

COOL PLACES.  
SMART PEOPLE.



EDGE Board Update

June 2017

# EDGE Model: Coordinated Economic Development Delivery



- ATTRACT** New Businesses
- ASSIST** Existing Businesses
- ALIGN** Strategies with Regional Efforts
- ACT** Make it Happen



*Each entity is a separate corporation/agency with a separate board of directors and unique financial statements*



# EDGE MISSION { Strengthen and Grow the Mohawk Valley Economy

## 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*



**BUSINESS SUPPORT**



**BUSINESS DEVELOPMENT**



**MVREDC**



**GRIFFISS PARK**

# BUSINESS SUPPORT: Outreach Q2 2017

Targeted Industry Sectors: Stem Intensive Industries, Agribusiness, Tourism

# 30

Ongoing  
Business Leads &  
Sales Call

15 Advanced Electronics  
1 UAS

2 Manufacturing

11 Agribusiness/Food Processing (Fancy Food  
Show Company Mtgs)

1 Finance

France, Germany, California, Arizona, NYC

# 78

Business Outreach  
Contacts &  
On-Site Visits  
Q1: 110  
178 Total

On-site visits to companies

Consolidated Funding  
Application Outreach

# BUSINESS SUPPORT: Outreach Q2 2017

## 03

Trade Shows/Industry Events  
Q1: 3  
6 Total

AUVSI- UAV  
Fancy Food Show- Agribusiness  
ConFab- Nano

Thank you to National Grid for their support of our marketing programs

**nationalgrid**

MOHAWK VALLEY  
**EDGE**

## 11

Community Presentations  
Q1: 10  
21 Total

Small Business Development Center, Utica  
Rotary, Young Entrepreneurs Academy,  
Mohawk Valley Association of Engineers, Air  
Force Research Lab Engineers/Small  
Business Event, Deerfield Place, CEG  
87/90 Summit, Town of Marcy, Genesis,  
Syracuse IDA, Leading EDGE Awards



# BUSINESS SUPPORT: Downtown Redevelopment Q2

The place where people, ideas and capital interact.



## EDGE Project Lead (Contract in place)

- Harbor Green Infrastructure (Under construction)
- Rome Cable Complex 4 (Working with DEC on remediation and demo)
- Woodhaven Redevelopment (Demo mobilization this week)

## EDGE Project Support

- Brownfield Opportunity Areas
  - 1333 East Dominick (Bid awarded)
  - Downtown Revitalization Initiative (Submitted)
  - Rome Waterfront Harbor Way (RFP Issued)

## EDGE Project Support

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

# BUSINESS SUPPORT: 2017 Q2 Ongoing Projects

## STEM Intensive Industries

- ais (Building expansion complete)
- P-Tech Program (Support)
- Commercialization Academy (Demo Day)
- Whitesboro Youth Science/Tech Academy (Working with National Grid for support)
- Consolidated Funding Application Support
  - 8 ongoing applications

## Agribusiness

- USDA Rural Development Grant (Admin)
  - Sangerfield Ag Feasibility (Support)
  - Assisted 3 Businesses in applying for grants
- REDC AG Asset Map (Support)
- Hosted Trade Rep from Mexico
- Consolidated Funding Application Support
  - 6 ongoing applications

## Tourism

- Downtown Redevelopment
- Waterfront Redevelopment
- Expansion Hotel Rooms (OCIDA)
- Griffiss Sculpture Garden (Admin)
- Mighty Waters (Admin)
- Closing the Gaps on the Erie Canal (CFA)
- Rome Harbor Watertower Lighting (Admin)
- Erie Canal Bicentennial (Committee)
- Brew Central Global NY Outreach (Support)
- Consolidated Funding Application Support
  - 3 ongoing applications

# BUSINESS DEVELOPMENT: Commercialization Academy

Adk Ops

afterzero

intake

HealthNow

Indago Innovations

MENTS

**6 teams**  
their pitch live  
companies

YOUR VOTE

**THE COMMERCIALIZATION ACADEMY DEMO DAY**

Brought to you by the  
Air Force Research Laboratory Information Directorate in Rome, New York  
@AFRLCommAcademy @GriffissInst @WasabiVentures #CADemoDaySpring17

