



Mount Saint Mary College
NEWBURGH, NEW YORK | LEADING • CARING • INNOVATING



**HUDSON VALLEY CENTER
FOR
INNOVATION**

innovation • invention • inspiration



STARTUPNY APPLICATION

“StartUp Newburgh”

1. StartUp Newburgh will be located on property owned or leased by Mount Saint Mary College (MSMC) which has its principle address at 330 Powell Avenue, Newburgh NY 12550. The following persons are designated the main and alternate contact for the college:

Main contact: James Raimo
Vice President for Facilities and Operations
330 Powell Ave. Newburgh, NY 12550
James.raimo@msmc.edu
845-569-3227

Alternate contact: Michael J. O'Keefe
Executive Director of Operations and Security/Safety
330 Powell Ave. Newburgh, NY 12550
Michael.okeefe@msmc.edu
845-569-3597

2. **Identification of the space and/or land being designated**

337 Liberty Street and 351 Liberty Street, Newburgh NY 12550

- 337 Liberty Street is a two story warehouse that is partially used for college warehouse and storage space. The first floor contains 20,555 SF and the second floor 11,235 SF (total of 31,790 SF). The bulk of the second floor is unused at this time. This parcel sits on 1.1 acres and has its public street access via a garage door and a separate pedestrian door entrance. Trucks and utility vehicles can drive into the building, and there is a loading dock at the rear of the building that provides direct access to the second floor.
- 351 Liberty Street is a 0.1 acre adjacent property which provides access to the rear loading dock of 337 Liberty St. The lot has its own street access, provides storage space for college vehicles and equipment, and is secured with a gated fence.

The college leases this commercial building and lot, and re-negotiated the lease in 2013 to include the second floor in addition to the previously leased first floor. The college is the sole tenant and has exclusive rights to the entire building and the adjacent secured parking lot and loading dock. The duration of the lease was also extended until June 30th, 2018. We have spoken with the landlord regarding use of the space as part of StartUpNY and he has requested that if the application is approved, the lease be re-negotiated. We will seek to extend the lease to cover a ten-year period. MSMC seeks to use 7,698 SF of unused space on the second floor of 337 Liberty Street and the adjacent lot at 351 Liberty Street for StartUp Newburgh. The 7,698 SF is noted on the attached building sketch. This section of the second floor is already separated from the rear portion (3,537 SF) of the floor so the tax-free area will be readily distinguished from the non-tax-free area.

- 2.1 **Digital files containing the building locations and specifications as polygon shape files:**
Attachment E. Special software required to open. ArcGIS was used to create files.

- 2.2 **Digital files containing the building locations and specifications as point shape files:**
Attachment E. Special software required to open. ArcGIS was used to create files.
- 2.3 **Pdf file of campus property and designated space and land:**
Attachment F
- 2.4 **Spreadsheet with specific building information:**
Attachment A
- 2.5 **Floor plan/sketch of 337 Liberty Street:**
Attachment D

3.1 A description of the type of business(es) that the campus intends to locate in the space

StartUp Newburgh is an affiliation between Mount Saint Mary College and the Hudson Valley Center for Innovation Inc. (HVCFI, a.k.a. iCANny), formed for the purpose of providing a launch pad with experienced oversight for prospective StartUpNY applicants and a tax free zone to attract new sustainable economic development in the City of Newburgh. MSMC is an undergraduate and graduate private academic institution with an emphasis on healthcare, life-sciences, nursing, teaching and business education. It is the only college offering and seeking to integrate programs such as Masters in Business Administration, Masters In Nursing, and Masters In Education along the west bank of the Hudson River between Albany and Nyack. HVCFI, an Empire State Development Corporation Certified Business Incubator, has assisted start-up companies as well as emerging and mature-stage entities develop and commercialize products and services via its network of qualified executives, mentors, coaches and professionals since 2005. The City of Newburgh is a small city afflicted with all the elements associated with urban blight, lack of opportunities and distress. It does, however, possess an excellent city infrastructure, strategic location, wide ranging culture, and an emerging revitalization.

Together, MSMC as the lead academic organization, and HVCFI as the supporting manager will launch a physical launch pad for start-ups, early stage ventures and international companies anxious to commercialize products and services in the United States from the Hudson Valley. Operating as StartUp Newburgh, MSMC and HVCFI will offer technical and business guidance to start-ups as well as emerging and mature entities engaged in the development and commercialization of: information technology, renewable and alternative energy products, energy efficiency management systems and products, educational products, medical devices, pharmaceutical manufacturing, physical fitness products, bio-tech, media products, food harvesting and production, and green products/production.

StartUp Newburgh will foster the development of new businesses relevant to emerging cultural/commerce trends and entities that seek an affiliation through the StartUpNY economic development program, adding economic and social vitality to the City of Newburgh and the Hudson Valley.

The HVCFI was awarded its status as a Certified Business Incubator as the result of a successful 2013 Consolidated Funding Application. The affiliation with MSMC and the launch of StartUp

Newburgh is in compliance with the CFA award to generate new and expansive sources of assistance to Hudson Valley start-ups, emerging, mature and international companies seeking opportunities for commercialization. HVCFI will function as the “manager” and will incorporate its business and technical resources, access to the investment community, and its global network for commercialization, as they relate to mentors, advisors, executives, and professionals.

StartUp Newburgh will attract companies with areas of concentration in:

- Educational and training products
- New educational delivery platforms
- Health and Fitness products and software
- Healthcare business intelligence and analytics products
- Medical device development and testing
- Pharmaceutical manufacturing
- Market Research in Social, Health and Educational Areas
- Bio-tech
- Green Products
- Agricultural and Food Production
- Media Products
- Integration of fitness, education and life science business opportunities
- Integration of environmental sciences and business opportunities
- Applied Social Sciences that:
 - improve access and quality healthcare in distressed communities
 - address/communicate preventative and responsible health practices
 - utilize The City of Newburgh as a research lab for tailored solutions and test market
 - engage motivated individuals to uncover and commercialize business propositions
 - promote partnerships between public and private entities

No business will be considered that is prohibited per the StartUpNY program regulations.

3.2 Academic mission of the sponsor – Mount Saint Mary College

Mount Saint Mary College is an independent, coeducational institution committed to providing students with a liberal arts education to prepare them for lives of leadership and service. Through a variety of majors and professional programs, students are also prepared for career entry or graduate and professional studies.

