

2022

FINGER LAKES REDC ANNUAL REPORT



**Finger Lakes
Regional Economic
Development Council**

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Table of Contents

| | |
|--|-----------|
| I. EXECUTIVE SUMMARY & STATE OF THE REGION | 4 |
| II. REGIONAL WORKFORCE INVENTORY | 10 |
| a. Priority Regional Tradable Sectors | 12 |
| b. In-Demand Skill Sets Needs | 14 |
| c. Populations for Workforce Training..... | 17 |
| d. Wraparound Services | 18 |
| III. PARTICIPATION..... | 22 |
| a. Work Groups | 23 |
| b. Public Outreach and Engagement..... | 26 |
| IV. PREVIOUSLY FUNDED CFA PROJECTS..... | 28 |
| a. Narrative..... | 29 |
| b. Overview of Previously Funded Priority Projects..... | 29 |
| c. Overview of All Previously Funded CFA Projects..... | 31 |
| d. (Appendix) List of All Previously Funded Priority Projects..... | 33 |

PART ONE

Executive Summary & State of the Region



Caption: Regional college students meet with employers at College Fest 2021, an initiative of Campus ROC and the Greater Rochester Chamber of Commerce. (Photo Credit: Campus ROC)

Caption: Celebrating the re-opening of Downtown Rochester-based City Blue Imaging after a fire destroyed their facilities in late 2020. (Photo Credit: Greater Rochester Chamber of Commerce)

MESSAGE FROM CO-CHAIRS

Welcome back—to seeing each other in person, re-opening our businesses, schools, and campuses, and revitalizing events, festivals, and tourism.

Thank you to the businesses, first responders, non-profits, government leaders, and community partners who have given their all to helping New York and the Finger Lakes through one of the most trying times in recent history. Because of your efforts, our region has survived these last two years, and we have also begun to build back better and stronger than ever.

Our Finger Lakes Regional Economic Development Council (FLREDC) has been steadfast during the pandemic and is more eager than ever to help catalyze the re-opening of our region. Throughout the Regional Economic Development Council (REDC) Awards process, the Finger Lakes Region has received \$785 million to fund 1,072 projects.

This annual report has a new streamlined format that offers insight into some of the incredible work happening throughout the Finger Lakes Region within our key priorities: job growth, increasing regional wealth, driving private investment, and reducing poverty. Of note, this Council has made a significant effort toward looking at each topic we address through a lens of economic equity.

Our report will also highlight some of the strategic partnerships driving these key priorities, including ROC2025 regional alliance, the Rochester Downtown Partnership (RDP), the Rochester Monroe Anti-Poverty Initiative (RMAPI), and the newly formed multi-city Rochester Regional Partnership (RRP).

The FLREDC is well positioned to continue implementation of its strategic plan, thanks in large part to the historic commitment made by Governor Kathy Hochul and the New York State Legislature, with more than \$4 billion in new economic development programs within this year's state budget, including:

- Creation of the new NYS Office of Strategic Workforce Development with \$150 million for dedicated programs that are laser-focused on supporting the labor needs
- Continuation of Downtown Revitalization Initiative (DRI) and the addition of NY Forward, a new program to invigorate and enliven downtowns in smaller and rural communities

- Continuation of our thriving venture capital competitions, including Luminate-NY and Grow-NY in our region
- Significant investment in Minority and Women-Owned Business Enterprises (MWBE)
- Return of RESTORE NY, a program that provides municipalities with financial assistance for the revitalization of vacant and blighted properties
- Implementation of FAST NY, a program to help with shovel-ready site development
- Continuation of pandemic recovery funding for small businesses
- Expansion of broadband access

Access to talent is the most challenging issue we continue to hear across every industry and market. Our newly commissioned Workforce and Talent work group conducted a regional workforce inventory that is the primary focus of this report and will continue to focus on critical needs. We are also actively pursuing programs like Veterans Career Connect, Campus ROC, College Fest, and ROC Remote, among others, to help end the brain drain, retain existing talent, attract new talent, and train workers to fill jobs.

We look toward Round XII with a renewed commitment to supporting businesses, the arts, schools, campuses, and festivals. Rest assured that our collective passion, determination, and vision will result in tremendous success for the Finger Lakes Region.

BOB DUFFY
Co-Chair



Bob Duffy, Greater Rochester Chamber of Commerce

DENISE BATTLES
Co-Chair



Denise Battles, SUNY Genseo Chamber of Commerce

REGIONAL VISION AND REPORT SUMMARY

As efforts transition from recovery and relief to stability and growth, there is an undeniable shared vision of pride and hope in the Finger Lakes Region. If there is one thing that the COVID-19 pandemic has taught us, working collaboratively towards shared goals in this post-pandemic economy is essential to realizing positive outcomes.

Every action is strategic. This year, Finger Lakes Regional Economic Development Council (FLREDC) renewed its commitment to supporting projects, programs, and initiatives that will allow the Finger Lakes Region to continue making remarkable strides toward achieving our four overarching objectives: Grow Jobs, Increase Regional Wealth, Drive Private Sector Investment, and Reduce Poverty. As always, FLREDC will use the Strategic Plan Framework to guide its efforts.

In 2019, our region established a coordinated regional alliance of economic development agencies called ROC2025. Dedicated to making Greater Rochester, New York, one of the US's most dynamic and rapidly growing regional economies, ROC2025 continues to make significant progress toward our shared objectives.

Innovation flows through our history. The Finger Lakes Region has a long history of innovators and trailblazers in all sectors. Identifying strategic opportunities and executing vital, innovative

initiatives are essential to our success. However, we realize that success requires a holistic effort that includes regional experts and incorporates public engagement.

Luminate—an Optics, Photonics, and Imaging accelerator investment fund and competition—is an initiative hosted by NextCorps that helps attract innovative companies from around the world to the Finger Lakes Region. The competition awards \$3M annually to 10 companies from across the globe developing emerging solutions in almost every industry. The winners set up shop in New York state.

Grow-NY is an unprecedented food and agriculture business competition that identifies, supports, and funds the top food, beverage, and agriculture innovations across the globe. The competition includes a \$1 million top prize, mentorship, training, business development support, and tax incentives. Winning companies commit to making a positive impact in the growing startup hub located in New York state's Finger Lakes, Central NY, and Southern Tier regions.

Workforce development is a holistic endeavor. As we ease out of the pandemic, the health of the Finger Lakes regional economy relies on a stable, well-trained, innovative workforce. Yet, the tight, post-pandemic labor market causes challenges for the Finger Lakes Region and the nation: *a sustained recovery and thousands of jobs available in conjunction with a workforce shortage.*

In response, this year saw significant efforts and investments made in workforce development. The newly created New York State Office of Strategic Workforce Development demonstrates a commitment to improving the state's workforce development programs while also addressing employers' urgent and long-term workforce needs in the Finger Lakes Region. FLREDC will work diligently with regional partners and stakeholders to identify and support programs that enhance a robust talent pipeline for the long term.

The Finger Lakes Workforce Development Center (FWD Center) at Monroe Community College's (MCC) Downtown campus, opened in May 2022. This state-of-the-art center focuses on both short-term and accelerated, technology-oriented training programs that place individuals in high-demand jobs within advanced manufacturing, information technology, skilled trades, apprenticeship-related instruction, and professional services. Partnerships connect learners to education and support employment through work-based learning opportunities and active job placement. FWD Center partnerships include Finger Lakes Community College (FLCC), Genesee Community College (GCC), MCC, Empire State Development (ESD), Rochester Institute of Technology (RIT), City of Rochester, BOCES, Rochester City School District (RCS), Rochester Technology and Manufacturing Association, Greater Rochester Enterprise, RochesterWorks!, NYS Department of Labor, and Monroe County.

Breaking down barriers and closing gaps to support a diverse, equitable, and inclusive regional workforce is essential to this work. Deep-rooted systemic racial and socioeconomic inequities and inadequacies faced by Black, Indigenous, and People of Color (BIPOC) and rural populations keep willing and able candidates out of the workforce. The fragility of the systems underpinning our regional economies, such as transportation, child care, and broadband, present economic injustices that stand in their way.

The Regional Workforce Inventory included in this report represents a collaborative, region-wide effort to identify which sector jobs and skill sets are in demand. It also paints a clear picture of the untapped workforce, along with the programs and potential solutions we must champion to help them be successful. The document is the cornerstone for our Workforce and Talent work group as they guide us towards a more diverse,

equitable, and inclusive regional workforce. It is also the prelude to the forthcoming regional workforce strategy that will include targeted solutions for our priority industries and needed skill sets.

Public funds secure private money for revitalization. The economic support of New York State is a catalyst that helps FLREDC build confidence and momentum among its regional stakeholders to drive economic growth and attract substantial additional investments.

New York State programs like the Upstate Revitalization Initiative (URI) and the Downtown Revitalization Initiative (DRI) continued to transform the Finger Lakes regional economy. As part of DRI Round 5, the City of Rochester, Monroe County, and the Village of Newark, Wayne County, received \$10 million each in funding. Leveraging these funds will help these communities attract private investment to revitalize their downtowns with residential, business, and recreational projects that appeal to residents and tourists alike.

Furthermore, focusing on regional revitalization will drive development efforts in the Finger Lakes Region this year. The development and collaboration of innovative public-private partnerships will maximize investments and result in a more equitable impact for all stakeholders. Also, a new regional approach called the Regional Revitalization Partnership will provide \$300 million to enhance small business support, downtown and waterfront placemaking, and workforce preparation—with up to \$80 million dedicated for Rochester. New regional revitalization partnerships and the success of longstanding, thriving community organizations will bring stakeholders together to create long-term, significant community impact.

Placemaking that supports a better quality of life. The continuation of the DRI and the Consolidated Funding Application (CFA) programs, along with the return of the RESTORE NY program, will play vital roles in efforts to enhance and improve the regional economy. Additional projects fueled by Governor Hochul's announcement of major investments in the Finger Lakes Region will help us ensure that people will want to live, work, and play here for years to come:



The FLREDC framework includes **GOALS** with defined metrics to measure our progress; industrial **PILLARS** that strengthen and contribute to our economy's comprehensive nature, interconnectivity, and interdependence; and **ENABLERS** vital to the fueling our success—all built on a **FOUNDATION** that reinforces the things that make our region a wonderful place to live, work, and play.

- Expansion at the **Seneca Park Zoo** will enhance the experience for visitors.
- Upgrades to **Frontier Field** will align the home of the Rochester Red Wings with Major League Baseball standards.
- Funding for the **Inner Loop North** infill project will help bring communities together.
- A second phase of the transformative ROC The Riverway initiative:
 - Creation of a new **High Falls State Park** within the Genesee River gorge at the base of the historic upper falls in the heart of downtown Rochester.
 - Restoration of the City of Rochester's **High Falls Visitor Center**, with support from FLREDC, will be a welcoming venue for tourists.
 - Planning for **Aqueduct Reimagined** and riverfront promenades (roctheaqueduct.com), a multi-phase initiative between ROC the Riverway/Building Bridges to the Future.
 - Plans to re-open the **Riverside Hotel**.
 - Launch of the **Rochester Downtown Partnership**, a new public-private management entity to help program and promote the improved center city and waterfront spaces and oversee the creation of a new business improvement district.

Downtown revitalization efforts such as these draw business back to town. In September 2021, Constellation Brands, a leading beverage alcohol company, announced its plan to move its global headquarters from Victor, NY, bringing 400 jobs to the Aqueduct Building campus in Downtown Rochester. The move allows Constellation to recruit and attract a broad and diverse talent pool from the region.

Creating a brighter future. In conclusion, by augmenting state-level efforts with targeted regional initiatives to improve the workforce, revitalize regional development, and foster a collaborative economic development atmosphere, we will continue to make positive strides toward moving the Finger Lakes Forward and positioning the area as a national and global leader.

FLREDC wishes to thank Governor Hochul for her vision and actions to help create an economy that works for everyone. We are also grateful to our community partners from the nine-county region for sharing their unwavering commitment, expertise, and guidance to help us identify our community's needs and develop sustainable solutions.

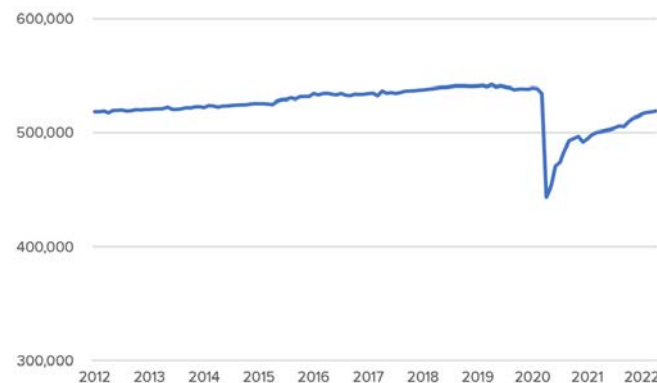
STATE OF THE FINGER LAKES REGION

Sectors Rally Across the FLX

The Finger Lakes regional economy continues to rebound from the COVID-19 pandemic. Since the deepest trough of the early pandemic in April 2020, the RMSA has added 75,400 jobs—a recovery rate of 17.0 percent. Still, it remains down approximately 15,000 positions from March 2020, the last month before COVID began to significantly impact job levels. The region is not alone in this, as half of the benchmark metros in FLREDC/ROC2025's regional peer group are still below pre-pandemic levels.

Although the rate of recovery has naturally slowed in recent months as the region approaches pre-pandemic job levels, the recovery itself has been sustained and cross-sector. The RMSA has added jobs in 22 of the past 24 months. And the actual rate of recovery since April 2020 ranks 18th among the 53 benchmark metros that comprise the FLREDC/ROC2025 regional peer group.

TOTAL NONFARM EMPLOYMENT
SOURCE: Current Employment Statistics



Nearly every sector continues to rebound from the April 2020 COVID trough. Leisure and Hospitality, the hardest-hit sector in the earliest months of the pandemic, continues to recover, adding 5,900 jobs over the past year. During the same period, Trade, Transportation, and Utilities was 2,600, Construction 1,500, Health Care and Social Assistance 1,500, Manufacturing 1,400, and Professional and Business Services 1,400. Employment levels in the Government sector also continued to recover, adding 2,100, although federal and state employment recovery softened.

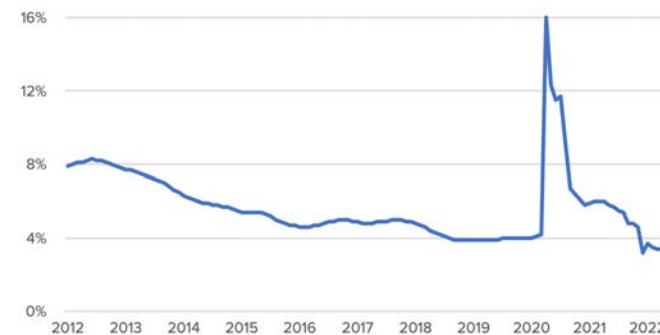
COVID RECOVERY BY SECTOR

| Sector | Apr/20 | Apr/21 | Apr/22 | 2-yr change |
|------------------------------------|---------|---------|---------|-------------|
| Leisure and Hospitality | 19,400 | 36,900 | 42,800 | +23,400 |
| Trade, Transport, Utilities | 65,400 | 78,800 | 81,400 | +16,000 |
| Education and Health | 119,900 | 128,900 | 129,600 | +9,700 |
| Construction | 15,200 | 20,300 | 21,800 | +6,600 |
| Professional and Business Services | 58,300 | 62,900 | 64,300 | +6,000 |
| Other Services | 12,600 | 16,900 | 17,800 | +5,200 |
| Manufacturing | 50,600 | 53,400 | 54,800 | +4,200 |
| Financial Activities | 20,700 | 21,700 | 22,600 | +1,900 |
| Information | 6,500 | 6,200 | 6,200 | -300 |

Unemployment in the RMSA has steadily improved, falling to 3.2 percent in April—second best among New York's large upstate metros and more than two points lower than a year ago. The unemployment rate is now below pre-pandemic levels.

UNEMPLOYMENT RATE

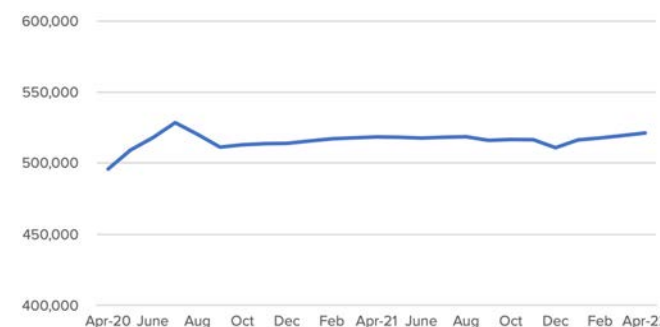
SOURCE: Local Area Unemployment Statistics Program



Labor force levels in the region have been particularly resilient during the COVID recovery period. Over the past year, the **RMSA's civilian labor force** has expanded by a half-percent, the best performance of New York's large upstate metros.

CIVILIAN LABOR FORCE

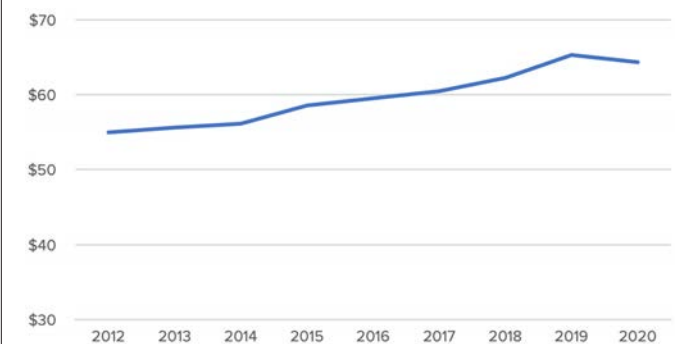
SOURCE: Local Area Unemployment Statistics Program



The newest data on Gross Regional Product reflect the 2020 impacts of the pandemic, with nearly 90 percent of the peer group having experienced a decline—including Rochester. The **RMSA's regional GDP** contracted 3.8 percent in 2020, nearly a point behind the benchmark group average (-2.9 percent). This follows Rochester's strong performance in 2019, during which the region experienced its fastest rate of annual GDP growth in nearly 15 years. Even with the decline, however, Rochester's relative position in the peer group improved to 35th, up 15 points from 2018. In current dollar terms, the Rochester metro's \$64.4B GDP ranks 13th in the benchmark group, an improvement of one spot from last year.

