



# State Economic Development Executives Network (SEDE)

Helping State Economic Development Leaders Thrive

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## **SEDE Fall Networking Meeting**

**October 14 - 15, 2025**

**Empire State Development (ESD)**

**655 Third Avenue, 4th Floor, New York, NY  
10017**

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# Welcome!

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**SEDE Chair:** Sandra Watson, President and CEO, Arizona Commerce Authority

**Meeting Host:** Hope Knight, President, CEO, and Commissioner of Empire State Development

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# Coffee Break

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# Hot Topics Discussion

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# Energy – Meeting Tomorrow's Needs Today

A glowing lightbulb is the central focus, emitting a vibrant trail of red and blue particles that extends to the right. The background is a dark, starry space with scattered light points. The lightbulb's glow is a mix of red and blue, matching the particle trail.

## **Presentation Leads:**

Jason El Koubi, President and CEO at the Virginia Economic Development Partnership

Juan Pablo Segura, Secretary of Commerce and Trade for the Commonwealth of Virginia

Rick Siger, Secretary, PA Department of Community & Economic Development

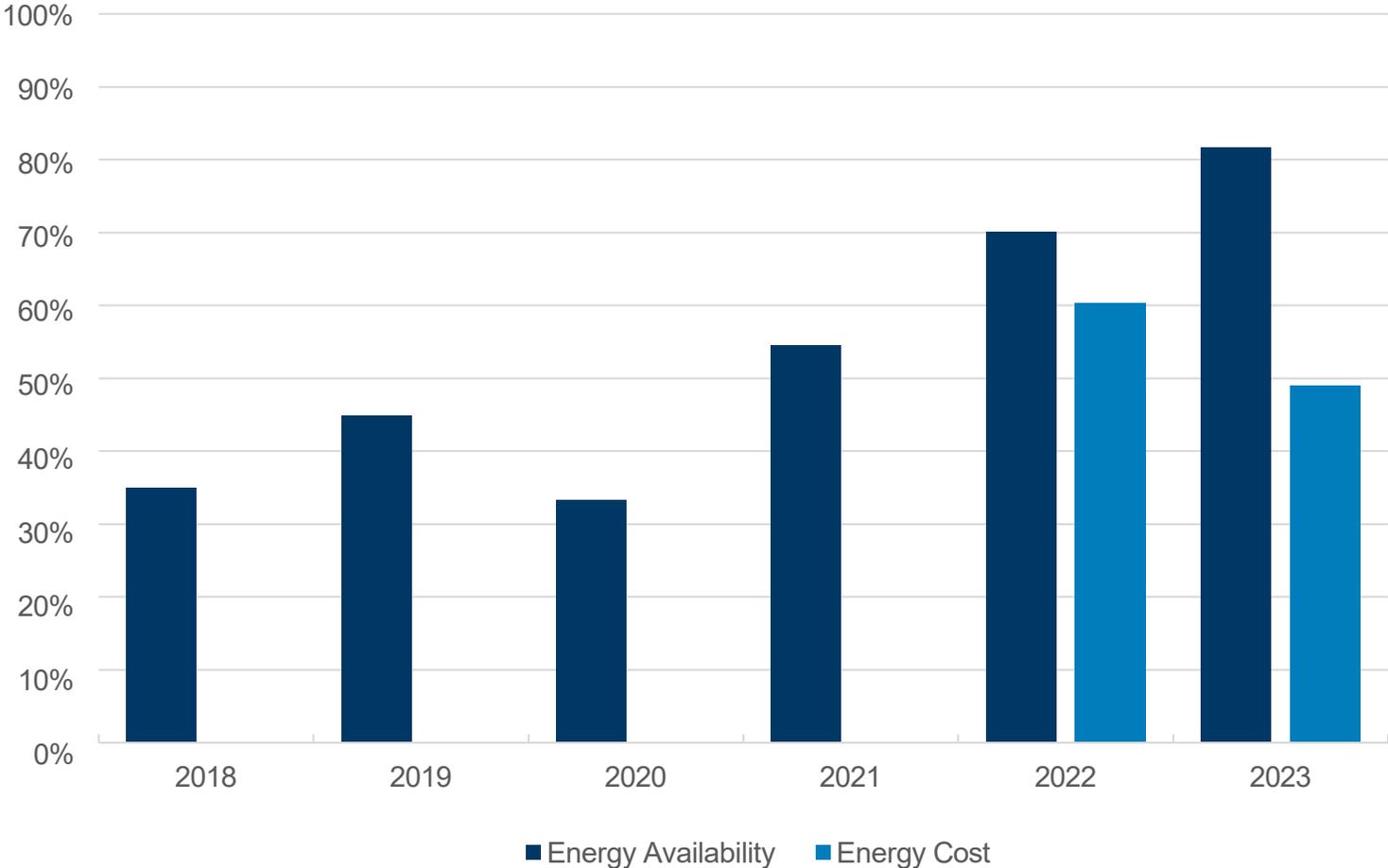
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# VEDP ENERGY STRATEGY SUMMARY

