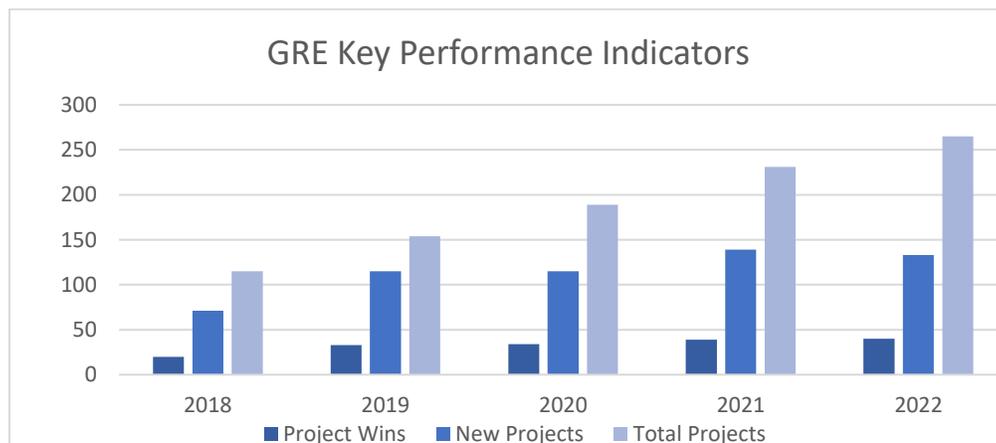


GRE Reports Another Record Year of Economic Development Results More than \$1.2 Billion of New Capital Investments

The Greater Rochester Enterprise (GRE) team secured 40 separate company project wins in 2022, representing more than **\$1.2 billion of new capital investments, 3,866 new jobs, and 1,439 jobs retained**. GRE is the leading economic development organization in the 9-county Greater Rochester, NY region, committed to attracting new capital investments and creating regional wealth and new jobs throughout the region. GRE’s 2022 results represent a record level of success in the organization’s history.

As a trusted advisor, GRE connects business executives with the right people and the right resources including real estate, research and development assets, local supply chain and business partners, international trade assistance, economic development incentives, recruitment assistance and training funds.

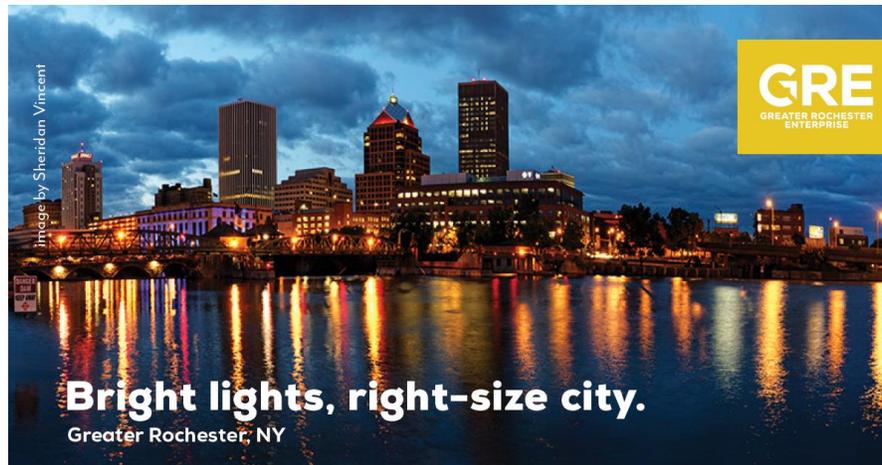
“GRE has really supported us all along the way, with helping us find locations to expand, as well as find resources.” Daniel O’Connell, General Manager, Rochester Innovation Center, Plug Power



GRE reports a significant increase in key performance indicators versus the prior year and five-year historical data. The increase in project wins, new projects secured, and total projects managed is a result of enhanced business development strategies, targeted marketing, focused outreach and relationship building with business leaders and site selectors. A total of \$1.2 billion of new capital investment is an **increase of 20%** versus 2021 results, GRE’s previous record high year. When looking at a five-year trend, GRE recorded a **100% increase** in project wins, an **87% increase** in new projects, and a **130% increase** in total projects since 2018.

Right-Sized Region. Impressive Track Record.

