

COOL PLACES.
SMART PEOPLE.

MOHAWK VALLEY
EDGE

ANNUAL REPORT
2016

EDGE MISSION { Strengthen and Grow the Mohawk Valley Economy

90 62 225 14 25

Site Visits	Business Leads	Business Outreach Contacts	Trade Shows	Community Presentations
-------------	----------------	----------------------------	-------------	-------------------------



MARCY NANOCENTER | 04 **GRIFFISS BUSINESS AND TECHNOLOGY PARK** | 06



MOHAWK VALLEY REGIONAL ECONOMIC DEVELOPMENT COUNCIL | 10 **BUSINESS SUPPORT** | 12

MOHAWK VALLEY EDGE

Economic Development Growth Enterprises Corporation provides a coordinated economic development program that can assist your business to locate, grow and prosper in Oneida County, in the center of New York State. EDGE is aligned with the six-county Mohawk Valley Regional Economic Development Council region.

COOL PLACES. SMART PEOPLE.

In the Mohawk Valley, at the intersection of vibrant downtowns and our core strategies, you will find cool places and smart people. For the last 19 years, EDGE has been expanding on its early successes and growing the regional economy through unrelenting perseverance.

These are exciting times in the Mohawk Valley as the region has solid momentum with the added investments at the Marcy Nanocenter site. This region is committed to the development of Marcy Nanocenter while also focusing on our established regional economic development priorities. The development of STEM-intensive industries, advanced manufacturing, agribusiness growth, capitalizing on the farm-to-table movement and effective year-round tourism are the cornerstones in which the Mohawk Valley can see regional growth. After suffering through decades of a static economy, there is reason to believe that our time has come and our future has great promise.

In order to capitalize on that momentum, we developed strategies with our partners that would spark transformation throughout the region. This region is committed to the development of Marcy Nanocenter while also focusing on our established, regional economic development priorities.

Governor Cuomo announced this past November \$30 million to establish a world-leading Unmanned Aircraft Systems Traffic Management System, which will connect Griffiss International Airport with our partners in Syracuse. This investment, plus many others, will accelerate the growth of the UAS industry by supporting emerging uses in essential sectors of the Upstate economy.

For the region to grow and thrive we need cool places where smart people can interact. The new global economy demands walkable communities, active and adaptable public spaces, concentrated in-fill development that enhances the vibrancy of our key population centers and incorporates adaptive reuse strategies for vacant and underutilized buildings that are being repurposed. We must strengthen the connection between people and the places they share, by investing in our downtowns.

Cool places rarely occur accidentally. They are the result of hundreds of deliberate, incremental decisions made by the stakeholders – usually over a long period of time. This type of intentional placemaking is a value-added process that transforms a project into an amenity, and a geographic location into an attraction. Today our downtowns are attracting catalytic investments in urban loft apartments, new restaurants, coffee shops and recreational improvements. Downtown Utica is being positioned for the development of a medical innovation district that would include a new consolidated MVHS healthcare campus with opportunities for other commercial, medical education and medical research opportunities.

We have gotten to where we are today by tenaciously adhering to our strategies that have built the foundation for economic transformation. We are committed to the revitalization of our region and the resurgence of our communities. We rely on a foundation of smart people who live, work, go to school and invest in our region to lead this charge and create cool places that will transform the Mohawk Valley for centuries to come.


STEVEN J. DIMEO
 EDGE President


EVE VAN DE WAL
 2016 Board Chair

“ **New York State remains strongly committed to making investments in the Mohawk Valley that will create well-paying jobs and grow the regional economy. In fact, the state's funding committed to the ams AG project will be available to support projects in the region and multi-million dollar construction work will continue at the site to provide the needed infrastructure for future projects.** ”

-Howard Zemsky, President and CEO, Empire State Development

While EDGE is disappointed in the decision of ams AG to not move forward with the Marcy Nanocenter site, EDGE remains committed to continuing the mission of attracting a semiconductor manufacturing facility to the Marcy Nanocenter site.

Ams was to be the first but not only tenant planned for the Marcy Nanocenter site. This 428-acre site is planned for three-semiconductor facilities, an advanced manufacturing – R&D center, and a supply chain campus.

EDGE has made significant progress in the past two years that only strengthens and enhances the competitive advantages offered at the Marcy site. Not only has the ever elusive wetlands permit that thwarted development been secured, but there has been substantial completion of nearly all of the required mitigation improvements that are a condition of the permit issued by the Army Corps of Engineers. In addition, site development activities have commenced as a precursor to ams' interest in the site with planning, permitting and engineering of other key utility improvements.



The Marcy Nanocenter is far more advanced than ever and having a shovel ready site with incentive funding for negotiated public-private partnerships gives us a strategic advantage over other competing locations. EDGE remains confident that the issues that impacted FSMC's ability to execute on ams are behind us and the partnership with ESD is solid and poised for success. Strategic investments are ongoing to build vibrant communities in Utica and Rome, focusing on workforce development and aligning our education systems to foster a STEM educated work force. The triad of innovation investments that focus on cybersecurity, unmanned autonomous technologies, and advanced electronics (Semiconductor and Power Electronics Packaging) are the underpinnings of our region's future economic success.

Marcy Nanocenter will not be defined by the setback with ams. Instead, the ams decision will only intensify the grit and determination to continue development of this strategy.