REGIONAL GROSS DOMESTIC PRODUCT

SOURCE: Bureau of Economic Analysis
(All industry total in billions of dollars; Rochester MSA)

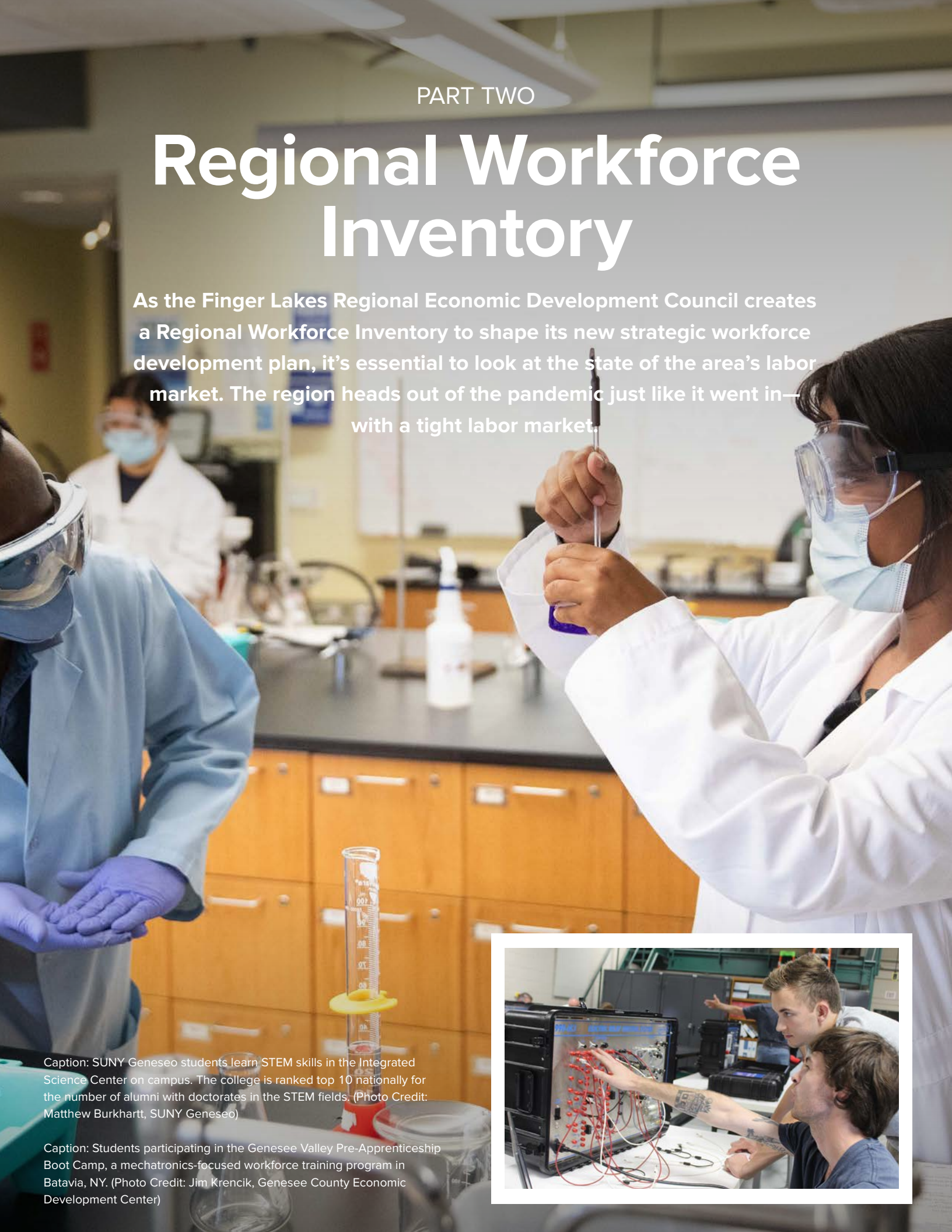


Per capita income in the RMSA grew 7.6 percent in 2020, three times the rate of the previous year. Nationally, personal income levels increased in more than 3,000 counties and decreased in fewer than 70, reflecting the significant impact of government pandemic assistance payments distributed to households and businesses. Still, Rochester's performance outpaced the peer metro average by more than a point and increased its position in the benchmark group to 12th, an improvement of one spot from 2019. The RMSA's per capita income level in 2020 (\$56,477) ranked 20th, an improvement of four spots for the second consecutive year.

The **RMSA's poverty rate** improved from 13.4 percent in 2019 to 13.2 percent in 2020, according to the newest 5-year estimate from the Census Bureau's American Community Survey—a change that was within the statistical margin of error. The change reflects, in part, the impact of federal stimulus programs implemented to prevent more widespread economic hardship due to the COVID pandemic.

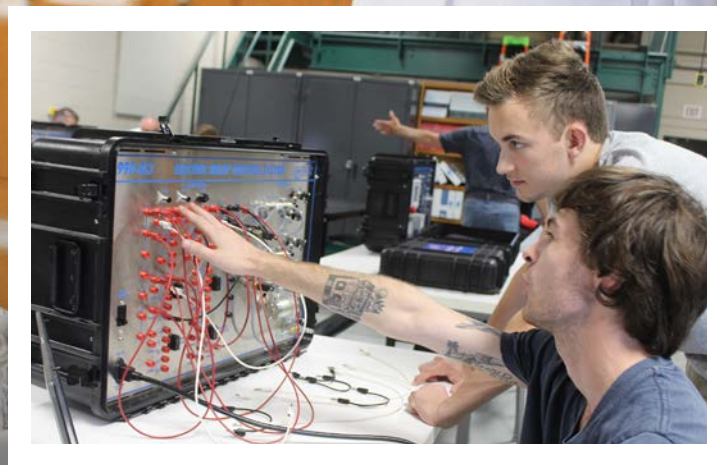
Regional Workforce Inventory

As the Finger Lakes Regional Economic Development Council creates a Regional Workforce Inventory to shape its new strategic workforce development plan, it's essential to look at the state of the area's labor market. The region heads out of the pandemic just like it went in—with a tight labor market.



Caption: SUNY Geneseo students learn STEM skills in the Integrated Science Center on campus. The college is ranked top 10 nationally for the number of alumni with doctorates in the STEM fields. (Photo Credit: Matthew Burkhardt, SUNY Geneseo)

Caption: Students participating in the Genesee Valley Pre-Apprenticeship Boot Camp, a mechatronics-focused workforce training program in Batavia, NY. (Photo Credit: Jim Krencik, Genesee County Economic Development Center)



Many employers struggle to find workers with the requisite skills to grow or efficiently operate their businesses. Labor shortages before the pandemic have only intensified. This problem is not just anecdotal. Consider that the region's unemployment rate stands at 3.1% as of May 2022, an historically low rate. In addition, the local labor force also currently stands near historically low levels. Several reasons for this shortage of workers—pandemic-accelerated retirements for one—necessitate an all-hands-on-deck approach. This effort strives to improve our labor force participation rate, bring new talent to the Finger Lakes, and help employers find the workers they need.

This tight labor market coincides with the Finger Lakes Region poised for growth. Despite the staggering loss of 91,000-plus jobs during the initial stages of the pandemic, the Finger Lakes economy gained most of those jobs back through steady growth. More and more, businesses look to expand and hire new workers. In just the last few months, private sector companies across the region announced or completed projects collectively in need of nearly 2,000 workers. These include Baldwin Richardson Foods, Corning Incorporated, Optimax, Plug Power, CooperVision, LaFermiere, Ocean Insight, Delta-X Global, Constellation Brands, Premier Packaging, Ionomr Innovations, RealEats, and Precision Optical Transceivers. Our region will also see new industries emerge in the next few years, such as the cannabis industry, which will almost certainly place increased demands on the workforce.

The expansion of these local companies and introduction of new industries underscore the importance of attracting and training workers for in-demand careers.

The FLREDC's strategic workforce development plan aims to mitigate and overcome the hurdles facing the region's economy, particularly a stagnant population and the impact of the COVID-19 pandemic on the local labor force. We begin that discussion below, and we will flesh these ideas out further in the next phase of our effort: creating the strategic workforce development plan for our targeted sectors. That plan will focus on training targeted populations for the skills needed by employers looking to fill in-demand jobs. That investment in training is of utmost importance since it not only provides employers with the workers required, but data clearly shows that educational attainment drives attachment to the workforce. Training and education in all its forms—from certificate programs to associate degrees to doctoral programs—benefits employers by expanding the regional talent pool

and results in higher earnings and greater financial independence for program participants.

Leadership in action

The adopted 2022–2023 New York State Budget included an unprecedented investment in workforce development funding in tandem with creation of the new Office of Strategic Workforce Development. This office will work with Empire State Development (ESD) and the Regional Economic Development Councils (REDCs) to identify investment areas to meet regional workforce needs.

After Governor Hochul signed the budget, FLREDC Co-Chairs Bob Duffy and Denise Battles reactivated the Workforce and Talent (W&T) Work Group. Over 60 individuals participate throughout the Finger Lakes Region, including representatives from private businesses, industry associations, educational institutions, community-based organizations, local government partners, and three workforce development boards.

The Regional Workforce Inventory guidelines for the 2022 FLREDC Annual Report ask us to identify at least three to four priority industries with expected job growth and the in-demand skills sought by employers in those industries. To achieve a training infrastructure fitted to the needs of our economy, we must simultaneously create a framework that removes the barriers to workforce participation that confront historically underrepresented populations at every turn. To ensure our solutions truly address their needs, FLREDC will include the community-based organizations delivering supportive services at the ground level in all conversations.

Laying the foundation for change

Monroe County laid the foundation for this new Regional Workforce Inventory effort in February 2022, when—on behalf of our nine-county Finger Lakes Region—it applied for funding under the US Economic Development Agency's *Good Jobs Challenge (GJC)*. The result was *Good Jobs Finger Lakes 2022*, which proposes to better coordinate, enhance, and target workforce development efforts within three industry sectoral partnerships: Skilled Construction Trades, Advanced Manufacturing, and Health Care. This action would align workforce and training programs with the network of supportive service providers and identify further training program development to meet the regional economy's needs. This endeavor would increase the availability of wraparound services that

most effectively mitigate barriers to employment and seek to train 2,050 participants in the region.

A top-rated program, GJC received 509 applications nationwide, including over three dozen from New York State. A prospective 25–50 projects will be funded in September 2022. The strategic partnerships behind the *Good Jobs Finger Lakes* application efforts provide a foundation for regional collaboration to ensure more diversity, equity, and inclusion in the workforce.

Setting our course

FLREDC has five strategic industry pillars from its 2021 Annual Report and illustrated on page 6 of this report. As touchstones, these pillars, combined with the blueprint of Good Jobs Finger Lakes 2022, provide the starting point for the Regional Workforce Inventory that follows.

To adapt these pillars to the task at hand, the W&T Work Group recommends prioritizing the sectors and reorganizing the subsectors as follows:

1. Consolidate the Optics, Photonics & Imaging (OPI) & Next Generation Manufacturing pillars into one. This change would encompass all Manufacturing and add OPI, Cleantech & Renewable Energy, and Bio-Tech & Life Sciences.
2. Pull the Health Care Provision sector to cover the immense workforce needs in the Health Care delivery sector, with the other sub-sectors of the REDC's Health Care & Life Sciences Sector migrating to Manufacturing.
3. Include Skilled Construction Trades as a priority sector.

REGIONAL WORKFORCE INVENTORY

A. Identify Priority Regional Tradable Sectors

The Finger Lakes Regional Economic Development Council recommends focusing our workforce development efforts on the following tradable sectors and statewide target industries:

Agribusiness & Food Production

Despite the pandemic, Agribusiness & Food Production has seen a positive net change in jobs from 2016–2021. While the sector's \$48,177 median income lags the \$56,146 private employers offer, the NYS Department of Labor (NYS DOL) forecasts several thousand annual job openings throughout the decade. Many of these jobs require a high school diploma or less. Please note that labor statistics often index food and beverage production under Manufacturing, but we separate it due to the importance of this industry to the Finger Lakes economy. Additionally, recognizing tourism's importance in enhancing the quality of life throughout the region, the Work Group has elected to include Agri-tourism within this priority sector.

Health Care Delivery

Before the pandemic, the region's health care delivery system—from the most prominent hospitals to the many community-based health providers—faced significant challenges in attracting and retaining staff. As we emerge from COVID-19, the workforce shortage continues to stress every corner of the health care system.

Promoting career pathways in health care throughout the region must be central to our workforce development effort, as MCC does with Finger Lakes Performing Provider System (FLPPS) support. Ensuring enough licensed mental health staff to meet community needs also must be a priority. There will be an estimated 20,090 more health care jobs in the area in 2028 than in 2018, an increase of 25.2%. Additionally, there will be an estimated 7,340 net change in Social Assistance jobs, an increase of 43.6%, reflecting the growing need for childcare workers, personal and home care

aides, and other professionals in delivering health and social services.

The health care workforce shortage has different implications relative to other employment sectors. Staff shortages at rehabilitation and skilled nursing facilities is one example. According to FLPPS, there were over 1,000 rehabilitation or long-term care beds available in our region in July 2022. At the same time, there were over 200 patients awaiting discharge from the hospital to fill one available bed, leaving the patients in a holding pattern.

Information Technology (IT)

A priority sector that cuts across most industries, IT pays exceptionally well with a median salary of \$94,051. Despite the increased need for workers, IT has a workforce shortage. For instance, as of April 2022, there were only 44 applicants for 390 job postings in the region for Software Developers, Quality Assurance Analysts, and Testers, all occupations with a median annual wage of \$95,040. In addition, the growing threat of cyber attacks underscores the increasing need for skilled cybersecurity professionals.

Manufacturing

Manufacturers throughout the region continue to rebound from the pandemic, especially companies with a specific focus such as Optics, Photonics & Imaging; Cleantech & Renewable Energy; and Bio-Tech & Life Sciences. Jobs in this sector remain high paying and plentiful. For example, Technicians—an occupation often requiring an associate degree or certification to earn a median annual wage of upwards of \$60,000—are in significant demand. As of April 2022, businesses

hiring Industrial Engineering Technologist & Technicians had only one applicant for every nine jobs available.

Skilled Construction Trades

Not typically a strategic priority industry in the FLREDC's strategic plan, the Skilled Construction Trades face workforce challenges that warrant its inclusion as a priority industry for workforce development support today. Despite the challenges resulting from the pandemic, jobs in the Construction & Building Trades increased by 7.7% between 2016 and 2021, and increases should continue over the next decade. Federal and State public infrastructure investments ensure a sustained flow of projects over the next several years. The Finger Lakes Region is not alone in its need for a workforce that can keep up with the demands. In a recent UNiCON membership poll, responding Joint Apprenticeship Training Committee (JATC) members anticipated doubling the number of new apprenticeships in 2022 relative to the expected number of graduates.

Priority Sectors: Significant openings, now and in the future.

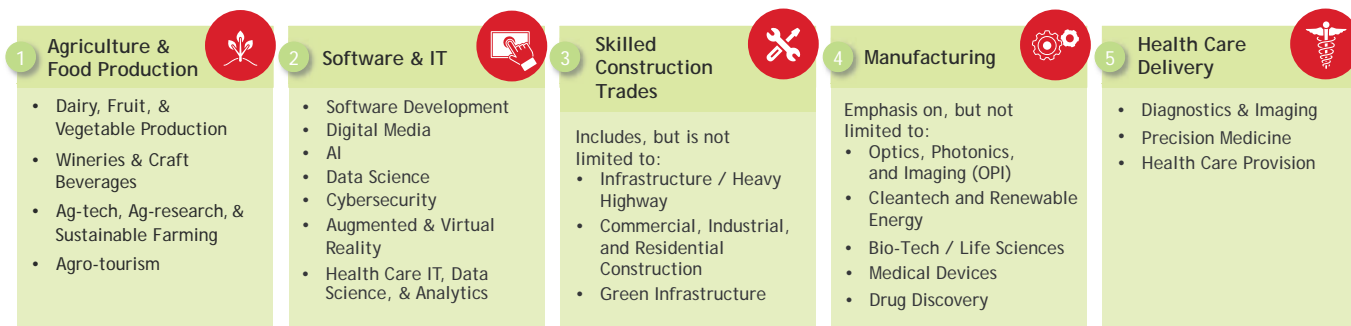
According to the NYSDOL, between 2018 and 2028, the Finger Lakes Region will have a net increase of 60,560 jobs across all industries, public and private. Health Care and Social Assistance occupations account for 27,340—nearly half—of that job growth. The following chart shows the substantial projected annual openings in the five priority industries throughout this decade. Except for the Skilled Construction Trades sector, there is a disconnect between supply and demand within our priority sectors and subsectors, resulting in fewer applicants for in-demand occupations.

TOP 10 MOST IN-DEMAND OCCUPATIONS PER INDUSTRY SECTOR

| Industry Sector | Current Openings (4/22) | Current Applicants (4/22) | Total Employment (4/22) | Projected Annual Openings * | Median Annual Wage for Sector |
|--|--|---------------------------|-------------------------|-----------------------------|-------------------------------|
| Agri-business & Food Production | Data is unreliable for agribusiness, given that it includes occupations found in multiple industry sectors. However, between dairy production and agriculture & beverage manufacturing, there are a projected 1,343 jobs available in the sector** | | | | \$48,177 |
| Health Care Delivery | 1,978 | 746 | 47,900 | 4,478 | \$51,500 |
| IT | 1,237 | 739 | 30,580 | 3,657 | \$94,051 |
| Manufacturing (includes all three priority subsectors) | 1,543 | 1,015 | 55,070 | 6,839 | \$75,354 - \$82,131 |
| Skilled Construction Trades | 240 | 647 | 20,000 | 2,238 | \$67,600 |

* SOURCE: New York State Department of Labor Long-Term Occupational Employment Projections, 2018-2028

** SOURCE: Finger Lakes Workforce Development Board analysis of Chmura Jobs EQ data, June 2022



Proposed revision of sector prioritization by Workforce & Talent Work Group

B. In-Demand Skill Sets Needs

Businesses in the Finger Lakes Region attribute a skills gap as the predominant reason for their hiring challenges. In fact, of the several hundred firms polled in the NYS Department of Labor’s June 2022 survey, 54% of respondents referenced a “lack of qualified candidates” as the biggest challenge in their recruitment efforts. Coming a distant third was “lack of applicants” at 24%. These figures suggest that individuals are willing to engage in the workforce but do not possess the skills to meet employer needs.

