

# SMART LOCATIONS

UPDATE ON BUSINESS DEVELOPMENTS  
IN NEW YORK'S HUDSON VALLEY  
FALL/WINTER 2010 • HVEDC.COM



## NY BioHud Valley is Home to Cluster for Biotech Industry

### A MESSAGE FROM OUR PRESIDENT

A Great Finish to 2010,  
the Springboard to 2011

Jim Taylor and  
Senator Charles Schumer



We all know that economic conditions are difficult and our governments in Albany and Washington face great challenges, but I am tremendously optimistic about the real advantages the Hudson Valley offers to leading-edge businesses.

There is absolutely no better example of the unquenchable entrepreneurial spirit than the groundbreaking more than 200 of us attended Dec. 6 in Montgomery for Taylor Biomass Energy. A standing ovation greeted Jim Taylor's introduction by U.S. Senator Charles Schumer, whose work along with Congressman Maurice Hinchey helped bring about important federal backing. The groundbreaking was a celebration not only of 400 jobs on the horizon, but also of Taylor's leadership, vision and tenacity. How big is this idea? "The Hudson Valley can be to green energy what Silicon Valley is to technology," Schumer said.

So as we look to 2011, Taylor Biomass is the capstone to what has been a strong year. Already, the region's innovative pharmaceutical and biotech firms have increased their hiring, and the launch of NY BioHud Valley is a public/private partnership that will get things done.

Join me and your business colleagues in making it a great year.

Mike Oates  
President and CEO



Senator Kirsten Gillibrand, above right, says New York's epicenter for Biotechnology and Pharmaceutical Innovation is here.

Senator Kirsten Gillibrand and leading pharma executives hailed the kickoff of the "NY BioHud Valley" campaign, an effort designed to reinforce that the Hudson Valley is the home for the biotech industry in New York.

The Hudson Valley's seven counties — Westchester, Rockland, Orange, Dutchess, Putnam, Ulster, Sullivan — now host more than 60 biotech companies.

Senator Gillibrand explained the natural fit:

**NY BIOHUD VALLEY**

"NY BioHud Valley is the future of our economy here in the Lower Hudson Valley. We are home to a well-educated workforce, world-class research institutions, medical centers, laboratories and academic research organizations. This campaign, a true public-private partnership, will reinforce what we've known for years — the Hudson Valley is the burgeoning epicenter of the biotech industry."

The campaign will aggressively market to end users, brokers and site selectors, county and state agencies, property owners, and developers.

"The Hudson Valley is fertile ground for continued expansion by biotech companies, given the growing biotech base, the Valley's attractiveness as a place to live and do business, and easy access to the enormous scientific and business talent of the broader New York metro area," said Leonard S. Schleifer, President and CEO of Regeneron Pharmaceuticals, Inc., a Tarrytown biopharmaceutical firm that increased its workforce to nearly 1,500 since the beginning of 2010.

"We are amazingly pleased to be partnered as founding members of this new initiative," said Dr. Charles J. DiComo, vice president of Operations and Corporate Compliance Officer at Aureon Laboratories, Inc., located in Yonkers.

**More details, as well as possible business locations, can be found at [hvedc.com](http://hvedc.com).**

## INNOVATION SUCCESS STORY

### Business Accelerator Now Helping a Dozen Firms



**ORANGE COUNTY BUSINESS ACCELERATOR**

Array Optronix CEO Fred Flitsch signs the contract on July 8, 2010, officially landing the company at the Accelerator, as Orange County Executive Ed Diana and Susan Jaffe, Hudson Valley Regional Director for Empire State Development, look on.

It's not the proverbial garage in Palo Alto that gave birth to Hewlett-Packard, but the Orange County Business Accelerator is matching up high-tech companies with high-quality space, venture capital and mentoring. The result is high-quality jobs in emerging markets right here in the Hudson Valley.

Array Optronix, for instance, now occupies about 4,000 square feet in two buildings at the Accelerator, and buildout is underway for the company's headquarters. Array Optronix, a California company, is in the growing field of optoelectronics — the study and application of electronic devices that source, detect and control light. Key markets include X-Ray CT scanners in medical and homeland security uses.

"It's been 52 weeks since we opened, and we have 12 early stage innovators in the Accelerator occupying now over 12,000 square feet of high-tech, Class A space," reports Michael J. DiTullo, managing director at the Accelerator. "The 12 companies employ nearly 40 people at the facility, but upon graduation, they could employ as many as 350 in high-tech, high-paying jobs, according to their business plans."

More details about the Accelerator can be found at [ocaccelerator.com](http://ocaccelerator.com).

