



A man wearing a black cap, safety glasses, and a black long-sleeved shirt is working in a factory. He is focused on a task, possibly assembling or inspecting a part. The background shows industrial equipment and lights.

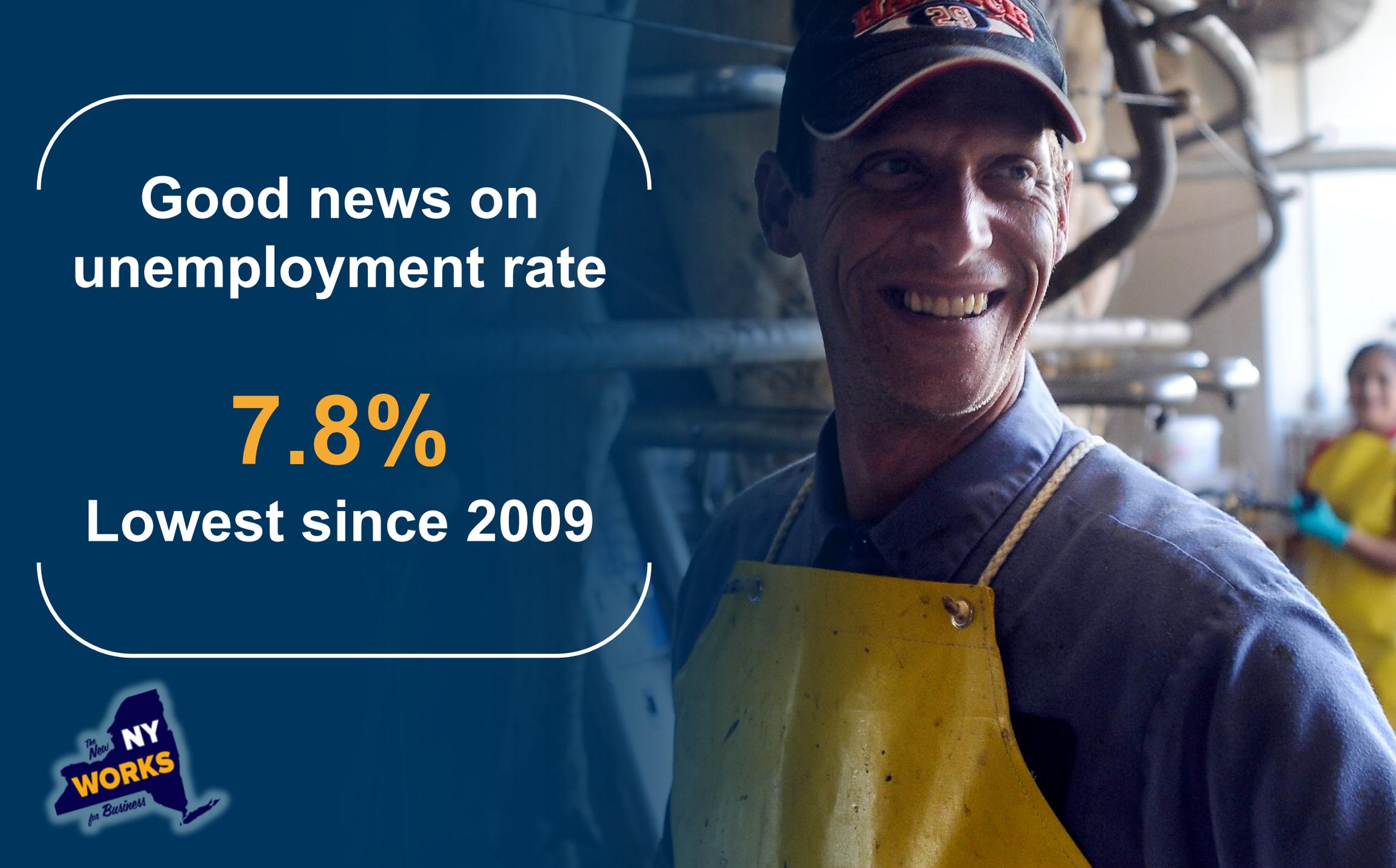
# NYS

# #1 Mission



Jobs  
Jobs  
Jobs





Good news on  
unemployment rate

**7.8%**

Lowest since 2009



# For Upstate NY nothing new: Decades of **Decline**



# Our approach



## Step 1.

Battling **reality/**  
**perception** of  
high tax, anti-  
business state



**FORECLOSURE**

**FOR  
SALE**

That's why we've  
done:

**PTC**

**Middleclass Tax Cut**

**2% Spending Cap**



## Step 2.

A new economic development paradigm of **regional-based higher ed driven pub/ pvt partnerships**



## That's why we've done:

- **REDCs**
- **SUNY 2020**
- **Innovation Hot Spots**
- **NYOFB**
- **Biz Incubator**
- **Venture Cap. Fund**
- **Next Generation Job Linkage**
- **Buffalo Billion**



**It's working.**  
**We are making**  
**progress.**



*David C. [Signature]*

2012 MQD Facility Center  
August 2, 2012 • Batavia, NY



Now we must bring all the  
pieces **together.**



Now we want to bring our  
approach to **scale**.



# Big Problems Big Solutions



# New York: High Tax?







**100%** Tax-Free  
Communities





**Located All**  
**Across the State**



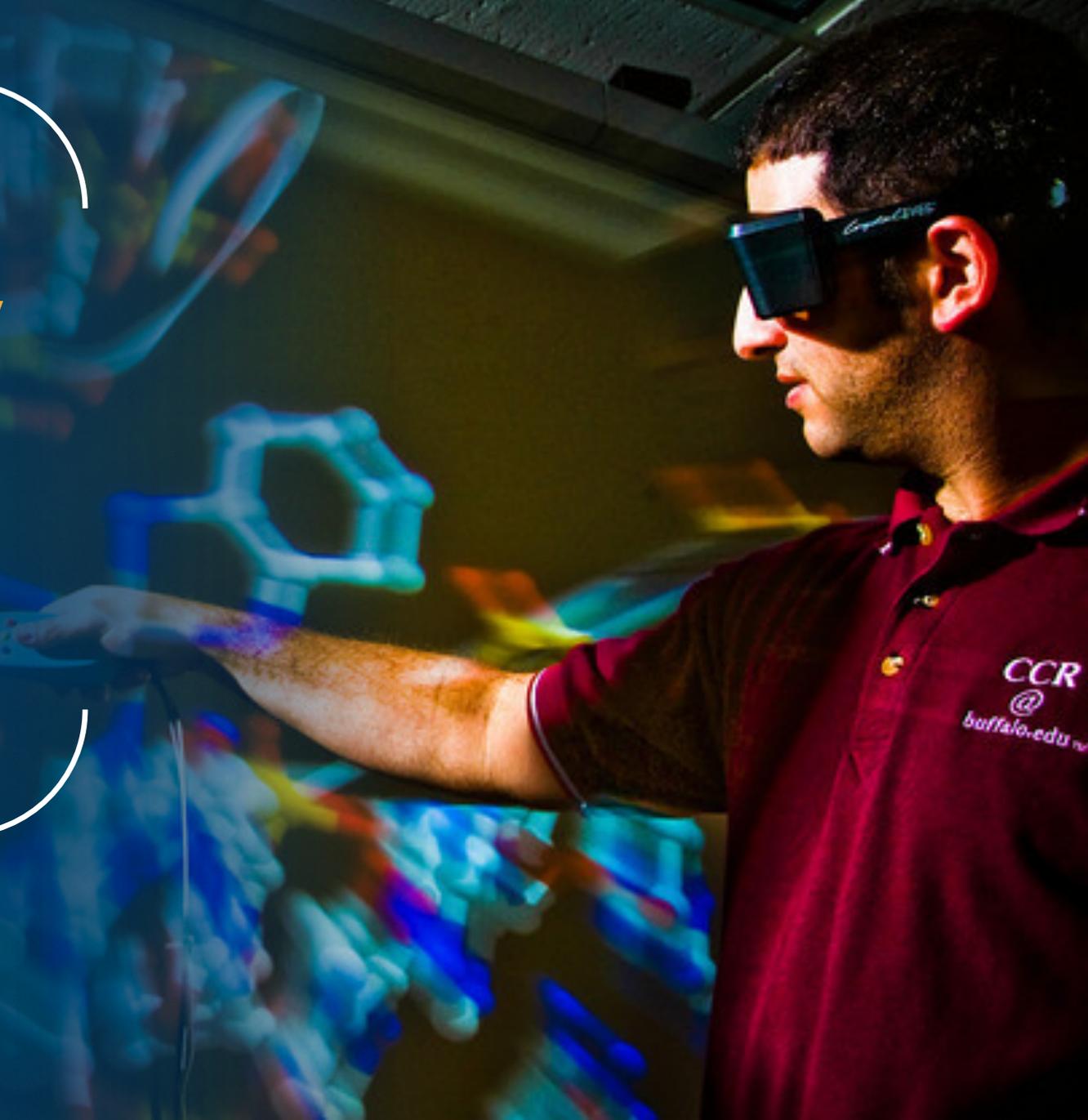
The **NY Tax-Free Program** is built on the following facts.