With the Finger Lakes economy poised for growth within specific employment sectors, the most effective workforce development programs must be designed to meet the needs of employers, prioritize the hard and soft skills needed in their industry, and structured in a manner that ensures equity.

Every employee needs a variety of skills to contribute on the job, whether they’re new to the workforce or a seasoned professional.

Soft/Essential Skills ensure that workforce participants are “job ready” and able to step into an employment setting. These skill sets can range from life skills cultivated during teenage years to basic skills such as math and computer literacy that traverse most industry sectors. Critical Soft/Essential skills in demand by employers include:

- **Work Ethic:** Attention to detail, time management, punctuality, initiative, and willingness to accept constructive criticism
- **Communication:** Speaking, active listening, reading comprehension, and writing
- **Teamwork/Collaboration**
- **Problem Solving & Critical Thinking**
- **Safety & Health**
- **Technical Math**
- **Customer & Personal Service**
- **Computer Literacy**
- **Supervisory:** Supporting others through diversity, equity, inclusion, and accessibility

Transferable Occupational Skills require some training and education but are not specific to any occupation. Refined either in the K–12 system or some post-secondary program, they are more technical and necessary in various employment sector professions. Critical Transferable Occupational skills in demand by regional employers include:

- **Computers and Electronics:** Proficiency using them, as well as hardware and software knowledge
- **Mechanical:** Knowledge of machines and tools
- **Repair**
- **Troubleshooting**
- **Measurement**
- **Blueprint Reading and Drawing**

Specific Occupational Skills* require some form of training on the job or in a structured learning environment to prepare an individual for a career pathway. As seen below, while the occupational skills sets are, for the most part, unique to the employment sector, there is significant overlap between Agriculture & Food Production/Manufacturing.



Caption: After beginning with just a handful of workers, meal delivery service RealEats has moved into a 80,000 square-foot manufacturing operation with 160 employees in Geneva, NY. (Photo Credit: Shari Voorhees-Vincent)

SPECIFIC OCCUPATIONAL SKILLS FOR PRIORITY INDUSTRIES

| | |
|---|--|
| <p>AGRICULTURE & FOOD PRODUCTION/ MANUFACTURING</p> <ul style="list-style-type: none"> • Production and Processing (knowledge of raw materials, production processes, quality control, costs) • Operations Monitoring • Machine Operation • Computer Numerical Control (CNC) • Mechatronics • Quality Assurance & Controls • Fiber Optics • Remote Sensing • Food Preparation & Safety • Agronomy • Python, C++ , METLAB, SAS Programming • OSHA/Workplace Safety • Renewable Energy • Energy Management • Laboratory Testing • Optical Fabrication • Technicians • Optics Polishing | <p>HEALTH CARE</p> <ul style="list-style-type: none"> • Social Perceptiveness • Basic Patient Care • Nurse Management • Emergency and Intensive Care (Life Support) • Treatment Planning • Medical Support • Basic Living Activities Support • Managed Care • CPR • Emergency Medical Treatment and Active Labor Act (EMTALA) & Health Insurance Portability and Accountability Act (HIPAA) compliance • Medical Terminology |
| <p>INFORMATION TECHNOLOGY</p> <ul style="list-style-type: none"> • Technical Support • Telecommunications • Engineering and Technology • Project Management • Software Development • Scrum proficiency • SQL/Data Management • Business Process | <p>SKILLED CONSTRUCTION TRADES</p> <ul style="list-style-type: none"> • Building and Construction (knowledge of materials, methods, and tools) • Carpentry • Plumbing • HVAC • Operations Management • Painting • Basic Math • Project Management |

*Sourced from a variety of resources, including the NYSDOL Business Survey, Spring 2022; O*Net Online Knowledge & Skills; real-time postings data from MCCLMI.COM; FLCC & GCC surveys of employers; input from organizations representing employers, such as the RTMA, FLPPS, and UNiCON; and a survey of W&T Work Group members and other REDC stakeholders.

FINGER LAKES JOB OPENINGS WITHIN PRIORITY INDUSTRIES, APRIL 2022

| OCCUPATION | OPENINGS | APPLICANTS | SECTOR |
|---|----------|------------|------------------------------|
| Registered nurses | 1,023 | 73 | Health |
| Retail salespersons | 406 | 300 | Agri-business |
| Software developers & software quality assurance analysts & testers | 390 | 44 | IT |
| Licensed practical and licensed vocational nurses | 355 | 104 | Health |
| Fast food & counter workers | 270 | 202 | Agri-business |
| Nursing assistants | 223 | 253 | Health |
| Industrial engineers | 219 | 15 | Manufacturing |
| Supervisors of production & operating workers | 198 | 67 | Manufacturing |
| Supervisors of production & operating workers | 198 | 67 | Agri-business |
| Computer & information systems managers | 169 | 60 | IT |
| Computer systems analysts | 145 | 30 | IT |
| Computer user support specialists | 138 | 120 | IT |
| Pharmacy technicians | 134 | 33 | Health |
| Laborers & freight, stock, & material movers, hand | 130 | 237 | Agri-business |
| Electrical engineers | 117 | 8 | Manufacturing |
| Radiologic technologists & technicians | 112 | 6 | Manufacturing |
| Sales representatives of services, ex. advertising, insurance, financial services, & travel | 111 | 124 | IT |
| Home health aides | 109 | 237 | Health |
| Secretaries & administrative assistants, except legal, medical, & executive | 97 | 115 | Manufacturing |
| Network & computer systems administrators | 89 | 28 | IT |
| Clinical Laboratory Technologists and Technicians | 86 | 15 | Health |
| Clinical laboratory technologists & technicians | 85 | 13 | Manufacturing |
| Industrial engineering technologists & technicians | 82 | 9 | Manufacturing |
| General & operations managers | 81 | 218 | Manufacturing |
| General & operations managers | 81 | 218 | Agri-business |
| Office clerks, general | 74 | 180 | Manufacturing |
| General & operations managers | 74 | 209 | IT |
| Construction laborers | 72 | 296 | Construction |
| Packaging & filling machine operators & tenders | 69 | 70 | Agri-business/ Manufacturing |
| Electricians | 69 | 37 | Construction |
| Electrical, electronic, & electromechanical assemblers | 60 | 26 | Manufacturing |
| Software developers & software quality assurance analysts & testers | 55 | 11 | Manufacturing |
| Market research analysts & marketing specialists | 54 | 36 | IT |
| Inspectors, testers, sorters, samplers, & weighers | 51 | 71 | Manufacturing |
| Industrial truck & tractor operators | 50 | 116 | Agri-business |

Source: NYSDOL prepared this data using a variety of sources: New York One-Stop Operating System (NYOSOS), Bureau of Labor Statistics Occupational Employment & Wage Statistics, NYSDOL Long-Term Occupational Employment Projections, 2018-28.

C. Populations for Workforce Training

The Finger Lakes region’s workforce system must be adaptable to serve its entire nine-county population. Additionally, it must focus on historically underrepresented people in the workforce who experience higher unemployment than the general population: BIPOC, people with disabilities, youth, single mothers, those re-entering from incarceration, veterans, LGBTQ+, and immigrants, to name a few.

An alarming gap exists between minority workforce participation and employment status relative to white residents in the Finger Lakes Region. It underscores the need to ensure that workforce development programs target populations historically marginalized and underrepresented in the workforce. Furthermore, non-white residents in the workforce experience far greater unemployment levels than white individuals do. Consider that Black residents make up 10.2% of the region’s population and Hispanic/Latino residents make up 7.5%. However, Blacks represent 17% of the region’s unemployment insurance beneficiaries, and Hispanics/ Latinos represent 11% (Source: FLX Labor Market Briefing, May 2022).

WORKFORCE PARTICIPATION IN MONROE COUNTY

| Race/Ethnicity | Labor Force Participation | | Unemployment Rate | |
|------------------------|---------------------------|--------|-------------------|--------|
| | Male | Female | Male | Female |
| White | 81.4% | 76.8% | 4.2% | 3.5% |
| Black/African American | 67.5% | 69.3% | 11.5% | 9.1% |
| Hispanic or Latino | 71.4% | 66.8% | 11.7% | 9.1% |

SOURCE: US Census Bureau. For FLX counties outside of Monroe, the margin of error was too large to include.

Minority Residents

Throughout New York State, minority residents are unrepresented in the workforce and experience higher unemployment relative to white residents. Collectively, this gap is more profound in the Finger Lakes Region:

- **Hispanic/Latino Individuals:** A labor force participation differential of -10% between White females versus a -3.3% differential Statewide; a -7.5% unemployment differential in Monroe County compared to -2.7% statewide.
- **Black Males:** A -13.9% labor force differential between white males, versus a - 11.6% differential,

statewide; a -7.3% unemployment rate differential in Monroe County compared to -5.7% statewide.

- **Black Females:** A labor force differential of -7.5% between white females, versus a – 2.5% differential statewide; a –5.6% unemployment rate differential in Monroe County compared to -3.6% statewide.

As a result of this gap, there are a substantial number of BIPOC individuals in Monroe County alone who are not in the labor force: an estimated **11,802** individuals are not actively engaged within the workforce. Of those within this population who participate in the workforce, an estimated **5,064 are unemployed.**

Also, minority workforce members are often in lower-paying positions within an industry. This is particularly true in the Health and Direct Care sectors—entry-level, lower-paying positions have a higher percentage of minority workers than white workers. MCC generally sees a higher proportion of minority students in its Certified Nursing Assistant (CNA) programs, while its Registered Nurse (RN) program—a higher paying occupation—has a majority white population. MCC is currently working with other partners in the region like GCC and FLCC to create a more sustainable and navigable career ladder for health care workers, particularly from minority populations.

Underrepresented: People with Disabilities and Youth

In the Finger Lakes Region, only 41.9% of people with a disability are in the workforce, roughly half as much of the 83% of as those without a disability. This meager participation rate translates to an estimated 35,874 people with a disability in our nine-county region who are not in the workforce.

| Finger Lakes Labor Force Participation—Disability | |
|---|-------|
| With a Disability | 41.9% |
| Without a Disability | 83.0% |

SOURCE: US Census Bureau

Historically, youth are not deemed a marginalized or underrepresented population within the nine-county workforce. Yet, the gap between workforce participation between those under 24 and those within the 45–54 control group is substantial. Even if we attribute much of this gap to secondary or post-secondary education enrollment, a sizable number of

individuals in this cohort (under 24) do not participate in the workforce for other reasons.

| Finger Lakes Labor Force Participation—Youth | | |
|--|-------|--------|
| Age | Male | Female |
| 16-19 | 37.2% | 43.9% |
| 20-21 | 65.9% | 71.5% |
| 22-24 | 79.4% | 80.2% |
| 45-54 (Benchmark) | 85.3% | 80.3% |

The story doesn't end here. We also need to include additional populations as part of our strategic focus.

The **re-entry population**—or formerly incarcerated people—face alarming rates of joblessness. Even before the pandemic, the unemployment rate nationally for this population was upwards of five times higher than that of the general population at 27%. To help, the region can leverage organizations like the Center for Employment Opportunities and the Reentry Association of Western New York (RAWNY) to ensure that those released from incarceration have adequate support and pipelines to economic independence.

Nationally, the pandemic impacted employment levels of the **LGBTQ+ community** more than it did the general workforce population. In the initial phases of the pandemic, nearly two-thirds or 64% of LGBTQ+ households experienced a job loss or disruption, compared to just under 45% of the cis-gender households (Movement Advancement Project Survey, 2020). Using national averages and bearing in mind that the Greater Rochester region has a high LGBTQ+ population, an estimated 27,000 LGBTQ+ individuals participate in the Finger Lakes regional labor force.

At the county level, labor force participation rates are equal to or higher for **veterans** than those who did not serve. And while the region does not have an excess of veterans who are unemployed or not in the labor force, veterans are a good target population due to having high levels of soft/essential and transferable skills gained in their military service. Between 15,000 and 29,000 veterans are in the Finger Lakes labor force; about half are between the ages of 35 and 54. An example of strategic outreach to veterans is the Greater Rochester Chamber of Commerce's Veterans Career Connect. This initiative aims to connect military members at Fort Drum military base in Jefferson

County with opportunities in the Rochester area while coordinating with other supportive services.

According to a study conducted by the City of Rochester and the Rochester Monroe Anti-Poverty Initiative (RMAPI), unmarried households with children account for the largest subgroup of households living in poverty in Monroe County. One-third of all Monroe County residents living in poverty are in single parent homes and an overwhelmingly 90% are headed by the mother. Furthermore, this demographic is more likely to confront other common barriers to employment.

In response to the pandemic, New York State created an Excluded Worker Fund. This initiative represents an important step in recognizing the contributions of **New Americans, particularly undocumented immigrants, and refugees** to our state's work force, through the provision of unemployment insurance and other pandemic-related benefits. The Finger Lakes Region boasts a large population of migrant workers, immigrants, and refugees, all of whom have the potential to help ensure the workforce needs are met in priority employment sectors within the region.

D. Wraparound Services

Our ability to connect individuals from underrepresented populations to career pathways depends on how quickly and effectively our workforce development system acts to remove or intervene in these barriers to employment. Better coordination between workforce providers, employers, and the supportive services network is paramount to success.

As demonstrated in the previous section, like most of America, the Finger Lakes Region lacks equity within its workforce. The area must be strategic and address the barriers to employment within specific populations and communities in the region to successfully create an equitable workforce development system. These barriers are structural—the byproduct of an economy that has not historically been as inclusive to some as it has been to others. When coupled with specific barriers and the adversity that many Finger Lakes residents confront in their daily lives, the path to employment can seem daunting, if not impossible.

Regional workforce efforts will only be successful when we deem the coordination and delivery of supportive services as essential as the training and employment programs that prepare one for a career. The Good Jobs Finger Lakes program concept aimed to link participants with training programs in key industries. It also proposed creating a coordinated system of supportive services uniquely tailored to an individual.

Good Jobs Finger Lakes proposes utilizing the region's Community Action Agencies (CAAs) to help coordinate and administer needed supportive services. These federally funded and state-designated agencies, which exist in every county in the region, would coordinate supportive services to help remove barriers to employment.

The 2021 FLREDC Annual Report offers a more comprehensive look at how the pandemic exacerbated the deep-rooted racial and socioeconomic inequities and inadequacies faced by the BIPOC communities. Moving forward, the Finger Lakes regional workforce efforts aim to create a structure of supportive wrap-around services to help these populations thrive on the job and at home:

- **Transportation to and from the workplace:** Address the lack of personal or public transport through the administration of bus passes, ride-share credits, and innovative partnerships to create last-mile connections. The region should also prioritize supporting those seeking to reactivate a suspended driver's license, particularly those in the reentry population.
- **Basic needs assistance** such as housing, health care, and food assistance.
- **Training grants and programs** that connect an individual with a career pathway, such as Certified Driver's License Training and nursing programs.
- **Child care support** that leverages the child care and Development Block Grant funds, and new investments in child care included in the State Budget. Also, consider additional supportive services to address family/elder care situations.
- **Fund tools and equipment** necessary for specific occupations.
- **Technology and broadband Internet service** to address digital divide barriers in urban and rural areas. The virtual world is here and essential for participation in the workforce, from training programs or creating an online business, as well as accessing health care.
- **Disability Resource Coordinators** to work with training providers & employers to address the need for reasonable accommodations for participants with disabilities.
- **Assistance** with public benefits systems and applications
- **Tutoring services** to address academic difficulties.
- **Paid on-the-job training/stipends for training programs** to mitigate participants having to forego income while receiving training/education.

- **Job placement services** for all skill sets.
- **English as a Second Language (ESL)** services.
- **Better promotion and grassroots outreach** to ensure potential workforce participants are aware of current training opportunities and career pathways.

Many of the above-referenced supportive services are already available to residents. Often, however, a workforce participant may require multiple supportive services and be asked to navigate an often-siloed system. One of the aims of Good Jobs Finger Lakes was to align the administration of in-demand training programs with those coordinating and providing supportive services to participants. The FLREDC's strategic workforce plan should emulate this approach.

Governor Hochul and the State Legislature continue to address key barriers preventing New Yorkers from gaining quality and stable employment. The recently adopted 2022–23 State Budget included \$7 Billion in child care funding, an increase of \$2 billion. In the position to leverage existing state and federally funded supportive services, the state will also make investments to improve the coordination and delivery of such supports through direct integration into workforce development programs.

Exposing Youth to Careers and Opportunities in School

Employers have emphasized a desire to connect with those still in the K-12 education system and introduce youth to potential career opportunities. This is of the highest importance to the thousands of youths in the Finger Lakes Region who do not transition from secondary education to college. Many occupations within the region's priority employment sectors pay well above the median annual wage and often require an associate degree or credentialing. Initiatives, such as the Finger Lakes Youth Apprenticeship Program, provide an essential link between employers and Career & Technical Education (CTE) programs in public schools. This partnership provides valuable experience for youth through job shadowing and paid co-ops.

Further, Genesee, Livingston, Orleans, and Wyoming (GLOW) and Finger Lakes Workforce Development Boards both help organize "GLOW With Your Hands" days, which expose over a thousand youth annually to a variety of careers in construction and manufacturing. There are other initiatives throughout the region targeting the K–12 population that can also be enhanced.

The region should seek to connect youth with the training infrastructure that has been built to ensure the workforce meets the demands of the economy. At its

newly opened Finger Lakes Workforce Development (FWD) Center, MCC provides summer programming to K–12 students, introducing them to STEM career fields. Through established relationship with local employers, MCC and other community colleges in the region have great potential to help youth become career ready.

