7,978,500
Public Admin/Govt	9	\$460,974	\$2,496,528	\$27,534,217
Real Estate Development	1	\$578,162	\$10,000,000	\$10,000,000
Real Estate/Rental/Leasing	3	\$25,191,329	\$57,000,000	\$57,350,000
Grantmaking/Civic/Prof Orgs	5	\$1,282,786	\$8,650,000	\$8,650,000
Warehouse/Storage	1	\$180,000	\$180,000	\$15,400,000
TOTAL INDUSTRY	48	\$35,622,535	\$105,674,028	\$276,862,717
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Capital	2	\$25,000,000	\$55,000,000	\$55,000,000
Central	11	\$2,407,199	\$6,863,400	\$28,396,400
Finger Lakes	6	\$1,027,221	\$3,415,000	\$3,765,000
Long Island	2	\$183,875	\$380,000	\$380,000
Mid-Hudson	4	\$674,464	\$6,093,128	\$6,093,128
Mohawk Valley	3	\$707,227	\$10,750,000	\$12,778,500
New York City	10	\$4,931,300	\$22,050,000	\$154,107,189
North Country	8	\$362,036	\$792,500	\$792,500
Southern Tier	2	\$329,213	\$330,000	\$15,550,000
TOTAL REGION	48	\$35,622,535	\$105,674,028	\$276,862,717

PORT AUTHORITY TRANSPORTATION, ECONOMIC DEVELOPMENT AND INFRASTRUCTURE RENEWAL				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Other-Municipal/Govt	1	\$582,169	\$4,000,000	\$8,800,000
Real Estate/Rental/Leasing	1	\$114,987	\$5,000,000	\$60,382,556
TOTAL INDUSTRY	2	\$697,156	\$9,000,000	\$69,182,556
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
New York City	2	\$697,156	\$9,000,000	\$69,182,556
TOTAL REGION	2	\$697,156	\$9,000,000	\$69,182,556

SECTION 2: LOANS AND GRANTS PROGRAMS

Fiscal Year April 1, 2016–March 31, 2017

Loans & Grants Disbursements 4/1/2016 to 3/31/2017

Dedicated Funds/Special Appropriations – Infrastructure Development and Capacity Building

Totals by Industry and Region (Page 4 of 4)

SUNY POLYTECHNIC INSTITUTE				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Scientific R & D Svcs	7	\$153,413,375	\$329,827,075	\$450,777,075
TOTAL INDUSTRY	7	\$153,413,375	\$329,827,075	\$450,777,075
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Capital	3	\$59,288,375	\$73,677,075	\$73,677,075
Mohawk Valley	2	\$69,100,000	\$229,100,000	\$229,100,000
North Country	2	\$25,025,000	\$27,050,000	\$148,000,000
TOTAL REGION	7	\$153,413,375	\$329,827,075	\$450,777,075

TRANSFORMATIVE ECONOMIC DEVELOPMENT PROGRAM				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Scientific R & D Svcs	1	\$750,000	\$15,000,000	\$15,000,000
TOTAL INDUSTRY	1	\$750,000	\$15,000,000	\$15,000,000
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Long Island	1	\$750,000	\$15,000,000	\$15,000,000
TOTAL REGION	1	\$750,000	\$15,000,000	\$15,000,000

UPSTATE CITY BY CITY				
Industry	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Computer/Electronic Product Mfg	1	\$12,828,149	\$13,167,000	\$335,000,000
Other-Municipal/Govt	2	\$1,049,056	\$13,736,000	\$20,000,000
Public Admin/Govt	1	\$8,912,961	\$11,182,330	\$44,904,900
Real Estate/Rental/Leasing	2	\$636,176	\$6,787,562	\$13,980,777
TOTAL INDUSTRY	6	\$23,426,342	\$44,872,892	\$413,885,677
Region	No. of Projects	Amount Disbursed	Award Amount	Total Project Costs
Capital	2	\$13,542,137	\$16,903,000	\$345,000,000
Central	1	\$335,068	\$10,000,000	\$10,000,000
Finger Lakes	1	\$8,912,961	\$11,182,330	\$44,904,900
Western	2	\$636,176	\$6,787,562	\$13,980,777
TOTAL REGION	6	\$23,426,342	\$44,872,892	\$413,885,677

SECTION 3: MARKETING AND ADVERTISING

Fiscal Year April 1, 2016–March 31, 2017

Marketing and advertising programs encompass tourism promotion, capital investments in tourism attractions and destinations, business attraction and retention, and various other marketing efforts. Assistance can take the form of direct grants or marketing and advertising investments.