October 2025

# INCREASING IMPORTANCE OF ENERGY AVAILABILITY AND COST

% of (site consultant) respondents who identify energy as “very important” site selection factor



\*\*“Energy availability and cost” was a single combined datapoint until 2022 when separated into two datapoints  
Source: Area Development, Consultants Survey, 15<sup>th</sup> - 20<sup>th</sup> editions

## EXECUTIVE SUMMARY OF VEDP'S APPROACH TO ENERGY

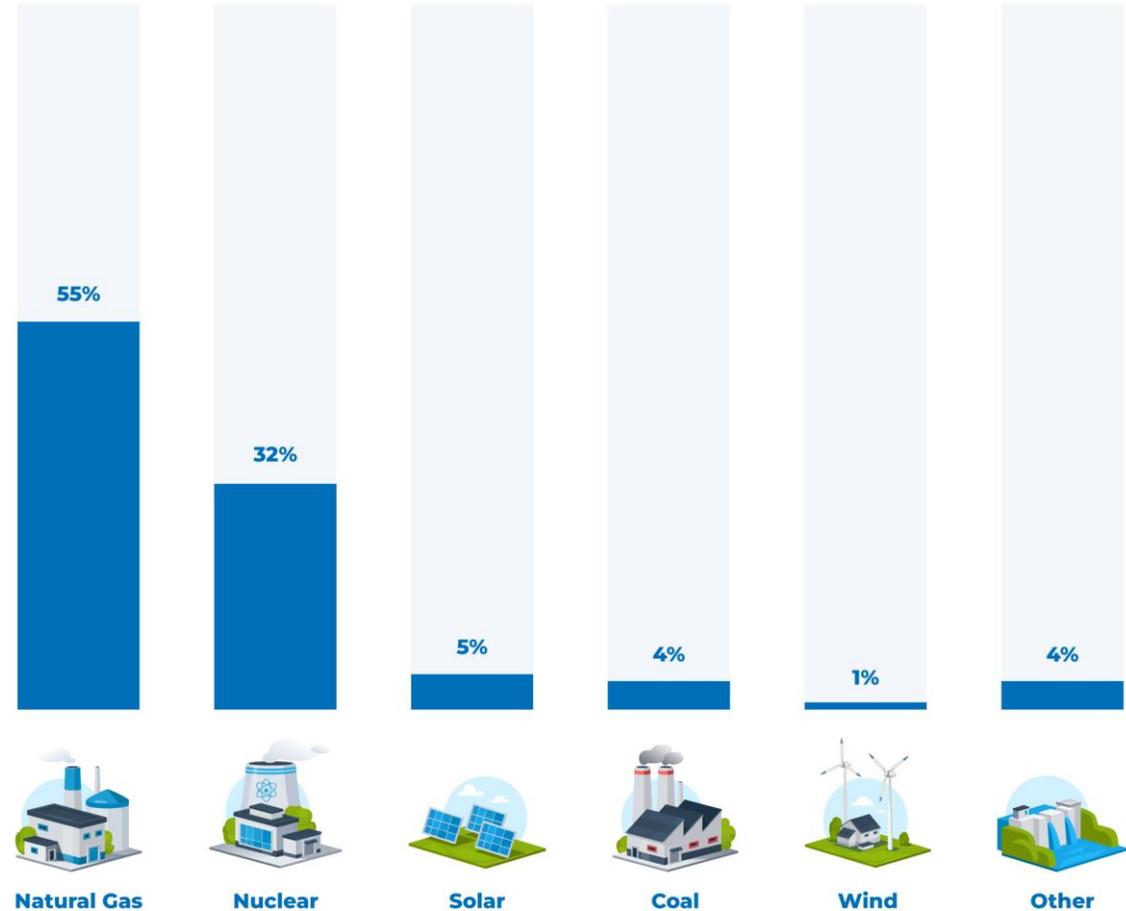
- VEDP's priority is ensuring Virginia has necessary energy solutions to support economic growth: **reliable, cost-effective energy that meets project timelines**
- **Strategic collaboration** with utilities, state agencies, and policymakers enables VEDP to support **energy solutions** and more **effectively communicate** Virginia's ability to support new and existing business growth
- **Direct support for economic development projects** has been strengthened with expedited permitting, enhanced pre-prospect coordination with utilities, deeper interagency collaboration, and increased energy expertise at VEDP
- VEDP is collaborating with Virginia Energy to **evaluate real estate options** across the Commonwealth and identify those with the greatest potential to support energy intensive end-users and/or energy generation projects
- **Policy proposals** under consideration include reducing supply chain and permitting delays, using renewable energy certificates as incentives, and enabling revenue sharing to facilitate infrastructure development

