

# CAPITAL OPPORTUNITIES IN FOREIGN-TRADE

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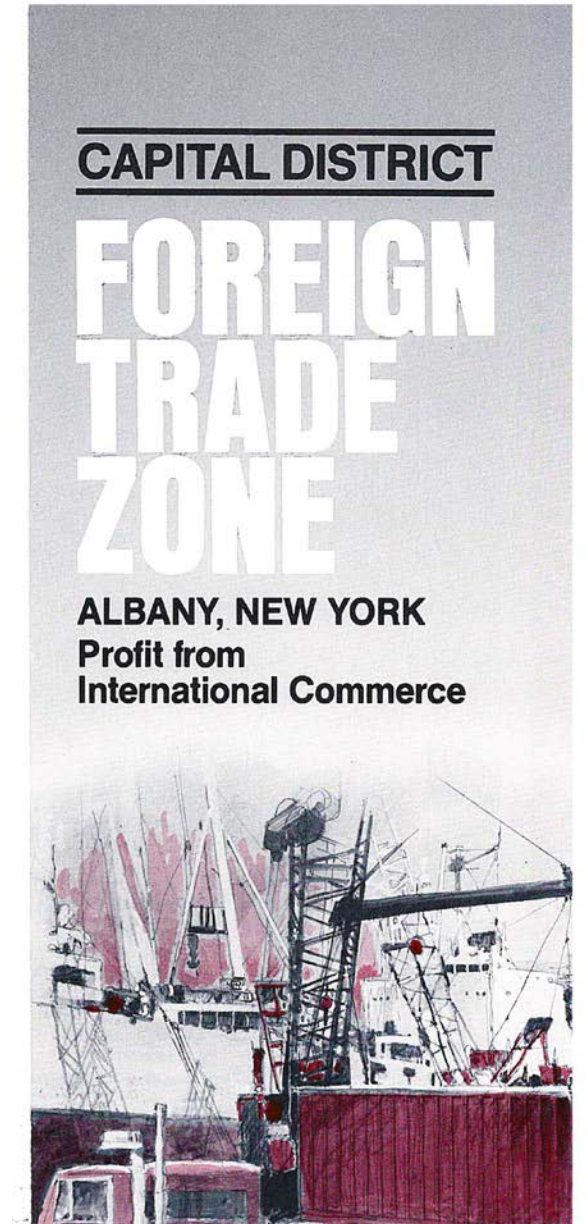
A record of success, opportunity for the Capital Region Foreign-Trade Zone



# New York's Critical Link In A Global Supply Chain

THEN...

- Established in 1985 in Albany, Rensselaer, Saratoga, and Schenectady Counties.
- Offered companies in major, regional industrial sites access to a new economic development tool.
  - Northeastern Industrial Park
  - Rotterdam Industrial Park
  - Port of Albany



