



**Regional Economic
Development Councils**

2015 Regional Economic Development **Council CFA Round V and URI**

May 4, 2015

CFA and URI

2015 Competition Breakdown

- \$1.5 Billion in Upstate Revitalization Initiative Funds with three \$500 Million Awards
 - 7 Upstate Regions will compete
- \$150 Million in Capital Grants; \$70 Million in Excelsior Tax Credits
 - 3 URI Winners will not be eligible; 7 remaining regions eligible including Western NY, NYC, and Long Island
- \$530 Million in additional state funding through the Consolidated Funding Application (CFA) from various state agencies
 - All 10 regions are eligible; 3 winning URI regions will be capped at \$30 Million per region



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2015 Competition Breakdown

- **3 Upstate Revitalization winners will receive up to \$130 Million in Funds**
 - ✓ \$100 Million from the URI; \$30 Million from additional state funding
- **3 Top Performers of the REDC competition will receive up to \$105 Million in Funds**
 - ✓ \$30 Million in Capital Grants; up to \$75 Million in additional CFA Funds
- **4 Remaining Regions will receive up to \$90 Million in Funds**
 - ✓ \$15 Million in Capital Grants; up to \$75 Million in additional CFA Funds



CFA and URI Timelines

CFA

Competition opened May 1, 2015

Closes 4 PM on July 31, 2015 – No late submissions

Annual Progress Report and Priority Projects due September 21

URI

Plan due October 5, 2015

Presentation in late October/early November



2015 CFA Highlights

CFA ROUND V

- 10 REDCs will compete for shares of up to \$150 million in Capital Funds and up to \$70M in Excelsior tax credits
- Additional \$530 million in state funding and incentives will be awarded through the CFA to support economic development, job creation, and strategic plan implementation.



2015 CFA Competition Criteria

In 2015, each REDC will be required to:

- ✓ Develop a Regional Industry Cluster Plan
- ✓ Update Global NY Plan and identify projects
- ✓ Update ongoing regional initiatives in Progress Report
- ✓ Build and expand the Project Pipeline
- ✓ Strategic Plan Implementation
- ✓ Workforce Development
- ✓ Update Performance Measures

Ongoing Initiatives

- ✓ Global NY
- ✓ Opportunity Agenda
- ✓ SUNY 2020
- ✓ NY Community Rising
- ✓ Incubator Programs
- ✓ Veteran's Initiative
- ✓ Cleaner, Greener Communities
- ✓ Engage Local Governments



Southern Tier Opportunity Agenda

- Target geographic areas with the highest concentration of poverty: Binghamton (1, 2, 5, 6, 9, 11, 12, 13, 18), Corning (9625, 9627), Elmira (1, 2, 6, 7, 10), Endicott (134, 135, 136, 137), Hornell (9608, 9609), Johnson City (135, 139, 140) and Norwich (9703, 0704).
- Training and apprenticeship programs in targeted job categories: Agriculture (food manufacturing); Healthcare (home health care, personal care, registered nurses, nurse aides, administrative assistants, clerks, physicians, licensed practical nurses, supervisors and managers, medical assistants, and cleaners); Energy (energy inspections, weatherization and installation of renewable systems); Transportation (manufacturing and assembly); Travel and Tourism.
- Programs that support employment readiness to help people gain the skills, confidence and work ethic.
- New business development in targeted areas that generate employment opportunities.
- Creative solutions to barriers such as transportation.





