

Mohawk Valley **EDGE**

2021 Annual Report



EDGE

Mission:

EDGE is committed to thinking long-term about our mission – to strengthen existing businesses, attract new industries and talent to the region, and build a vibrant environment for companies and their employees – despite recent short-term uncertainty.



Our Strategies

Our team manages investor funding to leverage millions in local, state, federal, and private resources to incentivize and finance projects within our core strategies. We also work with our partners on long-range strategic planning and implementation of key regional and state priorities.



**Business
Support**



**Business
Attraction**



**Building Vibrant
Communities**



**Strategic Site
Development**

What We Do

EDGE 2021 Metrics

371

Business Outreach

2020: 338
2019: 333
2018: 323
2017: 290
2016: 225

59

**Community
Presentations &
Events**

2020: 19
2019: 61
2018: 28
2017: 51
2016: 25

26

Industry Events

2020: 11
2019: 29
2018: 30
2017: 13
2016: 14

56

**Ongoing New &
Existing Business
Leads**

2020: 30
2019: 31
2018: 21
2017: 16
2016: 62

2021 Leading **EDGE** Awards

Honorees:



20th Anniversary

LEADING **EDGE** AWARDS



Christopher P. Destito Awardees:

Charlie Constantino & Charlie Sprock

Thank you to our Leading EDGE Awards sponsors

Platinum Sponsor:



Gold Sponsors:



Silver Sponsors:



Bronze Sponsors:



Supporting Sponsors:



Media Partners:



Wolfspeed Named Area Development Project of the Year



MANUFACTURING

project of the year



CREE Wolfspeed's Wafers Key to Charging of EVs

North Carolina-based CREE Inc. is building a billion-dollar factory near the New York community of Utica,¹ and silicon carbide wafers could start moving off the line in early 2022. This particular chip technology is seen as a key to reducing charging time and increasing the range of electric vehicles, and it's also helpful in everything from 5G infrastructure to solar inverters.

As production continues to build over the next several years at the Mohawk Valley plant, the company expects to employ more than 600 people, about half that total as early as 2023. Despite the pandemic, construction moved ahead nicely in 2020 and early 2021, and work began on a pilot production line at SUNY Polytechnic Institute in Albany. The project is getting a boost of as much as half a billion dollars in the form of a state grant if project goals are met.

¹ <https://www.bizjournals.com/albany/news/2020/11/09/more-new-jobs-posted-for-cree-in-utica-albany.html>

MVEDGE Receives ‘Project of the Year’ for Wolfspeed Project

“The NYSEDC is proud to recognize Mohawk Valley EDGE with the Project of the Year award for their work to attract Cree/Wolfspeed to the Marcy Nanocenter. They have invested decades of time in planning, attracting investment, building collaborative public-private partnerships, and marketing their site. Congratulations to Steve and the entire team for the hard work and leadership. The NYSEDC would also like to thank Cree/Wolfspeed for choosing upstate New York, which further cements New York State as a global leader in the semiconductor industry.” - Ryan Silva, NYSEDC executive director.



EPA Celebrates Successful Reuse of Former Griffiss Air Force Base



Award winners have demonstrated excellence in:

- Working cooperatively and forming partnerships
- Complementing redevelopment design with the selected remedy
- Innovating beneficial use outcomes
- Considering the impacts on and inputs from the local community
- Creating jobs, fostering economic development or recreational opportunities, or maintaining mission support

"This formerly contaminated property is now a thriving mixed-use business and technology park that spurs economic growth in the Mohawk Valley and provides a renewed energy to the heart of Oneida County," said Region 2 Administrator Lisa F. Garcia. "The cleanup and redevelopment success at the Former Griffins Air Force Base is a model that is sure to be replicated at other reuse projects in the future."

A hand is shown spreading a thick layer of white butter onto a slice of golden-brown bread. In the background, a tub of Jones Family Farm Kuyahoorá Crème is visible, with its label showing the brand name and 'Mohawk Valley'.

