

# **MOHAWK VALLEY *EDGE***

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**2022** *ANNUAL REPORT*

# EDGE MISSION { Strengthen and Grow the Mohawk Valley Economy

## WHO WE ARE

Mohawk Valley EDGE (Economic Development Growth Enterprises Corporation) is a private, not-for-profit, regional economic development organization. Created by a unique collaboration between public and private sector leaders as part of a long-range regional strategy, EDGE focuses on strengthening existing businesses, attracting new industries and talent to the region, and building a vibrant environment for companies and their employees.

## WHAT WE DO

As the lead Economic Development Organization for Oneida County, our team leverages millions in local, state, federal, and private resources to incentivize and finance business expansion, strategic site development, regional marketing initiatives, downtown revitalization, and business attraction here in our region. EDGE's efforts with the Empire State Development Mohawk Valley Regional Economic Development Council on strategic planning and implementation of key regional and state priorities, ensure this region is prioritized as and receives its fair-share of funding. EDGE works closely with all of our regional partners to align resources, attract businesses and assist local businesses.

## WHY WE DO IT

- To **ATTRACT** economically diverse industries and cultivate globally competitive strategies and construct a favorable operating environment in which businesses will continue to locate, grow, and create a range of new job opportunities.
- To **ASSIST** in businesses growth and retention while elevating regional strengths to capitalize on unique regional strengths to build an economically-diverse, opportunity-rich, globally-competitive industrial ecosystem.
- To **ALIGN** resources for continued success of area enterprises and cultivate a sustainable, profitable setting for new investments in business, industry, and community.

ATTRACT. ASSIST. ALIGN.

## THE MOHAWK VALLEY: A REGION ON THE RISE

The Mohawk Valley is experiencing an unprecedented growth. Over the past few years, \$2 billion in public and private investments have shaped our economic resurgence. We are a region that is on the rise, not one whose best days are in the past.

Throughout it all, EDGE remains proud of its collaborative partnerships with public and private sector stakeholders. We have been instrumental in sparking initiatives that have attracted new high technology investments and supported measures to build vibrant communities. We work collaboratively in Oneida County, Herkimer County, the Cities of Rome, Utica, Sherrill, and the many towns and villages that make up our diverse geographic and economic landscape. We continue to assist small businesses in their endeavors and remediate brownfields across the region with the assistance of EPA funding.

We are in the midst of a historic impact on the Upstate economy, right here in the Utica-Rome area. Site discussions continue as Central New York, the Mohawk Valley, and Capital Region are well positioned to emerge as a major semiconductor and advanced electronics hub along the I-90 corridor.

In April, Wolfspeed cut the ribbon on the world's first, largest, and only 200-millimeter silicon carbide semiconductor facility at Marcy Nanocenter. Wolfspeed has hired over 300 of its estimated 614 jobs forecasted for the Mohawk Valley Fab by 2027. To support this growth, EDGE is working closely with

Mohawk Valley Community College, SUNY Polytechnic Institute, and BOCES on a workforce development pipeline to support continued growth of this region's advanced manufacturing sector.

Griffiss remains a key employment hub and site of innovation. Since its inception, \$951 Million in capital expenditure has been spent at the park. In the last two years, Orgill's northeast distribution center opened and Air City Lofts commenced construction on Phase III of its mixed used development. In 2022, Skydome-- the largest indoor testing facility for uncrewed aerial systems in the country-- was unveiled. Each investment continues to anchor Griffiss' growth and the region's economic transformation.

Nowhere is it more evident of the region's economic transformation than the changes in downtown Utica. MVHS is less than a year away from the opening of its state-of-the-art healthcare campus, a private medical office building is underway, and a 1,350-car parking garage is being constructed by Oneida County. The Nexus Center has opened as a multi-purpose recreational and sports facility, adding to the vitality of downtown Utica. We see how this \$2.7 billion in visitor spending impacts the ways we live, work, and enjoy our region and its amenities.

This region has made substantial progress on remaking its economy and in overcoming decades of static economic performance. As 2022 draws to a close, the Mohawk Valley is well positioned for additional economic success that provides reasons for continued optimism.



Steven J. DiMeo



Rocco Arcuri Sr.



Justin Hummel



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<sup>2021</sup>Served on Board in 2021

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## EDGE STRATEGY:

# ATTRACTION

### GLOBAL MARKETING EFFORTS

While 2021 saw the pandemic having “less” of an impact on our marketing and business development efforts than the year prior, 2022 finally felt like a return to normal for EDGE. As in past years EDGE focused on two major event types: the semiconductor industry and building relationships with site selection professionals.

In 2022, EDGE attended and represented the Mohawk Valley at six different industry events; from the Silicon Valley to New York City, EDGE participated in semiconductor trade shows and symposiums, and site selection forums and conferences. With foundational support from National Grid, we have maintained our steadfast commitment to marketing the Mohawk Valley’s premier sites. This year, our global marketing efforts have resulted in direct contact or visits with over nineteen different companies.

For the majority of 2022, industries across the high-tech sector waited with bated breath on the Federal Government to pass sweeping incentives to bring advanced manufacturing back to America’s shores. EDGE saw a large uptick in lead activity and paid close attention to semiconductor prospects interested in the Marcy Nanocenter. Utilizing ATREG, a global real-estate firm that specializes in the sale of advanced technology manufacturing assets to identify potential end-users, the Marcy Nanocenter had world-class exposure and is poised to be next big announcement in Upstate New York.



Gregg Lowe, Kathy Hochul, Eric Bach & Anthony Picente - Wolfspeed Ribbon Cutting - April 2022

“We are honored to be joined by these government, community, and industry leaders to celebrate Wolfspeed’s Mohawk Valley Fab, New York State’s economic competitiveness and American chip manufacturing. I am incredibly proud of the team, and all of our partners, who brought this monumental fab to life in such a short time.”

**President & CEO of Wolfspeed, Gregg Lowe**

### MARCY NANOCENTER & WOLFSPEED

In mid-April of this year, Wolfspeed (formerly Cree) celebrated the opening of its state-of-the-art 200 mm silicon carbide (SiC) semiconductor facility at Marcy Nanocenter, which is the first, largest, and only 200 mm SiC semiconductor plant in the world. This brand new, fully automated power wafer fabrication facility will be automotive-qualified as well. In 2021, the New York State Economic Development Council Awarded it as the Project of the Year.

Mohawk Valley EDGE is extremely proud of Wolfspeed’s success to date, as one of our core activities has been to bring this project to life. The Marcy Nanocenter has gone from a vacant plot of land on the side of a hill, to what is the most infrastructure ready semiconductor site in the country. April’s ribbon cutting is just another milestone in what will be a long history of accomplishments at the Marcy Nanocenter.



Team New York at Site Selector's Annual Meeting - March 2022

Wolfspeed Grand Opening & Ribbon Cutting - April 2022

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

Made possible by partnerships with

**nationalgrid**

**ATREG**

**NYCREATES**  
CENTER FOR RESEARCH, ECONOMIC ADVANCEMENT,  
TECHNOLOGY, ENGINEERING AND SCIENCE

**NEW YORK**  
STATE OF OPPORTUNITY  
**Empire State Development**



DOUBLING DOWN ON THE SEMICONDUCTOR INDUSTRY

Wolfspeed is a leader in the power electronics market with the transition from Silicon to Silicon Carbide semiconductors, and the whole Mohawk Valley Region is at the heart of this industry transformation. We have seen our burgeoning semiconductor tech cluster continue to build out an ecosystem, with major announcements across upstate. Two global, family-owned technology leaders in Power Electronics will join forces in a new joint business called SEMIKRON-Danfoss. The company points to their Utica location has a key driver of their business and they are increasing employment from its current 75 employees and expects to build-out the balance of the Quad C clean-room for its growing automotive business

Nearby in Syracuse, Micron announced a \$100 Billion investment that will have ripple effects into the Mohawk Valley for decades to come.