**Upstate
Revitalization
Initiative**



Upstate Revitalization Initiative

URI Key Words

Key Words:

- Leverage unique assets and opportunities
- Make game changing investments
- Be innovative
- Be transformational
- Take a strategic approach
- Make decisions based on data
- Be collaborative
- Focus on growth sectors
- Target geographic areas

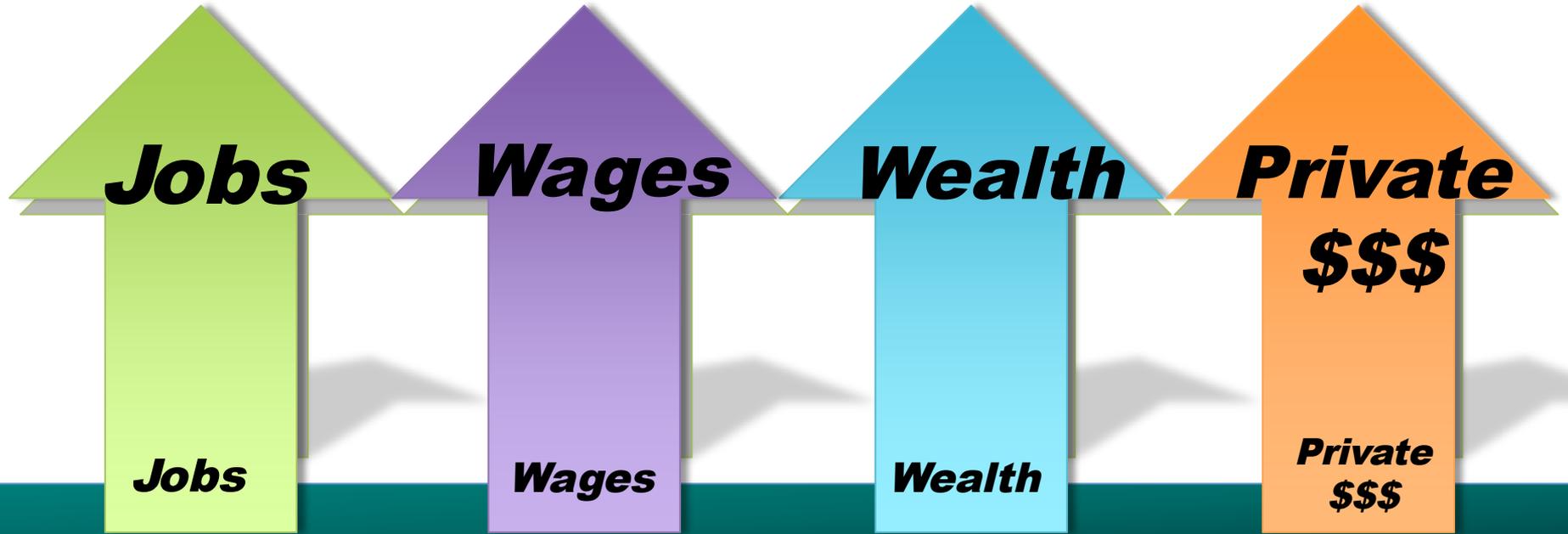
“A revitalization plan should not simply be a compilation of projects that equal \$500 million, but rather should be a plan based upon a comprehensive view of the region’s economy, supported by data, with targeted sectors and activities that will lead to transformative changes in the regional economy. It is expected that the bulk of the plan will focus on sectors, strategies and approaches.”

Note: The reason for selecting initiatives and priority projects selected must be supported by hard data and reflect the regional priorities established in the region.



**Upstate
Revitalization
Initiative**

Revitalization Plan Objectives



URI Plan Objectives

Objectives:

- Significant increase in number of permanent private sector jobs that pay above average wages for the region
- Increased wealth via high paying jobs
- Significant private sector investment

Concepts to Address

Job Creation and Investment Goals



Innovation



**Workforce
Development**



Collaboration



Sector Investment



**Hard-to-place
Workers**



Readiness



Connectivity



Global Economy



**Leveraging Other
State Initiatives**



Sustainability



**Advancing
Industry Clusters**



**Community
Investment**

URI Priorities and Musts

- Innovation: Innovative industries that build the advanced economy. Focus on startup firms, research facilities, academic institutions, and organizations that emphasize creative ideas and technologies.
- Leverage private sector investment with a 5-1 Ratio: Each plan must demonstrate a minimum of private investment ratio of 5 to 1. Ratio must be met in aggregate and over time.
- Connectivity: Strong synergies between individuals, target industries, academia, non-profit sector and government to create conditions for economic growth.
- Sustainability: Demonstrate how the positive results of URI investments will be maintained over time; how projects will be financially sustainable without additional public investment; how spinoff from investments will be retained within the region and NYS.
- Workforce Development: Cultivate a workforce that is responsive to employment prospects and industry demand.