Business Support

- EDGE Loan Programs
- Community Development Financial Institution
- Community Development Block Grants
- USDA Rural Development Grant Program
- NYS Consolidated Funding Application
- Export NY
- Coordination with Partner Organizations
- Tax Exemptions
- Real Estate Management
- COVID Loan Programs

Oneida County Loan & Grant Programs

EDGE and Oneida County to review applications and assist with determining eligibility.
EDGE will work closely with the SUNY Small Business Development Center (SBDC), to help prospective applicants' complete business plans and provide necessary, or required, technical assistance.
For more information contact Peter Zawko or Tim Fitzgerald.

CARES ACT- COVID-19 SMALL BUSINESS GRANTS

\$750,000 Awarded

- Up to 100% of prior eligible costs, up to 40% of projected project costs
- Project must be completed within one year
- Zero new equity required of the borrower
- Retained and/or created jobs must be certified
- Bank financing is not required, but encouraged for post-application recovery projects
- Public funds from other programs can be used for the balance of a recovery project

MICRO-ENTERPRISE GRANTS

\$200,000 Awarded

- Up to 90% of the total project cost, with a maximum grant amount of \$35,000
- Project must be completed within two (2) years
- Minimum of 10% new equity contribution to the project is required by the borrower
- Training costs are an eligible expense
- Bank financing is not required, but encouraged for larger projects
- Public funds from other programs can be used for the balance of the project

Business Connections

UTICA COLLEGE



OCLDC approved investment of up to \$80,000 to be used for up to ten Oneida County residents (\$8,000 per person), who reside outside the City of Utica, for enrollment in the Tech Corps program. To date 15 individuals have participated in the program. Two of the individuals have already been hired by Wolfsped, with another in the pipeline.

MV Tech Corps

MV Tech Corps is a cohort opportunity that makes use of intense, individualized personal and employment counseling to allow students to earn an MVCC tech and trades certificate at no cost in eight months from the start.

Students can choose to take courses in:

- Mechatronics: prepares students for work in automated manufacturing settings (e.g. CREE).
- Welding: prepares students for structural and metal fabrication welding work (e.g. Briggs & Stratton).
- Carpentry/Masonry: prepares students for work as skilled laborers in the residential and commercial construction trades industries.
- CNC Machinist Technology: prepares students for employment in general machine shops and CNC manufacturing.

Eligibility Requirements:

- Be 17-24 years old
- Be a current resident of Oneida County
- Be a U.S. citizen, permanent resident, or citizen of a U.S. territory

Students who complete their program will receive SUNY-recognized certificates* and be guaranteed job interviews with Briggs and Stratton in Sherrill, N.Y., and Cree Wolfsped in Marcy, N.Y.

***Students must have a high school diploma or its equivalent to receive an MVCC certificate.**

**Classes begin Feb. 2, 2021!
Seats are limited!**



BRIGGS & STRATTON, LLC



For more information, contact:

Stephanie Lai
slai@mvcc.edu
315-359-4162

MV Tech Corps is funded through the Oneida County Local Development Corporation.

MV Tech Corps is an equal opportunity program.

We are committed to treating all applicants and team members fairly regardless of their race, national origin, sex, age, disability, veteran status, sexual orientation, gender identity, or any other classification protected by law.

K-12 Connections



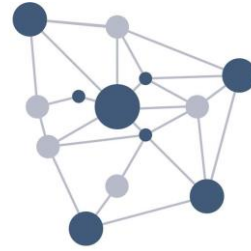
Raymond
Shackett,
Indium
Corporation

Raymond is a 2020 graduate of the Oriskany Central School District and May 2021 MVCC graduate, where he earned an AS degree in Business Administration. He began as a quality technician at Indium Corporation in June.



Edina Hasic,
Cree-Wolfspeed

Edina is a 2021 graduate of both the Utica City School District and Mohawk Valley Community College. She earned an AAS degree in Mechanical Engineering Technology. She began at Cree-Wolfspeed as a mechanical engineering technician in August.