Helping Young People Become Job Ready

Just as important as exposing youth to industry-specific opportunities is job readiness. The region’s three workforce development boards and the City of Rochester all administer a **Summer Youth Employment Program**, which annually provides valuable work experience for over 1,000 youth under the age of 18. The job readiness principles the youth glean over these several weeks must be cultivated throughout the school year as well, either by the school systems or outside agency support. Doing so will ensure that when youth are ready to enter the workforce, they possess the essential/soft skills necessary for employment and a basic comprehension of what their work will entail.

Often adults also need help getting ready to join the workforce. The successful **Young Adult Manufacturing Training and Employment Program (YAMTEP)** offers a potentially scalable model to meet the growing demands of the workforce. YAMTEP works primarily with youth from marginalized communities or who’ve been in the criminal justice system. Individuals attend up to 10 weeks of paid training to prepare for employment and acquire essential soft skills. YAMTEP’s transportation infrastructure also ensures that geography isn’t a reason why someone living in the City of Rochester can’t access a quality job.



Caption: Students participate in GLOW With Your Hands, a hands-on career festival workforce development program for students in Genesee, Livingston, Orleans, and Wyoming counties. (Photo Credit: Steve Ognibene)

Direct placement of employees continues to be the primary connector for workforce participants. In historically underserved communities, however, there are challenges with retention. In the second half of 2021, RochesterWorks launched **ROCSEEDS** direct placement initiative targeting 18–24-year-olds living in communities most impacted by gun violence. Despite having many employers willing to provide employment opportunities, less than 10% of program participants found permanent employment, with many exiting the program after only a few days. RochesterWorks has since partnered with YAMTEP to ensure participants receive vigorous job readiness training and do not attain employment until ready, leading to greater retention in the program and a more successful permanent hire rate.

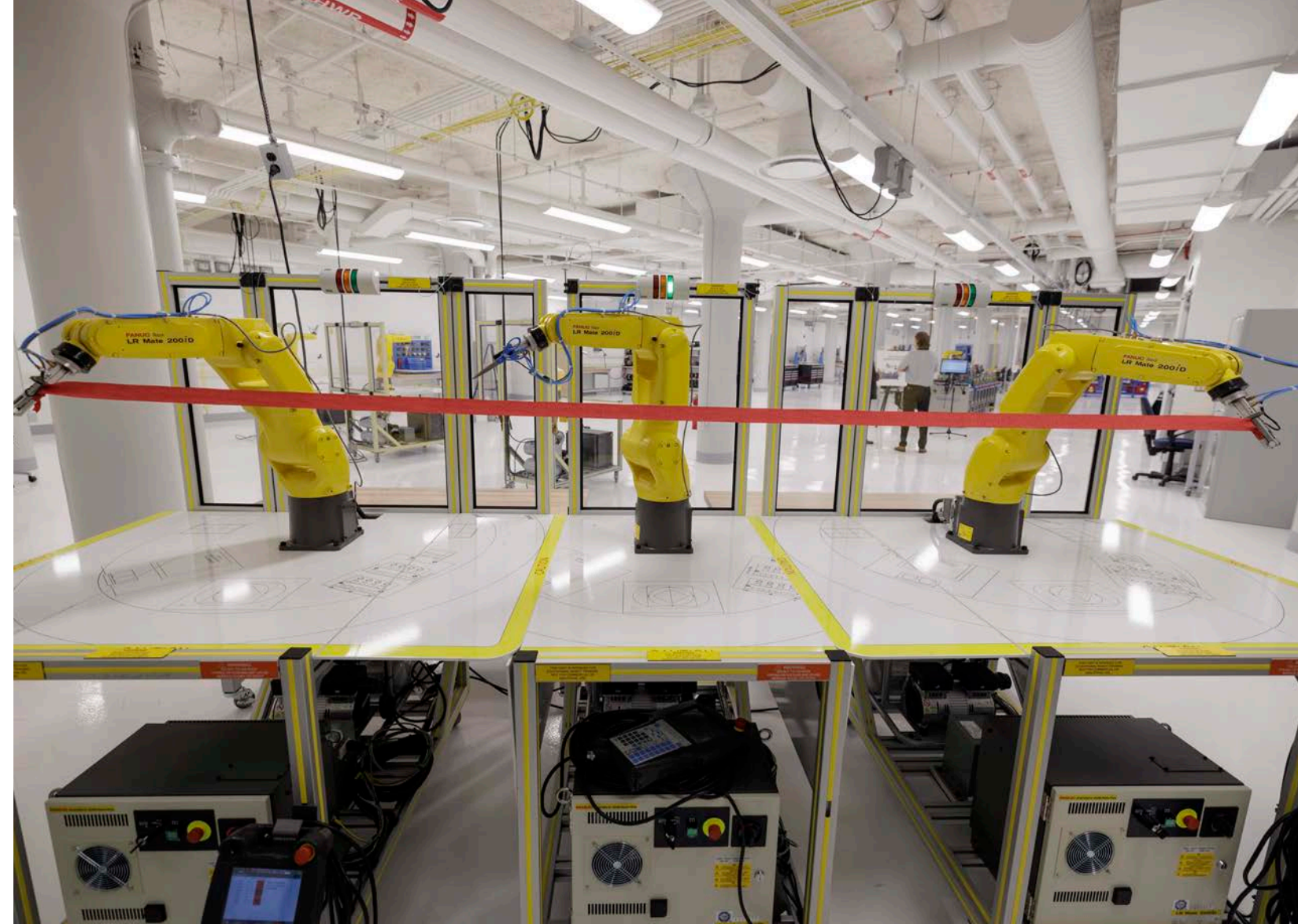
Businesses Need Recruitment and Retention Support

Employers throughout the Finger Lakes Region continue to wrestle with post-pandemic hiring challenges, creating a growing demand for resources and tools to assist them with talent recruitment and retention. Several hundred regional employers surveyed in Spring 2022 highlighted training that they wish to offer but are unable to provide:

| Training Desired, Not Provided | FLX-2022 |
|--|----------|
| Management/Leadership Development | 32% |
| Mentoring/Coaching | 30% |
| On-the-Job Training | 27% |
| Job Shadowing | 22% |
| In-house Learning/Professional Development | 20% |

83% of survey respondents also agreed that resources that help businesses better retain new employees, particularly those from historically marginalized/underrepresented populations, should be a priority. The most frequent responses included:

- Mentoring & Coaching
- On-boarding Supports
- Facilitation of Community Resources & Supports for Employees
- Cultural Sensitivity



Caption: Robotic arms cut the grand opening ribbon at the FWD Center on May 24, 2022. The \$11.4 million 50,000-square-foot campus focuses on short-term, technology-oriented training programs that place individuals in high-demand jobs within advanced manufacturing, information technology, skilled trades, apprenticeship-related instruction, and professional services. (Photo Credit: Mike Groll, Office of Governor Kathy Hochul)

CONCLUSION

With this Regional Workforce Inventory, FLREDC continues its strong focus on workforce development, just as it has over the past 12 years. The sectors and industries prioritized in this inventory reflect the strength of the region’s economy. To maintain that solid economic growth, we must equip job seekers and existing employees for careers with the in-demand skills identified here by area employers and labor market data. As detailed above, we must also make a concerted effort to train and place marginalized and underrepresented populations in these careers.

Additionally, it bears repeating that our regional workforce efforts will only be successful when we prioritize coordinating and delivering the supportive services identified here to eliminate barriers to training and employment. In short, this Regional Workforce Inventory provides a strong foundation for addressing employers’ workforce needs and preparing job seekers for meaningful careers.

We look forward to beginning work on that strategic workforce plan as our next step in this ongoing effort.

PART THREE

Participation



Caption: The Aqueduct Reimagined Open House at the Rochester Riverside Convention Center occurred on April 30, 2022. (Photo Credit: City of Rochester)

Work Groups

Without question, the success of the Finger Lakes Region leads back to the FLREDC members and work groups. This dynamic alliance of elected representatives, government officials, business and labor leaders, private sector experts, non-profit executives, higher education leaders, and members of the public display unparalleled collaboration to identify, implement, and provide continuous improvement to projects that move the Finger Lakes Forward. Special thanks to key regional organizations and groups that also convene stakeholders in our region to address strategic industries or initiatives and collaborate directly with FLREDC to achieve our collective goals.

KEY REGIONAL PARTNERS

- Arts in the Loop
- Common Ground Health
- Desination Finger Lakes
- Excell Partners, Inc.
- Finger Lakes Regional Tourism Council
- Finger Lakes Tourism Alliance
- Genesee/Finger Lakes Regional Planning Council
- Genesee Transportation Council
- Greater Rochester Chamber of Commerce
- Greater Rochester Enterprise
- Ibero American Action League
- NextCorps
- NYS Photonics Board and AIM Photonics
- PathStone Development Corporation
- Regional Revitalization Partnership Advisory Committee
- ROC the Riverway Advisory Board
- ROC2025
- RocCity Coalition
- Rochester Area Colleges (RAC)
- Rochester Area Community Foundation
- Rochester Downtown Development Corporation
- Rochester Downtown Partnership
- Rochester Monroe Anti-Poverty Initiative (RMAPI)
- Urban League of Rochester
- Visit Rochester



Caption: The FLREDC Public Meeting on June 24, 2022 at SUNY Genesee. (Photo Credit: FLREDC)

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Lynn Freid

Finger Lakes Works

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GLOW Works

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RochesterWorks!

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& Recovery Agency

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Tyrone Reeves

YAMTEP

Katherine Rogala

Finger Lakes Performing Provider System

Jay Roscup

Wayne County Consortium of Schools

Laura Rossman

Pro Action of Steuben and Yates

Sam Samantha

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RochesterWorks!

Joe Stefko

ROC2025

Maya Temperley

Rochester Institute of Technology

SPECIAL THANKS

Lorraine Woerner

Four Cats Creative

Larry Kleehammer

Kleehammer Communications

Lauren Brockbank

Kleehammer Communications

Public Outreach and Engagement

Giving stakeholders a voice in the programs, initiatives, and policies that impact the Finger Lakes Region is our priority. Seeking sector, geographic, racial, and socio-economic diversity and inclusivity are essential to informing our work.

FLREDC and its work groups used a variety of tools to engage the community and provide the information and recommendations needed to advance our regional and statewide strategic goals.

PUBLIC MEETINGS

Councilmembers, ESD Staff, NYS State Agency Staff, Nonprofits, Higher Ed, Private Industry, government, and the public attended a series of public meetings to learn about FLREDC activities:

Via Zoom

The **September 9, 2021**, FLREDC meeting addressed the Downtown Revitalization Initiative (DRI), Workforce Development, and CFA Scoring. Approximately 150 people attended the **May 13, 2021**, virtual meeting focused on the NYS Budget, the RESTORE program, Roc2025 State of the Region, and Round 12 CFA.

In Person

On **June 24, 2022**, at SUNY Geneseo, FLREDC hosted the first in-person meeting since the pandemic. More than 100 members and others attended. The meeting focused on the new Office of Strategic Workforce Development and progress to date the Regional Workforce Inventory, which is in Section Two of this report.

FLREDC hosted a **CFA Workshop** on June 15, 2022, attended by approximately 120 people. The event included short presentations on various programs offered in Round 12 Consolidated Funding Application to improve the business climate and expand economic growth, along with an open and interactive Q&A session.

ROUND V DRI AWARDEE PLANNING

The **Village of Newark, NY**, and the **City of Rochester, NY**, each received [\\$10 million in funding](#) through the fifth round of New York State's [Downtown Revitalization Initiative \(DRI\)](#), designed to revitalize communities and grow the economy. Each community established a Local Planning Committee (LPC) to examine local assets and opportunities and to develop recommendations for economic development, transportation, housing, and community projects that align with each community's vision for downtown revitalization.

Newark held monthly in-person meetings that were also accessible via Zoom. The village held its final DRI public meeting on July 25 to unveil its strategic investment plan. In addition, the village hosted a Public Workshop/Open House on March 16, 2022, and a Public Meeting on April 7, 2022.

Rochester's strategic investment plan focuses on 12 proposed projects located in the 10-block area bounded by Main Street, Franklin Street, Andrews Street, and the Genesee River. Projects under consideration would build on and complement existing investments in Downtown Rochester. The LPC hosted monthly local planning committee meetings in person and via Zoom beginning in February 2022. In addition, the city hosted Public Workshops on March 2 and May 4, 2022.

HIGH FALLS STATE PARK

The opening of High Falls State Park in Downtown Rochester drew much media attention. ESD Regional Office Director Vincent Esposito gave several media interviews about this exciting new destination:

- **5/20/2022** [WXXI Connections Program](#)
- **5/23/2022** [City/WXXI](#)
- **6/6/2022** [ESD WXXI/CITY 12](#)

On July 12, 2022, Genesee Land Trust, Genesee River Alliance, and Ibero-American Development Corporation

(with support from the NYS Empire State Development, City of Rochester, and NYS Parks, Recreation & Historic Preservation) hosted a community input session for the new High Falls State Park. The NYS Parks representative found the participants to be very engaged and positive about the new park.

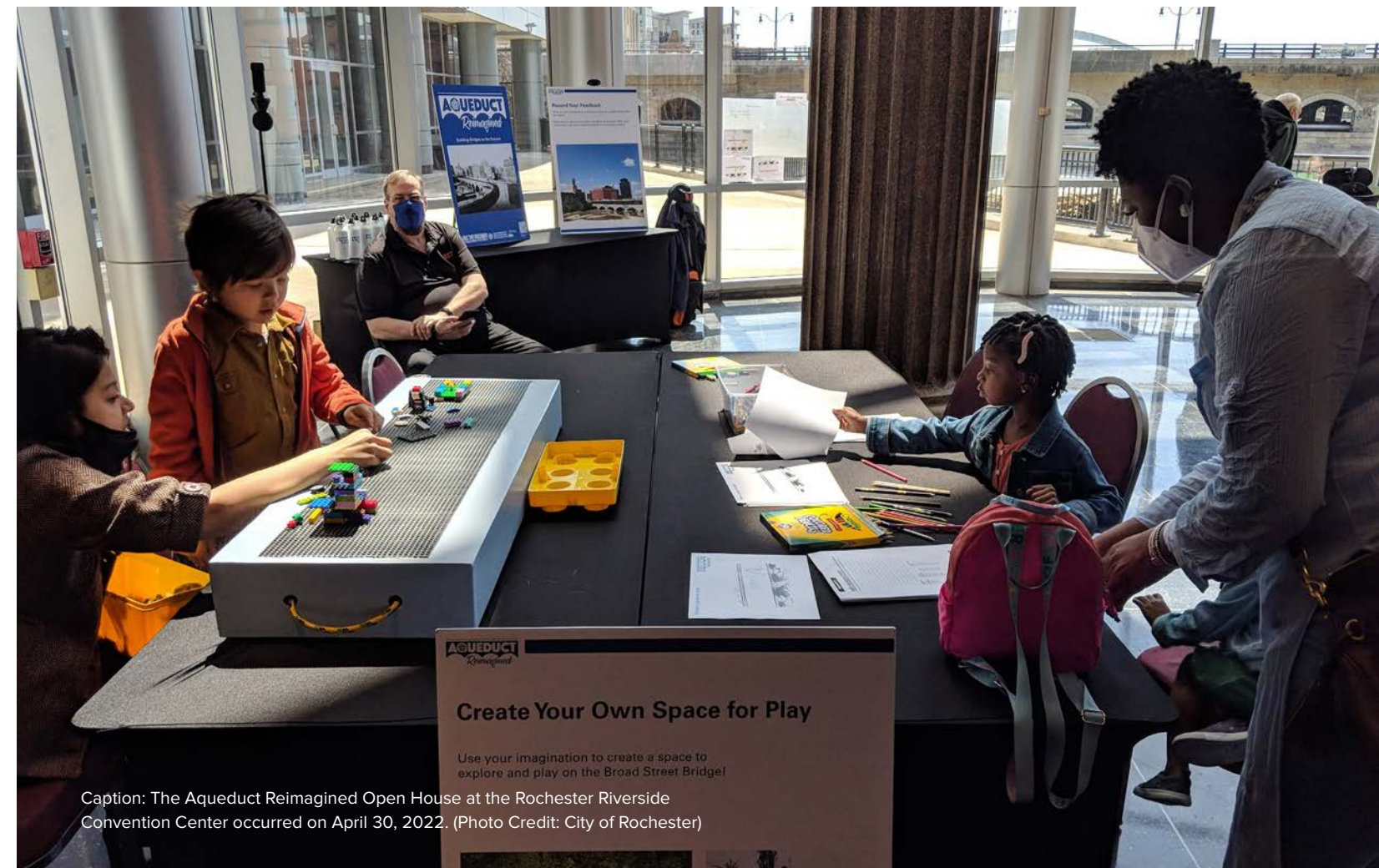
AQUEDUCT REIMAGINED

Open houses were held on April 30 and July 21, 2022 for the public to learn more about the project. The July event included a design workshop to encourage citizens to share ideas with the project team.

WORKFORCE SURVEY

Following powerful feedback from thousands of job seekers and businesses in 2021, the Department of Labor partnered with The Business Council, Empire State Development, and the Regional Economic Development Councils to gather real-time data on the state of the workforce and the needs of businesses in 2022. This data will assist in development of the Regional Workforce Inventory discussed in Section Two of this annual report. To access the results, go to <https://dol.ny.gov/services-businesses>.

As an extension of the Economic Justice efforts renewed by the FLREDC in 2021, the Rochester Area Community Foundation and Baldwin Richardson Foods have partnered with U3 Advisors to launch a multi-year effort to close the racial disparity gap, by leveraging the impact of corporate and institutional procurement dollars within communities of color in Rochester. Building off from lessons learned from inclusive procurement efforts in Memphis, Buffalo, Milwaukee, and other cities, this initiative will coordinate numerous large and influential organizations in Rochester to share best practices, set inclusive procurement goals, and grow the capacity of local businesses owned by people of color within the Rochester area. The initiative is currently in the start-up phase, in which an estimated 14 large employers are expected to participate and form the nucleus of this initiative moving forward. By the end of 2022, U3 Advisors will have analyzed and benchmarked the spending patterns and practices of each of these organizations and designed individual and collective action plans on how to grow these baselines. Following this, we anticipate a more formal launch at some point in early 2023.