URI Priorities and Musts

- Global economy: Attract international investment and jobs; and increase export activity.
- Hard-to-place workers: Ex-offenders, veterans, low-income
- Leverage other state initiatives: Demonstrate the intent to compete for and use other State programs. Discuss how gaps need to be filled by URI funds.
- Community reinvestment: *Must link* community rebuilding efforts to the overall growth strategy to advance target industries, create jobs and increase wealth, and attract private investment.
- Readiness: Some projects are ready to go, and region is equipped to use the entire funding investment over time.
- Collaboration: Region-wide public engagement necessary to achieve consensus.



Evaluation of URI Plans

- *Use of hard data for decision-making*
- *Public participation*
- *Transformational projects with large-scale targeted job growth*
- *Business growth*
- *Leveraging private sector investment*
- *Increase in net new wealth within the region*
- *Engagement of hard-to-place workers*
- *Readiness to implement*

Receipt of URI Funds

- *URI awards will be paid out at \$100 M per year or 5 years*
- *Funds will be awarded via an application process*
- *Form of awards: grants, loans or tax credits*
- *NYS programs and guidelines will apply: prevailing wage, MWBE requirements, workforce participation, etc.*

Ineligible URI Projects

- *Support for general education; unless related to a workforce development initiative*
- *Direct provision of health care services*
- *Broad-based public infrastructure; as distinguished from infrastructure needed to support a specific project*
- *Speculative real estate development*
- *Buy-outs and roll-ups*
- *Sports or recreational facilities that primarily serve local populations*
- *Retail businesses*
- *Gaming businesses*

URI Eligible Projects

- Land Acquisition and Site Development for Industry Growth
- Funds to Support Innovation in College and University Settings
- Health-related Research and Manufacturing of Health Care Devices and Pharmaceuticals
- Infrastructure Tied to Project Development Resulting in Job Creation
- Support for Company- Based Projects
- Direct Support of Companies in Targeted Industry Sectors
- Support to Companies to Upgrade Technology
- Site Attraction Specialists
- Project Managers
- Working Capital
- Creation of Venture Funds
- Support of Start-up Companies
- Opportunities for Hard-to-Place Workers
- Job Training and Workforce Development
- Tourism Marketing

Industry Clusters With Greatest Potential: Economic Impact, Job Creation, STEM Jobs with High Wages, Global Exports and Foreign Investment

- Transportation Manufacturing & Distribution Services
- Advanced Manufacturing
- Machinery Mfg
- Electronics Instrument Mfg
- Education Services
- Systems Design & Related Svcs
- Scientific Research & Development Svcs
- Healthcare
- Computers & Systems Design
- Information Technology & Software Development
- Medical & Diagnostic Labs
- Medical Equipment & Supplies
- Food Processing (manufacturing)
- Furniture & Other Forest Products
- Tourism – potential for growth and supports Global NY, but does not include high wages or STEM jobs

Opportunities for Potential Strategic Priorities Based on Key Sectors

Manufacturing and High-Technology Industry Hubs

Centers for Innovation and Commercialization of Technology

Tourism Generators that capitalize on our strategic location and easy accessibility to major population centers

Agriculture and Value-added Product Development

Innovation Districts and Opportunity Zones that package unique elements of change with public-private investment and result in a dynamic community and economic development support structure



**Upstate
Revitalization
Initiative**

Discussion: Opportunities for Innovation, Transformation, Job Creation



Next Steps