The amount provided for each program represents the total disbursements issued during this reporting period.

Program Summaries

- **Market NY** – an annual appropriation initiated out of the Regional Council Funding process to support regionally themed New York-focused projects by promoting tourism destinations and attractions in order to help bolster tourism growth.
- **NYPA Craft Beverage Marketing Program** – an appropriation established in FY 2014–2015 allowing the Power Authority of the State of New York to provide funding establishing the State’s Craft Beverage “Regional Marketing” Grant Program. The program supports marketing initiatives that target craft beverage businesses throughout the state.
- **Economic Development Initiatives** – funding available for business marketing and tourism promotion.
- **Tourism Promotion Matching Grants** – provides funding to Tourism Promotion Agencies (“TPAs”) to market their destination in order to increase the number of visitors and the level of spending across the state. The program’s priorities are to reach new market areas and expand current programs that have the potential to result in new or sustainable overnight visitation.

<u>Program</u>	<u>Number of Projects</u>	<u>Amount Disbursed</u>
Craft Beverage Marketing Program	17	\$1,303,687
Economic Development Initiatives	2 ¹⁰	\$54,293,134
Market NY	48	\$8,233,995
Miscellaneous Marketing Projects	7	\$935,911
Tourism Promotion Matching Grants	49	\$4,006,728
TOTAL	123	\$68,773,455

¹⁰Part of a larger contract with two discrete projects – tourism promotion and business attraction and retention.

SECTION 3: MARKETING AND ADVERTISING

Fiscal Year April 1, 2016–March 31, 2017

Marketing & Advertising Assistance: 4/1/2016 – 3/31/2017

Program Totals by Region¹¹ (Page 1 of 3)

CRAFT BEVERAGE MARKETING				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Costs
Arts, Entertainment, Recreation	1	\$63,000	\$63,000	\$141,250
Other-Municipal, Government	16	\$1,240,687	\$1,496,741	\$2,324,885
TOTAL INDUSTRY	17	\$1,303,687	\$1,559,741	\$2,466,135
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Costs
Capital District	2	\$213,287	\$231,300	\$327,850
Central NY	0	\$0	\$0	\$0
Finger Lakes	3	\$344,620	\$380,000	\$664,592
Long Island	1	\$72,500	\$72,500	\$72,500
Mid-Hudson	1	\$17,830	\$35,750	\$71,500
Mohawk Valley	1	\$39,941	\$49,990	\$67,335
New York City	4	\$409,609	\$492,254	\$875,304
North Country	1	\$98,154	\$182,000	\$222,000
Southern Tier	2	\$57,047	\$65,247	\$104,354
Western NY	2	\$50,700	\$50,700	\$60,700
TOTAL REGION	17	\$1,303,687	\$1,559,741	\$2,466,135

MARKET NY				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Costs
Arts, Entertainment, Recreation	3	\$449,415	\$449,415	\$4,863,650
Tourism and Marketing	45	\$7,784,580	\$12,179,829	\$27,773,354
TOTAL INDUSTRY	48	\$8,233,995	\$12,629,244	\$32,637,004
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Costs
Capital	9	\$1,469,745	\$1,632,875	\$3,825,500
Central NY	5	\$904,972	\$1,583,350	\$4,172,695
Finger Lakes	7	\$1,116,685	\$1,585,000	\$6,085,562
Long Island	5	\$521,695	\$810,000	\$1,148,309
Mid-Hudson	4	\$108,575	\$182,000	\$1,675,850
Mohawk Valley	4	\$1,219,898	\$1,481,750	\$2,685,500
New York City	2	\$254,740	\$1,775,000	\$2,825,000
North Country	6	\$1,149,524	\$2,019,054	\$2,938,520
Southern Tier	5	\$1,448,160	\$1,520,215	\$7,230,068
Western NY	1	\$40,000	\$40,000	\$50,000
TOTAL REGION	48	\$8,233,995	\$12,629,244	\$32,637,004

¹¹Marketing and Advertising programs are not direct job creators therefore no job data is available.