**Fact: New  
economy is  
growing from  
higher  
education.**



**Fact:** There is a **positive synergy** between academia and entrepreneurial activity.



Fact: New York  
has a **great asset**  
in the public and  
private higher  
education  
system.



**Fact:**

**We are generating jobs.  
We just can't keep the  
jobs.**

**75% new high tech  
start-ups leave in first  
year.**



Fact: Businesses and entrepreneurial activity are attracted to **lower-taxed** communities.



Fact: **#1** reason  
businesses leave NY  
or don't consider  
coming ...**TAXES.**

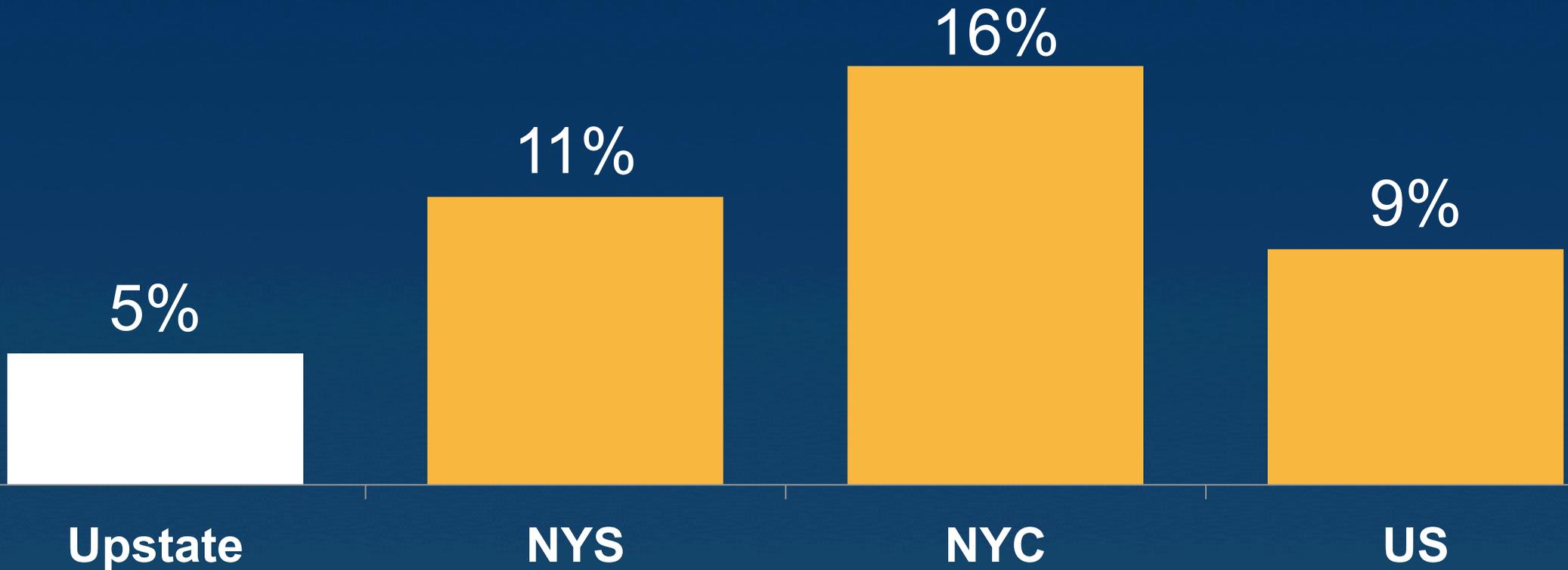
Our competition are  
**low tax** or **no tax**  
states.



