Erie County
March 31, 2014
Regional Planning
Consolidated Funding Applications
Buffalo Billion

WNY Regional Council

Allegany, Cattaraugus, Chautauqua, Erie, & Niagara Counties
Organizing Our Strategies

3 CORE STRATEGIES

- Prepare Our Workforce
- Implement Smart Growth
- Foster a Culture of Entrepreneurship

SECTOR STRATEGIES

- Advanced Manufacturing
- Agriculture
- Energy
- Health | Life Sciences
- Professional Services
- Tourism
- Bi-National Logistics
- Higher Education
1000 manufacturers employ a workforce of 42,000

74,000 students enrolled at 12 colleges and universities

1200 acres of Frederick Law Olmsted-designed parks, parkways and circles

Buffalo is the second most populous city in the state of New York

Buffalo Niagara International Airport serves over 5 million passengers per year

Both Erie County and the region as a whole have experienced population loss over the past several decades.
CORE STRATEGY

Implement Smart Growth

Investing in infrastructure on smart growth principles

Improving downtowns, villages, neighborhoods
CORE STRATEGY

Implement Smart Growth

Waterfront Revitalization
Reclaiming brownfields: Welded Tube
Foster a Culture of Entrepreneurship

Supporting and funding start-ups

BUFFALO ANGELS
a division of WNY VA

STARTUP NY

Bright
BUFFALO NIAGARA
Aligning Investment with Innovation

Launch NY
Foster a Culture of Entrepreneurship

43NORTH
BUFFALO'S GLOBAL BUSINESS PLAN COMPETITION

Round 1
Feb. 5-May 31
- World Wide Announcement of Competition
- International Road Show
- Over 1000 Applications Submitted

Round 2
Jun. 1-Sept. 20
- Online Judging to Select 100-200 Semi Finalists
- Semi-Finalists Present 10 Minute Pitches to a Panel of Judges

Round 3
Sept. 21–Oct. 31
- Finalists Compete for $5M in Prizes
Prepare Our Workforce

Dream it. Do it. & Say Yes Buffalo: Working to partner education and business for career development for students
Prepare Our Workforce

Buffalo Arts and Technology Center

Finishing Trades Institute of Western and Central New York
CORE STRATEGY

Prepare Our Workforce

Developing an inclusive workforce & aligning skills and training with industry needs
Building on our tourism assets

Visitors contribute more than $2.2 billion to the regional economy each year.

Nearly 12 million visitors to WNY parks every year.
Arctic Edge at the Buffalo Zoo

Darwin Martin House Restoration
<table>
<thead>
<tr>
<th>Buffalo Niagara Medical Campus</th>
<th>public &amp; private investment</th>
<th>$750 million</th>
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<tbody>
<tr>
<td></td>
<td>12,000 employees in 2013</td>
<td>17,000 employees in 2017</td>
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<td>$1.5 billion economic impact</td>
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Health & Life Sciences

Progress on Buffalo Niagara Medical Campus
Excelsior Investments

Manufacturing remains 3rd largest employment sector

50,000 employees  $6.3 billion GRP

Since 2012, NYS invested $36 million which leveraged $388 million in private investment
Buffalo High Tech Manufacturing Innovation Hub at Riverbend

NYS investing $225 million in infrastructure, facilities and equipment to be owned by SUNY Research Foundation

anchor tenants Soraa and Silevo investing $1.5 billion creating 850 jobs

former brownfield Republic Steel
Buffalo Niagara Institute for Advanced Manufacturing Competitiveness

SECTOR STRATEGY

Advanced Manufacturing

NYS
- Facility Capital Equipment
- Start-up Funding (Founders)
- Capital Equipment (In-kind)
- Projects and Partnerships

Academia
- Research Capability
- Staffing and Internships
- Services & Partnerships
- Workforce Training

Industry
Agriculture

Branding, innovation, career readiness

Farm Credit East
Agriculture

Regional food systems and food hubs

TASTE NY
The Consolidated Funding Application (CFA)

Streamlined approach to funding requests

A single portal allowing access to millions in resources from multiple state agencies

regionalcouncils.ny.gov

Apply Online
The Consolidated Funding Application (CFA)

Available Resources for Regional Councils

- Direct Assistance to Businesses & Other Organizations
- Community Development
- Waterfront Revitalization
- Environmental Improvements
- Energy Improvements
- Sustainability Planning & Implementation
- Education/Workforce Development
- Low-Cost Financing
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.

<table>
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<tr>
<th>IMPLEMENTATION OF THE PLAN</th>
<th>DEGREE</th>
<th>POINTS</th>
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<tbody>
<tr>
<td>The proposal is identified as a priority project by the Regional Council.</td>
<td>Priority</td>
<td>20</td>
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<tr>
<td>The proposal is identified in the plan and has regional benefits</td>
<td>Very Strong</td>
<td>15</td>
</tr>
<tr>
<td>The proposal advances the plan and has local benefits</td>
<td>Strong</td>
<td>10</td>
</tr>
<tr>
<td>The proposal is consistent with the plan and has project level benefits.</td>
<td>Moderate</td>
<td>5</td>
</tr>
<tr>
<td>The proposal has limited relationship to the plan.</td>
<td>Weak</td>
<td>0</td>
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</table>
New in 2014

Letter of Interest (LOI)

Begins identifying high quality CFA’s early on

Allows access to greater technical assistance from state agencies

The LOI is encouraged but not required

Submit your LOI online only at http://regionalcouncils.ny.gov/content/western-new-york
Available now
LOI

Spring 2014
CFA Application Opens

Summer 2014
CFA Application Due

Fall 2014
Regional Council Updates and Scores Due

Winter 2015
Round VI Awards Ceremony

New in 2014
No late submittals
strengths of our people

create a region that is admired worldwide

our rich tradition of human innovation

attract more people

natural beauty

entrepreneurs invest time and capital

abundant natural resources

reflect culture of inclusion and excellence

our unique and strategic location