All the while, Mohawk Valley EDGE is aggressively marketing the balance of the Marcy site to other semiconductor and advanced electronics firms. Acting as an extension of EDGE in the past year to get to key global decision makers, ATREG has established a clear message to the global advanced technology market, highlighting the offerings, attributes, differentiations, and full potential of the site to optimally position the Marcy Nanocenter in the global competitive 200mm/300mm greenfield semiconductor fab space. Full build-out of the balance of the Marcy site can support another one million square feet of clean-room space that would support another 2,000 direct and indirect jobs.



21 COMPANIES ACTIVELY ENGAGED IN DISCUSSIONS WITH ATREG & EDGE

7 INDUSTRY TRADE SHOWS AND CONFERENCES ATTENDED

35 RFI RESPONSES SENT

1,023 EDGE LINKEDIN PAGE VIEWS

487 UNIQUE LINKEDIN VISITORS

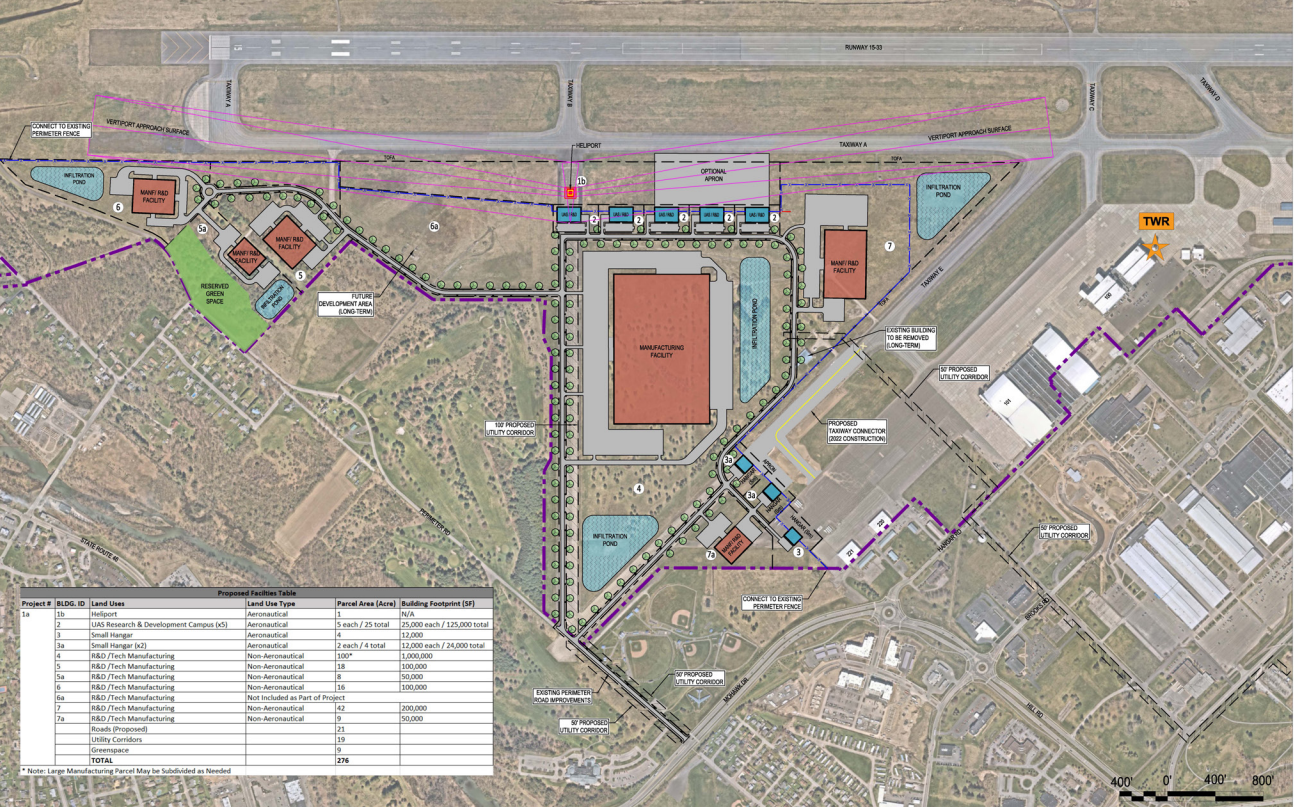
13,232 EDGE FACEBOOK PAGE REACH (+103.6%) INCREASE FROM 2021

13.5K WWW.MVEDGE.ORG SITE VISITS (89.3% NEW USERS, 10.7% RETURNING)

BUILDING BETTER RELATIONSHIPS

Part of our multi-faceted strategy is built around forming relationships with the Site Selection community enabling EDGE to showcase the Mohawk Valley’s sites and amenities to growing companies across the globe. We understand working with site consultants is a long game, but EDGE kept an even keel and a steady hand—unwavering in the commitment to our process and our existing relationships. We have seen the success of those connections first hand as projects like Orgill in Rome and Tractor Supply in Frankfort were products of the relationships built at these events.

EDGE along with regional partners attended events such as Consultants Connect’s Economix, Area Development Forum, Site Selector’s Annual Meeting, and Industrial Asset Management Council (2021). This past year EDGE expanded the scope of Site Selection events participated in; this practice will help EDGE approach site selectors that are more in line with this region's target industries and size.



READY FOR FUTURE

Business attraction efforts can only be successful when there is product being brought to market. Site development goes hand in hand with business attraction, and for that reason EDGE has placed a renewed emphasis on reducing the time to market for several key sites across the Mohawk Valley.

One of the best available sites in the region is the “CHAMINADE SITE” in Marcy. This site is being positioned for development for a single mega-project in the distribution/warehousing or light manufacturing space. After working with the Town of Marcy, the landowners, and their consultants it was determined Chaminade can support nearly 800,000 SF in new buildings. EDGE is working closely with National Grid and the private property owners on completing pre-permitting activities and developing schematic engineering design documents for access road and required infrastructure improvements. This site may also be positioned for participation in the upcoming FAST NY Program being rolled out by Empire State Development.

Another site coming to the forefront of EDGE’s business attraction efforts is the Griffiss Business & Technology Park’s “TRIANGLE PARCEL” located on the Griffiss International Airport. Oneida County and C&S Engineers have led an effort with EDGE’s support to develop this 258-acre site. The Triangle Parcel will support new investment related to UAS testing, manufacturing, R&D, and other support

facilities, as well as other aeronautical and non-aeronautical uses. Currently within the second of three phases of the redevelopment, EDGE expects to be able to provide a unique parcel with direct aviation access and a one of a kind UAS test site to potential companies as soon as next year.

EDGE is esteemed to see HCIDA’s 188-acre Schuyler Business Park site completely filled with multiple tenants securing parcels over the past two years. In 2019, EDGE worked closely with Herkimer County IDA (HCIDA), Oneida County and VIP Structures to advance three regional sites to “pad-ready” status. As EDGE sees it’s own portfolio of large sites begin to wane, we have begun the process of scouring Oneida and Herkimer Counties for what could be considered “The Next Big Site.”

Made possible by partnerships with





# GRIFFISS BUSINESS & TECHNOLOGY PARK



“In 1995, Griffiss Business and Technology Park was a just master plan with great potential. Today, this vision is transforming into a reality.”

**MV EDGE President, Steve DiMeo**

More than 25 years ago, a newly-formed Mohawk Valley EDGE, Griffiss Local Development Corporation, and area leaders watched as a dot-matrix printer clicked and buzzed, cranking out, inch by inch, what would soon be the first-ever master plan for the Griffiss Business & Technology Park. They soon emerged from the room with a stack of paper, a roll of maps, and a new vision for the 6,000-acre shuttered Air Force Base.