## MEDICAL INNOVATION

### Life Medical Technologies, Diagnostic Manufacturer, to Bring 250 Jobs to Dutchess County

Life Medical Technologies is locating its new headquarters at the Hudson Valley Research Park, in Dutchess County's East Fishkill, further strengthening the region's base of medical and pharmaceutical suppliers.

Company CEO Carol Fitzgerald was joined by a host of top state and local officials who helped bring the deal together, including New York State Governor David Paterson and Empire State Development Chairman and CEO Dennis Mullen.

Life Medical Technologies produces and markets BreastCare DTS,® an easy-to-use device produced under patent, which has been FDA-cleared as an adjunct to mammography and other procedures for the detection of breast disease, including breast cancer.

At a September event at the planned headquarters, Paterson announced a \$2 million grant through Empire State Development. The company is investing \$6 million in new machinery, and an additional \$1.5 million in furniture, fixtures, equipment, and website development.

Life Medical Technologies plans to quickly ramp up production, and the company plans to create 250 jobs over three years. CEO Fitzgerald said the company had reviewed more than twenty sites across the country.

More details are available at [lifemt.com](http://lifemt.com).

## JOB GROWTH

### Box and Display Manufacturer Moves Operations to Orange County

President Container Group is moving its production facilities from New Jersey to Wallkill, NY, where it will retrofit a 500,000-SF plant.



PCG is a leading maker of cardboard boxes, packaging and displays of all types, including custom-designed packaging and displays. The company ships throughout the nation, and produces more than 1 billion feet of corrugated product each year. The move by PCG to consolidate three New Jersey sites to one in Wallkill will bring upwards of 200 jobs.

Maureen Halahan, president and CEO of the Orange County Partnership, said: "We are excited about the diversity and quality of the jobs this heavy hitter will bring to Orange County."

More details about PCG can be found at [pcgpop.com](http://pcgpop.com).



## PRIME PROPERTIES

### Ten Bank Street White Plains, NY

10 Bank Street is a 225,000-SF, 12-story trophy office building located in downtown White Plains immediately adjacent to the White Plains Transportation Center, which serves the Metro North commuter line with 35-minute express service to Grand Central Terminal.

In addition to easy access to nearby banks, restaurants, hotels, dry cleaning, business suppliers, and retail, including The Galleria and The Westchester shopping malls, 10 Bank Street offers on-site dining, tenant parking within the building's 24-hour secured parking garage and 24/7 security. This building currently has 55,000 square feet of Class A office space available. The prestigious tenant roster at 10 Bank Street includes Edelman Financial Services, Evolution Markets, Fifth Street Capital, Hitachi Cable America, Liberty Mutual, Rockwood Capital, and United Corporate Services, among others.

## SOLAR ENERGY CLUSTER GROWS

### Alteris Renewables Opens at TechCity

Alteris Renewables, Inc., the largest design-build provider and integrator of solar and renewable energy systems in the Northeast, has opened a regional office in Kingston's TechCity commercial complex.

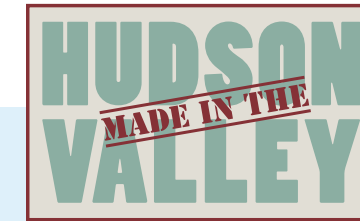
The office will help Alteris expand deeper into New York's Hudson Valley Region, furthering its mission to bring quality, affordable renewable energy systems to homeowners, businesses and schools in the Northeast.

"As the solar market in New York State, and the entire Northeast continues to rapidly grow, the need to provide quality-engineered solar energy solutions has never been more important," said Michael Stangl, a professional engineer and vice president of regional sales for Alteris Renewables.

The company's territory now stretches from New Jersey north through the lower Hudson Valley and up to Albany – and TechCity is midway. Alteris, in fact, believes that TechCity is quickly becoming known as the hub of solar and renewable energy in New York.

The new Alteris office also strengthens TechCity's cluster concept of attracting green, sustainable companies that will benefit from their proximity to one another. Alteris now joins a list of tenants within TechCity that includes Solartech Renewables, the only American-owned solar panel manufacturer in the eastern United States.

More details on Alteris: [alterisinc.com](http://alterisinc.com); More details on TechCity: [techcity.net](http://techcity.net). More details on Solartech Renewables: [solartechrenewables.com](http://solartechrenewables.com).



## Hudson Beach Glass

Innovation, tenacity and art drive the owners of Hudson Beach Glass, now a fixture in Beacon, the riverfront city in Dutchess County.

