

Projects Undertaken by IDA in 2018:

In order to strengthen economic development in Orange County, in 2018 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 11 in New York) and is a regional center providing business support, planning, training, grant assistance and equipment to local manufacturers. This grant was successfully closed out in the third quarter of 2018. Through 2018, The Accelerator has supported 24 companies and helped create over 100 jobs.
- In the first quarter of 2018, a new Accelerator campus opened in the former Horton Medical Center Complex in the City of Middletown. 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 focuses on medical device manufacturing, software, programming, and personal care products. The 13 planned PODS were in demand and quickly claimed by new companies. This led to additional expansion and the Middletown facility now houses 19 PODS. 2019 expansion plans for this facility include the installation of a medical-grade clean room creating a SMARTT Lab facility thereby further supporting the growing Orange County Medical corridor. Through 2018, The Middletown Accelerator has helped to create and/or retain 44 jobs.
- With the continued growth of the sewing and fashion manufacturing initiative at its New Windsor facility, Accelerator Management worked with a local landlord to open two new Accelerator buildings in the third quarter of 2018. The landlord’s family once ran successful Newburgh, NY based clothing factories during the 1900s manufacturing boom. Wishing to revive the facility for a positive purpose, they partnered with The Accelerator to upfit the facilities for up and coming fashion-based companies. These facilities currently house 3 companies with the intention of additional growth in 2019. Due to Accelerator support, its geographic proximity to New York City and the Tri-State area and the local, hard-working manufacturing demographic, in 2018 the Newburgh Area Campus (Newburgh and New Windsor) attracted companies originally based internationally and in New York City. Through 2018, the Newburgh Accelerator Campus has helped to create and/or retain 56 jobs.
- Partnering with the Town of Warwick, local legislators, agricultural consultants, farms and business owners, The Accelerator has started to develop a plan for the next Accelerator campus with a Cannabidiol (CBD) based cluster. Cannabidiol is a by-product of the hemp plant. The location, an abandoned Warwick State prison, will house a CBD oil refinery facility and PODS for companies manufacturing CBD products and will redevelop and repurpose the former prison campus. Touro College of Osteopathic Medicine and The Center for Discovery (located in Sullivan County) will work as the R&D components of this initiative. It is anticipated this facility will open in 2019.
- The IDA authorized \$240,000 to support its Accelerator Without Walls (AWoW) program, which makes the services of The Accelerator, including manufacturing support, access to equipment, grant assistance, etc., available without cost 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 2018, WEDC hosted a Micro-Manufacturing workshop, designed specifically for Accelerator clients, to help address and overcome the challenges facing small manufacturers. WEDC additionally supported The Accelerator's new youth workforce development-based initiative by hosting a workshop at the inaugural 2018 Emerging Leaders Youth Conference.
- 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 acts as a consultant to The Accelerator and CBD cluster initiative. HVADC continues to be a necessary resource in supporting Orange County food manufacturers that the IDA supports through its AWoW program.
- 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 Chamber of Commerce received approximately \$10,000 as the IDA's agent to support Accelerator and AWoW businesses with legislative advocacy, pro-active referrals, networking opportunities, seminars, special events and more.
- The Orange County Citizens Foundation received \$25,000 to create a Workforce Development Plan for Orange County based businesses. This study concentrated on industry-based training, resident engagement, untapped demographics, county-based support agencies for this initiative, if the local higher educational institutions are hosting programs to support the next generation, amongst other topics.
- The Orange County NY Arts Council received \$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 2019. 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.