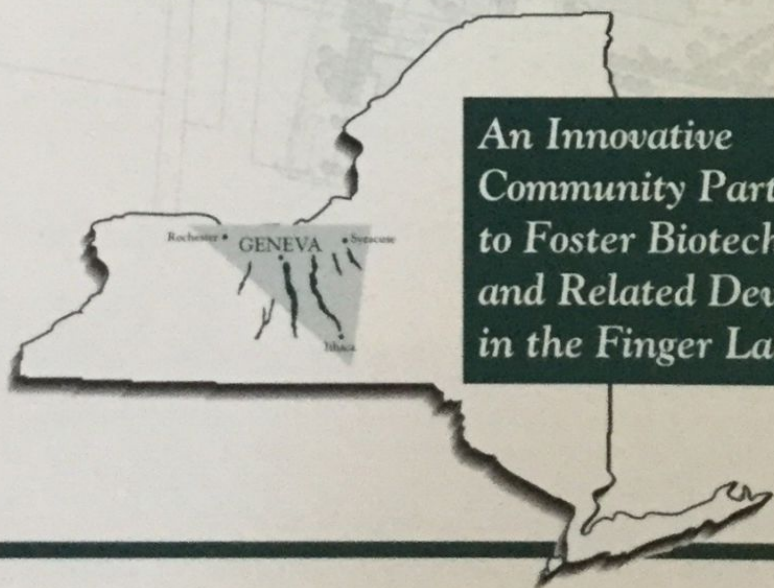
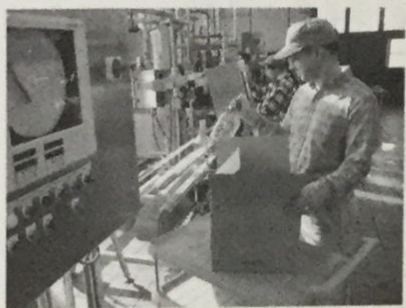
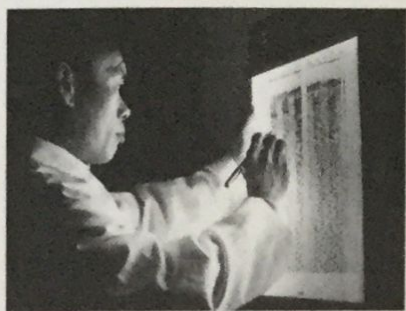


The CORNELL
Ag & Food
TechPark

GENEVA



*An Innovative
Community Partnership
to Foster Biotechnology
and Related Development
in the Finger Lakes*



The Ag & Food Tech Park MISSION

- To serve as a financially self-sustaining entity to foster the creation, retention, and expansion of agriculture, food, and biotechnology research enterprises for the benefit of both the state and local economies.
- To strengthen the Experiment Station by fostering partnerships between the Station and firms seeking commercial applications of research discoveries related to agriculture, food sciences, and biotechnology

The Ag & Food Tech Park GOALS

- To help improve the overall economy of the City of Geneva, Ontario County, the Finger Lakes, and New York State.
- To enable the Geneva Station to continue to attract and retain the brightest scientists and provide a stimulating and creative research environment.
- To help ensure the long-term viability of the Geneva Station as a world leader in research related to agriculture, food science, and biotechnology.

The Ag & Food Tech Park PROMISE

- To help grow and retain the biotechnology brain trust in New York State by expanding on the critical mass of high tech scientists.
- To draw on industry interest in and involvement with the cutting-edge research occurring at the Geneva Station in the fields of entomology, plant pathology, horticultural sciences, and food science and technology.
- To help entrepreneurs and start-up companies; small, growth businesses; and larger, multi-national companies.
- To provide an amenities package that may include facilities ranging from conventional office and administrative support space to computer stations, generic and specialized laboratories, controlled environmental storage facilities, growth chambers, greenhouse space, and access to an excellent research library and land for field research plots.

The Ag & Food Tech Park PARTNERS

- Geneva Experiment Station—Cornell University.
- City of Geneva and Geneva Industrial Development Agency.
- County of Ontario Industrial Development Agency.
- Geneva Area Chamber of Commerce and Geneva Growth, Inc.
- Empire State Development Corporation.
- SUNY—State University Construction Fund (SUCF).
- Representatives from the New York State Assembly and Senate.

From Molecules to Markets...

GENEVA
Means Business for New York

The Ag & Food Tech Park BUILD-OUT

Progress to Date



1995 New York State Agricultural Experiment Station Master Plan recommends considering establishing an agriculture, food, and biotechnology park.

1997 City of Geneva Master Plan endorses the idea of an agriculture, food, and biotechnology park and recommends expanding the NYS Economic Development Zone of the City of Geneva to include 70 acres of land designated for the park.