# KEEPING OUR LIGHTS ON & OUR COMMUNITIES MOVING FORWARD

## All-of-the-Above Strategy Strengthens Our Grid & Bolsters Energy Security

- Reliable, affordable, & increasingly clean
- Nuclear + natural gas = reliable baseload
- Renewables = support at peak demand
- Transmission expansions strengthen reliability
- Demand response & energy efficiency reducing peak strain

Virginia's Energy Mix



# ECONOMIC GROWTH FOLLOWS ENERGY GROWTH

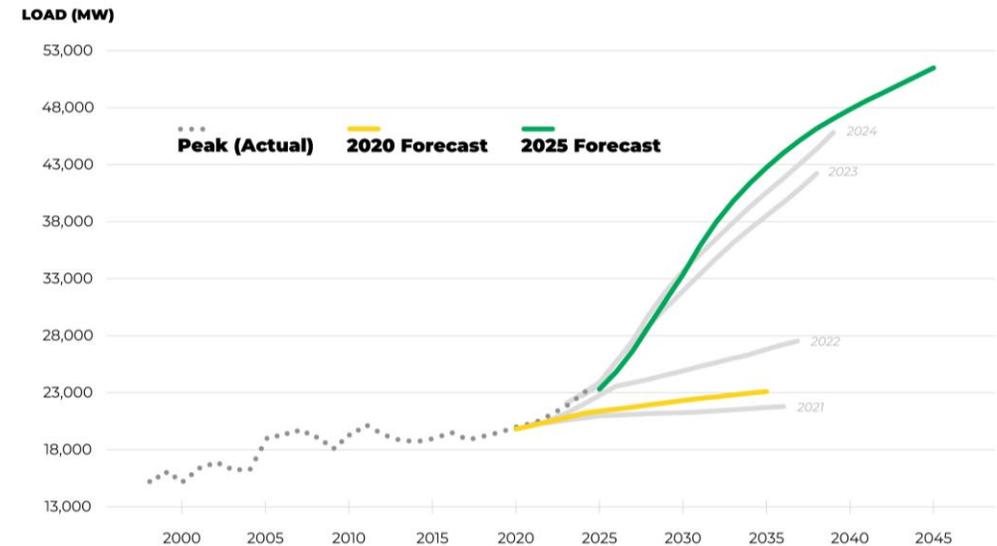
## Where Energy Flows, Opportunity Goes

- **+500k population** growth in last decade
- **\$140 billion** in committed capital investments under Youngkin administration
- **Energy capacity must double** in the next decade

## An Integrated, Wholistic Approach Virginia's Energy Future:

- **Investments in breakthrough technologies** like advanced nuclear, fusion, and hydrogen
- **Workforce Development programs** creating career pathways in wide range of disciplines
- **Public-private partnerships** establishing a network of committed innovators and financiers through the Virginia Clean Energy Innovation Bank
- **Reliability through dispatchable natural gas & nuclear** alongside renewables and emerging technologies like battery storage

**PJM Load Growth Forecasts**  
2020-2025, Dominion Zone, Summer Peak



Source: PJM Long-Term Load Forecast Reports, 2020-2025.