Consistent with Judeo-Christian values and the Dominican tradition of education that values the inherent worth of the individual, the mission of Mount Saint Mary College is to create an environment which fosters close student-faculty interaction that enables students to reach their full potential as lifelong learners.

Mount Saint Mary College strives to provide a stimulating environment that promotes the intellectual and personal growth of undergraduate, graduate and continuing education students.

3.3 How the anticipated businesses will align with or further the academic mission of the campus in knowledge creation, knowledge diffusion, and formation of values as factors in its consideration of a tax-free zone

The City of Newburgh, New York is culturally, racially, socially and economically diverse with an excellent infrastructure including hospitals, private and public colleges, broadband and access via private and public transportation. However, with the demise of its manufacturing base, the City has evolved to become an economically distressed community with a high level of unemployment and a lack of opportunities for meaningful and sustainable jobs or career training for its citizens. MSMC is a beacon of higher education that is fully integrated in the community and spiritual life of Newburgh. Many MSMC graduates remain in the area to serve the community in the areas of healthcare and nursing through the region's hospitals, clinics and community healthcare facilities; in the areas of teaching through the local primary and secondary school systems; and in business, social services and financial endeavors.

The StartUp Newburgh program will offer students in teaching, life sciences and business programs opportunities to experience nontraditional career paths by working with StartUp Newburgh companies or establishing pursuits in social and commercial entrepreneurship. This experience will prepare students to enter a workforce with entrepreneurial experience and initiative skills, adding value to employers. Additionally, students will understand how to initiate their own job opportunities having been prepared to address societal and commercial realities and opportunities with their acquired know-how based on solid ethical standards.

3.4 Comprehensive undergraduate, graduate education and professional education

Mount Saint Mary College undergraduate programs leading to Bachelor Degrees include:

Business, Education, Nursing, Mathematics, Information Technology, Natural Sciences, Philosophy & Religious Studies, Social Sciences, Psychology, Human Services, Communications, Marketing, Media, Public Relations and Journalism.

Mount Saint Mary College graduate programs leading to a Masters Degree include:

Education, Nursing, and Business (MBA)

3.5 Research

An MSMC/StartUpNY program will serve to build on the college's research center initiatives and develop products that address critical societal issues confronting our country and economy. These include the very relevant areas of "education", "gerontology" and "adolescence", all which have been studied at MSMC for decades. Utilizing this knowledge base to develop products and marketable research is the basis for local and nationally oriented business building.

Mount Saint Mary College has three main research centers:

The **Mount Saint Mary College Center for Adolescent Research and Development (CARD)** is a clearinghouse for research initiatives. These include the psychological, social, cultural,

educational, and health-related issues endemic to contemporary adolescents and young adults. The center assists in appropriate research-based program development for schools, agencies, and families, and hosts an annual conference each spring focused on Adolescence in the 21st Century. The center also assists in appropriate research-based program development for schools, agencies, and families.

The **Mount Saint Mary College Collaborative for Equity Literacy and Learning (CELL)** mission is to actively conduct research that has a direct impact on classroom literacy instruction and the preparation of teachers of literacy, and that provides support and outreach to teachers, schools, and other stakeholders who have the goal of promoting literacy equity in the surrounding communities.

The **Mount Saint Mary College Center on Aging and Policy (COAP)**, established in 2006, with funding from a National Institute of Health (NIH) grant, promotes an interdisciplinary perspective, dedicated to excellence in research and scholarship in the field of gerontology. It is a national resource for the Area Agencies on Aging (AAAs).

Undergraduate students engage in research during summer sessions as part of the **Summer Undergraduate Research Experience (SURE)** program. Students from all disciplines work with faculty mentors to conduct a research project and analyze and present the results. In the fall semester the students present their findings as part of the **SURE Symposium**.

3.6 Diversity

The City of Newburgh is culturally, economically and racially diverse. It has a population of about 29,000 residents living within its 3.8 square miles. This population swells during the work day due to a number of businesses, medical practices and St. Luke's Cornwall Hospital. According to the 2010 Census the City of Newburgh ethnicity is as follows: 47.9% Hispanic/Latino, 30.2% Black/African-American, 39.4% Non-Hispanic White, and 5.2% persons reporting 2 or more races. The median household income is \$36,153.00.

An MSMC/StartUpNY endeavor would provide training and work experience for its base community to develop relevant marketable business skills and associated compensation. This would equate to higher incomes than that of existing low skill labor. It would move people off of public assistance programs and create hope and opportunity in a somewhat hopeless economic climate. Another element of diversity is to retain or attract MSMC alumni making them social and economic contributors to the community. Attracting companies that work in the targeted commercial disciplines will stimulate local job growth and economic development. Ideally, they would utilize the many vacant buildings that await adaptation and reutilization into contemporary/new age industries. Slowing the exodus of young people and college graduates from the Hudson Valley in pursuit of better opportunity is a major goal. This trend is decades old and affects families of all economic levels in the City of Newburgh. Many social programs for young at-risk children have been getting the attention and support to move them out of poverty through educational programs. Instead of contributing back to the community that nurtured them, they realize that they must leave the area due to lack of opportunity. The City of

Newburgh hasn't been the beneficiary of these programs, but its children have and it's been a ticket to somewhere else.

3.7 Culture

Historically The City of Newburgh has been the cultural center of the Mid-Hudson Valley. Although this reputation has diminished over the last 50 years, it still has many institutions which offer excellent cultural venues.

The City of Newburgh boasts the second largest designated Historical District in the state. This district includes architecture that exhibits historic designs by [Calvert Vaux](#), [Andrew Jackson Downing](#) and [Frederick Law Olmstead](#). Its [East End Historic District](#), recognized by the [National Register of Historic Places](#) and the [Montgomery-Grand-Liberty Streets Historic District](#), has the most [contributing properties](#) of any [historic district](#) in the state. Contrasting this is an active chapter of Habitat for Humanity. In over a decade it has rehabbed or built over 75 homes, providing great living opportunities for deserving residents and rebuilding neighborhoods in the process.

