WELCOME

EDGE Board of Directors
September 19, 2017
Q3 Update
BUSINESS DEVELOPMENT: Strategic Site Development

**FULL BUILD-OUT SUPPORTS:**

- 3+ semiconductor plants with potential to attract $12 billion or more in investment
- 4,000 direct jobs
- 8,000 indirect supply chain jobs in Upstate economy
- Induced economic impacts
## MARCY NANOCENTER: SITE INFRASTRUCTURE PROGRAMMING

<table>
<thead>
<tr>
<th>2016 Funded Infrastructure Description</th>
<th>Cost</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>CRA National Grid (Edic Substation, autotransformers etc.)</td>
<td>$30.59 million</td>
<td><strong>Under Construction</strong></td>
</tr>
<tr>
<td>Dual Circuit 115 kV Transmission Line – Site Package Customer Substation</td>
<td>$8.85 million</td>
<td><strong>Contract Awarded – Work Commenced</strong></td>
</tr>
<tr>
<td>8,500 LF extension of 24” water main, including 2nd redundant water feed</td>
<td>$2.28 million</td>
<td><strong>Contract Awarded – Work underway</strong></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>
<td><strong>Done</strong></td>
</tr>
<tr>
<td>1 mile extension of 12” natural gas main (distribution line)</td>
<td>$1.75 million</td>
<td><strong>Done</strong></td>
</tr>
<tr>
<td>Completion of Ring Road</td>
<td>$2.65 million</td>
<td><strong>Programmed 2017</strong></td>
</tr>
<tr>
<td>Engineering, Planning, Inspection Services, Financing Fees &amp; Soft Costs</td>
<td>$1.91 million</td>
<td></td>
</tr>
<tr>
<td><strong>Total Estimated Budget:</strong></td>
<td><strong>$49.1 million</strong></td>
<td></td>
</tr>
</tbody>
</table>
# MARCY NANOCENTER: 2017 INFRASTRUCTURE PROGRAM

<table>
<thead>
<tr>
<th>Proposed 2017 Infrastructure Description</th>
<th>Cost</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phase 2 – 2.5 Mile Natural Gas Main (Utica to SUNY-Marcy Parkway)</td>
<td>$10.0 million</td>
<td>National Grid has awarded contract. Contractor to mobilize in early July</td>
</tr>
<tr>
<td>Site Development – erosion and site stabilization</td>
<td>$1.45 million</td>
<td>Design contract awarded. Site civil package 90% ready – to be bid in July</td>
</tr>
<tr>
<td>Customer Substation</td>
<td>$15.75 million</td>
<td></td>
</tr>
<tr>
<td>Telecom Duct Bank</td>
<td>$0.35 million</td>
<td></td>
</tr>
<tr>
<td>Design, CM, Fees, Insurance, General Conditions, Project Adm. &amp; Interest</td>
<td>$1.55 million</td>
<td></td>
</tr>
<tr>
<td><strong>Total Estimated 2017 Budget:</strong></td>
<td>$29.10 million</td>
<td></td>
</tr>
</tbody>
</table>
Transformers
Marcy Nanocenter Site
Water Line
QUARTERLY UPDATE
BUSINESS SUPPORT: Outreach Q3 2017

Targeted Industry Sectors: Stem Intensive Industries, Agribusiness, Tourism

18

Ongoing Business Leads & Sales Call

- 7 Advanced Electronics
- 2 UAS
- 4 Manufacturing
- 3 Agribusiness/Food Processing
- 1 Finance
- 1 Cyber

60

Business Outreach Contacts & On-Site Visits

Q2: 78
Total: 248

- On-site visits to companies
- Consolidated Funding Application Outreach
- USDA Grant Funding
Thank you to National Grid for their support of our marketing programs.

Trade Shows/Industry Events
Q2: 3
7 Total
Semicon West

Community Presentations
Q2: 11
35 Total
Utica Common Council, Semicon West, Site Selectors, Commissioner Zemsky, Oneida County Board of Legislators, Talk of the Town, Keeler Show, WKTV, WUTR, Waterfront Village Design Project, Woodhaven Public Meeting, Young Scholars
BUSINESS SUPPORT: Downtown Redevelopment Q3

The place where people, ideas and capital interact.

EDGE Project Lead (Contract in place)
- Harbor Green Infrastructure (Under construction)
- Rome Cable Complex 4 (Working with DEC on remediation and demo)
- Woodhaven Redevelopment (Demo ongoing)

EDGE Project Support
- Brownfield Opportunity Areas
  - 1333 East Dominick (Bid awarded)
  - Downtown Revitalization Initiative ($10 Million Award Winner)
  - Rome Waterfront Harbor Way (RFP Issued)

EDGE Project Support
- MVHS Downtown Hospital
- Harbor Point
- Redevelopment
  - Former ConMed, Doyle Hardware, 123 Hotel Street, Globe Mills, Mechanics Hall, Former Rite Aid Building, 98 Genesee Street
CITY OF ROME: Woodhaven Redevelopment Area

100+ acre redevelopment parcel at the gateway of Griffiss and MVCC Rome

Demolition of 140 structures ongoing

GEIS underway
BUSINESS SUPPORT: 2017 Q3 Ongoing Projects

**STEM Intensive Industries**
- P-Tech Program (Support)
- Commercialization Academy (Demo Day)
- Whitesboro Youth Science/Tech Academy (Working with National Grid for support)

