



Welcome to Genesee County

New York's Buffalo-Rochester Metro Corridor



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GCEDC VP Business & Workforce Development

WELCOME TO THE BUFFALO-ROCHESTER METRO CORRIDOR





#2 The Batavia Micropolitan Area
**MICROPOLITAN
IN THE COUNTRY**
by Site Selection Magazine
Top 10 in USA – 14 Years Running



BUFFALO-ROCHESTER METRO CORRIDOR

Rochester



CANADA

NIAGARA FALLS

Buffalo

LAKE ERIE

*Genesee County
Connecting the
Buffalo-Rochester
Metro Corridor*

Batavia



Partnered with,



Sponsored by,





Welcome to New York

New York offers many incentives for manufacturers, resulting in **over \$20 Billion** of public and private investment in high-tech industries.



No Manufacturing Tax

No tax on manufacturing equipment

No tax on inventory

No sales tax



No Personal Property Tax

No personal property tax

Real estate tax discounts



Investment Tax Credits

Refundable tax credits- 5%

R&D tax credits



Energy Programs

Low Cost Hydropower, grants, and energy efficiency rebates



Capital Grants

Capital grants for companies creating jobs and investments

A LITTLE BIT OF HISTORY

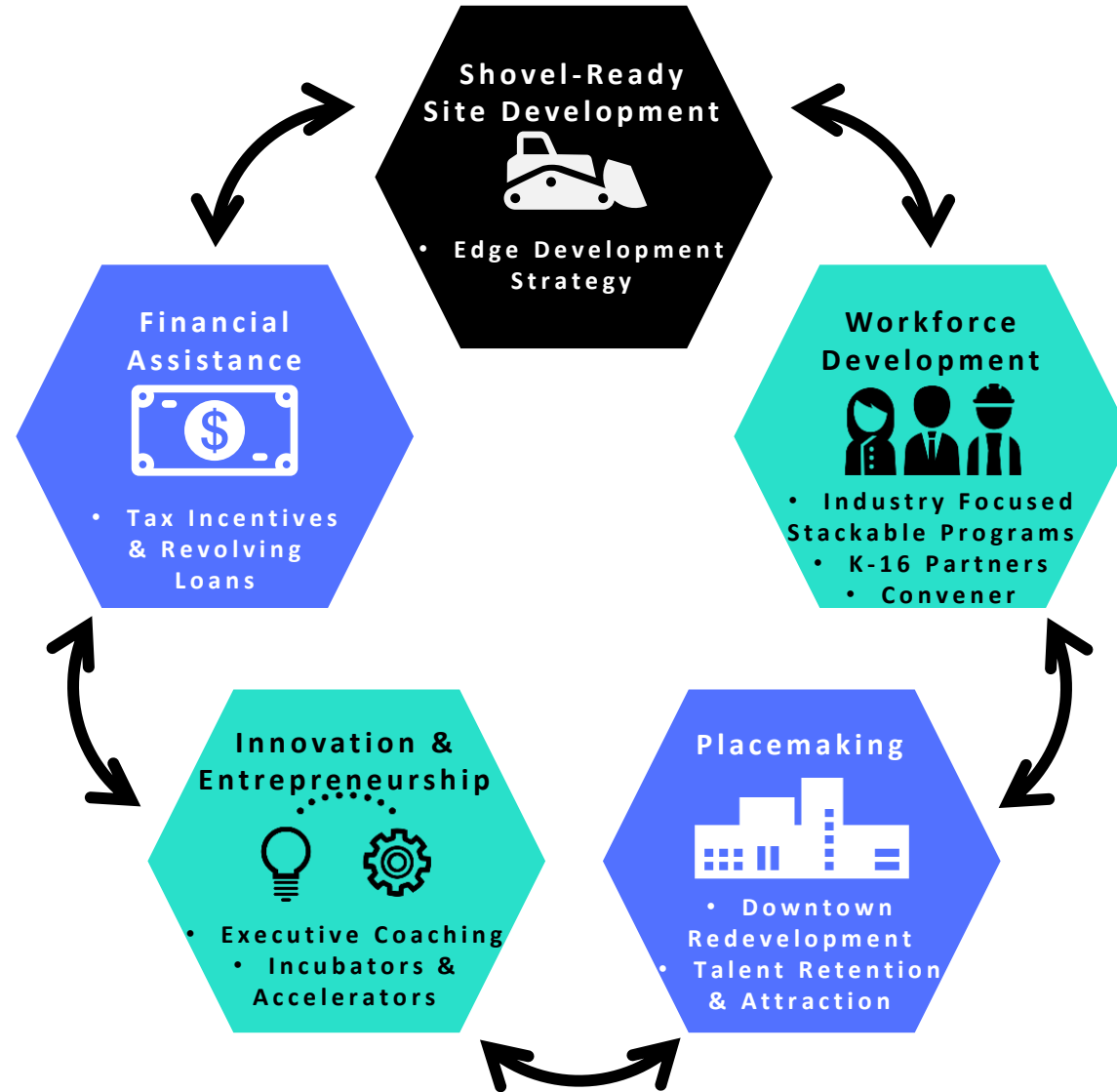
The Genesee County Economic Development Center (GCEDC) is a one-stop-shop, providing comprehensive economic development services to companies looking to relocate to our area.