Due to the two colleges – Mount Saint Mary College and Orange County Community College, additional cultural venues for students and the local community are many. The U.S. Military Academy at West Point, located about 10 miles south of the City of Newburgh, also offers many cultural options to local residents.

The City of Newburgh waterfront is home to about a dozen restaurants which draw customers from the entire region to enjoy fine dining and views of the Hudson Highlands. Other restaurants around town are also destinations to those willing to capture the local vibe.

In recent years, the city has seen an influx of citizens and businesses move in from Brooklyn and New York City. Newburgh has been described as “just like Brooklyn, only affordable.” This influx is bringing demand for supporting business like restaurants, shops, galleries and other urban-hip venues. But new local economic opportunities have been limited.

3.8 Regional economic development

Healthcare, life sciences, nursing and social sciences are critical components of the infrastructure of the community. The overall healthcare sector is a leader in sustainable job creation in the Hudson Valley region. The Mid-Hudson Regional Economic Development Council (MHREDC) 2009 report on industry ranking by job count in the Hudson Valley region ranked healthcare related jobs first through sixth. The MHREDC foresees job growth in the health care sector due to the implementation of the Affordable Care Act.

With the implementation of the Affordable Care Act and the increase in the age demographic of the region, the healthcare sector will play an increasingly important role in the growth of the region and to support the continually expanding minority and impoverished in the region.

The region is also home to specialized manufacturing, distribution centers, farming, food and beverage production, and a wide range of growing artisanal and creative arts industries. Traditional technology based business in entrepreneurial form isn't as prevalent as it is in other New York areas. Although IBM has been a significant player in the Mid-Hudson Valley, other high technology organizations are scarce, particularly on the west side of the Hudson.

StartUp Newburgh will attract start-ups, emerging and mature companies in industries stated in section 3.1. It is projected that each member company will grow into a position to offer internships to students, specific job training to local citizens, full time permanent jobs in sustainable industries, encourage member companies to remain in Newburgh and establish a hub for development of new industries.

3.9 Internship and training opportunities

Coinciding with the academic mission of the sponsor (MSMC), opportunities will exist for both undergraduate and graduate students to have internships at StartUp Newburgh affiliated companies both in the areas of healthcare and business.

Those students involved in healthcare, nursing and the life-sciences will interface with member companies and participate in the areas of:

- Product and/or service development and implementation
- Product or service validation and testing
- Interfacing with community needs
- Exposing students to entrepreneurial pursuits in the healthcare industry
- Integration of new technologies (wearables, virtual, telephony, etc.)

Graduate students in teaching and business will be involved with member companies through:

- Exposing and incorporating students to the applicant process, evaluation and due diligence
- Assisting to identify, engage and converge academic, entrepreneurial and community leaders, partners and objectives
- Working as and with HVCFI mentors, advisors, coaches and executives to facilitate creation and execution of business processes such as business plans, marketing plans, financial strategies, feasibility studies and investor materials
- Promotion of member technologies and services to the global community
- Establish distance entrepreneurial and business education curriculum to businesses and academic institutions in emerging nations
- Assist in the creation of job training curriculum for Newburgh residents in manufacturing, assembly, customer service, critical care facilities and many other essential sustainable healthcare jobs
- Explore reductions in healthcare costs by implementing tele-health, mobile health and remote critical care options
- Design financing strategies for emerging healthcare entities (venture, crowdfunding, angel, and corporate)

- Opportunities for small businesses and nonprofit research organizations that conduct research leading to the development of products and services that improve the quality of life, health and well-being of older people

3.10 Direct job opportunities for campus graduates

Through aforementioned internships and working relationships, undergraduate and graduate students will gain critical insights and participate directly in the business development process which may lead to permanent jobs/venture opportunities within the community. These jobs will fortify retention of MSMC graduates and foster community growth and involvement.

3.11 Internationalization

A key component of StartUp Newburgh is the creation of an International Landing Zone (ILZ) where foreign companies are encouraged to take advantage of New York's Hudson Valley as a location to launch sales, manufacturing, and distribution of new products and services for the U.S. market. StartUp Newburgh will be a launch point to commercialize healthcare, medical and clean-tech products along with other types of technologies. The majority of entities in the StartUp Newburgh ILZ will have US-based and trained staff, with technical and non-technical job opportunities. StartUp Newburgh will provide the location, interns, administrative and managerial staffing as well as connectivity to local and regional manufacturers, logistics, service providers, professional and technical advisors.

Conversely, products developed at the StartUp Newburgh facility by US-based entities, where applicable, will be made available to the international community for licensing, sale, partnering, and collaboration through the Global NY initiative.

MSMC's Office of International Programs provides opportunities for current students to engage in academic and internship programs throughout the world. A second focus of the office is the establishment of programs on MSMC's campus for international students. Students from Puerto Rico, Brazil, and other South American countries have already participated. This program aligns well with the creation of an ILZ.

3.12 Specific area specialization of the campus

Mount Saint Mary College is recognized for its Education, Nursing, Business, Life Science and Liberal Arts programs. The Mount Saint Mary College Center for Adolescent Research and Development (CARD), Mount Saint Mary College Collaborative for Equity Literacy and Learning (CELL), and The Mount Saint Mary College Center on Aging and Policy (COAP) afford additional basis of specialization directly actionable with StartUp Newburgh's proposed focus.

4. Mount Saint Mary College's StartUp Newburgh program will generate positive community and economic benefits

During the recent launch of the Affordable Care Act people seeking insurance were asked to enroll through a website, signifying the infiltrating nature of the internet on our society. The Pew Research on Smartphone Ownership in 2013 revealed that 91% of citizens have cell phones and almost 60% have smart phones. This includes the impoverished and lowest income communities such as the City of Newburgh. Thus, the delivery of healthcare services and information along with remote-patient monitoring via smartphones becomes relevant to the function of StartUp Newburgh.

StartUp Newburgh will support start-up and emerging enterprises in their development of new technologies, and products targeting the medical profession, including collaboration with relevant academic and corporate partners.

4.1 Increased employment opportunities

StartUp Newburgh will create employment opportunities for MSMC graduates, local services and other employee prospects via:

- the growth of “Landing Zone” companies in the accelerator (management, research, development and manufacturing jobs),
- the adaptation and implementation of accelerator IP, knowledge or know-how by local healthcare markets/industries, and
- the establishment of new business resulting from the accelerator activities

4.2 Opportunities for internship, vocational training and learning experiences for undergraduate and graduate study

The expectation is that all of the college’s academic divisions will have the opportunity for their students to partake in experiential learning opportunities at the undergraduate and graduate level.