The newest sculpture on Griffiss Business and Technology Park – Phoenix – pretty much nails it. In the span of one generation, Griffiss Park has emerged from the ashes of a desolated former military encampment into a thriving, global marketplace for technology, aviation, and manufacturing. In that time, more than two million square feet of vacant buildings have been demolished, making way for advanced manufacturing, R&D, defense, distribution, hospitality, housing, professional, academic, commercial, nature preserve, and recreational amenities. Few, if any, business parks in the Northeast can boast the same diversity of companies, jobs, amenities, housing, and infrastructure all in one place.

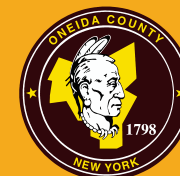
“The opening of Skydome is another transformational project that will spur new jobs and investment in Oneida County, and further demonstrates why we have one of the most robust and diverse economies in the Northeast. From its inception, this ambitious county project set out to solidify Oneida County and New York as the global epicenter for drone research and development and with today’s Skydome opening, we have done just that.”

**County Executive Anthony Picente Jr.**

## FLYING INDOORS: SKYDOME

Oneida County’s vision to transform the WWII-era aviation hangar into the most advanced drone test facility in the country is now a reality. Skydome – on Griffiss Park in Rome – is the nation’s largest indoor anechoic chambered UAV experimentation facility – allowing for 24/7/365 indoor testing of advanced drone technologies. Simply put, the Rome facility is the point of the spear when it comes to next generation of Small Unmanned Aircraft System technology.

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**\$4.3 MILLION**  
GENERATED IN PROPERTY TAXES  
**8.5% INCREASE FROM 2021**

APPROXIMATELY **5,900** EMPLOYEES

MORE THAN **80** COMPANIES LOCATED AT GRIFFISS

**\$25 MILLION CAPEX AT GRIFFISS IN 2022**  
**\$951 MILLION INVESTED SINCE PARK INCEPTION**

2020 AFRL 5-COUNTY ECONOMIC IMPACT:

**\$501.4 MILLION**  
**7.4% INCREASE FROM 2019**

**6.2K UNIQUE USERS VIEWED**  
**www.GriffissBusinessPark.com**

**11% INCREASE FROM 2021**

 **GRIFFISS SCULPTURE GARDEN**  
**774 IG FOLLOWERS**  
 **1.2K FACEBOOK FOLLOWERS**

Griffiss Skydome Ribbon Cutting, July 2022 - Hope Knight, Joseph Griffio, Tony Picente & Heather Hage







Griffiss Local Development Corporation (GLDC) is the engine that keeps the business park humming at a steady clip. The first arm of GLDC is comprised of a tireless maintenance and facilities crew, led by Frank Sanzone. Under his leadership, Griffiss Business and Technology Park is kept to the highest standards, remaining well-kept throughout all four seasons. GLDC's second arm is responsible for site development, redevelopment, and new construction at Griffiss; in no small way related to GLDC being one of the largest landowners on the Park. Over the past several years, GLDC has shepherded a number of transformative projects, including Air City Lofts and Orgill distribution center.

# Griffiss

Landowners  
Association

Park

Griffiss Park Landowners Association (GPLA) operates and maintains the common areas for the benefit of the landowners and tenants... But the reality is that GPLA is so much more. Both agile and responsive, GPLA works hand-in-glove with Griffiss Local Development Corporation to grow the world-class business and technology park that emerged when the Air Force Base shuttered. GPLA endeavors to enhance our brownfield-turned-parkland assets, curate art and sculpture, and provide recreational amenities to the region. Through GPLA's efforts, Griffiss has become one of the most desirable places to locate a business and one of the Mohawk Valley's best kept secrets.

## GRIFFISS: BUILDING RESILIENCY AND ENERGY EFFICIENCY

In May, GLDC was successful in obtaining a grant from the US Department of Commerce Economic Development Administration that will facilitate the modernization of heating systems in seven commercial office buildings located at the Griffiss Business and Technology Park. These buildings are among the last on the park that are dependent upon the legacy Air Force central steam heating system. Upgrades include installation of high efficiency boilers with each building. The project is expected to dramatically lower energy consumption required to heat these buildings, while providing the building occupants with an improved environment in which to work. In addition to the federal grant funding, Assemblymember Marianne Buttenschon was able to secure additional funding from New York State's Military Base Retention program that will, in part, facilitate the extension of natural gas mains and other building infrastructure upgrades in support of this project. Work is set to begin in the spring of 2023 and the total project cost is estimated to be \$3.7 Million.

Bonnacio's Air City Lofts - Phase 2



## AIR CITY PHASE 2 AND PHASE 3

GLDC continues to work with Griffiss Park companies, Rome Mayor Izzo, and OCIDA to combat 2022's Business Park challenges: office vacancies; and housing and childcare availability. Back when shovels first hit the ground in 2020, if we were to proclaim that Air City would be on phase 3 by 2022, many would have laughed. Since then Air City has become a live-work-eat destination for employees, entrepreneurs, retirees, snowbirds, and newcomers to the Utica-Rome metro.

## GRIFFISS INTERNATIONAL SCULPTURE GARDEN

Griffiss Park is unique in the fact that it is one of the few major business parks in the Northeast to incorporate forests, trails, streams, recreation, and public sculpture. On average, more than 10,000 employees and visitors frequent the park on a daily basis. Whether commuting to working, walking the trail, or meeting with clients – you are never very far from a one-of-a-kind sculpture.



In addition to directing the stewardship of funds and common areas on the park, members of the GPLA board also serve as emissaries between the landowners and GLDC. GPLA endeavors to stay in sync with the needs and wants of their constituent companies, landowners, and employees; translating their thoughts and ideas into amenities and improvements year after year. Just this year, new additions to Griffiss Park include the Phoenix sculpture on the parkway, the newly-paved parking lot at the Ellsworth Trail-head, a high-flying addition to the Vietnam Veterans Memorial, and the completion of lining "Rotary Way" with new shade trees thanks to a generous grant from the Rome and New Hartford Rotary Clubs.

## MORE CHANGES AFOOT

One of GPLA's main functions is to complement the investment tenants and businesses make when they establish themselves at Griffiss Park. To that end, the landowners commissioned a set of plans to create and enhance existing pedestrian infrastructure along Hangar Road. Innovare, Skydome, and the Griffiss Institute, all at the northeast corner of Hangar and Otis, have resulted in skyrocketing pedestrian traffic from the Air Force Research Laboratory (AFRL).

Together with the City of Rome, GPLA plans to implement this ambitious project in the spring of 2023. Physicists, engineers, and researchers avail themselves of the resources available at this cybersecurity/drone/quantum computing cluster. An enhanced pedestrian network will allow them to traverse city streets in a safe, efficient way.



Bomber Disc Golf, Birth of Venus Sculpture, Vietnam Memorial

## BOMBER DISC GOLF AT GRIFFISS PARK

Bomber Disc Golf Course is the most dynamic new recreation addition to Griffiss Business and Technology Park. Originally conceived in 2019, the course was completed in 2020 during the height of the COVID-19 pandemic, and not a moment too soon. The community sought an amenity that allowed persons and players to be outdoors and socially distant; this Bomber Disc Golf in addition to the Griffiss Nature Trail clearly was a hole in one. Disc golf is a tremendously accessible sport: there is minimal equipment required, and the course is free and open to the public year-round. Both Jervis Public Library and Copper City Brewing have disc sets available on loan.