The GCEDC has developed and owns seven shovel-ready sites, including the Western New York Science and Technology Advanced Manufacturing Park (WNY STAMP) and the Genesee Valley Agri-Business Park.

\$1 Billion in capital investment has been made in Genesee County in the last decade, and 4,200 jobs have been pledged by these companies.



DEVELOPMENT MODEL FOR A VIBRANT COMMUNITY





NYS DOWNTOWN REVITALIZATION INITIATIVE BATAVIA-GENESEE COUNTY 2017 \$10M WINNER



Innovation & Entrepreneurship



- Executive Coaching
- Incubators & Accelerators

Buffalo, NY



NYS Center of Excellence Bioinformatics & Life Sciences



Batavia, NY



Rochester, NY



Welcome to the Buffalo-Rochester Metro Corridor



Population Base

New York's second and third largest metropolitan areas and NY's top-performing micropolitan area for business (Site Selection).

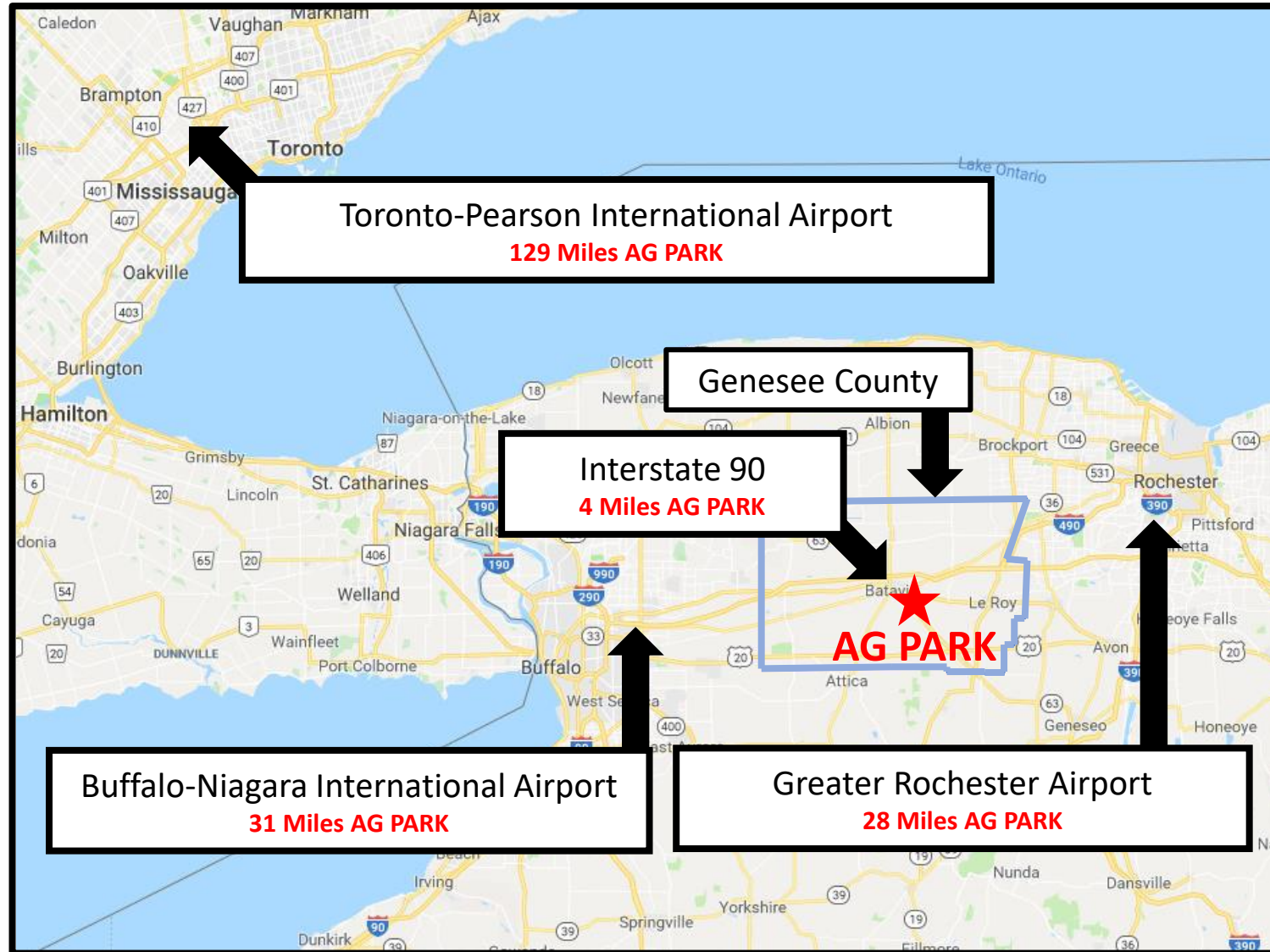
2.3 million people live within a 60-mile commute, 1 million with college degrees.