Caption: The Aqueduct Reimagined Open House at the Rochester Riverside Convention Center occurred on April 30, 2022. (Photo Credit: City of Rochester)

PART FOUR

Previously Funded CFA Projects



Caption: On October 20, 2021, Governor Hochul announced leading alternative energy technology provider Plug Power has begun construction on a \$290 million electricity substation and green hydrogen fuel production facility at the WNY STAMP site in the Town of Alabama, Genesee County. (Photo Credit: Mike Groll, Office of Governor Kathy Hochul)

Overview of All Previously Funded CFA Projects

Since 2011, awards from the annual Consolidated Funding Application (CFA) process to the Finger Lakes Region total over **\$784.6 million** for **1,072 projects**. These projects represent **\$3.5 billion** in total investment, leveraging **\$784.6 million** in state support by a ratio of more than **7 to 1**. These projects support economic development priorities and job creation across our nine-county region.

SUMMARY STATUS OF ALL PAST PROJECTS BY ROUND

| Project Status | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2021 | Total | Total % |
|----------------|------------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|--------------|-------------|
| ● | 87 | 63 | 82 | 77 | 97 | 70 | 57 | 49 | 14 | 0 | 596 | 52.65% |
| ● | 3 | 3 | 3 | 11 | 18 | 13 | 44 | 84 | 80 | 120 | 379 | 33.48% |
| ● | 0 | 0 | 0 | 0 | 1 | 0 | 2 | 3 | 4 | 0 | 10 | 0.88% |
| ● | 0 | 1 | 1 | 4 | 4 | 4 | 3 | 2 | 7 | 2 | 28 | 2.47% |
| ● | 0 | 0 | 0 | 1 | 2 | 2 | 0 | 0 | 0 | 0 | 5 | 0.44% |
| ● | 11 | 21 | 13 | 14 | 21 | 11 | 11 | 6 | 6 | 1 | 114 | 10.07% |
| Total | 101 | 88 | 99 | 107 | 143 | 100 | 117 | 144 | 111 | 122 | 1,132 | 100% |

- Project is complete
- Project is on schedule
- Project is progressing more slowly than anticipated
- Project concerns need to be resolved
- Project contract not yet executed
- Project canceled or funding declined

LEVERAGE OF STATE INVESTMENT IN ALL CFA PROJECTS

| | Total Projects | Total Project Cost | Total Amount of CFA Awards | Ratio of Total Project Cost to CFA Awards |
|--------------|----------------|------------------------|----------------------------|---|
| Round I | 101 | \$407,283,015 | \$67,560,167 | 1:6 |
| Round II | 88 | \$564,915,808 | \$54,628,790 | 1:10.3 |
| Round III | 99 | \$266,590,872 | \$26,988,847 | 1:9.9 |
| Round IV | 107 | \$304,136,647 | \$41,730,048 | 1:7.3 |
| Round V | 143 | \$649,822,046 | \$71,231,582 | 1:9.1 |
| Round VI | 100 | \$281,501,166 | \$38,575,851 | 1:7.3 |
| Round VII | 117 | \$200,378,559 | \$39,045,798 | 1:5.1 |
| Round VIII | 144 | \$368,938,212 | \$60,438,176 | 1:6.1 |
| Round IX | 111 | \$182,870,718 | \$35,367,072 | 1:5.2 |
| Round XI | 122 | \$299,223,123 | \$63,569,828 | 1:4.7 |
| Total | 1,132 | \$3,525,660,166 | \$499,136,159 | 1:7.1 |







JOB CREATION IN ALL CFA PROJECTS







The table below lists the total number of permanent jobs retained and created through the CFA.

| | Projected Jobs Created | Projected Jobs Retained | Total |
|--------------|------------------------|-------------------------|---------------|
| Round I | 319 | 616 | 935 |
| Round II | 775 | 633 | 1,408 |
| Round III | 125 | 197 | 322 |
| Round IV | 254 | 809 | 1,063 |
| Round V | 575 | 1,489 | 2,064 |
| Round VI | 79 | 1,423 | 1,502 |
| Round VII | 575 | 1,774 | 2,349 |
| Round VIII | 649 | 5,606 | 6,255 |
| Round IX | 696 | 1,453 | 2,149 |
| Round XI | 271 | 694 | 965 |
| Total | 4,318 | 14,694 | 19,012 |

Overview of Previously Funded Priority Projects

SUMMARY STATUS OF PAST PRIORITY PROJECTS BY ROUND

| Project Status | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2021 | Total | Total % |
|---|----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|-------------|
|  | 6 | 18 | 13 | 22 | 21 | 12 | 8 | 8 | 0 | 0 | 108 | 41.38% |
|  | 1 | 1 | 0 | 6 | 4 | 8 | 14 | 18 | 9 | 22 | 83 | 31.80% |
|  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 2 | 0.77% |
|  | 0 | 0 | 0 | 2 | 3 | 3 | 2 | 0 | 0 | 2 | 12 | 4.60% |
|  | 0 | 0 | 0 | 1 | 2 | 1 | 0 | 0 | 0 | 0 | 4 | 1.53% |
|  | 1 | 10 | 3 | 11 | 11 | 5 | 6 | 3 | 2 | 0 | 52 | 19.92% |
| Total | 8 | 29 | 16 | 42 | 41 | 29 | 30 | 29 | 13 | 24 | 261 | 100% |

-  Project is complete
-  Project is on schedule
-  Project contract not yet executed
-  Project is progressing more slowly than anticipated
-  Project concerns need to be resolved
-  Project canceled or funding declined

LEVERAGE OF STATE INVESTMENT IN ALL PAST PRIORITY PROJECTS

The table below lists the ratio of the total investment in past priority projects to the state investment over Rounds I through XI of the REDC. For purposes of these charts, "priority projects" only include CFA projects that received awards from the ESD Regional Council Capital Fund grant program.

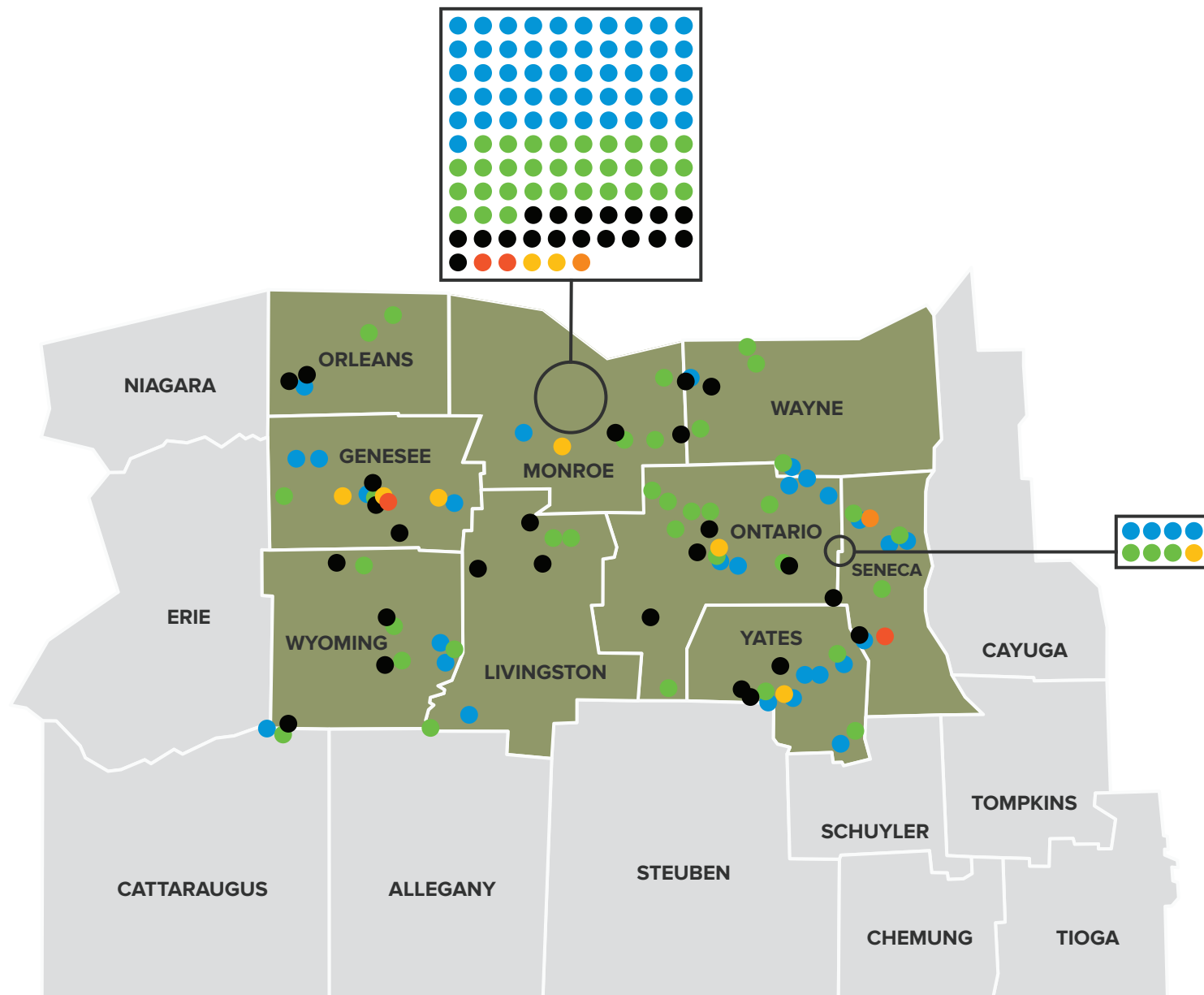
| | Total Projects | Total Project Cost | Total Amount of CFA Awards | Ratio of Total Cost to Total ESD Capital Fund Awards |
|--------------|----------------|------------------------|----------------------------|--|
| Round I | 7 | \$41,848,836 | \$10,500,000 | 1:4 |
| Round II | 19 | \$198,019,539 | \$23,425,000 | 1:8.5 |
| Round III | 13 | \$108,165,405 | \$6,360,000 | 1:17 |
| Round IV | 31 | \$211,158,124 | \$26,884,587 | 1:7.9 |
| Round V | 30 | \$212,533,750 | \$25,087,000 | 1:8.5 |
| Round VI | 24 | \$174,156,762 | \$19,250,000 | 1:9 |
| Round VII | 24 | \$53,941,161 | \$9,019,700 | 1:6 |
| Round VIII | 26 | \$147,503,397 | \$17,246,235 | 1:8.6 |
| Round IX | 11 | \$53,886,596 | \$6,679,000 | 1:8.1 |
| Round XI | 24 | \$187,271,053 | \$22,428,050 | 1:8.3 |
| Total | 209 | \$1,388,484,623 | \$166,879,572 | 1:8.3 |

Appendix

NOTE: This section only lists project status for priority projects funded by the ESD grants or Upstate Revitalization Initiative programs. For a complete, search-able listing of all CFA projects, please visit the online CFA Project Tracking System or the Database of Economic Incentives.

GEORGRAPHIC DISTRIBUTION OF PAST PRIORITY PROJECTS

- Project is complete
- Project is on schedule
- Project is progressing more slowly than anticipated
- Project concerns need to be resolved
- Project contract not yet executed
- Project canceled or funding declined



LIST OF ALL FUNDED CFA PROJECTS

- Project is complete
- Project is on schedule
- Project is progressing more slowly than anticipated
- Project concerns need to be resolved
- Project contract not yet executed
- Project canceled or funding declined

| ROUND I | | | | | | | |
|----------|---|---|---------|---|--------------|--------------------|-----------------|
| CFA # | Applicant Name | Project Name | Agency | Program Name | Award Amount | Total Project Cost | Funds Dispersed |
| 2423 | Finger Lakes Cultural & Natural History Museum | Finger Lakes Museum Capital | ESD | Economic Development Purposes Fund | \$1,500,000 | \$3,600,125 | \$1,350,000 |
| 4883 | Finger Lakes Health Systems Agency | High Blood Pressure Collaborative Capital | ESD | Economic Development Purposes Fund | \$300,000 | \$1,078,630 | \$300,000 |
| 5392 | High Tech Rochester, Inc. | High Technology of Rochester Business Accelerator Capital | ESD | Regional Council Capital Fund | \$2,500,000 | \$15,420,000 | \$2,350,000 |
| 6361 | Greater Rochester Enterprise | Regional Internal Harvesting and Economic Gardening Working Capital | ESD | Economic Development Purposes Fund | \$200,000 | \$400,081 | \$200,000 |
| 6723 | Seneca BioEnergy, LLC | Seneca AgBio Green Energy Park | ESD | Industrial Development Bond Cap | \$7,000,000 | \$16,000,000 | \$0 |
| 7136 | University of Rochester | Health Sciences Center for Computational Innovation Capital | ESD | Regional Council Capital Fund | \$1,500,000 | \$7,875,000 | \$1,700,000 |
| 7136 | University of Rochester | Health Sciences Center for Computational Innovation Capital | ESD | Economic Development Purposes Fund | \$3,500,000 | \$9,475,000 | \$3,300,000 |
| 7690 | New York Battery and Energy Storage Technology Consortium, Inc. | NY-BEST Test & Commercialization Center Capital | ESD | Regional Council Capital Fund | \$1,000,000 | \$4,000,000 | \$1,000,000 |
| ROUND II | | | | | | | |
| CFA # | Applicant Name | Project Name | Agency | Program Name | Award Amount | Total Project Cost | Funds Dispersed |
| 13326 | Muller Quaker Dairy (Wave Holdings) | Wave Holdings Excelsior | ESD | Excelsior Jobs Program | \$4,500,000 | \$249,210,000 | \$0 |
| 13901 | College Town Rochester, LLC | College Town Rochester Capital | ESD | Empire State Development Grant Funds | \$4,000,000 | \$92,400,000 | \$4,000,000 |
| 14283 | Quorum Group, LLC | Quorum Group Capital | ESD | Empire State Development Grant Funds | \$150,000 | \$1,592,000 | \$150,000 |
| 15079 | University of Rochester | The Health Sciences Center for Computational Innovation Capital | ESD | Empire State Development Grant Funds | \$5,000,000 | \$12,000,000 | \$5,000,000 |
| 16294 | NOHMs Technologies, Inc. | NOHMs Technologies Capital | ESD | Excelsior Jobs Program | \$1,000,000 | \$4,357,505 | \$0 |
| 16294 | NOHMs Technologies Inc | Pouch Battery Manufacturing | NYSERDA | NYSERDA - Regional Economic Development and GHG Reduction | \$1,000,000 | \$6,148,794 | \$1,000,000 |
| 16766 | Seneca BioEnergy, LLC | Seneca BioEnergy Capital | ESD | Empire State Development Grant Funds | \$100,000 | \$275,000 | \$0 |
| 16767 | Midtown Tower LLC | Midtown Tower Capital | ESD | Empire State Development Grant Funds | \$4,000,000 | \$57,699,000 | \$3,600,000 |
| 16922 | Monroe Community College | Monroe Community College Capital | ESD | Empire State Development Grant Funds | \$600,000 | \$400,000 | \$200,000 |

| CFA # | Applicant Name | Project Name | Agency | Program Name | Award Amount | Total Project Cost | Funds Dispersed |
|-------|--|---|--------|--|--------------|--------------------|-----------------|
| 17054 | Geva Theatre Center | The Geva Theatre Center Capital | ESD | Empire State Development Grant Funds | \$100,000 | \$491,600 | \$100,000 |
| 17054 | Geva Theatre Center | Historic Arsenal Renovation Front and Center Campaign for Geva | Parks | Historic Property Acquisition, Development and Planning | \$100,000 | \$1,300,000 | \$100,000 |
| 17054 | Geva Theatre Center Inc | Regional Marketing Plan-Geva Theater Center | ESD | Regional Tourism Marketing Grant Initiative (I LOVE NY Fund) | \$50,000 | \$100,000 | \$50,000 |
| 17352 | Toptica Photonics, Inc. | Toptica Photonics Capital | ESD | Empire State Development Grant Funds | \$120,000 | \$373,045 | \$85,518 |
| 17674 | Graphenix Development, Inc. | Graphene Devices Excelsior | ESD | Excelsior Jobs Program | \$400,000 | \$635,000 | \$0 |
| 18009 | Pathstone Enterprise Center, Inc. | Pathstone Capital | ESD | Empire State Development Grant Funds | \$2,000,000 | \$3,800,000 | \$1,600,000 |
| 18082 | Little Theatre Film Society | Little Theatre Film Society Capital | ESD | Empire State Development Grant Funds | \$180,000 | \$390,000 | \$180,000 |
| 18310 | The Finger Lakes Cultural & Natural History Museum | The Finger Lakes Museum Main Campus | Parks | Park Acquisition, Development and Planning | \$498,000 | \$664,000 | \$0 |
| 18310 | The Finger Lakes Cultural & Natural History Museum | The Finger Lakes Museum at Keuka Lake State Park | Arts | Art Project Grant | \$50,000 | \$100,000 | \$50,000 |
| 18310 | The Finger Lakes Museum | Finger Lakes Museum Promotion | ESD | Regional Tourism Marketing Grant Initiative (I LOVE NY Fund) | \$30,000 | \$89,000 | \$0 |
| 18460 | OptiPro Systems, Inc. | OptiPro Systems Capital | ESD | Empire State Development Grant Funds | \$50,000 | \$250,000 | \$50,000 |
| 18502 | Once Again Nut Butter Collective, Inc. | Once Again Nut Butter Capital | ESD | Empire State Development Grant Funds | \$300,000 | \$3,500,000 | \$225,000 |
| 18564 | American Heritage Homes | American Heritage Homes Excelsior | ESD | Excelsior Jobs Program | \$1,100,000 | \$725,000 | \$0 |
| 18770 | Val Tech Holdings, Inc. | Val Tech Holdings Capital | ESD | Empire State Development Grant Funds | \$100,000 | \$553,000 | \$100,000 |
| 18799 | CNG One Source of New York, Inc. | CNG One Source of New York Capital | ESD | Empire State Development Grant Funds | \$300,000 | \$2,000,000 | \$0 |
| 18828 | Genesee County IDA | Western NY Science, Technology and Advanced Manufacturing Capital | ESD | Empire State Development Grant Funds | \$500,000 | \$1,002,100 | \$500,000 |
| 19220 | Cornhill Foundation | Canalway Information Center | Canals | NYS Canalway Grant Program | \$93,081 | \$200,000 | \$0 |
| 19459 | Drasgow, Inc. | Drasgow Capital | ESD | Empire State Development Grant Funds | \$125,000 | \$920,000 | \$125,000 |
| 19604 | Rochester Institute of Technology | Golisano Institute for Sustainability Capital | ESD | Empire State Development Grant Funds | \$5,000,000 | \$15,000,000 | \$4,000,000 |
| 19736 | High Tech of Rochester, Inc. | High Tech of Rochester Capital | ESD | Empire State Development Grant Funds | \$2,500,000 | \$18,500,000 | \$0 |

