A strategy for prosperity

builds on our strengths
creates jobs in New York
invests in the future

WNY Regional Council Meeting
May 4, 2017
9:30 a.m. to 12:00 p.m.

SUNY Fredonia
Williams Center
Multipurpose Room
280 Central Avenue
Fredonia, NY 14063
MEETING AGENDA

• Welcoming Remarks
• Round 7 - Regional Economic Development Council Competition
• Global NY FDI Tour Event in Western New York
• One Region Forward - Implementation
• WNY REDC CFA Technical Assistance Initiative Update
• Buffalo Billion Update
• REDC Code of Conduct
• Closing Remarks & Adjourn
Welcoming Remarks

Jeff Belt & Virginia Horvath
Co-Chairs
WNY Regional Economic Development Council
Round 7 - Regional Economic Development Council Competition

Michael Ball
Deputy Director
WNY REDC
Empire State Development
2017 Regional Economic Development Council
Round VII Competition
Overview
Governor Cuomo created the Regional Economic Development Councils (REDCs) to transform the State’s economic development process from the top down.

REDCs re-built the statewide framework for a bottom-up approach to regional economic growth.

Since 2011:

- Over $4.6 Billion awarded/committed to support over 5,200 projects statewide
- Commitments for 210,000 jobs created/retained
- Over 1,000 businesses received funding for startup or expansion
- Leveraged additional private investment at a 5:1 ratio
Regional Economic Development Council
Awards Since 2011:

- $506.1M, 605 projects
- $529.1M, 505 projects
- $418.4M, 551 projects
- $480.6M, 471 projects
- $444.1M, 462 projects
- $400.4M, 452 projects
- $486.4M, 590 projects
- $484.6M, 456 projects
- $475.9M, 574 projects
- $436.9M, 608 projects
- $486.5M

New York State Economic Development Councils
2016 REDC Highlights

- $716.9 Million awarded Statewide
- 950 projects received funding
- Downtown Revitalization Initiative
2017 Competition Breakdown

- **Unprecedented Commitment to Economic Development in New York State**

- **More resources = More Opportunities**

  - $150M in Capital Grants; $75M in Excelsior Tax Credits
    - All 10 regions eligible
  
  - Over $575M in additional state funding through the Consolidated Funding Application (CFA) from various state agencies
    - All 10 regions eligible
  
  - $10M to each region for Downtown Revitalization Initiative
# 2017 Competition Breakdown

In 2017, Governor Cuomo has made over $800 million available from over 30 programs across 12 state agencies.

For more information on each program, visit regionalcouncils.ny.gov and view the Available Resource Guide

## NYS CONSOLIDATED FUNDING APPLICATION
Total Grants, Tax Credits & Other Resources *(in millions)*

<table>
<thead>
<tr>
<th>Agency</th>
<th>Direct Assistance to Businesses and Other Organizations</th>
<th>up to $247.25</th>
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<tbody>
<tr>
<td></td>
<td>Empire State Development</td>
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<td></td>
<td>Department of Agriculture and Markets</td>
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<td></td>
<td>Community Development</td>
<td>up to $73.1</td>
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<tr>
<td></td>
<td>Homes and Community Renewal</td>
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<td></td>
<td>Office of Parks, Recreation, and Historic Preservation</td>
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<td></td>
<td>Council on the Arts</td>
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<td></td>
<td>Waterfront Revitalization</td>
<td>up to $16.2</td>
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<tr>
<td></td>
<td>Department of State</td>
<td></td>
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<tr>
<td></td>
<td>Canal Corporation</td>
<td></td>
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<tr>
<td></td>
<td>Energy</td>
<td>up to $40</td>
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<tr>
<td></td>
<td>Energy Research and Development Authority</td>
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<td></td>
<td>New York State Power Authority</td>
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<tr>
<td></td>
<td>Environmental Improvements</td>
<td>up to $105</td>
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<tr>
<td></td>
<td>Department of Environmental Conservation</td>
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<tr>
<td></td>
<td>Environmental Facilities Corporation</td>
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<tr>
<td></td>
<td>Sustainability Planning and Implementation</td>
<td>up to $14</td>
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<tr>
<td></td>
<td>Department of Environmental Conservation</td>
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<tr>
<td></td>
<td>Department of State</td>
<td></td>
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<tr>
<td></td>
<td>Education/Workforce Development</td>
<td>up to $5</td>
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<td></td>
<td>Department of Labor</td>
<td></td>
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<tr>
<td></td>
<td>Low-Cost Financing</td>
<td>up to $300</td>
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<tr>
<td></td>
<td>Industrial Development Bond Cap</td>
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</tbody>
</table>
2017 Competition Criteria

