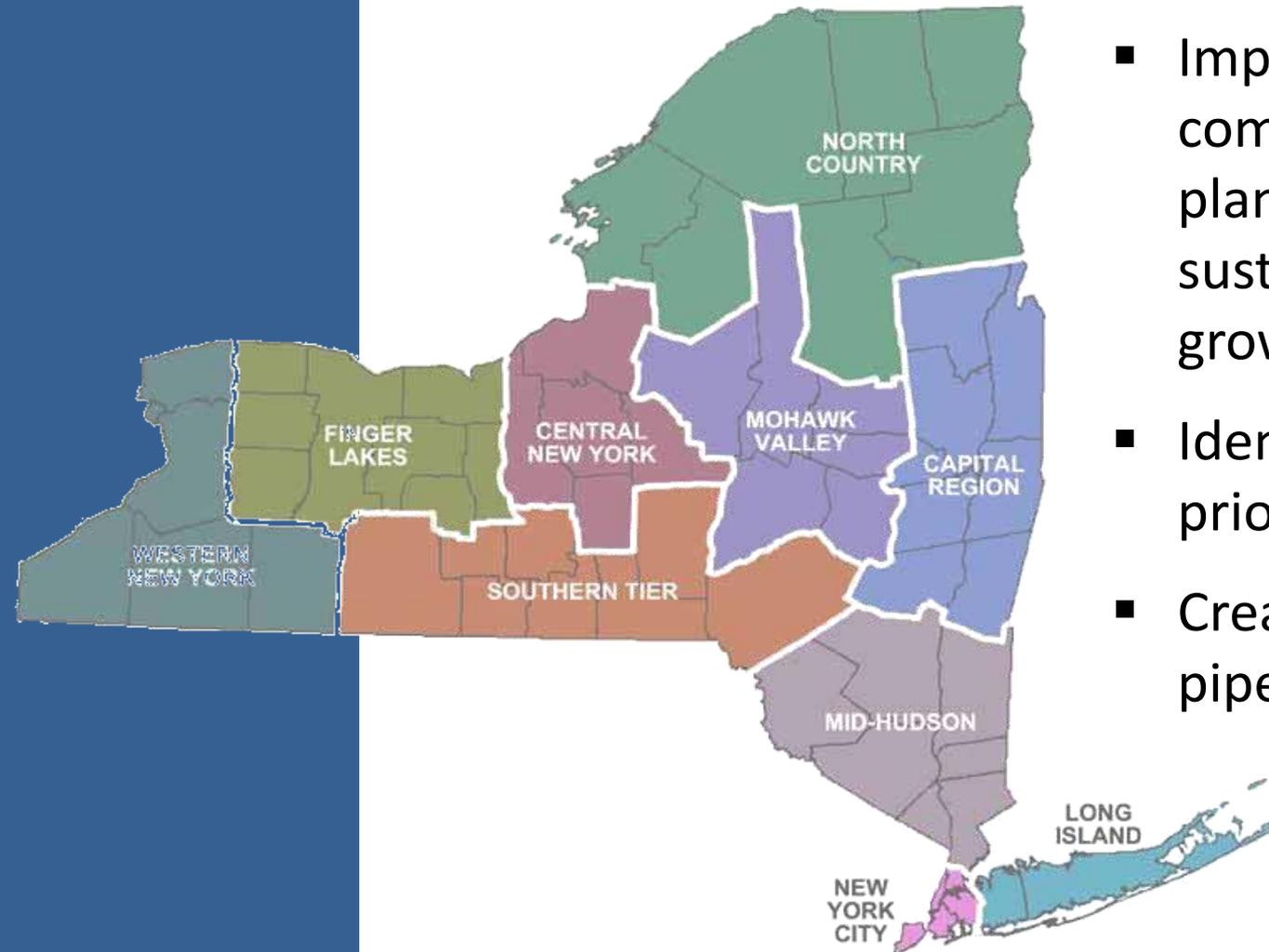




Welcome to the
**2012 Regional
CFA Workshop**



Regional Economic Development Councils



- Implement community-driven plans for long-term sustainable economic growth
- Identify regional priorities
- Create project pipelines

Consolidated Funding Application

The screenshot shows the 'NYS Consolidated Funding Application Registration' form. It includes a header with the 'Open BUSINESS' logo and navigation links for 'Home', 'Help', and 'Print Page'. The form fields are: 'Email Address' (with a checkmark for verification), 'Organization Name' (with a note about business status), and 'Project Alias Name' (with a note about unique identifiers). A 'REGISTER NOW' button is at the bottom.