Education & Research

World-class STEM and high-tech assets at 57 colleges and universities; engineering hub.

Cornell University's internationally recognized agricultural research and market-supporting programs located within an hour's drive of Genesee Valley Agri-Business Park.



Interstate I-90

The New York State Thruway (1-90) Exit 48 is four miles from Genesee Valley Agri-Business Park, creating mile-a-minute commutes for workforce, hiring.

125 million people live and work within a 10-hour drive from Genesee County.

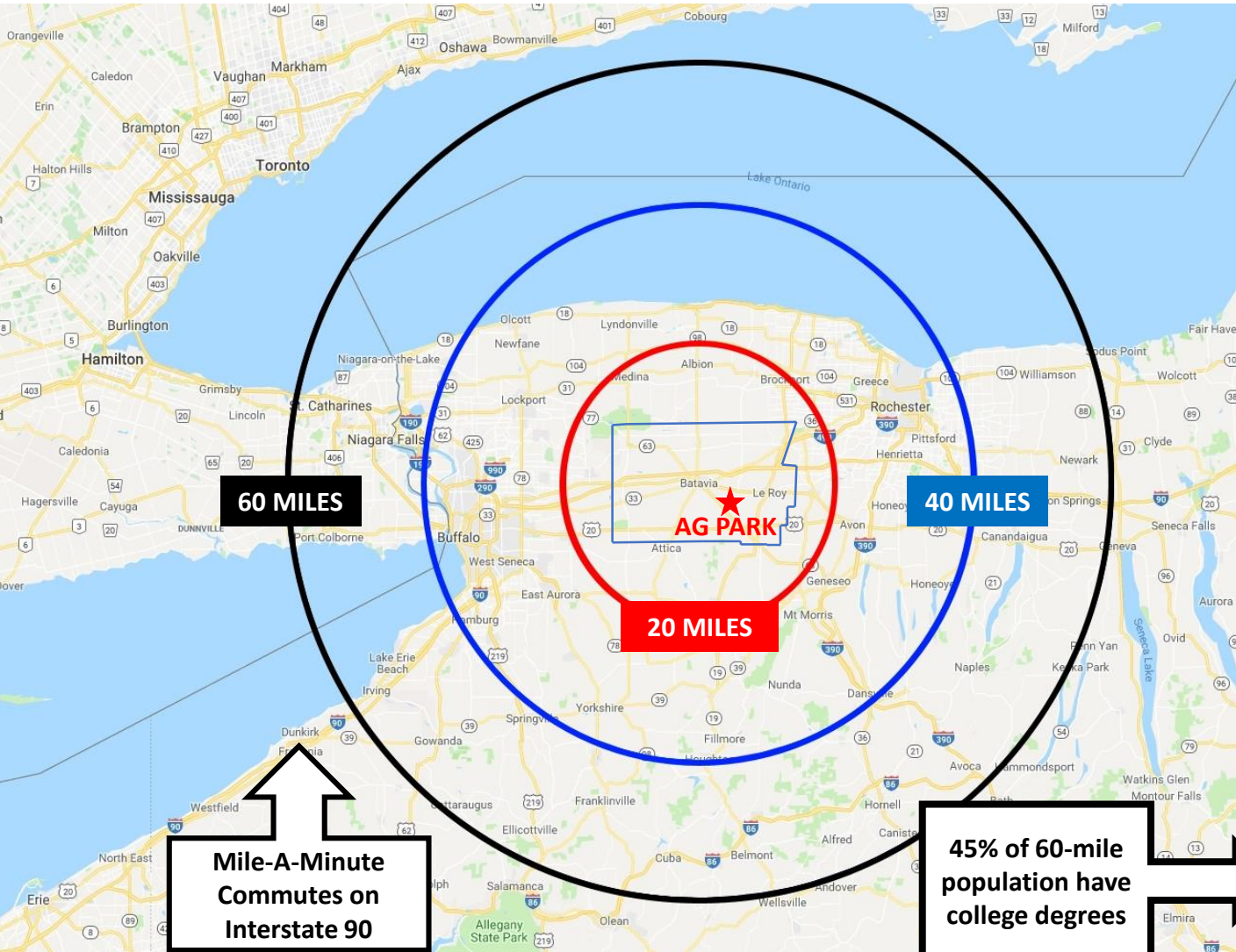


Airports

Private, direct domestic and international flights at Buffalo, Rochester and Toronto airports.

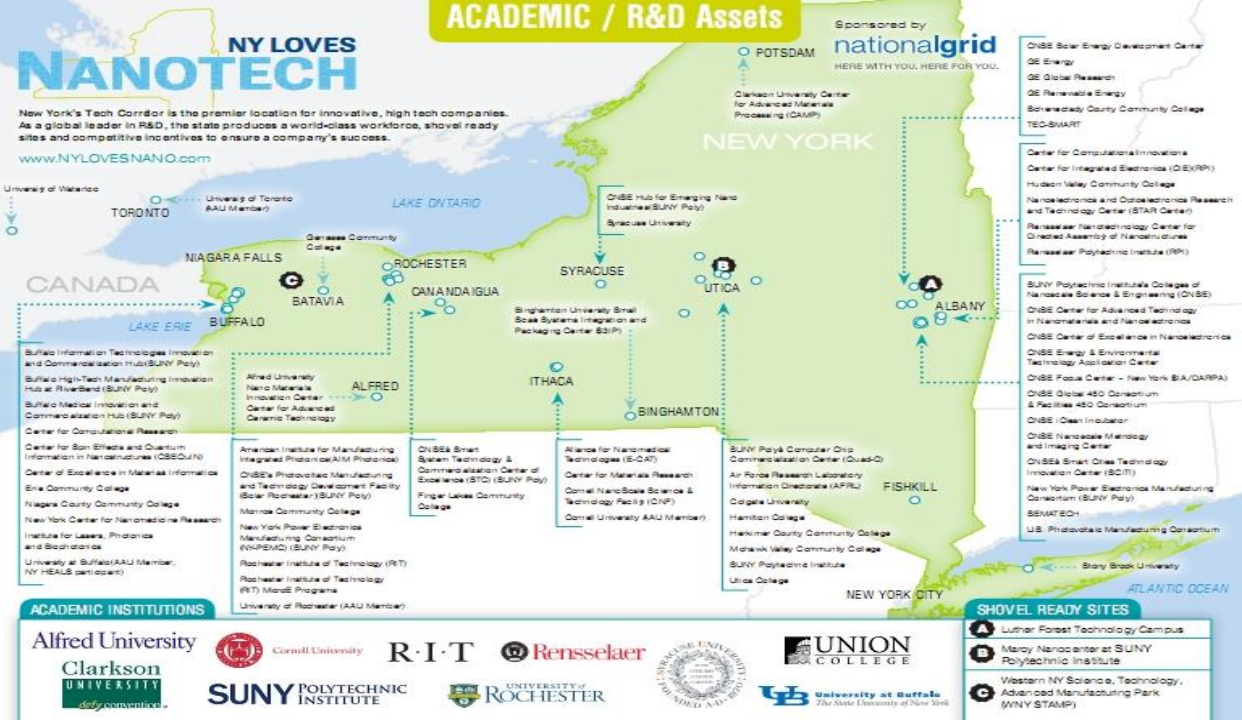
Genesee Valley Agri-Business Park is 31 miles to Buffalo-Niagara International; 28 miles to Greater Rochester International; 129 miles to Toronto-Pearson International.