1998 A Project Feasibility Report, a Preliminary Environmental Analysis, and an Amenities Package were completed regarding the agriculture, food, and biotechnology park project.

1999 A Market Study and a Project Business Plan confirm feasibility of the agriculture, food, and biotechnology park.

2000 *State legislation must be approved to convey land with a long-term lease from the state to a non-profit entity to develop and manage the Park.*

The Next Steps

- Create a local development management entity.
- Secure project financing (federal, state, local).
- Launch business attraction program.
- Secure letters from potential tenants committing to park.
- Adopt zoning and development guidelines.
- Establish tenant admission/exit policies.
- Expand NYS Economic Development Zone (EDZ) to include the park.
- Break ground for Phase I development.

PROJECT FUNDING

Phase I

Incubator Research Building	\$2,420,000
Infrastructure	880,000
Working Capital	150,000
Total	\$3,450,000

Phase II

Greenhouse	\$1,127,500
Multi-tenant Research Building	\$2,805,000
Total	\$4,032,500

Potential Sources of Phase I Funding

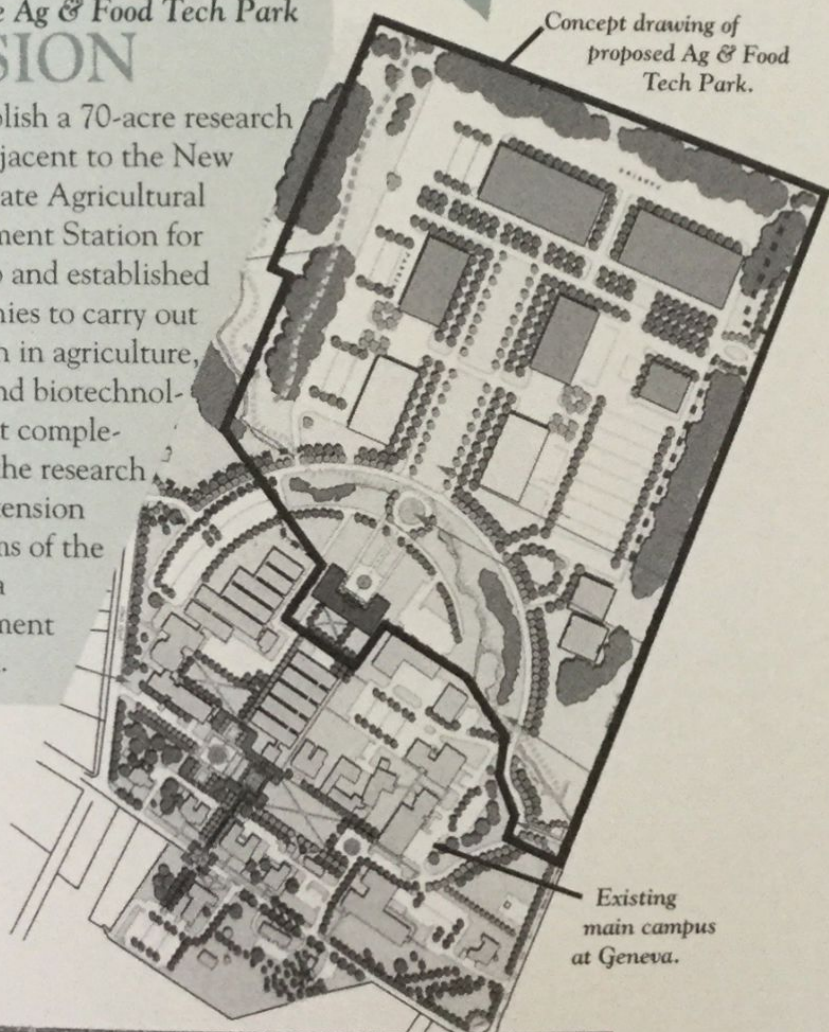
Federal Economic Development Administration	\$1,500,000
United States Department of Agriculture	400,000
New York State/Other	1,400,000
Community Partners	150,000
Total	\$3,450,000