Streamlined approach to funding requests



This is an identical screenshot of the 'NYS Consolidated Funding Application Registration' form, showing the same fields and layout as the first screenshot.

Multiple agency programs



This is an identical screenshot of the 'NYS Consolidated Funding Application Registration' form, showing the same fields and layout as the previous screenshots.

Single application per project





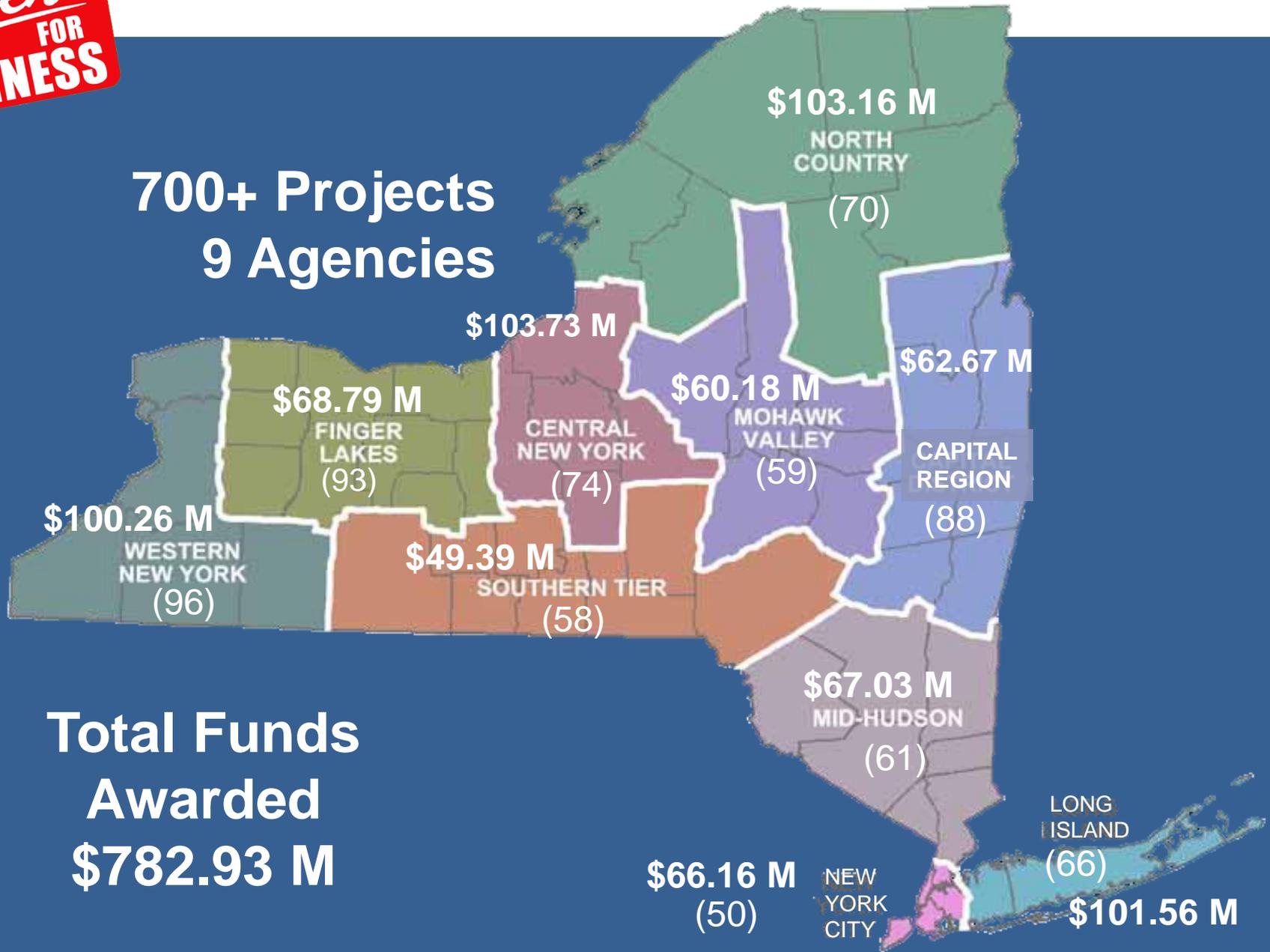
CFA Improvements

- ✓ More time to apply
- ✓ More time to review applications
- ✓ Mechanism to address time-sensitive and confidential projects
- ✓ Improvements to application
- ✓ More user friendly and improved functionality