# WHAT IS HOLDING US BACK?

## Virginia Clean Economy Act

- Renewables only mandates
- **\$5 billion+ in new fees** from Renewable Energy Credits over the next decade, often funding projects outside VA
- **Forced early retirements** of essential baseload generation

## PJM Failures

- Years-long interconnection backlog, slow market signals, governance without state voices
- **Permitting Bottlenecks** – outdated siting rules and red tape delaying critical infrastructure
- **Transmission Lag** – regional grid upgrades not keeping pace with explosive demand growth



# Powering Pennsylvania:

## Energy and Economic Development in the Commonwealth

*Secretary Rick Siger, PA Department of Community and Economic Development*

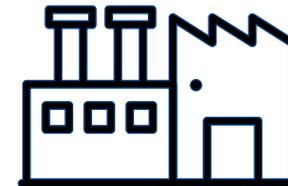
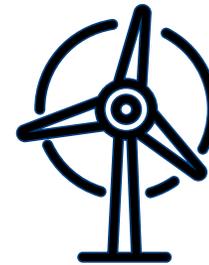
SEDE Network Meeting

October 14, 2025

**PENNSYLVANIA  
GETS IT DONE.**

# An Uncertain National Energy Landscape.

- Shifting federal priorities
  - Rollback of federal funding puts energy jobs and investments at risk
- Rapidly increasing energy demand
  - PJM too slow to respond
  - Demand for power from new AI infrastructure outpacing supply
- Tough questions without easy answers



# Pennsylvania Is An Energy Powerhouse.

- 2nd largest net supplier of energy in the U.S.
- 2nd largest natural gas producing state
- 2nd largest nuclear power producer
  - National leader for companies in the nuclear supply chain



Energy is one of the five priority sectors identified in Pennsylvania's **10-Year Economic Development Strategy**.

Released in early 2024, the strategy also identified ways for Pennsylvania to better compete – leading to the Shapiro Administration securing major investments in site development and transformative permitting reform.

# PA DCED's Work in Energy.

- Energy-enabled investment is focus of business attraction efforts
- Redeveloping legacy energy infrastructure
  - Playbooks for coal-fired power plants
  - Characterized site redevelopment possibilities
- Sites repositioning for power generation and AI infrastructure
  - Homer City\*
  - Robena\*
  - Shippingport



# Governor Josh Shapiro's Lightning Plan.

- Six-point legislative proposal
- “All of the Above” strategy
- Create energy jobs
- Reduce costs for consumers
- Build new generation capacity

**PENNSYLVANIA  
GETS IT DONE.**



## **PA Economic Development for a Growing Economy (EDGE)**

- Tax credits for critical sectors
- Reliable Energy Investment, Clean Hydrogen, Sustainable Aviation Fuel

## **Reliable Energy Siting and Electric Transition (RESET) Board**

- Statewide authority to site key energy projects
- One of 12 states without statewide approval body

# Energy-Related Manufacturing in PA.

## PMF Industries

- Hydrogen storage cylinders

## Verne Inc.

- Compressed, high-pressure hydrogen storage vessels

## Mitsubishi Electric Power Products

- Advanced switchgear factory

## Hanwa Philly Shipyard

- Maritime vessels that service the global energy industry





Pennsylvania

**Department of Community  
& Economic Development**

Thank you!

[dced.pa.gov](http://dced.pa.gov)



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# Adjourn

An aerial photograph of Central Park in New York City, showing the park's green spaces, lakes, and paths surrounded by a dense grid of skyscrapers and buildings. The word "Adjourn" is overlaid in large white text on the left side of the image. Two horizontal white lines are positioned above and below the text.

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# Bagels and Coffee

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# Review of Day 1

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A worker wearing a white hard hat and safety glasses is adjusting a control panel on a piece of industrial machinery. The control panel features several buttons, knobs, and gauges. The background shows a complex industrial setting with various pipes and equipment.

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# Workforce Innovations – New Approaches

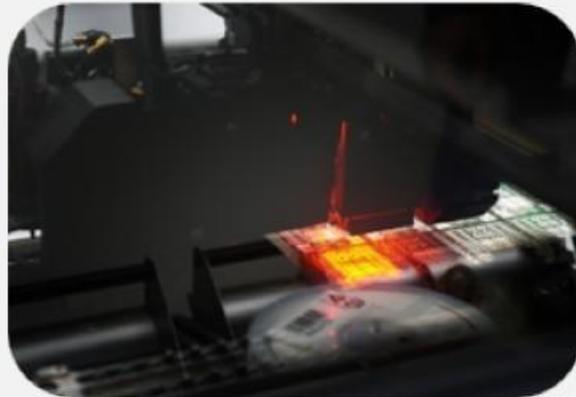
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## Presentation Leads:

Joshua D. Jefferson, Deputy Secretary of  
Business Development, KS Dept. of Commerce

Michelle Hataway, Director, Missouri Department  
of Economic Development

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**Joshua Jefferson**

Deputy Secretary of Business  
Development

**KANSAS**  
**COMMERCE**





## State Economic Development Executives (SEDE) Network

### Today's Discussion:

- Our Wholistic Approach to Prosperity
- Program Spotlight:
  - On-The-Job Training (OJT)
  - FRAME Grant
- Supporting Military Talent: SkillBridge
- Recruiting Workforce: Love, Kansas
- Let's Talk



# Our holistic approach to growth...

- Business Development
- Workforce Services
- Community Development
- Kansas Main Street
- Office of Rural Prosperity
- Office of Innovation
- Kansas Tourism
- International Trade
- Office of Broadband Development
- Office of Registered Apprenticeship
- Small Business Office
- Quality Places Division

**KANSAS**  
COMMERCE



# On-The-Job Training (OJT)

## Funding Source:

- Federal Workforce Innovation and Opportunity Act (WIOA)

## Benefit:

- 50% Wage Reimbursement for Qualifying Candidates/Positions

## Program Outcomes:

- Employers get a “trial run” at hiring a qualifying individual
- Mitigates risk for hiring and training certain workers
- Employees “earn-and-learn” during the training and onboarding period, up to six weeks
- Local workforce centers play “matchmaker” between companies willing to support OJT and employees who would be a good fit for the program
- Leveraged to fill high-demand occupations with employees who may have faced barriers or have skills gaps that additional job-specific training can address



# FRAME Grant

## Funding Source:

- \$2 Million Approved by the Kansas Legislature

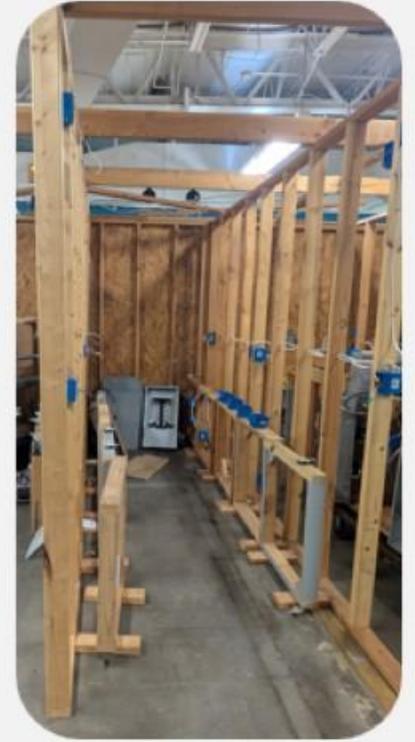
## Benefit:

- Up to \$1 Million Per Institution, With Matching Requirements
- At least two net new houses, which can be sold by the institution to establish a revolving fund

## FRAME Projects:

- Fort Hays Technical College; \$492,435 – 50 Students
- Hutchinson Community College; \$708,965 – 29 High School Students
- Dwayne Peaslee Technical Training Center; \$270,000 – 12 High Schools, 18 Students Enrolled
- Fort Scott Community College; \$528,600 – 3 Students, 7 High School Students

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# DOD SKILLBRIDGE + fiserv.

- **SkillBridge:** DoD-supported internships for transitioning service members
- **Fiserv:** Fortune 500 Fintech Company
  - Building a hub in Overland Park
  - \$6.5 Billion in economic impact over 10 years
  - 2,000 new jobs at an average salary of \$102,000 a year
- State supports dedicated Veterans' Employment staff at Fort Riley, Fort Leavenworth and McConnell Air Force Base.





