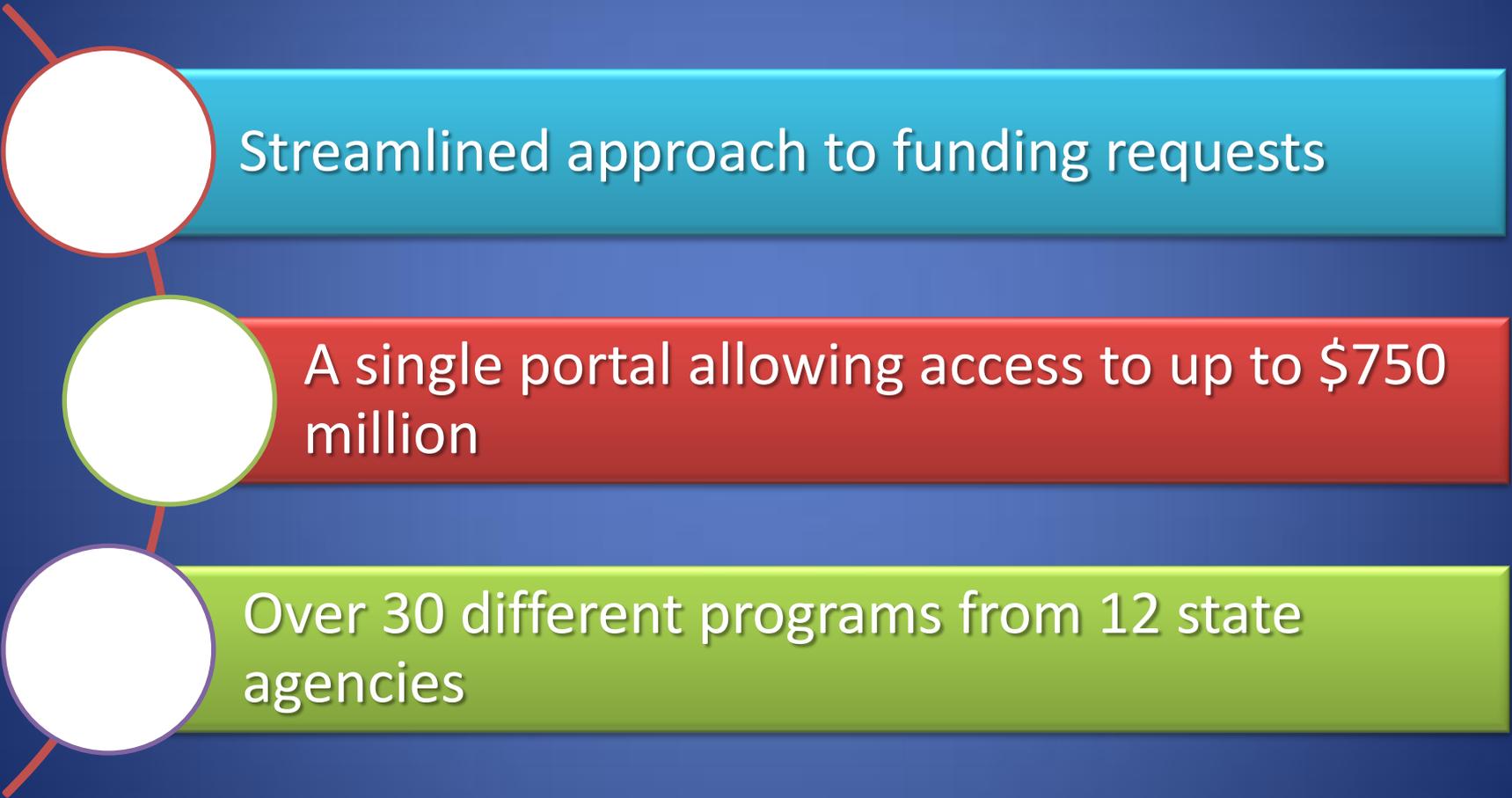




WELCOME TO THE 2014  
CONSOLIDATED FUNDING APPLICATION  
WORKSHOP  
DAEMEN COLLEGE

# The Consolidated Funding Application (CFA)

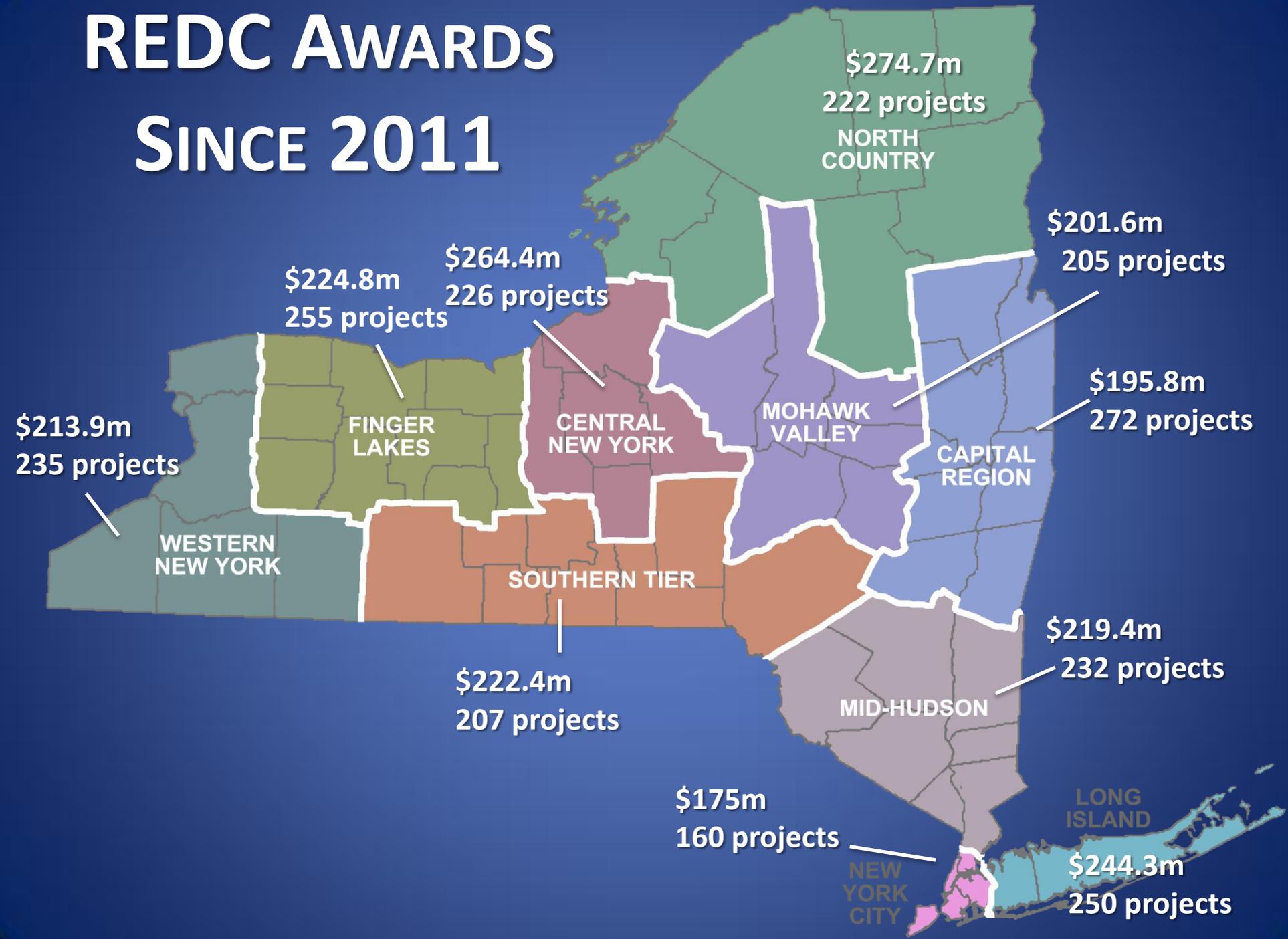


Streamlined approach to funding requests

A single portal allowing access to up to \$750 million

Over 30 different programs from 12 state agencies

# REDC AWARDS SINCE 2011



## Available Resources for Regional Councils in 2014

This year, Governor Cuomo has made up to \$750 million available from over 30 programs across 12 state agencies.