Original FTZ 121 Marketing Materials



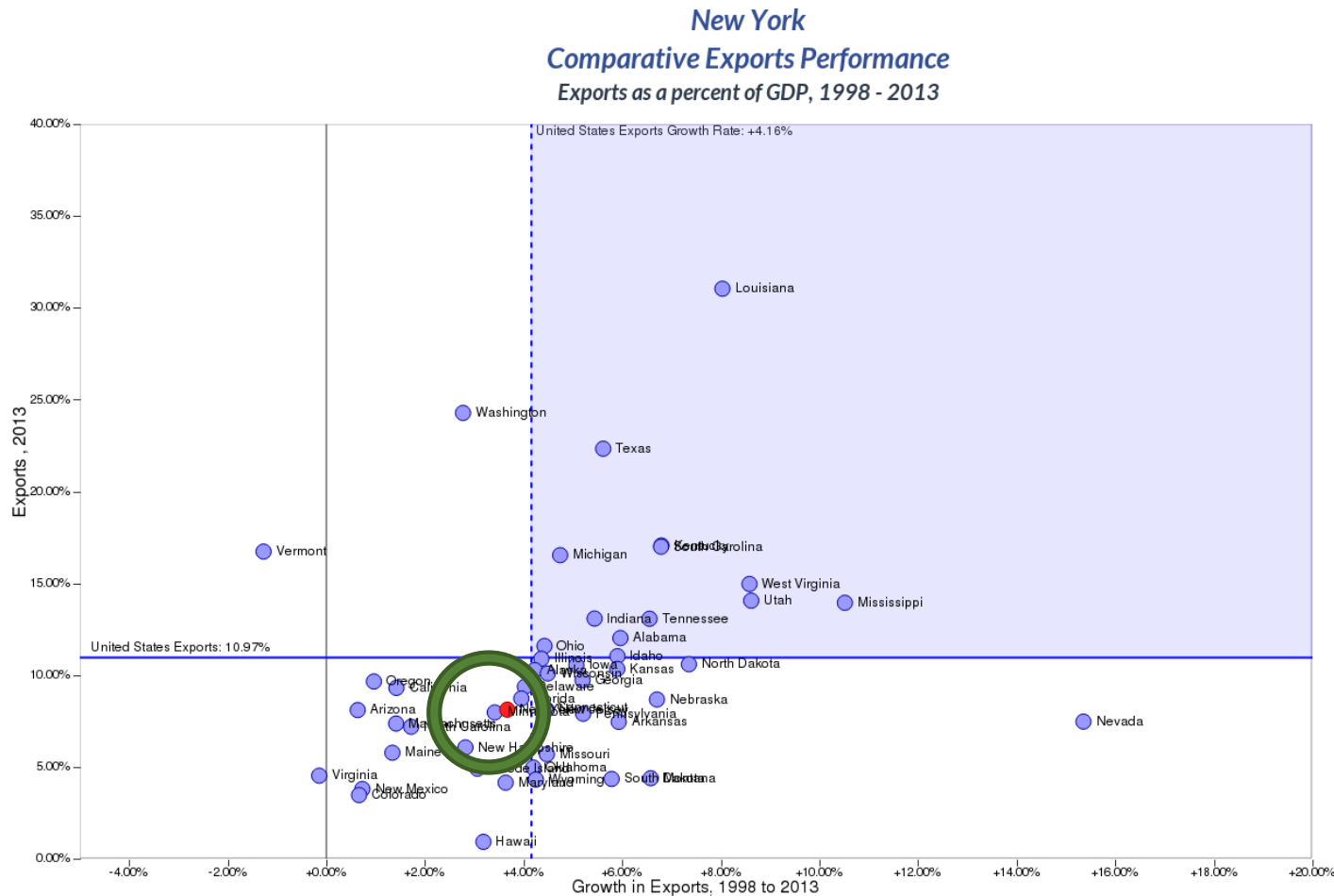
2018 FTZ 121 Marketing Materials

# New York's Critical Link In A Global Supply Chain

NOW...

- Today, the Capital Region Foreign Trade Zone spans 10 counties in Upstate New York – the largest, regional effort in the state!
- Four sites are currently designated as Foreign-Trade Zones.
  - AMRI
  - Momentive
  - Perrone Aerospace
  - Townsend Leather

# While NYS Lagged in Export Growth...



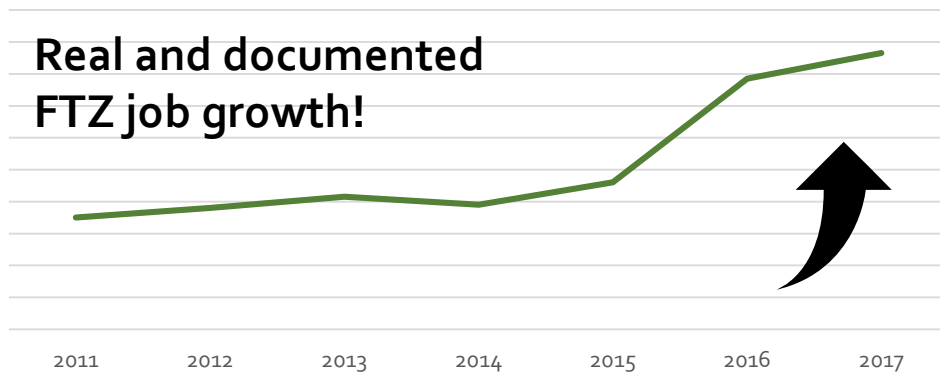
## Exports in New York State

- Growth since 1998
- Lagged behind national exports and growth in exports.

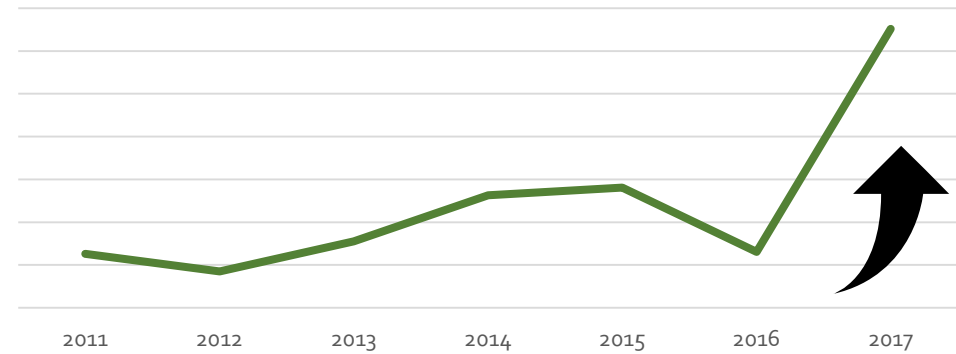
# Capital Region FTZ Has A Different Story