Full build-out supports:

- 3+ semiconductor plants with potential \$18 billion to \$24 billion in investment
- 4,000 to 5,000 direct jobs
- 8,000 to 9,000 indirect supply chain jobs in Upstate economy
- 4,000 to 5,000 of induced job impacts in NYS

With last year's ams announcement, EDGE moved forward with early site preparation work to advance the ams project and in June of this year, took over from FSMC the responsibilities for overseeing site infrastructure investment and secured \$49.1M in state funding to complete essential site infrastructure improvements that would have benefitted ams but also support full build-out of the site. These improvements include:

- Construction by National Grid of the one-mile 12" natural gas line that loops along the Ring Road
- Construction by EDGE of the sanitary sewer lines along the Ring Road that connect with the main town sewer along Edic Road
- National Grid commencement of construction on the expansion of its Edic Substation and ordered transformers and other electrical equipment to provide 320 MW of power to the planned customer substation that would support full power needs at the Marcy site
- Awarding a design-build RFP for construction of a dual circuit 115 Transmission line that would run 1.4 miles from Edic Substation to the planned customer substation at the Marcy Nanocenter site, and site development work for the customer substation
- Engineering plans are finalized for extension of water service from Edic Road and construction of a second redundant water feed from the MVWA transmission mains at Linda Drive in Marcy
- Completion of final grading and paving of the Ring Road that serves the Marcy Nanocenter site

LOOKING FORWARD

Another \$638M in state funding remains in place for the Marcy Nanocenter site and would be available for construction, furnishing and equipping of advanced electronics manufacturing facilities that would be leased to companies that provide the requisite commitments of jobs and private investment. In 2017 EDGE anticipates receiving funding to undertake construction of the 2.5 mile natural gas main from Utica to the Marcy site, construction of the customer substation as well as additional site development improvements.



MARKETING

- **10 Semiconductor Trade Shows/Events:**
 - 3 in Northeast
 - 6 West Coast
 - 1 Europe
- **3 Leads / Site Visits**
- **Direct Sales Calls:**
 - 9 West Coast & East Coast trips
 - 2 Europe
 - B2B
- **Over 30 companies viewed presentations on MNC**

QUAD C

A portion of the Quad C is leased to the New York Power Electronics Manufacturing Consortium (NY-PEMC). NY-PEMC is a public-private partnership producing the next generation of power electronics at SUNY Polytechnic Institute. SUNY Poly's world-class research and development resources with the expertise of consortia members, will drive tremendous advanced for businesses, the power electronics technology and academic communities. General Electric and its manufacturing partners will act as primary tenants in the Quad C focused on advanced electronics packaging with full build-out expected to be completed in 2017.

GRIFFISS

BUSINESS AND TECHNOLOGY PARK

PARK IMPACTS

\$600 MILLION

CapEx since Griffiss Park was created in 1995, over \$19M in 2016 alone

\$3.2 MILLION

in taxes generated in 2016 annually from Griffiss Park

5,784 EMPLOYEES

from 29 counties

79 BUSINESSES

located in Griffiss Park



With strategic investments in emerging high-growth sectors, we are strengthening regional economies across New York and reinvigorating this state's spirit of innovation and enterprise.

- Gov. Andrew Cuomo



Together, cyber and unmanned systems combine to form one of the most dynamic and globally-competitive regional industry clusters in Upstate New York. EDGE is working with cyber firms, UAS pioneers, regional colleges, and Workforce Development Board to strengthen and grow the industry through education, innovation, and commercialization of cutting-edge technologies.

Led by the Air Force Research Laboratory Information Directorate in Rome, the Mohawk Valley has developed a significant niche in the cyber and IT industry over the last half century. With a massive \$1 billion annual budget, the AFRL has a calculated economic impact of \$355 million to the Mohawk Valley and Central New York. Today, international firms such as PAR Technology, BAE Systems, and Harris have offices in the region, while homegrown companies such as Black River Systems and Assured Information Security are becoming forces in the industry.

On July 13, 2016, the U.S. Senate passed the Federal Aviation Administration reauthorization bill ensuring the UAS test site designation at the Griffiss International Airport will continue UAS testing for the next three years.

Griffiss is installing a "Test Bed" range instrumentation system that will allow the tracking of cooperating and non-cooperating manned and unmanned aircraft. This capability and technology supports the development of the test site's FAA mission of supporting development of a Sense and Avoid system and provides a major advantage against other test sites across the United States.

In just a short time, Griffiss UAS Test Site has attracted many private clients, along with federal partners like the FBI, NASA and the FAA. The Griffiss site has completed over 400 UAS test flights utilizing NUAIR as well as proponent pilots and observers. Griffiss and NUAIR, in conjunction with MVCC, have launched a new degree program starting this fall semester to afford students the opportunity to obtain a degree in UAS technology.

Just recently, DJI, the world's leading manufacturer of unmanned aircraft systems, joined Ford Motor Company and the United Nations Development Program to host the company's annual DJI Challenge at the Griffiss International Airport and Test Site. After receiving more than 130 proposals to begin the competition, a team from California prevailed over a field of ten finalists for a \$100,000 prize.

This past fall, NUAIR and the Griffiss International Airport hosted the Unmanned Traffic Management (UTM) Convention. The event attracted over 400 attendees that learned about the capabilities of the emerging UAS industry in the region. Lockheed Martin Corp. performed firefighting simulations and search and rescue demonstrations with four of their remote operated aircraft for guests to witness. The four aircraft, performed different roles: fire reconnaissance, human reconnaissance, fire suppression and human evacuation. They were able to share collected data electronically. Lockheed Martin has been using the Griffiss International Airport for periodic test flights since 2014.

At the UTM Convention Governor Andrew Cuomo announced a \$30 million investment to develop a 50-mile flight traffic management system between Syracuse and Griffiss International Airport in Rome to advance the burgeoning UAS industry. Within the 50-mile corridor, strategic investments will accelerate industry growth by supporting emerging uses of UAS in key industries, including agriculture and forest management, transportation and logistics, media and film development, utilities and infrastructure, and public safety.



NUAIR

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

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

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

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

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

Conducted UAS days for the public.



GRIFFISS UPDATE

In 2016, Griffiss Business and Technology Park once again realized the growth and activity that it had grown accustomed to prior to the national recession.

Starting the year with the announcement that the State of New York would commit \$10M to the completion of State Route 825, and ending it with an important legal victory – 2016 has provided Griffiss with the momentum that it needs to expand on the successes of the last twenty years.

Though funds were appropriated by the State for capital expenditures associated with the road construction, release of funds was contingent on the completion of the design documents. Griffiss Local Development Corporation (GLDC) took it upon themselves to invest nearly half a million dollars to get this extremely vital project to the finish line. It is exactly this type of private-public partnership that continues to make Griffiss a success from the very beginning.

