

COOL PLACES.
SMART PEOPLE.

MOHAWK VALLEY
EDGE

Quarter 1 Update

2017

EDGE MISSION { Strengthen and Grow the Mohawk Valley Economy



BUSINESS SUPPORT



BUSINESS DEVELOPMENT



MVREDC



GRIFFISS PARK

INITIATIVES

UNIFIED ECONOMIC DEVELOPMENT STRUCTURE

Using partnerships to advance key projects-regional initiatives and sustain the region's momentum.

- 1 BUSINESS SUPPORT**
Business outreach, downtown redevelopment-community development
- 2 BUSINESS DEVELOPMENT**
Strategic site development, trade shows, presentations
- 3 MOHAWK VALLEY REGIONAL ECONOMIC DEVELOPMENT COUNCIL**
Consolidated funding application and support and alignment of regional development strategy
- 4 GRIFFISS BUSINESS AND TECHNOLOGY PARK**
Regional Employment Center - Air Force Research Lab., cyber ecosystem, Griffiss International Airport – UAS and Aviation Development

EDGE MISSION { Strengthen and Grow the Mohawk Valley Economy

2016 BUSINESS OUTREACH

62

315

14

Business Leads & Sales Call

Business Outreach Contacts & Site Visits

Trade Shows

- Industry Strategy Symposium- Nano
- MRO Americas- Aviation, AUVSI- UAS
- ASMC- Nano
- Semicon West- Nano, Semicon Europa- Nano
- Fab Owners Association- Nano
- ConFab- Nano
- Fancy Food Show- Agribusiness (Mercer's Dairy, Adirondack Distilling, Smith Packing, Delorio's)
- Site Selectors Guild- General

2017 Q1 BUSINESS OUTREACH

21

110

03

Business Leads & Sales Call

Business Outreach Contacts & Site Visits

Trade Shows

BUSINESS SUPPORT: Downtown Redevelopment

The place where people, ideas and capital interact.



EDGE Project Lead (Contract in place)

- Rome Cable Complex 4
- Woodhaven Redevelopment
- Downtown Connectivity

EDGE Project Support

- Brownfield Opportunity Areas
- 1333 East Dominick
- Downtown Revitalization Initiative

EDGE Project Support

- MVHS Downtown Hospital
- Downtown Revitalization Initiative
- Harbor Point
- Bagg's Square
- Redevelopment
 - Former ConMed, Doyle Hardware, 123 Hotel Street, Globe Mills, Mechanics Hall, Former Rite Aid Building, 98 Genesee Street

BUSINESS DEVELOPMENT: Commercialization Academy

- Now in its 4th cohort
- More than 20 new businesses have been formed
- 95 business-building milestones have been achieved
- More than \$300,000 has been spent on business-building activities by the teams
- More than a dozen AFRL technology licensing agreements have been executed
 - More than had been executed in the previous decade



FIRST FUNDERS OF THE COMMERCIALIZATION ACADEMY

nationalgrid

NYSTEC
YOUR INDEPENDENT TECHNOLOGY ADVISOR

ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
OCIDA

IGNITE **U** NY
Powered by NYSTEC

BANK OF UTICA
Bank of Utica
In a league all our own.

ONEIDA COUNTY
NEW YORK

THE FOUNDATION

NBT BANK

NYBDC

AFRL
GRIFFISS INSTITUTE

WV WASABI VENTURES

THE COMMERCIALIZATION ACADEMY
www.commercializationacademy.org

MOHAWK VALLEY REGIONAL ECONOMIC DEVELOPMENT COUNCIL



Identifying projects for Upstate Revitalization Funding (\$50 million) and broken project money. (Rome Cable, Harbor Point bulk head walls, MVHS downtown site, UC, Comm. Academy)

Staff sits on agribusiness, tourism and STEM work groups.