# KANSAS

## Funding Source:

- \$2 Million Appropriation from Kansas Legislature

## Program Outcomes:

- Letter Writing/Texting Campaign (15,000 Messages)
- 65 Cities and Counties Partnering
- 60 Events and Letter Writing Parties
- 250 Families Returned to Kansas So Far





**Let's Talk**

[www.kansascommerce.gov](http://www.kansascommerce.gov)

**KANSAS**  
**COMMERCE**

LET'S GET  
STARTED



MISSOURI  
**ONE START**

RECRUITMENT | TRAINING | UPSKILLING

# NEW JOBS/JOB RETENTION TRAINING PROGRAMS



# RECRUITMENT



ABOUT US

**WHO WE ARE**

Lorem ipsum dolor sit amet, consectetur adipiscing elit, consectetur adipiscing elit,



ABOUT

ABOUT US

**WHO WE ARE**



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# RECRUITMENT



# RELOCATION REIMBURSEMENT





MISSOURI  
**ONE START**

RECRUITMENT | TRAINING | UPSKILLING

[MissouriOneStart.com](https://MissouriOneStart.com)

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# Break

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# Summary of Discussion Themes

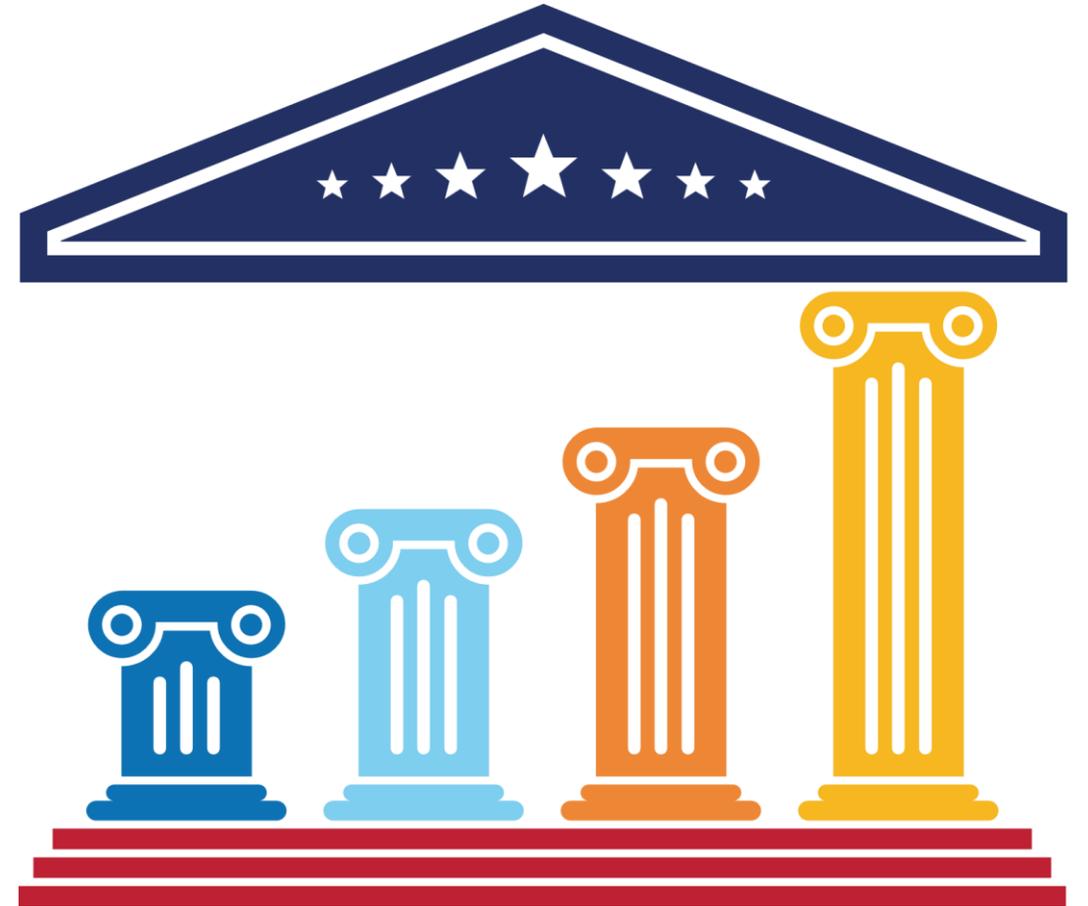
A photograph of a wooden table in a meeting room. The table is covered with various documents, including a color palette, a grid of colored squares, and several sheets of paper with text and images. Numerous colorful sticky notes (pink, yellow, green) are scattered across the documents. A person's hand is visible, pointing at one of the documents. In the background, there is a white mug, a desk lamp, and other office equipment. The overall scene suggests a collaborative brainstorming or design session.

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# Network Business Meeting

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**Lunch**

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# Meeting Summary and Actions

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# Adjourn

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