**SPRING 2017**  
AIR FORCE RESEARCH LABORATORY  
COMMERCIALIZATION ACADEMY DEMO DAY  
**JUNE 29, 2017**

**MVCC**  
MOHAWK VALLEY COMMUNITY COLLEGE

1101 FLOYD AVENUE, ROME NY

**FREE ADMISSION**  
5:00 PM - 8:00 PM

**EVENT MADE POSSIBLE BY:**

nationalgrid OCIDA THE FOUNDATION NYSTEC YOUR INDEPENDENT TECHNOLOGY ADVISOR ROME INDUSTRIAL DEVELOPMENT CORPORATION Bank of Utica MOHAWK VALLEY EDGE www.mvedge.org MVCC MOHAWK VALLEY COMMUNITY COLLEGE thINCubator the home for INNOVATIVE NEW COMPANIES

AFRL THE AIR FORCE RESEARCH LABORATORY THE AIR FORCE RESEARCH LABORATORY

WV WASABI VENTURES

GIFFISS INSTITUTE CENTER FOR INFORMATION ASSURANCE

# BUSINESS DEVELOPMENT: Strategic Site Development



**MARCY**  
Nanocenter at **SUNY** Polytechnic  
Institute



**SUNY** POLYTECHNIC  
INSTITUTE

**SUNY** POLYTECHNIC  
INSTITUTE  
QUAD-C

## FULL BUILD-OUT SUPPORTS:

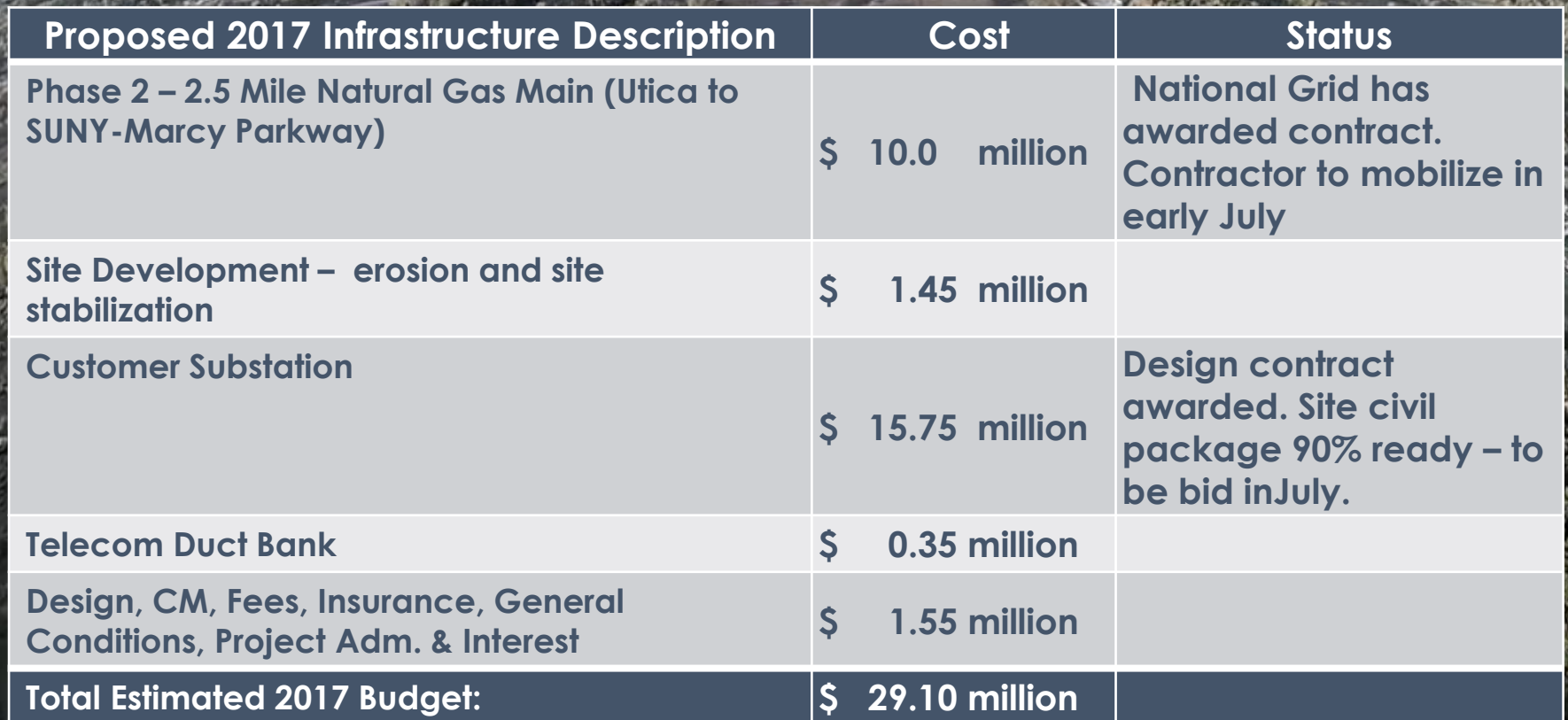
- 3+ semiconductor plants with potential to attract \$12 billion or more in investment
- 4,000 direct jobs
- 8,000 indirect supply chain jobs in Upstate economy
- Induced economic impacts

