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Governor Cuomo Announces Sweeping Series of Economic Development Partnerships Between New York and Israel

As a Result of Solidarity Trip Last Week, Partnerships to Focus on UAV/Drones, Transportation, Energy, Cybersecurity, Financial Technology and Health Care Technology and Research

17 Israeli Entities Will Work with Six New York State Agencies and Other Partners to Bolster Innovation and Economic Ties Between the Two States

Governor Andrew M. Cuomo today announced a wide ranging series of economic development partnerships between New York State and Israel that are the result of the Governor's recent trip to Israel. The administration and several major New York health care institutions have signed a series of agreements with Israeli entities in the UAV/drones, transportation, energy, cybersecurity, financial technology and health care industries.

"Our economy is stronger than it's ever been and our message during this trip was simple: New York is open for business," **Governor Cuomo said**. "On our solidarity trip, we focused on key areas that present real opportunities for collaboration with Israeli companies because when Israeli startups choose New York, there is tremendous potential for growth for both economies. I am confident the initiatives announced today will build on the current partnerships that exist between businesses in New York and Israel, and bring our people even closer together."

"We have worked to ensure New York maintains a strong relationship with Israel, and these latest initiatives will further our shared economic progress," **said Lieutenant Governor Kathy Hochul**. "The collaboration between our agencies will foster innovative ideas to grow key segments of our economy, ensuring an even brighter future for the people of New York and Israel."

These announcements build on the [agreement](#) signed last week between Empire State Development and the Israel Innovation Authority for a \$2 million partnership that will further strengthen economic development ties between New York and Israel. The agreement includes cooperation on the co-development and commercialization of innovative solutions in the fields of cybersecurity, supply chain, smart cities, energy, unmanned aerial vehicles, life sciences and other areas. As part of the agreement, New York and Israel will establish a Smart Cities Innovation Partnership, a new initiative that will share innovative technologies, research, talent and business resources between cities in New York and Israel. The Governor also announced that New York's Hot Spot and Incubator programs will now implement a new focus on Israeli companies who want to invest in the Empire State.

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Among the many strides and agreements made during this week's trip, the Governor is announcing several collaborations for economic development in the following sectors:

Three Israeli Companies Locating at Unmanned Aircraft Center of Excellence in the Mohawk Valley

New York-Israel Partnership to create UAS Center of Excellence: Empire State Development will provide a \$250,000 planning grant to establish a new Unmanned Aerial Systems Research and Testing Center of Excellence in New York State. It will be led by the NUAIR Alliance, an organizational partner of CenterState CEO. The organizations are strategically aligned in their efforts to build public and private partnerships to advance leading edge UAS and UAS traffic management technologies, and create a hub for the industry that will attract investments and business development. New York and Israeli companies will use the new Center of Excellence to focus on advancing technologies, which will bring Israeli technology and R&D to the New York drone market and open Israeli's markets to New York State UAS companies. Three Israeli tenant companies - Vorpai, Flytrex and CivDrone - have already committed to working with NUAIR and utilizing this new Center of Excellence. This week, the parachute system equipped on Flytrex's package delivery drones was validated as compliant with industry standards for parachutes, after testing completed by NUAIR at the New York UAS Test Site at Griffiss International Airport in Rome, New York.

UAS Company Civdrone to Host Demonstration Day as Part of Further New York State Expansion: Civdrone's success in the GENIUS NY program has stimulated investment interest that will allow the company to expand even further in New York State than previously planned. Civdrone CEO Tom Yeshurun will tour the state to select an appropriate construction site to stage a demonstration day for contractors and civil engineering firms, as one of the most important applications envisioned for the Civdrone UAS product is to assist in coordinating physical construction with its blueprint design. The Demonstration Day will take place in mid-August. Civdrone develops fast, reliable and autonomous marking solutions on enterprise drones for the construction industry. Digitalizing and automating land surveying services increases productivity and shortens construction time while lowering costs.

Cornell Tech to Lead Effort to Modernize MTA Technology

Future of Mobility Conference with Cornell Tech and the MTA: Cornell Tech, a joint academic venture between Cornell University and the Technion-Israel Institute of Technology, and the MTA will bring national and international thought leaders from academia, business, government and technology to explore solutions to the most vexing challenges facing transportation in New York City. By advancing the spirit of collegiality and cooperation generated over just a few hours in Israel to two full days of discussion about new technologies and methods for modernizing the MTA's century-old infrastructure, the conference will move the transit innovation discussion to the next level. Globalizing the conversation on topics both cutting edge and conventional will allow the MTA to expand its network of partnerships and deliver a better service to New Yorkers.