For more information on each program, visit [regionalcouncils.ny.gov](http://regionalcouncils.ny.gov) and view the Available Resource Guide



## NYS Consolidated Funding Application

Agency	Total Grants, tax credits & other resources* (in millions)
Direct Assistance to Businesses and Other Organizations ..... up to \$232.25 Empire State Development	
Community Development ..... up to \$49.7 Homes and Community Renewal Office of Parks, Recreation, and Historic Preservation Council on the Arts	
Waterfront Revitalization .....up to \$12.75 Department of State Canal Corporation	
Environmental Improvements .....up to \$14.6 Environmental Facilities Corporation Department of Environmental Conservation	
Energy Improvements.....up to \$50 Energy Research and Development Authority New York State Power Authority	
Sustainability Planning and Implementation.....up to \$35 Energy Research and Development Authority Department of State	
Education/Workforce Development .....up to \$6 Department of Labor Department of State	
Low-Cost Financing .....\$350+ Industrial Development Bond Cap Office of Storm Recovery	

# CFA Round IV Timeline





# GLOBAL NEW YORK

- The REDCs are going global in Round IV
- The state will recognize and reward plans in 2014 that incorporate global marketing and export strategies
- CFA Applications will allow applicants to link projects to Global NY goals
- This effort provides REDCs with an opportunity to collaborate inter-regionally

# VETERAN'S INITIATIVES

- New York State is home to more than 900,000 veterans
- Nationwide, post 9/11, veterans have an unemployment rate of 10% and among those under 25, it is even higher
- For 2014, Regional Councils are asked to create a Veterans Work Group to engage veterans in the CFA process
- The Veterans Group should promote programs such as “Experience Counts”
- Councils should encourage other CFA applicants to include workforce goals related to veteran’s employment



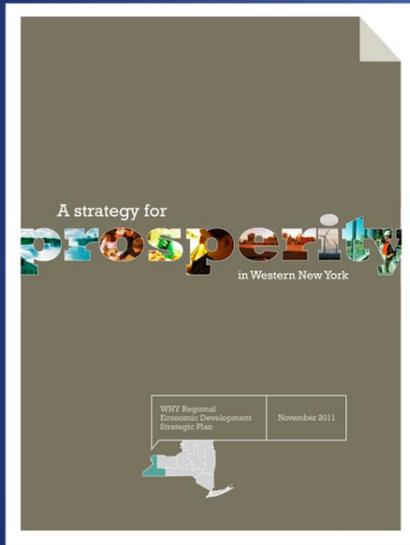
# Regional Overview



# A Strategy For Prosperity



- Western New York's five year **strategic plan** for economic development
- Promotes sustainable and **long-term growth in jobs and income** in our five-county region
- Contributes to the **resurgence** of the broader economy of New York State
- Founding principles of the plan **guide** WNY Regional Economic Development Council **decision making**
- All applicants are to **review the strategic plan** and demonstrate how their project achieves the stated goals & priorities outlined



# Organizing Our Strategies



## 3 CORE STRATEGIES



**Prepare Our Workforce**



**Implement Smart Growth**



**Foster a Culture of Entrepreneurship**

## SECTOR STRATEGIES



**Advanced Manufacturing**



**Energy**



**Professional Services**



**Agriculture**



**Health | Life Sciences**



**Tourism**



**Bi-National Logistics**



**Higher Education**

# Council Scoring Criteria



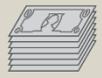
WNY REDC  
Priorities

- **Create | Retain | Fill Jobs**
- **Maximize Return on Investment**
- **Inclusive**
- **Promotes Smart Growth**
- **Oriented to Young Adults**
- **Builds upon Strengths**
- **Regional Impact**
- **Improves Region's Image**