P-TECH OHM

Oneida • Herkimer • Madison BOCES
"Creating Tomorrow's Leaders Today"



OCIDA Projects

63 Wurz Ave

MGS Manufacturing

One-Pull Wire and Cable Company

Square One Coatings

Engler Electric

Woodhaven Ventures

Matt Brewing Co

Fountainhead Group

Air City Lofts

Central Utica Building

Delta Luxury Townhomes

Solar Projects - Annsville, Camden, Marcy, Verona

2021

Retained Jobs: 641

New Jobs: 93.4

Investment:

\$223,067,730



OCLDC Projects

MVHS Bonding

Hamilton College Bonding

2021

Retained Jobs: 4,124

Investment:

\$98,615,000



Project Title: Growth of the CenterState NY Smart Systems Cluster

Region (applicant-defined): CenterState New York

Cluster Sector(s): Information Technology; Business and Technical Services

Project Description:

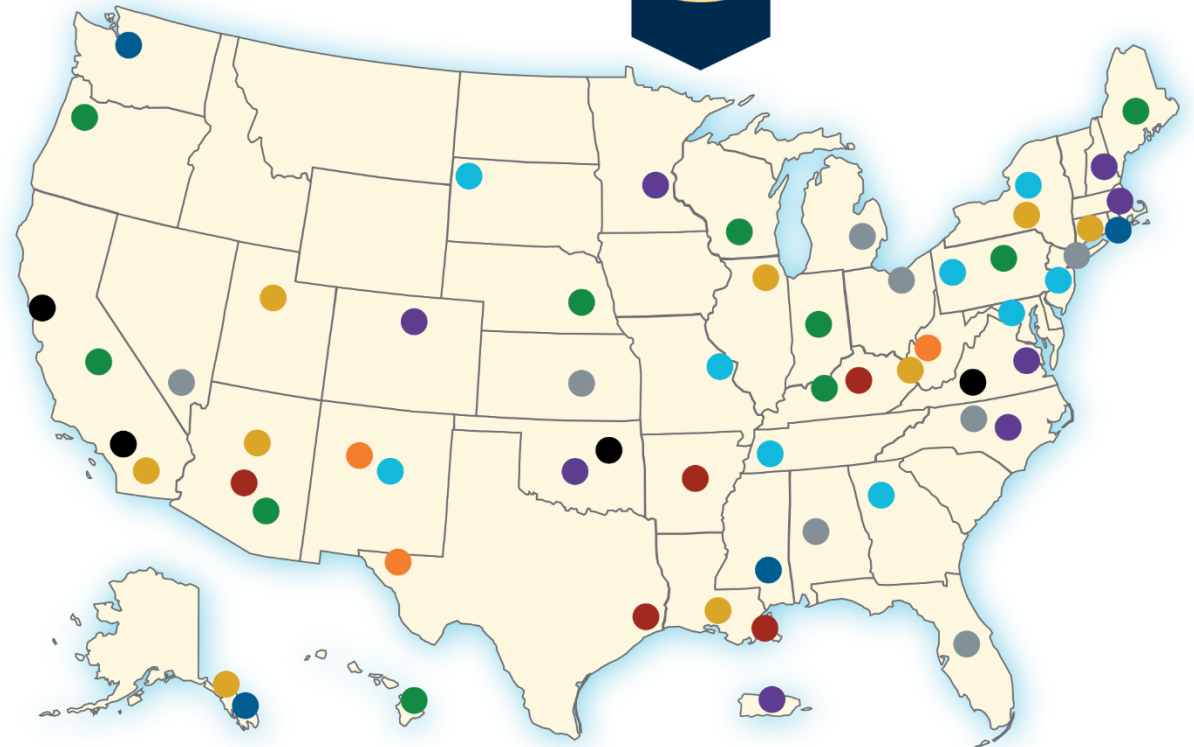
The CenterState NY Smart Systems coalition, led by the CenterState Corporation for Economic Opportunity, aims to support the successful development of the unmanned aerial systems cluster in Central New York. Tied directly to New York state’s semiconductor corridor effort, the coalition’s strategy consists of a two-pronged approach: developing new, large-scale, inclusive training and entrepreneurship opportunities; and leveraging and scaling successful equity-based initiatives focused on inclusive workforce and small business development. If provided an implementation grant, the coalition proposes to prioritize eight interconnected smart systems cluster projects with a vision for achieving equitable economic growth in the region.