ROUND III

| CFA # | Applicant Name | Project Name | Agency | Program Name | Award Amount | Total Project Cost | Funds Dispersed |
|-------|---|---|--------|---|--------------|--------------------|-----------------|
| 26433 | Cornell University | Cornell Business Incubator | ESD | New York State Business Incubator and Innovation Hot Spot Support Program | \$125,000 | \$1,125,000 | \$374,134 |
| 27234 | Sibley Redevelopment Phase II NMTC, LLC | Sibley Redevelopment Capital | ESD | Empire State Development Grant Funds | \$500,000 | \$1,500,000 | \$500,000 |
| 28155 | Roberts Wesleyan College | Roberts Wesleyan College Capital | ESD | Empire State Development Grant Funds | \$250,000 | \$10,402,867 | \$250,000 |
| 28157 | City of Canandaigua | Canandaigua Lakefront North Shore Development Capital | ESD | Empire State Development Grant Funds | \$1,500,000 | \$10,625,000 | \$1,500,000 |
| 28791 | Margaret Woodbury Strong Museum | Strong Museum of Play Capital | ESD | Market New York | \$360,000 | \$3,890,562 | \$360,000 |

| CFA # | Applicant Name | Project Name | Agency | Program Name | Award Amount | Total Project Cost | Funds Dispersed |
|-------|------------------------------------|---|--------|--------------------------------------|--------------|--------------------|-----------------|
| 29303 | Geva Theatre Center, Inc. | Historic Armory Renovations Front Center Campaign | Canals | NYS Canalway Grant Program | \$100,000 | \$3,094,000 | \$100,000 |
| 29303 | Geva Theatre Center | Historic Armory Renovations Front Center Campaign Working Capital | ESD | Market New York | \$25,000 | \$787,933 | \$25,000 |
| 29462 | Rochester Institute of Technology | Rochester Institute of Technology CUE Capital | ESD | Empire State Development Grant Funds | \$1,000,000 | \$6,700,000 | \$1,000,000 |
| 30079 | City of Rochester | City of Rochester - Rochester Public Market Phase I Capital | ESD | Empire State Development Grant Funds | \$500,000 | \$8,328,000 | \$500,000 |
| 30173 | Nazareth College of Rochester | Nazareth College of Rochester Capital | ESD | Empire State Development Grant Funds | \$250,000 | \$15,800,043 | \$250,000 |
| 30227 | Arnold Magnetics Expansion Project | Arnold Magnetics Technologies Capital | ESD | Excelsior Jobs Program | \$600,000 | \$21,000,000 | \$0 |
| 30227 | Arnold Magnetics Expansion Project | Arnold Magnetics Technologies - Capital | ESD | Empire State Development Grant Funds | \$600,000 | \$21,000,000 | \$0 |
| 30266 | Hobart & William Smith College | Hobart and William Smith Colleges Capital | ESD | Empire State Development Grant Funds | \$1,000,000 | \$31,524,000 | \$1,000,000 |
| 31259 | Red Jacket Orchard | Berryfield Bottling Excelsior | ESD | Excelsior Jobs Program | \$300,000 | \$750,000 | \$0 |
| 31823 | St. John Fisher College | St. John Fisher College Capital | ESD | Empire State Development Grant Funds | \$250,000 | \$13,388,000 | \$250,000 |
| 32162 | University Of Rochester | University of Rochester Capital | ESD | Empire State Development Grant Funds | \$500,000 | \$1,000,000 | \$500,000 |

ROUND IV

| CFA # | Applicant Name | Project Name | Agency | Program Name | Award Amount | Total Project Cost | Funds Dispersed |
|-------|--|---|--------|--|--------------|--------------------|-----------------|
| 36992 | Emmi Roth USA | Emmi Roth USA Penn Yan Excelsior | ESD | Excelsior Jobs Program | \$400,000 | \$2,330,000 | \$0 |
| 38005 | Boys and Girls Club of Rochester, Inc. | Boys & Girls Club of Rochester Capital | ESD | Empire State Development Grant Funds | \$100,000 | \$500,000 | \$100,000 |
| 38749 | Geva Theatre Center, Inc. | Historic Armory Renovation | HCR | HCR - New York Main Street (NYMS) | \$250,000 | \$2,750,000 | \$250,000 |
| 38763 | St. John Fisher College | St. John Fisher College Capital | ESD | Empire State Development Grant Funds | \$250,000 | \$13,388,000 | \$250,000 |
| 38988 | Open Space Institute, Inc. | Letchworth Nature Center Capital | ESD | Market New York | \$100,000 | \$500,000 | \$100,000 |
| 38988 | Open Space Institute | Construction of the Letchworth Nature Center | Parks | Park Acquisition, Development and Planning | \$500,000 | \$3,745,650 | \$500,000 |
| 38988 | NYS Office Of Parks Recreation & Historic Preservation | Letchworth Nature Center Capital II | ESD | Empire State Development Grant Funds | \$200,000 | \$3,415,530 | \$0 |
| 39022 | Stepping Stones Learning Center | Stepping Stones Learning Center Capital | ESD | Empire State Development Grant Funds | \$100,000 | \$250,000 | \$0 |
| 39313 | Genesee/Finger Lakes Regional Planning Council | Growing the Agricultural Industry Now! ("GAIN") Capital | ESD | Empire State Development Grant Funds | \$3,000,000 | \$3,333,333 | \$3,000,000 |
| 39352 | Margaret Woodbury Strong Museum | Strong Museum of Play Capital | ESD | Market New York | \$220,000 | \$3,750,562 | \$220,000 |
| 39352 | Margaret Woodbury Strong Museum | Strong Museum of Play Capital | ESD | Empire State Development Grant Funds | \$220,000 | \$4,310,562 | \$220,000 |
| 39473 | City of Rochester | City of Rochester Public Market Capital | ESD | Empire State Development Grant Funds | \$1,500,000 | \$8,328,000 | \$1,500,000 |
| 39493 | Morgan-LeChase Development LLC | Morgan-LeChase Pinnacle North Development Capital | ESD | Empire State Development Grant Funds | \$1,000,000 | \$19,750,000 | \$1,000,000 |
| 40374 | Finger Lakes Cultural & Natural History Museum | Discovery Campus Working Capital | ESD | Market New York | \$54,500 | \$130,000 | \$0 |
| 40374 | Finger Lakes Cultural & Natural History Museum | Finger Lakes Museum Capital | ESD | Empire State Development Grant Funds | \$200,000 | \$1,928,500 | \$0 |

| CFA # | Applicant Name | Project Name | Agency | Program Name | Award Amount | Total Project Cost | Funds Dispersed |
|-------|--|--|---------|--|--------------|--------------------|-----------------|
| 40402 | Genesee Biogas, LLC | Genesee Biogas Capital | ESD | Empire State Development Grant Funds | \$1,500,000 | \$6,960,000 | \$0 |
| 40492 | Seneca County | Seneca County Capital | ESD | Empire State Development Grant Funds | \$750,000 | \$8,144,910 | \$0 |
| 40753 | Steel & O'Brien Manufacturing, Inc. | Steel & O'Brien Excelsior | ESD | Excelsior Jobs Program | \$300,000 | \$2,710,000 | \$0 |
| 40760 | Keuka College | Keuka College Capital | ESD | Empire State Development Grant Funds | \$250,000 | \$1,142,803 | \$250,000 |
| 40815 | Unither U.S. Corporation | Unither U.S. - Excelsior | ESD | Excelsior Jobs Program | \$542,666 | \$15,702,000 | \$0 |
| 40854 | New Chem, Inc. | New Chem Inc. | ESD | Excelsior Jobs Program | \$300,000 | \$4,300,000 | \$0 |
| 40864 | FermCo., Inc. | FermCo Capital | ESD | Empire State Development Grant Funds | \$2,000,000 | \$26,500,000 | \$0 |
| 40955 | University of Rochester | University of Rochester Goergen Institute Capital | ESD | Empire State Development Grant Funds | \$1,500,000 | \$5,000,000 | \$1,500,000 |
| 41005 | Keuka Lake Hotel LLC | Keuka Lake Hotel Capital | ESD | Empire State Development Grant Funds | \$750,000 | \$12,050,000 | \$750,000 |
| 41080 | Foodlink, Inc. | Foodlink Capital | ESD | Empire State Development Grant Funds | \$750,000 | \$4,857,665 | \$750,000 |
| 41141 | WinnCompanies | Rochester Sibley Tower Redevelopment | NYSERDA | Cleaner Greener Communities (CGC), Phase II Implementation | \$3,069,587 | \$4,560,631 | \$3,069,587 |
| 41386 | Anthony J. Costello & Son Development LLC | Costello & Son Capital | ESD | Empire State Development Grant Funds | \$500,000 | \$1,197,268 | \$0 |
| 41413 | County of Monroe | Frontier Field Capital | ESD | Empire State Development Grant Funds | \$1,500,000 | \$4,796,329 | \$0 |
| 41959 | LVM Materials LLC | LVM Materials Capital | ESD | Empire State Development Grant Funds | \$25,000 | \$161,000 | \$25,000 |
| 41993 | Roberts Wesleyan College | Roberts Wesleyan College Capital | ESD | Empire State Development Grant Funds | \$250,000 | \$9,056,353 | \$250,000 |
| 42007 | LiDestri Food LLC | LiDestri Foods Excelsior | ESD | Excelsior Jobs Program | \$468,300 | \$5,650,000 | \$0 |
| 42142 | Seneca BioEnergy, LLC | Biodiesel Production Project | ESD | Empire State Development Grant Funds | \$250,000 | \$4,250,000 | \$0 |
| 42282 | Anthony J. Costello & Son Development LLC | Costello & Son Capital II | ESD | Empire State Development Grant Funds | \$250,000 | \$3,102,646 | \$0 |
| 42291 | Rochester Institute of Technology | RIT MAGIC Capital | ESD | Empire State Development Grant Funds | \$1,500,000 | \$21,007,281 | \$1,500,000 |
| 42455 | Rochester Museum & Science Center | Rochester Museum Science Center Capital | ESD | Market New York | \$200,000 | \$736,683 | \$200,000 |
| 42824 | Intergrow Greenhouses, Inc. | Intergrow Greenhouses, Inc. | ESD | Excelsior Jobs Program | \$600,000 | \$15,218,214 | \$375,738 |
| 43011 | New York Wine Industry Association | New York Wine Industry Association | ESD | Empire State Development Grant Funds | \$300,000 | \$800,000 | \$300,000 |
| 43012 | Photonics Industry Association of New York | Photonics Industry Association of New York Capital RC4 | ESD | Empire State Development Grant Funds | \$400,000 | \$1,227,350 | \$400,000 |
| 43160 | High Tech Rochester, Inc. | High Technology of Rochester Business Accelerator Capital Phase 1c | ESD | Empire State Development Grant Funds | \$3,150,000 | \$15,420,000 | \$3,150,000 |
| 43217 | MicroOrganic Technologies | MicroOrganic Technologies Capital | ESD | Empire State Development Grant Funds | \$100,000 | \$420,000 | \$0 |
| 43343 | Photonics Industry Association of New York | Finger Lakes Regional Center for Advanced Optics Manufacturing | ESD | Empire State Development Grant Funds | \$275,000 | \$275,000 | \$0 |
| 43394 | American Fuel Cell, LLC | American Fuel Cell Capital | ESD | Empire State Development Grant Funds | \$500,000 | \$150,000 | \$0 |

| ROUND V | | | | | | | |
|---------|---|--|--------|---|--------------|--------------------|-----------------|
| CFA # | Applicant Name | Project Name | Agency | Program Name | Award Amount | Total Project Cost | Funds Dispersed |
| 46502 | Arnprior Rapid Manufacturing Solutions, Inc. | Arnprior Excelsior | ESD | Excelsior Jobs Program | \$600,000 | \$4,280,000 | \$0 |
| 50732 | Cornell Agricultural and Technology Park-Geneva | Cornell Agriculture New Manufacturing Building | ESD | Empire State Development Grant Funds | \$500,000 | \$2,102,000 | \$0 |
| 51251 | Town of Alabama | Town of Alabama Water Line STAMP Capital | ESD | Empire State Development Grant Funds | \$1,500,000 | \$7,735,617 | \$1,500,000 |
| 51570 | Roberts Wesleyan College | Smith Science Center Capital | ESD | Empire State Development Grant Funds | \$1,000,000 | \$6,766,832 | \$1,000,000 |
| 51634 | National Women's Hall of Fame | Center for Great Women | Parks | Heritage Areas System Acquisition, Development and Planning | \$500,000 | \$500,000 | \$500,000 |
| 51634 | National Women's Hall of Fame | Center for Great Women | ESD | Market New York | \$250,000 | \$2,500,000 | \$250,000 |
| 51677 | Orleans Renaissance Group, Inc. | Bents Opera House Restoration Phase II | Parks | Historic Property Acquisition, Development and Planning | \$150,000 | \$302,904 | \$0 |
| 51677 | Orleans Renaissance Group, Inc. | Orleans Renaissance Group/Bents Capital | ESD | Empire State Development Grant Funds | \$70,000 | \$520,000 | \$0 |
| 52041 | Village of Arcade | Village of Arcade Capital | ESD | Empire State Development Grant Funds | \$500,000 | \$4,547,695 | \$500,000 |
| 52748 | County of Orleans IDA | Orleans County Agriculture Processing Facility Business Park | ESD | Empire State Development Grant Funds | \$600,000 | \$1,200,000 | \$0 |
| 52833 | Genesee County IDA | Leroy Food Tech Park Capital | ESD | Empire State Development Grant Funds | \$420,000 | \$972,142 | \$310,000 |
| 52976 | University of Rochester | Messinger Hall Capital | ESD | Empire State Development Grant Funds | \$500,000 | \$2,260,930 | \$450,000 |
| 53542 | Genesee Biogas, LLC | Genesee Biogas Pretreatment | ESD | Empire State Development Grant Funds | \$750,000 | \$4,207,500 | \$0 |
| 53882 | Cadenza Innovations, LLC | Advanced Battery Assembly Plant at EBP Capital | ESD | Empire State Development Grant Funds | \$200,000 | \$1,000,000 | \$0 |
| 54142 | Seneca County | Seneca County Sewer Capital II | ESD | Empire State Development Grant Funds | \$1,500,000 | \$8,213,203 | \$1,471,343 |
| 54227 | Marquart Bros. LLC | Marquart Bros. Capital | ESD | Excelsior Jobs Program | \$500,000 | \$14,221,866 | \$0 |
| 54227 | Marquart Bros. LLC | Marquart Bros. Capital | ESD | Empire State Development Grant Funds | \$900,000 | \$14,221,866 | \$0 |
| 54260 | Genesee Gateway Local Development Corporation | Genesee Gateway LDC Capital | ESD | Empire State Development Grant Funds | \$500,000 | \$1,912,000 | \$0 |
| 54761 | Seneca Park Zoo Society | Seneca Park Zoo Master Plan Improvements Capital Phase 1a | ESD | Empire State Development Grant Funds | \$1,500,000 | \$11,275,400 | \$1,500,000 |
| 54816 | Bristol Mountain Ski Area | Mountainside Inn and Lodging Capital II | ESD | Market New York | \$234,000 | \$4,198,000 | \$0 |
| 54816 | Troser Management, Inc. | Mountainside Inn and Lodging Capital I | ESD | Empire State Development Grant Funds | \$300,000 | \$3,430,000 | \$0 |
| 55079 | Foodlink, Inc. | Foodlink Capital | ESD | Empire State Development Grant Funds | \$250,000 | \$4,857,665 | \$250,000 |
| 55149 | Boys and Girls Club of Rochester, Inc. | Boys and Girls Club of Rochester Capital | ESD | Empire State Development Grant Funds | \$300,000 | \$900,000 | \$300,000 |
| 55453 | Monroe Community College | MCC Applied Technology Center Capital | ESD | Empire State Development Grant Funds | \$57,000 | \$285,046 | \$57,000 |
| 55708 | Sibley Redevelopment Phase II NMTC, LLC | Sibley Building Phase II Capital | ESD | Empire State Development Grant Funds | \$3,500,000 | \$64,390,520 | \$3,500,000 |
| 55858 | Greenidge Generation Holdings LLC | Greenidge Gas Conversion Capital | ESD | Empire State Development Grant Funds | \$2,000,000 | \$11,655,000 | \$2,000,000 |
| 56058 | Unither U.S. Corporation | Unither Capital | ESD | Empire State Development Grant Funds | \$1,000,000 | \$10,800,000 | \$0 |

| CFA # | Applicant Name | Project Name | Agency | Program Name | Award Amount | Total Project Cost | Funds Dispersed |
|-------|---|--|--------|---|--------------|--------------------|-----------------|
| 56121 | Photonics Industry Association of New York | Photonics Industry Association of New York Capital RC5 | ESD | Empire State Development Grant Funds | \$160,000 | \$1,227,900 | \$0 |
| 56164 | Anthony J. Costello & Son Development LLC | CityGate Capital | ESD | Empire State Development Grant Funds | \$2,000,000 | \$5,623,915 | \$0 |
| 56197 | University of Rochester | University of Rochester Goergen Institute Capital | ESD | Empire State Development Grant Funds | \$1,000,000 | \$5,000,000 | \$1,000,000 |
| 56210 | Rochester Institute of Technology | Rochester Institute of Technology AMPrint Center Capital | ESD | Empire State Development Grant Funds | \$100,000 | \$500,000 | \$100,000 |
| 56233 | NOHMs Technologies, Inc. | NOHMs Technologies Electrolyte Manufacturing Equipment Capital | ESD | Empire State Development Grant Funds | \$135,000 | \$300,000 | \$135,000 |
| 56295 | Kingsbury | Kingsbury Touchscreen Sensor Quality Lab | ESD | Empire State Development Grant Funds | \$200,000 | \$1,240,000 | \$0 |
| 56544 | Morgan-LeChase Development LLC | Morgan-LeChase Pinnacle North II Capital | ESD | Empire State Development Grant Funds | \$2,000,000 | \$38,000,000 | \$0 |
| 56623 | City of Rochester | Rochester Riverside Convention Center Capital | ESD | Empire State Development Grant Funds | \$1,500,000 | \$10,254,000 | \$1,310,640 |
| 56663 | Wayne-Finger Lakes BOCES | Wayne-Finger Lakes BOCES Capital | ESD | Empire State Development Grant Funds | \$1,000,000 | \$2,050,056 | \$1,000,000 |
| 56730 | New York Battery and Energy Storage Technology Consortium | NY-BEST RIT Prototyping Center Capital | ESD | Empire State Development Grant Funds | \$2,000,000 | \$5,035,868 | \$1,000,000 |
| 56764 | Finger Lakes Economic Development Center | YCIDA Horizon Business Park Capital | ESD | Empire State Development Grant Funds | \$150,000 | \$760,000 | \$150,000 |
| 56893 | Veterans Outreach Center, Inc. | Veterans Outreach Center Capital | ESD | Empire State Development Grant Funds | \$150,000 | \$181,473 | \$149,330 |
| 57368 | Tower 195, LLC | Tower 195 Capital | ESD | Empire State Development Grant Funds | \$200,000 | \$2,188,000 | \$200,000 |
| 57371 | LeRoy (V) | Waterfront and Downtown Revitalization Strategy | DOS | Local Waterfront Revitalization Program | \$20,000 | \$40,000 | \$20,000 |
| 57518 | Keuka College | Keuka College Business Analytics and Health Information Center Capital | ESD | Empire State Development Grant Funds | \$125,000 | \$1,142,803 | \$125,000 |

