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Empire State Development

Global NY

Connecting International Businesses With New York Resources and Opportunities

3/27/2018

New York State has a deep tradition of opening doors to international business and to innovation, human talent development and manufacturing in leading edge industry clusters dating back hundreds years

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NYS is advancing to create

- Building a 21st Century Infrastructure
- Increasing energy capacity, including green
- Investing in the Innovation Economy
- Harnessing local and regional capacities
- Revamping Economic Development

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Import-Export Statistics

- In 2017, NYS merchandise exports to Quebec were $1.29 US billion.
- New York’s imported $5.45 from Quebec US billion.

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How do you connect for NYS assistance?

- Call me Ed Kowalewski (details will be provided)
- Contact the ESD regional office of your choice (www.esd.ny.gov)
- Contact any economic development and ask for a referral to ESD

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Regional Economic Development Councils

Through the Regional Economic Development Councils, we have replaced the 'one-size fits all' approach to economic growth with a 'ground-up' strategy that focuses on cooperation and investing in regional assets to generate opportunity.

- Governor Andrew M. Cuomo

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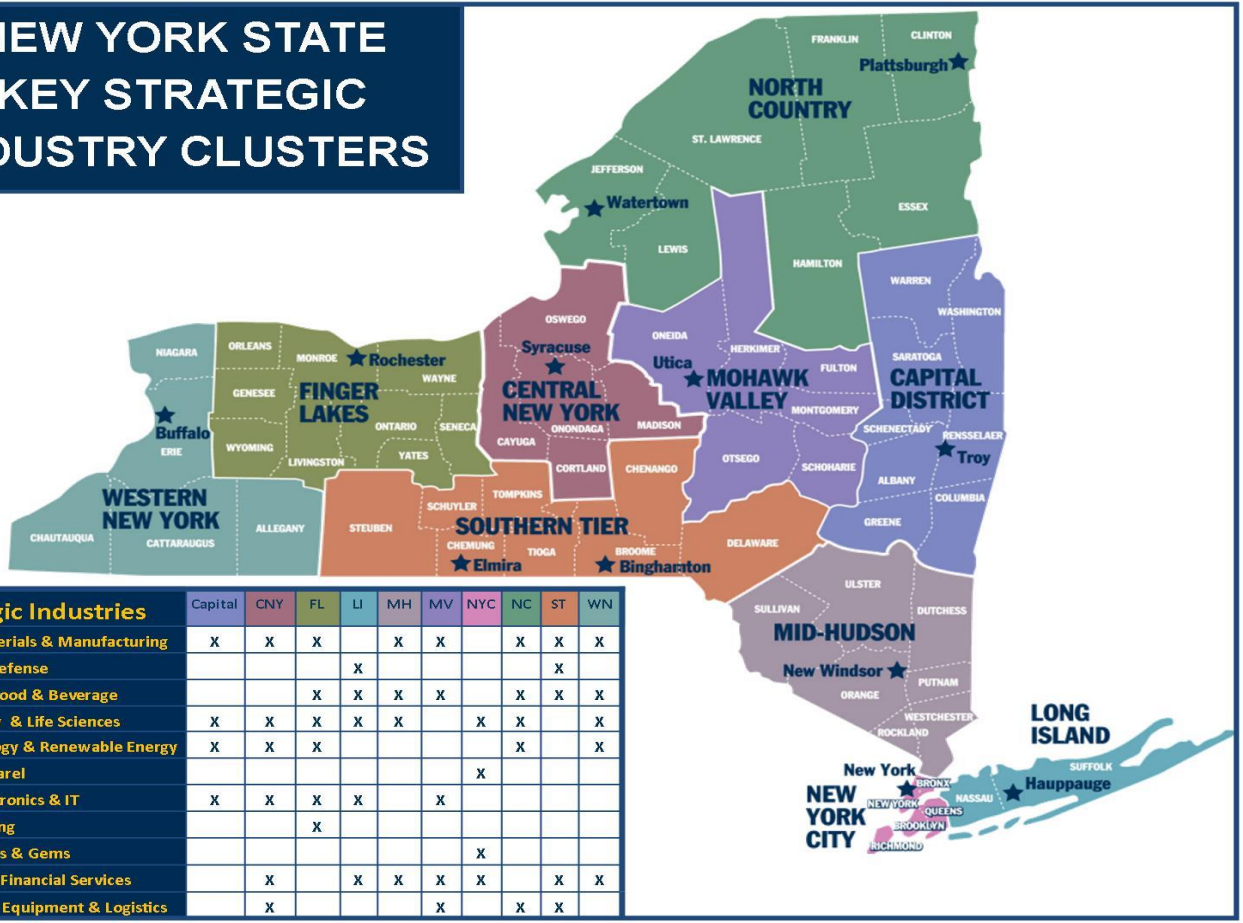
NEW YORK STATE KEY STRATEGIC INDUSTRY CLUSTERS



