

Two More Build Now-NY Grants Awarded to Chemung County



In an October press release, Governor George Pataki announced that two of the 26 Phase II grants to be awarded by New York state's innovative

Build Now-NY program will go to Chemung County. Each grant is worth \$75,000 and will allow site developers to undertake the site preparation and permitting necessary to achieve pre-permitted status for economic development and job creation.

"With Build Now-NY, we invest the time, energy and resources in development sites upfront, so that when a business arrives, we are ready to step in and help them create new jobs without delay," Governor Pataki said. "Initiatives such as Build Now-NY help send a message to the national and international business communities that New York state is a great place to invest, to grow, and to create new jobs."

"We're very pleased to receive two more Build Now-NY grants, especially when there were 38 applicants vying for them," said George Miner, president of Southern Tier Economic Growth (STEG). "Our first Build Now-NY grant helped Airport Corporate Park become an economic development success story."

Governor Tours New Plant

Governor George Pataki recently toured Vulcraft of New York's new \$50 million steel manufacturing plant in Chemung, New York.

The New York State Department of Transportation's Industrial Access Program provided Chemung County with \$598,000 to assist with access upgrades and rail installations at the Vulcraft facility.

According to Robert Proia, Vice President and General Manager of Vulcraft, the company was the first to take advantage of the Elmira Empire Zone Program, which resulted in the creation of 200 new jobs. He anticipates that the company will add 100 more jobs within a year.

The two sites selected in Chemung County are the 220-acre Airport Corporate Park South and the 50-acre Rhodes Farm. Both have convenient access to the new Kahler Road interchange under construction on the future Interstate 86, and to the Elmira/Corning Regional Airport.

Miner explained that like Airport Corporate Park, Airport Corporate Park South is a multi-tenant business and technology park, and that Rhodes Farm is a distribution and logistics park. He anticipates both will be pre-permitted by the summer of 2003. Chemung County has also included the sites in its current application to New York state for a Second Empire Zone.

Established in 1999, the Build Now-NY program is coordinated by Empire State Development (ESD) and the Governor's Office of Regulatory Reform (GORR). ESD strategically markets these "shovel-ready" sites to companies in search of new business locations, and GORR assists with the pre-permitting process.

Lockwood Greene of Spartansburg, South Carolina, one of the world's foremost business site-selection consulting firms, developed the selection criteria for Build Now-NY Phase II.



Governor George Pataki, Assemblyman George Winner, Chemung County Executive Tom Santulli and Vice President and General Manager Bob Proia of Vulcraft of New York tour Vulcraft's new \$50 million plant.



Elmira College — A Quiet Economic Giant

There are many factors that put a community “on the map.” In New York state, Niagara Falls has the falls, of course. Ithaca has Cornell University. Binghamton and Rochester have IBM and Eastman Kodak Company, respectively. And Elmira has Mark Twain and Elmira College.

Founded in 1855, Elmira College was the first college in the world to grant the baccalaureate degree to women. In 1969, it became a co-educational institution. Today it is home to 1,200 of America’s brightest, most motivated students.

Local residents enjoy the college for its successful hockey team, beautiful campus and its connections to Mark Twain. Each year, over 10,000 visitors come to see Mr. Twain’s study and his summer residence at Quarry Farm, to peruse his archives, and to attend lectures and conferences about his life and works.

Over 10,000 visitors annually is only the tip of the iceberg regarding the economic impact that Elmira College has on the community. With 461 employees, the college is one of the top 10 largest employers in Chemung County. In fact, the college estimates that it provides over \$25 million in revenue directly into the community via payroll, purchases, and student and visitor expenditures. Using a most conservative multiplier of three, the college’s economic impact soars to \$81 million.

Money magazine and U.S. News and World Report consistently rank Elmira College as one of the Top 10 Baccalaureate Colleges in the nation. Clearly, Elmira College puts Elmira on the map. Truly a quiet giant, its economic impact helps keep the Elmira economy stable.

Empire Zone Conference in Elmira is a Success!

Nearly 200 Empire Zone coordinators and economic development officials from across New York state convened in Elmira for Empire State Development’s Fall Empire Zone Conference, the first to be held in the Southern Tier in seven years.

The semi-annual conference, held on October 24th and 25th, was the perfect opportunity for Southern Tier Economic Growth to highlight its Elmira Empire Zone economic success stories, and to show off all that the region has to offer.

“We do have a great story to tell,” said James Johnson, vice president and Empire Zone coordinator for Southern Tier Economic Growth. “Our diverse employment base has made it possible for our community to weather the recent recession fairly well, plus we have great cultural and natural resources to enjoy.”

Thanks to the Empire Zone program, there are 213 zone-certified businesses in the Elmira Empire Zone, including newcomers like Vulcraft, SYNTHES, and CAF USA. In 2001, these businesses invested over \$168 million and provided full-time employment for over 9,700 individuals. Since 1988, when the Elmira Empire Zone received its designation, its businesses have invested nearly \$900 million in the community.

The Elmira Empire Zone has also assisted with community development efforts including the Coach USA Center, the

Ernie Davis Community Center and the expansion of the Clemens Center for Performing Arts.

STEG shared success stories like these with conference attendees on Thursday, as they treated them to many regional and cultural attractions. Highlights included a tour of the Corning Museum of Glass, a reception hosted by The Arnot Art Museum, and an awe-inspiring dinner center stage at the Clemens Center featuring wines from the Finger Lakes region. Each attendee also received a gift bag filled with specialty items from the region.