ROUND VI

| CFA # | Applicant Name | Project Name | Agency | Program Name | Award Amount | Total Project Cost | Funds Dispersed |
|-------|---|--|--------|--------------------------------------|--------------|--------------------|-----------------|
| 63508 | Rochester General Hospital | Rochester General Hospital LPN Training School Capital | ESD | Empire State Development Grant Funds | \$1,100,000 | \$5,545,000 | \$0 |
| 64542 | Friends of Constellation Brands-Marvin Sands Performing Arts Center | Friends of CMAC Market NY Capital RC6 | ESD | Market New York | \$740,000 | \$5,371,823 | \$740,000 |
| 64542 | Friends of Constellation Brands-Marvin Sands Performing Arts Center | Friends of CMAC Capital | ESD | Empire State Development Grant Funds | \$1,260,000 | \$5,371,823 | \$1,260,000 |
| 64943 | Headwater Food Processing Equipment (FPE) | Headwater Foods RC6 | ESD | Empire State Development Grant Funds | \$280,000 | \$1,400,000 | \$0 |
| 64974 | Little Theatre Film Society | The Little Theatre Film Society Capital II | ESD | Empire State Development Grant Funds | \$225,000 | \$1,373,131 | \$225,000 |
| 65618 | Hillside Children's Center | Hillside Children's Center Capital RCCF | ESD | Empire State Development Grant Funds | \$800,000 | \$4,000,000 | \$0 |
| 65790 | Seneca Park Zoo Society | Seneca Park Capital | ESD | Empire State Development Grant Funds | \$1,000,000 | \$12,466,000 | \$0 |
| 66058 | Livingston County Development Corporation | Livingston County IDA AgriPark Capital | ESD | Empire State Development Grant Funds | \$2,300,000 | \$11,850,000 | \$0 |
| 66430 | Rochester Commissary, LLC | Rochester Commissary Kitchen Incubator Capital | ESD | Empire State Development Grant Funds | \$213,500 | \$1,938,350 | \$213,500 |

| CFA # | Applicant Name | Project Name | Agency | Program Name | Award Amount | Total Project Cost | Funds Dispersed |
|-------|--|--|--------|--------------------------------------|--------------|--------------------|-----------------|
| 66476 | Monroe Community Sports Centre Corp | Monroe Community Sports Capital | ESD | Empire State Development Grant Funds | \$700,000 | \$2,000,000 | \$566,000 |
| 66665 | Upstate Door, Inc. | Upstate Door, Inc. 2 | ESD | Excelsior Jobs Program | \$300,000 | \$2,616,500 | \$0 |
| 66665 | Upstate Door, Inc. | Grow Upstate - Stage 2 | DOL | New Hire Training Program | \$5,000 | \$2,316,500 | \$0 |
| 66672 | Romold, Inc. | Romold Capital | ESD | Empire State Development Grant Funds | \$202,000 | \$1,010,000 | \$0 |
| 66691 | Nazareth College of Rochester | Nazareth College Glazer Music Performance Center Capital | ESD | Empire State Development Grant Funds | \$1,000,000 | \$15,500,000 | \$1,000,000 |
| 66868 | City of Rochester | Rochester Riverside Convention Center Capital | ESD | Empire State Development Grant Funds | \$1,800,000 | \$10,254,000 | \$0 |
| 66929 | City of Rochester | City of Rochester Infrastructure Capital | ESD | Empire State Development Grant Funds | \$1,500,000 | \$9,000,000 | \$0 |
| 66949 | Rochester Institute of Technology | RIT UAS Vehicle Spectrometer Capital | ESD | Empire State Development Grant Funds | \$188,000 | \$988,190 | \$0 |
| 67012 | Rochester School of the Holy Childhood, Inc. | Special Touch Bakery Capital | ESD | Empire State Development Grant Funds | \$481,000 | \$2,405,400 | \$240,500 |
| 67074 | Keuka College | Keuka College Dahlstron Student Center Capital | ESD | Empire State Development Grant Funds | \$1,000,000 | \$1,100,421 | \$240,000 |
| 67204 | St. John Fisher College | St. John Fisher -Skalny Science Center Capital | ESD | Empire State Development Grant Funds | \$440,000 | \$1,862,349 | \$372,470 |
| 67306 | Roberts Wesleyan College | Roberts Wesleyan Technology Infrastructure Capital | ESD | Empire State Development Grant Funds | \$145,000 | \$747,300 | \$145,000 |
| 67334 | Sibley ESCO | Sibley Square Innovation Phase | ESD | Empire State Development Grant Funds | \$2,000,000 | \$10,000,458 | \$0 |
| 67742 | Marquart Dairy, LLC | Marquart Dairy Capital | ESD | Empire State Development Grant Funds | \$1,500,000 | \$8,600,000 | \$1,000,000 |
| 67885 | Sysco Syracuse, LLC | Sysco Syracuse RC6 | ESD | Empire State Development Grant Funds | \$150,000 | \$750,000 | \$0 |
| 67925 | Wayne County NYSARC | Wayne County Chapter NYSARC Capital | ESD | Empire State Development Grant Funds | \$400,000 | \$1,827,500 | \$400,000 |
| 67939 | YMCA of Greater Rochester | Southeast Regional Healthy Living Campus Capital | ESD | Empire State Development Grant Funds | \$1,455,500 | \$41,725,069 | \$1,455,500 |
| 68335 | The Costello Group | CityGate Remediation Phase | ESD | Empire State Development Grant Funds | \$800,000 | \$28,582,528 | \$0 |
| 68452 | Keuka College | Keuka College Waterfront Capital RC6 | ESD | Empire State Development Grant Funds | \$100,000 | \$500,000 | \$0 |
| 68491 | State University of New York | The College at Brockport Capital | ESD | Empire State Development Grant Funds | \$700,000 | \$3,370,920 | \$700,000 |

ROUND VII

| CFA # | Applicant Name | Project Name | Agency | Program Name | Award Amount | Total Project Cost | Funds Dispersed |
|-------|---|--|--------|--------------------------------------|--------------|--------------------|-----------------|
| 62896 | Center for Teen Empowerment, Inc. | Center for Teen Empowerment Capital | ESD | Empire State Development Grant Funds | \$400,000 | \$2,716,800 | \$0 |
| 65882 | NYSARC, Inc. Seneca-Cayuga Counties Chapter | The Arc of Seneca Cayuga Finger Lakes Textile Facility Capital | ESD | Empire State Development Grant Funds | \$50,000 | \$91,095 | \$16,000 |
| 73591 | Hobart & William Smith College | Hobart and William Smith Colleges Capital | ESD | Empire State Development Grant Funds | \$250,000 | \$942,569 | \$250,000 |
| 73961 | Rochester Network Supply, Inc. | Rochester Network Supply Capital | ESD | Empire State Development Grant Funds | \$230,000 | \$0 | \$0 |
| 74106 | Rochester Childfirst Network | Rochester Childfirst Network Capital | ESD | Empire State Development Grant Funds | \$100,000 | \$404,185 | \$0 |
| 74387 | Sandvoss Farms, LLC dba First Light Farm & Creamery | First Light Farm & Creamery Capital | ESD | Empire State Development Grant Funds | \$180,000 | \$909,265 | \$0 |

| CFA # | Applicant Name | Project Name | Agency | Program Name | Award Amount | Total Project Cost | Funds Dispersed |
|-------------------|--|--|--------|--------------------------------------|--------------|--------------------|-----------------|
| 74405 | Junior Achievement of Central Upstate New York, Inc. | Junior Achievement of Central Upstate NY Capital | ESD | Empire State Development Grant Funds | \$620,000 | \$2,445,850 | \$0 |
| 74482 | New York Wine & Culinary Center | Wine & Culinary Center Facility and Programmatic Expansion | ESD | Market New York | \$379,700 | \$513,849 | \$221,700 |
| 74482 | The New York State Wine and Culinary Center, Inc. DBA. | New York Kitchen Facility and Programmatic Capital | ESD | Empire State Development Grant Funds | \$50,000 | \$1,011,563 | \$0 |
| 74789 | Skyview Phase I LLC | Skyview Phase I Capital | ESD | Empire State Development Grant Funds | \$2,000,000 | \$11,450,000 | \$0 |
| 75054 | CGI Communications, Inc. | CGI Communications Excelsior | ESD | Excelsior Jobs Program | \$500,000 | \$12,000,000 | \$0 |
| 75054 | CGI Communications, Inc. | CGI Communications Capital | ESD | Empire State Development Grant Funds | \$1,000,000 | \$12,000,000 | \$0 |
| 75268 | Rochester Stadium Operations, LLC | Capelli Sports Stadium Capital RC7 | ESD | Empire State Development Grant Funds | \$100,000 | \$0 | \$0 |
| 75387 | One Alexander Street LLC | One Alexander Street Capital | ESD | Empire State Development Grant Funds | \$500,000 | \$5,206,887 | \$500,000 |
| 75816 | Howlett Soy Barley Grain Center | Howlett Soy Barley Grain Center Capital | ESD | Empire State Development Grant Funds | \$1,500,000 | \$67,750,115 | \$0 |
| 75834 | Empire Medicinals, Inc. | Empire Medicinals Excelsior | ESD | Excelsior Jobs Program | \$100,000 | \$800,000 | \$10,000 |
| 75834 | Empire Medicinals, Inc. | Empire Medicinals Capital | ESD | Empire State Development Grant Funds | \$200,000 | \$952,775 | \$0 |
| 76090 | Foodlink, Inc. | Foodlink Capital | ESD | Empire State Development Grant Funds | \$150,000 | \$700,399 | \$150,000 |
| 76104 | RT Solutions LLC dba Worm Power | RT Solutions Worm Power Excelsior | ESD | Excelsior Jobs Program | \$100,000 | \$1,143,665 | \$0 |
| 76104 | RT Solutions | RT Solutions Expansion | ESD | Empire State Development Grant Funds | \$200,000 | \$1,143,665 | \$0 |
| 76150 | The Perfect Granola, LLC | The Perfect Granola Excelsior | ESD | Excelsior Jobs Program | \$250,000 | \$1,808,705 | \$0 |
| 76150 | The Perfect Granola, LLC | The Perfect Granola Capital | ESD | Empire State Development Grant Funds | \$260,000 | \$1,808,705 | \$0 |
| 76550 | OptiPro Systems, Inc. | OptiPro Systems Capital | ESD | Empire State Development Grant Funds | \$600,000 | \$4,320,910 | \$600,000 |
| 76559 | Tompkins Metal Finishing, Inc. | Tompkins Metal Finishing, inc. | ESD | Excelsior Jobs Program | \$150,000 | \$1,050,000 | \$0 |
| 76675 | Opalux Incorporated | Opalux Capital | ESD | Empire State Development Grant Funds | \$400,000 | \$2,041,865 | \$0 |
| 76730 | Rochester Institute of Technology | RIT Cell Tech Capital | ESD | Empire State Development Grant Funds | \$110,000 | \$579,499 | \$110,000 |
| 76900 | Rochester Institute of Technology | RIT Food Waste Capital | ESD | Empire State Development Grant Funds | \$50,000 | \$408,227 | \$50,000 |
| 77202 | Joseph Barsuk, Inc. | Joseph Barsuk Capital | ESD | Empire State Development Grant Funds | \$250,000 | \$1,505,568 | \$0 |
| 77223 | Western Region Off-Track Betting Corporation | Western Region OTB Capital | ESD | Empire State Development Grant Funds | \$180,000 | \$900,178 | \$180,000 |
| 77246 | Vigneri Chocolate, Inc. | Vigneri Chocolate Capital | ESD | Empire State Development Grant Funds | \$620,000 | \$4,000,000 | \$0 |
| ROUND VIII | | | | | | | |
| CFA # | Applicant Name | Project Name | Agency | Program Name | Award Amount | Total Project Cost | Funds Dispersed |
| 79603 | SamSen, LLC | FLX Destination Center at Sampson & Seneca Marinas | ESD | Empire State Development Grant Funds | \$2,000,000 | \$10,375,000 | \$2,000,000 |

| CFA # | Applicant Name | Project Name | Agency | Program Name | Award Amount | Total Project Cost | Funds Dispersed |
|-------|---|---|--------|--|--------------|--------------------|-----------------|
| 79961 | Nazareth College | Golisano Training Center | ESD | Empire State Development Grant Funds | \$400,000 | \$2,344,957 | \$0 |
| 80000 | KC Bailey Orchards, Inc. | Williamson Expansion Project | ESD | Empire State Development Grant Funds | \$192,000 | \$967,040 | \$0 |
| 80003 | Mason Farms Operating Co LLC | Mason Farms Operating Co LLC | ESD | Excelsior Jobs Program | \$1,000,000 | \$4,100,000 | \$0 |
| 80003 | Mason Farms Operating Co LLC | Mason Farms Operating Co LLC | ESD | Empire State Development Grant Funds | \$900,000 | \$4,100,000 | \$0 |
| 81087 | Genesee Gateway Local Development Corp. | Yancey's Fancy Expansion | ESD | Empire State Development Grant Funds | \$2,000,000 | \$6,904,968 | \$0 |
| 81092 | The New York State Wine and Culinary Center, Inc. DBA | NY Kitchen Campus Development | ESD | Empire State Development Grant Funds | \$1,000,000 | \$3,888,257 | \$0 |
| 81092 | New York Kitchen | New York Kitchen Campus Development | ESD | Market New York | \$365,235 | \$273,334 | \$0 |
| 81159 | Margaret Woodbury Strong Museum | The Strong Museum Expansion Project | Arts | Council on the Arts | \$725,000 | \$23,000,000 | \$0 |
| 81166 | Golisano Autism Center | Golisano Autism Center | ESD | Empire State Development Grant Funds | \$1,000,000 | \$6,969,875 | \$1,000,000 |
| 81553 | Wayne-Finger Lakes BOCES | W-FL BOCES PTECH Manufacturing Equipment Capital | ESD | Empire State Development Grant Funds | \$208,900 | \$6,365,091 | \$208,900 |
| 81662 | City of Rochester | La Marketa Latin American Village Plaza | ESD | Empire State Development Grant Funds | \$400,000 | \$2,000,000 | \$400,000 |
| 81669 | WBS Capital, Inc. | WBS - Hawkeye Trade Center Capital | ESD | Empire State Development Grant Funds | \$1,200,000 | \$18,824,000 | \$0 |
| 81794 | Rochester Institute of Technology | RIT Genomics Research Lab Cluster Capital | ESD | Empire State Development Grant Funds | \$1,500,000 | \$10,000,000 | \$0 |
| 82337 | Village of Dundee | Village of Dundee Wastewater Treatment Plant Upgrades | HCR | HCR - Community Development Block Grant (CDBG) - Public Infrastructure & Public Facilities | \$1,000,000 | \$8,231,000 | \$1,000,000 |
| 82567 | Special Touch Bakery Inc. | Special Touch Bakery Expansion Capital | ESD | Empire State Development Grant Funds | \$49,500 | \$248,000 | \$0 |
| 82567 | Special Touch Bakery Inc. | Special Touch Bakery Expansion and Outreach Working Capital | ESD | Market New York | \$107,000 | \$560,000 | \$14,248 |
| 82993 | Midtown Parcel 2 LLC | Butler Till Midtown Expansion | ESD | Empire State Development Grant Funds | \$1,250,000 | \$16,000,000 | \$0 |
| 83156 | Rochester Regional Health | Multi-Specialty Clinical Research Campus | ESD | Empire State Development Grant Funds | \$600,000 | \$2,977,777 | \$0 |
| 83408 | Reliant Staffing Systems, Inc. | Reliant Staffing Systems Capital | ESD | Empire State Development Grant Funds | \$250,000 | \$3,983,337 | \$0 |
| 83422 | Sibley Mixed Use LLC | Sibley Public Market | ESD | Empire State Development Grant Funds | \$600,000 | \$3,446,344 | \$600,000 |
| 83631 | Cornell AgriTech at The NYS Ag Experiment Station | High Throughput Phenotyping | ESD | Empire State Development Grant Funds | \$1,050,000 | \$4,000,000 | \$0 |
| 83671 | Abtex Corporation | Abtex Manufacturing Dresden | ESD | Empire State Development Grant Funds | \$100,000 | \$600,000 | \$0 |
| 83748 | Monroe County | Frontier Field Upgrades | ESD | Empire State Development Grant Funds | \$550,000 | \$12,000,000 | \$0 |
| 83749 | Bostrom Farms LLC | Bostrom Farms 2 | ESD | Excelsior Jobs Program | \$100,000 | \$993,000 | \$0 |
| 83749 | Bostrom Farms LLC | Bostrom Farms 2 | ESD | Empire State Development Grant Funds | \$198,600 | \$993,000 | \$0 |
| 84268 | Livingston County Ag and Feed Processing Plant | Organic Feed Processing Plant | ESD | Empire State Development Grant Funds | \$500,000 | \$1,085,000 | \$0 |
| 84492 | Flint Creek Soap Company | Naples Facility Expansion Flint Creek | ESD | Excelsior Jobs Program | \$150,000 | \$2,551,417 | \$0 |
| 84492 | Flint Creek Soap Company | Naples Facility Expansion Flint Creek | ESD | Empire State Development Grant Funds | \$250,000 | \$2,551,417 | \$0 |