Since its completion, Bomber Disc Golf Course has attracted players from around the region and out of state. Two years on, it continues to be a prime attraction, necessitating the expansion of the Ellsworth Trailhead parking lot to accommodate increased traffic. One local disc golf player has organized a league, and there have been three official disc golf tournaments, one sanctioned by the Professional Disc Golf Association (PDGA).



EDGE STRATEGY:

# ASSIST

EDGE Loan Recipient - Mohawk Valley Welding

Business Assistance, in all forms, continues to be EDGE's stock and trade. EDGE staff take special pride in building relationships with and earning the trust of businesses and communities throughout the county. At the direction of our Board of Directors and in keeping with the County Executive's vision, EDGE curates an ever-evolving business outreach and civic engagement program with regional employers.

We do our best to keep our fingers on the pulse, read the tea leaves, and navigate the ever-shifting sands of the economic development programs on behalf of our communities and businesses. Business Assistance means so much more than just offering incentives; by making available loans, grants, and tax credits, EDGE and its partner organizations and agencies support businesses by addressing their needs and promoting their development.

**280 BUSINESS OUTREACH VISITS**

**OVER \$1.1 MILLION IN GRANTS AWARDED  
TO LOCAL BUSINESSES**

*Made possible by partnerships with*



## CRANES SPAN OVER UTICA'S DOWNTOWN

EDGE's direct support for the Mohawk Valley Health System (MVHS) downtown Utica medical campus project began in 2019, when Oneida County Local Development Corporation (OCLDC) provided \$300 Million in tax-exempt bonding to MVHS, at the start of the hospital's construction. In Summer 2021, MVHS approached OCLDC to assist with an additional \$75 Million in bonding for the hospital. This additional financing was critical to address the cost increases to the project that largely precipitated from the COVID-19 pandemic. Bonding through OCLDC allowed MVHS to secure low interest rate financing, and will deliver a \$600 Million plus transformation to downtown Utica.

The original plan for the integrated health campus presented by MVHS to the Department of Health and our local community always included a privately developed medical office building (MOB). Central Utica Building (CUB), a group of local physicians, came together to construct the new three stories high, 94,000 square foot building. CNY Cardiology will occupy 28,000 square feet of the MOB and MVHS will occupy 40,000 square feet with the Ambulatory Surgery Center, Radiology and a Lab Service Center. Also in the building will be Advanced Endoscopy, the Comprehensive Stroke and Neuro-Endovascular Program, and General and Cardiothoracic Surgery.

The OCIDA has supported this project through sales tax exemption on construction materials and mortgage recording tax exemption, which will bring down ever-rising building costs.

Both projects are anticipated to be completed by Fall 2023.

## FIBER INSTRUMENT SALES

In 2022, the OCIDA worked with The Giotto Enterprises family of businesses to invest in two building additions between Fiber Instrument Sales (FIS) and The Light Connection (TLC). With property tax abatement, sales tax exemption, and mortgage recording tax exemption from the OCIDA, Giotto Enterprises was able to build out new warehouse and storage spaces, freeing up new space for additional manufacturing lines. The project will enhance workflow efficiency and further job expansion. In all, this project will result in a \$4.2+ million investment and the creation of 15 new full-time jobs in Oriskany. These combined expansions are a response to ever-growing demand in the fiber-optic industry for Oneida County-made products.

To further assist this expansion project, EDGE staff provided technical assistance to FIS to complete a Consolidated Funding Application to Empire State Development. With EDGE's support, FIS was offered \$400,000 in ESD Grant funds and \$250,000 in Excelsior Tax Credits to help make this project a reality.

## MCCRAITH BEVERAGES

McCraith Beverages, Inc. commenced a 23,000 square foot, \$3.7 million facility expansion in 2022. Based in New York Mills, McCraith is a wholesale distributor of beer, soda, water, snacks, wine, and spirits. OCIDA and EDGE staff assisted with coordinating exemption from sales and use taxes on the construction and equipping of the facility, exemption from mortgage recording tax, and a payment in lieu of tax agreement (PILOT) with local taxing jurisdictions. McCraith will retain 128 full-time equivalents and create at least 10 new full-time equivalent jobs with this expansion.







EDGE Staff on Business Outreach Visit - KrisTech Wire

## 2022 CLOSED OCIDA PROJECTS

- Indium Corporation - New Hartford
- Fiber Instrument Sales and The Light Connection - Oriskany
- McCraith Beverages, Inc. - New York Mills
- B240 Air City Apartments Phase 3 - Griffiss Business & Technology Park
- Delta Luxury Townhomes, LLC - Rome
- GSPP Hillsboro Dunbar, LLC Community Solar - Camden
- Pivot Solar NY 4, LLC Community Solar - Verona

**\$123.8 MILLION**  
INVESTED LOCALLY

**37 FTE**  
NEW JOB COMMITMENTS

**1,343 FTE** RETAINED JOBS

Made possible by



**4** MICROENTERPRISE  
GRANTS AWARDED  
**\$140,000** ALLOCATED  
**4** LOANS IN PARTNERSHIP  
WITH UIDC  
**\$215,615** LOANS EXECUTED

## 2022 EXECUTED LOAN PROJECTS

Roc Star Ice Cream  
Adirondack Distilling  
Kelley Meats  
*superofficial*

## MATT BREWING

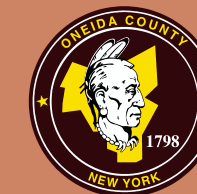
Matt Brewing Co. has continued its ongoing facility enhancement and product diversification projects during the past year. As part of its efforts to maintain its leadership position in the craft brewing and bottling industry in New York, Matt invested over \$8 million at its Utica facility in the past year. Infrastructure improvements, new cellars, new DSP handling and containment systems, an expanded bottle line, were all carried out. OCIDA continues to assist Matt with exemption from sales and use taxes on facility renovations and equipment, exemption from mortgage recording tax, and a payment in lieu of tax agreement (PILOT) with local taxing jurisdictions.



Matt Brewing Company's New Expansion

**16** CARES GRANTS DELIVERED TO LOCAL BUSINESSES  
**\$973,070** IN GRANTS AWARDED  
**174** FTE JOBS RETAINED  
**6** FTE JOBS CREATED

Made possible by



“ Assistance from EDGE was very helpful as we’ve grown our market across New York. With our expansion complete, we look forward to delivering a tasty, quality product to customers, and expanding our reach from Buffalo to Brooklyn.”

Roc-Star Owner, Roc Langone

## A CATALYST FOR INVESTMENT

Low-cost financing remains an important part of the financial toolkit that EDGE offers to enable local businesses to grow and thrive. EDGE and its partner lenders have an assortment of loan and lease products which are matched to the specific needs of growing businesses to make their investments a success.

Through its Job Development Loan Fund (JDLF), EDGE assisted Roc Star Ice Cream by providing \$44,000 in financing allowing Roc Star to produce its ice cream cookie sandwiches more quickly and efficiently; accommodating a growing demand for its business. Roc Star has created a name for itself locally, and products can be found across Upstate and in over 80 schools throughout eastern New York.



Committed to the future of rural communities.

Since 2017, EDGE has brought USDA funding to the Mohawk Valley through the Rural Business Development Grant program. This funding enables businesses to invest in machinery and equipment through a capital lease which helps

the business preserve cash flow that would otherwise pay for interest on an amortized loan. As capital leases are paid down, those funds go into a revolving fund, which can be deployed as new capital leases. In 2022, EDGE helped The Adirondack Distilling Company obtain a new bottling line and ancillary equipment through a capital lease, enabling the company to significantly expand its co-packing business.

“ This grant was a Godsend... Business dropped off as the pandemic worsened, and the grant was so helpful. EDGE’s help immeasurable and instrumental in getting us through with the grant process.”

