MEMORANDUM
February 14, 2017

TO: NYS Legislators

FROM: Brian McMahon, Executive Director

RE: Economic development priority #3: Expanding NY’s Inventory of Shovel-Ready Sites

I am writing to ask you to support an important economic development initiative that would provide $50 million over four years to fund the Shovel-Ready Site Certification Program, which is a program administered by Empire State Development (ESD). This initiative is important to the New York State Economic Development Council (NYSEDC) and other economic development organizations across the state.

Shovel-ready sites are commercial and industrial sites that have completed the planning, zoning, surveys, title work, environmental studies, soils analysis and public infrastructure engineering prior to putting the site up for sale or lease and are under the legal control of a community or other third party.

Shovel-ready sites reduce the time it takes for a business to begin construction on a new facility and reduce their risk, which allows them to become operational and provide job opportunities to local residents sooner. This is especially true for industry sectors, such as advanced manufacturing, warehouse/distribution, data centers, and multi-tenant office projects.

New York State has a critical need to develop its inventory of shovel-ready sites. The dearth of such sites is a common criticism of site location consultants and corporate real estate executives.

NYSEDC has identified 42 site(s) that meet very specific criteria that could be developed as shovel-ready.

The state match would leverage local public and private resources to help fund the upfront planning, engineering, and environmental assessment costs for these sites.

I urge your support for this important capacity-building initiative, which would support future economic growth for decades to come.