IMPACTS SINCE 2011

- 6,305 Jobs
- \$171 Million CFA Awards
- \$915 Million Investment
- 313 Projects
- 5:1 Leverage

2016 AWARD

“Top Performer”
 \$81.9 Million Award
 88 Projects

2016 Oneida County
 37 Funded Projects
 \$22,602,104

2016 Herkimer County
 10 Funded Projects
 \$2,606,500

STRATEGIES

Industry sectors:

- STEM Industries
- Agribusiness
- Tourism

Enabling Strategies:

- Workforce – Education
- Entrepreneurship
- Vibrant Communities
- Opportunity for all



GRIFFISS BUSINESS AND TECHNOLOGY PARK

PARK IMPACTS

\$600 MILLION

CapEx since Griffiss Park was created in 1995

\$3.2 MILLION

in taxes generated in 2016 annually from Griffiss Park

5,784 EMPLOYEES

from 29 counties

79 BUSINESSES

located in Griffiss Park

GRIFFISS BUSINESS AND TECHNOLOGY PARK



- Demolition of Building 240 to create a 28 acre development site with frontage on NYS Rt. 825
 - Construction of access road Floyd Ave – Roundabout NYS 825 - approved
- First tenant: Stewart's Shops



EDGE/GLDC positioned project for \$10 million from New York State DOT to complete NYS Rt. 825 through Griffiss

GRIFFISS INTERNATIONAL AIRPORT

EDGE working in concert with Griffiss International Airport are implementing a strategy to leverage NYS assets to attract and expand UAS and aviation related opportunities.

- Working with staff to respond to lead requests and leveraging state and local incentives to attract and expand industry opportunities
- Development of and support of transformational economic development projects including development of the Airfield Triangle and funding to build test instrumentation range
- Facilitating local site selection assets and information
- Formulating and executing public finance strategies to support key projects

Cooperating Marketing Initiatives:

- **Attend MRO Annually since 2006**
- **In Discussions with Airport Staff on resuming NBAA**
- **Attended representing the Airport at Site Selection Guild**
- **Participating in AUVSI Trade Show for UAS**
- **EDGE staff attended UTM Conference in Syracuse with demonstrations at Griffiss**

Over 630 operations (flights) utilizing UAS from Small (under 55 pounds) to Large (full size airplane and helicopters). These operations were conducted in 5 states under the Griffiss UAS Test Site COA's.

5 Year NASA IDIQ contract worth approximately \$5 million per year

1 Start Up NY Company that is operating on the airport and is expanding

Numerous UAS events including the DJI SDK developer challenge, and international event. The Lockheed Martin/Sikorsky UAS Demo days.

Conducted 2 UAS Drones days supporting STEM efforts for 13-18 year olds.

Conducted UAS days for the public.

\$30 Million investment from NYS to develop 50-mile flight traffic management system between Syracuse and Griffiss International Airport.



An aerial photograph showing a large, mostly undeveloped plot of land. The land is covered with dense green trees and a few scattered buildings. A road or path runs through the center of the plot. In the background, there are rolling hills and a clear blue sky. The text "Marcy Nanocenter Overview" is overlaid in the center of the image.

Marcy Nanocenter Overview

Marcy Nanocenter October 2016

Business Development – Advanced Electronics Initiative: Marcy Nanocenter

Site Readiness:

- 428 acre site zoned Planned Development - Nanotechnology Manufacturing
- All major site permitting and regulatory approvals in place
- Key infrastructure improvements completed or in process
- EDGE is designated lead developer for SUNY and has ground sublease for site
- New York re-appropriated \$638 M for Nano Utica initiatives – that includes dedicated funding to support construction, furnishing, equipping of fab and other project improvements