2011 CFA Awards

700+ Projects
9 Agencies



Total Funds
Awarded
\$782.93 M

Available Resources for Regional Councils in 2012



NYS Consolidated Funding Application

Total grants, tax credits &
other resources*
(in millions)

Direct Assistance to Businesses	up to \$247
Empire State Development	
Community Development	up to \$61.2
Homes and Community Renewal	
Office of Parks, Recreation and Historic Preservation	
Council on the Arts	
Agricultural Economic Development	up to \$3
Agriculture and Markets	
Waterfront Revitalization	up to \$16
Department of State	
Canal Corporation	
Environmental Improvements	up to \$3+
Environmental Facilities Corporation	
Empire State Development	
Department of Environmental Conservation	
Energy Improvements	up to \$50
Energy Research and Development Authority	
New York Power Authority	
Sustainability	up to \$12
Energy Research and Development Authority	
Workforce Development	up to \$5
Department of Labor	
Low-Cost Financing	up to \$350
Potential Resources Available	up to \$750 million

Available Funding

NYWorks.ny.gov



North Country Regional Economic Development Council

Priority Projects/CFA
Applications,
Regional Council Scoring and
Successful Applications



North Country Regional Economic Development Council

- Our goal for today
 - Clarify what the North Country Regional Council will consider as Priority Projects for 2012 Plan update
 - Highlight the scoring of CFA's by the NCREDC
 - Share tips for preparing a winning application



Priority Projects / CFA Applications

- It is important to note that any project that is seeking funding should apply to NYS through the CFA process.
 - Private business projects
 - Community development projects
 - Non Profit organizations
- Not all projects are applicable for consideration as “Priority Projects”.



Transformational and Transformative

Transformative and Transformational Projects shall exhibit a majority of the following attributes:

- The project will unlock a barrier to economic progress; and
- The project capitalizes on a unique regional asset(s); and
- The project can demonstrate a positive regional impact; and
- If a project is a pilot, the project must be able to demonstrate that it can be replicated and is scalable for potential regional results; and
- Projects that demonstrate a multi-county or regional impact shall be most highly valued.
- The project represents an innovative solution



Priority Projects / CFA Application

- First step is a basic decision tree. If your project meets the criteria for “transformational”, then you can submit additional information for consideration as a priority project.
- In general, most public projects – park improvements, historic preservation, streetscapes, etc - would not be considered “priority”.
- While not a priority, your project can still submit a CFA application for state funding!!



Priority Projects / CFA Application

- Examples of Priority Projects:
 - Water infrastructure that will benefit a significant employer and retain employment versus water infrastructure that is for residential development, or minor commercial.
 - A major hotel project that will employ dozens of new people versus a small local motel or bed and breakfast.
 - Major housing development for Fort Drum versus a historic building renovation that will create six or eight apartments.



Priority Projects / CFA Application

- To be considered as a priority project, an applicant **MUST** complete the Priority Project form
- A CFA application will also be required
- It is highly recommended that the applicant discuss this in advance with Regional Council members, Empire State Development Staff, their local IDA or economic development contact.



Resources

- North Country Regional Economic Development Council web site
 - www.northcountryopenforbusiness.com
 - This site has a link for the definition of a transformational project.
 - Also a link for the Priority Project form that can be submitted for consideration.
 - Upcoming Public Forums: June 12 in Watertown and June 19 in Lowville.