Buffalo-Rochester Metro Corridor's Population Supports Growth



Demographics	20 Miles	40 Miles	60 miles
Total Population	323,575	1,668,737	2,282,464
Median Age	44.4	41	41.4
Per Capita Income	\$35,803	\$30,314	\$31,850
Total Households	126,629	680,565	933,583
Average Household Income	\$89,462	\$72,783	\$76,326
Median Household Income	\$65,355	\$52,681	\$54,494
Median Home Value	\$159,546	\$133,565	\$138,740
Educational Attainment (Total Population age 25+)			
Less than 9th Grade	2.20%	2.90%	2.80%
9th-12th Grade, No Diploma	5.10%	6.40%	6.20%
High School Graduate, GED, or Alternative Credential	29.80%	29.50%	28.20%
Some College, No Degree	17.10%	18.40%	17.80%
Associates Degree	12.30%	12.40%	12.30%
Bachelor's Degree	17.80%	17.20%	18.20%
Graduate/Professional Degree	15.70%	13.20%	14.50%

Source: Esri – U.S. Census Bureau, Census 2010 Summary File1. Esri forecast for 2018



NY LOVES NANOTECH

New York's Tech Corridor is the premier location for innovative, high tech companies. As a global leader in R&D, the state produces a world-class workforce, shovel ready sites and competitive incentives to ensure a company's success.

ACADEMIC INSTITUTIONS

- Alfred University
- Clarkson University
- Cornell University
- R-I-T
- Rensselaer
- SUNY POLYTECHNIC INSTITUTE
- UNIVERSITY OF ROCHESTER
- UNION COLLEGE
- University at Buffalo (AAU Member, NY INBUS partner)
- University of Rochester (AAU Member)

SHOVEL READY SITES

- Luther Forest Technology Campus
- Marcy Nanocenter at SUNY Polytechnic Institute
- Western NY Science, Technology, Advanced Manufacturing Park (WNY-STAMP)

Workforce Development

- Industry Focused Stackable Programs
- K-16 Partners
- Convener

Genesee County Economic Development Center New York Academic and R&D Assets

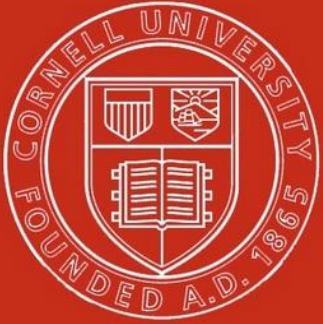
460 colleges and universities
1.3 million students enrolled
335,000 students graduate annually
Over 30,000 engineers enrolled annually statewide

Genesee County Economic Development Center Metro Corridor Academic and R&D Assets

57 Colleges and Universities
300,000 enrolled annually
75,000 graduates annually
Over 17,000 engineers enrolled annually







Cornell University



Genesee
Community
College

Community College Integration Workforce Support & Development

Stackable Programs: certificates, 2-year associates degrees and 4-year bachelors degrees

Food Processing Certificate (GMP, Food Safety, Lean)

2 Year Food Processing Technology Programs
(Genesee Community College)

2+2 Engineering Programs
(Genesee Community College and Cornell University)