Supply Chain Campus

Customer Substation

Planned Fab Development

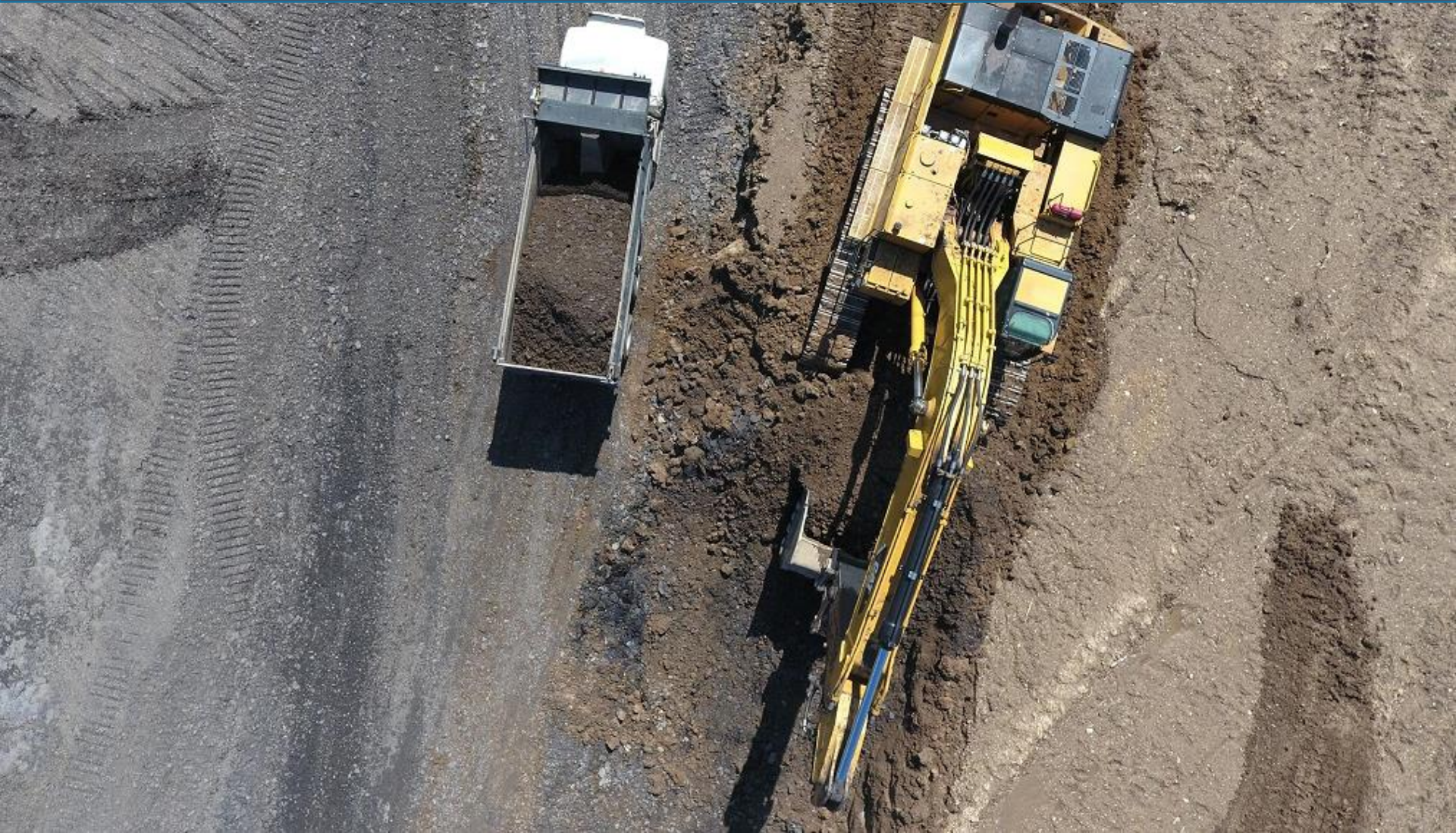
Planned Fab Development

Planned Fab Development

Planned Fab Development

Marcy Nanocenter Layout

In 2016, EDGE stepped in and took over \$49.1 M in site infrastructure programming for the Marcy site from FSMC.



Marcy Nanocenter 2016 Infrastructure Summary

\$49.1M site infrastructure improvements through Mohawk Valley EDGE

Infrastructure Description	Cost
CRA National Grid (Edic Substation, autotransformers & other electrical equipment)	\$ 30.59 million
Dual Circuit 115 kV Transmission Line – including civil works package for customer substation	\$ 8.85 million
8,000 LF extension of 24” water main, including 2 nd redundant water feed	\$ 2.28 million
4,100 LF extension of 24” sanitary sewer & 450 LF of 12” sewer main	\$ 1.07 million
1 mile extension of 12” natural gas main (distribution line)	\$ 1.75 million
Paving of Ring Road	\$ 2.65 million
Engineering, Inspection Services, Financing Fees & Soft Costs	\$ 1.91 million
Total Estimated Budget:	\$ 49.1 million



Marcy Nanocenter Site

Marcy Nanocenter 2017 Infrastructure Summary

\$29.1M site infrastructure improvements through Mohawk Valley EDGE

Infrastructure Description	Cost
Customer Substation	\$ 15.75 million
National Grid 2.5 mile 12" natural gas main	\$ 10.00 million
Site Grading, Stabilization and Erosion Control	\$ 1.45 million
Underground Duct-bank	\$ 0.35 million
Engineering, Inspection Services, Financing Fees & Soft Costs	\$ 1.55 million
Total Estimated Budget:	\$ 29.10 million





Contact Us



info@mvedge.org



315.338.0393



www.mvedge.org
www.MarcyNanocenter.com
www.facebook.com/MVEDGE

