



CENTER for ECONOMIC GROWTH

2019 Accomplishments Summary

The Center for Economic Growth (CEG) serves as the economic development organization for New York's Capital Region.

Areas of Focus

- ▶ **Industry Attraction:** Marketing the region to attract new investments and jobs
- ▶ **Business Growth Solutions:** Providing services to help local businesses compete and grow
- ▶ **Talent Attraction and Development:** Resources to attract, retain and develop a competitive workforce

As the regional economic development organization, CEG works with our Chambers of Commerce, state and local Economic Development Organizations and other stakeholders connecting businesses to resources.

Industry Attraction

CEG's multi-industry global marketing initiative targets industry decision makers and creates opportunities for investment and expansion in the region.

- ▶ Marketed the Capital Region and its industry, academic and R&D assets at 23 events/tradeshows worldwide, including:
 - Select USA
 - Site Selectors Guild
 - Game Developers Conference
 - SEMICON West
 - Off-Shore Wind International Partnering Forum
- ▶ Engaged with over 100 companies looking to grow
- ▶ Developed strategies to help advance progress of key industry clusters in the Region including:
 - Renewable Energy
 - Life Sciences
 - Digital Gaming
 - Supply Chain
 - Advanced Manufacturing



Business Growth Solutions (BGS)

CEG provides services and technical assistance to help local companies with operational improvements, strategic planning and analysis, energy and sustainability, and business acceleration.

CEG supported **41 companies** resulting in the following impacts:

- ▶ **\$22 million** Increased/Retained Sales
- ▶ **\$1 million** Cost Savings
- ▶ **\$8 million** Client Investments
- ▶ **50** Jobs Created
- ▶ **414** Jobs Retained

CEG also engaged **30 start-ups**, helping them secure **nearly \$3 million** in investment.

Companies served include:

Operational Improvements



Strategy & Growth



Energy & Sustainability



Business Acceleration



Talent Attraction & Workforce Development

CEG provides resources to help attract and retain employees.

- ▶ Attended 10 careers fairs outside the region
- ▶ Assisted over 75 executives and skilled workers with relocation and career support services
- ▶ Opened the Veteran Connect Center (VCC) to attract transitioning service members to the region
- ▶ Created workforce training solutions:
 - **Manufacturing Technology Pathways:** 41 students completed manufacturing training programs at HVCC and SUNY Schenectady in 2019
 - **Apprenticeship Programs:** 20 workers onboarded in 2019 to manufacturing and software apprenticeship programs administered by CEG for five companies



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