

GRIFFISS BUSINESS AND TECHNOLOGY PARK

Why Griffiss? - 2020

- **PROJECT TEAM:** Coordinated economic development team led by a regional EDO with extensive experience in large scale development projects
- **LOCATION:** Adjacent to NYS limited access 4-lane highways, that connect to NYS Thruway (I-90) - Exit 31 in Utica and Exit 33 in Verona
- **SITES:** Various sized sites in vibrant, mixed-use Business & Technology Park that emerged from the realignment of the former Griffiss AFB
- **WORKFORCE:** More than 21,700 potential candidates (within 45 mins) to fill 225 jobs

Why Griffiss Business Park?



ECONOMIC DEVELOPMENT & COMMUNITY PARTNERS



REGIONAL PRIVATE NOT-FOR-PROFIT CORPORATION THAT IS STAFF FOR MULTIPLE EDO'S INCLUDING:

GLDC: Local Development Corp. that oversees redevelopment of former Griffiss AFB



OCIDA: NYS Public Benefit Corporation authorized to provide bond-financing & tax incentives



UTILITIES
nationalgrid



PLANNING, ZONING, & PERMITTING



WORKFORCE ASSISTANCE





**Griffiss Business and
Technology Park**



**3,200 ACRE FORMER US AIR FORCE BASE
REALIGNED IN 1993-95 BRAC ROUNDS**

**\$625.5 MILLION CAPEX SINCE 1995
\$16.3 MILLION IN 2018**

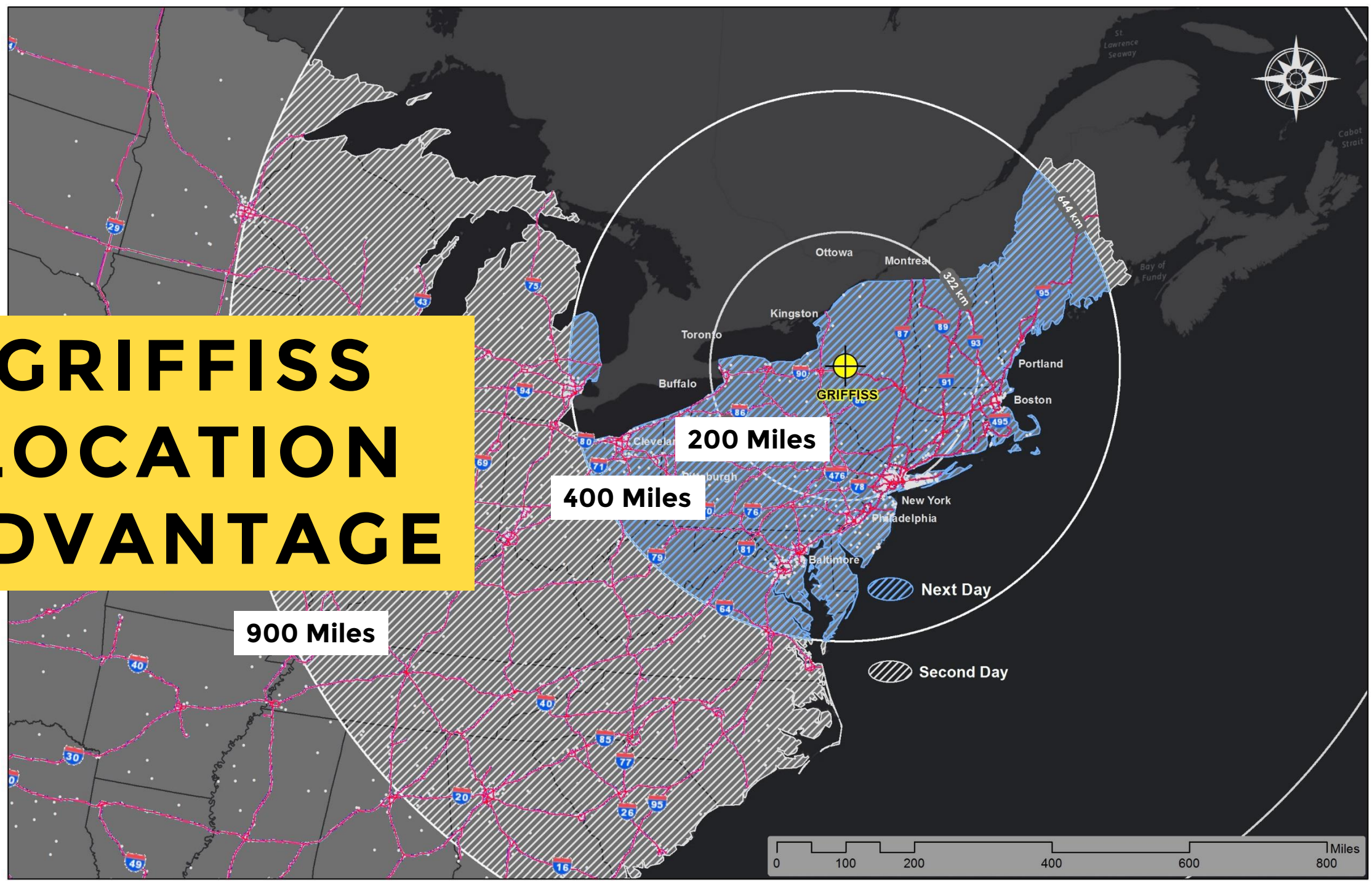
77 EMPLOYERS

**C⁴I & CYBERSECURITY, UNMANNED SYSTEMS,
DISTRIBUTION, MANUFACTURING, AVIATION,**

5,823 EMPLOYEES

**COMMUTING FROM 20+ COUNTIES
80% FROM WITHIN ONEIDA COUNTY**

GRIFFISS LOCATION ADVANTAGE



2020 TOP TEN EMPLOYERS in Oneida County

EMPLOYMENT

COMPANY NAME	SECTOR	TOTAL FTE EMPLOYEES
ONEIDA INDIAN NATION	TOURISM	4,650
MOHAWK VALLEY HEALTH SYSTEM	HEALTHCARE	4,274
UPSTATE CERBRAL PALSY	SOCIAL SERVICES	2,000
RESOURCE CENTER FOR INDEPENDENT LIVING	SOCIAL SERVICES	1,935
METLIFE INC.	INSURANCE/FINANCE	1,368
UTICA CITY SCHOOL DISTRICT	EDUCATION	1,245
AIR FORCE RESEARCH LAB	RESEARCH & DEVELOPMENT	1,204
UTICA NATIONAL INSURANCE GROUP	INSURANCE/FINANCE	1,073
WAL-MART STORES DISTRIBUTION CENTER	WAREHOUSING/TRANSPORTATION	1,011
DEFENSE FINANCE AND ACCOUNTING SERVICE	INSURANCE/FINANCE	950

WORKFORCE ASSISTANCE

WORKING SOLUTIONS CAN ASSIST IN PROVIDING RECRUITMENT SERVICES, ON-THE-JOB TRAINING, JOB MARKET INFORMATION, AND OTHER HIRING INCENTIVES TO BUSINESSES.

FOR EXAMPLE FOR THE TRACTOR SUPPLY DC:

- *The HR director forwarded a job list to Working Solutions*
