



**For Immediate Release:** Thursday, December 20, 2012

**Contact:**

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

## **ESD BOARD APPROVES GRANTS AND LOANS LEVERAGING OVER \$53 MILLION IN INVESTMENT TO RETAIN AND CREATE JOBS ACROSS NEW YORK STATE**

Empire State Development's Board of Directors met today in New York City and approved funding totaling \$10.69 million, leveraging more than \$53 million in additional investments to support business growth, create up to 232 new jobs and retain 1,854 existing jobs in New York State.

"Today, we are supporting a broad range of job-creating projects that will keep New York's economy strong and growing," said Empire State Development President, CEO & Commissioner Kenneth Adams. "Under Governor Cuomo's leadership, the *New New York* is truly working to create jobs and support business opportunities."

*The Board approved the following Economic Development Fund grants:*

Olin Chlor Alkali Products – Niagara Falls (Western New York Region – Niagara County) – \$500,000

Olin, the largest producer of industrial bleach in North America and a leading supplier of chlorine and bleach used for drinking water and wastewater disinfection and purification, licensed a new manufacturing technology in 2010. The company was considering manufacturing the new product in Charleston, Tennessee or its plant in Quebec, which was offered government incentives. However, as a result of ESD's assistance, Olin decided to proceed with its new product line in Niagara Falls. A grant of up to \$500,000 is part of an incentive package that will result in the creation of 11 full-time permanent positions and the retention of 15 full-time contract employees and 177 full-time permanent employees.

Pyrotek, Inc. – Cortland (Central New York Region – Cortland County) – \$350,000

Pyrotek specializes in the development, manufacture, and sale of high-temperature materials for industrial applications. A grant of up to \$350,000 will allow the company to expand its footprint in Cortland and retain jobs in New York State. Pyrotek has purchased and equipped a 141,000-square-foot building in Cortland, an expansion that will provide the company with the space needed to grow the business by adding new product lines, increasing capacity available for existing large scale products, eliminating high cost outsourcing, and

increasing production efficiency. The project will result in the creation of 68 new jobs and the retention of 42 existing jobs. It is also consistent with the Central New York Regional Council's Strategic Plan, as it supports continued growth in the advanced manufacturing cluster.

TAL International Container Corporation – Purchase (Mid-Hudson Region – Westchester County) – \$290,000

TAL International is one of the world's largest lessors of intermodal freight containers, currently operating 17 offices in 11 countries and approximately 216 third-party container depot facilities in 39 countries. In late 2011, TAL International began looking to renovate its operating facility after nearly two decades of operation. Remaining in New York presented a challenge, since the company had to find alternate office space in the same building while construction was underway. ESD's assistance allowed TAL International to renovate its existing office space, encouraging the company to maintain its employment level in New York State. A grant of up to \$290,000 will fund a portion of the cost of renovation of TAL International's 27,718 square foot facility. This project will result in the retention of 67 full-time employees, two full-time contract employees, and the creation of one new full-time employee. The project is consistent with the Mid-Hudson Regional Council's Strategic Plan, which includes a focus on undertaking initiatives to retain and stimulate mature industries such as the transportation industry, as it represents a vital anchor industry in the Mid-Hudson regional economy.

Clever Devices, Inc. – Woodbury (Long Island Region – Nassau County) – \$200,000

Clever Devices manufactures electronic systems for the public and private transit industry, with the Woodbury facility as one of its two headquarter offices. Following an increase in productivity, Clever Devices planned to expand its operations, and initially determined Virginia was the best place to do so due to relocations costs. To encourage Clever Devices to proceed with the expansion in Nassau County, ESD provided a grant of up to \$200,000 to cover a portion of the cost of building renovations and for new machinery and equipment. The funding will help to renovate and equip a leased 45,000-square-foot building and relocate operations. Without ESD's financial assistance the Company would have relocated the Long Island operation to its existing facility in Richmond, Virginia

The project will retain 125 jobs and create 42 new jobs in Nassau County. The project was strongly supported by the Long Island Regional Council's Strategic Plan because it provides assistance to an advanced manufacturing firm that sells its products globally. The Long Island plan specifically noted support for global exporters and advanced manufacturing firms as a strategy for economic growth in its region.

*The Board approved the following Regional Council Capital Fund grants:*

Health Science Center for Computational Innovation – Priority Project – Rochester (Finger Lakes Region – Monroe County) – \$3,300,000 and \$1,700,000 (\$5 million)

The University of Rochester, IBM and New York State are partnering to create the \$100 million Health Sciences Center for Computational Innovation (HSSCI), resulting in one of the world's

most powerful, high-performance computing systems dedicated to health research. The project – the first joint State, IBM and University of Rochester collaboration – was a Finger Lakes Regional Economic Development Council priority project, awarded \$5 million in State resources last year for completion of the first phase.

The ESD grants, one for up to \$3.3 million and the other for up to \$1.7 million, will help offset costs associated with computer hardware and software, equipment, and building renovations to University of Rochester's data center. According to the Center for Governmental Research, the HSCCI will generate approximately 900 jobs, \$50 million in labor income, in excess of \$2 million in income and sales tax revenue, and \$205 million in new research funding over the next ten years. Additionally, given the experience of other similar IBM-university partnerships, it is anticipated that HSCCI will stimulate regional economic activity in the life sciences by generating new technologies resulting in commercial ventures.

