EDGE MISSION

Strengthen and Grow the Mohawk Valley Economy

INITIATIVES

UNIFIED ECONOMIC DEVELOPMENT STRUCTURE

Using partnerships to advance key projects-regional initiatives and sustain the region’s momentum.

1. BUSINESS SUPPORT
   Business outreach, downtown redevelopment-community development

2. BUSINESS DEVELOPMENT
   Strategic site development, trade shows, presentations

3. MOHAWK VALLEY REGIONAL ECONOMIC DEVELOPMENT COUNCIL
   Consolidated funding application and support and alignment of regional development strategy

4. GRIFFISS BUSINESS AND TECHNOLOGY PARK
   Regional Employment Center - Air Force Research Lab, cyber ecosystem, Griffiss International Airport – UAS and Aviation Development
### 2016 BUSINESS OUTREACH

<table>
<thead>
<tr>
<th>Business Leads &amp; Sales Call</th>
<th>Business Outreach Contacts &amp; Site Visits</th>
<th>Trade Shows</th>
</tr>
</thead>
<tbody>
<tr>
<td>62</td>
<td>315</td>
<td>14</td>
</tr>
</tbody>
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### 2017 Q1 BUSINESS OUTREACH

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<tr>
<th>Business Leads &amp; Sales Call</th>
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<tr>
<td>21</td>
<td>110</td>
<td>03</td>
</tr>
</tbody>
</table>

- Industry Strategy Symposium - Nano
- MRO Americas - Aviation, AUVSI - UAS
- ASMC - Nano
- Semicon West - Nano, Semicon Europa - Nano
- Fab Owners Association - Nano
- ConFab - Nano
- Fancy Food Show - Agribusiness (Mercer’s Dairy, Adirondack Distilling, Smith Packing, DeIorio’s)
- Site Selectors Guild - General
BUSINESS SUPPORT: Downtown Redevelopment

The place where people, ideas and capital interact.

EDGE Project Lead (Contract in place)
- Rome Cable Complex 4
- Woodhaven Redevelopment
- Downtown Connectivity

EDGE Project Support
- Brownfield Opportunity Areas
- 1333 East Dominick
- Downtown Revitalization Initiative

EDGE Project Support
- MVHS Downtown Hospital
- Downtown Revitalization Initiative
- Harbor Point
- Bagg’s Square
- Redevelopment
  - Former ConMed, Doyle Hardware, 123 Hotel Street, Globe Mills, Mechanics Hall, Former Rite Aid Building, 98 Genesee Street
BUSINESS DEVELOPMENT: Commercialization Academy

- Now in its 4th cohort
- More than 20 new businesses have been formed
- 95 business-building milestones have been achieved
- More than $300,000 has been spent on business-building activities by the teams
- More than a dozen AFRL technology licensing agreements have been executed
  - More than had been executed in the previous decade
MOHAWK VALLEY REGIONAL ECONOMIC DEVELOPMENT COUNCIL

6,305 Jobs
$171 Million CFA Awards
$915 Million Investment
313 Projects
5:1 Leverage

“Top Performer”
$81.9 Million Award
88 Projects

2016 Oneida County
37 Funded Projects
$22,602,104

2016 Herkimer County
10 Funded Projects
$2,606,500

Identifying projects for Upstate Revitalization Funding ($50 million) and broken project money. (Rome Cable, Harbor Point bulk head walls, MVHS downtown site, UC, Comm. Academy)

Staff sits on agribusiness, tourism and STEM work groups.

STRATEGIES

Industry sectors:
• STEM Industries
• Agribusiness
• Tourism

Enabling Strategies:
• Workforce – Education
• Entrepreneurship
• Vibrant Communities
• Opportunity for all

IMPECTS SINCE 2011

2016 AWARD

MOHAWK VALLEY EDGE
GRIFFISS BUSINESS AND TECHNOLOGY PARK

PARK IMPACTS

$600 MILLION CapEx since Griffiss Park was created in 1995

$3.2 MILLION in taxes generated in 2016 annually from Griffiss Park

5,784 EMPLOYEES from 29 counties

79 BUSINESSES located in Griffiss Park
GRIFFISS BUSINESS AND TECHNOLOGY PARK

- Demolition of Building 240 to create a 28 acre development site with frontage on NYS Rt. 825
- Construction of access road Floyd Ave – Roundabout NYS 825 - approved
  First tenant: Stewart’s Shops

EDGE/GLDC positioned project for $10 million from New York State DOT to complete NYS Rt. 825 through Griffiss
EDGE working in concert with Griffiss International Airport are implementing a strategy to leverage NYS assets to attract and expand UAS and aviation related opportunities.