Employment opportunities generated by StartUp Newburgh companies will provide the necessary training for employees to become valuable contributors to their endeavors. These experiences will also generate the skills necessary for the new economy thereby making the employees desirable to other businesses.

4.3 Diversification of local economy

As noted earlier, the Industry Ranking by Job Count in the Hudson Valley region showed healthcare related jobs first through sixth. The MHREDC also reported this past year’s expansions at several of the region’s hospitals. The MHREDC foresees job growth in the health care sector due to the implementation of the Affordable Care Act. Diversifying beyond this growth trend will be five-fold. The 1st area will be to utilize this existing healthcare, educational and social services assets as a research, product development and test bed, building opportunities/products that can be utilized by vital local industries. The 2nd area will include businesses that build upon the regions life science, environmental and farming/food focus. The 3rd area of diversification will be to build upon the clean technology sector which has been established albeit struggling in the region. The 4th area of diversification will address advanced

manufacturing processes and associated opportunities. The 5th area of diversification will address expanding on the established local artisanal business.

The potential for new business in the area is highly desirable, as it will facilitate Newburgh's economic expansion by utilizing its excellent infrastructure and strategic location. A commercialization launchpad that utilizes existing MSMC and local educational and business elements, and instills capability, confidence and processes is crucial to advancing the economic resurgence of the City of Newburgh and the Mid-Hudson region.

4.4 Environmental sustainability

This region is as sensitized to the value and sustainability of the environment as any area in the U.S. The City of Newburgh, sited on Newburgh Bay, offers a majestic view of the natural surroundings, including Storm King Mountain, the subject of a 1962 event that spawned the birth of the modern environmental movement and led to the National Environmental Policy Act (NEPA) and New York's State Environmental Quality Review Act (SEQRA). Across the river and in clear view from Newburgh is the Beacon Institute, another bastion of environmental study. Peter Seeger's Clearwater was founded within the sights of Newburgh. Newburgh is home to sustainable movement and it should also be home to sustainable emerging technologies. Local economic initiatives, such as "A River Of Opportunities-www.newburghny.org", have been soliciting sustainable businesses in green and clean tech. A StartUp Newburgh endeavor would build upon this and aid businesses that are already seeking to relocate here.

Targeted StartUp Newburgh industries include businesses in food, life sciences and environmental development, clean energy technologies, traditional and holistic health care, education and new educational platforms or methods, and advanced manufacturing processes. They all have a critical basis in environmental sustainability.

4.5 Entrepreneurship

StartUp Newburgh intends to promote entrepreneurship within the typical fields of life science, healthcare technology, and business/management. Perhaps where StartUp Newburgh is most unique will be in the attempt to stimulate entrepreneurship in the fields of nursing and teaching. These areas traditionally train students for institutionalized service roles such as those in hospitals or schools and not those of entrepreneurial or inventive pursuit. However, it is our belief that teachers and nurses are uniquely qualified to pursue entrepreneurial endeavors. They are typically the key player at the point of constituent contact and the provider of medical or educational technology. This first hand vantage point provides the knowledge and opportunity to uncover new methods or technologies addressing products and solutions from a human or behavioral aspect. It would engage and encourage nursing and teaching students and professionals to brainstorm and develop solutions to healthcare and educational products that could only be derived from direct use and constituent contact. This viewpoint could also be the basis of a business opportunity that offers existing technology companies critical insight and market research on both constituent and provider roles and acceptance.

In addition to the aforementioned focus of StartUp Newburgh, entrepreneurship centered on broad based emerging technology, cultural trends, societal needs, environmental opportunities and food production/processing will be sought out and undertaken.

4.6 Positive linkages to existing business not in competition with START-UP businesses, especially small scale businesses

U.S. small business make up a major percentage of all new hiring, according to the U.S. Department of Commerce. Each company housed within StartUp Newburgh will require services from surrounding local entities such as office supplies, food, fuel, transportation and travel services. Once a business cluster is established and an atmosphere of business and services are present, it can be leveraged to attract major business employers. Utilizing the local region as a research center for new product development either from informational gathering or product testing scenarios will be valuable to both StartUpNY companies and established nearby metro NYC companies and will likely develop into a thriving StartUpNY business itself. Encouraging commercial pursuits based upon knowledge gained by working professionals in either government, social, educational or health roles will likely stimulate additional new business. Local trucking and transportation services, materials and supplies businesses, packing and fulfillment businesses, accounting and law services, as well as cleaning and maintenance services will benefit from the increased business due to a StartUpNY classification in the City of Newburgh.

4.7 Boost to local economy

A StartUpNY tax-free zone will generate great interest and draw business and jobs to the area. As noted above, the City of Newburgh is ripe for economic support, and provides excellent potential as a place to build businesses with its many available buildings. A willing and capable workforce is ready to get to work. Opportunities for their children would become available, thereby limiting the current and typical generational city flight.

4.8 Magnet for economic and social growth

Geographically the City of Newburgh is at crossroads of multiple interstate highways – Interstate Route 84 with east-west routes, Interstate Route 87 (NY State Thruway) with north-south routes, international air service (Stewart International Airport-Newburgh), commercial rail with intermodal facilities given its Hudson River Port, and maritime shipping. It's important to note that the Port of The City of Newburgh was a historic key to the industry and commerce of the Mid-Hudson Region. This port, which has both rail and road access, is a unique asset of the City of Newburgh that has been somewhat dormant in the near past but is currently being revitalized.

The strategic location, midway between New York City and Albany, at all transport crossroads and with easy access to other regional markets and business centers, and situated on arguably the most picturesque viewshed of the Hudson Highlands is becoming rediscovered as an ideal

location to live and work. Its attraction has lured young professionals and artisans being priced out of New York City area communities as well as those looking for alternative quality of life situations. As a small city, once a manufacturing, economic and cultural stalwart, but afflicted with corporate flight and urban blight over the last half century, it does have problems typical of such cities. However, the city has seen a number of promising social and cultural developments that point to renewal and its community is dedicated to advancing the cause at many levels. A StartUp Newburgh endeavor would be a welcome component to the city's resurgence by utilizing existing long term city stakeholders like Mount Saint Mary College, the healthcare and educational communities, concerned and dedicated citizens, and numerous supporting small business and workforces.