GLDC continued to re-invest in its existing assets in 2016, making considerable improvements to the Griffiss Institute, and via the creation of *Suites at 584*, Griffiss' first short-term, single unit office space. The Suites are designed to provide startups and entrepreneurs with a low overhead starter home so that they can pursue their dream without overreaching. The long-term goal is to have those same tenants expand into larger spaces at Griffiss over time, so that the community and the business grow together. The two biggest projects of the year involved a long-awaited demolition, and a surprising expansion project.

The elimination of B240, an eye-sore along the Park's main artery for over a decade, was a priority for GLDC. This investment has opened the door for a considerable amount of commercial development along the soon-to-be-completed NYS 825 frontage, beginning with Stewart's Shop in 2017. GLDC will continue to make key investments in the site over time in order to spur additional development.



Seemingly just days after opening the doors of its brand new, state-of-the-art facility, Kris Tech Wire announced that it would be expanding to accommodate additional growth. Though the announcement was a surprise to the community, it was not a surprise that this home grown company continues to grow under the leadership of its third-generation President – Graham Brodock.

In 2016, Griffiss Park Landowners Association (GPLA) invested roughly \$180,000 in Park-wide improvements, resulting in a 25:1 leverage ratio between GPLA and GLDC.

The Griffiss International Sculpture Garden and Nature Trail was paved this spring,

and now enjoys increased usage from Park employees and community members.

There are five linear miles of trail, suitable for running, biking and strollers. The Sculpture Garden houses two new additions, one rooted in the past; the other, firmly facing the future.

Alley Oop, a hulking concrete sculpture in the likeness of the 1940s cartoon character, was resurrected and restored to its former glory by GLDC employees. Originally, servicemen stationed at Griffiss Air Force Base crafted the statue in their spare time to guard the facility. Now Alley Oop stands as a testament to the Park's rich military history along the Nature Trail. Adjacent to Alley Oop sits a second installation of glass mosaics, created by immigrant and refugee students as part of a collaboration between Midtown Utica Community Center, Oneida Square Public Art & Design and Meyda Lighting. Students crafted the two-foot circular mosaics off-site and participated in an installation day in August 2016. Their contribution to the Park's landscape is a powerful demonstration of inclusion in our region.

Griffiss Park tenants are surveyed annual to identify new and preferred amenities at the Park. This past year there was a demand for trash receptacles located around the Griffiss International Sculpture Garden and Nature Trail. GPLA engaged with Oneida Square Public Art & Design to create one-of-a-kind trash receptacles that would fit the aesthetic theme of the Sculptured Garden. The custom topographic and glow-in-the-dark trash cans add both function and form to the respite areas located around the park.



In 2016 Premier Aviation at Griffiss Park began the rebranding of Amazon's fleet of aircraft to Prime Air. Premier's Amazon paint job at the county airport is an outgrowth of an ongoing relationship between the aircraft rehabber and cargo airline Atlas. It has been a major customer at Premier's aircraft maintenance, repair overhaul operation at Griffiss for several years.

New this year was also the installation of a bike share program in Rome. Zagster installed 16 cruiser bikes around the city to aid in the connectivity between Griffiss Park, downtown Rome and Bellamy Harbor. This program will enable all Rome residents and visitors to get around in a fast, fun and affordable way. In particular, the bike share will open up greater access to Rome's ample public and green spaces, especially along the Mohawk River Trail. Funding for the bike share was made possible through collaboration between Positively Rome, The Outdoor Foundation, Griffiss Park Landowners Association and The Community Foundation of Herkimer & Oneida Counties.



MOHAWK VALLEY

REGIONAL ECONOMIC DEVELOPMENT COUNCIL

EDGE has played an active leadership role for the Mohawk Valley Regional Economic Development Council (MVREDC). Edge staff used their expertise to help craft the 2016 Action Plan, while also assisting 35 local companies applying for grant benefits and by providing general outreach to hundreds of other businesses. The 2016 Action Plan was named a "Top Performer" this past December.

IMPACTS SINCE 2011

6,305
Jobs

\$171 Million
CFA Awards

\$915 Million
Investment

313
Projects

5:1
Leverage

2016 AWARD

"Top Performer"

81.9 Million Award

88 Projects

► **Herkimer County**
10 Projects
\$2,606,500 leveraging
\$13,913,635

► **Oneida County**
37 Projects
\$22,602,104 leveraging
\$443,776,717

STRATEGIES

STEM Intensive Industries

Agribusiness

Tourism

Drivers:

Vibrant Communities

Expanded Opportunity

FUNDED BUSINESSES & URBAN PROJECTS

HERKIMER COUNTY:

- Hartman Enterprises
- Herkimer Diamond Mines
- Mountainman Outdoor Supply
- Vets2Farm

ONEIDA COUNTY:

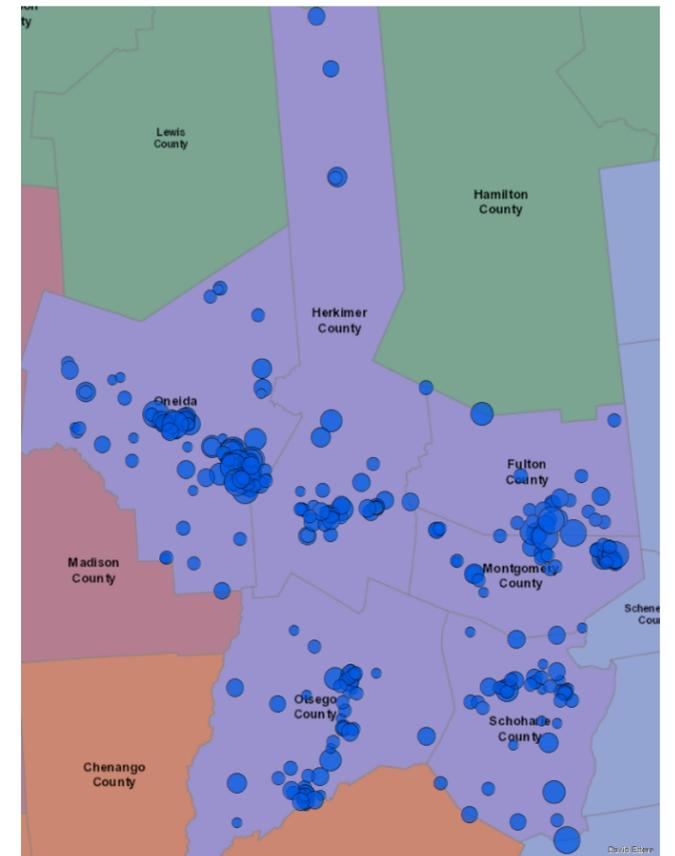
Downtown

- Mechanics Hall Mixed-Use Renovation
- Doyle Hardware
- New Century Club Restoration
- Security Building Restoration
- Utica Harbor Point
- 1900 Bleecker Street Project
- Rome SMART Walk
- Rome Canal Bicentennial