SECTION 3: MARKETING AND ADVERTISING

Fiscal Year April 1, 2016–March 31, 2017

Marketing & Advertising Assistance: 4/1/2016 – 3/31/2017

Program Totals by Region (Page 2 of 3)

TOURISM PROMOTION MATCHING GRANTS		
Region	No. of Projects	Amount Disbursed
Capital	9	\$821,520
Central	5	\$268,927
Finger Lakes	8	\$591,462
Long Island	1	\$205,773
Mid-Hudson	7	\$628,506
Mohawk Valley	2	\$125,730
New York City	1	\$62,132
North Country	4	\$283,502
Southern Tier	7	\$648,743
Western	5	\$370,433
TOTAL MARKET NY	49	\$4,006,728

MISCELLANEOUS MARKETING PROJECTS		
Region	No. of Projects	Amount Disbursed
Capital	1	\$60,419
Finger Lakes	1	\$100,000
Long Island	1	\$50,000
Mid-Hudson	1	\$250,000
New York City	1	\$100,000
North Country	1	\$200,891
Southern Tier	1	\$174,601
TOTAL REGION	7	\$935,911

Economic Development Initiatives Program

ESD has a three-year contract with Lowe & Partners Worldwide, Inc. d/b/a Campbell Ewald New York for up to \$225 million. Campbell Ewald is ESD's marketing services partner and is the sole vendor associated with developing all marketing initiatives across multiple media for tourism and business attraction and retention promotion¹². Data reported does not have a regional or industry breakdown.

¹²Campbell Ewald received \$54,250,625 from 522 payments in FY 2016-17. During that same period, the NYS Office of General Services received \$42,509 from 13 payments for business attraction and retention promotion.

SECTION 3: MARKETING AND ADVERTISING

Fiscal Year April 1, 2016–March 31, 2017

Marketing & Advertising Assistance: 4/1/2016 – 3/31/2017

Program Totals by Region (Page 3 of 3)

Performance goals are established annually and evaluated often. The following outlines the business attraction and retention and tourism promotion performance during the period of this report:

- Business leaders' positive perceptions of New York State increased an average of 10% over the same perceptions last year.
- ESD's web visits increased nearly 20% above the goals set for FY 2016-2017.
- Business leaders exposed to the marketing initiative are 25-50% more likely to consider the State over leaders who have not seen the initiative.
- The business attraction and retention initiative generated 829 leads to ESD originators.
- The number of potential tourists who positively rate the State as a great destination increased by 20% over the same period last year.
- The number of people who would consider the State as a place to visit increased by 20% versus the same period last year.
- The tourism promotion initiative increased visitors by over 5 million and helped generate \$104 billion in total economic impact, a \$4 billion increase over the same period last year.

ECONOMIC DEVELOPMENT INITIATIVES		
Industry	No. of Projects	Amount Disbursed
Tourism Promotion	1	\$28,043,237
Business Attraction & Retention	1	\$26,249,896
TOTAL PROGRAM	2	\$54,293,133

SECTION 4: INNOVATION

Fiscal Year April 1, 2016–March 31, 2017

Innovation programs are administered by the New York State Office of Science, Technology and Academic Research (NYSTAR). Each program has different eligibility criteria and guidelines that determine when and how the funds can be disbursed. Programs in this section primarily fund academic and/or research institutions with the purpose of facilitating and commercializing applied research. Funds do not pass directly from ESD to private businesses.

Some of our Centers (CATs, COEs, MEPs, and Hot Spots/Incubators) do require businesses to report economic impacts annually. The impact data is often delayed and will not conform to the same period of time outlined in this report. Therefore the disbursements by region will be outlined separately from the economic impacts and will cover different time periods.