Five Israeli Energy Companies Entering New York State

The new relationships outlined below support New York's state's Climate Leadership and Community Protection Act, the most aggressive climate program in the nation, which is driving the state to a carbon-neutral economy by 2050.

New York-Israel \$2.5 Million Energy Innovation Challenge: The New York Power Authority is partnering with the Israel Smart Energy Association to launch a \$2.5 million competition among innovative Israeli firms with expertise in energy efficiency and clean energy generation to support next-generation electric vehicle technologies, electric grid reliability, energy storage and demand flexibility technologies. The challenge will allow NYPA and ISEA to identify several innovative companies and give winners the opportunity to work with large utilities to help create significant advances in grid reliability, storage, sustainability and affordability, all of which benefit ratepayers, utilities and the environment.

Israel-Based Zero Energy Solutions, a Clean Energy Company, Will Open an Office in New York State: Israeli clean energy company Zero Energy Solutions will open an office in New York State with the support of a \$400,000 grant from the New York State Energy Research and Development Authority. Last year, NYSERDA signed a Memorandum of Understanding with the Israel Innovation Authority to help identify Israeli energy companies that could help New York meet its energy and climate goals. Zero Energy Solutions creates automation technologies that enable commercial buildings to reduce energy use by an estimated minimum of 25 percent, thereby reducing energy costs.

NYPA Partners with Israeli Cyber Security and Grid Management Companies to Test and Demonstrate their Innovative Solutions in New York: NYPA will partner with Israeli firms CY-OT and Siga OT Solutions Inc. as cybersecurity is a major issue for utilities throughout the world. Agreements in this area help position New York as a leader in this critical area. NYPA also will partner with Israeli grid sensor firms EGM and Vocal Zoom. Grid sensors systems enable utilities such as NYPA to take full advantage of emerging digital technologies.

NYPA Partners with the Israeli Electric Corporation: Mostly state owned, and the largest supplier of electricity in Israel, the Israel Electric Corporation will partner with NYPA, the largest state-owned public utility in the U.S., to conduct joint research in the areas of physical and cyber security, as well as in other areas of common interest, such as grid modernization, energy storage and electric vehicles. This joint research effort positions New York State as a leader in the essential areas cutting-edge energy innovation and cybersecurity.

Partnerships with Leading Israeli Life Sciences Innovators

New York Genome Center Partnership with Technion-Israel Institute of Technology to fight ALC: The New

new York Genome Center Partnership with Technion-Israeli Institute of Technology to Fight ALS: The New York Genome Center and Technion will collaborate to complete the genetic mapping of all 600 ALS patients in Israel, including both Arabs and Jews, the first time such multi-ethnic mapping of Israeli ALS patients will occur. The resulting data will be compared to over 3,000 ALS genome sequences in the NYGC's global ALS Consortium. Technion President Prof. Peretz Lavie and Prof. Aaron Ciechanover, Nobel Laureate 2004, advisors to the Israel ALS Association, have worked with Dr. Hemali Phatnani, Director of the NYGC Center for Genomics of Neurodegenerative Disease and Dr. Tom Maniatis, NYGC's Scientific Director and CEO, to establish this new research collaboration. This collaboration joins an Israel-wide program of IsrALS aimed at enrolling all of Israel's ALS patients in the NYGC's ALS Consortium.

Roswell Park Partnership with Maccabi Healthcare and the University of Haifa: Roswell Park Comprehensive Cancer Center will be entering into two MOUs: one partnering with Maccabi Healthcare Services and the other with University of Haifa. Both MOUs will center around developing new approaches to better treat, detect and prevent cancer.

Northwell Health Hosting Israeli Health Companies: One of New York's largest private employers and largest health systems, Northwell Health is renewing its MOU with the Israel Innovation Authority and will be hosting Israeli digital health companies in New York in September. The companies will work with Northwell on a series of innovations, including wearable sensors and other health assessment and tracking devices, as well as pharmaceutical therapeutics and clinical trials.

Partnership with Ben-Gurion University in Israel to Promote Growth in Cyber Security Industry

SUNY Expands New York-Israeli Homeland Security and Cybersecurity Partnership: The College of Emergency Preparedness, Homeland Security and Cybersecurity at SUNY Albany is the first standalone college dedicated to the topics of emergency preparedness, homeland security and cybersecurity. The college will be partnering with Ben-Gurion University of the Negev in Israel to promote international dialogue and growth in cyber security research, education and industry. The institutions will join together for a two-week exchange summit on cyber security, research and industry, as well as explore a dual degree program.