R-Tronics President, Rocco Garro

## CARES-ACT RULES EVERYTHING AROUND ME

In 2022, EDGE continued its partnership with Oneida County to deliver grant funding to businesses in need. So far, the 2022 Microenterprise Grant Program has awarded \$140,000 in funding to Oneida County's smallest businesses in need.

In late 2021, Oneida County was the recipient of funding through the CARES Act, to provide direct financial relief to small businesses across the County. EDGE has delivered this program on behalf of Oneida County, providing assistance to 15 businesses in the amount of nearly \$1 Million in grant support. One such business is R-Tronics, LLC in Rome. During the pandemic, R-Tronics stayed open, but experienced many canceled or deferred sales, which severely impacted business viability. A grant in the amount of \$85,000 enabled R-Tronics to retain all 17 employees





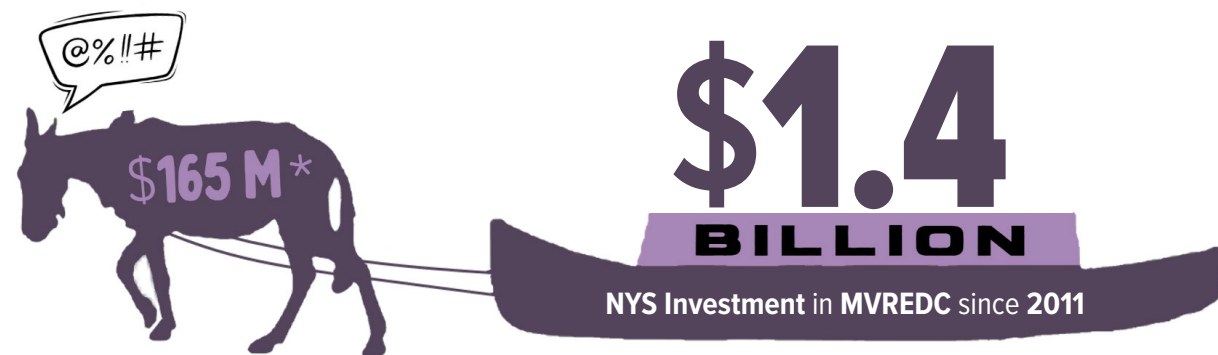
# MOHAWK VALLEY REGIONAL DEVELOPMENT COUNCIL

New York State's REDC investments have been the difference-maker in Oneida County. New manufacturing facilities are being constructed, new housing is coming online, new visitors from around the globe are discovering our region, new sites becoming shovel-ready, and innovation flourishing at a historic pace. Over the past eleven years, the REDC process has produced results for the Mohawk Valley. Historic investments by New York State have brought new businesses to the region, grown jobs across virtually all strategic industry sectors, revitalized our downtowns and waterfronts, and laid the foundation for sustainable growth in each of our six counties.

Since its inception, EDGE has taken a leadership role in harnessing the vision of the six-county region (**ONEIDA, HERKIMER, OTSEGO, SCHOHARIE, FULTON AND MONTGOMERY**) and delivering winning strategic plans to New York State. In fact, the Mohawk Valley REDC was a Top Performer for the five consecutive final years of the regional competition. Our partners at Fulton County CRG, Herkimer County IDA, Otsego Now, Schoharie Economic Enterprise Corporation, and Montgomery Business Development Center Top-flight leadership and quality projects, year after year, once again made it pretty easy to submit our twelfth annual Progress Report and Strategic Plan.



**THE MOHAWK VALLEY HASN'T SEEN THIS LEVEL OF INVESTMENT SINCE THE CONSTRUCTION OF THE ERIE CANAL !**



\*The original cost of the Erie Canal was \$7M.  
Adjusted for inflation, that equals roughly \$165M.

## MOHAWK VALLEY REGION'S TARGETED INVESTMENTS:

**STEM INTENSIVE MANUFACTURING  
AGRIBUSINESS  
TOURISM**

### OUR REGION'S RECENTLY FUNDED MVREDC PROJECTS

- TECH BARN AT MARCY NANOCENTER
- MARCY NANOCENTER FLEXSPACE
- ACADEMICS FIRST CHILDCARE
- AIR CITY DAYCARE
- B&B LUMBER EXPANSION
- HPK BUSINESS EXPANSION
- VILLAGE OF CLINTON MASTER PLAN
- PARACHUTE BREWERY
- UTICA WATERFRONT PROMENADE & MULTI USE FIELDS
- HERKIMER MEAT PACKING, LLC
- FIS 2022 EXPANSION
- REDEVELOPMENT OF MAYRO BUILDING
- 311 MAIN STREET MIXED-USE REDEVELOPMENT

# \$8.7 MILLION

In State awards from CFAs since 2021 to Oneida and Herkimer County Projects

Made possible by partnerships with



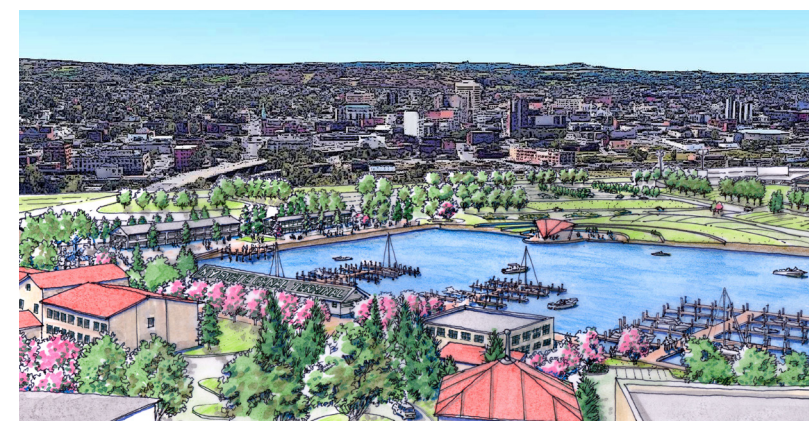
**Regional Economic Development Councils**



EDGE will construct 60,000 SF flex-space for a supply chain campus to support the needs of Marcy Nanocenter tenants Wolfspeed, Danfoss, and future advanced electronics companies in the area.



B & B Lumber is revitalizing the former Harden Furniture Factory to produce hardwood lumber for the flooring, pallet, construction, and other industries.



The Utica Harbor Point Development Corp. will make significant marina-area improvements to the Utica Harbor Point waterfront, including attractive public promenade; design and construction of multiple multi-use fields, design of a pedestrian bridge to connect the harbor to downtown Utica.





EDGE STRATEGY:

# ALIGN

A Full House at Downtown Rome's Capiol Theatre

## ROME'S LIGHTS ARE SO MUCH BRIGHTER NOWADAYS

The City of Rome was selected as a DRI community for the Mohawk Valley Region in 2017. To date, this Downtown Revitalization Initiative (DRI) is one of the most active and successful in the state. With the tireless work of Rome Mayor Jackie Izzo and her team nearly every strategic project is underway; with many having been completed and open for business. Completed projects include a new CENTRO transportation hub, demolition of the Liberty-George Parking Garage, historic preservation and revitalization of the Capitol Theatre, the West Dominick SMART Walk, construction of the Cold Point manufacturing facility, and the opening of a new wine bar, café, book store, art gallery, and more. Rome's compact, walkable downtown has all of the pieces necessary to become a thriving retail, dining, cultural, and entertainment destination.

Equally exciting are projects underway – as coming attractions for 2023-24 include Copper



City Lofts, the new City Green, and reconstruction of the Erie Boulevard corridor. Rome Industrial Development Corporation and EDGE continue to collaborate with the City to facilitate projects in the DRI and adjacent districts. Truly a transformative effort, the once-dark stretch of downtown is alive with activity again.