The GRE team has managed hundreds of different business attraction and expansion projects since the organization was established. Amazon, American Packaging, ams OSRAM, Barilla America, Bausch + Lomb, Carestream Health, Corning, Edwards, FedEx Freight, Frontier Communications, Gorbels, Greenlight Networks, HP Hood, IEC Electronics, Ionomr Innovations, La Fermière, Li-Cycle, LiDestri Food and Drink, Love Beets USA, Maximus, Optimax, Ortho-Clinical Diagnostics, Pactiv, Panasonic, Paychex, Plug Power, ProAmpac, Pride Pak, Rochester Precision Optics, Security Risk Advisors, Sony, Thermo Fisher Scientific, VIAVI Solutions, Vuzix, and Zweigle’s, among others have spent more than **\$4.7 Billion** on new capital investments constructing and outfitting new manufacturing plants and operation centers or updating existing facilities while hiring more than **20,800 people**.



“The preparation and professionalism have been obvious in our recent work with the team, as every question asked throughout the site selection process continues to be answered quickly and thoroughly.” Tess Fay, Principal, Global Location Strategies

Smart Move to Grow Your Business Here.

The GRE team secured 40 business attraction and expansion project wins in 2022 from companies representing a wide range of industries in strategic growth sectors that reflect the region’s strengths: advanced manufacturing, energy innovation, food and beverage manufacturing, and optics, photonics, and imaging.

In addition to guiding companies through the economic development process, GRE also connects companies to people and resources to spur growth here. The following chart outlines several of these project wins.

Company	Investment	New Jobs	Jobs Retained
Baldwin Richardson Foods	\$50 M	60	364
Corning Advanced Optics	\$139 M	270	
Edwards	\$319 M	600	
Ionomr Innovations	\$2.7 M	51	
Kodak Light Blocking Materials	\$38 M	123	17
La Fermière	\$25.8 M	135	
Li-Cycle	\$358 M	170	
Ocean Insight	\$1.7 M	100	17
Optimax Systems	\$20 M	50	355
Simcona Electronics	\$1.8 M	56	57
Sydor Optics	\$7.4 M	10	95
Toptica Photonics	\$7.6 M	70	40
Vuzix	\$21 M	66	94

“Rochester has a deep talent pool around all of the things we need to do to commercialize advanced materials for the energy economy.”

Ben Britton, Co-Founder and Chief Strategy Officer, Ionomr Innovations

Fortune 500 Knowledge Delivered to Growing Second-Stage Companies

GRE also supports the growth of existing companies in the region through the GRE Economic Gardening program, a nationally recognized model of success. The GRE Economic Gardening program is a unique initiative that provides strategic research to privately held companies with 10 to 99 employees and \$1 to \$50 million in revenue. Since 2012, GRE has served more than 230 companies through the program. Collectively, these companies have created 1,640 new jobs and increased revenues by more than \$775 million since participating in the program. When surveyed, 98% of participants would recommend this program to other CEOs.



Seventeen GRE Economic Gardening companies were recognized among the 2022 Rochester Top 100 privately held companies: #9 Innovation Solutions, #11 Waste Harmonics, #14 GreenSpark Solar, #32 Optimax, #37 Brite, #39 Han-Tek, #51 EEP Quality, #54 Tiny Fish Printing, #56 OrCon Industries, #63 JN White, #67 Bristol ID Technologies, #72 Empire Precision Plastics, #73 Xenios/2 Touch POS, #79 SWBR, #83 eHealth Technologies, #86 CETech, and #95 BioWorks.

About Greater Rochester Enterprise:

Greater Rochester Enterprise (GRE) is a not-for-profit economic development organization dedicated to improving economic performance in the region. GRE works to position the Greater Rochester, NY region as one of the most innovative regions in the world, to attract new private investment and economic growth. GRE collaborates with local businesses, universities, not-for-profit organizations, and government leaders to provide a unified approach to economic development and support entrepreneurship, innovation, business attraction and expansion throughout the region.

GRE's approach to economic development has been recognized by the Harvard Kennedy School of Government's Reimagining the Economy Project, which launched in October 2022. The focus of the Reimagining the Economy Project is to study best practices from economic development professionals, policymakers, among others in order to identify ways to build an economy that is productive and inclusive. GRE intends to use this initiative and leverage such best practices to spur even more business growth in the region.