# Measuring Our Progress

## We'll be successful if...

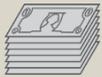
### ACROSS ALL SECTORS



GDP increases



# of Jobs increases



Total Wages increase



# of Firms increases

### ENTREPRENEURSHIP



# of Business Start-ups increases

### TOURISM



Visitor Spending increases

### WORKFORCE DEVELOPMENT



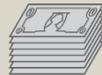
% of Minorities in Labor Force increases



Graduation Rate increases



# of Degrees awarded increases



Average Annual Wage increases

### SMART GROWTH



# of Businesses in Urbanized Areas increases



# of Acres of Land protected through LWRP increases

**Contact Us:**

**NYS-WNY-REDC@esd.ny.gov**  
**(716) 846-8200**

**95 Perry Street - Suite 500**  
**Buffalo, NY 14203**





strengths of our people

our rich tradition of human innovation

natural beauty

abundant natural resources

our unique and strategic location



create a region that is admired worldwide

attract more people

entrepreneurs invest time and capital

reflect culture of inclusion and excellence



# CFA Review and Scoring

## 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

REDC  
Endorsement



Agency  
Technical  
Review

# Apply online at RegionalCouncils.ny.gov

New York State State Agencies Search all of NY.gov

**The New NY WORKS**  
*for Business*

REGIONAL ECONOMIC DEVELOPMENT COUNCIL

Consolidated Funding Application CFA Project Info

HOME REGIONAL COUNCILS MEDIA FAQs MAP 2013 Archived Materials 2012 Archived Materials 2011 Archived Materials

**Regional Councils**

NORTH COUNTRY  
FINGER LAKES  
CENTRAL NEW YORK  
MOHAWK VALLEY  
CAPITAL REGION  
WESTERN NEW YORK  
SOUTHERN TIER  
MID-HUDSON  
NEW YORK CITY  
LONG ISLAND

2014 Regional Council Guidebook CFA Resource Manual  
CFA Application Guide Consolidated Funding Application Workshops

To access the CFA, click the "Consolidated Funding Application" tab.



# CONSOLIDATED FUNDING APPLICATION



CFA Project Info

Regional Economic Development Councils

Home

Help

Print Page

## 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 **Log In** or **Register** buttons.

**Log In**

**Register**

## Links

Available CFA Resources

Regional Council Guidebook

CFA Application Manual

Program Application Questions

2014 CFA Workshops

Regional Council Information

Workshop Materials

CFA Resources

CFA Application Manual

Program Application Questions

# Creating an Account

Save this page for your records

The screenshot shows the registration form on the NYS Consolidated Funding Application website. The form is titled "NYS Consolidated Funding Application Registration" and includes the following fields and instructions:

- \* Email Address:** A text input field.
- \* Email Address Check:** A text input field with the instruction: "Re-enter your email address for a verification check."
- \* Organization Name:** A text input field with the instruction: "If you do not have a business name yet please enter your DBA 'Doing Business As'. Use only alpha-numeric characters."
- \* Project Alias Name:** A text input field with the instruction: "This will be the name associated with your project. Use only alpha-numeric characters."
- \* Please enter the sum of the following two numbers:** A math problem:  $7 + 0 =$  followed by a text input field.

Below the math problem, it says: "This helps to protect our system from spam." At the bottom of the form is a blue button labeled "REGISTER NOW".

Thank you for registering with the NYS Consolidated Funding Application.

Please retain a copy of this email.

**Your Application Number is 25665**

Organization Name: **NYS DOS**

Project Name: **Sample**

Email Address: [Lori.Heithoff@dos.ny.gov](mailto:Lori.Heithoff@dos.ny.gov)

## 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](#)

Follow the link to the Confirmation page

Click LOGIN to begin answering questions

The screenshot shows the confirmation page after registration. It includes the following information:

- Navigation links: Home, Help, Print Page
- Section: NYS Consolidated Funding Application Registration
- Text: Thank you for registering.
- Section: Instructions
- Text: Important - Before proceeding read the following carefully:
- Step 1: Save your information
- Text: Please make note of the following information. You should print this page and save it for your records now.
- Fields:
  - Your organization name is: NYS DOS
  - Your project alias name is: Sample
  - Your project token is: **every612book**

# CFA Overview

- ❑ Select Project Category and Project type to find out which programs fit with your project
- ❑ Choose programs you would like to apply for
- ❑ Answer threshold questions to determine your eligibility for each program
- ❑ Identify your project location

Application Number 25665

Application is NOT FINALIZED

**PROGRAMS** LOCATION DOCUMENTS QUESTIONNAIRE FUNDING REVIEW

### Select Project Category

Welcome to the NYS Consolidated Funding Application.

