

Projects Undertaken by IDA in 2019:

In order to strengthen economic development in Orange County, in 2019 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 2019, The Accelerator has supported 29 companies and helped create over 145 jobs.
- The Accelerator’s Middletown campus focuses on medical device manufacturing, software, programming, and personal care products. Once a vacant hospital building, a portion of the Horton Medical Complex now hosts the Touro College of Osteopathic Medicine. This location opened in 2018 and houses 19 PODS. With the continued support of TSEC, The Accelerator's Non-Profit partner, a medical-grade cleanroom was installed at Middletown Campus in 2019. The creation of this SMARTT Lab facility will help to support the research and development of the new CBD / Hemp cluster, the growing Orange County Medical corridor, and the onsite bio-medical, technology and health and beauty care companies.
- In 2019, the sewing and fashion manufacturing initiative continued to develop. This cluster is now located in multiple buildings in both New Windsor and Newburgh and houses 10 companies. With the support of the Workforce Development Institute, The Accelerator was able to install a laser cutter in the fourth quarter of 2018. This equipment has helped to improve both the quality and manufacturing speed of many onsite companies 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. Using this 2018 growth as a steppingstone, in 2019 Accelerator Management traveled to Italy in the third quarter to evaluate Italian manufacturing and make international connections. The Accelerator wants to ease the transition for international companies that would like to do business in the United States.
- Partnering with the Town of Warwick, local legislators, agricultural consultants, farms and business owners, The Accelerator began construction on the next Accelerator campus with a Cannabidiol-based (CBD) cluster. 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. Construction began in third quarter 2019 and steady progress continues. It is highly anticipated that this new Warwick Accelerator Campus will encourage business growth, investment into and redevelopment of the surrounding area, and help bring high quality jobs to the area. Touro College of Osteopathic Medicine and The Center for Discovery (located in Sullivan County) will work as the R&D components of this initiative.
- Partnering with the Village of Highland Falls, West Point, local legislators, the Citizens Foundation, and business owners, Accelerator Management laid the initial groundwork for the next satellite location with an Artificial Intelligence (AI) cluster. This new initiative is a public-private partnership facilitating AI, Machine Learning, and Data Science Industries to create high-tech jobs in the Greater West Point-Highland Falls Community. Unique to the OCIDA, this cluster will facilitate community and

downtown revitalization through STEM Engagement. It is currently anticipated this facility will open in 2020.

- The IDA authorized \$250,000 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 those 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 \$30,000 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, search engine optimization, funding, sales, whole sale and private label and WooCommerce (e-commerce platform). 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 2019, WEDC co-hosted the first Women Empowering Women event, an interactive round table the featured a panel discussion on self-marketing.
- 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 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.
- The Friends of the Orange County Youth Bureau (FOCYB), received \$15,000 as the IDA's agent for Youth based initiative. FOCYB partnered with the Ramapo Catskill Library and hosted workforce development/resume writing course in several County based high school. The Orange County Youth Bureau assisted the Child Care Council with securing four sites and students for the 4-session cycles of Child Care Courses. The OCYB Director and staff met with Deputy Commissioners for Orange County's Divisions of Fire and Emergency Medical Services to identify the needs for local fire and ambulance departments and the role the OCYB can play in helping to address needs. The FOCYB also works to educate youth on local internship, volunteer, and job opportunities via directories, employment immersion programs, general outreach. It is anticipated the Youth based initiative will grow in 2020.
- 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.