



**For Immediate Release:** Friday, October 12, 2012

**Contact:**

Austin Shafran | [ashafran@esd.ny.gov](mailto:ashafran@esd.ny.gov) | (800) 260-7313

Jola Szubielski | [jszubielski@esd.ny.gov](mailto:jszubielski@esd.ny.gov) | (800) 260-7313

## **ESD ANNOUNCES \$3.8 MILLION IN FEDERAL AWARDS TO GROW ADVANCED MANUFACTURING AND CREATE HIGH TECH JOBS**

*Public-private industry partnerships in Syracuse and Rochester each receive \$1.9 million awards through the Advanced Manufacturing Jobs and Innovation Accelerator Challenge*

Empire State Development (ESD) today announced that two public-private partnership initiatives in New York State have been awarded a total of \$3.8 million in federal funding through the Advanced Manufacturing Jobs and Innovation Accelerator Challenge to grow advanced manufacturing and create high-tech jobs. ESD's Division of Science, Technology and Innovation (NYSTAR) partnered with its Manufacturing Extension Partnership program network on the industry supply chain associated with the award. In addition, New York State provided a 10 percent match to the federal award.

In Central New York, a team led by Syracuse University was awarded \$1.9 million to support the development of the Thermal and Environmental Control Systems Cluster Accelerator in Syracuse. In the Finger Lakes, a team led by the University of Rochester was awarded \$1.9 million to accelerate the growth of the SME Optics, Photonics and Imaging (OPI) Cluster in Rochester. New York State had two of the 10 winning initiatives across the country. A total of 55 proposals were submitted nationwide.

"We congratulate both the Syracuse University and University of Rochester led teams on this award, and are pleased to be their partner in this endeavor that will further support and advance the manufacturing industry that is critical across the state," said Empire State Development President, CEO & Commissioner Kenneth Adams. "Governor Cuomo believes our best opportunity for the growth of the manufacturing sector lies in strategic partnerships combining the technology strengths of our universities with the production and marketing expertise of our manufacturing community. By leveraging the resources of our ESD/NYSTAR network and by providing a 10 percent state match to the federal award, we are helping provide the tools necessary for economic growth."

Funding awarded to the University of Rochester for its Rochester Regional Optics, Photonics, and Imaging Accelerator (RRPA) project will accelerate the growth of the SME Optics, Photonics and Imaging (OPI) cluster companies and counteract the loss of jobs stemming from downsizing of larger companies in the region. The RRPA will assist companies in developing new and innovative products; develop and implement advanced manufacturing equipment and processes; increase revenues, including export revenues; train qualified workers; and attract both foreign and domestic investment. It is expected to result in the creation of 150 new jobs within the next three years and 1,500 new jobs by 2020 with 20

new OPI companies. The University of Rochester, High Tech Rochester Inc. and ESD's Division of Science, Technology and Innovation partnered on its application.

Joel Seligman, president of the University of Rochester said: "This grant leverages the Rochester region's collective strength in optics, photonics and imaging to address critical challenges that threaten our global competitiveness and economic growth. The project will adopt a comprehensive and coordinated approach that fosters innovation through university-industry collaboration, strengthens our education and workforce capacity, and builds on our area's many assets. This will enable us to generate new ideas, continue to be at the forefront of emerging technologies, and accelerate the adoption of advanced manufacturing practices to ensure we remain an international center for optics and photonics."

Paul Ballentine, Ph.D, Deputy Director, Center for Emerging and Innovative Sciences, University of Rochester said: "CEIS is honored to have been chosen for one of the Accelerator awards. This award represents the recognition by the federal government of the importance of the Rochester optics, photonics, and imaging cluster to the economy of the Finger Lakes region, New York State, and the nation. We are looking forward to working with our partners to strengthen the OPI cluster and create more high quality jobs for our workforce."

James S. Senall, President, High Tech Rochester Inc. said: "High Tech Rochester is excited to participate in this important initiative in Upstate New York. Our region is globally known for its expertise in optics, photonics, and imaging, and this cluster has tremendous opportunity for future growth. We look forward to working directly with the small and mid-sized companies in the sector to accelerate their success, by developing new products and services, accessing new markets, becoming more efficient and profitable in their operations, and in making important strategic connections."

The project led by Syracuse University will be used to support the development of the Advanced Manufacturing in Thermal and Environmental Control Systems Cluster Accelerator. The project will accelerate the rebirth of a cluster of small and medium-sized enterprises in Central New York that manufacture products that control temperature and environmental quality in buildings, electronic equipment, manufacturing processes, and other applications. The project will speed the growth of the cluster by enhancing links to sources of innovations, increasing exports, training displaced and under-skilled workers, and supporting new ventures in disadvantaged communities. Successful completion of the proposed activities is expected to increase exports from the cluster, currently estimated at \$100 million annually, to \$160 million during the three-year project period and increase to \$200 million within five years. Growth in revenues from exports and domestic sales and attraction of new firms to the region is expected to create 500 new positions and retain another 250 positions in the region. Syracuse University, Syracuse Center of Excellence in Environmental and Energy Systems, the State University of New York's College of Environmental Science and Forestry, CNY Technology Development Organization, Small Business Development Center at Onondaga Community College, CenterState Corporation for Economic Opportunity, Manufacturers Association of Central New York, and ESD's Division of Science, Technology and Innovation partnered on its application.