5. A description of the process the campus or college will follow to select businesses to participate in the Tax-Free NY Program

The StartUp Newburgh Review Committee will ensure that applicants meet the criteria of the academic mission of MSMC and the mission of HVCFI.

StartUp Newburgh will follow the admission guidelines of its partner, HVCFI. These admission policies include:

- Submitting and acceptance of the StartUpNY Application
- Completing the StartUp Newburgh Application
- Review and interview by the StartUp Newburgh Review Committee

This committee will consist of two Mount Saint Mary College members, two HVCFI members, the Chair of the School of Business or his/her designee, additional MSMC faculty as needed based on the applicant's business, and at least one member of the local IDA or City of Newburgh Economic Development representative. For certain technical or unusual applicants an ad hoc representative with subject matter expertise may be added. Final decision making authority rests with the MSMC representatives.

The process for selecting companies into the StartUp Newburgh program will be as follows:

1. Qualify companies that conform to the scope of StartUp Newburgh businesses as detailed in 3.1 and 3.2. They may be established, local, regional, distant or off-shore companies or companies who have graduated from a certified NY incubator.
2. Qualify companies that are aligned with the academic mission/programs of the college.
3. Qualify companies that have positive community and economic benefit.
4. Qualify the company's management team.
5. Qualify the validity/marketability of their business plan, product, process and service.
6. Qualify prospects for potential academic internships, collaboration or project funding.
7. Qualify prospects for local job creation, sustainability and ability to gain funding.
8. Qualify prospects for commitment to the StartUpNY program, MSMC and the HVCFI.

9. Obtain company signature of acceptance and commitment to StartUpNy and StartUp Newburgh.
10. Orientation process for StartUp Newburgh company. This will include aspects that include: academic department review, administrative processes, facility review and selection.
11. Ensure establishment of Academic/Mentorship/Business advisor review, schedule/timetable review as per needs defined in prior steps.
12. Ongoing periodic review process, evaluation, direction, remedial actions and sign-off.

- 6.1 **Conflict of interest guidelines – See attachment G**
- 6.2 **Attestation regarding tax-exempt bonds – See attachment H**
- 6.3 **Certification regarding non-elimination of space or programs – See attachment I**
- 6.4 **Certification of 30-day required submissions – See attachment J**
- 6.5 **Statement regarding accuracy and completion of application – See attachment K**

StartUp Newburgh
Newburgh, New York

CONFLICT OF INTEREST POLICY

1. **Scope.** The following statement of policy applies to each member of StartUp Newburgh. It is intended to serve as guidance for all persons participating in any capacity with StartUp Newburgh.
2. **Service.** Service as an official of Mount Saint Mary College shall not be used as a means for private benefit or inurement for the official, a relative thereof, or any entity in which the official, or relative thereof, has a business interest.
3. **Vendor.** No official who is a vendor or employee of a vendor of goods or services to Mount Saint Mary College, or who has a business interest in such vendor, or whose relative has a business interest in such vendor, shall vote on, or participate in the administration by the College as the case may be, of any transaction with such vendor.
4. **Disclosure.** Upon becoming aware of an actual or potential conflict of interest, an official shall advise the president of the College of his or her or a relative's business interest in any such existing or proposed vendor with the College
5. **Records.** The College shall maintain a written record of all disclosures of actual or potential conflicts of interest made pursuant to paragraph four (Disclosure) of this policy and shall report such disclosure, on a calendar year basis, by January 31st of each year, to the auditor for the College. The auditor shall forward such reports to the commissioner, who shall make public such reports.

The following definitions are provided to help you decide whether a relationship should be disclosed:

Business Interest: An official of the College has a business interest in an entity if the individual owns or controls ten percent or more of the stock of the entity (or one percent in the case of an entity the stock of which is regularly traded on an established securities exchange), or serves as an officer, director or partner of the entity.

Relative: A relative of an official of the College shall mean any person living in the same household as the individual and any person who is a direct descendant of that individual's grandparents or the spouse of such descendant.

Official: An official of the College shall mean an employee or other person involved in the administration of the College at the level of dean and above, a member of the college's board of trustees, as well as any other person with decision-making authority over the College's StartUp NY Program.



Mount Saint Mary College

330 Powell Avenue, Newburgh, New York 12550 • www.msmc.edu

August 5, 2014

Mr. Kenneth Adams, Commissioner
N.Y.S. Department of Economic Development
633 Third Avenue
New York City, New York 10017

Dear Commissioner Adams:

This letter certifies that the information contained in the attached StartUpNY application submitted by Mount Saint Mary College for StartUp Newburgh, including all attachments, is complete and accurate to the best of our ability.

Sincerely,

A handwritten signature in blue ink that reads "Anne Carson Daly".

Anne Carson Daly
President



Mount Saint Mary College

330 Powell Avenue, Newburgh, New York 12550 • www.msmc.edu

August 5, 2014

Mr. Kenneth Adams, Commissioner
N.Y.S. Department of Economic Development
633 Third Avenue
New York City, New York 10017

Dear Commissioner Adams:

This letter serves to attest that the property identified in attachment A of the StartUpNY application (StarUp Newburgh) has not been financed with any tax-exempt bonds. In addition, Mount Saint Mary College has not relocated or eliminated any academic programs, administrative programs, offices, housing facilities, dining facilities, athletic facilities, or any other facility, space or program that actively serves students, faculty or staff in order to create vacant land or space to be designated as a Tax-Free NY Area. In addition, as noted in attachments J1 and J2, this letter also attests that the College notified the City of Newburgh Mayor and Economic Development Director more than 30 days ago of our intention to pursue a StartUp NY site at the property identified in attachment A. Both the Mayor and the Economic Development Director attended the June 20, 2014 press conference where we jointly announced the plan.