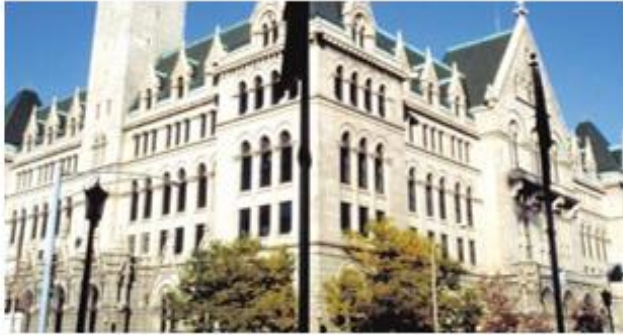
Buffalo-Rochester Metro Corridor Community Colleges

5 Community Colleges and 53,000 Students for Training and Recruiting

**Workforce
Development**



- Industry Focused
- Stackable Programs
- K-16 Partners
- Convener



SUNY Erie (ECC)



**Niagara County Community
College (NCCC)**



**Genesee Community College
(GCC)**



**Monroe Community College
(MCC)**



**Finger Lakes Community
College (FLCC)**

Workforce Development



- Industry Focused Stackable Programs
- K-16 Partners
- Convener

BUFFALO-ROCHESTER METRO CORRIDOR WORKFORCE DEVELOPMENT

Workforce Training Centers Partner to Deploy Skill-Specific Workforce Programs



MONROE COMMUNITY COLLEGE (MCC) FINGER LAKES WORKFORCE DEVELOPMENT CENTER

Advanced manufacturing and technician level training
\$18 Million in development at a new downtown
Eastman Business Park Campus location in Rochester

NORTHLAND TRAINING CENTER

\$44 Million investment in downtown Buffalo
Custom workforce ramp up plans
Advanced manufacturing training programs in partnership with
SUNY- Alfred State, Buffalo State and Erie Community College





STEM 2 SUCCESS

Workforce Development



- Industry Focused Stackable Programs
- K-16 Partners
- Convener

Metro Corridor
Workforce
Alignment
Strategy

Connectivity

- K- 12
- P-Tech's/ Vocational Schools
- STEM Hubs
- Finger Lakes Advanced Manufacturing Enterprise (FAME)
- Colleges/ Universities

Stackable Programs

- Certificate Programs
- Associate Degrees
- Bachelor's Degrees
- Advanced Degrees

GENESEE COUNTY - 7 SHOVEL-READY SITES



**Genesee Valley Agri-Business
Park Batavia 250 Acres**



**WNY STAMP
Alabama 1250 Acres**



**Buffalo East Food & Tech
Park 67 Acres**



**LeRoy Food & Tech Park
75 Acres**



**Apple Tree Acres
Bergen 185 Acres**



**Upstate Med & Tech Park
Batavia 34 Acres**



**Gateway II Corp. Park
Batavia 56 Acres**

Genesee Valley Business Park

The Speed of Business – 250 Shovel Ready Acres





Genesee Valley Agri-Business Park

Move at the Speed of Business – 250 Acres in Batavia, NY



Location

4 Miles to Interstate 90
CSX Rail Access On-Site
Climate Suited for Industry



Zoning

Zoned Industrial
20, 30, 60 Acre Sites
Site Plan Approved < 15 Days
Building Permit Approved < 45 Days



Electric

+/- 15 MW Available,
Dual 115 kV Substation
+/- 8 MW Available, 34/5 kV
+/- 2.5 MW, 13.2 kV



Water/Sewer

+/- 1 MGD Available (Expandable)
12" Water Main On-Site
(Lake Ontario)
12" Sewer Main On-Site



