

New York State Energy Planning Board



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Empire State Development

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Andrew M. Cuomo
New York State Governor

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Empire State Development

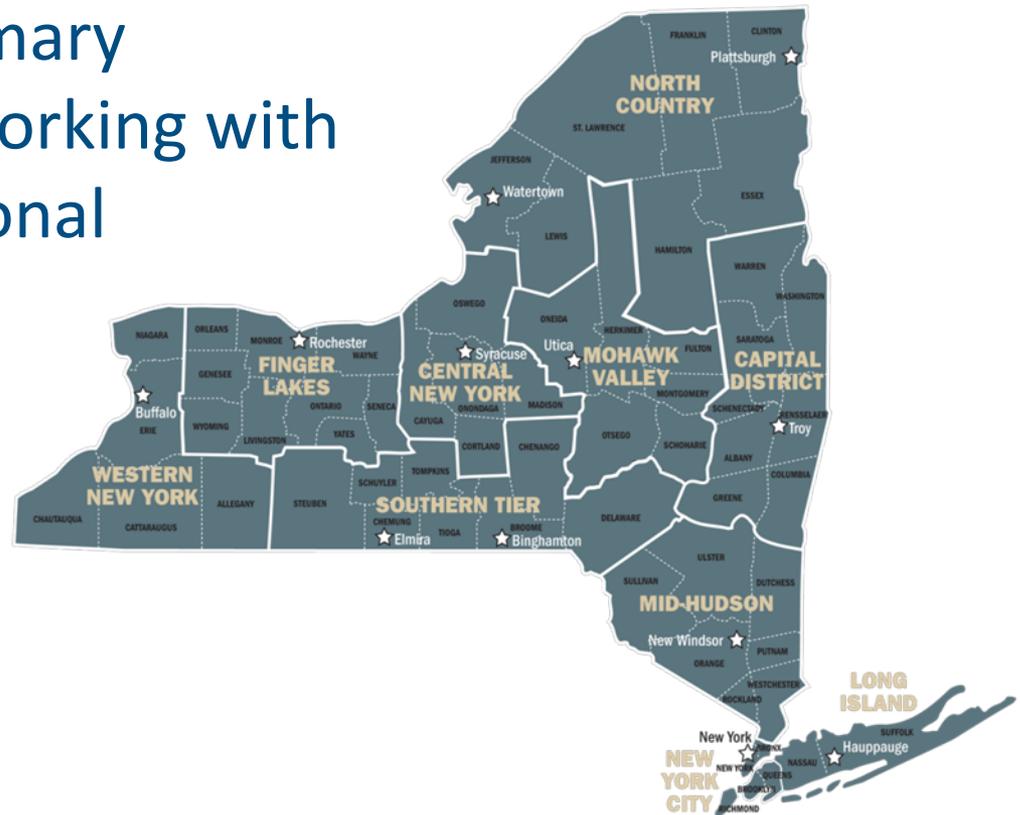
Under the leadership of Governor Andrew Cuomo, Empire State Development (ESD) is New York's chief economic development agency. Our mission is to:

- Promote a vigorous and growing economy
- Encourage the creation of new job and economic opportunities
- Increase revenues to the State and its municipalities
- Achieve stable and diversified local economies.

Through the use of loans, grants, tax credits and other forms of financial assistance, ESD strives to enhance private business investment and growth to spur job creation and support prosperous communities across New York State.

Empire State Development

ESD has 10 regional offices in New York State and is also the primary administrative agency working with Governor Cuomo's Regional Economic Development Councils.



How ESD Helps Business

- Drives economic development by supporting existing businesses and attracting new businesses resulting in jobs and investment
- Partners with public and private sectors
- Helps foster innovation
- Assists companies to grow and compete in the global economy
- Helps businesses connect to federal, state, local and private resources

ESD Specialized Services

- **Strategic Business Division**
- **International Division**
- **Small Business Division**
- **Minority & Women-owned Business Division**



ESD Specialized Services

- **ESD Regional Offices** are experts in the benefits and opportunities available locally; they bring a full range of resources and information to enhance the success of a venture.
- **The Strategic Business Division** works with industry clusters, such as clean-tech, and gives employers considering multiple sites in NYS a “big picture” view.
- **The International Division** runs Trade Missions and maintains foreign offices to increase export opportunities, as well as attract direct foreign investment.
- **The Small Business Division** supports the development and expansion of small businesses through access to capital and technical assistance.
- **The Division of Minority and Women-Owned Business Development** maintains a directory of certified MWBE’s and assists state agencies to award a fair share of state contracts to MWBEs.

Goals and Priorities



- Attract and support high value-added jobs in traditional, high-tech and emerging sectors
- Diversify regional and local economies by attracting desired employers and new industries
- Help existing companies improve their productivity and competitiveness by modernizing and upgrading operations
- Open up export opportunities for companies and connect them with new customers, suppliers and investors worldwide
- Expand access to public and private sources of capital

Principal Incentive Programs

Loans & Grants

- Economic Development Fund
- Manufacturing Assistance Program
- Entrepreneurial Assistance Program
- Small Business Revolving Loan Fund

Tax Credits

- Excelsior Jobs Program
 - Provides tax credits to stimulate new investment and job creation

Financing & Technical Assistance

- Linked Deposit Program (LDP)
 - Reduced rate financing for project development



Principal Incentive Programs

These programs are most frequently used to:

- partially defray the cost of real estate acquisition, construction or renovation,
- purchase machinery and equipment, or
- assist with training of employees

Partners in Development

ESD regional and specialized program staff reach out to businesses and other entities to identify and facilitate opportunities that will benefit the State's economy, result in good jobs and quality investments.



Generating more than electricity



Partners in Development

Partners Include:

- Private sector businesses and consortiums (NY Best, NYS Smart Grid Consortium)
- Other State agencies (DOL, DOT, NYPA, NYSERDA) as well as local and regional marketing and economic development organizations (Center for Economic Growth, Greater Rochester Enterprise, Buffalo Niagara Enterprise, etc.)
- Counties, Industrial Development Agencies and local governments
- Utilities (National Grid, NYSEG, etc.)
- Business advisors such as consultants, site selectors, real estate brokers, developers, and others

Recent ESD Clean Energy Projects

- Smith Electric Vehicles – new manufacturing facility in New York City for all-electric commercial vehicles.
- General Electric Company – new battery manufacturing plant in Schenectady, New York for applications in the transportation sector.
- Griffiss Business and Technology Park – development of a biomass generating facility in Rome, New York that will provide steam and electricity for customers in the technology park.