## UTICA'S DOWNTOWN COMES AROUND

Utica's DRI is in full swing; with repairs to Washington Street Garage and the Stanley Theater's Box Office restoration already completed. Artspace, the 43 unit apartment building with an emphasis on affordable live/work space for artists is expected to break ground on Park Avenue in Q1 of 2023 and other projects are underway such as restoration of the Kempf Block and rehabilitation of New Century Club. The Business Assistance Fund has generated a great deal of interest and as a result, over 60 applications have been submitted for review. City Staff will soon be issuing an RFQ for public murals in order to expand public art and add greater vibrancy to the Downton Corridor. Projects in the design phase include Liberty Bell Park enhancements and screening for the Utica Place Garage.

## DOING THE DIRTY WORK

Oneida County has a rich and storied history of textiles, metals, and electronics manufacturing. As our industries evolved, some left behind a legacy of vacant and contaminated properties. EDGE has always worked with communities to assess, remediate, and plan for revitalization of these properties. **In 2022, we added two new tools to our belt: EDGE was awarded a \$300,000 County-wide Assessment Grant and a \$1,000,000 Revolving Loan Fund by the USEPA.** The Assessment grant allows us to inventory, assess, investigate, and develop remediation plans for brownfield sites across Oneida County; while the RLF will allow us to work with developers, property owners, non-profits, and municipalities to finally remediate these sites across both Herkimer and Oneida counties.

To date, there are nearly a dozen assessment projects approved and underway in Utica, Rome, Sherrill, Oriskany, Boonville, Clinton, and Sylvan Beach – with more in the wings. These projects are in various stages – ranging from simple Phase I Environmental Site Assessment to complex redevelopment planning. True to form, EDGE is also working with state agencies to leverage additional funding and coordinate technical expertise on each project. Moreover, EDGE is able to offer this service to communities at no cost. This means that small villages, rural towns, and non-profits with limited capacity can avail themselves of these programs to take the first steps toward revitalization.

The RLF program kicks off in 2023, whereby EDGE will be able to offer low-interest loans and grants to those projects which advance to the remediation phase. Together, these tools will set the stage for adaptive reuse and revitalization of our region's most iconic (and infamous) brownfields. Projects in Rome, Utica, Oriskany, Ilion, and Herkimer are already under consideration for the coming year.

*Projects made possible by partnerships with*



## ORISKANY'S WATERBURY FELT

EDGE is working with the Village of Oriskany and Swift Water Rescue, LLC (owner) to comprehensively assess, investigate, and develop a roadmap for the transformation of the former Waterbury Felt Mill. In addition to the ongoing environmental site assessment activities, EDGE staff are coordinating civic engagement and conceptual planning activities. This collaboration is leading to a new vision for the Village of Oriskany to play a major role in supporting our region's growth.

As momentum builds, the Village is taking pivotal steps towards transformation. This summer, the Waterbury Felt project anchored the Village's application for \$2.25 Million in NY FORWARD funding for downtown revitalization. More recently, the Planning Board recommended a zoning map amendment to accommodate a wider range of residential and commercial uses for the former mill; and now, Village leaders are considering a RESTORE NY application to catalyze this transformation.



Waterbury Felt Mill - Present



Waterbury Felt Mill - Vision





Rendered Vision of the "Tech Barn" Mixed-Use Development

## A VISION TO MATCH OUR REGION'S NEEDS

To help support talent attraction efforts with Wolfspeed and Danfoss expansions, EDGE created a master plan for a 33-acre site on the Parkway between River Road and Technology Drive in Marcy, as a mixed use residential and commercial development, known as "Tech Barn."

The NYS Upstate Chapter of the American Planning Association recognized EDGE and Environmental Design and Research with **2022's Best Practice Award** for the master planning on the Tech Barn. The planning emphasized results and demonstrated how innovative and state-of-the-art planning methods and practices help to create communities of lasting value.



American Planning Association  
**New York Upstate Chapter**

EDGE advertised for developer interest, and in 2021 selected Park Grove Realty, a Rochester-based developer to implement our master plan. Park Grove plans to construct 232-units of market rate apartments (182) and town homes (50), with 42,000 square feet of commercial space and lifestyle amenities that meets the demand for housing from a growing technology workforce, and the project creates an inviting vista that complements SUNY Polytechnic Institute and well situated to take advantage of downtown Utica's revitalization.

## SWEET HOME MOHAWK VALLEY

As the need for a properly aligned workforce grows in the Mohawk Valley, so does the need for new accommodations; this can be anything from suburban single-family housing to modern apartments in downtown. EDGE understands all aspects of workforce attraction, this includes partnering with Greater Utica Chamber of Commerce's "What's Upstate" Program, and investing resources for housing projects in this area as the nation sees a growing shortage of availability and rising construction costs.

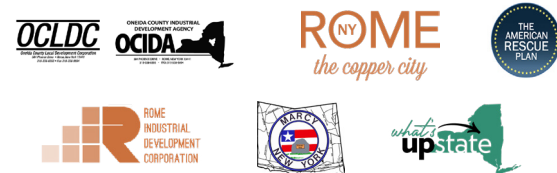
### DELTA LUXURY TOWNHOMES

Recognizing an immediate and growing need for high-standard rental housing in the area, Delta Luxury Townhomes, LLC, an affiliate of Buck Construction Management of Whitesboro, is currently developing two, 18-unit high-end townhome structures in Rome. The nearly \$10 million development is located adjacent to the related, 64-unit, Delta Luxury Apartments complex. The OCIDA is assisting Delta with exemption from sales and use taxes on the construction and equipping of the facility and exemption from the mortgage recording tax related to the private financing of the project.

### WOODHAVEN VENTURES

Formerly known as Woodhaven Park, this complex on Park Drive sat vacant for decades as over 140 structures fell victim to decay. The City of Rome responded by investing more than \$2M in acquisition, remediation, and demolition to pave the way for new investment. Woodhaven Ventures, LLC (a related company of Bonacio Construction, Inc. of Saratoga Springs) was the successful RFEI respondent. Relying on findings of the Oneida County Vision 2020 report and the economic outlook of the region, Woodhaven Ventures will develop up to 250 homes over a 15-year period with a total estimated project cost of over \$82 million. 2022 saw completion of the first new homes and continued starts on additional homes are continuing with the support of the OCIDA.

*Projects made possible by partnerships with:*



## #SQUADGOALS

Mohawk Valley employers are not immune to the national labor shortage. EDGE maintains a close relationship with workforce partners to develop curricula and programming to align our local population with the available careers in the region and raises awareness of various training programs offered by our partners.

In 2022, EDGE continued its role as business liaison to the P-TECH OHM program, which has grown to over 200 students from the



12 component OHM BOCES districts. P-TECH offers these students hands-on experiential learning projects to prepare for careers available here in the Mohawk Valley. EDGE further assisted OHM BOCES, and its School And Business Alliance (SABA) in putting together a new digital career roadmap in 2022. This new webpage gives students information about careers available locally across all of the region's major sectors, and even highlights area businesses who may one day become their employers.

During business attraction visits, this region's workforce often receives high praise from clients--"we punch above our weight class." EDGE brings the right partners to the table when the need to prove the Mohawk Valley's workforce for prospective companies is available and the pipelines are established. Our workforce partnerships have been invaluable and deserve the highest praise.

*Thanks to partnerships with:*



## ROME'S NEW MICROELECTRONICS TRAINING FACILITY

By utilizing over \$180,000 in funding from Oneida County Local Development Corp, Herkimer & Oneida County Community Foundation, and New York State, MVCC is expanding its microelectronics training footprint onto its Rome



Campus by converting two classroom spaces into technical training labs with the primary aim to accommodate increased demand for non-credit workforce programming. The facility upgrades have already taken place and equipment orders have been placed. This lab will augment the College's highly successful "Tech Corps" program, which serves the region's growing microelectronics industry.