Please answer the following set of questions as accurately as possible. Based on your answers to the following questions, programs that you may be eligible for will be displayed along with an additional set of questions for each program.

Choose one or

Application Number 25665

Application is NOT FINALIZED

**PROGRAMS** LOCATION DOCUMENTS QUESTIONNAIRE FUNDING REVIEW

### Select Type of Project

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

Acquisition, renovation, and construction of commercial industrial and mixed-use facilities in highly distressed area  
[Show Associated Programs](#)

Assist in the creation or expansion of an agricultural project.  
[Show Associated Programs](#)

### Programs Recently Added to your Application

Empire State Development

Excelsior Jobs Program  
[Show program description](#) [Remove Program](#)

NYS Energy R

Application Number 25665

Application is NOT FINALIZED

**PROGRAMS** LOCATION DOCUMENTS QUESTIONNAIRE FUNDING REVIEW

### THRESHOLD QUESTIONS

Instructions

Please answer the following questions.

Legend

- the question has been answered
- the question has not been answered

Application Number 25665

Application is NOT FINALIZED

**PROGRAMS** LOCATION DOCUMENTS QUESTIONNAIRE FUNDING REVIEW

### PROJECT LOCATION

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

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

WESTERN NEW YORK  
FINGER LAKES  
CENTRAL NEW YORK  
MID-HUDSON  
SOUTHERN TIER  
NORWALK HILLS  
CAPITAL DISTRICT  
MID-HUDSON  
LONG ISLAND  
NEW YORK CITY

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

[Save & Proceed with Application](#)

# Uploading Attachments

The CFA will indicate which materials you must upload before finalizing the application.

No hard copies will be accepted. All documents must be uploaded.

Details on how to create a PDF and upload an attachment are available on the upload page and in the HELP section.

Application Number 25665

PROGRAMS LOCATION DOCUMENTSQUESTIONNAIREFUNDING

Application is NOT FINALIZED

## REQUIRED & OPTIONAL DOCUMENTS

### Instructions

Your application requires you to upload supporting documents. These files must be in **PDF** format and cannot be larger than 5 MB in size. Avoid using special characters like \*,%,# in your document name as this will cause errors in the upload. If an attachment question requires more than one document, you must create a single PDF file that contains all the required documents. 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.

# Next Step: Program Specific Questions

Application Number 25665

PROGRAMS ✓ LOCATION ✓ DOCUMENTS QUESTIONNAIRE FUNDING REVIEW

Application is NOT FINALIZED

## 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.)

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**

- ✓ 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 on this questionnaire may contain confidential information that the applicant believes to be sensitive business information to the extent required. "Restricted Questions" are questions where the answer will not be provided to the public, the public hearing, the public hearing panels, and will be shared only with the state agency/authority that is required to review this application.

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

The end of the questionnaire includes certifications

### Certification

#### Excelsior Jobs Program

Q\_1038  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.

#### NYSERDA Energy Efficiency Projects

##### General Certifications

Q\_1037  By entering your name in the box below, you certify and agree that you are authorized on behalf of the applicant and its governing body to commit the applicant to comply with the requirements of Article 15-A of the New York State Executive Law: Participation By Minority Group Members and Women With Respect To State Contracts by providing opportunities for MBE/WBE participation. You further certify that the applicant will maintain such records and take such actions necessary to demonstrate such compliance throughout the completion of the project.

# Funding Request and Program Budget

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

Application Number 23795

PROGRAMS LOCATION DOCUMENTS QUESTIONNAIRE **FUNDING** REVIEW

Application # 23795 FINA 1777

### PROJECT FUNDING

#### Instructions

The following section will collect information regarding your project's cost and funding. Please follow the instructions associated with each section below.