# MARCY NANOCENTER: SITE INFRASTRUCTURE PROGRAMMING



2016 Funded Infrastructure Description	Cost	Status
CRA National Grid (Edic Substation, autotransformers etc.)	\$ 30.59 million	<b>Under Construction</b>
Dual Circuit 115 kV Transmission Line – Site Package Customer Substation	\$ 8.85 million	<b>Contract Awarded – Work Commenced</b>
7,500 LF extension of 24” water main, including 2 <sup>nd</sup> redundant water feed	\$ 2.28 million	<b>Contract Awarded</b>
4,100 LF extension of 24” sanitary sewer & 450 LF of 12” sewer main	\$ 1.07 million	<b>Done</b>
1 mile extension of 12” natural gas main (distribution line)	\$ 1.75 million	<b>Done</b>
Completion of Ring Road	\$ 2.65 million	<b>Programmed 2017</b>
Engineering, Planning, Inspection Services, Financing Fees & Soft Costs	\$ 1.91 million	
<b>Total Estimated Budget:</b>	<b>\$ 49.1 million</b>	

# MARCY NANOCENTER: 2017 INFRASTRUCTURE PROGRAM



<b>Proposed 2017 Infrastructure Description</b>	<b>Cost</b>	<b>Status</b>
Phase 2 – 2.5 Mile Natural Gas Main (Utica to SUNY-Marcy Parkway)	\$ 10.0 million	National Grid has awarded contract. Contractor to mobilize in early July
Site Development – erosion and site stabilization	\$ 1.45 million	
Customer Substation	\$ 15.75 million	Design contract awarded. Site civil package 90% ready – to be bid in July.
Telecom Duct Bank	\$ 0.35 million	
Design, CM, Fees, Insurance, General Conditions, Project Adm. & Interest	\$ 1.55 million	
<b>Total Estimated 2017 Budget:</b>	<b>\$ 29.10 million</b>	

# MOHAWK VALLEY REGIONAL ECONOMIC DEVELOPMENT COUNCIL



Identifying projects for Upstate Revitalization Funding (\$50 million) and broken project money.

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

## 2017 Round VII Priorities

- Five Top Performer Awards
  - \$20 million in ESD capital
- Downtown Revitalization
  - \$10 million- 1 per region
- Focus on:
  - Placemaking, Workforce, Tradeable Sectors, Innovation, Downtown Revitalization, Opportunity Agenda, Economic Clusters

## 2017 Round VII Workplan

- Downtown Revitalization Support
- Consolidated Funding Application Support
- Plan Implementation Team
- Project Development Committee

# GRIFFISS BUSINESS AND TECHNOLOGY PARK



NYS Rt. 825 under construction: Expected substantial completion December 2017

Stewart's Shops: Expected construction start July 2017

Ais expansion construction completed



# GRIFFISS INTERNATIONAL AIRPORT: UAS Update

- FAA estimates 7 million UAS vehicles in US Airspace by 2020
- NASA has been charged by the FAA to develop methods of monitoring and managing UAS traffic
- NASA recently completed a three-week national campaign to further test and refine UAS at Griffiss
- Flight tests focused on Beyond Visual Line-of-Sight operations
- Tests included flying fixed-wing and multi-rotor platforms of unmanned aircraft simultaneously to support real mission scenarios that included search and rescue, bridge, railway and runway inspection



# SAVE THE DATE



THE  
**COMMERCIALIZATION  
ACADEMY  
DEMO DAY**

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**EVENT MADE POSSIBLE BY:**



# SAVE THE DATE

Please join us for Griffiss Business and Technology Park's

# Business After Hours

**Tuesday, August 22, 2017, 5 -7 PM**  
**Griffiss Institute**  
**725 Daedalian Drive, Rome NY 13441**

Free admission, catering by Delta Lake Inn, featuring Jones Family Farm Gelato, Saranac beer and music by Jerry Dee & the Doves!

RSVP to  337-1700 by August 15

