

**A. MDA - New York Indoor Environmental Quality Center (W258, W390 and W678)**  
June 28, 2011

**Grantee:** Metropolitan Development Association of Syracuse & Central New York, Inc. ("MDA")

**ESD Investment:** Grants of up to \$469,000 to be used for program and administration costs associated with the New York Indoor Environmental Quality Center programs and projects.

**Project Location:** 572 South Salina Street, Syracuse, Onondaga County

**Project Completion:** October 31, 2014

**Grantee Contact:** Robert M. Simpson, President & CEO  
572 South Salina Street  
Syracuse, NY 13202  
Phone: 315-422-8284 Fax: 315-471-4503

**Project Team:**

Project Management	Jessica Hughes
Affirmative Action	Helen Daniels
Environmental	Soo Kang

**Project Description:**

Background

The MDA, established in 1959, is a private, not-for-profit corporation representing the business leadership of the Central New York ("CNY") region. It carries out a number of functions and activities as determined by its board of directors, including economic development, downtown and neighborhood redevelopment, regional strategic planning, and real estate management. Its full-time staff supports not only the MDA, but also a number of affiliated companies, including the Downtown Committee of Syracuse, the University Hill Corporation and the Lakefront Development Corporation.

In 2010, the MDA and the Syracuse Chamber of Commerce formed the CenterState Corporation for Economic Opportunity ("CenterState") to enhance regional economic development through the alignment of programs and services with maximum efficiency and effectiveness. Programs and services have been grouped into seven core lines of business, including Business Development, Innovation & Entrepreneurship, Infrastructure Initiatives, Workforce Alignment, Government Relations & Business Advocacy, Chamber of Commerce/Business Services, and Regional Marketing. The MDA serves and works with not only its member-companies, but also non-member firms in the CNY region, colleges and universities, and public sector planning and development entities.

## **MDA - New York Indoor Environmental Quality Center (W258, W390 and W678)**

June 28, 2011

The New York Indoor Environmental Quality (“NYIEQ”) Center, Inc. was established in July 2000 as a result of the MDA’s Vision 2010 and Essential New York Initiative regional economic strategies, which identified Central New York as having a unique cluster in the field of environmental systems. It was formed to pursue collaborative research and economic development projects related to indoor environmental quality (“IEQ”). In 2005, the NYIEQ became closely aligned with the Syracuse Center of Excellence in Environmental and Energy Systems (“Syracuse COE”), and expanded its focus to pursue collaborative research and economic development projects related to IEQ, water resources and clean and renewable energy.

CenterState and the Syracuse COE have recently formed a partnership to grow businesses in the energy and environmental fields. This new formal collaboration brings together the business and economic development assets of CenterState with the extensive research and academic assets of the Syracuse COE. Together they will work to: attract new businesses and launch technology applications; create partnerships between new businesses and establish industry leaders in this sector; and open doors for companies to solve business challenges and find new market opportunities by connecting them with regional universities and top researchers.

The organizations believe that the key to converting the region’s research strengths into economic development benefits is linking universities/researchers with their industry counterparts. Such collaboration is essential if new products and processes are to be developed and commercialized. Matching grant programs are the most effective method when compared with other types of industry and university partnerships that exist to promote technology commercialization. By seeding these relationships, the program seeks to increase innovation, technology commercialization and job creation within the CNY regional economy. Since 2001, the ESD Directors have approved over \$5 million in legislative-sponsored grants to help the MDA with costs related to programs such as the Essential New York Initiative Program, the Commercialization Assistance Program and the Grants for Growth Program, which help seed meaningful applied research projects between universities and industry that have the potential to create jobs and develop or commercialize new technology.

### The Projects

CenterState and the Syracuse COE will use the grant funds to support the funding of university-industry collaboration projects to help bring new products and services to market. The grants will fund seed programs that offer up to \$75,000 per award to eligible businesses within both the environmental systems cluster and other sectors for which CNY has demonstrated unique competitive advantages. Some of these sectors may include advanced manufacturing, life sciences and medical devices, digital and electronic devices, and renewable energy. Awards will be used to seed meaningful applied research projects

**MDA - New York Indoor Environmental Quality Center (W258, W390 and W678)**

June 28, 2011

between universities and industry that have the potential to create jobs and develop or commercialize new technology. University and industry partners are responsible for matching the award at a minimum ratio of 1:1. By seeding applied research relationships between universities and industry, the program seeks to increase innovation and technology commercialization within the CNY regional economy.

Proposals by grant applicants will be evaluated and selected by an advisory committee comprised of individuals from both universities and industry, based on scientific merit, economic benefit to CNY, private sector support, university commitment, and infrastructure and technical feasibility. Awardees will be required to demonstrate an economic benefit within a six-to- twelve-month period, and in no case, beyond three years. As part of the application process, companies will be required to identify and measure such things as new direct employment, new direct revenue, timing of anticipated return on investment, and economic impact and potential indirect economic impact on CNY. The MDA will conduct comprehensive monitoring and on-going support services for the awardee companies and will routinely collect documentation of economic impact and proof of scientific discovery and intellectual property advancement such as provisional patents, secured patents, invention disclosures, and academic journal articles.

Upon completion of the project, the Grantee will furnish a final report describing the impact and effectiveness of the projects.

Financing Uses	Amount	Financing Sources	Amount	Percent
Program Costs *	\$445,550	ESD Grant (W258)	\$125,000	27%
Administration **	23,450	ESD Grant (W390)	94,000	20%
		ESD Grant (W678)	250,000	53%
Total Project Costs	\$469,000	Total Project Financing	\$469,000	100%

\*Program costs include expenses for University-Industry grants for awards of up to \$75,000 each.

\*\* Administration costs include personnel salaries that cover administrative time.

**Statutory Basis – Community Projects Fund and Local Assistance:**

The projects were authorized in the 2008 – 2009 and 2009 - 2010 New York State budgets and reappropriated in the 2011-2012 New York State budget. No residential relocation is required as there are no families or individuals residing on the site.

**Disclosure and Accountability Certifications:**

The Grantee has provided ESD with the required Disclosure and Accountability Certifications. Grantee’s certifications indicate that Grantee has no conflict of interest or good standing violations and, therefore, staff recommends that the Corporation authorize the grant to the Grantee as described in these materials.