Resources

- Contacts:
 - NYS Empire State Development
 - Clinton County-The Development Corporation
 - Franklin County IDA
 - Essex County IDA
 - St. Lawrence County IDA
 - Hamilton County IDA
 - Jefferson County IDA
 - Lewis County Economic Development
 - Tug Hill Commission
 - Development Authority of the North Country



Regional Council Scoring

- Regional Council Priorities and CFA Scoring
 - It is very important that CFA applications focus on the vision and key strategies defined in the 2011 NCREDC Strategic Plan.
 - Both the vision and key strategies can be found on the northcountryopenforbusiness.com and in the body of the strategic plan.



Vision

- Energize our cities and villages
- Support entrepreneurs and small business
- Build off our excellent higher education
- Great place to live, work and study
- Tourism is a key component of economy
- Expand our agricultural expertise
- Lead in Green Energy



Key Strategies

- Workforce Development
- Develop housing alternatives for Fort Drum
- Retain and expand our large manufacturers
- Grow small business and entrepreneurs
- Use higher education facilities to spur business
- Support tourism related development



Key Strategies

- Promote value added agricultural products
- Use energy efficiency resources to reduce overall energy costs
- Support clean energy related development
- Maximize our international corridors to Canada
- Support broadband access
- Preserve and optimize the North Country's rail infrastructure



Regional Council Scoring

- CFA Scoring
 - The NCREDC will score each CFA application following NYS guidelines.
 - The proposal is identified as a Priority Project
20 points
 - The proposal is identified in the plan and has regional benefits
15 points
 - The proposal advances the plan and has local benefits
10 points
 - The proposal is consistent with the plan and has project level benefits
5 points
 - The proposal has limited relationship to the plan
0 points



How to Prepare a Successful Proposal

- Have a well defined project with a strong budget
- Demonstrate organizational capacity and credibility
- Show past successes
- Demonstrate the need for your project
- Develop Partnerships - Outline roles of partners
- *A more detailed document with additional tips can be found at northcountryopenforbusiness.com*



North Country Regional Economic Development Council

- www.northcountryopenforbusiness.com
 - Information
 - Post questions or comments
 - Dates for upcoming meetings
 - All the resources discussed today.
 - Also on facebook at
northcountryopenforbusiness.

Application Portal

NYS Consolidated Funding Application Registration

* Email Address:

* Email Address Check:
Re-enter your email address for a verification check.

* Organization Name:
If you do not have a business name yet please enter your DBA. Use only alpha-numeric characters.

* Project Alias Name:
This will be the name associated with your project. Use only alpha-numeric characters.

* Please enter the sum of the following two numbers:
4 + 3 =

This helps to protect our system from spam.

REGISTER NOW

NYS Consolidated Funding Application - Windows Internet Explorer
https://apps.do.ny.gov/apps/cfa/register.cfm

New York State State Agencies Search all of NY.gov

Open FOR BUSINESS

Home Help Print Page

NYS Consolidated Funding Application Registration

Thank you for registering.

Instructions

Important - Before proceeding read the following carefully:

- 1. Save your information**
Please make note of the following information. You should print this page and save it for your records now.

Your organization name is: NYS DOS
Your project alias name is: CFA Work
Your project token is: **buster7239edna**

PLEASE DO NOT LOSE THE TOKEN SHOWN ABOVE - YOU WILL NEED IT TO ACCESS YOUR APPLICATION ONCE YOUR ACCOUNT HAS BEEN ACTIVATED.

- 2. Check your email**
An email has been sent to you with information on how to get started with your application.
You must follow the link contained in this email message to activate your account and to begin the application process.

Contact | Disclaimer | Accessibility | Governor's Office
cpv

Activate Your Account

Save This Page

Follow the link to the Confirmation page

Click LOGIN to begin answering questions

Message Developer Adobe PDF

Reply Reply to All Forward Delete Create Rule Move to Folder Other Actions Block Sender Not Junk Categorize Follow Up Mark as Unread Find

From: cfa@ny.gov Sent: Wed 3/28/2012 9:31 AM
To: Jane.Smith@dos.state.ny.gov
Cc:
Subject: NYS Consolidated Funding Application Registration Confirmation

Thank you for registering with the NYS Consolidated Funding Application.

Please retain a copy of this email.

Your Application Number is 12776

Organization Name: **NYS DOS**

Project Name: **CFA Workshop PPT**

Email Address: Jane.Smith@dos.state.ny.us

IMPORTANT

To continue the process you must use the following link:

You will need to login using the email address shown above and the token displayed when you first registered.