Strategic Industries	Capital	CNY	FL	LI	MH	MV	NYC	NC	ST	WN
Advanced Materials & Manufacturing	X	X	X		X	X		X	X	X
Aerospace & Defense				X					X	
Agribusiness, Food & Beverage			X	X	X	X		X	X	X
Bio Technology & Life Sciences	X	X	X	X	X		X	X		X
Clean Technology & Renewable Energy	X	X	X					X		X
Fashion & Apparel							X			
High-tech Electronics & IT	X	X	X	X		X				
Optics & Imaging			X							
Precious Metals & Gems							X			
Professional & Financial Services		X		X	X	X	X		X	X
Transportation Equipment & Logistics		X				X		X	X	

Regional Office Network

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Regional Economic Development Councils(REDC)

- The Regional Economic Development Council initiative (REDC) is a key component of Governor Andrew M. Cuomo's transformative approach to State investment and economic development.
- Governor Cuomo established 10 Regional Councils to develop long-term strategic plans for economic growth for their regions.
- The Councils are public-private partnerships made up of local experts and stakeholders from business, academia, local government, and non-governmental organizations.

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REDCs

- Each Region will via its plan and implementation “compete” for economic development funding.
- The winners of the REDC competition receive additional economic development council funding based on the strength and objects of their plan.
- You can apply to the region which matches your business objective

Tax-Free Zones for Businesses
Growing the Economy for New York

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Program Overview

- Requirements:
- Application goes to an approved school sponsor
- Type of business is eligible for program (ineligible businesses include retail and wholesale operations, restaurants, law firms, among others)
- Business supports the university's academic mission
- Must create net-new jobs

- Benefits: PAY ZERO NEW YORK STATE TAXES FOR 10 YEARS!
- No NYS income tax for the company or its employees!
- No NYS business, corporate, sales, property taxes and no franchise fees.
- Access to world-class NYS higher education system, state-of-the-art technology, and industry experts

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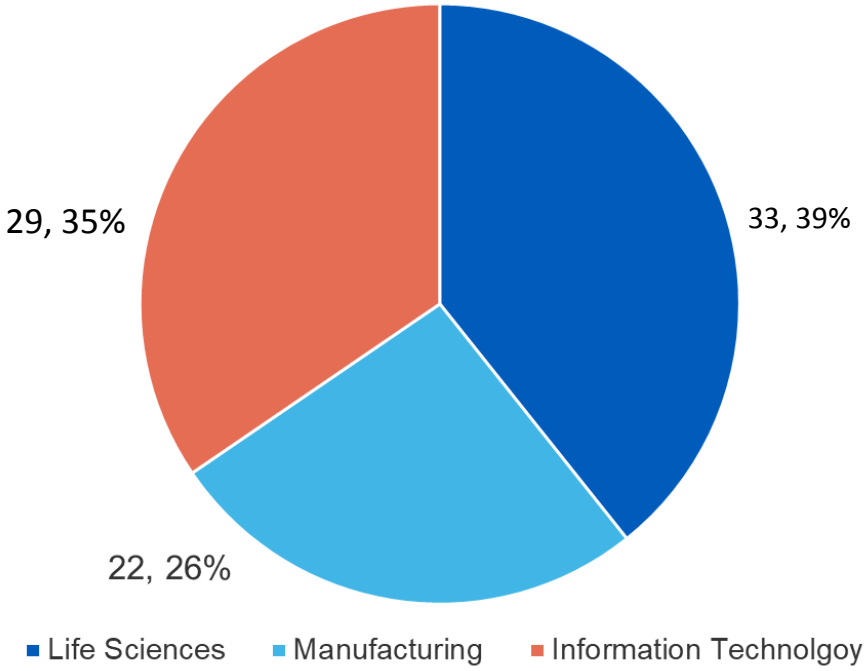
Companies by Sector



START UP NY

Resources

- Matching grants
- Consulting support
- Technology commercialization
- Joint proposals
- SBIR/STTR application support
- Programs
- New York Incubator Network
- I-Corps
- Critical Path
- Directed Energy
- Bright Buffalo Niagara Venture Forum
- 43North Venture Capital competition
- Career Experience Program
- Jeff Lawrence Manufacturing Innovation Fund

You have heard about financial incentives!

- We have financial incentives – Loans, Grants, tax abatements
- Each incentive offer is crafted individually based on a number of factors including; industry, size of the investment, jobs created, location
- No one size fits all

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ESD assistance programs

- We have programs for the “START UP” entrepreneurs.
- We have programs for small to medium sized firm– ***did I say “Zero NYS Corporate income tax for manufacturers” ?***
- We have programs for large firms wanting to invest

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Revamped Economic Development
“One door, One process”

- Customer-oriented
- Specialized Industry, Regional and Small Business Experts Flexible incentives, including strategic regional funding opportunities
- Access and coordination with local and regional economic development plans, programs and benefits
- End-to-end process management
- Ongoing project support

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716-713-8897

www.esd.ny.gov

edward.kowalewski@esd.ny.gov