In 2017, each REDC will be required to:

- Identify projects for the State life sciences cluster
- Support the Downtown Revitalization Initiative & identify projects to implement
- Address the skills gap by collaborating with industry and skills training programs
- Implement strategies through the project pipeline
- Update ongoing regional initiatives in Progress Report
- Update Performance Measures
Round VII Timeline

- **May 1**: CFA Opens
- **July 28**: CFA Closes At 4 PM Sharp - No late submissions!
- **October 2**: Regional Council Updates and Scores Due
- **Late Fall**: Round VII Awards Ceremony
Downtown Revitalization Initiative

Round II

- $100M Program - $10M awarded for one community in each region

- Develop strategic plan that will identify economic development, transportation, housing and community projects

- Use investments to reinforce and secure additional public and private investments
Ongoing Initiatives

- Regional Industry Cluster Plans
- Opportunity Agenda
- Community College Councils
- Business Incubator and Hot Spot Program
- Veteran’s Initiative
- Engage Local Governments
Priorities in 2017

✓ Placemaking is the notion that where investment occurs matters. In order to attract a talented workforce, our built environment must emphasize creating accessible job centers, sustainable infrastructure and livable communities.

✓ Workforce is the belief that people drive the economy. Targeted job training and education ensures that jobs in high-paying, in-demand, tradeable sectors are filled in an equitable way.

✓ Tradeable Sectors describes which industries New York State is targeting to increase export based employment opportunities. They are the industry sectors that are part of a global market like manufacturing, agricultural products, and energy.

✓ Innovation is the strategy of investing in creating synergies between research and commercialization to drive the economy forward.
QUESTIONS?

Thank you!
# 2017 WNY REDC Competition Timeline

## May

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Location</th>
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<tbody>
<tr>
<td>Monday, May 1&lt;sup&gt;st&lt;/sup&gt;</td>
<td>CFA Opens</td>
<td></td>
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<tr>
<td>Thursday, May 4&lt;sup&gt;th&lt;/sup&gt;</td>
<td>REDC Meeting *</td>
<td>SUNY Fredonia (Fredonia, NY) – Williams Center</td>
</tr>
<tr>
<td>Thursday, May 4&lt;sup&gt;th&lt;/sup&gt;</td>
<td>CFA Workshop</td>
<td>SUNY Fredonia (Fredonia, NY) – Williams Center</td>
</tr>
<tr>
<td>Monday, May 16&lt;sup&gt;th&lt;/sup&gt; – 17&lt;sup&gt;th&lt;/sup&gt;</td>
<td>Foreign Diplomatic Corps Visit to Buffalo</td>
<td></td>
</tr>
<tr>
<td>Friday, May 19&lt;sup&gt;th&lt;/sup&gt;</td>
<td>CFA Information Session</td>
<td>Conference Center Niagara Falls – Porter/DeVeaux</td>
</tr>
<tr>
<td>Tuesday, May 23&lt;sup&gt;rd&lt;/sup&gt;</td>
<td>CFA Information Session</td>
<td>Alfred University – Franklin W Olin Building – Room 302</td>
</tr>
<tr>
<td>Wednesday, May 31&lt;sup&gt;st&lt;/sup&gt;</td>
<td>CFA Information Session</td>
<td>Holiday Valley Resort</td>
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## June

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<tr>
<th>Date</th>
<th>Event</th>
<th>Location</th>
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<tbody>
<tr>
<td>Monday, June 5&lt;sup&gt;th&lt;/sup&gt;</td>
<td>CFA Workshop</td>
<td>Buffalo State College (Buffalo, NY) – Bulger Communications Center</td>
</tr>
</tbody>
</table>
## 2017 WNY REDC Competition Timeline