[CLICK HERE TO ACTIVATE YOUR ACCOUNT](#)

If you've already activated your account [click here](#) to continue your application.

This email account is not monitored. Please do not reply to this message.

Open FOR BUSINESS

Home Help Print Page

Registration Confirmation

Your registration has been successful and your account is now active.

LOGIN

Select Project Category & Type

New York State State Agencies Search all of NY.gov

NYS Consolidated Funding Application

Open FOR BUSINESS

Home Help Application Log Out

Application Number 12776

PROGRAMS LOCATION DOCUMENTS QUESTIONNAIRE FUNDING REVIEW

Application is NOT FINALIZED

Select Project Category

Welcome to the NYS Consolidated Funding Application.

Please answer the following set of questions as accurately as possible. Based on you may be eligible for will be displayed along with an additional set of questions f

Choose one or more categories below that best represent the CFA Workshop PP

- Direct Assistance to Businesses
- Energy Improvements
- Low Cost Financing
- Municipal/Public Infrastructure
- Sustainability Planning Assistance
- Transportation Infrastructure
- Workforce Development

New York State State Agencies Search all of

NYS Consolidated Funding Application

Open FOR BUSINESS

Home Help Application Log Out

Application Number 12776

PROGRAMS LOCATION DOCUMENTS QUESTIONNAIRE FUNDING REVIEW

Application is NOT FINALIZED

Select Type of Project

Choose one or more project types from the list below that best represents your project

- Development of infrastructure such as affordable housing, transportation, water and sewer, communication, energy generation and distribution, and parking garages
[Show Associated Programs](#)
- Low cost power for businesses (including not-for-profits)
[Show Associated Programs](#)
- Non Residential Energy Efficiency Projects (Energy Study/Audit/Master Plan/Benchmarking, New Construction/Substantial Renovation, Retrofit to an Existing Building, Industrial and Process Efficiency Improvements)
[Show Associated Programs](#)

Programs

 Home Help Application Log Out

Application Number 12776

PROGRAMS LOCATION DOCUMENTS QUESTIONNAIRE FUNDING REVIEW Application NOT FINALIZED

PROGRAMS

 Based on your answers to the threshold questions, the programs associated with your application may have changed. Please review below.

Below is a list of program(s) for which you potentially qualify. Please click "Remove Program" for any program for which you do NOT wish to apply, then click the "Proceed With Application" button at the bottom of the page to proceed.

Your Application's Programs

You potentially qualify for the following programs:

- Excelsior Jobs Program**
[Show program description](#) [Remove Program](#) ✖
- NY SERDA Energy Efficiency Projects**
[Show program description](#) [Remove Program](#) ✖
- Recharge New York**
[Show program description](#) [Remove Program](#) ✖
- Cleaner, Greener Communities Regional Sustainability Planning Program (Long Island, Mohawk Valley, and Finger Lakes ONLY)**
[Show program description](#) [Remove Program](#) ✖

[Proceed with Application](#)

Ineligible Programs

Due to your answers, your application is **not eligible** for the following programs:

Economic Transformation Program - Tax Credits

[Show program description](#)

Ineligible

Economic Transformation Program - Grant

[Show program description](#)

Ineligible

All Other Programs

The following dropdown list contains programs that are not included in your current list selections. You may add a program to your application by selecting the program from the

Select a program to associate with your application...

Select a program to associate with your application...

Excelsior Jobs Program

Economic Transformation Program - Tax Credits

Threshold Questions



NYS Consolidated Funding Application

Home Help Application Log Out

Application Number 12594

PROGRAMS LOCATION DOCUMENTS QUESTIONNAIRE FUNDING REVIEW

Application is NOT FINALIZED

THRESHOLD QUESTIONS

Instructions

Please answer the following questions.

Your answers will be automatically saved whenever you tab to the next question or when you click outside the answer box in which you are working. You may also click the "Save" button at the bottom of the screen to save your responses.

