

NEW YORK IS CULTIVATING SUCCESS FOR FOOD & BEVERAGE PROCESSORS

With abundant farmland, programs and incentives, Agribusiness keeps growing in New York State



FUN FACTS:



#1

NEW YORK STATE is ranked first in the nation for yogurt production.



#2

NEW YORK STATE is the second-largest producer of apples and maple syrup; second in cabbage and snap beans; third & fourth in grapes, grape juice, wine and pears.



TOP 5 dairy state in the US



7M ACRES

THERE ARE 7M ACRES OF LAND CURRENTLY FARMED IN NEW YORK STATE



33,000+

FARMS PRODUCE NEW YORK STATE'S VAST ARRAY OF RAW PRODUCTS TO BE USED IN FOOD AND BEVERAGE PRODUCTION



100,000

FOOD MANUFACTURING JOBS ARE CREATED IN NEW YORK STATE



NEW YORK'S WORLD-CLASS UNIVERSITIES— INCLUDING THE NATION'S LARGEST PUBLIC UNIVERSITY SYSTEM— AUGMENT THE INDUSTRY'S TALENT PIPELINE



DISCOVER NEW YORK STATE'S 10 DIVERSE REGIONS

USA

NEW YORK STATE

CANADA

LAKE CHAMPLAIN

NORTH COUNTRY

Cargill

KraftHeinz

VERMONT

NEW HAMPSHIRE

LAKE ONTARIO

Kellogg's

utiz

DFA

Dairy Farmers of America

FINGER LAKES

CENTRAL NY

MOHAWK VALLEY

CAPITAL REGION

Hood

ROCKWELL

MASSACHUSETTS

LAKE ERIE

WESTERN NY

SOUTHERN TIER

Chobani

Campbell Soup Company

MID-HUDSON

CONNECTICUT

PEPSICO

PENNSYLVANIA

MARS

PERFECTION

COLGATE-PALMOLIVE

NEW YORK CITY

LONG ISLAND

LANDOLPH

NEW JERSEY

Atlantic



ANIMAL FOOD MANUFACTURING



FRUIT AND VEGETABLE



SEAFOOD



GRAIN AND OILSEED MILLING



DAIRY PRODUCTS



BAKERIES AND TORTILLA MANUFACTURING



SUGAR AND CONFECTIONERY



ANIMAL PROCESSING



OTHER FOOD MANUFACTURING

TOP EUROPEAN AGRIBUSINESS COMPANIES IN NYS



DANONE

LOW PLANET. LOW HEALTH.



NATURALLY FRENCH™



Empire State Development

BUSINESS IS MADE EASIER WITH THE THE NEW YORK STATE ADVANTAGE

Across New York State, businesses are taking advantage of creative business incentives, the lowest taxes in decades and university partnerships to further their growth.



INNOVATION

- **Animal alternatives including milk alternative and meat alternative products.** We are also seeing fermentation technology proposed to create animal like proteins. Cornell has the resources in lab space and pilot manufacturing facilities to assist businesses further their development of these products.
- **Whey product, specifically acid whey.** Acid whey is a large waste product from Greek yogurt manufacturing. Companies have been developing products to turn that waste into viable products on the market (i.e. probiotic drinks, probiotic pops, etc).

NEEDS - The NYS Food Supply Chain Working Group has identified the need for more:



**MEAT
PROCESSING**



**COLD STORAGE
WAREHOUSES**



**SHELF STABLE
PACKAGING PRODUCTS**

SUCCESS - Dairy is where we have seen the most success recently with NYS's access to large markets in the Northeast as well as our abundant milk supply.

lafermière
NATURALLY FRENCH™



La Ferrière joins the region's booming food and dairy processing cluster, one of the strongest in the nation thanks to its strong workforce, affordability, proximity to major markets, supply chain access, and more. Its decision also validates our ability to attract international companies and act as a natural front door to the North American market.

ACCESS TO COMPETITIVE INCENTIVES & PROGRAMS

Tax-based incentives, resources and training for entrepreneurs and businesses looking to go global, industry/university partnerships fostering the development of innovative technologies and products, and the financial support needed to help businesses grow are just some of these advantages.



TAX-BASED INCENTIVES

All forms of tax incentives that enable savings and provide cost advantages to business.

OPERATIONAL SUPPORT

Programs offering assistance or training to promote more competitive businesses.

INNOVATION DEVELOPMENT SUPPORT

Financial incentives to foster university collaboration, research and innovation.

GROWTH SUPPORT

Funds, loans and other means of financial support to stimulate business growth.

THE EXCELSIOR JOBS PROGRAM

Firms in the Excelsior Jobs Program may qualify for five fully refundable tax credits. Businesses claim the credits over a benefit period of up to 10 years as established in the preliminary schedule of benefits. To earn credits, firms must first meet and maintain established job and investment thresholds. The minimum number of jobs for agribusiness firms to be eligible for the Excelsior Jobs Program is 5 net new jobs.

CORNELL CENTER OF EXCELLENCE FOR FOOD AND AGRICULTURE

The Center of Excellence for Food and Agriculture at Cornell AgriTech serves as a hub connecting businesses and entrepreneurs with the services they need to succeed. The Center of Excellence works with partners across the state to increase the size and scope of the food and agriculture economy in New York by fostering the growth of new companies, new products, and existing businesses.

JOBS DEVELOPMENT AUTHORITY (JDA) DIRECT LOAN PROGRAM

The JDA Direct Loan Program provides direct loans for the growth of manufacturing and other eligible businesses within New York State by assisting in financing a portion of the cost of acquiring and renovating existing buildings or constructing new buildings or for purchasing machinery and equipment.

NYPA RECHARGE NY

Through the ReCharge NY program, qualifying businesses and nonprofits statewide can potentially lower their energy costs by using specially allocated NYPA power which is set aside by the state government and the NYPA board for economic support. NYPA operates several hydroelectric facilities across New York State.

THE FUTURE OF YOUR BUSINESS STARTS NOW

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**Empire State
Development**



NEW YORK STATE is home to **Grow-NY**, an unprecedented food and agriculture business competition that identifies, supports, and funds the top food, beverage, and agriculture innovations across the globe. The competition includes a \$1 million top prize, mentorship, training, business development support, and tax incentives. \$3 million is awarded each year to seven startups.