**Fact:** The Upstate economy has had more difficulty than downstate & **needs special attention.**



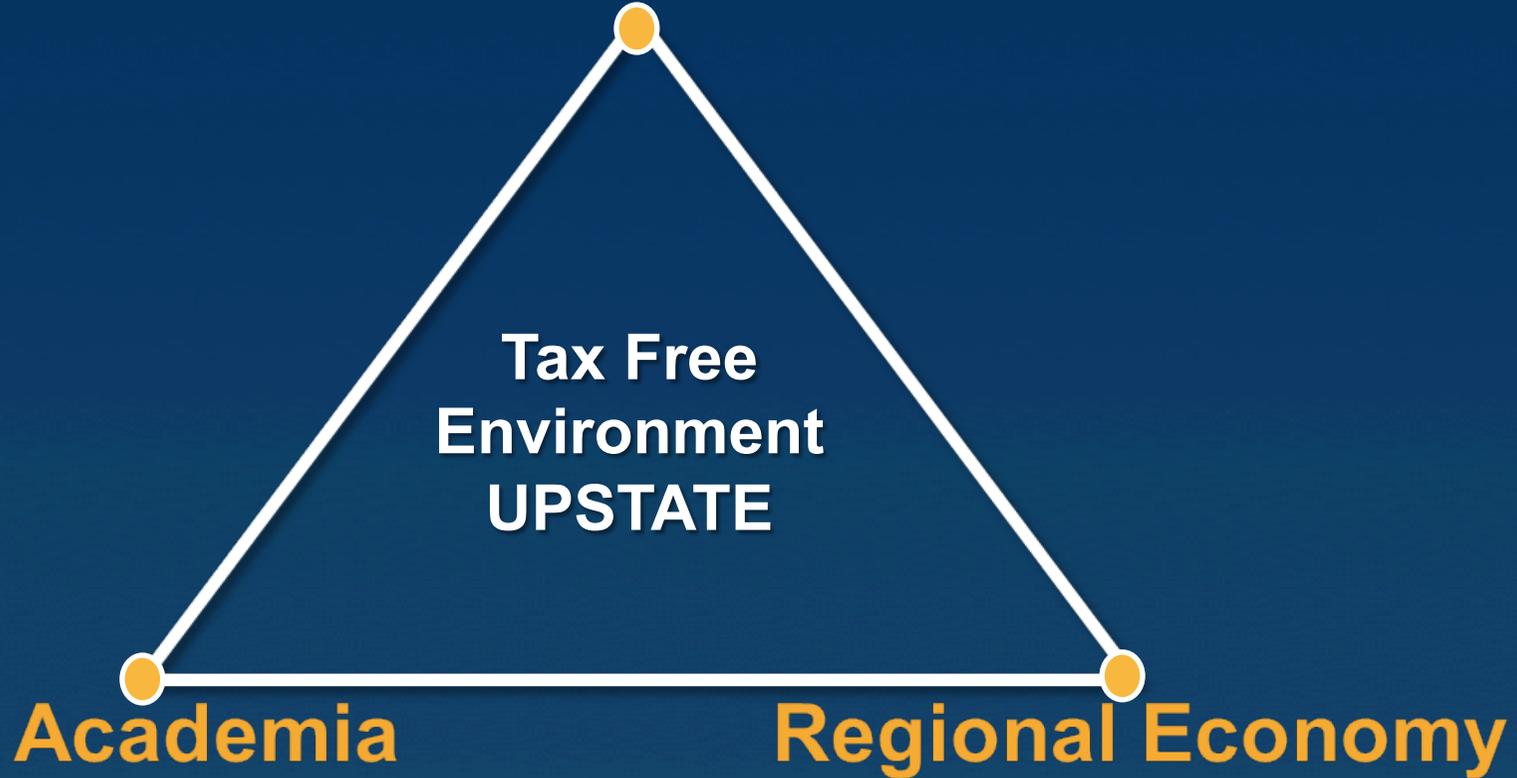
# Upstate Job Growth Lags Behind



Regional Job Growth (2002-2012)  
Source: Economic Modeling Specialists, Intl.



**Entrepreneurialism**



# Conclusion:

Promote entrepreneurship & job creation on higher ed campuses as **Tax-Free Communities** & focus on the Upstate economy.



Proposal:

Use our SUNY  
campus system as  
the framework for  
**Entrepreneurial Tax-  
Free Communities.**



# TAX-FREE=

- **No** biz or corp taxes.
- **No** sales tax.
- **No** property tax.
- **No** franchise fees.
- **No** income tax for owners or employees.



“Community”  
means the **SUNY**  
**Campus** & up to  
**200K sq. ft.**  
adjoining the  
campus.