Completed questions: 0 / 3 total, 0 / 3 required

Show only fields below that are incomplete and required

Legend

-  the question has been answered
-  an answer is required but has not been provided

Threshold

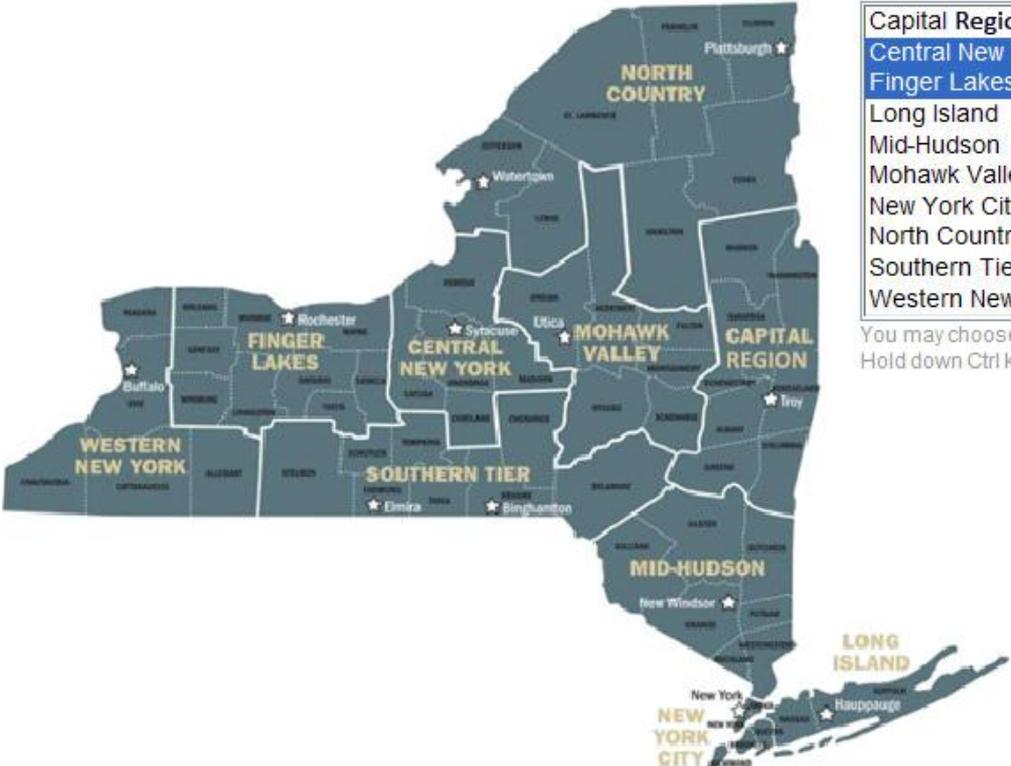
Excelsior Jobs Program

-  1. Does this project predominantly involve any of the following activities at the project location: (1) scientific research and development that will create at least 10 net new jobs in NYS; (2) software development that will

Project Location

PROJECT LOCATION

Select the region(s) within which your project is located



Capital Region
Central New York
Finger Lakes
Long Island
Mid-Hudson
Mohawk Valley
New York City
North Country
Southern Tier
Western New York

You may choose more than one.
Hold down Ctrl key while selecting.

Save & Proceed with Application

Upload Attachments (NEW)

The CFA will indicate which documents to upload before finalizing the application

The screenshot displays the 'NYS Consolidated Funding Application' interface. At the top, there is a navigation bar with 'New York State' and 'State Agencies' on the left, and a search bar on the right. Below this is a blue banner with 'Open FOR BUSINESS' on the left and 'Home', 'Help', 'Application', and 'Log Out' on the right. The main header area shows 'Application Number 12776'. A progress bar below the header contains tabs for 'PROGRAMS', 'LOCATION', 'DOCUMENTS', 'QUESTIONNAIRE', 'FUNDING', and 'REVIEW'. The 'DOCUMENTS' tab is currently selected. A red box on the right side of the progress bar indicates 'Application is NOT FINALIZED'. The main content area is titled 'REQUIRED & OPTIONAL DOCUMENTS' and includes an 'Instructions' section and a 'Legend' section.

