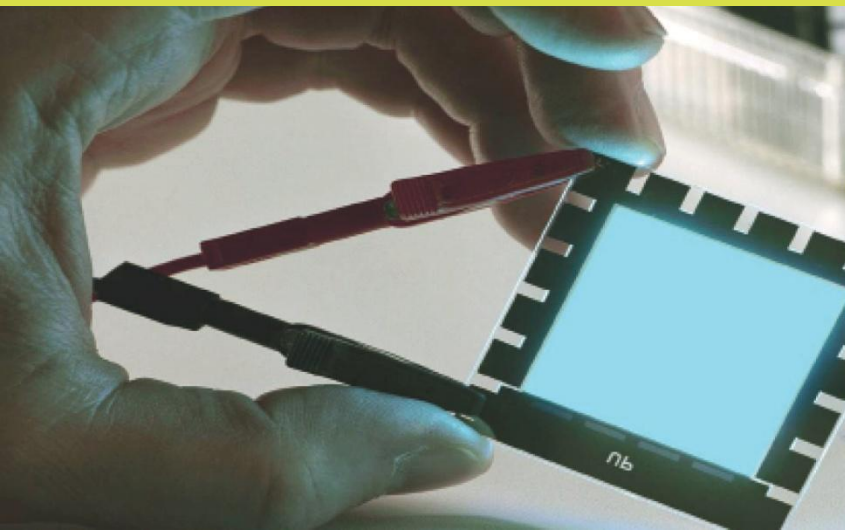




CENTERSTATE AGENDA FOR ECONOMIC OPPORTUNITY

METROPOLITAN BUSINESS PLAN



Partners



CENTERSTATE
CORPORATION FOR ECONOMIC OPPORTUNITY



MOHAWK VALLEY
EDGE



CENTRAL NEW YORK
COMMUNITY
FOUNDATION, INC.



Operation Oswego County
*An Economic and Job Development Corporation
Serving Oswego County, NY*

national**grid**

WelchAllyn[®]

TDO
Solutions for Manufacturing & Technology



Metro Business Planning



**Leadership
Engagement**

**Stakeholder
Interviews**

**Quantitative
Research**

Key Findings

Strategies

Lead Initiatives

Potential to excel in new
technology fields

Global markets can boost the
region's export

Emerging innovation
ecosystem

Retain skilled workforce and
grow economic opportunity

Need for modernization of
local government

- Establish a global center for data to decisions
- Become a leader in key industries
- Grow exports and FDI
- Build innovation ecosystem
- Align workforce and talent
- Prioritize infrastructure investments
- Cultivate opportunity rich environments
- Build effective public and civic institutions

Data 2 Decisions

Venture Fund

**Government
Modernization**

Export Initiative

Strategies



- 1. Establish the region as a global center for data to decision firms, people and ideas**
- 2. Strengthen the region's position as a leader in cybersecurity, thermal and environmental control systems, and biosciences**
- 3. Grow exports and foreign direct investment**
- 4. Build out a world class ecosystem for innovation and entrepreneurship**
- 5. Develop employer-driven approaches to align workers and jobs**
- 6. Set priorities for infrastructure investments and improvements**
- 7. Cultivate opportunity rich environments**
- 8. Build effective public and civic institutions and culture**

Key Finding



The region holds strong potential to excel in new technology fields

Data 2 Decisions

50 tech companies employing
9,000 workers

Key sectors:

- Digital Electronics
- Information Systems
- Medical Technology
- Environmental Products

Tech Sectors

13,000
total jobs

Key sectors:

- Thermal & environmental control systems
- Cybersecurity
- Biosciences

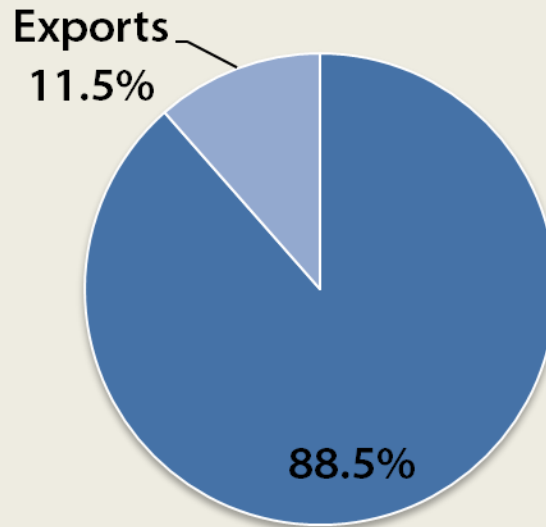
Key Finding



Growth in global markets can boost the region's exports and global fluency

\$8.7
billion in
exports

Economic Output



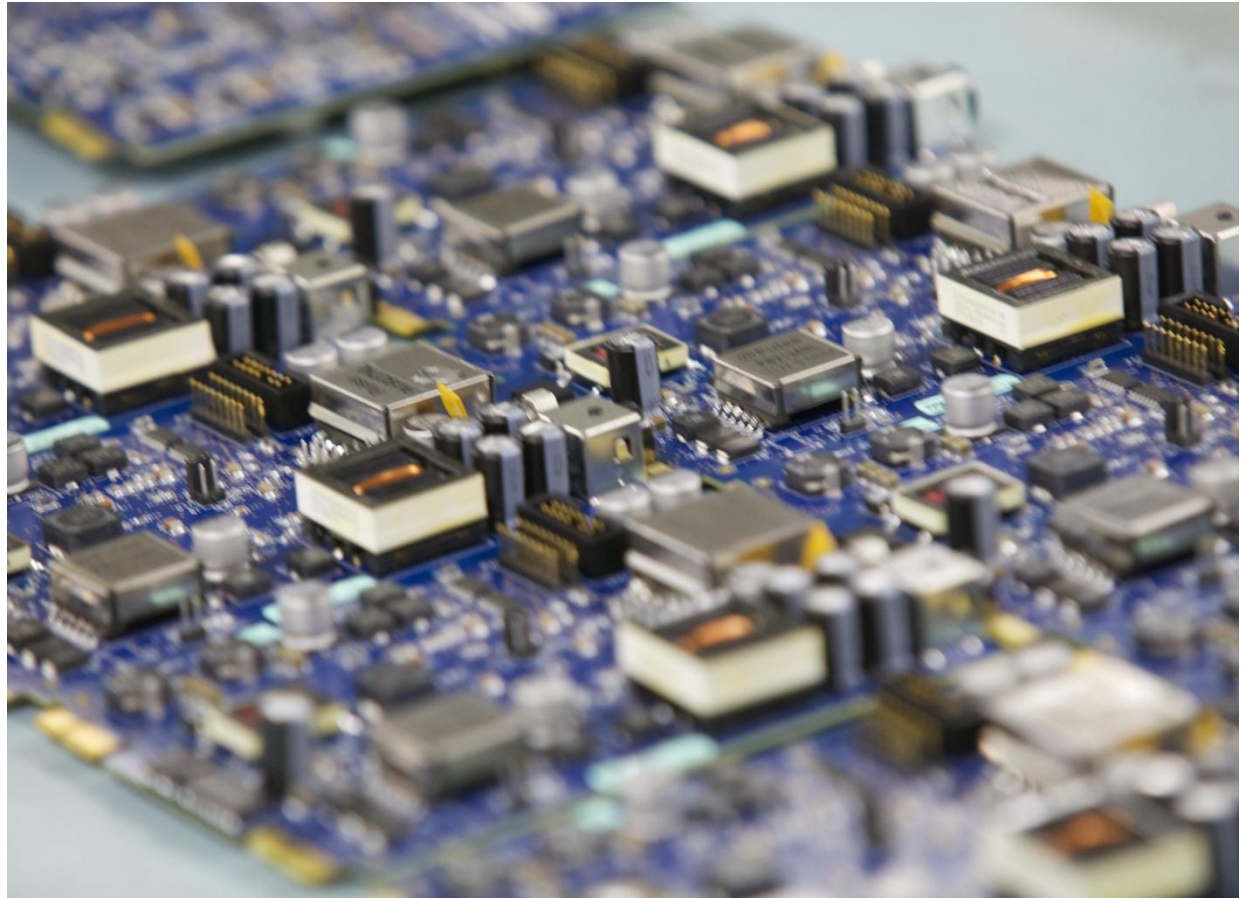
International Talent

Syracuse MSA
ranks
32 out of 115
for foreign born
individuals



Lead Initiative

- **Market identification and connecting services**
- **Advance a D2D prototyping consortium**
- **Create D2D new venture support services and accelerator**
- **Work with regional education institutions to generate a talent base**



Establish the Data to Decisions Innovation Alliance



Lead Initiative

- Increase export activity of region's top exporters
- Build export capacity of small and medium-sized enterprises
- Expand exports of region's key service providers
- Seek foreign direct investment