Syracuse University Chancellor and President Nancy Cantor said: "From the Erie Canal to the Syracuse Center of Excellence, Central New York has a long legacy of pioneering innovations designed to meet the needs of our community, region and world. The significant support shown for the Advanced Manufacturing-Thermal and Environmental Central Systems Cluster Accelerator—by multiple agencies and partners—affirms both the immense wisdom of building on our long-standing historic strengths and the immense power of cross-sector engagement to drive economic prosperity."

Ed Bogucz, executive director of the Syracuse Center of Excellence in Environmental and Energy Systems said: “We are thrilled to launch a new initiative that focuses on creating jobs and innovations in one of the signature industry clusters in Central New York—manufacturing of products that heat and cool buildings and many other applications. Our project leverages Governor Cuomo’s new approach to regional economic development and collaboration among seven partner organizations and institutions to accelerate growth of more than 30 firms that employ more than 4,000 workers. We are especially thankful for support committed by Empire State Development and the New York State Energy Research and Development Authority, which were critical to developing a winning application.”

Robert I. Trachtenberg, President, Central New York Technology Development Organization said: “I would like to thank the Center of Excellence for their leadership in putting this project together. The TDO is gratified that our region’s proposal was considered worthy of funding. Along with our partners on the project, TDO will be addressing the needs and opportunities for the 30 plus small and medium size enterprises involved in Thermal and Environmental Control Systems in Central New York. We will work to accelerate job creation through focused assistance including Innovation Engineering growth services, introduction to emerging technologies and manufacturing processes, and continuous improvement and quality systems.”

Robert Simpson, president of CenterState CEO said: “We have a goal of doubling this region’s exports in the next five years, diversifying our economic base, increasing private investment and creating new jobs. This grant will help us reach these goals by directly supporting export assistance to businesses as outlined in the CenterState Metropolitan Export Initiative. Critical to a successful implementation of this initiative is our ability to target and capture the compelling international growth markets for environmental systems businesses. We look forward to working with the CNY International Business Alliance and thank our partners at MACNY, the Syracuse Center of Excellence and Syracuse University for their support and collaboration in the successful application of this EDA grant.”

MACNY President Randy Wolken said: “MACNY – The Manufacturers Association is excited to be a part of this grant to support the TECS (thermal and environmental control systems) cluster in Upstate New York. MACNY strongly believes that introducing new advanced manufacturing materials and processes to New York State companies in this cluster will certainly aid in accelerating the cluster’s growth and vitality.”

Dr. Charles M. Spuches, Associate Provost for Outreach, SUNY College of Environmental Science and Forestry said: “SUNY ESF is proud to be part of the Syracuse Center of Excellence/Syracuse University-led Advanced Manufacturing for Thermal and Environmental Control Systems initiative (AM-TECS). The initiative focuses on a vital economic development opportunity within our region. SUNY ESF, along with the Manufacturers Association of Central New York (MACNY), and our project and industry partners, will provide an AM-TECS training and externship program, as well as a *Regional Advanced Manufacturing Symposium and Career Exposition*. Our goal is to foster career exploration and development that supports Central New York’s AM-TECS industry. We appreciate the leadership of Syracuse Center of Excellence/Syracuse University, our project partners, and our regional collaborators. Linking our region’s public, private, and educational resources is key to ensuring near- and long-term economic vitality.”

Onondaga Community College Interim President Margaret M. “Meg” O’Connell said: “The Small Business Development Center at Onondaga Community College has been providing assistance to small businesses in Central New York for more than 26 years. We are pleased to be a part of this project, recruiting and engaging disadvantaged start-up and existing businesses into the cluster.”

**About the Advanced Manufacturing Jobs and Innovation Accelerator Challenge**

The Advanced Manufacturing Jobs and Innovation Accelerator Challenge is a competitive multi-agency grant process announced in May 2012 to support initiatives that strengthen advanced manufacturing at the local level. These public-private partnerships consist of small and large businesses, colleges, nonprofits and other local stakeholders that “cluster” in a particular area. The funds will help the winning clusters support local efforts to spur job creation through a variety of projects, including initiatives that connect innovative small suppliers with large companies, link research with the start-ups that can commercialize new ideas, and train workers with skills that firms need to capitalize on business opportunities.

The Advanced Manufacturing Jobs and Innovation Accelerator Challenge is a partnership between the U.S. Department of Commerce’s Economic Development Administration and the National Institute of Standards and Technology, the U.S. Department of Energy, the U.S. Department of Labor’s Employment and Training Administration, the U.S. Small Business Administration, and the National Science Foundation.

Empire State Development (ESD) is New York’s chief economic development agency ([www.esd.ny.gov](http://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](http://www.nyworks.ny.gov) and [www.esd.ny.gov](http://www.esd.ny.gov).



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