 - *TSC briefed Working Solutions and provided a company-approved phone screening tool*
 - *Working Solutions staff made calls to each qualified person, conducted a phone screen, and forwarded qualified candidates*
- *Tractor Supply was very happy with assistance provided*





TAX EXEMPTIONS

ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

OCIDA HAS A SET OF TOOLS THAT HELP BUSINESSES RECEIVE SIGNIFICANT TAX SAVINGS OVER THE COURSE OF A PROJECT AND IN THE YEARS FOLLOWING A COMPANY'S INITIAL INVESTMENT. OUR PARTNER ORGANIZATIONS CAN TAILOR FINANCING TO YOUR RAMP SCHEDULE.

State and local sales tax exemption on building materials/supplies used in construction and the purchase of any FF&E that is not automatically exempt

Exemption of 0.75% tax on any mortgage taken on a real estate project

Payment In-Lieu of Tax (PILOT) Agreement to abate portion of property taxes could be negotiated based on project criteria

NEW YORK STATE INCENTIVES

NEW YORK STATE
EXCELSIOR
JOBS PROGRAM



DISCRETIONARY PROGRAM, PROVIDES
FOUR FULLY REFUNDABLE TAX
CREDITS OVER A BENEFIT PERIOD OF
UP TO TEN (10) YEARS

To earn credits, firms must first meet and maintain established job and investment thresholds.

Excelsior Jobs Tax Credit:

A credit of up to 6.85%
of wages per net new
job.

Excelsior Investment Tax Credit:

Valued at up to
2% of qualified
investments.

Excelsior Real Property Tax Credit:

Available to firms locating in
certain distressed areas and to
firms in targeted industries that
meet higher employment and
investment thresholds (Regionally
Significant Project).

Excelsior R&D Tax Credit:

A credit of up to 50%
of the Federal R&D
credit up to six
percent of research
expenditures in NYS.

WHY GRIFFISS?



GRIFFISS BUSINESS & TECHNOLOGY PARK

PROJECT TEAM

Single point of contact experienced and multi-disciplined regional economic development team

LOCATION

Development-ready sites, well positioned to NYS highways and NYS Thruway (I-90), 1 of 7 FAA UAS Test Sites in the USA

COMPANIES

Growing business park with a diverse range of businesses and regional employers including high technology, manufacturing, distribution, UAS aviation, medical office and commercial

WORKFORCE & TALENT

Skilled workforce and training partners that can assist with recruiting and hiring