Program Summaries

- **Centers for Advanced Technology (“CAT”)** – fifteen centers that facilitate applied research, development, and technology transfer and encourage greater collaboration between private industry and the universities of the State in the development and application of new technologies.
- **Centers of Excellence (“CoE”)** – twelve centers that facilitate joint university-industry research and development, product commercialization, and workforce training.
- **Digital Gaming Hubs** – support early stage companies and foster gaming community collaboration among students, industry, and entrepreneurs.
- **Faculty Development Program** – assists institutions of higher education in the State in the recruitment and retention of leading entrepreneurial research faculty in science and technology fields with strong commercial potential. Universities and colleges apply for assistance with recruitment and retention efforts.
- **Focus Centers** – a strategic partnership between RPI; SUNY Poly; ESD; and the microelectronics, optoelectronics, bioelectronics, and telecommunication industries in the U.S. Its aim is to act as a research and development (R&D) resource for the creation of the science and technology base for future generations of integrated circuitry (IC) products.
- **Innovation Hot Spots and New York State Certified Business Incubators** – NYSTAR has designated ten Innovation Hot Spots – one for each of New York’s economic development regions – and twenty Certified Business Incubators, which receive funding to reach a greater number of early-stage companies. Support may vary by location, but generally includes physical space, shared administrative staff, access to capital, coaching, mentoring, networking connections, prototype development, and access to other technical services. Innovation Hot Spots also coordinate regional entrepreneurial ecosystems and can offer tax benefits to client businesses.
- **Innovation Economy Matching Grants** – commitments to strengthen applicants’ proposals for funding from federal agencies, foundations, and other grant-making organizations. Higher education and non-profit research institutions in New York State are eligible to apply for these State-matching funds in an effort to attract more federal R&D funding to support technology development and commercialization efforts.
- **NY Manufacturing Extension Partnership (“MEP”)** – a network of eleven organizations that provide growth and innovation services to small and mid-sized manufacturers in every corner of the State to help them create and retain jobs, increase profits, and save time and money.
- **Science and Technology Law Center** – dedicated to providing legal research, education and information to entrepreneurs and companies to help commercialize new technologies from lab to market.

SECTION 4: INNOVATION

Fiscal Year April 1, 2016–March 31, 2017

<u>Program</u>	<u>Number of Projects¹³</u>	<u>Amount Disbursed</u>
Centers for Advanced Technology	14	\$17,098,030
Centers of Excellence	6	\$11,157,094
Digital Gaming Hubs	1	\$64,065
Faculty Development Program	2	\$201,759
Focus Centers	2	\$6,819,957
Innovation Hot Spots/Incubators	8	\$1,128,766
Innovation Matching Grants	17	\$7,569,488
Manufacturing Extension Partnerships	9	\$4,263,754
Science & Technology Law Center	1	\$424,369
TOTAL	60	\$48,727,282

¹³Projects can mean either funded Centers (i.e. CATs, COEs, MEPs) or grant-funded projects (i.e. Innovation Matching Grants).

SECTION 4: INNOVATION

Fiscal Year April 1, 2016–March 31, 2017

Innovation Programs: 4/1/2016 – 3/31/2017

Aggregate Program Disbursements by Region (Page 1 of 2)

CENTERS FOR ADVANCED TECHNOLOGY		
Region	No. of Centers	Amount Disbursed
Capital	2	\$3,836,900
Central	1	\$1,768,160
Finger Lakes	2	\$1,478,960
Long Island	1	\$3,110,520
New York City	3	\$2,541,085
North Country	1	\$921,200
Southern Tier	2	\$2,027,155
Western	2	\$1,414,050
TOTAL REGIONS	14	\$17,098,030

CENTERS OF EXCELLENCE		
Region	No. of Centers	Amount Disbursed
Capital	1	\$6,497,646
Central	1	\$1,973,738
Finger Lakes	2	\$2,057,488
Long Island	1	\$499,963
Western	1	\$128,259
TOTAL REGIONS	6	\$11,157,094

DIGITAL GAMING HUBS		
Region	No. of Hubs	Amount Disbursed
New York City	1	\$64,065
TOTAL REGIONS	1	\$64,065

FACULTY DEVELOPMENT PROGRAM		
Region	No. of Projects	Amount Disbursed
Long Island	1	\$185,746
New York City	1	\$16,013
TOTAL REGIONS	2	\$201,759

FOCUS CENTERS		
Region	No. of Centers	Amount Disbursed
Capital	2	\$6,819,957
TOTAL REGIONS	2	\$6,819,957

SECTION 4: INNOVATION

Fiscal Year April 1, 2016–March 31, 2017

Innovation: 4/1/2016 – 3/31/2017

Aggregate Program Disbursements by Region (Page 2 of 2)

INNOVATION HOT SPOTS/INCUBATORS		
Region	No. of Centers	Amount Disbursed
Capital	2	\$147,912
Finger Lakes	1	\$72,779
Mid-Hudson	1	\$163,426
Mohawk Valley	1	\$164,419
New York City	2	\$451,374
Southern Tier	1	\$128,856
TOTAL REGIONS	8	\$1,128,766

INNOVATION MATCHING GRANTS		
Region	No. of Institutions	Amount Disbursed
Capital	2	\$3,400,401
Central	1	\$239,488
Long Island	2	\$490,972
New York City	3	\$1,591,727
Southern Tier	2	\$1,846,900
TOTAL REGIONS	17	\$7,569,488