#### Total Project Cost

The TOTAL cost of the project for which funds are being requested via this CFA. Projects that have multiple phases should include ONLY the phase covered by this CFA round.

Total project cost: \$

SAVE

#### Total Project Funding Requested

The total CFA funds requested is the maximum funding that could be awarded by any program in the CFA.

Total CFA funding being requested from all programs: \$

SAVE

#### Total Project Budget

Indicate the sources and uses of funds required to complete the project for which program funds are being requested via this CFA should include all requested CFA program funds and all non-CFA sources such as private funding, funds from lending institutions, kind, as allowed by the program. If a funding source supports multiple uses, each source should be accompanied by a separate amount. If your project has multiple phases that are outside the scope of this CFA request, include ONLY the budget for the phase in this CFA.

Use	Source	Amount	Indicate Source / Comments	Add / Remove
Use	Source	5		Remove
Total		5	0	Add / Remove

SAVE

#### Funding Requested from Programs

The amount you are requesting for each program on your application. If the project is a multi-year and/or multi-phase project, this should include ONLY the phase of the project for which funds are being requested.

Program	Amount Requested
NYSEDA Energy Efficiency Projects	\$ <input type="text"/>
Industrial Development Bond Cap	\$ <input type="text"/>
Total Amount Requested	\$ <input type="text" value="0"/>

SAVE

#### Program Budget(s)

For each program, indicate the sources and uses of funds required to complete the project for which funds are being requested. If you are requesting funds from multiple programs, the sum of all program requests should equal the total CFA funding requested. The Program Budget should be consistent with any program match requirements or funding limits, as detailed in the program's HFP section. Include all non-CFA sources such as private funding, funds from lending institutions, and in-kind, as allowed by the program. If a funding source supports multiple uses, each source should be accompanied by a separate use and amount.

##### NYSEDA Energy Efficiency Projects

Use	Source	Amount	Indicate Source / Comments	Add / Remove
Use	Source	5		Remove
Total: NYSEDA Energy Efficiency Projects		5	0	Add / Remove

##### Industrial Development Bond Cap

Use	Source	Amount	Indicate Source / Comments	Add / Remove
Use	Source	5		Remove
Total: Industrial Development Bond Cap		5	0	Add / Remove

SAVE

# Finalizing Your Application

Application Number 25665

Application is NOT FINALIZED

PROGRAMS ✓ LOCATION ✓ DOCUMENTS QUESTIONNAIRE FUNDING REVIEW

## REVIEW

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

◦ Exce  
◦ NYSE

! You have not completed 3 areas. Please use the links to complete incomplete areas .

Application Number 25665

Application is NOT FINALIZED

PROGRAMS ✓ LOCATION ✓ DOCUMENTS ✓ QUESTIONNAIRE ✓ FUNDING ✓ REVIEW

## REVIEW

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

### 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**



# Minority and Women Owned Business Requirements

---



- ❖ Governor Cuomo signed Executive Order #8
- ❖ Established a team to explore ways to expand participation of Minority and Women Owned Businesses (MWBEs) in State contracts
- ❖ Developed standard MWBE language for RFPs and Contracts.

- ❖ All Regional Council awardees will pursue a goal of 20% or greater MWBE participation in RFPs and sub-contracts



# Break Out Groups

## ➤ **Group 1: Business Assistance - THIS ROOM - 107**

Direct Assistance to Businesses and Other Organizations, Low-Cost Financing, Municipal/Public Infrastructure, and Workforce Development

- ESD, DOL, DOS CSBG representatives

## ➤ **Group 2: Community Development - ROOM 208**

Affordable Housing, Community & Waterfront Revitalization, Parks, Historic Preservation & Heritage Areas, Arts, and Government Efficiency

- Parks, HCR, Canals, Arts, DOS LWPF, DOS LGE representatives

## ➤ **Group 3: Energy Efficiency & Environmental Improvements - ROOM 207**

Energy & Environmental Improvements, Sustainability Planning and Implementation, and Low Cost Power

- NYSERDA, EFC, NYPA, DEC representatives