Israeli Securities Agree to Collaborate on Financial Innovating

Agreement between New York and Israeli on Financial Technology (FinTech) Cooperation: The New York State Department of Financial Services and Israel's financial regulators, the Capital Markets Insurance and Savings Authority, the Israel Securities Authority, and the Bank of Israel, have signed an MOU to make it easier for FinTech innovators from each market to enter the other, promoting New York and Israel as innovation hubs for financial services technology. Israel has over 750 FinTech companies fueled in part by a deep talent pool of cyber experts produced through military training. Through this MOU New York and Israel will: refer FinTech innovators to each other, which can improve speed to market; exchange information about regulatory and policy issues; ensure that innovators in each other's jurisdiction receive equivalent levels of support; share expertise, and coordinate training sessions.

Empire State Development President, CEO and Commissioner Howard Zemsky said, "New York's robust economic development partnerships with Israel will be further strengthened today through initiatives as diverse as drone technology and cancer treatment, and build on our mutual strengths to advance the state's innovation economy."

DFS Superintendent Linda A. Lacey said, "The New York State Department of Financial Services is pleased to partner with our Israeli friends and regulatory counterparts through this agreement and to work together to ensure that unnecessary barriers to FinTech development are removed and necessary consumer protections are in place to support current and future innovation. The well-established relationship between New York and Israel will be amplified and expanded through this agreement, which will ease the ability of entrepreneurs and innovators to work in both countries."

Alicia Barton, President and CEO, NYSERDA, said, "Governor Cuomo's nation-leading investments in emerging clean technologies is enabling innovative, forward-thinking companies such as Zero Energy Solutions to expand their operations and bring their products into the New York marketplace. Helping clean energy companies scale-up is vital to growing our green economy and combatting climate change, which is not only a New York priority, but a global issue, and we are proud to partner with Israel on this effort."

Gil C. Quinones, NYPA president and CEO said, "Under Governor Cuomo's leadership, the Power Authority's partnerships with Israeli firms in the energy industry have been invaluable during NYPA's digital transformation and we expect that these new agreements will yield far-reaching benefits as well. These new New York-Israel partnerships are a natural extension of our previous collaborations and will allow New York and Israel—two of the world's leading technology hubs—to generate greater innovation and yield considerable lasting benefits for both parties and for utilities around the world. These innovations will help us both deliver against our bold goals for a resilient, safe, renewable and affordable energy system that enables us to address the challenges of climate change today."

Ron Brachman, Director of the Jacobs Technion-Cornell Institute at Cornell Tech and a Professor of Computer Science at Cornell University, said, "We are very excited to take part in this initiative to explore new ways to harness emerging technology to tackle the biggest challenges facing New York State, the State of Israel, and the world today. Thanks to the leadership and vision of Governor Cuomo, this innovative collaboration builds on the terrific partnership between Cornell University and the Technion-Israeli Institute of Technology."

Dr. Tom Maniatis, NYGC's Scientific Director and CEO said. "This collaboration aims to advance the

...from mapping, the collaboration aims to advance the understanding of the genetic basis of ALS, and ultimately to lead to the development of new treatments. As we move forward, we hope to raise awareness of ALS and attract additional philanthropic resources to fund this important research."

Technion President Prof. Peretz Lavie said, "This is a unique project. Mapping every ALS patient in Israel will provide invaluable data to better understand the causes of this devastating disease. Israel will be the only country in the world where every single ALS patient will be studied. So far 81 patients were mapped and we do hope to attract additional philanthropic resources to complete this ambitious project. We are grateful to Governor Cuomo who initiated the Technion-NYGC collaboration that has led to this important project."

Iftach Cohen, CEO, Zero Energy Solutions said, "We are very excited that the NYSERDA award is enabling us to open our North American office in New York City. We look forward to introducing our first learning Climate Intelligence platform, a smart plug and play energy optimization solution for commercial real estate properties, to the U.S. market. Our innovative technology will support New York State's recently passed landmark climate legislation and help the state achieve its energy goals."

Supervisor of Banks, Hedva Ber, said, "Promoting technological advancement and innovation in our banking system is one of the strategic goals of the Bank of Israel. I thank my colleagues and the partners from New York for this cooperation, which will support our ability to be in the frontier of technology while making sure risks of all types are managed according to best international practices."