Business

- Griffiss Institute Incubator
- Brightwaters Farms
- Metal Solutions
- MVCC Tech Training
- Marcy Nano Natural Gas Project
- NCI Group Inc.
- Oriskany Manufacturing
- Square Stamping Manufacturing Corp
- Carbone Auto Tech Training
- CABVI Expansion

*Other funded projects include infrastructure, not-for-profit and municipal projects.



MVREDC Projects from 2011-Present

EDGE is a locally-supported regionally-minded organization dedicated to the economic growth and benefit of all members of the Mohawk Valley region.

BUSINESS SUPPORT

BUSINESS OUTREACH

90 62 225 14 25

Site Visits

Business Leads

Business Outreach Contacts

Trade Shows

Community Presentations

COMMERCIALIZATION ACADEMY

Through the first three cohorts of the Commercialization Academy, the program has created more than 20 new businesses and executed 15 technology licensing agreements with the Air Force Research Lab. This is more than the number of executed licensing agreements at all AFRL sites nationwide in the past decade. Through three cohorts, 20 teams have achieved nearly 75 milestones in the business-building process - demonstrating the program's success of taking entrepreneurs and helping them form tech-oriented businesses in the Mohawk Valley. Additionally, the program has already hosted three Demo Days, which gives participating teams the opportunity to showcase their products and businesses, while giving them exposure to program funders, potential investors, and other local business and community leaders. Upon the beginning of EDGE's involvement in the Commercialization Academy program, over \$400,000 was attracted from program funders.

The 2016 year comprised of two Commercialization Academy cohorts - one in the spring and one in the fall. The spring cohort resulted in eight new businesses, which achieved a total of 36 business-building milestones and more than \$180,000 in seed money awarded. The Spring Demo Day, held

at the thINCubator's new home at 326 Broad St. in downtown Utica, was an important day for two participating businesses - One Touch Trust and Xompass - whom each having won a cash prize of \$25,000 for being named a top performer. This day gave participating businesses exposure to program sponsors, local entrepreneurs, and the community in which these businesses will grow as they graduate from the Commercialization Academy. The fall cohort resulted in the creation of seven more businesses, which so far have earned more than \$70,000 in seed money. The Fall Demo Day event, also hosted at the thINCubator, was similarly an important day for two participating businesses that each won a cash prize of \$20,000 for being named a top performer. This Demo Day's top performers were Sensible Spreader and Makelt 3D.

The Commercialization Academy program is already working on attracting its fourth cohort of teams, with the expectation that it will follow the success of the previous cohort by establishing new tech-oriented businesses in the Mohawk Valley, while making Air Force Research Lab technology a more integral part of the local economy.



HOMES AND COMMUNITY RENEWAL GRANTS

Completed Projects:

Sitrin Health Care

In November 2014, Sitrin Health Care was awarded a \$350,000 grant from the New York State Office of Community Renewal, through the assistance of Oneida County and Mohawk Valley EDGE, for the purpose of creating a new patient care unit in formerly vacant space on its existing New Hartford campus. This unit, which is the first of its kind in Upstate New York, provides care for patients with Huntington's Disease - a neurological disease for which there is no cure. The project included renovations of a previously vacant wing to create a 32-bed skilled nursing unit. The construction and renovation of the facility has been completed and was formally opened for patients on August 15. As a result of this project, Sitrin created 26 full-time, permanent jobs to provide care and services. The positions comprise certified nurse aides, recreational therapy assistants, housekeepers, dining services staff, maintenance personnel and clerical staff.

Projects in Progress:

SR Sloan Manufacturing Expansion

In August 2016, S.R. Sloan of Whitesboro was awarded a \$120,000 grant through the New York State Office of Community Renewal, through the assistance of Oneida County and Mohawk Valley EDGE, in order to purchase new production lines and to expand the company's truss and wall panel manufacturing capabilities. The firm is undertaking this expansion to take advantage of a burgeoning economy and a rapidly expanding product niche for pre-engineered and constructed wall panels. S.R. Sloan anticipates significant continued growth in this market, and this expansion will position the company to take advantage of this sales opportunity. S.R. Sloan currently employs 70 workers, and as a result of this project, the company is committing to creating an additional eight full time jobs. So far, most equipment has been purchased and installed. Remaining equipment purchases and installation will be completed in early 2017, with hiring scheduled for the first half of 2017.

2016 ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY PROJECTS

- RCBRC/Owl Wire and Cable, LLC
- New Hartford ExStay
- Marcy Family LLC
- Runnings Supply, Inc.
- Crane-Ballou LLC

- S.R. Sloan, Inc.
- Delta Luxury Apartments, LLC
- New Hartford Lodging Group, LLC
- Kris-Tech Wire Company

DOWNTOWN REDEVELOPMENT

It's the place where people, ideas, and capital interact. In an increasingly virtual world, it is people that continue to drive the innovation economy. As EDGE moves full speed ahead with the build-out of Marcy Nanocenter, we are busy assembling and enhancing the vital components of an ecosystem in which investment and opportunity thrive. The urban centers of Utica and Rome are where it begins.

