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2017 State of the State: One Half of the Equation

This year was a first for me, amongst hundreds of others on January 11th: instead of heading to Albany to listen to the Governor deliver his State of the State address, he in fact, came to us.

While I am more of a traditionalist and always rather enjoyed the State of the State address to be located in our State capital, I will admit that after the event, there were some benefits to the State of the State tour and presentation here in Central New York. For one, it allowed the ability to hear Cuomo's plan for regional legislative and economic development support, rather than having to focus entirely on his efforts that would impact the State as a whole. For example, he touched upon a few regional examples of economic development successes such as the revitalization of the Hotel Syracuse, and the Lakeview Amphitheater. He also touched on some local business wins, such as INFICON's recent expansion.

With the last few years of intense attention on economic development in New York State, this year's State of the State served no different. Governor Cuomo talked about Saab Sensis and their new drone facility that has committed to a location here in Central New York and the addition of 700+ jobs, very exciting for our region. He emphasized his commitment to purchasing products made in America, of which you obviously know my passion and intense support in this endeavor. He also talked about a \$45M capital improvement commitment to the Syracuse Airport, something I admittedly clapped loudly for. Overall, his emphasis and enthusiasm for the economic development projects he is committing to the region was widely applauded and supported by all those in the room,

and for good reason: these are all projects we can see improvement on, and watch it all unfold as it becomes a part of our region that of which we are all very proud of.

Once I left the event I started to process the reality of all the exciting opportunities for economic development growth that our region is now being showered with, but also realized that only half the equation was talked about. Here at MACNY, we have always maintained that in order for Government to serve any achievable results in their attempts to enact policy and projects that will help in shaping a better business climate, it needs to be an equation: capital investment PLUS lowering business taxes and burdens will EQUAL a better business climate. While these are all very exciting and huge opportunities for growth in our region, the State of the State address was missing some very critical components to help enable even more wins and successes for the region: cost cutting policies and tax breaks to help in creating a better business climate. Yes, the airport is an amazing opportunity, and will be such an improvement and success for our region. So to that, how can we use this capital investment to then help in diversifying airline offerings and destinations? With the Made in America act and commitment, how can we take this one step further for not only our Nation but our State, and emphasize not only Made in America commitments, but Made in New York State? As for the amazing Saab Sensis announcement, shortly after settling here, they will be immersed in the same stifling highly taxed and over regulated environment the rest of us, who are already here, are in. How can we make improvements in these areas, all while assisting them in establishing their roots here in this new cluster?

The latter parts of each of these equations I am referencing are the components we have and will continue to advocate for in our 2017 advocacy efforts: creating a better business climate to not only attract new business, but to keep those pre-existing businesses operating and successful. This part is done through lowering of taxes, lifting onerous and burdensome regulations, and creating economic development programs that actually award the hard working businesses that remain here and support good-paying jobs, despite all the challenges and high costs they endure by New York State. Half the equation is done, by way of Governor Cuomo's announcement of investment, now the tough part is upon us: supporting and passing policies that will enhance these capital investments and assure both them and their neighboring longtime New York businesses success. I hope you will join us in our efforts this legislative session in completing this equation.