



2023 ANNUAL REPORT

MOHAWK VALLEY
EDGE

ANNUAL MEETING
DECEMBER 19, 2023



MOHAWK VALLEY
EDGE
MISSION

TO **STRENGTHEN** EXISTING
BUSINESSES,
ATTRACT NEW INDUSTRIES
AND TALENT TO THE REGION, AND
BUILD A VIBRANT
ENVIRONMENT FOR
COMPANIES AND THEIR EMPLOYEES

"THE REGION HAS A MOMENTUM THAT IS CONTRIBUTING TO THE REGION'S ECONOMIC GROWTH.

THE SUCCESSES REALIZED TO DATE REFLECT REGIONAL COLLABORATION AND STRATEGIC PUBLIC-PRIVATE PARTNERSHIPS THAT ARE THE FOUNDATION TO OUR FUTURE SUCCESS AS A REGION."

-STEVEN DIMEO

EDGE TEAM



STEVE DIMEO

President



BILL VANSHUFLIN

SVP Strategic Initiatives



SHAWNA PAPALE

Chief Administrative Officer



MAUREEN CARNEY

Chief Financial Officer

EDGE TEAM



CHRISTIAN MERCURIO

Chief Planning Department



LAURA COHEN

Planning Department



CHRIS LAWRENCE

Planning Department



FRANK SANZONE

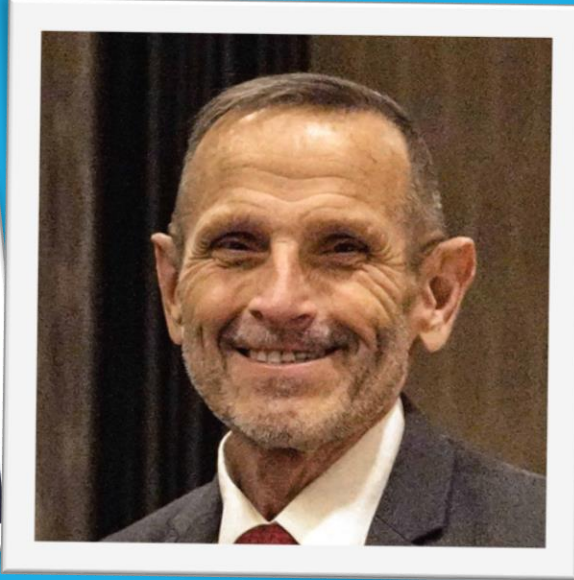
Griffiss Local Development Corp

EDGE TEAM



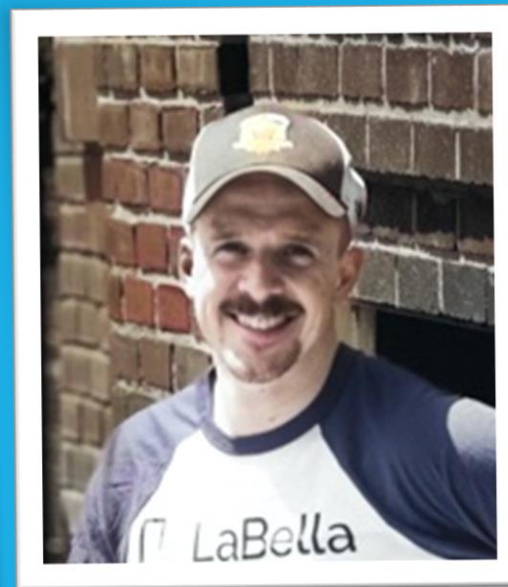
TIM FITZGERALD

Loans & Economic Development



MARK KAUCHER

IDA & Economic Development



NICK BRUNO

Business Development



HANNAH PHILLIPS

Marketing & Communications

EDGE TEAM



RACHEL HADDEN

Finance Department



DEB LAUGHINGHOUSE

Office Manager



CHRISTIAN GIARDINO

Finance Department

2023 EDGE METRICS

BUSINESS OUTREACH VISITS

2022: 280
2021: 371
2020: 338

298

COMMUNITY PRESENTATIONS

2022: 60
2021: 59
2020: 19

44

INDUSTRY EVENTS

2022: 24
2021: 26
2020: 11

19

BUSINESS ATTRACTION & RETENTION LEADS

2022: 59
2021: 56
2020: 30

28

2023 EDGE *STRENGTHENING* & *ASSISTING* LOCAL COMMUNITIES

\$4,900,000

Funding acquired for advancing planning and developing regional Brownfield sites from New York State & Federal Programs

\$13,000,000

In *potential* awards for applications in 2024:

