EDGE Model: Coordinated Economic Development Delivery

Griffiss Local Development Corp
Cardinal Griffiss Realty LLC.

Rome Industrial Development Corp.

Oneida County City of Rome
City of Utica

Utica Industrial Development Corp.

Griffiss Institute
Cyber Research Institute
Cyber NY Alliance

Oneida County Industrial Development Agency
Oneida County LDC

ATTRACTION New Businesses
ASSIST Existing Businesses
ALIGN Strategies with Regional Efforts
ACT Make it Happen

Each entity is a separate corporation/agency with a separate board of directors and unique financial statements.
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
BUSINESS SUPPORT: Outreach Q2 2017

Targeted Industry Sectors: Stem Intensive Industries, Agribusiness, Tourism

30

Ongoing Business Leads & Sales Call

- 15 Advanced Electronics
- 1 UAS
- 2 Manufacturing
- 11 Agribusiness/Food Processing (Fancy Food Show Company Mtgs)
- 1 Finance

France, Germany, California, Arizona, NYC

78

Business Outreach Contacts & On-Site Visits

Q1: 110
178 Total

On-site visits to companies

Consolidated Funding Application Outreach
BUSINESS SUPPORT: Outreach Q2 2017

03
Trade Shows/Industry Events
Q1: 3
6 Total
AUVSI - UAV
Fancy Food Show - Agribusiness
ConFab - Nano

11
Community Presentations
Q1: 10
21 Total
Small Business Development Center, Utica Rotary, Young Entrepreneurs Academy, Mohawk Valley Association of Engineers, Air Force Research Lab Engineers/Small Business Event, Deerfield Place, CEG 87/90 Summit, Town of Marcy, Genesis, Syracuse IDA, Leading EDGE Awards

Thank you to National Grid for their support of our marketing programs

nationalgrid
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 mobilization this week)

EDGE Project Support
- Brownfield Opportunity Areas
  - 1333 East Dominick (Bid awarded)
  - Downtown Revitalization Initiative (Submitted)
- Rome Waterfront Harbor Way (RFP Issued)
- MVHS Downtown Hospital
- Harbor Point
- Redevelopment
  - Former ConMed, Doyle Hardware, 123 Hotel Street, Globe Mills, Mechanics Hall, Former Rite Aid Building, 98 Genesee Street
BUSINESS SUPPORT: 2017 Q2 Ongoing Projects

STEM Intensive Industries

- ais (Building expansion complete)
- P-Tech Program (Support)
- Commercialization Academy (Demo Day)
- Whitesboro Youth Science/Tech Academy (Working with National Grid for support)
- Consolidated Funding Application Support
  - 8 ongoing applications

Agribusiness

- USDA Rural Development Grant (Admin)
  - Sangerfield Ag Feasibility (Support)
  - Assisted 3 Businesses in applying for grants
- REDC AG Asset Map (Support)
- Hosted Trade Rep from Mexico
- Consolidated Funding Application Support
  - 6 ongoing applications

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)
- Erie Canal Bicentennial (Committee)
- Brew Central Global NY Outreach (Support)
- Consolidated Funding Application Support
  - 3 ongoing applications
BUSINESS DEVELOPMENT: Commercialization Academy

SPRING 2017
AIR FORCE RESEARCH LABORATORY
COMMERCIALIZATION ACADEMY DEMO DAY
JUNE 29, 2017
1101 FLOYD AVENUE, ROME NY
FREE ADMISSION
5:00 PM - 8:00 PM

Brought to you by the
Air Force Research Laboratory Information Directorate in Rome, New York
@AFRLCommAcademy @GriffissInst @WasabiVentures #CADemoDaySpring17

EVENT MADE POSSIBLE BY:

nationalgrid
OCIDA
NYSTEC
Rome Industrial Development Corporation
the INCubator
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>7,500 LF extension of 24” water main, including 2nd redundant water feed</td>
<td>$2.28 million</td>
<td><strong>Contract Awarded</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

### Proposed 2017 Infrastructure Description

<table>
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<tr>
<th>Description</th>
<th>Cost</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phase 2 – 2.5 Mile Natural Gas Main (Utica to SUNY-Marcey 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><strong>$29.10 million</strong></td>
<td></td>
</tr>
</tbody>
</table>
MOHAWK VALLEY REGIONAL ECONOMIC DEVELOPMENT COUNCIL

Identifying projects for Upstate Revitalization Funding ($50 million) and broken project money.

Staff sits on agribusiness, tourism and STEM work groups.

**IMPACTS SINCE 2011**
- 6,305 Jobs
- $171 Million CFA Awards
- $915 Million Investment
- 313 Projects
- 5:1 Leverage

**2017 Round VII Priorities**
- Five Top Performer Awards
  - $20 million in ESD capital
- Downtown Revitalization
  - $10 million - 1 per region
- 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
GRIFFISS BUSINESS AND TECHNOLOGY PARK

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

Stewart’s Shops: Expected construction start July 2017

Ais expansion construction completed
FAA estimates 7 million UAS vehicles in US Airspace by 2020
NASA has been charged by the FAA to develop methods of monitoring and managing UAS traffic
NASA recently completed a three-week national campaign to further test and refine UAS at Griffiss
Flight tests focused on Beyond Visual Line-of-Sight operations
Tests included flying fixed-wing and multi-rotor platforms of unmanned aircraft simultaneously to support real mission scenarios that included search and rescue, bridge, railway and runway inspection
SAVE THE DATE

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AIR FORCE RESEARCH LABORATORY COMMERCIALIZATION ACADEMY DEMO DAY
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EVENT MADE POSSIBLE BY:
Please join us for Griffiss Business and Technology Park’s

Business After Hours

Tuesday, August 22, 2017, 5 -7 PM
Griffiss Institute
725 Daedalian Drive, Rome NY 13441

RSVP to 337-1700 by August 15

Free admission, catering by Delta Lake Inn, featuring Jones Family Farm Gelato, Saranac beer and music by Jerry Dee & the Dovetones!