FINALISTS



AMERICAN RESCUE PLAN



Key

- | | |
|--------------------------------------|---|
| ● ADVANCED MANUFACTURING | ● HEALTH CARE and DIGITAL HEALTH |
| ● AEROSPACE and DEFENSE | ● INFORMATION TECHNOLOGY |
| ● AGRICULTURE and NATURAL RESOURCES | ● TRANSPORTATION, CONSTRUCTION, and LOGISTICS |
| ● BIOTECHNOLOGY and BIOMANUFACTURING | ● WATER and BLUE ECONOMY |
| ● ENERGY and RESILIENCE | |

Dots mark the lead institution of finalists

EDA Build Back Better Regional Challenge

Phased Application Process

Phase 1: Develop transformational, regional economic development strategies

- \$500,000 per regional application (60 regional applications awarded out of 500+ applications)

Regions can apply for Phase 2

Phase 2: Implement Phase 1 strategies that will create and grow regional growth clusters

- \$25M - \$75M (up to \$100M) per regional application
- 20-30 regional applications to be awarded

Vision for a Vibrant *Smart Systems* Cluster

- Supporting the growth of existing Smart Systems industries by investing in the development of emerging market verticals such as UAS and Smart Cities;
- Bringing geo-political resiliency and security to the Cluster supply chain through the development, and expansion, of trusted semiconductor chip manufacturing facilities;
- Making investments in quantum computing to improve both the volume of processing power and the security of data that is processed within IoT;
- Spreading the economic benefits of the Smart Systems cluster to residents of both urban and rural geographies, especially those from historically marginalized populations, through large-scale workforce training to access quality jobs and startup assistance across the full life cycle of business formation, growth, and expansion.



Business Attraction

- Acquire leads/projects
- Identify strategic industries to recruit
- Regional site analysis and assessment
- Build Relationships that assist MV EDGE
- Adapt goals as projects develop

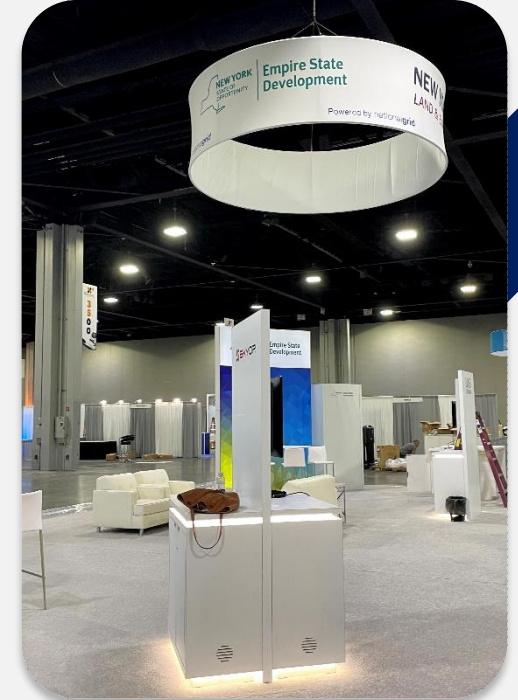
global **OBJECTIVES**

Acquire leads/projects

Identify other strategic industries to recruit

Regional site analysis and assessment

Build Relationships that assist MV EDGE



**SEMICON[®]
WEST**

Trade Show
Participation

**SEMICON[®]
EUROPA**

Sales Calls



Strategic
Partnerships



Consultants

global
CHANNELS
SEMICONDUCTOR

Funding assistance from:

nationalgrid

Conferences/Industry Events

Site Selectors Guild Annual Meeting
Site Selectors Guild Fall Forum
Site Selectors Virtual Forums
NextGen Talks
Area Development