- EPA Assessment Funding
- REDC Regional Challenge
- NY Forward

45 Businesses

Provided finance-focused technical assistance to businesses and organizations, which resulted in:

- 17 submitted consolidated funding applications
- 10 referrals to other grant opportunities
- 12 conversations about EDGE/UIDC loan products
- 11 referrals to other loan opportunities

2023 BUSINESS ASSISTANCE

- **EDGE staff managed 17 loans/capital leases**, which combined for a **Total Value Originated \$3.05M** and a remaining balance of \$2.46M (EDGE, UIDC, & RIDC loans)
- **Prioritizing Childcare** in Oneida County, UIDC and RIDC approved a participation loan of \$136K for a daycare, creating over 60 new childcare slots in Oneida County (*project pending*)
- EDGE, UIDC and MVEDD to partnering for \$1.8M in financing to fund Flex Space. A key project for **Capturing the Semiconductor Supply Chain.**

GRIFFISS BUSINESS & TECHNOLOGY PARK

- **Increasing Park Resiliency** - Natural Gas Conversion Project
- **Advancing Daycare at Griffiss** - Kelberman Project
- GLDC Master Pilot Extension
- **Supporting Local Manufacturing** - Kris-Tech Wire Expands
- **Attracting New Business** - L3 Project

\$979 Million in CapEx since Griffiss Park was created in 1995

\$4.6 Million in taxes generated from Griffiss Park in 2023

Over 7800 employees come to Griffiss from over 25 counties

Over 90 Businesses operate inside Griffiss Park



EDGE & OCIDA

Management of **108 Active Projects** (since 2018)

\$2.09 Billion Total Project Value

Closed IDA Project Value: over \$1,605,000,000 (+\$33.1M pending) (since 2018)

Closed LDC Project Value: \$ 484,100,000 (since 2018)

\$51.8 Million in 2023 Closed & Induced Projects

OCIDA Project Development Pipeline:

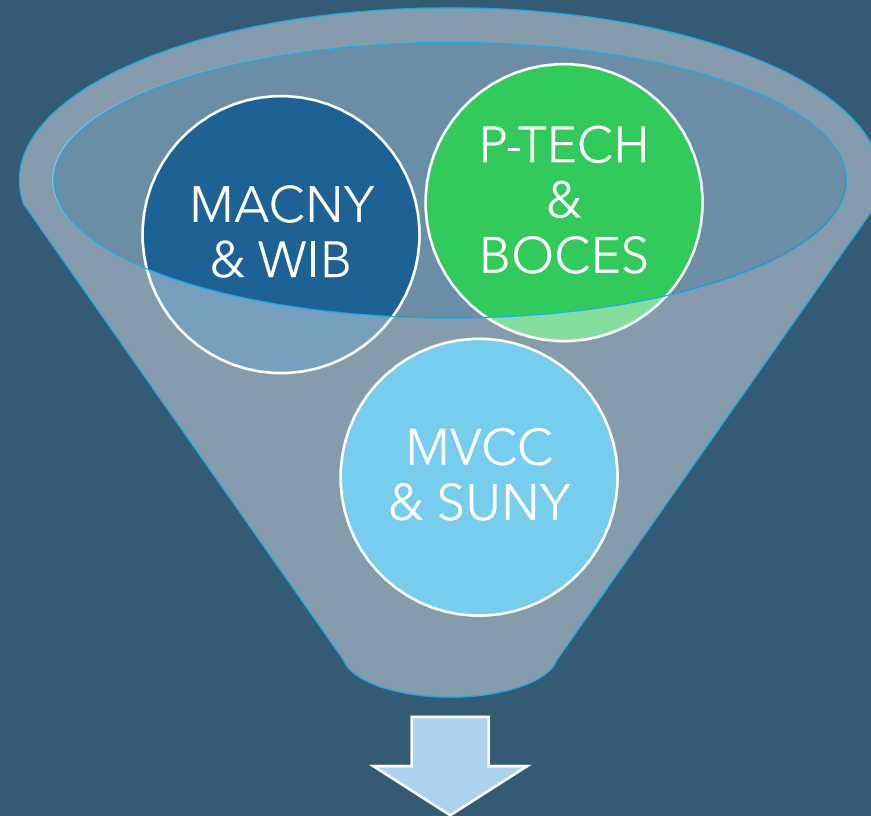
Stark Truss, GLDC Griffiss Master PILOT Renewal, Kris-Tech Wire, Central Utica Building, Mohawk Adirondack Railroad PILOT Renewal, Solar/PV

Sales Tax Exemption Monitoring Projects:

Wolfspeed, Air City Phase 3, Matt Brewing, McCraith Beverage, Fiber Instrument Sales, Delta Luxury Townhomes