DOWNTOWN UTICA

Fueled by youth, diversity, and raw entrepreneurial energy, nowhere is the evidence of real transformation more tangible than downtown Utica. The largest city in the Mohawk Valley region is also the most diverse, infrastructure-rich, and most ripe for investment – which is why EDGE continues to focus resources on Utica's urban core. Leveraging local talent and leadership, EDGE has asserted an advanced role in waterfront and main street revitalization efforts in downtown Utica.

Harbor Point. After nearly a decade of planning and brownfield remediation, the cornerstone has been laid which establishes Wurz Ave as the entrance to what will be a world-class waterfront destination. EDGE continues to facilitate critical partnerships between National Grid, O'Brien & Gere, and the NYS Canal Corporation - helping the city to secure nearly \$7 million in funding since 2013 to advance site development and pave the way for an anticipated \$40+ million in new investment.

Bagg's is the new Brooklyn. Inspired by the vision and entrepreneurial spirit of Bagg's Square business and property owners, EDGE is marshaling resources to help turn vision into reality. Extensive outreach and regional advocacy has netted critical financing for adaptive reuse, historic preservation, and craft food manufacturing in Utica's original mixed-use neighborhood.

Downtown Revitalization Initiative (DRI). EDGE collaborated with City staff to develop a targeted, multi-year plan to eliminate decades of blight and energize new investment in Utica's urban core neighborhoods. EDGE is assisting MVHS and other local stakeholders on assembling and preparing a 28-acre inner-city site for a downtown regional medical campus; incorporating green infrastructure, historic fabric, and critical pedestrian connections to the West Side, Genesee Street, and Bagg's Square.

Simultaneously, EDGE and City of Rome staff are collaborating to stitch together the city and Griffiss Business & Technology Park by leveraging one another's unique assets and opportunities for investment.

Advanced Manufacturing. As the city continues to redevelop brownfields and prepare industrial sites for prime time, Griffiss provides the perfect environment for advanced manufacturers like Kris-Tech Wire to modernize and expand operations in the city. EDGE staff assembled an incentive package and real estate to help Kris-Tech stay in Rome and thrive in the global marketplace.

Connectivity. As EDGE moves forward with the completion of the Griffiss Parkway, planners are busy devising the critical connections between the Griffiss Sculpture Trail and the Mohawk River Trail. Once completed in 2018, these trails will comprise an unrivaled alternative transportation network connecting Griffiss to downtown Rome, MVCC, the NYS Barge Canal, and beyond.

Smart Growth. EDGE is working with the city to advance demolition and revitalization of the former Woodhaven/Wright Park Manor sites – totaling 100+ acres of vacant, blighted, and abandoned property in the inside district. Just 12 miles from the Marcy Nanocenter, the Woodhaven-Riverwalk revitalization project is a once-in-a-lifetime opportunity to create one of the most unique and sustainable mixed-use districts in the Northeast.

DOWNTOWN ROME

Mohawk Valley EDGE is helping to spark transformation in Rome's urban core through area-wide planning and brownfield revitalization. Building on the momentum of the Rome Brownfield Opportunity Area, EDGE is assisting the city with area-wide planning, strategic site development, and business assistance.

Brownfield Opportunity Areas.

EDGE and the City of Rome are collaborating to accelerate the redevelopment of brownfields and downtown neighborhoods that they adversely impact. For example, EDGE and RIDC are helping the City of Rome to assemble financing for the remediation and redevelopment of the former Rome Macaroni Factory at 1333 East Dominick. MVEDGE and RCBRC are also managing the \$1.6M remediation of the former Rome Cable Complex 4 site, and recently submitted an application for \$2M in URI funding to complete the demolition and open 40 urban core acres to redevelopment.

Downtown Revitalization Initiative (DRI).

In May, the city of Rome submitted Rome Rises – the city's Downtown Revitalization Initiative proposal to the MVREDC. MVEDGE is working in concert with the city to advance strategic projects identified in the DRI plan, such as the redevelopment of the former Rome-Turney Radiator manufacturing plant on Erie Boulevard. EDGE assisted Rome with an application to NYS for \$500k to move the project forward.

Woodhaven Redevelopment



Cool Places. Rome envisions a distinctive, sustainable, mixed-use neighborhood at the site of the former Woodhaven/Park Drive Estates. In concert, EDGE and the City are pursuing planning and implementation projects downtown and along the Floyd Avenue corridor - leveraging unique assets such as the Mohawk River Trail, Mohawk Valley Community College, and Griffiss Business & Technology Park.



GLOBAL NY

Since 2010, the Mohawk Valley region's exports have increased more than 8 percent, from just over \$1.8 billion to nearly \$2 billion. This strong growth is a result of a strengthening US economy relative to the world economy, a growing regional economy, and the strategic initiatives of several regional partners whose goals are to promote trade and get local products into international markets.

Over this time, the region has seen its strongest export growth in primary metals and agricultural products. It is no surprise then, that the Mohawk Valley region identified advanced manufacturing and agriculture as two of its strategic investment areas. Since 2010, the region's export of metal products increased by 14 percent to more than \$400 million in value per year. Meanwhile the region's growth in agricultural exports increased by 77 percent during this time to more than \$170 million in value per year. In May 2016, with the help of Global NY, local businesses had the opportunity to learn how to get products and services into the market that is often most geographically- and cost-convenient: Canada. In this event, the Rome Area Chamber of Commerce hosted an economic mission from Quebec that included sixteen companies and five municipal governments. The mission from Canada comprised companies whose focus included IT, software, cybersecurity, and unmanned aerial systems. The similarities that existed between these Canadian companies and the existing high tech cluster in the Mohawk Valley made this mission an opportunity for local businesses to explore new partnerships, as well as to expose the Mohawk Valley to Quebec firms as a location for foreign direct investment.

While services such as those offered through the CNYIBA seek to bring local producers into the global market, efforts have been made to also bring the global market to the Mohawk Valley. In May of 2016, the trade commissioner of Ecuador visited Oneida County to discuss future partnerships with regional business and government leaders. As the United States is already Ecuador's largest trade partner, local representatives explored potential trade relationships between Ecuadorian and Upstate New York firms in the agricultural/food processing, textiles, and chemicals industries.