The company's beginning goes back more than two decades, when it opened in a renovated icehouse that is still home to the main glass studio. In 2003, Hudson Beach Glass added a showroom/gallery and a demonstration glass blowing studio in a converted firehouse in Beacon.

For the owners – John and Wendy Gilvey, Michael Benzer, and Jennifer Smith — they've been able to do the work they like and are proud of, from hand-cast tiles to distinctive soap dishes, from vases and bowls to restaurant plates. They regularly experiment with new colors and new patterns.

If you go: Beacon is along the Hudson River, on Metro-North Railroad's Hudson line. Dia:Beacon, the art museum, is nearby.

More details are at [hudsonbeachglass.com](http://hudsonbeachglass.com), or at 845-440-0068.

## BUSINESS SPOTLIGHT

### Boutique Destination Combines Old-World Sophistication with Modern-Day Amenities

The new \$7 million, Victorian-style, 40-room Catlin Gardens Inn in Orange County will provide gourmet dining, exclusive event space year-round and overnight accommodations, all amidst 5 acres of nearby gardens.

"We're very excited to see our dream come to life," said John Stack, principal at Catlin Gardens.

"We've always wanted to enhance our family business with an inn, and we put in a lot of time, effort and attention to detail to ensure that the Catlin Gardens Inn is like no other destination in the Hudson Valley."

The Inn features fine linens, fireplaces, jacuzzis and a fitness center, and can accommodate wedding guests as well as serve as a destination for corporate events.

More details are at [catlingardens.com](http://catlingardens.com)

## COMPANIES ON THE MOVE

### Upscale Market and Manufacturer Open in Putnam County; 85 Jobs

The newest location for the upscale DeCicco Family Markets has opened in Putnam County's Brewster and will create 85 jobs over three years. The new market, DeCicco's largest location at 39,000 square feet, also will allow the firm to centralize specialty food manufacturing and distribution.

A \$4 million investment by DeCicco Enterprise, LLC, aided by an \$800,000 package from Empire State Development (ESD) and New York State Homes and Community Renewal agency (HCR), sealed the deal. It will supply a host of upscale food items, including bread, pre-packaged prepared meals, sandwiches, wraps and salad as well as fresh pasta, mozzarella, gelato, roast coffee, smoked salmon and cheese to the DeCicco Family Markets in the Hudson Valley.

More details about Empire State Development's business portal are at [NYfirst.NY.gov](http://NYfirst.NY.gov).

More details about DeCicco Family Markets are at [deciccos.com](http://deciccos.com).

[www.hvedc.com](http://www.hvedc.com)

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FALL/WINTER 2010



## BEST KEPT SECRET

# Purple Heart Museum

The National Purple Heart Hall of Honor is tucked in Orange County's New Windsor, and there is perhaps no better location. It was here, at the New Windsor Cantonment, that the Continental Army made its final encampment in the winter of 1782-1783. Just a few miles away is the U.S. Military Academy at West Point.

Fittingly, the Purple Heart's history goes back to the last days of the American Revolution, when General George Washington established the **Badge of Military Merit**.

After the war, the badge was largely forgotten for more than a century. In 1932, 138 veterans of World War I were given the Purple Heart at the Cantonment. Today, fittingly, the Hall of Honor seeks to remember and cherish Purple Heart recipients, where Washington's soldiers camped.

More details, directions and hours can be found at [thepurpleheart.com/](http://thepurpleheart.com/) or at (845) 561-1765.



## U.S. Sen. Gillibrand Pushes Green Energy Manufacturing in Hudson Valley and NY

It's a tall order, but Senator Kirsten Gillibrand is barnstorming across New York state seeking nothing less than to rebuild New York's manufacturing base. Gillibrand said that helping manufacturers transition to clean energy production can stop the jobs decline in the sector and ultimately strengthen the state's economy for the long term. She also seeks to provide grants and tax credits to manufacturers of goods and components used in alternative energy projects.

Senator Gillibrand: "We cannot rebuild our economy without our manufacturers. I want to see 'Made in America' again. That's why I am working to help put this sector back on track and harness the power of our manufacturing tradition to rebuild and fuel the new economy — creating thousands of new, good-paying jobs right here in New York."

One of Gillibrand's sessions was Oct. 7 at Orange County Community College, where a number of renewable energy entrepreneurs joined her discussion. They agreed with Gillibrand that green technology could create jobs, but stressed they need the senator's support on key issues:

- Ensuring procurement regulations account for energy savings and local manufacture
- Dealing with potential unfair trade practices, especially regarding China

More details about Senator Gillibrand's views are at: [gillibrand.senate.gov](http://gillibrand.senate.gov)