New York State State Agencies Search all of NY

Open FOR BUSINESS Home Help Application Log Out

NYS Consolidated Funding Application

Application Number 12776

Application is NOT FINALIZED

REQUIRED & OPTIONAL DOCUMENTS

Instructions

Your application requires you to upload supporting documents. **These files must in PDF format and cannot be larger than 5 MB in size.** [More information is available on how to create PDFs from other documents.](#)

You may proceed with your application without uploading these documents. However, you must return to this section and upload the required documents before you can finalize and submit your application.

Your answers will be automatically saved whenever you tab to the next question or when you click outside the answer box in which you are working. You may also click the "Save" button at the bottom of the screen to save your responses.

Legend

- this document has been uploaded
- this document is required but has not been uploaded
- this document is optional and has not been provided. Optional documents are helpful in the evaluation of your application, but not required.
- the uploaded document is "restricted". The document will only be shared with the state agency/authority that is required to review this application.

Questionnaire

NYS Consolidated Funding Application - Windows Internet Explorer

https://apps.do.ny.gov/apps/cfa/questionnaire.cfm

NYS Consolidated Funding Application

New York State State Agencies Search all of NY.gov

Open for BUSINESS

Home Help Application Log Out

Application Number 12776

Application is NOT FINALIZED

PROGRAMS LOCATION DOCUMENTS QUESTIONNAIRE FUNDING REVIEW

QUESTIONNAIRE

Instructions

To proceed with your application, please answer the following questions.

If your answers are lengthy, we recommend you type your answers into a word processor and paste them into the application so you will always have a copy of your answers. (Note: By design, most of the formatting you create with your word processor will be lost when you paste answers into the application.)

Legend

- the question has been answered
- an answer is required but has not been provided
- an answer is not required and has not been provided
- the answer is "restricted": The answer will only be shared with the state agency/authority that is required to review this application.

Disclaimer: The questions posed in the initial sections of the Consolidated Funding Application are designed to elicit general, non-confidential information about the applicant and its project. Information the applicant believes is confidential (e.g., trade secrets or other sensitive business or personal information) should only be provided, to the extent required, in response to questions designated as "Restricted Questions" in the later, program-specific portions of this application. Information provided in response to Restricted Questions will not be provided to members of Regional Economic Development Councils and will be shared only with agencies and public authorities responsible for program administration and making decisions. Application, and will be protected from disclosure by agencies and public authorities in a manner that is consistent with state law.

Completed questions: 25 / 254 total, 20 / 165 required Show only fields below that are incomplete

Basic

General Project Information

Applicant Information

1. Legal Name of Applicant (Short Answer, Q_1B_34E)

cfa works hop ppt

The CFA questionnaire contains questions relevant to programs for which you are eligible

The end of the questionnaire includes certifications

80. By entering your name in the box below, you certify that you are authorized on behalf of the applicant and its governing body to submit this application. You further certify that all of the information contained in this Application and in all statements, data and supporting documents which have been made or furnished for the purpose of receiving Assistance for the project described in this application, are true, correct and complete to the best of your knowledge and belief. You acknowledge that offering a written instrument knowing that the written instrument contains a false statement or false information, with the intent to defraud the State or any political subdivision, public authority or public benefit corporation of the State, with the knowledge or belief that it will be filed with or recorded by the State or any political subdivision, public authority or public benefit corporation of the State, constitutes a crime under New York State Law. (Short Answer, Q_1B_1038)

Save & Proceed with Application

Minority and Women Owned Business Requirements



For the first time, model MWBE language now exists to standardize MWBE provisions in RFPs and contracts, including Regional Council awards.

Governor Andrew Cuomo signed Executive Order #8 establishing a team to explore ways to expand participation of Minority and Women Owned Businesses (MWBEs) in State contracts

All Regional Council awards will contain language ensuring awardees are pursuing the funding agency's 20+ percent goal of MWBE participation in grantee RFPs and sub-contracts.

