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Contact:

Austin Shafran (ESD) | ashafran@esd.ny.gov | (800) 260-7313

**EMPIRE STATE DEVELOPMENT APPROVES AGREEMENT TO TAKE FIRST STEPS
TOWARD THE DEVELOPMENT OF A STRATEGIC PLAN TO RETAIN AND GROW
NEW YORK'S MILITARY BASES**

Empire State Development's Board of Directors met today and approved an agreement with Hyjek & Fix, Inc., to engage their services in the development of a strategic plan for the retention and growth of military bases to strengthen their capacity as major contributors to economic and employment opportunities across the state. Under the terms of the agreement, H&F, a firm with a long history of experience in military base enhancement and economic development, will design the State's strategic plan for identifying growth and retention opportunities at military bases.

Empire State President, CEO, & Commissioner Kenneth Adams said, "New York State's military bases produce the soldiers that keep our shores safe and the economic activity that keeps our local communities strong. Under Governor Cuomo's leadership, we are using every tool possible to ensure they stay here and grow here. H & F has a proven track record of defending and strengthening our military bases, and we believe they will get the job done once again."

The economic benefits created by New York State's military installations continue to be threatened by federal budgetary constraints, modernization initiatives, and future rounds of the Base Realignment and Closure (BRAC) program.

In March, Governor Cuomo announced a \$500,000 economic impact study to grow and retain state military bases and keep New York's National Guard strong. Today, the process to protect and strengthen New York's military bases is moving forward with the engagement of Hyjek & Fix (H&F) to develop a comprehensive, coordinated statewide strategy using the findings of the study, information gained from visits to each military installation, an updated independent analysis of critical costs factors and military value parameters, and data from the 2005 BRAC process on New York bases. The final strategic plan will promote, enhance and protect New York's military bases.

State military bases account for more than 10,000 direct jobs with direct wages of \$688 million and \$1.9 billion of economic impact. New York State's primary military installations include:

- Niagara Falls Reserve Station

- Fort Drum, Watertown
- Air Force Research Laboratories, Rome
- Stratton Air National Guard Base, Scotia
- Hancock Field, Air National Guard Base, Syracuse
- Watervliet Arsenal, Albany
- West Point
- Fort Hamilton, Brooklyn
- Stewart Air National Guard Base, Newburgh
- Gabreski Air National Guard Base, Westhampton

Empire State Development and the Governor’s Washington office issued a Request for Proposal (RFP) on March 9, 2012. Responses were received, evaluated, and scored based on weighted criteria for qualifications and military base experience, technical approach, staffing and resources committed, and public consulting experience, as well as total project costs. H&F was selected based on its overall score and its position as the low bidder. Under the terms of its contract for services, H&F will receive an amount not to exceed \$350,000 for the initial year of its contract, with two option years for renewal at \$375,000 based on the sole discretion of ESD. If all options are exercised, the total contract value would not exceed \$1,413,000.

H & F has a strong track record of defending and strengthening the state’s military bases over the past two decades, successfully overturning several BRAC recommendations to close New York military bases, including Niagara Falls Air Reserve Station and the Air Force Research Lab (AFRL) – Rome. The firm also helped to bring additional positions to AFRL-Rome and the expansion of the Defense Finance & Accounting Service – Rome, as well as additional military personnel for the 10th Mountain Division at Fort Drum.

Empire State Development (ESD) is New York’s chief economic development agency (www.esd.ny.gov). The mission of ESD is to promote a vigorous and growing economy, encourage the creation of new job and economic opportunities, increase revenues to the State and its municipalities, and achieve stable and diversified local economies. Through the use of loans, grants, tax credits and other forms of financial assistance, ESD strives to enhance private business investment and growth to spur job creation and support prosperous communities across New York State. ESD is also the primary administrative agency overseeing Governor Cuomo’s Regional Economic Development Councils and the marketing of “I Love NY,” the State’s iconic tourism brand. For more information on Regional Councils and Empire State Development, visit www.nyworks.ny.gov and www.esd.ny.gov.



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