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WNY REGIONAL ECONOMIC DEVELOPMENT COUNCIL ANNOUNCES EXCELSIOR JOBS PROGRAM PRIORITY PROJECTS

The Western New York Regional Economic Development Council today announced its recommended Excelsior Jobs Program tax credits priority projects. The Excelsior projects have the potential to create and retain 833 jobs with a total project cost of nearly \$100 million. The companies have requested \$26.58 million in state assistance.

The eight Excelsior projects selected to be part of the Western New York Regional Economic Development Council's priority projects represent a substantial commitment to growth, either in employment or investing significant capital. Several of the Western New York strategic industry sectors, including health/life sciences, advanced manufacturing and renewable energy, are priorities for Excelsior tax credits.

The companies recommended by the Western New York Regional Economic Development Council to receive Excelsior Jobs Program tax credits are:

- Ascion
- Calspan
- Computer Task Group
- DuPont
- Hebel
- Immco Diagnostics Inc.
- Sentient
- WATT Fuel Cell Corporation

“What is driving this proposal is a vision for creating a vibrant region that is a worldwide destination for people to live, learn, work and visit—and for entrepreneurs to invest their time and capital,” said

Western New York Regional Council co-chair and President of the University at Buffalo Satish Tripathi. “We have recommended these eight companies for immediate state support because we think encouraging them to expand in and relocate to New York can be a significant catalyst in this regard. The projects represent critical opportunities to build upon the region’s strengths and competitive advantages, and they have the potential to immediately accelerate job creation and economic growth.”

“The submission of these recommended projects for Excelsior Jobs Program tax credits is a step toward a transformed economy,” said Western New York Regional Council co-chair and Managing Partner at Larkin Development Group Howard Zemsky. “These projects all have the potential to move the needle in creating jobs and long-term prosperity in our region and can be undertaken immediately.”

The Excelsior Jobs Program priority projects, along with other priority projects identified by the Council on November 9, collectively support direct creation/retention of more than 1,500 jobs with nearly \$285 million in capital investment and \$74 million in state investment. The Council submitted its final strategic plan and list of priority projects on November 14.

Governor Cuomo has made \$1 billion available for the 10 Regional Councils, including \$200 million in competitive funding. A Strategic Plan Review Committee will analyze and compare each region’s Strategic Plan. Based upon this review, four regions will be awarded up to \$40 million each in capital funding and tax credits to be applied toward the priority capital projects identified in their plans. The remaining allocations will be divided among the other six regions.

The Regional Economic Development Councils represent a fundamental shift in the state’s approach to economic development—from a top-down development model to a community-based approach that emphasizes regions’ unique assets, harnesses local expertise and empowers each region to set plans and priorities.

The Western New York Regional Economic Development Council is one of ten regional councils across New York that will serve as a single point of contact for economic activity in the region. Through their strategic planning process, the councils will identify and expedite priority projects that demonstrate the greatest potential for job growth.

Each regional council will develop a plan for the development of their region, which will provide a regional vision for economic development, address critical issues and opportunities, and lay out an implementation roadmap for future growth. The state will work with the regional councils to align state resources and policies, eliminate unnecessary barriers to growth and prosperity, and streamline the delivery of government services and programs to help the Regional Councils carry out their plans for development.

To learn more about each region and their economic development plans, visit www.nyworks.ny.gov.

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Western New York Regional Economic Development Council Excelsior Jobs Program Priority Projects

- **Ascion** manufactures and distributes adjustable beds and operates the national customer care call center for Tempur-Pedic adjustable beds. Applicant will construct a new 87,000 square foot building

and purchase equipment in order to expand its existing business and develop and grow a new line of product.

- **Calspan** will build a 90,000 square foot facility to test collision avoidance features and renovate more than 50,000 square feet of existing building space. The project will create 95 net new jobs by the fifth year and retain 100 jobs. Moreover, Calspan intends to share these new capabilities by establishing the Calspan Training Institute at the project location. The campus will principally provide research and development capability that will lead the auto safety industry.
- **DuPont Corian®** is currently the market leader in the solid surfacing industry (residential and commercial countertops) and will bring new process technologies in their area to its Yerkes (Buffalo) site. These new technologies are targeted at providing unique aesthetics, improved quality and enhanced material performance and will allow for future growth opportunities for the company.
- **Computer Task Group, Inc.** intends to create 240 net new full-time jobs in the field of computer engineering, computer programming, computer analysis and functional analysis, which will conduct scientific research and development activities intended to discover information that would eliminate uncertainty concerning the development or improvement of a product or process over the next five years.
- The **Hebeler Expansion Project** will expand the production of Liquid Natural Gas fuel tanks for medium and heavy duty trucks due to increased market demand and will require an acquisition of a new or a modification of an existing building to create at least 60,000 square feet of manufacturing space.
- **Immco Diagnostics Inc.** expansion of its manufacturing facilities will create at least 50 new jobs in the next five years. Its expansion of R&D department will create another 12 new jobs over the next five years and its expansion of Reference Lab facilities will increase three additional jobs.
- **Sentient** is an advance manufacturing, material genome company that will move the company's headquarters, R&D and manufacturing operations from Idaho Falls, ID, to Niagara Falls, New York. Sentient performs contracts for the U.S. Departments of Defense and Energy and is a leader in the steel and bearing-gear industry.
- The **WATT Fuel Cell Corporation** is a developer of Solid Oxide Fuel Cell (SOFC) systems that will operate on many readily available hydrocarbon fuels, such as natural gas, propane, JP-8, diesel and various renewable fuels. It seeks to move into a new facility as it secures work from around the world.