Head of Capital Markets, Insurance and Savings Authority, Moshe Bareket, said, "As in-charge regulator of non-bank FinTech operations in Israel, the Capital Market Insurance and Savings Authority is welcoming cooperation and joint work with other global and local regulators. I am sure that we will have fruitful and constructive exchanges on FinTech with our New York colleagues which will be mutually beneficial."

Chairwoman of Israel Security Authority, Anat Guetta, said, "We understand that FinTech technologies can promote investor welfare, and to do so we need to identify and analyze what would be the potential value for the investors. The financial and the technological worlds operate almost without borders. Global integration is an important element of supervision and this agreement, together with other global activities of the ISA, is an important part of this integration."

Major General (Res.) Yiftach Ron-Tal, Israeli Electric Corporation Chairman of the Board of Directors said, "I am extremely honored and proud to execute this MOU between IEC and NYPA. IEC, Israel's largest critical infrastructure corporation, has developed top notch knowhow and processes as well as vast physical and cyber security experience, due to exposure to vast number of attacks from all over the world. I am sure this MOU will significantly contribute to the cooperation and partnership between IEC and NYPA, will improve our defense capabilities and will provide the basis to achieve progress in areas that are of vital interest to the two companies, and to the state of Israel and the United States."

Elad Shaviv, CEO of the Israeli Smart Energy Association said, "We are excited to cooperate with NYPA to support the transformation of the energy sector. The New York-Israel Innovation Challenge, brings enormous benefit in bridging the challenging gap between innovative solutions and commercial usage, and will benefit both New York and Israel in building a healthier and safer environment while creating jobs and sector leadership."

Amir Cohen, CEO of EGM said, "NYPA and EGM are collaborating on a demonstration project to smartly and efficiently monitor NYPA overhead transmission line systems based on smart sensors, optimized big data based forecasting and analytics technology developed by EGM. EGM's analytics system processes the collected big-data and delivers real-time, meaningful useful information to inform the grid's operation, maintenance and management. The NYPA-EGM project aims to modernize the grid by increasing grid resiliency capabilities, maximizing asset utilization, and improving security systems both for the grid and customers."

Tal Bakish, CEO of VocalZoom said, "The Industrial IoT is only as good as the sensors that monitor machines. Unfortunately, most IIoT sensors are built on technology that makes predictive maintenance solutions expensive and unreliable for a number of important use cases. This project will field test new VocalZoom sensors with the goal of making power transformer monitoring more accurate and efficient. By improving NYPA's monitoring capabilities, the project supports Governor Cuomo's strategy to build a more resilient energy system."

CEO and founder of CyberGym is Ofir Hason said, "CyberGym is honored to partner with NYPA, a key player in NY energy market. The mutual cooperation will assist CyberGym in expanding its foothold in NY, while significantly improving the cyber security level of the local power companies. We believe that the recently signed MoU will result in a long term work plan and a more secured life, without investing in additional security products."

Candace S. Johnson, PhD, President and CEO, Roswell Park Comprehensive Cancer Center, said, "I'd like to thank Governor Cuomo for inviting Roswell Park to participate in trips like this. Each time we've walked away with relationships and partnerships patients across the world benefit from. In Maccabi Healthcare Services and Haifa University's Tauber Center, we found teams that are just as passionate as we are about strategically applying our expertise and resources to make a difference for cancer patients and drive the science that will help us to not only control but prevent cancer."

Michael Dowling, President and CEO of Northwell Health said, "For the past two years, Northwell Health has been collaborating with the Israel Innovation Authority on the development, validation and implementation of medical innovations that advance patient care. We look forward to furthering our collaboration with numerous Israeli start-up companies that are pursuing unique digital health solutions that promise to improve quality and better serve our patients. We thank the Governor for recognizing the possibilities that exist in health care and numerous other

industries with these innovative Israeli companies."

Ben Gurion University's VP for Global Engagement Prof. Limor Aharonson-Daniel said, "We look forward to the expansion of the Homeland Security and Cybersecurity Partnership with SUNY Albany. BGU greatly appreciates and values the support of Governor Cuomo who conceived the CEHC in Albany in 2015, approved the connection with the BGU PREPARED Center for Emergency Response Research in 2017, and is now seeking to further expand the partnership."

Robert P. Griffin, Founding Dean of the College of Emergency Preparedness, Homeland Security and Cybersecurity at UAlbany, said, "The Governor's vision of a SUNY college dedicated to training those who will keep our families and communities safe knows no boundaries. The opportunity to share, work and learn with our friends and colleagues in Israel and at Ben Gurion University reflects UAlbany's values and strategic mission in New York and around the world. I remain honored to be part of this vision, mission, and partnership."

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