Sincerely,


Anne Carson Daly
President

StartUp Newburgh
Attachment A

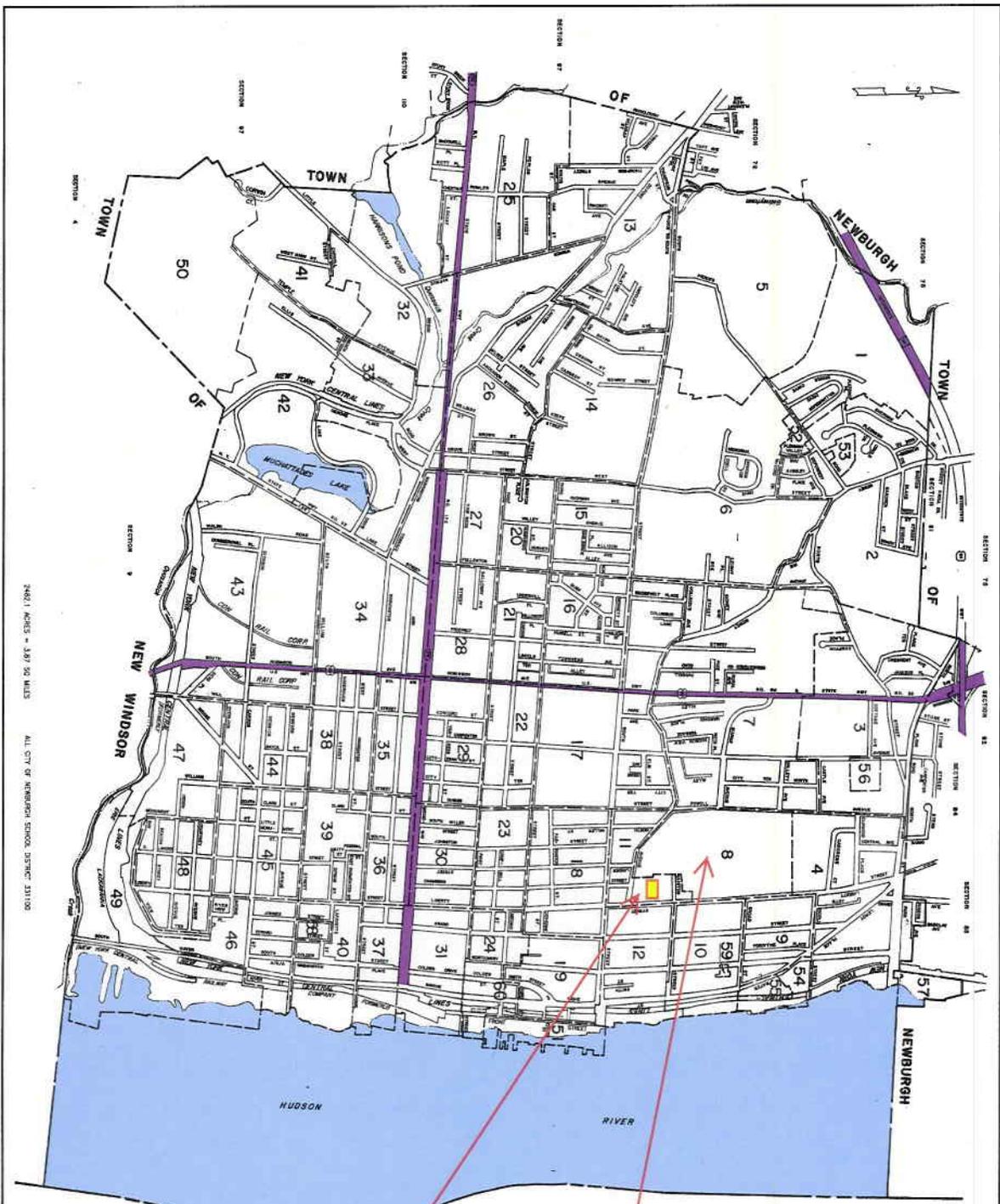
Location	Property owner	Property type	Street address	City	County	Zip code	Parcel ID#	Space type	SqFt	Acres	Description	On-campus	W/in 1 mile of campus	Latitude	Longitude	Note
City of Newburgh	R.H. Campbell, Inc.	1	337 Liberty St.	Newburgh	Orange	12550	Tax map# 331100 S.B.L. # 11-4-29	B	7,698	N/A	2nd floor	Yes	No	41.508372	-74.011069	Leased
City of Newburgh	R.H. Campbell, Inc.	1	351 Liberty St.	Newburgh	Orange	12550	Tax map#331100 S.B.L. # 11-4-25	D	n/a	0.1	Parking lot	Yes	No	41.508722	-74.011203	Leased

Property Type

- 1 - on campus
- 2 - 1 mile off campus
- 3 - State asset

Space Type

- A - Entire building
- B - Floor within building
- C - Room within building
- D - Land on campus
- E - Land off campus
- F - Entire building off campus
- G - Partial building off campus
- H - State asset



LEGEND

SECTION 1	SECTION 2	SECTION 3	SECTION 4	SECTION 5	SECTION 6	SECTION 7	SECTION 8	SECTION 9	SECTION 10	SECTION 11	SECTION 12	SECTION 13	SECTION 14	SECTION 15	SECTION 16	SECTION 17	SECTION 18	SECTION 19	SECTION 20	SECTION 21	SECTION 22	SECTION 23	SECTION 24	SECTION 25	SECTION 26	SECTION 27	SECTION 28	SECTION 29	SECTION 30	SECTION 31	SECTION 32	SECTION 33	SECTION 34	SECTION 35	SECTION 36	SECTION 37	SECTION 38	SECTION 39	SECTION 40	SECTION 41	SECTION 42	SECTION 43	SECTION 44	SECTION 45	SECTION 46	SECTION 47	SECTION 48	SECTION 49	SECTION 50
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ORANGE COUNTY-NEW YORK

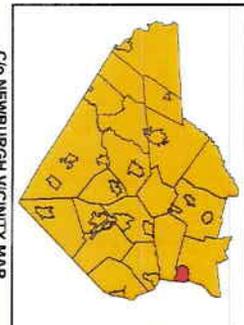
NOTICE: The City of Newburgh is a member of the Orange County-New York Metropolitan Sewerage District. The City of Newburgh is a member of the Orange County-New York Metropolitan Sewerage District. The City of Newburgh is a member of the Orange County-New York Metropolitan Sewerage District.