Advisory Forum

Site Selectors Guild Advisory Forum
2018 & 2019
Plans to host in 2022

Meetings

ESD Strategic Business Reps

- Agribusiness
- Manufacturing
- FIRE
- Craft Beverage
- Tourism
- Distribution
- Tech

NYSEDC Annual Meeting
Site Location Consultants

global **CHANNELS** **SITE SELECTION**

Funding assistance from:

nationalgrid

MOHAWK VALLEY
EDGE



**SITE
SELECTORS
GUILD**

EDGE Staff Community Involvement

- Mohawk Valley Community Action
- NYS Workforce Investment Board
- Whitesboro Teachers Center
- Mohawk Valley Economic Development District
- Workforce Investment Board
- School and Business Alliance
- Clinton-Kirkland Improvement Commission
- Utica Vision Plan Committee
- Rome Art and Community Center
- YMCA of the Greater Tri-Valley
- New York State Economic Development Council
- Rome Chamber of Commerce
- Chamber Alliance of the Mohawk Valley
- Utica Auditorium Authority
- Mohawk Valley Safe Schools
- Catalyst
- Greater Utica Chamber of Commerce
- East Utica Optimist Club
- EJ Herman Invitational Committee
- Oneida County History Center
- Boilermaker
- Knights of Columbus
- Herkimer College Foundation
- Griffiss Institute
- Utica Harbor Point

Building Vibrant Communities

Technical and financial assistance to an array of downtown and mixed use projects, including historic preservation, adaptive reuse, brownfield revitalization, mixed-use development, and comprehensive planning initiatives in our population centers.

- **Environmental Justice and Smart Growth**
- **Downtown Revitalization Initiatives**
- **Mixed-use Development**
- **Adaptive Reuse**
- **Brownfield Development**

USEPA awarded a \$300,000 brownfields assessment grant to inventory, assess, investigate, and develop remediation plans for brownfields across Oneida County.



ROME DEVELOPMENT

WOODHAVEN RESIDENTIAL:

- Identified gap of housing availability in the region
- Reutilization of prime land within the City
- 250 Homes in Development Area (DA) Plan, foundation excavation has begun on the first builds
- 10-15 Year Estimated Sell Out (2022-2036)
- OCIDA approved Tax Incentives and PILOT for Homeowners



ROME CABLE

- 80,000 SF concrete slab ready for development
- Remediated under NYS Superfund, which carries assignable indemnification against any environmental contamination
- Complete Infrastructure: water, sewer, telecom, power, and transportation
- Last phase of a 20 year project

ROME
the copper city



Strategic Site Development: Griffiss & Marcy Nanocenter

Griffiss and Marcy Nanocenter are key regional economic development anchors that are driving the region's economic upswing.



Griffiss Business and Technology Park

72
Businesses

5900
Employees

Investment:

2021

\$ 90,469,397

1995-2021

\$ 920,461,034



2021 Griffiss Projects

Griffiss Park Landowners Association:

New Signage
Sculpture and Trail Plantings
Disc Golf Course



Orgill Distribution Center

\$71 M

Jobs Created: 225



Air City Lofts Phase 2 & 3

Phase 2- \$21.8 M

Phase 3 - \$20 M ±



Hangar Road New Construction

\$8 M

Jobs Retained: 90

Jobs Created: 22

GRIFFISS INTERNATIONAL AIRPORT

Oneida County – C&S Engineers

MEGA-SITE DEVELOPMENT

- R&D / Tech Mnfg. Area: 212 AC
- Mfg./R&D/Techology: 1.65 M SF
- Aeronautical Use Area: 35 AC
 - Hangars: 24,000 SF
 - UAS R&D/Vertiport: 50,000 SF
- Solar Farm: 75 AC
- Site – Infrastructure Improvements 17 M ±





- Project Investment: \$1.2 billion
- Job Creation Requirement:
614 employees by 2027
~200 hires to-date (*ahead of schedule*)
- Fab Size: 454,000ft²/42,178m² Facility;
113,000ft² /10,400m² Cleanroom
- Approximately 60% of ballroom space
being tooled with over half of tools
installed
- TCO in place for CUB and pending on FAB
- Balance of cleanroom to be built out and
tooled over next several years