- \$250-\$500 million in merchandise received (2017)
- \$250-\$500 million in exports (2017)
- 1,500-1,750 employees (2017)

FTZ Employees

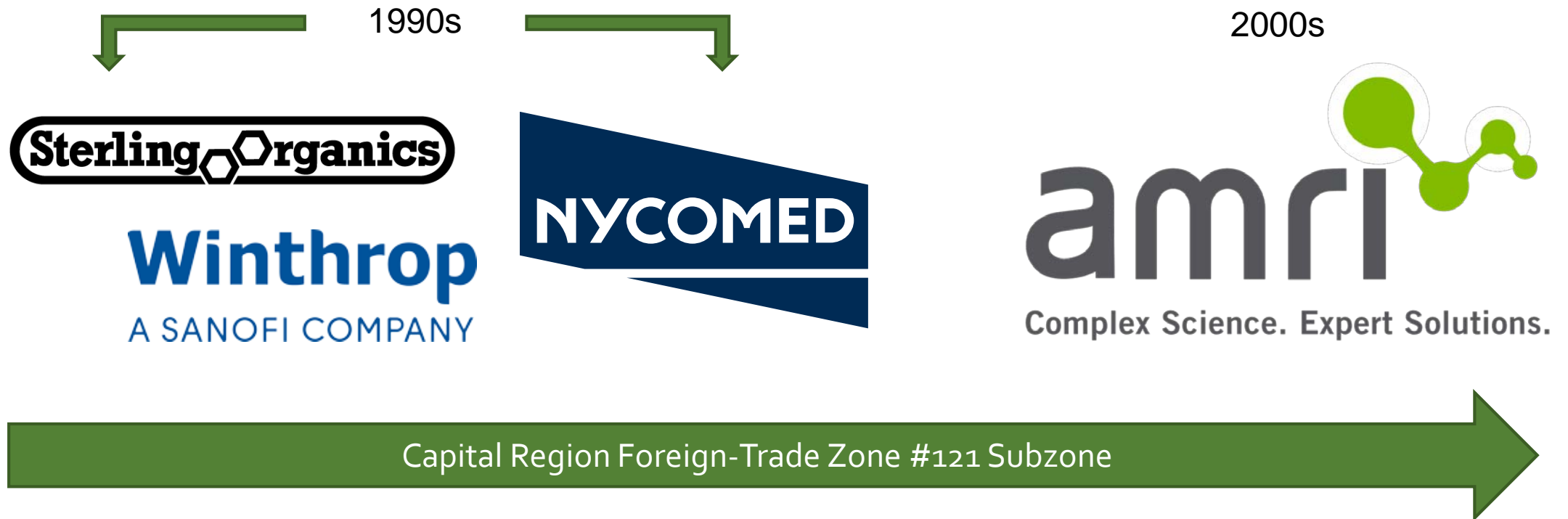


Value of Exports



# FTZ Adds Site Value, Retains Employees

- Through ownership changes, the Foreign-Trade Zone at Albany Molecular Research, Inc has proved to be a valuable asset in those transactions.





## FTZ Provides New Opportunities

Legacy manufacturers recognize that the FTZ opens up new opportunities to remain competitive.

In 2016-2017, we added FTZ sites at businesses in New York's Mohawk Valley.



# The Capital Region FTZ Has An Impact!

**2015**

Total Indirect and Induced  
Employment Impact of FTZ Activities:  
**647**

Total Labor Income Impact of FTZ  
Activities: **\$63.3 million**

Total Value Added Impact of FTZ  
Activities: **\$141.2 million**

Total Output Impact of FTZ Activities:  
**\$458.7 million**





# The Capital Region FTZ Has An Impact!

**2016**

Total Indirect and Induced  
Employment Impact of FTZ Activities:  
**651**

Total Labor Income Impact of FTZ  
Activities: **\$65.5 million**

Total Value Added Impact of FTZ  
Activities: **\$149.7 million**

Total Output Impact of FTZ Activities:  
**\$459.7 million**



# ...And That Impact Has Grown!

## 2017

Total Indirect and Induced  
Employment Impact of FTZ Activities:  
**1,722**

Total Labor Income Impact of FTZ  
Activities: **\$161.0 million**

Total Value Added Impact of FTZ  
Activities: **\$353.1 million**

Total Output Impact of FTZ Activities:  
**\$913.0 million**

