

## Projects Undertaken by IDA in 2020:

In order to strengthen economic development in Orange County, in 2020 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. As of December 2020, The Accelerator has supported over 33 startups and helped those startups to create over 155 jobs.
- Launched in 2018, 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. 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. There are currently 9 companies located onsite at the Middletown campus.
- In 2020, the sewing and fashion manufacturing initiative continued to develop and strengthen. This cluster is located in multiple buildings in both New Windsor and Newburgh. With the support of the Workforce Development Institute, The Accelerator was able to install a laser cutter and embroidery machine in 2018. This equipment has helped to improve both the quality and manufacturing speed of many onsite companies. Due to the COVID pandemic, several companies in the sewing cluster pivoted production to PPE, consisting of masks, face shields and gowns, to sustain business and support NYS initiatives. To meet demand and support local businesses and the struggling medical corridor, Accelerator and Accelerator Without Walls (AWOW) companies worked together by sharing supply chain resources and supplies to expedite PPE production and get it into the hands of those in need. Ziel, a Newburgh based Accelerator company, was awarded NYS incentives to set up a N95 mask manufacturing line and meet the critical need for medical supplies. There are currently 8 companies located onsite at the New Windsor – Newburgh campus.
- The construction of the Cannabidiol-based (CBD) campus was completed in the fourth quarter of 2020. The Accelerator/OCIDA partnered with the Town of Warwick, local legislators, politicians, agricultural consultants, farms and business owners to develop the concept of this cluster and create the support system needed for this industry to be successful in Orange County. 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. 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. It is anticipated that companies will start to occupy this Accelerator facility in the first quarter of 2021. There are currently 3 companies in talks to locate to the Warwick campus.

- Partnering with the Village of Highland Falls, West Point, local legislators, the Orange County 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. Due to COVID, the opening of this location was stalled, it is currently anticipated this facility will open in 2021.
- The IDA authorized \$500,000 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. 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.

AWOW became the most valuable retention tool in Orange County by assisting businesses in distress due to COVID-19 pandemic. To meet demand and support local businesses and the struggling medical corridor, Accelerator and Accelerator Without Walls (AWOW) companies worked together by sharing supply chain resources and supplies to expedite PPE production and get it into the hands of those in need. In March 2020, The Accelerator/Orange County Industrial Development Agency partnered with the Orange County Funding Corporation to launch an aggressive COVID-19 Economic Recovery Program to promote economic stability and hope. Through the recovery program, these organizations helped businesses train, rehire and recruit employees; identify and solve supply chain and inventory shortfalls; clean and disinfect their facilities; and apply for federal, state, and local grant/loan applications. In conjunction with this hands-on assistance, the OCFC established a loan program to support small businesses impacted by the pandemic. Fifty-one loans, totaling approximately \$550,000, were authorized by the OCFC to agricultural, construction, food service, personal care, professional, retail, transportation, maintenance, health, day care and recreational businesses across the County of Orange. To further support the loan recipients, The Accelerator/OCIDA and OCFC launched the #OCOpenforBusiness Campaign. This social media campaign highlighted these local companies and encouraged the public to patronize these businesses, acknowledge them and spread the word of the assistance available through these organizations.

- 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, marketing, procurement, and one-on-one start-up consulting. 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. Due to COVID-19, WEDC partnered with the Friends of the Orange County Youth Bureau, another IDA agent, to host a 2-part webinar on Hosting Effective Online Meetings. The sessions covered the basics of how to run an online meeting or webinar. The audience was nonprofit programs that work with youth from ages 5-21 as well as business owners who are new to utilizing online platforms.
- 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 \$22,500 as the IDA's agent for Youth based initiative. The FOCYB works to educate youth on local internship, volunteer, and job opportunities via directories, employment immersion programs, general outreach. The COVID-19 pandemic led to the cancellation of in-person schooling and afterschool activities. To strengthen the school to college/work pipeline and eliminate youth flight and brain drain, The Accelerator partnered with the Orange County Youth Bureau and Ramapo Catskill Library System to create a youth leadership video library covering such topics as professionalism, resumes, social media conduct and local resources. These videos are accessible to Orange County educators, program facilitators, and home schoolers. It is anticipated the Youth based initiative will grow in 2021.
- Orange County's Foreign Trade Zone received \$25,000 to encourage companies with international requirements to locate or remain in Orange County.