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**EDC STANDING COMMITTEE**  
**07/26/10**

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**MEETING AGENDA**

- I. SAN JOSE/SEMICON WEST
- II. UPDATES
  - Centurion Cycling Event
  - Tourism
  - Excelsior Program
  - EDC Fall Luncheon



**Report on EDC visit to Silicon Valley and Semicon West/San Francisco  
Warren County Board of Supervisors – Planning and Economic Development Committee  
July, 2010**

**The Regional Approach**

- EDC and SEDC marketing collaboration
- Warren/Saratoga corridor assets & capabilities are impressive
- First visit to Silicon Valley for EDC; 2nd time attending Semicon West
- Worked with CEG on Semicon West via NY Loves Nanotech

**Value for Warren County**

- Opportunity to leverage SEDC contacts/relationships with M & W Group, Globalfoundries, others
- EDC participated in six private meetings with potential fab suppliers
- Met privately with a bioenergy firm, solar company and a leading microelectronics industry exec
- Warren County assets displayed, Queensbury Business Park & Tech Meadows
- Met with two major industry trade reps, one leading tech consultant
- Gained firsthand knowledge of tech sector, processes, challenges, opportunities
- Establish rapport, open line of communication, build credibility with new contacts

**Semicon West**

- The largest global microelectronics conference/trade show – 41<sup>st</sup> year
- Covers semiconductor, solar/photovoltaic, alternative energy, LED, MEMS
- 20,000 attendees, 1,000 exhibiting companies from over 40 countries
- Predominantly senior management level executives
- CEG organized NY Loves Nanotech booth – New marketing campaign

**Key Observations/Lessons Learned**

- New York/Upstate NY is a globally recognized brand in the industry
- Silicon Valley is vast and unique – Capital Region will not evolve the same way
- What makes Silicon Valley work: Entrepreneurs, Funding, Academia, and "The Network"

- Other tech opportunities: Solar/PV's, Clean Tech, LED's, MEMS
- 25% to 30% of talent in Silicon Valley is imported from outside U.S.
- SEMI Foundation's High Tech U program focuses on building interest for tech careers
- Flex space is predominant building type sought by small to mid-sized tech companies
- Start ups drive the innovation culture

#### Next Steps

- SEDC and EDC evaluating use of tech consultant Glimmerglass LTD on targeted regional marketing plan
- EDC formulating marketing/sales plan based on information gathered
- Additional follow up with new contacts
- Research on other potential tech sectors for Warren County i.e. MEMS; draw on expertise from medical device cluster re: possible connection
- Continue to seek developers, investors interested in developing flex space locally
- Seek sources of funding assistance geared toward regional tech sector development
- Build and expand local entrepreneurial network