



Rebuilding the Upstate Economy City-by-City Finger Lakes

Midtown Plaza

The City of Rochester, PAETEC Communications and Empire State Development (ESD) have entered into a Memorandum of Understanding (MOU) to begin the process of redeveloping Midtown Plaza into new mixed-use facilities, including a new corporate world headquarters for PAETEC Communications. Located in the commercial center of the City of Rochester, the 10-acre property encompasses a 17-story skyscraper and five other buildings, with approximately 1.5 million square-feet of retail and office space, and a three-level 1,843-space underground parking garage. The buildings on the property are substantially vacant, and the parking garage is underutilized.

Components of the project:

It is anticipated that the existing Midtown Plaza site would be initially divided into two parcels:

- Phase I - PAETEC Parcel: PAETEC Communications plans to build a new 500,000 square foot, Class A facility on a portion of the Midtown property. The proposed PAETEC facility is anticipated to house 1,000 employees (including 650 existing PAETEC employees) and become the new location for its corporate headquarters, data and other operations. PAETEC would design, engineer and construct the PAETEC building on a portion of the property.
- Phase II: The City and ESD would develop the Phase II Development Parcels to include residential, retail, and commercial uses, which would conform with the PAETEC parcel and surrounding development strategies.

Economic Development Potential:

- It is anticipated the project is anticipated to house will bring approximately 1,000 workers to downtown Rochester (up to 500 net new jobs to the region). Phase II of the development will bring additional jobs, residents and private investment to the site and surrounding neighborhoods.
- The project would generate property tax revenues for the City and the County
- 250-400 construction jobs

Funding:

- City of Rochester is responsible for acquiring the site from the current owners.
- The State is responsible for supporting remediation or demolition costs to make the site "shovel-ready" for PAETEC and other site development opportunities. Current

estimates are approximately \$50 million, and State funding is contingent upon legislative appropriation and finalized development plan.

- PAETEC would be responsible for all construction costs for its new facility and development footprint.

Estimated Date of Project Completion:

- 2011 for Phase I

The Genesee OATKA Ag Manufacturing Park (Genesee County)

This 200+ acre industrial will be adjacent to the OATKA Milk Products Facility in Genesee County. The proposed site is in the heart of some of the best agricultural land in the state and also has superior transportation access (Route 63 and NYS Thruway), as well as other infrastructure (e.g. water, sewer, large underground aquifer, short line and class one railroads, large electric transmission lines, natural gas and an electric cogeneration plant). The park is expected to be "shovel ready" within one year, and marketed to the food processing and agriculture/manufacturing industries. Genesee County Economic Development Corporation currently has several prospects for the proposed park.

Components of the Project:

- 1 million sq. ft. of food processing, research and development, and warehouse/distribution space

Economic Development Potential:

- Food processing and agriculture-manufacturing industries attracted to invest in the site could yield more than 1,000 new jobs to the region

Funding:

- Total project cost is \$9 million
- State Commitment: \$3 million for infrastructure improvements

Projected Date of Project Completion:

- Late 2008

Cornell Agriculture and Food Technology Park Project (Ontario County)

The Cornell Agriculture and Food Technology Park is a self-supporting entity designed to foster the creation of innovative technologies and economic growth in the food and agriculture sectors through linkages with Cornell University and the NYS Agricultural Experimental Station. An existing Flex-Tech Incubator Building on the campus offers offices, wet labs, and pilot production facilities. In order to accommodate new build to suit opportunities for R&D businesses, there is an immediate need to loop the existing water service throughout the park. The park also requires construction of a second Flex Tech Building, as the existing one is soon to reach full capacity. Flex Tech II would allow for continued build-out at the Technology Farm, creating opportunities for both research laboratory applications and commercialization pilot plants in the Park. This project will also provide space for larger pilot operations, distribution and research grade laboratories.

Components of the Project:

- Expand water service through the Park
- Construction of Flex Tech II

Economic Development Potential:

- Creation of hundreds of new jobs in the Finger Lakes region and with other agricultural enterprises across Upstate

Funding:

- Total project cost is \$3.17 million
- State Commitment: \$1 million for infrastructure improvements

Projected Date of Project Completion:

- Late 2008

Finger Lakes Viticulture and Organic Market Center (Yates County)

Yates County is located in the heart of the viticulture industry in the Finger Lakes and also has the largest collection of organic farms in the Northeast. This project will provide critical seed capital for development of a new organic produce center, supporting local organic farmers, allowing them to reach new markets. Additionally, the IDA will evaluate the opportunity for development of a joint grape crushing incubator facility to be utilized by various wineries in the region.

Components of the Project:

- New floor space, offices, conference/meeting rooms and tourist facilities

Economic Development Potential:

- Support and expand the 700+ farms in Yates County that generate more than \$50 million in annual sales and employ more than 1,400 people
- Support and expand the more than 20 wineries in the county, which employ more than 750 people
- Enhance an industry that generates more than \$30 million in annual local revenue
- Positively impact the region's "ag-ancillary" businesses, which sell approximately \$40 million in products, services, labor, utilities, feed etc. annually

Funding

- State Commitment: \$750,000 for construction of new organic produce center

Projected Date of Project Completion:

- Summer 2008