CITY OF NEWBURGH

Scale 1" = 800' Section No. KEY MAP AND 60 SECTIONS

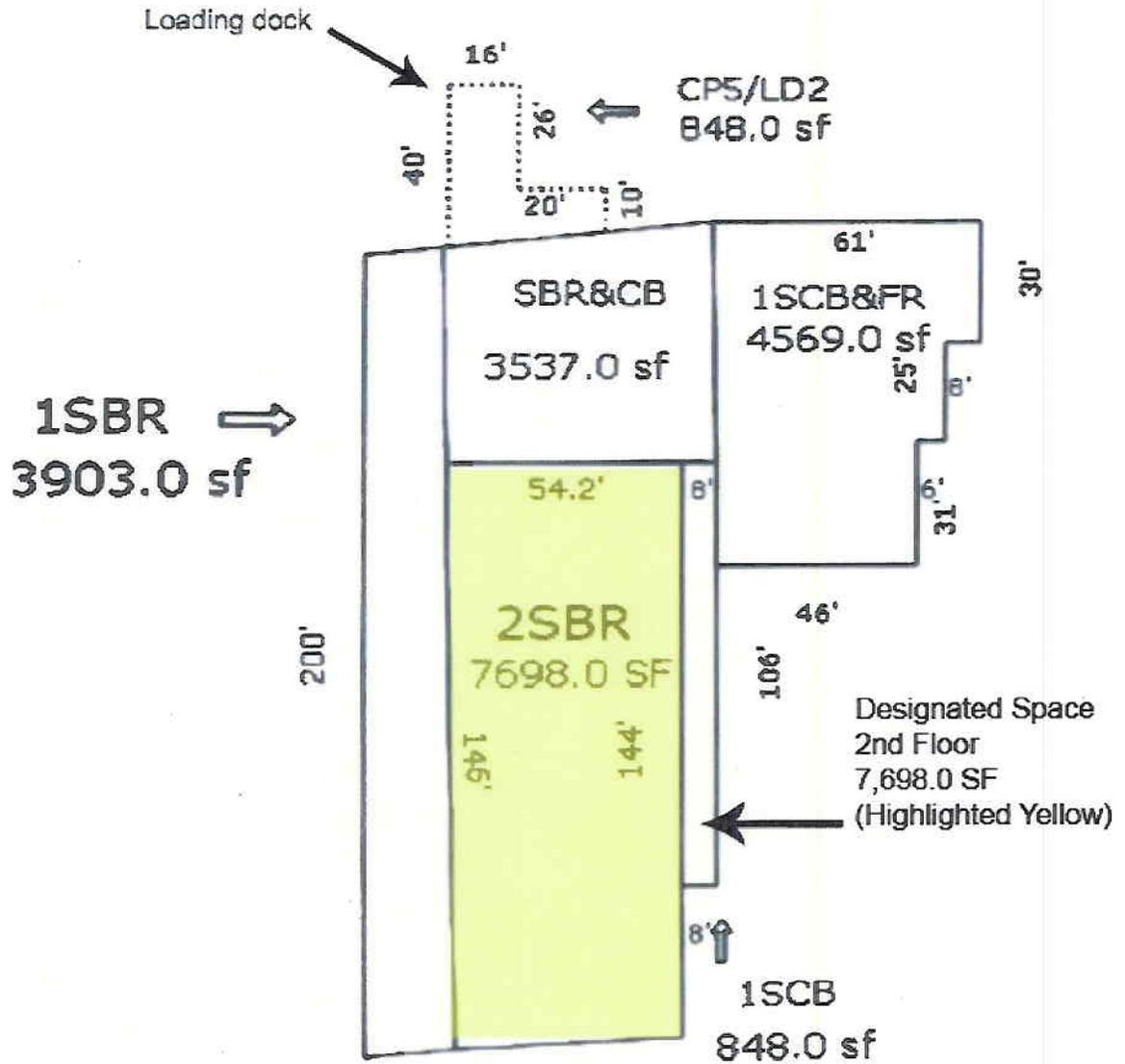
Designated Area (337 & 351 Liberty Street)
 Mount Saint Mary College Campus (Section 8)



Attachment B

REVISION
 02/01/03
 11/24/02
 08/02/00
 02/17/98

337 Liberty Street
Newburgh, N.Y.



Building Square Footage

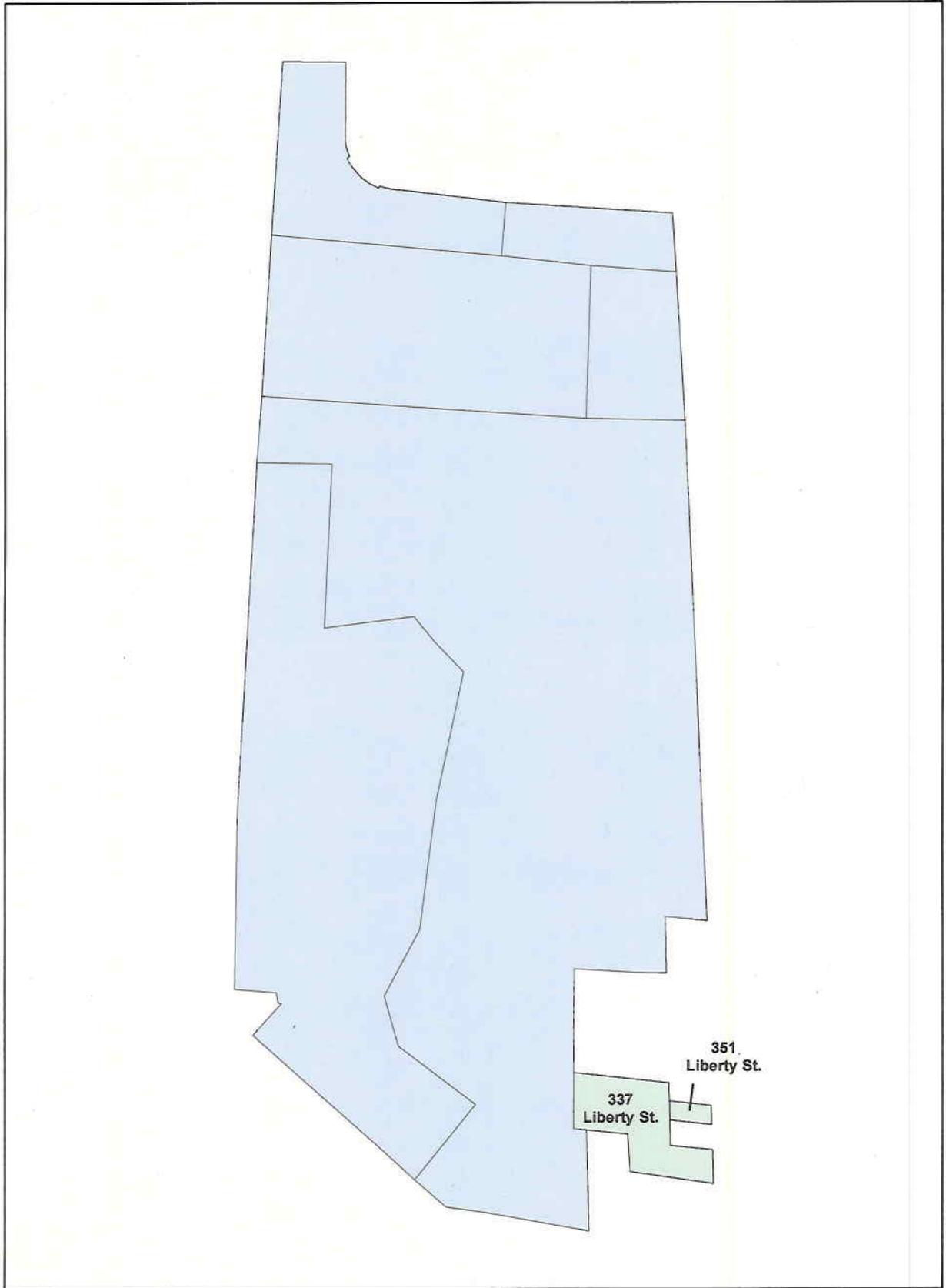
1st floor: $3903 + 3537 + 7698 + 4569 + 848 = 20555$

