

Projects Undertaken by IDA in 2016:

- In order to strengthen economic development in Orange County, in 2016 the IDA undertook the following:
- The IDA continued to fund its business incubator, The Accelerator Powered by the IDA. The incubator has been operating since 2009, however, in 2015, the IDA changed the management and mission of The Accelerator to focus on and support the manufacturing industry. The Accelerator provides what are known as “SMARTT PODS” (Production on Demand Systems) to its in-house manufacturers, providing manufacturing equipment and affordable space in which to manufacture and “scale up” production of their various product lines. The Accelerator was awarded a three-year, \$125,000 per year grant from New York State and is designated as a New York State Certified Incubator (1 of 10 in New York and the only one in the Hudson Valley) and is a regional center providing business support, planning, training, grant assistance and equipment to local manufacturers. In addition, The Accelerator hosts workshops to bring professional service providers to its businesses: In April of 2016 hosted a Business Boot Camp in which 14 companies came to provide free consultations and advice to over 40 attendees. Accountants, attorneys, PR firms and various consultants donated their time to The Accelerator’s clients in hopes of assisting the companies and building future relationships. 2016 saw the new Accelerator’s first client, a handbag manufacturer named “Unshattered” graduate into its own building after only a year of The Accelerator’s support.
- The IDA authorized \$220,000 to support its Accelerator Without Walls (AWoW) program, which takes the services of The Accelerator, including manufacturing support, access to equipment, grant assistance, etc., to existing manufacturers in Orange County. AWoW became the most valuable retention tool in Orange County by assisting manufacturers in distress or seeking to expand who otherwise would not benefit from typical IDA incentives or benefits. AWoW deploys a team of engineers, scientists and business professionals to these manufacturers to assist them with factory efficiency, process flow and business planning. Working with the non-profit TSEC, AWoW assists these companies in accessing specialized equipment and trained operators to support their operations. This equipment, located throughout the Hudson Valley in SMARTT Labs, includes 3-D printers, Scanning Electron Microscopes, and a Goniophotometer to support the lighting industry.
- The Women’s Enterprise Development Center (WEDC) received \$25,000 as the IDA’s agent to assist Orange County clients of The Accelerator and AWoW and other Orange County businesses with various training sessions in entrepreneurship, Quickbooks, marketing and social media. One such training session was held in March of 2016, to teach the basics of professionalism to over 40 potential employees of The Accelerator’s businesses. In addition, The Accelerator works closely with WEDC to fast-track its minority and women owned businesses to receive MWBE certifications through New York State. MWBE certifications can open up funding and grant opportunities through NYS and the Small Business Administration. In addition, with all state-funded projects required to hire 30% MWBE during their construction process, the fast-track to certification allows Orange County businesses a greater opportunity to win bids for those projects.
- The Rockland County Procurement Technical Assistance Center (PTAC) received \$28,000 as the IDA’s agent to assist Orange County small businesses in accessing critical pathways to sell products and services to the federal government and its agencies. PTAC also played an instrumental role in the IDA’s Accelerator, assisting Accelerator clients with their Minority and Women Owned Business Certifications in bidding for New York State funded projects.
- The Hudson Valley Agribusiness Development Corporation (HVADC) received \$25,000 as the IDA’s agent to keep Orange County farms as viable agribusinesses through its various services and to promote

tourism through its Incubator Without Walls and Hudson Valley Bounty Programs. The Accelerator partnered with HVADC to run “From Farm to Factory,” a food manufacturing conference held in June, 2016, that attracted approximately 175 attendees. The conference addressed upcoming safety regulation changes. The event’s keynote speaker was Dr. Michelle Pfannenstiel, a nationally recognized food-safety expert. In addition to her address, a panel of industry professionals were interviewed to address a wide variety of food processing and manufacturing issues, including workforce, safety and distribution.

- The Orange County Partnership received \$217,000 as the IDA’s agent for external marketing.
- Hudson Valley Economic Development Corporation received \$20,000 as the IDA’s agent for its economic development projects in Orange County.
- Pattern for Progress, a regional planning organization, received \$17,000 as the IDA’s agent to improve the quality of life and support business growth and retention in Orange County. This organization produced a white paper entitled “Potential Unlimited: The former Camp LaGuardia Offers a Variety of Possibilities for Redevelopment” in the last quarter of 2016.
- Orange County’s Foreign Trade Zone received \$25,000 to encourage companies with international requirements to locate or remain in Orange County.
- In 2013, the IDA received the fourth of ten installments in the amount of \$55,527 from Orange County Community College toward repayment of an IDA grant for the College’s successful business training and development program. The program was started in 2005 with an IDA grant in the amount of \$555,270. Due to budgetary issues, the College was unable to make its fifth installment and the IDA agreed to re-work the remaining amount so as to make it easier for the College to make future payments. The IDA re-negotiated the remaining \$333,161 in November, 2014, reducing the annual payments to \$33,316.10. In December, 2014, the College made a payment in the amount of \$66,332.40 bringing it current through 2014. In 2015, the College made a timely payment of \$33,316.10 which keeps the agreement current through 2015. The agreement is current through 2016 with the receipt of the fourth installment of their renegotiated payment.
- The Hudson Valley Film Commission received \$10,000 as the IDA’s agent to attract film, video and media production companies to Orange County.
- The Hudson Valley Food & Beverage Alliance received \$20,000 as the IDA’s agent to implement its food and beverage sales and marketing program for the benefit of food and beverage companies located in Orange County.
- The Orange County NY Arts Council received \$44,485.52 of its authorized \$45,000 as the IDA’s agent to increase and maintain film and video production in the Orange County, increasing the economic impact of the industry on the region. The Orange County NY Arts Council provides coordination and leadership while serving as the liaison between the film industry and Orange County municipalities, agencies, services, and businesses.
- In late 2015, the IDA entered into an agreement with Orange County to assist in the construction of an extension of the Heritage Trail from Goshen to the City of Middletown. The Heritage Trail is a walking and biking path developed along abandoned railroad right-of-ways that presently stretches from Monroe to Goshen. Orange County began construction on the Trail extension in 2016 using state monies and the IDA will likely contribute to the construction in 2017. In addition to the recreational opportunities provided by the Trail, numerous businesses along or within a short distance of the Trail have seen increased sales activities due to the Trail’s many users.