MANUFACTURING EXTENTION PARTNERSHIPS		
Region	No. of Centers	Amount Disbursed
Capital	1	\$574,377
Central	1	\$431,250
Mid-Hudson	1	\$149,845
Mohawk Valley	1	\$358,323
New York City	1	\$950,000
North Country	1	\$29,311
Southern Tier	1	\$575,000
Western	1	\$850,000
Statewide	1	\$345,648
TOTAL REGIONS	9	\$4,263,754

SCIENCE AND TECHNOLOGY LAW CENTER		
Region	No. of Centers	Award Amount
Central	1	\$424,369
TOTAL REGIONS	1	\$424,369

SECTION 4: INNOVATION

Fiscal Year April 1, 2016–March 31, 2017

Innovation Programs¹⁴

Economic Impacts by Program and Region¹⁵ (Page 1 of 2)

Year 2014-15

CENTERS FOR ADVANCED TECHNOLOGIES					
Region	No. of Centers	Total Non-Job Impacts	New Jobs	Jobs Retained	Total Jobs
Capital	3	\$123,529,941	143	50	193
Central	1	\$20,116,335	12	4	16
Finger Lakes	1	\$32,852,035	17	26	43
Long Island	2	\$60,270,967	72	29	101
New York City	3	\$66,711,104	107	28	135
North Country	1	\$15,650,695	7	27	34
Southern Tier	2	\$7,419,180	20	31	51
Western	2	\$149,832,134	172	139	311
TOTAL REGIONS	15	\$476,382,391	550	334	884

Year: 2014-15

CENTERS OF EXCELLENCE					
Regions	No. of Centers	Total Non-Job Impacts	New Jobs	Jobs Retained	Total Jobs
Capital	1	\$413,136,204	508	3,850	4,358
Central	1	\$3,574,857	6	42	48
Finger Lakes	3	\$1,666,936	6	16	22
Long Island	2	\$36,726,536	140	137	277
Southern Tier	1	\$36,390,180	22	74	96
Western	2	\$162,106,153	215	183	398
TOTAL REGIONS	10	\$653,600,866	897	4,302	5,199

Year: 2014-15

INNOVATION HOT SPOTS/INCUBATORS					
Regions	No. of Incubator/Hot Spots	Total Non-Job Impacts	New Jobs	Jobs Retained	Total Jobs
Capital	2	\$701,120	5	1	6
Central	1	\$4,903,294	11	59	70
Finger Lakes	1	\$0	-	-	-
Long Island	1	\$31,759,569	124	243	367
Mid-Hudson	2	\$2,315,228	20	28	48
Mohawk Valley	1	\$1,335,000	14	6	20
New York City	2	\$124,643,355	78	80	158
North Country	1	\$2,989,125	27	12	39
Southern Tier	2	\$7,277,600	6	-	6
Western	1	\$1,390,180	-	55	55
TOTAL REGIONS	14	\$177,314,471	285	484	769

¹⁴ Economic impact data is reported to program Centers and then reported to NYSTAR for analysis. Reporting is often delayed and therefore only the most recently reported and analyzed data is provided.

¹⁵ Aggregate economic impacts are collected and quantified for only four NYSTAR programs – CATs, COEs, MEPs and Innovation Hot Spots/Incubators

SECTION 4: INNOVATION

Fiscal Year April 1, 2016–March 31, 2017

Innovation Programs

Economic Impacts by Program and Region (Page 2 of 2)

Year: 2015

MANUFACTURING EXTENTION PARTNERSHIP					
Region	No. of Centers	Total Non-Jobs Impact	New Jobs	Jobs Retained	Total Jobs
Capital	1	\$32,999,192	79	423	502
Central	1	\$31,655,249	35	115	150
Finger Lakes	1	\$13,132,800	55	271	326
Long Island	1	\$19,660,000	4	10	14
Mid-Hudson	1	\$43,429,000	8	77	85
Mohawk Valley	1	\$24,073,805	51	344	395
New York City	1	\$178,639,500	558	625	1,183
North Country	1	\$10,010,742	29	222	251
Southern Tier	1	\$212,444,700	138	1,077	1,215
Western	1	\$283,456,210	209	956	1,165
TOTAL REGIONS	10	\$849,501,198	1,166	4,120	5,286