2nd floor: $3537 + 7698 = 11235$

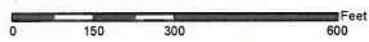
Total = $20555 + 11235 = 31790$

Attachment D

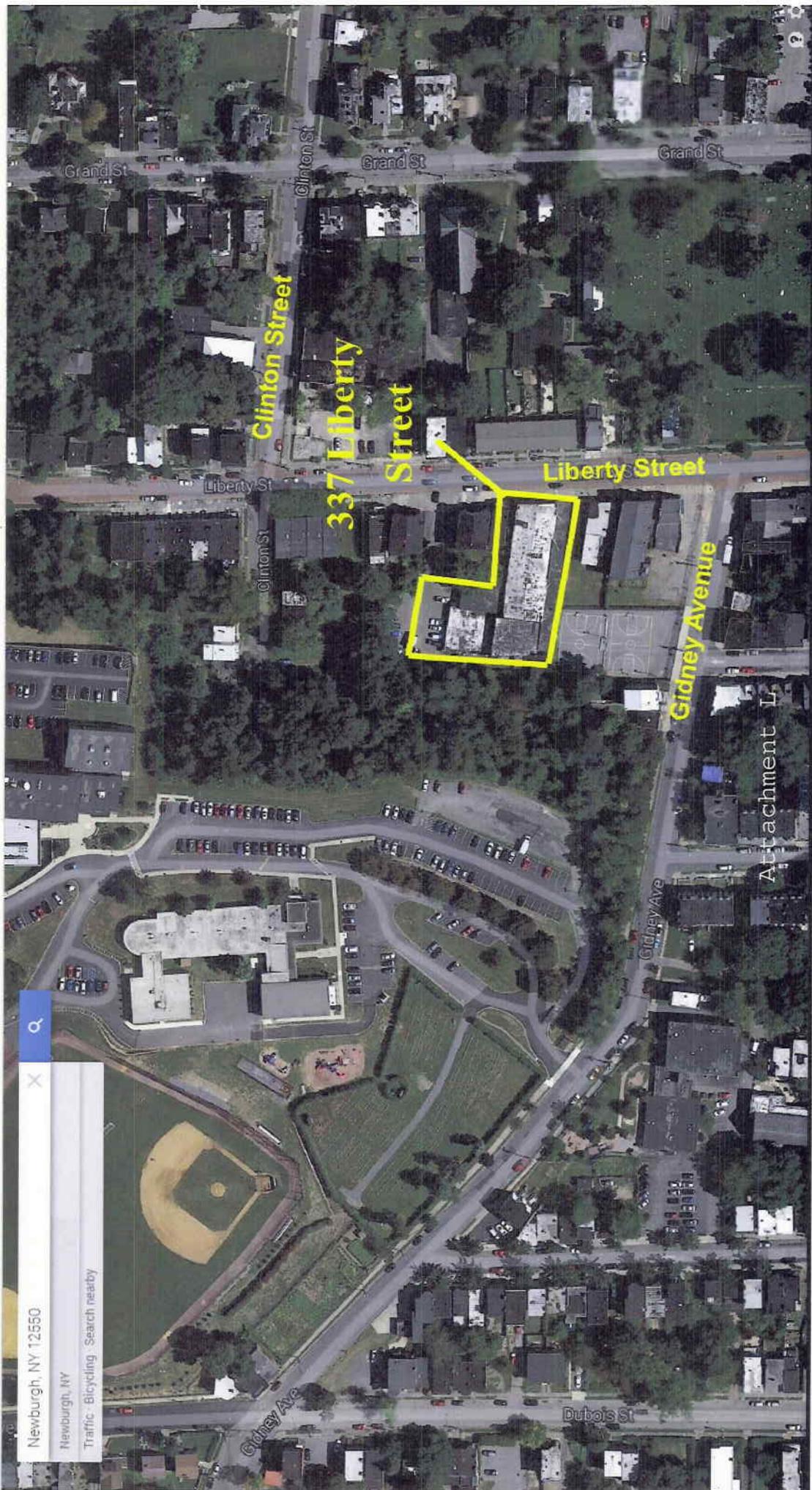
Designated Space Map



-  Mount St. Mary Parcels
-  Selected Parcels



7/31/14



X

Newburgh, NY 12550

Newburgh, NY

Traffic - Bicycling - Search nearby

Attachment L