| ROUND IX | | | | | | | |
|----------|--|---|--------|--|--------------|--------------------|-----------------|
| CFA # | Applicant Name | Project Name | Agency | Program Name | Award Amount | Total Project Cost | Funds Dispersed |
| 90871 | Finger Lakes Extrusion | Finger Lakes Extrusion Expansion | ESD | Empire State Development Grant Funds | \$167,000 | \$839,500 | \$0 |
| 91802 | Village of Arcade | Arcade Downtown Enhancements Project | ESD | Empire State Development Grant Funds | \$50,000 | \$279,260 | \$0 |
| 92246 | Village of Webster | Webster Economic Access Project | ESD | Empire State Development Grant Funds | \$1,838,000 | \$9,203,000 | \$0 |
| 92470 | National Womens Hall of Fame | Seneca Knitting Mill Smokestack Restoration & Accessibility Project | ESD | Market New York | \$150,000 | \$1,153,168 | \$0 |
| 92470 | National Women's Hall of Fame | Seneca Knitting Mill Smokestack Restoration and Accessibility to Upper Floors | Arts | Council on the Arts - Arts & Cultural Facilities Improvement Program | \$145,000 | \$2,153,168 | \$0 |
| 92485 | City of Rochester | Downtown Rochester Parcel 5 Event Venue | ESD | Empire State Development Grant Funds | \$1,000,000 | \$23,500,000 | \$0 |
| 92546 | Finger Lakes Area Counseling and Recovery Agency | Finger Lakes Area Counseling and Recovery Services Building Project | ESD | Empire State Development Grant Funds | \$400,000 | \$400,000 | \$0 |
| 92801 | Molecular Glasses | Molecular Glasses Product Testing Equipment | ESD | Empire State Development Grant Funds | \$88,000 | \$440,000 | \$0 |
| 93296 | CCMI, INC | CCMI Expansion | ESD | Empire State Development Grant Funds | \$400,000 | \$2,000,000 | \$0 |
| 93625 | 100 South Clinton Holdings LLC | Xerox Tower Project | ESD | Empire State Development Grant Funds | \$1,000,000 | \$11,698,000 | \$0 |
| 94214 | Select Fabricators, Inc. | Select Fabricators Expansion | ESD | Excelsior Jobs Program | \$250,000 | \$2,500,000 | \$0 |
| 94214 | Select Fabricators Inc | Select Fabricators Expansion | ESD | Empire State Development Grant Funds | \$446,000 | \$2,500,000 | \$0 |
| 94445 | Livingston County Economic Development | Livingston County Public Market | ESD | Empire State Development Grant Funds | \$1,000,000 | \$1,000,000 | \$0 |

| ROUND XI | | | | | | | |
|----------|---|--|--------|--------------------------------------|--------------|--------------------|-----------------|
| CFA # | Applicant Name | Project Name | Agency | Program Name | Award Amount | Total Project Cost | Funds Dispersed |
| 106412 | Vertex Optics, Inc. | Vertex Optics Technology Expansion | ESD | Empire State Development Grant Funds | \$115,000 | \$575,000 | \$0 |
| 106790 | Keystone Mills, LLC | Keystone Mills Expansion | ESD | Empire State Development Grant Funds | \$500,000 | \$21,553,628 | \$0 |
| 107349 | Home Leasing, LLC | Hickey Freeman Adaptive Reuse | ESD | Empire State Development Grant Funds | \$2,000,000 | \$2,000,000 | \$0 |
| 107488 | Iron Smoke Distillery | 2021 ISD Expansion | ESD | Excelsior Jobs Program | \$200,000 | \$400,000 | \$0 |
| 107488 | Iron Smoke Distillery | Iron Smoke Distillery Expansion | ESD | Empire State Development Grant Funds | \$200,000 | \$400,000 | \$0 |
| 107645 | City of Rochester | High Falls Visitor Center Renovation | ESD | Empire State Development Grant Funds | \$2,000,000 | \$5,000,000 | \$0 |
| 108930 | Burly Brothers Land and Cattle Company LLC | Burly Brothers Slaughter Facility | ESD | Excelsior Jobs Program | \$150,000 | \$290,000 | \$0 |
| 108930 | Burly Brothers Land and Cattle Company LLC | Burly Brothers Slaughter Facility | ESD | Empire State Development Grant Funds | \$140,000 | \$290,000 | \$0 |
| 109185 | Gallina Development (Innovation Partners ROC LLC) | Innovation Square | ESD | Empire State Development Grant Funds | \$2,000,000 | \$11,698,000 | \$0 |
| 109373 | Roc Fabrication Inc. | Metal Fabrication and Manufacturing Growth and Job Expansion | ESD | Excelsior Jobs Program | \$125,000 | \$275,000 | \$0 |
| 109373 | Roc Fabrication Inc. | Roc Fabrication Expansion | ESD | Empire State Development Grant Funds | \$150,000 | \$275,000 | \$0 |

| CFA # | Applicant Name | Project Name | Agency | Program Name | Award Amount | Total Project Cost | Funds Dispersed |
|--------|--|---|--------|--------------------------------------|--------------|--------------------|-----------------|
| 109907 | Wayne-Finger Lakes Board of Cooperative Educational Services | Heavy Construction Equipment Simulator | ESD | Empire State Development Grant Funds | \$200,000 | \$1,330,000 | \$0 |
| 110057 | Solar Home Factory | Solar Home Factory | ESD | Excelsior Jobs Program | \$1,000,000 | \$23,627,000 | \$0 |
| 110057 | Solar Home Factory | Geneva Modular Home Factory | ESD | Empire State Development Grant Funds | \$1,000,000 | \$23,627,000 | \$0 |
| 110974 | Rochester Joint Apprenticeship and Training Trust | Clean Energy & Electrical Training Center | ESD | Empire State Development Grant Funds | \$500,000 | \$500,000 | \$0 |
| 110986 | Monroe County | Frontier Field Major League Baseball Upgrades | ESD | Empire State Development Grant Funds | \$2,000,000 | \$12,000,000 | \$0 |
| 111454 | Lynn-Ette & Sons, Inc. | Lynn-Ette & Sons Bean Line Expansion | ESD | Empire State Development Grant Funds | \$148,050 | \$148,050 | \$0 |
| 111603 | TOPTICA Photonics, Inc. | TOPTICA Quantum Growth | ESD | Empire State Development Grant Funds | \$1,000,000 | \$2,674,000 | \$0 |
| 112343 | Alliance Precision Plastics | Alliance Precision Plastics Facility Renovation and Consolidation | ESD | Excelsior Jobs Program | \$750,000 | \$6,740,375 | \$0 |
| 112343 | Alliance Precision Plastics | Alliance Precision Plastics Facility Renovation and Consolidation | ESD | Empire State Development Grant Funds | \$1,000,000 | \$6,740,375 | \$0 |
| 112724 | Red Cedar Falls LLC | Red Cedar Falls Resort | ESD | Empire State Development Grant Funds | \$750,000 | \$750,000 | \$0 |
| 112931 | The Strong National Museum of Play | The Strong Museum Portal of Play (POP): The Gateway to the Neighborhood of Play | ESD | Empire State Development Grant Funds | \$2,000,000 | \$15,000,000 | \$0 |
| 113276 | Baldwin Richardson Foods | Production Facility Modernization and Expansion | ESD | Excelsior Jobs Program | \$2,500,000 | \$32,710,000 | \$0 |
| 113276 | Baldwin Richardson Foods | Production Facility Modernization and Expansion | ESD | Empire State Development Grant Funds | \$2,000,000 | \$50,000,000 | \$0 |

UPSTATE REVITALIZATION INITIATIVE (URI) PROJECTS

| CFA # | Sponsor | Project Title | County | Award | Total Cost |
|-------|--------------------------|---|----------|--------------|---------------|
| 54472 | North American Breweries | Genesee Brewery Eco-District | Monroe | \$2,900,000 | \$49,100,000 |
| 61031 | Hillside | Work-Scholarship Connection | Monroe | \$540,000 | \$6,000,000 |
| 61239 | Excell Partners | FLX Venture Fund | Regional | \$25,000,000 | \$35,000,000 |
| 62699 | Eastman Kodak | NY-BEST Battery Cell Assembly Pilot Plant | Monroe | \$1,200,000 | \$5,900,000 |
| 62943 | The Strong Museum | Neighborhood of Play Expansion | Monroe | \$20,000,000 | \$117,000,000 |
| 67058 | ON Semiconductor | EBP Expansion | Monroe | \$4,300,000 | \$6,676,722 |
| 68086 | 1366 Technologies | Solar Wafer Plant at STAMP | Genesee | \$18,000,000 | \$700,000,000 |
| 68744 | RIT | REMADE Clean Energy NNMI | Monroe | \$20,000,000 | \$40,000,000 |
| 68751 | AIM Photonics | TAP Facility | Monroe | \$96,000,000 | \$106,000,000 |
| 68751 | AIM Photonics | TAP Facility Phase II | Monroe | \$51,000,000 | \$81,000,000 |
| 69000 | Monroe Community College | Forward Center at EBP | Monroe | \$5,400,000 | \$12,000,000 |
| 69070 | Catholic Family Center | Mentors for Success Pilot | Monroe | \$1,474,500 | \$2,711,000 |

| CFA # | Sponsor | Project Title | County | Award | Total Cost | |
|-------|--|---|------------|--------------|---------------|--|
| 69827 | Clearwater Organic Farms | EBP Hydroponic Greenhouse | Monroe | \$4,000,000 | \$50,600,000 | |
| 70348 | High Tech Rochester | Luminate NY Photonics Venture Challenge | Monroe | \$10,000,000 | \$10,000,000 | |
| 70745 | American Packaging Corp | Flexible Packaging Facility | Monroe | \$7,700,000 | \$192,118,000 | |
| 70749 | OFD Foods, LLC | Henrietta Expansion | Monroe | \$400,000 | \$25,070,000 | |
| 70781 | United Way | Early Childhood Pilot | Monroe | \$1,750,000 | \$3,500,000 | |
| 70781 | Monroe County | Child Care Expansion | Monroe | \$1,000,000 | \$4,000,000 | |
| 71009 | Datto | Downtown Rochester Expansion | Monroe | \$2,100,000 | \$5,250,000 | |
| 71058 | University of Rochester & Harris Corp | Data Science Consortium | Monroe | \$7,500,000 | \$181,100,000 | |
| 71059 | University of Rochester | Goergen Institute for Data Science | Monroe | \$12,500,000 | \$50,000,000 | |
| 71066 | DuPont | Danisco EBP Expansion | Monroe | \$1,500,000 | \$89,015,000 | |
| 74157 | Cornell | Grow-NY Ag & Food Challenge | FL,CNY,ST | \$5,000,000 | \$15,000,000 | |
| 74308 | Kodak Alaris | Alaris Rochester Relocation | Monroe | \$1,256,050 | \$4,700,000 | |
| 74626 | Conduent | Conduent Rochester Expansion | Monroe | \$2,000,000 | \$7,362,000 | |
| 77335 | HP Hood | Batavia Agri-Biz Park Expansion | Genesee | \$2,000,000 | \$206,662,500 | |
| 77624 | Paychex | Paychex Rochester Expansion | Monroe | \$2,500,000 | \$58,400,000 | |
| 78173 | WNY Cheese Enterprise | Cheese Plant | Livingston | \$1,300,000 | \$49,700,000 | |
| 80696 | United Way of Greater Rochester | Systems Integration Project (RMAP) | Monroe | \$15,000,000 | \$18,700,000 | |
| 81865 | Optimax Systems Inc. | Optimax Expansion | Wayne | \$700,000 | \$21,700,000 | |
| 83218 | NextCorps | Luminate NY Phase 2 (Years 3-5) | Monroe | \$15,000,000 | \$15,000,000 | |
| 85005 | Corn Hill Navigation | Downtown Tour Boat (ROC River) | Monroe | \$250,000 | \$500,000 | |
| 85015 | City of Rochester | ROC City Skatepark (ROC River) | Monroe | \$1,000,000 | \$1,500,000 | |
| 85023 | City of Rochester (REDCO) | Revitalize Rochester Fund | Monroe | \$10,000,000 | \$17,000,000 | |
| 85102 | AIM Photonics | AIM Operating Support (Years 3-5) | Monroe | \$30,000,000 | \$30,000,000 | |
| 85244 | Genesee County Economic Development Center | STAMP Phase II | Genesee | \$8,000,000 | \$13,000,000 | |
| 85251 | City of Rochester | Front Street Promenade (ROC River) | Monroe | \$1,250,000 | \$1,250,000 | |
| 85303 | City of Rochester | Running Track Bridge (ROC River) | Monroe | \$500,000 | \$500,000 | |
| 85308 | City of Rochester | Pont de Rennes Bridge (ROC River) | Monroe | \$4,000,000 | \$8,475,000 | |
| 85311 | City of Rochester | Genesee Gateway Park (ROC River) | Monroe | \$2,000,000 | \$3,900,000 | |
| 85316 | City of Rochester | Brewery Line Trail (ROC River) | Monroe | \$500,000 | \$1,075,000 | |
| 85318 | City of Rochester | St. Paul Underpass (ROC River) | Monroe | \$350,000 | \$350,000 | |

| CFA # | Sponsor | Project Title | County | Award | Total Cost | |
|--------|---------------------------------------|--|----------|--------------|--------------|--|
| 85325 | City of Rochester | High Falls Overlook Study (ROC River) | Monroe | \$150,000 | \$150,000 | |
| 85327 | City of Rochester | Aqueduct Reimagined (ROC River) | Monroe | \$4,500,000 | \$6,000,000 | |
| 85336 | City of Rochester | Rundel Library North Terrace (ROC River) | Monroe | \$1,500,000 | \$8,100,000 | |
| 85340 | City of Rochester | Riverway Main-to-Andrews West (ROC River) | Monroe | \$16,000,000 | \$21,650,000 | |
| 85369 | City of Rochester | Riverway Main-to-Andrews East (ROC River) | Monroe | \$4,000,000 | \$6,000,000 | |
| 85389 | City of Rochester | Blue Cross Arena (ROC River) | Monroe | \$6,000,000 | \$15,079,000 | |
| 85390 | City of Rochester | Riverside Convention Center Renovation (ROC River) | Monroe | \$5,000,000 | \$14,740,000 | |
| 85419 | Greater Rochester Chamber of Commerce | Regional Economic Development Action Plan | Regional | \$100,000 | \$1,300,000 | |
| 85600 | City of Rochester | Downtown Management Entity (ROC River) | Monroe | \$3,000,000 | \$10,000,000 | |
| 89290 | Zweigle's | Factory Expansion | Monroe | \$250,000 | \$18,757,500 | |
| 89444 | United Way of Greater Rochester | Early Childhood Pilot (Phase 2 Extension) | Monroe | \$2,000,000 | \$2,000,000 | |
| 97791 | IEC Electronics | IEC Electronics Corp. Expansion | Wayne | \$2,000,000 | \$7,500,000 | |
| 99223 | Rochester Precision Optics | Henrietta Expansion | Monroe | \$1,000,000 | \$20,407,500 | |
| N/A | AIM Photonics | Photonics Attraction Fund | Regional | \$30,000,000 | | |
| 111021 | Hickey Freeman | Working Capital Loan | Monroe | \$3,600,000 | \$8,200,000 | |
| TBD | RealEats | Geneva Expansion | Ontario | \$500,000 | \$1,877,000 | |
| TBD | LiveTiles | Project Mosaic | Monroe | \$3,500,000 | \$17,000,000 | |
| TBD | LiDestri-Crop's | Project Who at EBP | Monroe | \$4,000,000 | \$51,000,000 | |
| TBD | Intergrow | Greenhouse Expansion (Relocated) | Ontario | \$1,500,000 | \$55,000,000 | |
| 85327 | City of Rochester | Aqueduct Reimagined Phase II (ROC River) | Monroe | \$5,000,000 | TBD | |
| 114067 | Fisher Associates (Trowbridge) | High Falls State Park Concept Plan (ROC River II) | Monroe | \$125,000 | \$250,000 | |
| TBD | Precision Optical Transceivers | Precision Optical Transceivers Capital (Photonics Attraction Fund) | Monroe | \$750,000 | \$6,950,000 | |

Front Cover Photos

Upper Left: A RIT student works with machinery at an on-campus workshop. (Photo Credit: Rochester Institute of Technology)

Lower Left: CEO of Love Beets Daniel Cross harvests beets that will be processed at Eastman Business Park in Rochester, NY. (Photo Credit: Autumn Stein, Greater ROC)

Middle: Governor Kathy Hochul delivers remarks at the opening of the Finger Lakes Workforce Development Center on Monroe Community College's Downtown Campus. (Photo Credit: Mike Groll, Office of Governor Kathy Hochul)

Lower Right: Local photographer Quajay Donnell snaps a shot in front of the John Lewis mural in Downtown Rochester. (Photo Credit: Jacalyn Meyvis)



**Finger Lakes
Regional Economic
Development Council**