

## Projects Undertaken by IDA in 2017:

- In order to strengthen economic development in Orange County, in 2017 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. Through 2017, The Accelerator has supported 14 companies and helped create over 50 jobs. Building upon the success of The Accelerator’s campus in New Windsor, NY, the IDA is working in partnership with the City of Middletown and its IDA to create a new Accelerator campus in the City of Middletown. This campus, currently under construction, is located in the former Horton Medical Complex. Once a vacant hospital building, a portion of the Horton Medical Complex now hosts the Touro College of Osteopathic Medicine. In an effort to capitalize on the presence of the medical school and a robust medical corridor throughout Middletown and its neighboring town, The Accelerator’s Middletown campus will focus on medical device manufacturing, software, programming, and personal care products. The 13 planned PODS have all been claimed by new companies, and the grand opening is planned for the first quarter of 2018.
- The IDA authorized \$240,000 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 small businesses, in particular clients of The Accelerator and AWoW, with various training sessions in entrepreneurship, Quickbooks, marketing and social media. 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. In 2017, WEDC developed a Micro-Manufacturing workshop - designed specifically for Accelerator clients - to help address and overcome the challenges facing small manufacturers. The program will be rolled out in 2018.
- 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. HVADC continues to be a necessary resource in supporting Orange County food manufacturers that the IDA supports through its AWoW program.
- The Orange County Partnership received \$217,000 as the IDA's agent for external marketing.
- Orange County's Foreign Trade Zone received \$25,000 to encourage companies with international requirements to locate or remain in Orange County.
- 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 Orange County NY Arts Council was 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 October of 2017, The Accelerator and Orange County NY Arts Council co-hosted the Hudson Valley Film Conference. Held in Newburgh, NY, the conference invited those interested in the industry to learn about the economic benefits it can bring, to gain industry advice, as well as to address strengths and weaknesses of the region as they relate to large-budget screen productions.
- 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 2018. In addition to the recreational opportunities provided by the Trail, numerous businesses along or within a short distant of the Trail have seen increased sales activities due to the Trail's many users.