Wolfspeed | Mohawk Valley Fab
World's Largest 200mm-capable Silicon Carbide Fab

DATE	WOLFSPEED TIME TO MARKET MILESTONES
June 2019	EDGE Team met with Cree Wolfspeed in Durham, NC on potential greenfield expansion in NYS
Q3 2019	NYSDEC issued Generic Air Permit to EDGE (<i>for construction only</i>) – Permit transferred to Wolfspeed
	NYS & Wolfspeed announced selection of Marcy Nanocenter for 200mm SiC Fab
	Wolfspeed developed first SiC test wafers on pilot tool line at Albany Nanotech Complex
November 2019	EDGE initiated preliminary site prep work/grading for Wolfspeed Fab
Q1 2020	EDGE turned site over to Wolfspeed’s Construction Team (Exyte) to begin project
	Marcy Planning Board approved Final Development Plan
Q3 2020	Wolfspeed yielded first 200 mm SiC wafers at Albany Nanotech Complex
October 2020	Final Structural Steel Placed on Fab
May 2021	First tool deliveries and installation at Mohawk Valley Fab (<i>ahead of schedule</i>)
Q3 2021	Temporary Certificate of Occupancy Issued - CUB
	Temporary Certificate of Occupancy Expected - FAB
December 2021	Final Certificate of Occupancy Expected
2022	Customer Validation of Engineering Wafers – MOSFET Full Product Ramp to Begin

Wolfspeed Site – April 8, 2020



2021



PARCEL #2

MARCY NANOCENTER SITE — OCTOBER 2021



Site #2: 127 + Acres

MARCY NANOCENTER SITE — PARCEL #2 AERIAL

MARCY SUNY PARKWAY DEVELOPMENT PROJECT

For more information contact Nick Bruno

EDGE Staff worked with Town of Marcy on re-zoning “Tech Barn Site” and advancing SEQRA approval ahead of schedule

EDGE officially acquired 18-acres from Richard Cavo to create a 25.2-acre development parcel and expand “Tech Barn Site”

Working with EDR & In-Architects, development site has been master-planned:

- 192,000 SF Residential Apartments; 32,400 SF Townhomes; 25% of total SF as commercial space

Edic Road Site – consists of 7 – acres and is approved for townhouse development

Project was awarded a \$1,000,000 NYS CFA

4 Proposals received from prospective developers in response to RFEI (September 14)

EDGE Executive Committee approved selection – Park Grove Realty LLC as preferred developer



FLEX SPACE DEVELOPMENT

VIP Structures - MV EDGE

- Planning Board Approved Phase 1 Final Development Plan – 50,000 SF (*Total of 120,000 SF to be built with 2nd building of 30,000 SF*)
- Estimated Phase 1 Project Budget - \$9.8M (*EDGE working on financing Phase 1 project*)
- EDGE was awarded a \$1M NYS CFA for project
- Flex Space is priority in EDA Build Back Better phase 2 funding request





Wynn Hospital

- OCLDC Approved bonding for construction
- OCIDA induced application for medical office building (Central Utica Building)
 - 70,000-80,000 square foot
 - Tenants include: Central New York Cardiology, P.C., Mohawk Valley ASC, LLC, Mohawk Valley Health System, The balance of the MOB will be leased to other medical practices whose physicians practice in, and need access to the hospital and complementary non-medical uses.
 - TOTAL COST OF PROJECT \$42,359,401

CENTRAL UTICA BUILDING





2022 EDGE Priorities

01

Adapt Resources to Business Needs

UIDC Loan Programs

USDA Programs

02

Strategic Site Development

Identify larger development sites and begin planning

03

Residential and Recruitment Efforts

Partnership with Community Foundation, Greater Utica Chamber, Genesis, Rome Chamber, Herkimer Chamber and Oneida County Tourism

**HAPPY HOLIDAYS AND
BEST WISHES FOR 2022**

MOHAWK VALLEY
EDGE