In June, local economic development professionals put the Mohawk Valley on the world stage again by promoting local products and strategic sites while at the Fancy Food Show in New York City with the help of National Grid's Strategic Economic Development Program. This annual event, which is attended by thousands of vendors and food producers from around the world, has become a lucrative opportunity to gain greater international exposure for local producers as well as for foreign firms seeking to invest and expand into the American market. As a result of the Fancy Food Show, local producers such as Smith Packing, Adirondack Distilling, and Mercer's Dairy have increased international attention and penetrated new markets.

In another example of the Mohawk Valley's leverage of New York State exporting support, the Mohawk Valley has sought to capitalize on the availability of exporting assistance through the Global NY Fund, which provides grants of up to \$25,000 to help companies start or increase exporting their product.

The availability of funds through this program allows one of the Mohawk Valley's rapidly growing industries to better access global markets – craft beverages. Brew Central is the engine for making this happen. On behalf of brewers and distillers in the Mohawk Valley and Central New York regions, Brew Central's Craft Beverage Marketing Grant application to the Global NY Fund proposes to perform critical market research and identify appropriate international markets in which to concentrate export efforts.



EAT LOCAL DINNER

The fifth annual Eat Local Dinner held at Mohawk Valley Community College's thINCubator celebrated the farm and food ecosystem that exists in the region. From production, to processing, to distribution and consumption, the Mohawk Valley has created a sustainable local food system that is seeing tremendous growth.

The diversity of businesses that comprise the food and farm ecosystem is immense, representing all facets of the agricultural value chain – specialty crop producers, livestock and dairy farmers, food processors both small and large, wholesalers, shippers, farm insurance and a robust inventory of farmers markets, restaurants and food retailers.

Some of the best food, wine, spirits and beer are grown and produced right in our backyard and over the course of the dinner, many of them were sampled. A special thanks to Deb Richardson and Mike Lynskey at Delta Lake Inn for coordinating and sourcing the meal entirely local.

Frank DuRoss from MVCC, and Tracy Leone from the Food to School Project spoke about how integral local food production is to the regional economy and our youth population to the record crowd of over 200 people.



Platinum Sponsors:

Bond Schoeneck & King, Community Bank, National Grid, NBT Bank, Oneida Indian Nation

Gold Sponsors:

Adirondack Bank, Bank of Utica, Berkshire Bank, Carbone Auto Group, First Niagara Bank, First Source Federal Credit Union, Key Bank, M&T Bank

Silver Sponsors:

Adjusters International, AIS, AmeriCU, BNY Mellon, Cathedral Corporation, ConMed, Excellus BlueCross BlueShield, Gilroy, Kernan and Gilroy, Hayner Hoyt, March Associates, MVCC, Northland Communications, NYSTEC, Saunders Kahler



LEADING EDGE AWARDS

The 15th Annual Leading EDGE Awards, held at SUNY Polytechnic Institute, are an opportunity to recognize businesses and individuals who have made valuable contributions to the region's economy. Keynote Kirk Laney from ams AG spoke to the crowd about how their company is shaping the world with sensor solutions.

2016 LEA Awardees

Dr. Todd Hutton, a guiding force as President of Utica College for the past 18 years. Todd's vision has expanded Utica College with new facilities and academic programs, increased the college's enrollment, has expanded the college's presence with its on-line programs and was instrumental in moving the College's school of business to downtown Utica.

Heidelberg Baking Company, founded by Boyd Bissell, Heidelberg bakes fine artisan breads. Because of its success, Heidelberg is completing a new production facility in Frankfort to support its continued growth.

Kris-Tech Wire, a home grown manufacturer founded in 1984 by Glenn and Gerry Brodock. The next generation of leadership, led by Graham Brodock, just recently built a new manufacturing facility at Griffiss Business and Technology Park in Rome.

The Landmarc Building epitomizes the vision and entrepreneurial spirit of the Pezzolanella family. Their vision and commitment is helping to spark the rebirth of downtown Utica and, in the process, is helping to attract others who are discovering the opportunity to make downtown Utica a cool, hip and exciting place to live, work, eat and play.

Munson Williams Proctor Arts Institute, named after three generations of one family, speaks to our rich history and our deserved reputation as a center for arts and culture. The fine arts center draws in over 170,000 visitors per year and is dedicated to serving diverse audiences by advancing the appreciation, understanding and enjoyment of the arts.

Precisionmatics is representative of our region's manufacturing capability. Founded nearly 46 years ago, they are a family owned and operated manufacturing company that specialize in CNC turned mechanical parts for customers like Remington Arms and GE Aviation. The company is currently constructing a new facility in West Winfield that will almost double its current size.

Christopher Destito Award

At every Leading EDGE Awards we continue to remember, honor, and celebrate a founding EDGE Board member; Christopher Destito. He was a community champion who believed in the potential of the entire region. The Christopher Destito Award was created to honor an individual who possesses the same characteristics as Chris.

Ron Cuccaro is this year's recipient of the Christopher P. Destito Award. Many of you know Ron Cuccaro from his day-job as founding President of Adjusters International, but many of Ron's contributions to the community go way beyond that.

For more than 30 years, Cuccaro has worked to bring together the best regional public adjusting firms to form Adjusters International, a corporation with the capacity to react to widespread natural disasters with the highest level of resources and professional expertise, and a core commitment to its clients for excellence and integrity. The list of organizations and institutions he is involved with is a long one and includes past chair of Mohawk Valley EDGE, current Chair of the Community Foundation of Herkimer and

Oneida Counties, Utica College and The ARC. Ron was also named "Business Person of the Year" in 2011 from the Greater Utica Chamber of Commerce.

Those who know Ron Cuccaro and have witnessed firsthand the drive, dedication and energy he devotes to any project agree that he personifies the quote he has hanging in his office "Whatever you can do or dream you can, begin it. Boldness has genius, power and magic in it."

This event and much of the work EDGE does would not be possible without the help of our financial supporters and partners.