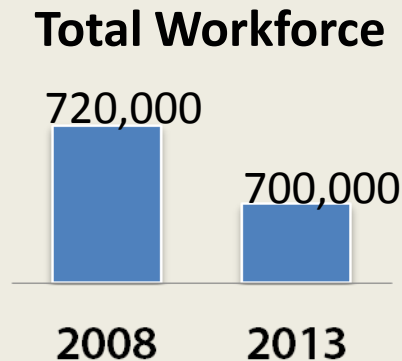
Implement the CenterState Export Initiative

Key Finding

The region must retain and expand a skilled workforce to grow economic opportunity

140,000
students enrolled
at 35 colleges &
universities

Shrinking Workforce Reduction in Skilled Talent



Demand for
high skilled
positions

1,636
high-skilled
openings within
key regional
industries

Key Finding



Demand for high skilled positions

- Many in-demand majors are STEM related

CLEANTECH	
Major	Openings
Teacher Education, Multiple Levels	106
Engineering	88
Business Administration & Management, General	53
Electrical & Electronic Engineering Technologies/Technicians, Other	21
Mechanical Engineering	21
Accounting	17
Computer/Information Technology Services Administration & Management, Other	13
Computer Science	12

BIOMEDICAL	
Major	Openings
Engineering	85
Business Admin & Management	56
Biochemistry	25
Computer Science	23
Biology/Biological Sciences, General	22
Chemistry	19
Teacher Education, Multiple Levels	16
Electrical & Electronic Engineering Technologies/Technicians, Other	15
Computer Engineering	14
Biological, Biomedical Sciences	13
Chemical Engineering	11

DIGITAL & ELECTRONIC DEVICES	
Major	Openings
Engineering	20
Business Administration & Management, General	16
Mathematics	9
Electrical And Electronic Engineering Technologies/Technicians, Other	6
Teacher Education, Multiple Levels	6
Computer Science	4
Environmental Engineering Technology/Environmental Technology	3

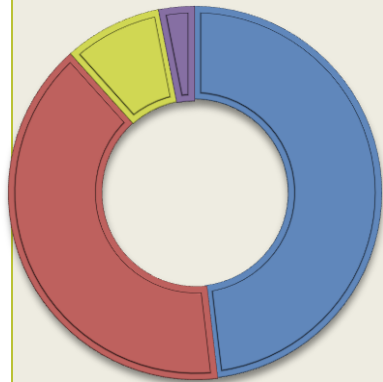
Key Finding



Demand for high skilled positions

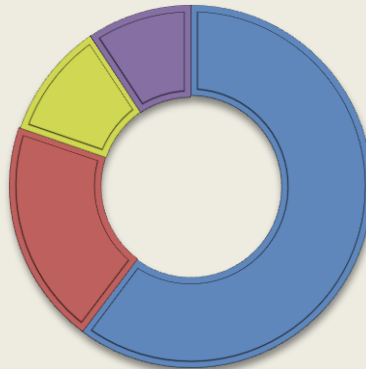
- Job openings by degree

Cleantech



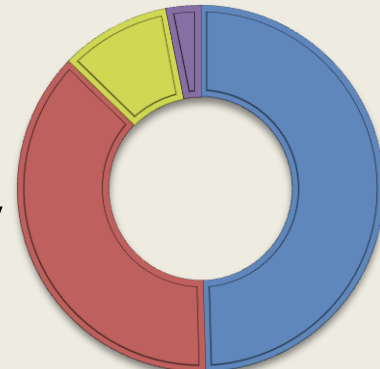
- Bachelor's degree
- High school
- Post-secondary or associate's degree
- Graduate or professional degree

Biomedical



- Bachelor's degree
- High school
- Post-secondary or associate's degree
- Graduate or professional degree

Digital & Electronic Devices



- Bachelor's degree
- High school
- Post-secondary or associate's degree
- Graduate or professional degree

Strategy: Develop Employer Driven Approaches to Align Workers and Jobs



PHOTO: MARK ELIAS/BLOOMBERG VIA GETTY IMAGES



Current Efforts

- Green Train
- Health Train



Workforce Alignment



Emerging Initiatives

- **Becoming a National Fund for Workforce Solutions Partners Site**



National Fund for

Workforce
Solutions

Workforce Alignment

Learn More



www.centerstateopportunity.com

CenterState Agenda for Economic Opportunity

Key Findings, Strategies, Lead Initiatives

Regional Profiles

Data



CENTERSTATE AGENDA FOR ECONOMIC OPPORTUNITY

METROPOLITAN BUSINESS PLAN

