

Empire State Development (ESD) Overview

The New York State Rail Summit

Albany, New York
Monday, June 14, 2010

Who We Are

- Empire State Development is New York State's primary agent for Economic Development
- Our goal is to help NYS businesses grow and succeed in a global economy
- www.esd.ny.gov

What We Do

- Drive economic development by supporting existing businesses and attracting new businesses resulting in jobs & investment
- Partner with public & private sectors
- Help foster innovation
- Assist companies to grow & compete in the global economy
- Help businesses connect to Federal, State, local and sometimes private resources

How We Operate

- We're on the ground with 10 Regional Offices that provide a gateway to ESD assistance
- We seek ways to enhance New York's competitive advantage in key industries, support existing businesses and attract new businesses to the State, growing both traditional industries and the innovation economy
- We operate specialized departments in International Business, Strategic Business, Small Business, and MWBE, among others
- We work as a team with other State and local entities to provide direct assistance, advice and referrals to valuable resources that help businesses prosper

Variety of Assistance

- ESD Regional Offices are experts in the benefits and opportunities available locally; they bring a full range of resources and information to the table to enhance the success of a venture
- The Strategic Business Division works with high value-added industry clusters & key accounts, and gives major employers considering multiple sites in NYS a “big picture” view
- The International Division runs Trade Missions and maintains foreign offices to increase export opportunities, as well as attract direct foreign investment
- The Small Business Division gives fledgling enterprises the special attention they need to gain a strong foundation, flourish and grow

Goals and Priorities

- Attract and support high value-added jobs in Transportation Equipment and other high-tech and emerging sectors
- Diversify regional and local economies by attracting desired employers and new industries
- Help existing companies improve their productivity and competitiveness by modernizing and upgrading operations
- Open up export opportunities for companies and connect them with new customers, suppliers and investors worldwide
- Expand access to public and private sources of capital

Assistance Factors

In determining how much to provide for each project, if anything, ESD considers such factors as:

- The amount of public funds (ESD/other) per new or retained job committed by the project sponsor
- The need for capital & the availability of other funding sources
- The demonstrated need for an incentive due to competitive offers from other states
- The amount of equity contributed by the applicant
- Special factors such as the attraction of a new industry to a region, location in a highly distressed area, etc.

Our Tools

- **Loans** with flexible rates, terms and repayment structure
- **Grants** for a portion of the total project cost
- These discretionary funds, from various sources, are most frequently used to:
 - partially defray the cost of real estate acquisition, construction or renovation,
 - purchase machinery and equipment, or
 - sometimes (less often) assist with soft costs related to the project
- ESD funds leverage other resources to fill gaps in a project budget encouraging job creation, retention & capital investment in NYS

Partners in Development

ESD Regional and specialized program staff reach out on a daily basis to businesses and other entities to identify and facilitate opportunities that will benefit the State's economy and result in good jobs and quality investments.

- Private sector businesses and consortiums
- Other State agencies (DOL, DOT, NYPA, DEC, NYSERDA, NYSTAR), local & regional marketing and economic developers (CEG, GRE, BNE, CenterState CEO, etc.)
- Counties and local governments
- Utilities (National Grid, NYSEG, etc.)
- Business advisors such as consultants, site selectors, real estate brokers, developers, and others

ESD Contact Information

www.esd.ny.gov

The Business Development Department / Strategic Business Division

- Provides outreach and customer service to key industry clusters and large, important employers in those industries, multi-regional employers already in the state and companies seeking locations in NYS that have not yet identified a particular region or site.

Contacts: Albany: 518-292-5200 / NYC: 212-803-3133

The International Division

- Manages international economic development programs and overseas offices, maximizing opportunities for NYS companies to expand their activities worldwide and encouraging foreign direct investment in NYS.

Contact: 212-803-2350

The Small Business Division

- The Small business Division can insure that businesses under 100 employees get the targeted services they need to gain a strong foundation, flourish & grow.

Contact: 800-782-8369

ESD's Regional Offices

- Serve as one-stop centers for companies in their regions and those seeking to locate there. Regional staff uses ESD financial assistance programs in cooperation with local and other statewide partners to bring a wide range of resources to the table, encouraging the retention and creation of jobs and capital investment.