## LEARNING TO HUSTLE

EDGE has supported and aligned resources for entrepreneurship-building activities at Griffiss Institute for several years, beginning with the Commercialization Academy in 2014. This program was highly successful in facilitating technology transfer from the Air Force Research Lab into the commercial domain, with over 30 technology licenses being executed during the program. As the Commercialization Academy grew and attracted high-caliber talent, EDGE staff was critical in obtaining Upstate Revitalization Initiative funding to implement the IDEA NY program. IDEA NY built upon the existing curriculum of the Commercialization Academy, but offered much larger prizes to top performers, which was offered in order to attract talent to locate in the Mohawk Valley. IDEA NY has since evolved into HUSTLE, but the focus remains on commercializing technologies in the cybersecurity, data analytics, and UAS sectors. Innovare's HUSTLE Defense Accelerator culminated in a Demo Day where qualifying HUSTLE teams had the opportunity to pitch for up to \$300,000 to scale their ventures in the Mohawk Valley. This was made possible by a \$2 million Upstate Revitalization Initiative grant from Empire State Development, recommended by the MVREDC.



**GRIFFISS**  
INSTITUTE



# LEADING EDGE AWARDS

EDGE's 21<sup>st</sup> Leading EDGE Awards Dinner at Turning Stone Resort Casino - November 2022

Five Mohawk Valley companies were honored this Fall during our 21st annual Leading EDGE Awards ceremony at Turning Stone's Shenandoah Clubhouse. The Leading EDGE Awards (LEA) are presented to recognize companies who are located in the Mohawk Valley and have helped expand the region's economy through investment and job growth. Our honorees represent those at the cutting edge of innovation and economic growth. Wolfspeed's Chief Human Resources Officer, Margaret Chadwick, delivered 2022's keynote address.

**ORGILL DISTRIBUTION CENTER** to celebrate their August 2021 distribution center's opening. This 780,000 square-foot, state-of-the-art facility located at Griffiss Business and Technology Park, furthered Orgill's distribution capacity across the Northeast. Its opening is expanding employment opportunities in Rome and surrounding economic landscapes. The City of Rome, Oneida County, EDGE, Oneida County IDA, and Griffiss Local Development Corporation played a major role to launch the Orgill Rome Distribution Center. Orgill was founded in 1847 and is a hardware distributor. This facility in Rome is one of Orgill's eight distribution centers across the US and Canada. Today, this distribution center employs over 300 hundred people operating on 2 shifts, shipping to over 1,000 customers weekly in the Northeast corridor.

**COLD POINT CORPORATION** to recognize the impact of their \$5.1 million expansion completed in March 2021. The 50,000 square-foot advanced manufacturing facility not only contributed to regional job growth, but also to livelihood in the heart of Rome: downtown walkability for employees, community connection, and other highlights are all developing on what was once the Rome Cable Complex. With continued investment from the City of Rome with its Downtown Revitalization Initiative, Rome Industrial Development Corporation, Rome Community Brownfields Corporation, Oneida County IDA, and MVEDGE, a vacant lot was transformed to Cold Point's state-of-the-art manufacturing facility. Cold Point added production lines and hired more employees. Throughout their expansion, Cold Point has remained dedicated to service, flexibility, and delivering top of the line products.

**LAHINCH GROUP REAL ESTATE & DEVELOPMENT** to commemorate their project completion and mixed-use building initiatives throughout Utica. Recent successes include 600 State Street (the former Utica Steam Cotton Mill, Empire Bath and Kitchen). This building is a mixed-use space where Brooklyn Pickle will open, along with Downtown living adjacent to the new MVHS hospital. Also included was the Commercial Travelers Building, which just welcomed new tenants Barton & Loguidice. The Lahinch Group believes in and supports ongoing redevelopment

in the Mohawk Valley, adding to our positively changing cityscapes. Their impact on our region is necessary as Utica—and the larger Mohawk Valley—continue to grow and revitalize.

**ENCHANTED FOREST WATER SAFARI** for generating decades of family-friendly fun, with lasting impacts on Herkimer County and beyond. Enchanted Forest is an award-winning amusement and water park, with 50+ notable rides, park amenities, and other expansions occurring in the last two years. As a company, they give back to the Old Forge community through scholarships, fundraising, and impact Herkimer County tourism, revenue, and seasonal employment on a large-scale. They are a second-generation family-owned business. We were glad to feature them as a longtime tourism powerhouse.

**WOLFSPEED** in celebration of their Mohawk Valley Fab at the Marcy Nanocenter. This Silicon Carbide fabrication facility is a crown jewel in a rapidly advancing market. More than 600 jobs will be brought to our area because of this project. Wolfspeed furthers ongoing workforce development, leadership training, education assistance and career path planning through their ties and partnerships in the Mohawk Valley. Their impact on our regional economy and the larger semiconductor field is immense as silicon carbide manufacturing shapes our world, from cellphones to national security. We are honored that they chose Marcy Nanocenter for the world's first, largest, and only 200-millimeter semiconductor facility.

## CHRISTOPHER DESTITO AWARD

The Christopher P. Destito Award is named after a founding MV EDGE board member who believed in the potential of the Mohawk Valley region. This award is given to those who go above and beyond to further economic impact in our community. We presented this year's award in memory of Indium Board Chairman and longtime company leader **WILLIAM N. MCCARTNEY III**. Under his leadership, Indium Corporation grew from approximately 12 employees to more than one thousand. He expanded from one facility in Utica to 15 ever-expanding facilities worldwide. These achievements were recognized as Bill's family accepted the award in his honor and Indium Corporations spoke to his lasting impact. "Bill was a brilliant business leader but his enduring legacy may be best defined by his unwavering commitment to his employees, customers, and community," said Greg Evans, Indium Corporation's CEO. "We are honored for this recognition of his hard work and his innovative, entrepreneurial spirit."



Christopher Destito, Libby Mitchell, Steve DiMeo & Ross Bernstein

## 2022 LEADING EDGE AWARD SPONSORS:

**BOND** SCHOENECK & KING



### GOLD:

Adirondack Bank, Bank of Utica, National Grid, Community Bank, Key Bank, NBT Bank, Strategic Financial Services, NYSTEC, Ramboll, Berkshire Bank, M&T Bank

### SILVER:

Indium Corporation, OneGroup Inc., the Carbone Family

### BRONZE:

Plumley Engineering, Atlantic Testing Laboratories Limited, Community Foundation of Herkimer and Oneida Counties, AmeriCU, BNY Mellon, March Associates, Herkimer County IDA, Pathfinder Bank, CPS Recruitment, Pacemaker Steel, Mohawk Valley Community College



# OUR INVESTORS

EDGE understands that making an investment in us is an important decision for your company. We must reflect your values; enhance your position within the community; and impact your company's future success. Your continued investment in EDGE shows your commitment to this region's economic success, and how your support returns to you through the economic prosperity of the Mohawk Valley. Whether you live here, work here, or do both, we all have a vested interest in seeing our region thrive; EDGE is proud to list these investors of the past few years who are making a difference with us.