Sponsors of the Leading EDGE Awards

Platinum: M+W Group, O'Brien & Gere

Gold: Bond, Schoeneck & King, Carbone Auto Group, Community Bank, Community Foundation, KeyBank, National Grid, NBT Bank, Oneida Indian Nation

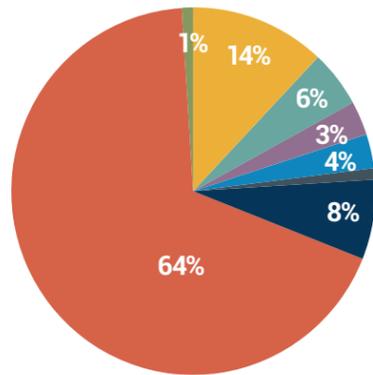
Silver: Adjusters International, Basloe, Levin and Cuccaro, Cathedral Corporation, Charles A. Gaetano Construction Corp., Indium Corporation, March Associates, NYSTEC, Plumley Engineering, The Fountainhead Group

Bronze: Adirondack Bank, Bank of Utica, Berkshire Bank, First Niagara, First Source Federal Credit Union, M&T Bank

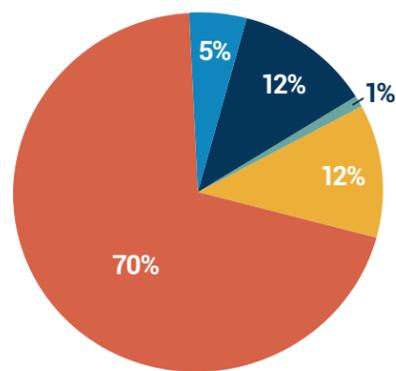
Supporters: Hayner Hoyt Corporation, Simon Eisenbach Productions, Workforce Investment Board

2015 CONSOLIDATED STATEMENTS

SUPPORT AND REVENUE



	DOLLARS	PERCENTAGE
Federal, State, and Local Government Grants	2,043,804	14
National Grid Support	608,996	4
Local Business Contributions	396,803	3
Lease Income	1,234,516	8
Interest Income	100,913	1
Administration Fee Agreements	895,483	6
New York State Grants & Other Support for Marcy Nano Center @ SUNY IT	9,368,891	64
Other Income	95,923	1
	14,745,328	100



EXPENSES

	DOLLARS	PERCENTAGE
Business Development	1,901,788	12
Revolving Loan Program	113,572	1
Property Development Program	1,857,566	12
Management and Operations	821,757	5
Marcy Nanocenter	10,715,865	70
	15,410,548	100

SUPPORTERS

- Adirondack Bank (MacClark)
- Adjusters International
- AmeriCU
- Angelucci, Mark
- Assured Information Security
- Bank of America/Charitable Foundations
- BNY Mellon
- Bank of Utica
- Bartell Machinery
- Basloe Levin & Cuccaro
- Berkshire Bank
- Black River Systems
- Bond, Schoeneck and King
- Burrows Paper Corp.
- Carbone Autogroup
- Cathedral Corporation
- Charles A. Gaetano Construction Corp.
- Community Bank
- Community Foundation of Herkimer and Oneida Counties
- Computer Connection of CNY
- ConMed Corporation
- D'Arcangelo & Co.
- ELG Utica Alloys, Inc.
- Empire Fiberglass Products
- Excellus BlueCross BlueShield
- First Niagara Bank
- First Source Federal Credit Union
- Fountainhead Group
- Getnick, Livingston & Atkinson
- Gilroy Kernan & Gilroy, Inc.
- GPO Federal Credit Union
- Hamilton College
- Hancock & Estabrook, LLC
- Hayner Hoyt Corp.
- Herkimer County Community College
- Holland Farms
- Hummel's Office Plus
- Indium Corporation
- International Wire
- Key Bank
- M+W Group
- M & T Bank
- M3 Business Service Network, LLC
- March Associates
- Matt Brewing Company
- McCraith Beverage
- McQuade and Bannigan
- Mohawk Hospital Equipment
- Mohawk Valley Water Authority
- Mohawk Valley Handicapped Services (UCP)
- Mohawk Valley Health Systems
- MVCC
- National Grid
- NBT Bank
- Nelson Financial
- Northland Communications
- NYSTEC
- O'Brien & Gere
- Onegroup Inc.
- Oneida Indian Nation
- Oriskany Manufacturing
- Pacemaker Steel & Piping Co. Inc.
- Paige Group
- Plumley Engineering
- Powerline Constructors
- Professional Transmission & Converter
- Revere Copper Products, Inc.
- Richard Alexander & Co.
- Ritter and Paratore Contracting, Inc.
- Rome Sentinel Company
- RSS Asset Holdings
- Saunders Kahler, L.L.P.
- Scalzo, Zogby & Wittig
- Strategic Financial Services
- Stropp Appraisal
- Sturges Manufacturing
- SUNY Polytechnic Institute
- Utica College
- Utica First Insurance
- UIDC
- Utica National Insurance
- Vicks

EDGE STAFF



Steven Dimeo
President



Shawna Papale
Senior Vice
President Economic
Development
and Administration



Frederick Arcuri
Senior Vice
President Planning
and Development



Maureen Carney
Controller



Peter Zawko
Vice President
Economic
Development



Mark Kaucher
Vice President
Economic
Development



Jennifer Waters
Vice President
Communications



Christian Mercurio
Vice President
Planning and
Development



Tim Fitzgerald
Project Manager



Nicholas Bruno
Project Manager



Laura Cohen
Project Manager



Anthony Gerardo
Senior Accountant



David Ciccone
Accountant



Debra Laughinghouse
Administrative
Assistant

GLDC STAFF



Frank Sanzone



Ted Lojba



Paul Brodfuehrer



Elizabeth Washburn



Karl Baird



Lewis Brood



Peter Hnelosub



Jordan Swalgin

394 HANGAR ROAD CORP.



Howie Matta
Operations
Manager

BOARDS

EDGE BOARD

BOARD CHAIR:
Eve Van de Wal

BOARD CHAIR ELECT:
Dave Manzelmann

VICE CHAIR:
Patrick Becher

VICE CHAIR:
Gene DeCondo

TREASURER:
John Buffa

Brian R. Anderson
Mark Angelucci
Rocco Arcuri, Sr.
Peter T. Baildon
Patrick J. Becher
Francis J. Behlmer
John F. Buffa
Sondra Butcher
Enessa Carbone
Laura Casamento
Joseph M. Cirillo
H. Thomas Clark
Richard Creedon
Ronald A. Cuccaro
Geno DeCondo
Alicia Dicks
Ronald J. Edwards
William C. Gaetano
Marianne Gaige
Robert Geer
Lawrence T. Gilroy
Charles Green
Raymond Halbritter
Gregory Harden
Kirk B. Hinman
Justin Hummel