EDGE Staff worked on Housing Development Incentive Policy for IDA

EDGE WORKFORCE EFFORTS



**Coordinating & Aligning Partners to Create
"One Door" for Workforce in Oneida County**

EDGE BUILDING VIBRANT COMMUNITIES

BROWNFIELD ASSESSMENTS

Staff worked to complete **14 environmental assessments** across Oneida and Herkimer Counties

Leveraged **\$3.6 M in NY RESTORE dollars** for Waterbury Felt in Oriskany and Columbus School in Rome

EDGE developed Revolving Loan Fund to administer funds to municipalities, nonprofits, and private developers

PLANNING PROJECTS

- Staff orchestrated regional MVREDC outreach and the Annual Plan development
- Coordinated with private developers to site housing & apartment projects
- Worked with Village of Boonville on a NY Forward Application
- Attended Regional and National Brownfields Conferences

EDGE "MVHS PROPERTIES" RE-USE STUDIES




JULY 2023

EDGE Staff issued RFPs for a St. Luke's Facilities Study and Re-Use Master Plan. EDGE is working closely with Oneida County and MVHS, and consultants have been chosen

The two initiatives kicked off in December and will run concurrently for maximum efficiency. First public meetings in January and **both studies to be completed by SEPT 2024**

EDGE also participating in St. Elizabeth Re-use Planning Process



2023 BUSINESS ATTRACTION EFFORTS

MADE POSSIBLE BY PARTNERSHIPS WITH

nationalgrid



**Empire State
Development**

Active Industries in 2023:

- Electric Vehicle Supply Chain & Battery Manufacturing
- Small & Medium Sized Semiconductor Projects
- Solar Cell & Photovoltaics

Trade Shows & Conferences

Participated with NYS Delegations at:
SEMICON West
SEMI ISS

Site Selector's Guild Annual Meeting

NEXGEN Conference
Consultant Connect (Chicago)
ECONOMIX
Area Development Forum

REGIONAL SITE DEVELOPMENT



CHAMINADE SITE

Led efforts with Private Owner of 176 AC site, advancing transportation, electrical, and planning studies

Put in place site development plan with National Grid and ESD to acquire funding and reduce site's time to market



TRIANGLE PARCEL

Collaborated with Oneida County and C&S Engineering to apply for FAST NY Grant

Completed Empire State Development application for \$26M request



"NEXT BIG SITE"

Working with RAMBOLL Engineers to develop comprehensive planning study

Expected to have completed study by 2024

MARCY NANOCENTER UPDATE

EDGE FLEX SPACE BUILDING

Developing 60,000 SF of Flexible Warehouse space for semiconductor related industries

Coordinating with local industrial end user to utilize 75% of building

Expected completion in 2025

NEW SCULPTURE

EDGE Staff solicited, acquired, and assisted with the installation of "Vibrant Meridian" sculpture the Marcy SUNY Parkway roundabout

Co-created by artists Anaisa Franco and Michael DiCarlo out of Brooklyn NY

WOLFSPEED INVESTMENT

Over 400 employees working at Mohawk Valley Fab

Up to \$2 Billion acquired to accelerate US Growth

SUNY LAND CONVEYANCE

Engaged with SUNY, Empire State Development, & NY CREATES to convey Marcy Nanocenter Parcel to MV EDGE with financial assistance from Oneida County

Expected transfer in 2024

AUGUST 2023

Gov. Kathy Hochul
showcased Marcy
Nanocenter as the
FIRST awardee in
New York State

\$14,000,000
FAST NY AWARD

MAKING NEW YORK SHOVEL-READY



EDGE FINANCE TEAM

Financial Agreements & Administration for 13 Organizations

\$1.94 M 2023 Staff Service Agreements

Operating budgets total \$8.5 M

Preparation for 12 Independent Audits and Budgets

Administration of \$4.6M in Payroll:

EDGE, GLDC, CNYDA (26 employees) \$2 M

Griffiss Institute

Requisition & Management: **7 PILOT Agreements**
totaling over \$6.5 M and **Over \$16 M**
in active NY State and Federal Grants

EDGE EVENTS

LEADING EDGE AWARDS



NOVEMBER 2023

2023



WORKFORCE ON COURSE

AUGUST 2023

2024 PLAN.

Join us in **2024**, as **EDGE strives to build a sustainable economic legacy.**

We hope to shape a Mohawk Valley that not only prospers economically but also **stands as a testament to everyone's commitment to growth.**

Together, we will build a stronger, healthier and more prosperous region.



HAPPY
HOLIDAYS
MOHAWK VALLEY
EDGE

BEST WISHES
FOR 2024!