Natural Gas

4" and 8"
Medium-Pressure Pipelines



Data

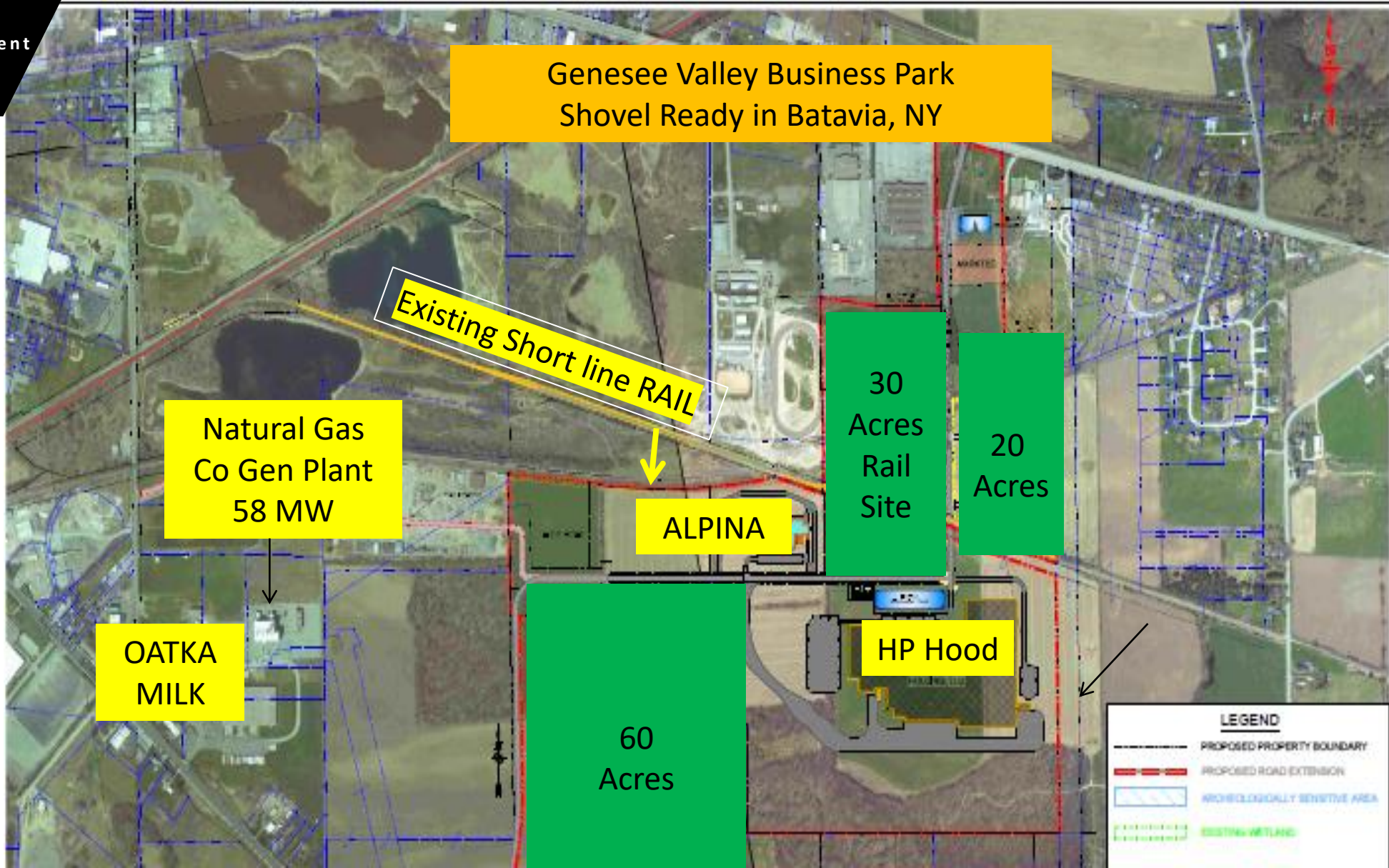
Fiber Optics
Accessible from Verizon,
Empire Access

Genesee Valley Business Park – Site Assets

Shovel-Ready
Site Development



• Edge Development
Strategy





New York State Incentives

Cash Grants

Excelsior Tax Credit Program

New York State Investment Tax Credit (ITC)

New York State Employment Incentive Tax Credit (EITC)