The University of Rochester and IBM have committed \$66 million toward this multi-year initiative, which will position upstate New York as a hub of innovation and technology in health care.

Albany Medical College – NYCAP Research Alliance – Priority Project – (Capital Region – Albany and Rensselear Counties) – \$950,000

The NYCAP Research Alliance will foster collaborative biomedical research among the Capital Region's leading academic research institutions, leveraging strategic public and private sector investment and job growth, and advancing the Capital Region as a national and global destination for biomedical research. The Alliance brings together, for the first time, the medical and biomedical research capacity of the Albany Medical Center, the engineering and computational capacity of RPI and the biomedical research capacity of SUNY Albany into one organization that will utilize their collaborative assets to attract research funding.

The project is consistent with the Capital Region's Strategic Plan, which identified the formation of the NYCAP Research Alliance as a transformational initiative. The Alliance will provide the formal structure for the Capital Region's businesses, colleges and universities, and local and state governments to collaborate in areas of biomedical research, advance the biomedical and life sciences sectors and bring new opportunities and job growth to the region. Its aim is to invest in research that can be commercialized and to attract more federal research dollars to the Capital Region. By combining strengths, focusing resources and leveraging their diversified assets, the Alliance will accelerate the potential for scientific discoveries and innovations in health care, and expedite their pathway into the marketplace.

A grant of up to \$950,000 will be used for a portion of the cost of salaries, supplies, machinery and equipment and other research-related costs, and leverage over \$4 million in additional equity and investment.

*The Board approved the following grant pursuant to the Regional Council Awards Consent Calendar:*

Cortland Plastics International, LLC (Cortland County) – \$100,000

Cortland Plastics International (CPI) is a rapidly growing extrusion blow-molding custom plastics manufacturer. CPI manufactures high-density plastic bottles for the pharmaceutical, lawn and garden, personal care, food, chemical, household chemicals, cosmetic, and pool chemical industries. The company recently acquired new customers, which required the purchase of two new machines to continue its growth. CPI was awarded a grant of up to \$100,000 through the Regional Economic Development Council Initiative. The funding will offset costs associated with the purchase and installation of new machinery and equipment at the company's facility in Cortland. It will create 10 new jobs, retain 45 existing jobs, and leverage \$580,000 in private investment. The project is consistent with the Central New York Regional Council's Strategic Plan in supporting the continued growth of advanced manufacturing in the Central New York Region.

*The Board also approved the following World Trade Center Job Creation and Retention Program:*

Oppenheimer & Co, Inc. – (New York City Region – All NYC Counties) – \$3,000,000

The World Trade Center Job Creation & Retention Program (JCRP) is an ESD administered grant program funded by a block grant from the United States Department of Housing & Urban Development (HUD). ESD jointly originates new JCRP projects with the New York City Economic Development Corporation (NYCEDC). The JCRP program initially focused on gaining the commitment of Lower Manhattan firms to remain and grow downtown in the wake of 9/11. In more recent years, the JCRP program has evolved to focus on attracting New York City firms located outside Lower Manhattan to downtown.

In order to be eligible for consideration of a JCRP grant, a project must involve at least 200 existing Lower Manhattan or attracted jobs, or the creation of at least 75 net new jobs in Lower Manhattan (south of Canal Street). Since the program's inception, over 65,000 Lower Manhattan jobs have been retained, created and attracted, including over 9,600 attracted jobs and 2,600 net new jobs.

A grant of up to \$3,000,000 was awarded to Oppenheimer to encourage the company to proceed with its consolidation and relocation plan in Lower Manhattan and create 100 new full-time jobs. The company had originally considered consolidating in other sites, including Hoboken and Jersey City, New Jersey.

The grant will go towards wages, healthcare benefits, payroll taxes, and rent payments at the Lower Manhattan project locations. It will result in the relocation of 506 Midtown jobs to Lower Manhattan, and the creation of 100 new Lower Manhattan jobs within 5 years of the first disbursement of grant funds, and the retention of 580 existing Lower Manhattan jobs. Oppenheimer will also maintain an additional 295 Midtown jobs. Oppenheimer also plans to invest \$15 million into the new Lower Manhattan office. The project is consistent with the Regional Plan to continue redeveloping the World Trade Center and surrounding sites.

*The Board also approved the following Urban Community Development Program Grant:*

NYC Waterfront Development Permitting – (New York City Region – All NYC Counties) – \$300,000

The New York City Economic Development Corporation (NYCEDC) was awarded a grant of up to \$300,000 to help fund a one-stop waterfront permitting resource center that will streamline the permitting process for maritime businesses and waterfront property owners. The project, which will begin in March 2013 and be completed in March 2014, is consistent with the Regional Plan as it involves the streamlining of government regulations consistent with the businesses of today's economy.

The next meeting of the ESD Board of Directors will be held in January of 2013.

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.regionalcouncils.ny.gov](http://www.regionalcouncils.ny.gov) and [www.esd.ny.gov](http://www.esd.ny.gov).

###