



For immediate release

April 11, 2018

A Collaborative Innovation Reaches Across Borders

The Kingston-Syracuse Pathway partnership will bolster the region's unique economies

Kingston, ON- Kingston Economic Development Corporation, Office of Partnerships and Innovation at Queen's University, and Ontario East Economic Development Commission are pleased to have entered into a partnership with the Center State Corporation for Economic Opportunity, SUNY Upstate Medical University, and the Central New York Biotech Accelerator to launch the Kingston-Syracuse Pathway.

The Kingston-Syracuse Pathway results from a year of collaboration between business, government and academic leaders from both sides of the border. A Memorandum of Understanding confirms mutual interest in supporting business growth by working collaboratively to facilitate research and development, to optimize opportunities to advance economic development in Eastern Ontario and Central/Northern New York State. The Kingston-Syracuse Pathway joins three preceding models of cross border collaboration: the Cascadia Innovation Corridor, Windsor-Detroit, and the Binational Research & Innovation Corridor.

Donna Gillespie, CEO, Kingston Economic Development Corporation, said the partnership is a unique opportunity for both regions to come together and maximize their shared economic advantages, "By developing the Kingston- Syracuse Pathway, we have the chance to unlock more economic opportunities. We recognize the importance of establishing a collaborative working relationship between our academic institutions and economic development resources to support business growth, research and investment attraction. We're stronger when we work together, and we have a shared commitment to growth and innovation."

The Kingston-Syracuse Pathway brings together common interests in the fields of agribusiness, Lyme disease research, defense electronics, energy, tourism, biotechnology, emerging medical technologies, among others.

Andrew Bacchus, Kingston Economic Development Corporation Business Development Officer, said the partnership will focus on improving connectivity, strengthening innovation and generating economic opportunity, "This special relationship for our region symbolizes the strong ties between the two countries, and is truly deserving of international attention. The Greater Kingston Region has the opportunity to be a part of progress and innovation, elevating our global economic position."

Bonnie O'Neill, Executive Director, Ontario East Economic Development Commission, believes the partnership will stimulate economic growth, noting "the relationships and connections that this initiative builds will help companies across the region to export and grow their business."

The potential trade benefits of the Kingston-Syracuse Pathway are significant. In 2016 U.S. goods and services trade with Canada totaled an estimated \$627.8 billion. Additionally, the United States receives approximately 81% of all Ontario exports — and after Michigan and California, New York ranks as Ontario's third top trading partner for the percentage of global goods exports to the United States.

About Kingston Economic Development Corporation

The Kingston Economic Development Corporation is focused on building a strong community and supporting Kingston's thriving economy. Its mission is to provide dynamic and collaborative leadership by leveraging Kingston's unique assets to create jobs and investment in order to sustain, grow and transform Kingston's economy to meet the needs of the 21st century. The strategic priorities of the Kingston Economic Development Corporation are to deliver exceptional business support services, continue to invest in high priority growth sectors, and attract a strong labour force to meet the needs of employers.

About the Ontario East Economic Development Commission

The Ontario East Economic Development Commission is a non-profit regional economic development organization promoting Eastern Ontario, Canada as a center for investment and business growth. With over 140 members, the Commission represents more than 200 communities in the region east of the Greater Toronto Area through to the Quebec border and north to Algonquin Park. Ontario East Economic Development Commission is a one point of contact for site selectors, start up support and business growth.

About the Office of Partnerships and Innovation at Queen's University

The Office of Partnerships and Innovation at Queen's University provides support and incubator space for startups, offers entrepreneurship programming, develops and promotes research partnerships with industry, governments, and not-for-profits including other academic institutions, and provides the intellectual property and commercial expertise that are needed to advance discoveries/technologies to the marketplace.

About Center State Corporation for Economic Opportunity

Center State is an independent economic development strategy and business leadership organization and chamber of commerce, dedicated to the success of its members and the prosperity of the Central and Northern New York region

Media Contacts:

Andrew Bacchus, Business Development Officer
Kingston Economic Development Corporation
Bacchus@kingstoncanada.com
613-544-2725 ext. 7242 (office)

Lindsay Robinson, Business and Community Relations Officer
Kingston Economic Development Corporation
Robinson@kingstoncanada.com
613-544-2725 (office)