Funding (NEW)

Funding Requested

Program	Amount Requested
Excelsior Jobs Program	\$ <input type="text"/>
NYSERDA Energy Efficiency Projects	\$ Answer Not Required
Recharge New York	\$ Answer Not Required
Cleaner, Greener Communities Regional Sustainability Planning Program (Long Island, Mohawk Valley, and Finger Lakes ONLY)	\$ <input type="text"/>
Total Amount Requested	\$ 0

Budget

Excelsior Jobs Program

Funding Sources (Enter dollar amounts below)

1. Total Project Cost (Short Answer, Q_18_657)
2. Amount provided directly by applicant toward project (Short Answer, Q_18_659)
3. State sources committed to project (Short Answer, Q_18_660)
4. Federal sources committed to project (Short Answer, Q_18_662)

[View Help](#)

Indicate the amount of funding that your project will be requesting from each individual program

Review & Finalize Application



NYS Consolidated Funding Application

Home Help Application Log Out

Application Number 12679

PROGRAMS ✓ LOCATION ✓ DOCUMENTS QUESTIONNAIRE FUNDING REVIEW

Application is NOT FINALIZED

REVIEW

- ✓ Project
- ✓ Programs
- ✓ Location
- Documents
- Questionnaire
- Funding \$0

PROGRAMS ✓ LOCATION ✓ DOCUMENTS ✓ QUESTIONNAIRE ✓ FUNDING ✓ REVIEW

IS NOT FINALIZED

REVIEW

- ✓ Project
- ✓ Programs
- ✓ Location
- ✓ Documents
- ✓ Questionnaire
- ✓ Funding \$11

Please Acknowledge

Please Note: By clicking the button below you will no longer be able to modify or amend your application.

BY CLICKING HERE, I ACKNOWLEDGE THAT MY APPLICATION IS COMPLETE AND READY FOR FINALIZATION



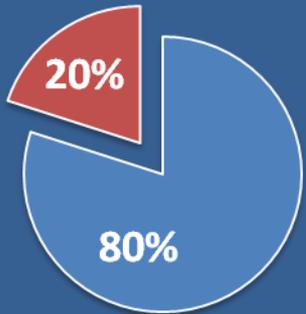
CFA Review

Regional Council Statewide Endorsement Standard

For each CFA the Regional Council reviewer will determine the degree to which the application implements the regional strategic plan and assign the corresponding number of points.

IMPLEMENTATION OF THE PLAN	DEGREE	POINTS
The proposal is identified as a priority project by the Regional Council.	Priority	20
The proposal is identified in the plan and has regional benefits.	Very Strong	15
The proposal advances the plan and has local benefits.	Strong	10
The proposal is consistent with the plan and has project level benefits.	Moderate	5
The proposal has limited relationship to the plan.	Weak	0

Regional
Council
Endorsement



Agency
Technical
Review

CFA Timeline



Resources

NYS Consolidated Funding Application - Windows Internet Explorer

https://apps.do.ny.gov/apps/cfa/

New York State State Agencies Search all of NY.gov

Open FOR BUSINESS

Consolidated Funding Application

Regional Economic Development Councils

Home Help Application Log Out

WELCOME

As part of Governor Cuomo's transformative plan to improve the state's economic development model, a NYS Consolidated Funding Application (CFA) has been created that will streamline and expedite the grant application process. The CFA process marks a fundamental shift in the way state resources are allocated, ensuring less bureaucracy and greater efficiency to fulfill local economic development needs.

Utilizing the CFA serving as the single entry point for access to economic development funding, applicants will no longer have to slowly navigate multiple agencies and sources without any mechanism for coordination. Now, economic development projects will use the CFA as a support mechanism to access multiple state funding sources through one application, making the process quicker, easier, and more productive.

To proceed with your CFA, please use the "Proceed With Application" button below.

Proceed with Application

Links

- CFA Application Process
- Available CFA Resources
- CFA Workshop Materials
- Common CFA Q & A
- Program Questions

Regional Council Information

Application Process Guide

Description of Available Resources

Workshop Materials

Common Q&A

Program Questions

Breakout Groups

- **Group 1 – Business Assistance**

Direct Assistance to Business, Low-Cost Financing, Workforce Development, and Agriculture
– ESD, Ag & Markets, & DOL representatives

- **Group 2 – Community Development**

Waterfront Revitalization, Economic and Community Revitalization, Arts Programs, and Parks, Historic Preservation & Heritage Areas
– OPRHP, HCR, Canals, DOS & Council on the Arts representatives

- **Group 3 – Energy & Environment**

Energy Improvements, Environmental Improvements & Sustainability
– NYPA, NYSERDA, DEC, & EFC representatives