- Working with staff to respond to lead requests and leveraging state and local incentives to attract and expand industry opportunities
- Development of and support of transformational economic development projects including development of the Airfield Triangle and funding to build test instrumentation range
- Facilitating local site selection assets and information
- Formulating and executing public finance strategies to support key projects

Cooperating Marketing Initiatives:
- Attend MRO Annually since 2006
- In Discussions with Airport Staff on resuming NBAA
- Attended representing the Airport at Site Selection Guild
- Participating in AUVSI Trade Show for UAS
- EDGE staff attended UTM Conference in Syracuse with demonstrations at Griffiss
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.

$30 Million investment from NYS to develop 50-mile flight traffic management system between Syracuse and Griffiss International Airport.
Marcy Nanocenter Overview
Business Development – Advanced Electronics Initiative: Marcy Nanocenter

Site Readiness:

• 428 acre site zoned Planned Development - Nanotechnology Manufacturing
• All major site permitting and regulatory approvals in place
• Key infrastructure improvements completed or in process
• EDGE is designated lead developer for SUNY and has ground sublease for site
• New York re-appropriated $638 M for Nano Utica initiatives – that includes dedicated funding to support construction, furnishing, equipping of fab and other project improvements
Marcy Nanocenter Layout

Customer Substation

Supply Chain Campus

Planned Fab Development

Planned Fab Development

Planned Fab Development

Planned Fab Development

Planned Fab Development

Planned Fab Development
In 2016, EDGE stepped in and took over $49.1 M in site infrastructure programming for the Marcy site from FSMC.
Marcy Nanocenter 2016 Infrastructure Summary

$49.1M site infrastructure improvements through Mohawk Valley EDGE

<table>
<thead>
<tr>
<th>Infrastructure Description</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>CRA National Grid (Edic Substation, autotransformers &amp; other electrical equipment)</td>
<td>$30.59 million</td>
</tr>
<tr>
<td>Dual Circuit 115 kV Transmission Line – including civil works package for customer substation</td>
<td>$8.85 million</td>
</tr>
<tr>
<td>8,000 LF extension of 24” water main, including 2nd redundant water feed</td>
<td>$2.28 million</td>
</tr>
<tr>
<td>4,100 LF extension of 24” sanitary sewer &amp; 450 LF of 12” sewer main</td>
<td>$1.07 million</td>
</tr>
<tr>
<td>1 mile extension of 12” natural gas main (distribution line)</td>
<td>$1.75 million</td>
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<tr>
<td>Paving of Ring Road</td>
<td>$2.65 million</td>
</tr>
<tr>
<td>Engineering, Inspection Services, Financing Fees &amp; Soft Costs</td>
<td>$1.91 million</td>
</tr>
<tr>
<td><strong>Total Estimated Budget:</strong></td>
<td><strong>$ 49.1 million</strong></td>
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## Marcy Nanocenter 2017 Infrastructure Summary

$29.1M site infrastructure improvements through Mohawk Valley EDGE

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<tbody>
<tr>
<td>Customer Substation</td>
<td>$15.75 million</td>
</tr>
<tr>
<td>National Grid 2.5 mile 12” natural gas main</td>
<td>$10.00 million</td>
</tr>
<tr>
<td>Site Grading, Stabilization and Erosion Control</td>
<td>$1.45 million</td>
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<tr>
<td>Underground Duct-bank</td>
<td>$0.35 million</td>
</tr>
<tr>
<td>Engineering, Inspection Services, Financing Fees &amp; Soft Costs</td>
<td>$1.55 million</td>
</tr>
<tr>
<td><strong>Total Estimated Budget:</strong></td>
<td><strong>$29.10 million</strong></td>
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Contact Us

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