## EDGE STRATEGIC INVESTORS



## PREMIER SUPPORTERS

AmeriCU  
Assured Information Security  
Bank of NY Mellon  
Carbone Autogroup  
Cathedral Corporation  
Community Foundation HOC  
Danfoss  
Excellus BlueCross BlueShield  
First Source Credit Union  
Fountainhead Group  
Gilroy Kernan & Gilroy, Inc.  
GPO Federal Credit Union  
Hayner Hoyt Corp.  
Herkimer County IDA

Indium Corporation  
March Associates  
Matt Brewing Company  
Mohawk Valley Community College  
Mohawk Valley Health Systems  
Mohawk Valley Water Authority  
Northland Communications  
Onegroup Inc.  
Revere Copper Products, Inc.  
Rising Phoenix Management Group  
Saunders Kahler, L.L.P.  
Strategic Financial Services  
Utica University  
Valley Health Systems

## CORPORATE PARTNERS

131 Genesee St., LLC  
Atlantic Testing  
B240, LLC  
C-Flex Bearing Co. Inc.  
C2C Construction Solutions  
Charles A. Gaetano  
Construction Corp.  
Couch White, LLP  
CPS Recruitment  
D'Arcangelo & Co.  
Express Employment  
Hamilton College  
Herkimer College  
HRP Associates

Hueber-Breuer Construction  
Hummel's Office Plus  
JBS Dirt, Inc.  
LCS Janitorial Service & Supply, Inc.  
Lewis Custom Homes  
MacClark Corp.  
Masonic Medical Research Institute  
McCraith Beverage  
McQuade & Bannigan, Inc.  
Pacemaker Steel & Piping Co. Inc.  
Paige Group  
Plumley Engineering  
Professional Transmission & Converter  
R-Tronics, LLC

Ritter and Paratore Contracting  
Rome Memorial Hospital  
Rome Sentinel Company  
Stropp Appraisal  
SUNY Polytechnic  
The Burns Agency  
United Cerebral Palsy - Utica  
Utica First Insurance  
Utica Industrial Development Corporation  
Utica National Insurance  
Vicks Lithograph & Printing  
VIP Structures  
Whiteman, Osterman & Hanna LLP  
Wolfspeed

# OUR COMMUNITY



Thanks to our media partners for the use of their photography in this report and throughout the year.



Thank you to the rest of our Elected Officials, all our Board Members and Partners; our School Districts, Academic Institutions, Associations and Groups, our Local Employers and Employees, and our Supporters and Sponsors; EDGE and GLDC Staff; the sung and unsung heroes of the Mohawk Valley who make this region's future so bright.



# STAFF

## EDGE



**STEVE DIMEO**  
*President*



**SHAWNA PAPALE**  
*Chief Administrative Officer*



**MAUREEN CARNEY**  
*Chief Financial Officer*



**WILLIAM VANSHUFFLIN**  
*Senior Vice President Strategic Initiatives*



**CHRISTOPHER LAWRENCE**  
*Vice President Planning and Development*



**HANNAH PHILLIPS**  
*Director Marketing and Communications*



**TIM FITZGERALD**  
*Vice President Economic Development*



**NICHOLAS BRUNO**  
*Vice President Business Development*



**MARK KAUCHER**  
*Vice President Economic Development*



**LAURA COHEN**  
*Vice President Planning and Development*



**CHRISTIAN MERCURIO**  
*Vice President Planning and Development*



**RACHEL HADDEN**  
*Senior Accountant*



**DEBRA LAUGHINGHOUSE**  
*Office Manager*



**DAVID CICCONE**  
*Thanks for 10 years at MV EDGE*



**JEN WATERS**  
*Thanks for 13 years at MV EDGE*



**PETER ZAWKO**  
*Retired with 18 years at MV EDGE*

## GLDC



**FRANK SANZONE**  
*Operations Manager*



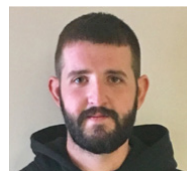
**BARRY SOULIA**  
*Asst. Operations Manager*



**PAUL BRODFUEHRER**



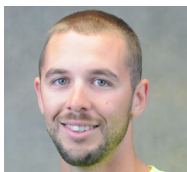
**ELIZABETH WASHBURN**



**DEAN RUNION**



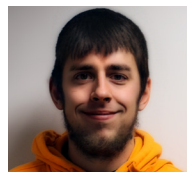
**PETER HNELOSUB**



**JORDAN SWALGIN**



**LEWIS BROOD**



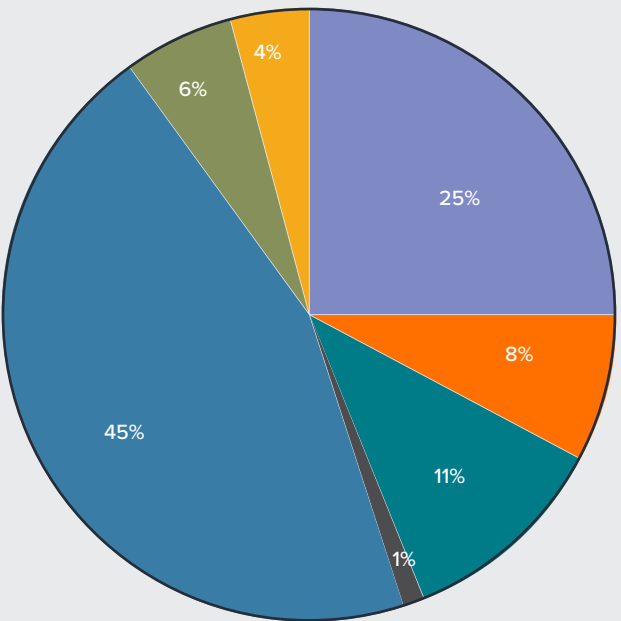
**GARRETT MCGOVERN**



**ROBERT CASADEI**

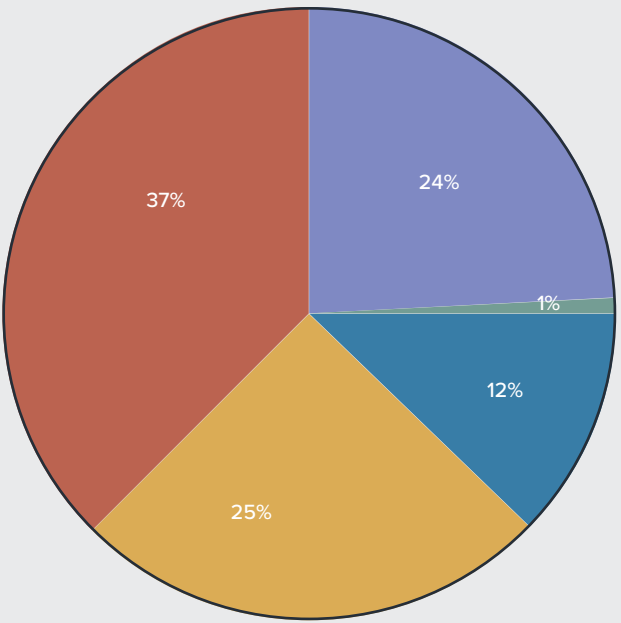
# 2021 FINANCIALS

## SUPPORT AND REVENUE



CONSOLIDATED STATEMENT LINE ITEMS	DOLLARS
Federal, State, and Local Government Grants	\$ 926,825
National Grid Support	\$ 279,025
Local Business Contributions	\$ 386,450
Lease Income	\$ 230,575
Interest Income	\$ 54,525
Administration Fee Agreements	\$ 1,647,400
Other Income	\$ 146,200
TOTAL	\$ 3,671,000

## EDGE EXPENSES



2021 AUDITED STATEMENT CATEGORIES	DOLLARS
Business Development Efforts	\$ 899,350
Revolving Loan Program	\$ 53,275
Property Development Program	\$ 470,200
Management and Operations	\$ 933,250
Marcy Nanocenter Activities	\$ 1,409,675
TOTAL	\$ 3,765,750

Information above is solely based off of EDGE's 2021 Final Audited Statements.





EDGE Team at Wolfspeed Ribbon Cutting - April 2022

# MOHAWK VALLEY **EDGE**

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