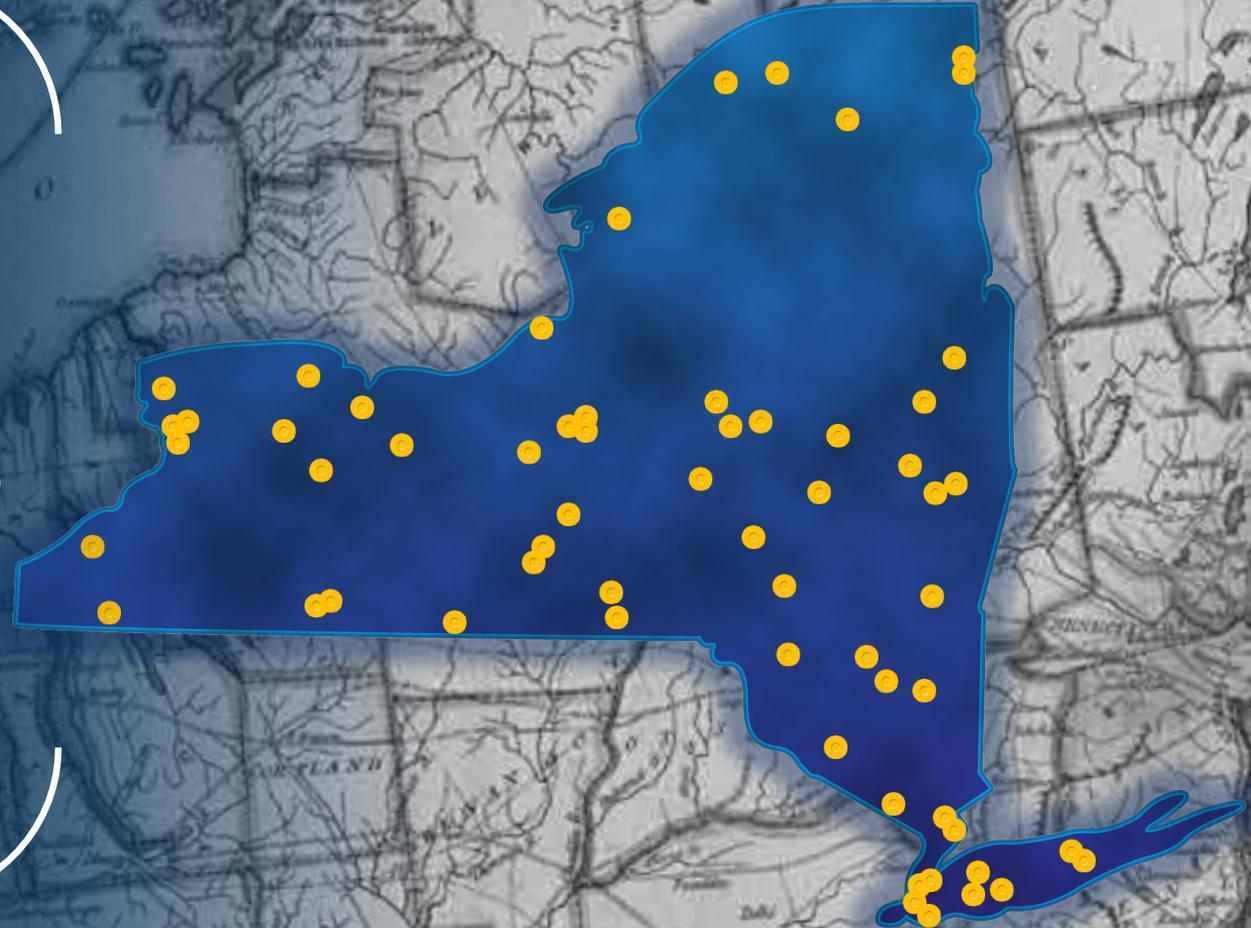
# Eligible Companies

- Biz must create net new jobs.
- Companies from out of state.
- New biz, e.g. startups.



# Eligible Areas

- 64 SUNY campuses all across our state, 55 predominately Upstate.
- 3M sq. ft. pool of private university space.
- 20 strategically-located state-owned property.





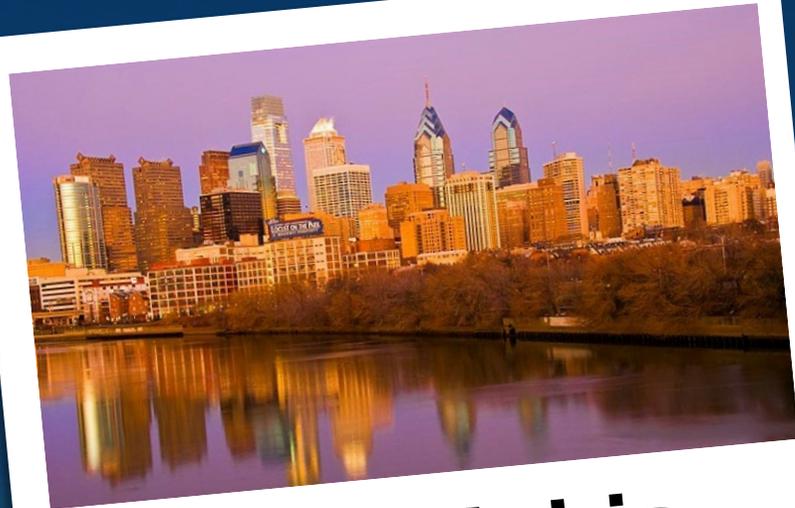
Eligible space  
under Tax-Free NY:  
**120M sq. ft.**



Eligible space is **larger** than  
commercial space in ...



**San  
Francisco**



**Philadelphia**

**Combined**



Eligible space is **larger** than the total office space in...



**Buffalo**



**Rochester**



**Syracuse**

**Combined**



**93%** of the entire state lives w/in 15 miles of a SUNY campus

**97%** w/in 20 miles



The State University of New York



**Builds on our  
current efforts:**

**Hot Spots**

**SUNY 2020**

**REDCs**

**Biz incubators**

**Venture cap. fund**



Takes our efforts  
To a **statewide scale**



# **BIG** change for NY



# Erie Canal

We were born from **bold** ideas  
We will be **reborn** from bold ideas



Tax free environment



Great State of NY

What could be better?





**NEW YORK**

**TAX-FREE**

**OPEN FOR BUSINESS**

The logo is circular with a blue outer ring and a yellow inner ring. At the top, the words "NEW YORK" are written in white, uppercase letters. In the center, there is a yellow sun with a white outline of the state of New York. At the bottom, the words "OPEN FOR BUSINESS" are written in yellow, uppercase letters. A white rectangular box with a blue border is superimposed over the center of the logo, containing the words "TAX-FREE" in large, bold, blue, uppercase letters.



NEW YORK

**TAX-FREE**

OPEN FOR BUSINESS