The conference agenda on Friday included discussion about better ways to use the Empire Zone resources and training, and a review of the recent changes in program legislation.

“When the conference was over,” Johnson noted, “many attendees came up to me to say how much they enjoyed our community, and that they plan to return for another visit.”

Johnson added that the Empire Zone program and the conference have grown tremendously. He cited that the number of Empire Zone communities has nearly doubled, and that the expansion of program benefits has made it one of the most aggressive economic development tools in the United States.

Work Begins on the I-86/ Kahler Road Interchange



Commissioner of the New York State Department of Transportation Joe Boardman joins other state and local officials at the official groundbreaking ceremony at the new Kahler Road interchange on the future Interstate 86.

In October, New York state and local officials broke ground at the Kahler Road interchange site, which is a major step towards bringing Interstate 86 (I-86) to Chemung County.

Upon completion of the Kahler Road interchange, the section of New York State Route 17 that runs from the Route 352 interchange in Steuben County to the Route 14 interchange in Horseheads, Chemung County, will meet Interstate standards and be designated part of I-86.

Chemung County officials applaud the Kahler Road interchange project and welcome the opportunities it will bring to the area. Once open to traffic, the interchange will increase access to the Elmira/Corning Regional Airport and the Airport Corporate Park. In addition, the interchange will open up access to Airport Corporate Park South, 120 acres of land available for development on the opposite side of the Interstate.

“We have a gorgeous corporate park that will be enhanced by this Interstate, and another corporate park in the works across the road,” said Chemung County Executive Tom Santulli. “This spells nothing but success for our county.”

According to George Miner, president of Southern Tier Economic Growth (STEG), county economic development

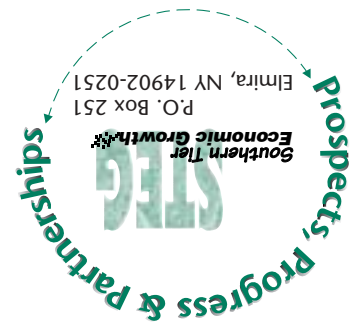
officials have been working to prepare the land in Airport Corporate Park South for development in anticipation of the new interchange and Interstate designation.

“Chemung County just received a \$75,000 Build Now-NY grant from the state to bring the site to shovel-ready status, and it will be developed upon completion of the Kahler Road interchange,” Miner added. A site study that outlines the cost of development is already complete.

In addition to directly affecting access to developable land, the Kahler Road interchange and I-86 designation will also put Chemung County on the map as an Interstate community.

“We are often overlooked for many of the larger projects because New York State Route 17 doesn’t show up on an Interstate map,” Miner explained. “Becoming an Interstate community will bring us more visibility and give companies one more reason to look at Chemung County.”

Construction of the Kahler Road interchange, a \$7.9 million project, is expected to be completed in 2004. The next focus of the I-86 effort will be the \$70 million bypass in Horseheads, which is expected to begin next year and be completed by 2006.



Major Training Grants Available for Businesses

Businesses can now apply online for grants of up to \$100,000 to help upgrade the skills of their current workforce and to promote career growth through the Building Skills in New York State (BUSNYS) program. The state has made over \$20 million available to fund this program.

Developed in consultation with representatives from a variety of industries, the BUSNYS training grants will allow companies to make significant investments in their current workforce, enabling workers to gain valuable industry-recognized certifications or credentials. Ultimately this training will help to increase the wages and quality of life for thousands of workers across the state.

Awards for individual applications will not exceed \$100,000. Eligible applicants include private sector, for-profit or

not-for-profit businesses, a group of two or more businesses that have similar training needs, or a business allied with a labor union. The overall training needs and their potential impact on the local economy will weigh heavily in each application review process.

To make the grant application process easy and efficient, Workforce New York will only accept proposals online at www.workforcenewyork.com. Workforce New York is part of the New York State Department of Labor, which will administer the grants in cooperation with local Workforce Investment Boards.

For more information about the BUSNYS training grants, call the New York State Department of Labor at 518-457-0380, or visit its Web site at www.labor.state.ny.us. Information is also available at the Workforce New York Web site mentioned above.

NY's Link Deposit Program Offers Double the Money

New York businesses can now apply for an interest rate reduction for two years on loans of up to \$1 million under the Linked Deposit Program (LDP); one of New York state's most successful economic development initiatives. The \$1 million loan cap represents a 100 percent increase in the maximum amount of money available to businesses through the program.

Otherwise known as an interest-rate subsidy program, the LDP encourages commercial lending institutions to make business loans at interest rates that are well below the current market because the state deposits its funds at comparably reduced rates.

Launched in 1994, the LDP makes it more affordable for New York businesses to undertake facility revitalization projects,

access new markets, develop new products, and compete more effectively in the marketplace.

Empire Zone certified businesses get an extra boost from the program by receiving a 3 percent point interest rate reduction, as compared to a 2 percent point reduction for non-zone businesses.

Eligible businesses may obtain LDP assistance more than once, but can only have one deposit outstanding at a time. There is no minimum loan, and there is no cost to apply.

During 2001, the New York state approved \$78 million in linked deposits for 247 projects, which will generate \$181 million in private sector investments and create 1,998 new jobs in the state.