Special Tax Credit for Manufacturers

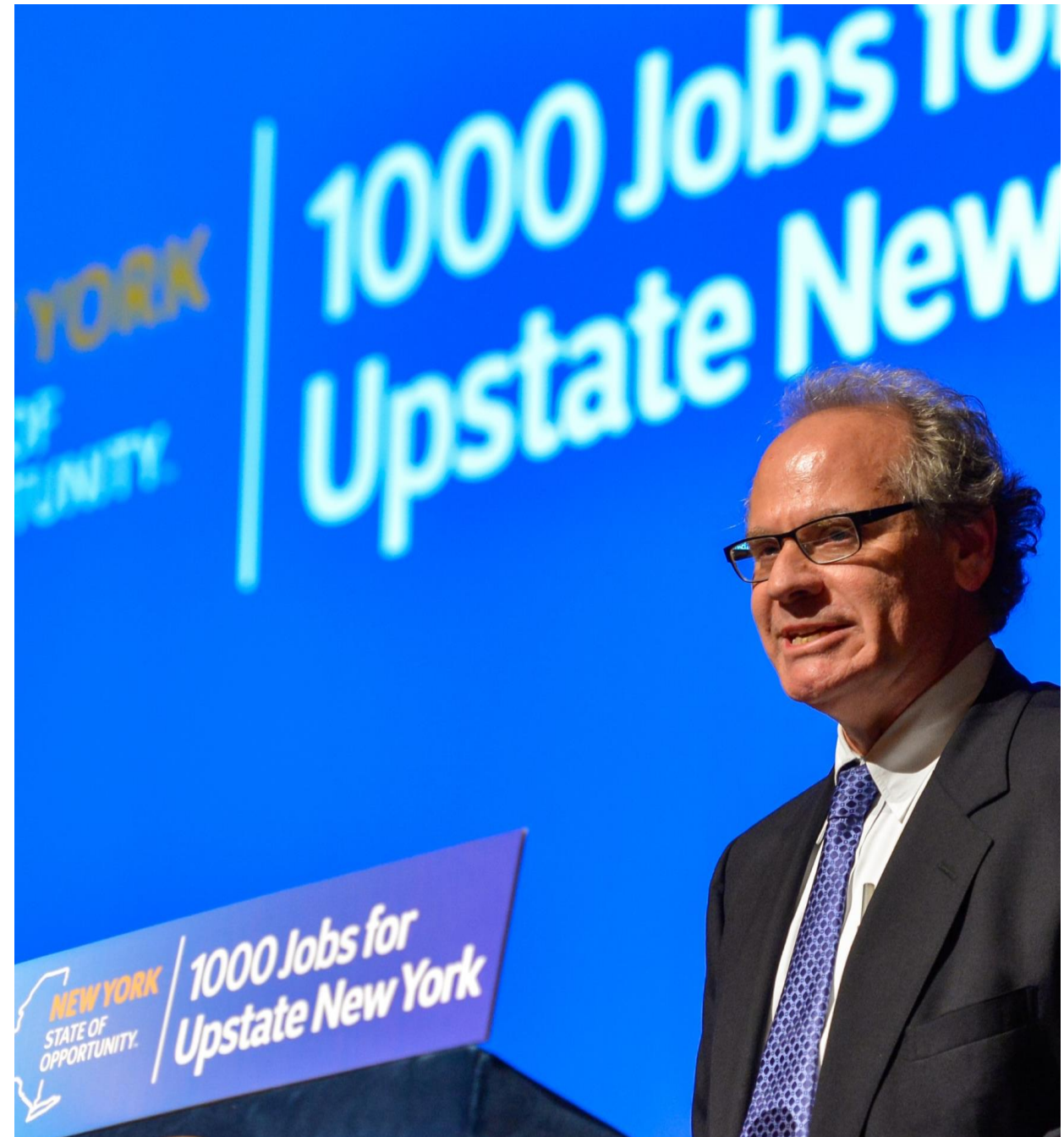
Job Development Authority Direct Loans

New York Power Authority Hydropower

New York State Energy & Research Development Authority Grants and Loans

New York State Office of Community Renewal Grants and Loans

Workforce Training Incentives



Regional Incentives



Upstate Revitalization Initiative (URI) Cash Grants

National Grid Capital Investment Incentive Grants

National Fuel Gas Discount Program

ReCharge NY – New York Power Authority Hydro Power

Workforce Development Programs and Grants

Financial
Assistance



- Tax Incentives
& Revolving
Loans

Genesee County Local Incentives



The Genesee County Economic Development Center is a one-stop shop coordinating your workforce talent needs and state, regional and local incentives.

- Real Property tax exemptions
- Sales tax exemptions
- Mortgage tax exemptions
- Re-Charge NY - Blended Rate of Low-Cost Hydro Power with Market
- Upstate Revitalization Initiative (URI) Cash Grants
- Workforce Development Program and Grants
- \$3 Million Rail Grant

Genesee County and New York Thank You for Your Interest



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visit us at gcedc.com