**Agribusiness**
- USDA Rural Development Grant (Admin)
  - Sangerfield Ag Feasibility (Support)
  - Assisted 3 Businesses in applying for grants
- REDC AG Asset Map (Support)

**Tourism**
- Downtown Redevelopment
- Waterfront Redevelopment
- Expansion Hotel Rooms (OCIDA)
- Griffiss Sculpture Garden (Admin)
- Mighty Waters (Admin)
- Closing the Gaps on the Erie Canal (CFA)
- Rome Harbor Watertower Lighting (Admin)
- Brew Central Global NY Outreach (Support)
EDGE applies for USDA funding on behalf of small business and municipalities. EDGE will own the equipment and lease back that equipment for between 7-10 years, depending upon the specific project. The advantages to the business are multiple: 1) acquisition of equipment without new debt service, 2) tax treatment of the equipment asset on the P&L, rather than the balance sheet, and 3) additional available cash flow over the term of the lease. EDGE receives lease payments over the term of the lease.

2017:
Clayville Ice Products, Inc.- $68,000
• Equipment purchase to expand ice bagging and production
Sherrill Manufacturing- $85,000
• Equipment purchase and upgrades to expand manufacturing of flatware
Joe’s Jerky and County Store- $37,700
• Equipment purchase of delivery truck to expand wholesale production of jerky
Identifying projects for Upstate Revitalization Funding ($50 million) and broken project money.

Staff sits on agribusiness, tourism and STEM work groups.

**IMPACTS SINCE 2011**
- 7,072 Jobs
- 462 Projects
- $1.74 Billion Investment
- $444.1 Million NYS Investment
- 7:1 Mobilization Ratio

**2017 Round VII Priorities**
- Five Top Performer Awards
  - $20 million in ESD capital
  - Downtown Revitalization Support
- $10 million- Rome
- Consolidated Funding Application Support
- Focus on:
  - Placemaking, Workforce, Tradeable Sectors, Innovation, Downtown Revitalization, Opportunity Agenda, Economic Clusters

**2017 Round VII Workplan**
- Downtown Revitalization Support
- Consolidated Funding Application Support
- Plan Implementation Team
- Project Development Committee
- Plan Due October 2
2017 MVREDC PRIORITY PROJECTS

39 Priority Projects

$154 M Investment

$20 M Recommended Funding

8:1 Mobilization Ratio
2017 PROJECTS

Funding Breakdown

Priority Projects by County Recommended

<table>
<thead>
<tr>
<th>County</th>
<th>Recommended</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fulton</td>
<td>1.90%</td>
</tr>
<tr>
<td>Herkimer</td>
<td>22.70%</td>
</tr>
<tr>
<td>Montgomery</td>
<td>12.55%</td>
</tr>
<tr>
<td>Oneida</td>
<td>57.87%</td>
</tr>
<tr>
<td>Otsego</td>
<td>4.45%</td>
</tr>
<tr>
<td>Schoharie</td>
<td>0.54%</td>
</tr>
</tbody>
</table>

Consolidated Funding Application

<table>
<thead>
<tr>
<th>County</th>
<th># CFA Submitted</th>
<th>Total Project Cost</th>
<th>Funding Requested</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fulton</td>
<td>13</td>
<td>$4,887,538</td>
<td>$2,740,869</td>
</tr>
<tr>
<td>Herkimer</td>
<td>21</td>
<td>$36,935,396</td>
<td>$11,663,368</td>
</tr>
<tr>
<td>Montgomery</td>
<td>23</td>
<td>$43,944,585</td>
<td>$8,375,608</td>
</tr>
<tr>
<td>Oneida</td>
<td>74</td>
<td>$159,852,335</td>
<td>$37,698,925</td>
</tr>
<tr>
<td>Otsego</td>
<td>25</td>
<td>$17,230,335</td>
<td>$6,655,667</td>
</tr>
<tr>
<td>Schoharie</td>
<td>17</td>
<td>$17,420,757</td>
<td>$11,551,869</td>
</tr>
<tr>
<td>Total</td>
<td>173</td>
<td>$280,270,946</td>
<td>$78,686,306</td>
</tr>
</tbody>
</table>

Total Priority Projects: $20 Million

Total Consolidated Funding Application: $280,270,946

Recommended Projects:

- Fulton: 13 CFA Submitted, $4,887,538, $2,740,869
- Herkimer: 21 CFA Submitted, $36,935,396, $11,663,368
- Montgomery: 23 CFA Submitted, $43,944,585, $8,375,608
- Oneida: 74 CFA Submitted, $159,852,335, $37,698,925
- Otsego: 25 CFA Submitted, $17,230,335, $6,655,667
- Schoharie: 17 CFA Submitted, $17,420,757, $11,551,869

Total: 173 CFA Submitted, $280,270,946, $78,686,306
GRIFFISS BUSINESS AND TECHNOLOGY PARK

NYS Rt. 825 under construction: Expected substantial completion December 2017

Stewart’s Shops: Construction started August, est. opening October 2017
Save the Date

November 9th EDGE’s Eat Local Dinner, location TBD

December 12th EDGE Q4 Board Meeting and Holiday Party, Hotel Utica