Michael Kallet
David Kavney
Alan R. Leist III
John J. Livingston
Brian R. Loughlin
David M. Manzelmann
Nicholas O. Matt
Nicholas L. Mayhew
James P. McCarthy
Mary Malone
McCarthy
Cathleen McColgin
Howard D. Mettelman
Michael Morrill
Thomas J. Nelson
M. Brian
O'Shaughnessy
Chris Papayanakos
Phillip G. Paras
Michael J. Parsons
Scott Perra
Mark A. Pfisterer
Luke A. Pomilio
F. Eugene Romano
Michele Salisbury
Fred Schweizer
Richard Tantillo
Eve Van de Wal
Randall J. VanWagoner
Stephen B. Waters
Sabrina Webster

GRIFFISS LOCAL DEVELOPMENT CORPORATION

BOARD CHAIR:
Elis Delia

BOARD VICE CHAIR:
Kevin Martin

TREASURER:
Douglas W. Bartell

Franca Armstrong
James Cusack
Deborah Grogan
Kevin Martin
John J. Mazzaferro
David Russell
Russell Stark
Erin E. Weiman

ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

CHAIR:
David C. Grow

VICE CHAIR:
Natalie Brown

Ferris Betrus
Michael Fitzgerald
Mary Faith Messenger
Eugene F. Quadraro
Stephen Zogby

ROME INDUSTRIAL DEVELOPMENT CORPORATION

PRESIDENT:
Ron Edwards

VICE PRESIDENT:
Dave Bovi

TREASURER:
Dennis Surace

Carol Manuele
William Nicholson
Steve Waters
Frank Carzo
Tim Birnie
William Guglielmo
Michelle Salisbury

UTICA INDUSTRIAL DEVELOPMENT CORPORATION

PRESIDENT:
William Gaetano

VICE PRESIDENT:
Thomas Nelson

SECRETARY:
John Snyder

Thomas Bashant
Sam Bernardino, III
Al Carbone
Thomas I. Ellis
Michael Fitzgerald
William C. Gaetano
Mary Ann
Hallak-Serwatka
John Kenealy
William Kline
Alfred Kupiec
John J. Livingston
Brian R. Loughlin
Thomas J. Nelson
William F. Nicholson
Robert Palmieri
Edward Paparella
Michael J. Parsons
Morris Pearson
Robert Raffle
Gary Scalzo
Eric Smith
John H. Snyder
James Stewart
Philip M. Williams

PARTNERS

nationalgrid

National Grid supports a variety of Mohawk Valley EDGE initiatives. National Grid Strategic Marketing Grants provide dollars to drive projects, including Marcy Nanocenter at SUNY Polytechnic Institute, as well as direct marketing and sales calls for renewable energy development. As a vital partner to all EDGE's efforts, National Grid has been a steadfast supporter and trusted advisor.



Collaborating with EDGE on workforce development.



Collaborating with EDGE on workforce and entrepreneur initiatives.



Collaborating with Centerstate CEO to advance the FAA designated test site at Griffiss.



Collaborating with EDGE to promote the Marcy Nanocenter at SUNY Polytechnic Institute.



Collaborating with EDGE on project leads.



Partnering to advance the Marcy Nanocenter site.



Collaborating on regional economic development.

Bagg's Square Association
BOCES Consortium of Continuing Education
Boilermaker Road Race
Boonville Chamber of Commerce
Camden Chamber of Commerce
Chamber Alliance of the Mohawk Valley
Center for Economic Growth
CenterState CEO
City of Rome
City of Utica
Clinton Chamber of Commerce
Cornell Cooperative Extension
NYS Department of Labor
Food Policy Advisory Council
Genesis Group
Greater Utica Chamber of Commerce
Griffiss Local Development Corporation
Griffiss Park Landowners Association
Griffiss Utility Services Corporation
Hamilton College
Herkimer County
Herkimer County Chamber of Commerce
Herkimer College

Herkimer County Empire Zone
Herkimer County Industrial
Development Agency
Kuyahooro Valley Chamber of Commerce
Leadership Alliance for a Vital Community
Marcy Chamber of Commerce
Mohawk Valley Applied Technology
Corporation
Mohawk Valley Community College
Mohawk Valley Economic
Development District
Mohawk Valley Regional Economic
Development Council
Mohawk Valley Resource Center for Refugees
Mohawk Valley Small Business
Development Center
Mohawk Valley Water Authority
New Hartford Chamber of Commerce
New York Family Business Center
New York Power Authority
New York State Economic
Development Coporation
Oneida County

Oneida County Industrial
Development Agency
Oneida County Local Development
Corporation
Resource Center for Independent Living
Rome Area Chamber of Commerce
Rome Community Brownfield
Restoration Corporation
Rome Industrial Development Corporation
Sculpture Space
Solid Waste Management Authority
SUNY Polytechnic Institute
TedX-Utica
Trenton Chamber of Commerce
United Way of the Valley and
Greater Utica Area
Utica College
Utica Office of Urban and Economic
Development
Utica Industrial Development Corporation
Utica Industrial Development Agency

20 *Years of Service*

Thank you **Shawna Papale** for your hard work and dedication.

MOHAWK VALLEY
EDGE

584 Phoenix Drive • Rome, NY 13441
(315) 338-0393 • info@mvedge.org

mvedge.org

MarcyNanocenter.com

GriffissBusinessPark.com

facebook.com/mvedge