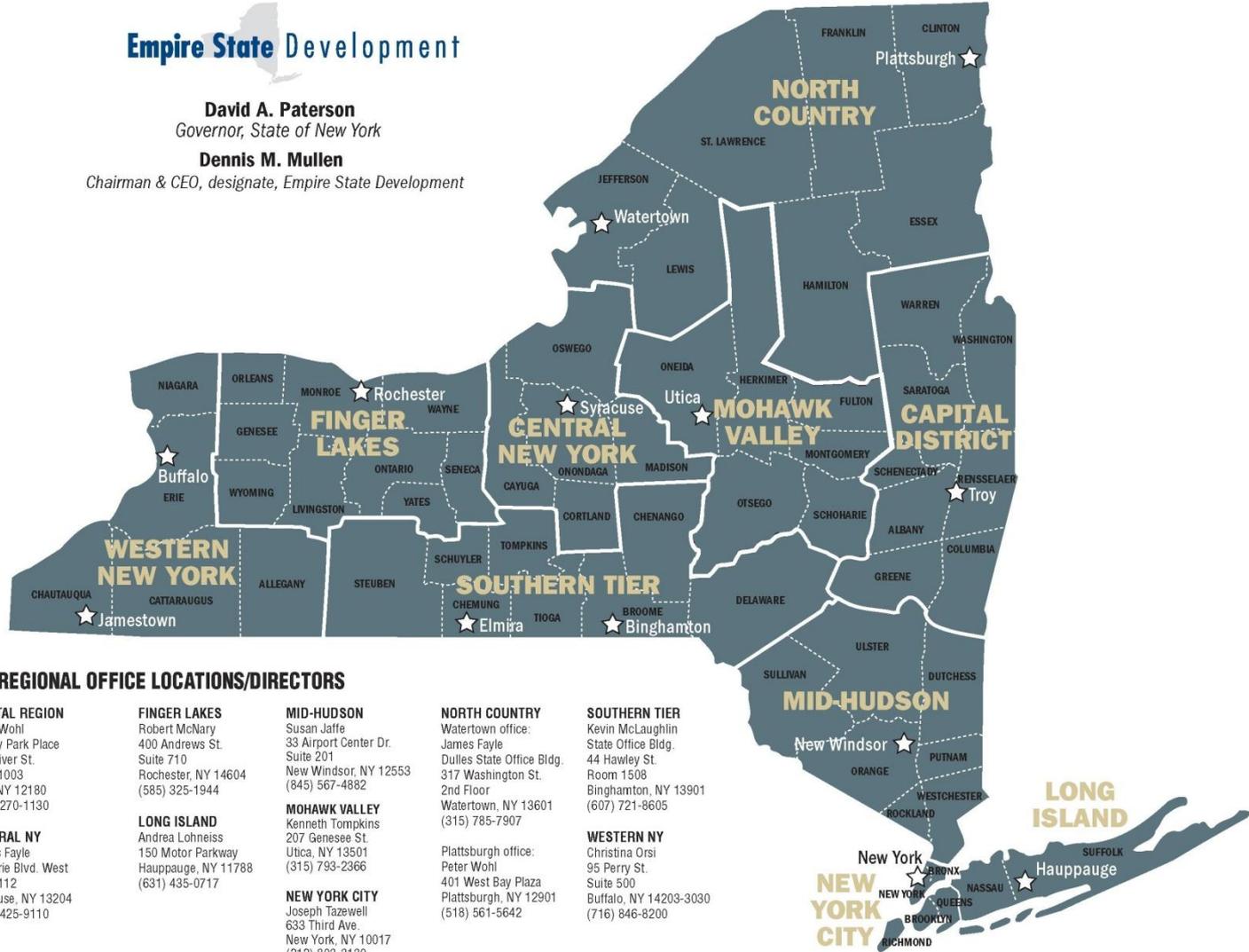
Contact: Please refer to the attached map for contact information (Note - The Finger Lakes office is now in Suite 300 (same street address) and their phone is 585-399-7050. Also, Dennis Mullen was recently confirmed as ESDC Chairman & CEO and is therefore no longer "designate."

REGIONAL OFFICE NETWORK

Empire State Development

David A. Paterson
Governor, State of New York

Dennis M. Mullen
Chairman & CEO, designate, Empire State Development



★ REGIONAL OFFICE LOCATIONS/DIRECTORS

CAPITAL REGION

Peter Wohl
Hedley Park Place
433 River St.
Suite 1003
Troy, NY 12180
(518) 270-1130

CENTRAL NY

James Fayle
620 Erie Blvd. West
Suite 112
Syracuse, NY 13204
(315) 425-9110

FINGER LAKES

Robert McNary
400 Andrews St.
Suite 710
Rochester, NY 14604
(585) 325-1944

LONG ISLAND

Andrea Lohneiss
150 Motor Parkway
Hauppauge, NY 11788
(631) 435-0717

MID-HUDSON

Susan Jaffe
33 Airport Center Dr.
Suite 201
New Windsor, NY 12553
(845) 567-4882

MOHAWK VALLEY

Kenneth Tompkins
207 Genesee St.
Utica, NY 13501
(315) 793-2366

NEW YORK CITY

Joseph Tazewell
633 Third Ave.
New York, NY 10017
(212) 803-3130

NORTH COUNTRY

Watertown office:
James Fayle
Dulles State Office Bldg.
317 Washington St.
2nd Floor
Watertown, NY 13601
(315) 785-7907

Plattsburgh office:

Peter Wohl
401 West Bay Plaza
Plattsburgh, NY 12901
(518) 561-5642

SOUTHERN TIER

Kevin McLaughlin
State Office Bldg.
44 Hawley St.
Room 1508
Binghamton, NY 13901
(607) 721-8605

WESTERN NY

Christina Orsi
95 Perry St.
Suite 500
Buffalo, NY 14203-3030
(716) 846-8200