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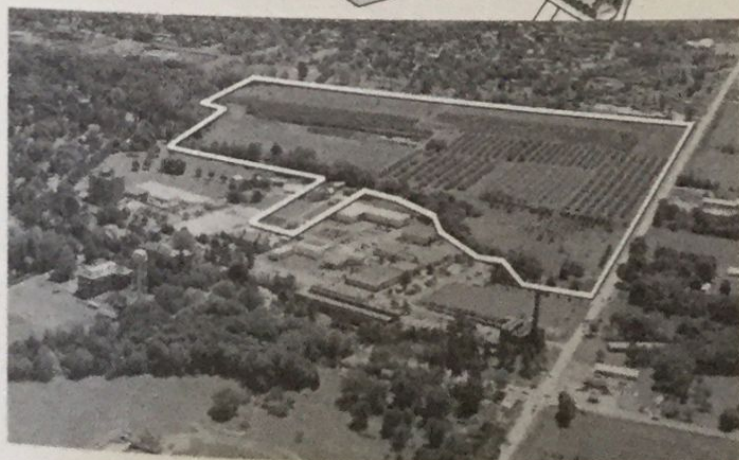
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The Ag & Food Tech Park
VISION

To establish a 70-acre research park adjacent to the New York State Agricultural Experiment Station for start-up and established companies to carry out research in agriculture, food, and biotechnology that complements the research and extension programs of the Geneva Experiment Station.



Existing
main campus
at Geneva.



Aerial view of
main campus
at Geneva and
adjacent area
earmarked for
the Ag & Food
Tech Park.

The Ag & Food Tech Park PROPOSED FACILITIES

- Incubator research building for entrepreneurs/start-up companies and diversifying companies.
- Multi-tenant flex space for mid-sized research and development companies.
- Build-to-suit sites for large, mature companies.
- Greenhouse for use by all companies.
- Access to land for field research trials.

The Ag & Food Tech Park TARGETED COMPANIES

- Entrepreneurs interested in starting small food processing facilities.
- Small biotechnology companies.
- Life science companies developing bio-based and innovative pest control products.
- Companies whose products enhance food quality and health.
- Companies that produce Integrated Pest Management (IPM) products.
- Commercial laboratories that assist agricultural and food companies.



Researchers at Geneva play an integral role in keeping the multi-billion dollar food and agriculture segment of the New York economy profitable and competitive. In conducting agricultural research and transferring results to end users, they tackle diverse and complex problems using traditional technology and emerging biotechnology.

The Geneva ADVANTAGE

- The Geneva Experiment Station is a world-class research institution that was established in 1882. The annual budget is \$20 million. Employees number 300.
- Geneva is centrally located in the Finger Lakes Region, about an hour from Rochester, Syracuse, and Ithaca, and directly south of the NYS Thruway.
- Geneva is centrally located for much of the state's \$3 billion fruit and vegetable industry.
- Ontario County is one of the fastest growing counties in NYS.
- More than 100 manufacturing firms contribute to the vibrant economy in Ontario County, which has a mix of rural and suburban landscapes.



Counterclockwise from right, Pulteney Park, downtown Geneva, and the Geneva waterfront.



- The City of Geneva's downtown business district is enjoying a renaissance propelled by a forward-thinking partnership among the city, the county, the state, and local businesses and educational institutions.
- Hobart and William Smith Colleges add depth to Geneva's academic community.

NYS Governor George E. Pataki on Biotechnology



“We will create new technology enterprise zones in central business areas throughout the state. These zones will act as a powerful economic magnet, encouraging innovation in the heart of our communities and igniting a spark of high tech economic activity in areas that have fallen behind.”

Governor George E. Pataki, State of the State Address, “The Future Begins in New York,” January 5, 2000

“This [Main Street] Program will complement the aggressive new initiatives we will announce to attract more biotechnology investment in New York.”

Governor George E. Pataki, State of the State Address, “The Future Begins in New York,” January 5, 2000

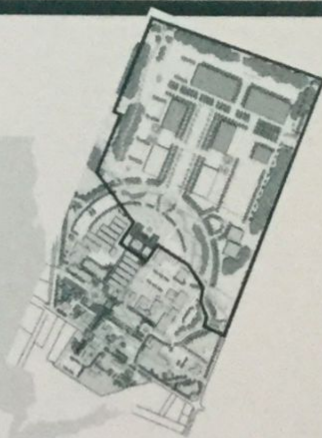
“As part of that effort, we will provide the Main Streets of New York with the infrastructure they need to thrive in the future as they did in the past. Many of our smaller cities were centers for high tech at the turn of the 20th century. Now we must help these communities to become the high-tech incubators of the 21st century.”

Governor George E. Pataki, State of the State Address, “The Future Begins in New York,” January 5, 2000

“We will establish a \$10 million Biotechnology Industry Growth Fund that would build upon our efforts to develop New York’s research infrastructure by providing start-up companies with a source of needed capital to bring innovations that emerge from the laboratory to the marketplace—turning ideas into high wage jobs. The Biotechnology Industry Growth Fund would give New York an edge over other states in the increasingly competitive race to attract and retain high skill, high wage biotechnology jobs.”

Governor George E. Pataki, University of Rochester, January 10, 2000

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