### July

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
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<tbody>
<tr>
<td><strong>Friday, July 28</strong>&lt;sup&gt;th&lt;/sup&gt; 4:00 p.m.</td>
<td>CFA Application Deadline – no late submittals</td>
</tr>
<tr>
<td><strong>Monday, July 31</strong>&lt;sup&gt;st&lt;/sup&gt; – <strong>Friday, August 12</strong>&lt;sup&gt;th&lt;/sup&gt;</td>
<td>CFA Eligibility Determination by State Agencies</td>
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### AUGUST

<table>
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<tr>
<th>Date</th>
<th>Event</th>
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<tbody>
<tr>
<td><strong>Monday, August 14</strong>&lt;sup&gt;th&lt;/sup&gt;</td>
<td>Council Members Receive Recusal Information*</td>
</tr>
<tr>
<td><strong>Monday, August 14</strong>&lt;sup&gt;th&lt;/sup&gt; 2:00 – 5:00 p.m.</td>
<td>REDC Meeting – Jamestown – The Reg Lenna Center for the Arts*</td>
</tr>
<tr>
<td><strong>Monday, August 14</strong>&lt;sup&gt;th&lt;/sup&gt; – <strong>Tuesday, August 22</strong>&lt;sup&gt;th&lt;/sup&gt;</td>
<td>Council Members Access &amp; Review CFA Applications *</td>
</tr>
<tr>
<td><strong>Wednesday, August 23</strong>&lt;sup&gt;rd&lt;/sup&gt; at ESD</td>
<td>9am-noon: Business Assistance and Entrepreneurship Score Group Meets to Discuss Applications &amp; Determine Scores; 1-4pm: Tourism, Arts and Culturals Score Group Meets *</td>
</tr>
<tr>
<td><strong>Thursday, August 24</strong>&lt;sup&gt;th&lt;/sup&gt; at ESD</td>
<td>9am-noon: Workforce Development Score Group Meets; *</td>
</tr>
<tr>
<td><strong>Friday, August 25</strong>&lt;sup&gt;th&lt;/sup&gt; – <strong>Wednesday, August 31</strong>&lt;sup&gt;st&lt;/sup&gt;</td>
<td>ESD Inputs Council Member CFA Scores and Delivers Slate of Top Scoring Projects to the REDC Project Review Committee for Review</td>
</tr>
</tbody>
</table>
# 2017 WNY REDC Competition Timeline

## SEPTEMBER

<table>
<thead>
<tr>
<th>Date/Time</th>
<th>Event Description</th>
</tr>
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<tbody>
<tr>
<td>Thursday, Sept. 7th 9:00 a.m.-3:00 p.m. at ESD</td>
<td>Potential Priority Projects are Invited to Present to the REDC Project Review Committee *</td>
</tr>
<tr>
<td>Thursday, Sept. 7th 3:00 p.m.-4:00 p.m. at ESD</td>
<td>REDC Project Review Committee Develops Recommended List of Priority Projects *</td>
</tr>
</tbody>
</table>
| Tuesday, September 12th 2:00 p.m.-5:00 p.m. | REDC Meeting – Roswell Park Cancer Institute *  
Discus CFA Scores, Finalize List of Priority Projects & Adopt Final Scores |

## OCTOBER

<table>
<thead>
<tr>
<th>Date/Time</th>
<th>Event Description</th>
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<tbody>
<tr>
<td>Monday, October 2nd 5:00 p.m.</td>
<td>Final Progress Report Due</td>
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<tr>
<td>TBD</td>
<td>Strategic Implementation Assessment Team (SIAT) Presentation</td>
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## DECEMBER

<table>
<thead>
<tr>
<th>Date/Time</th>
<th>Event Description</th>
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<tr>
<td>Early December</td>
<td>Awards Presentation</td>
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</tbody>
</table>
Global NY FDI Tour Event in Western New York

Erin M. Cole
Senior Vice President Global NY
Western New York Regional Council Meeting

One Region Forward – Implementation

Robert Shibley
Professor and Dean
University at Buffalo School of Architecture and Planning
One Region Forward

Regional Sustainability Planning in Action

WNY Regional Economic Development Council
May 4, 2017
Collaboration Pays Off

Public, private sector and nonprofit partners from the Framework for Regional Growth working group worked together to pursue funds from the HUD Sustainable Communities Regional Planning Grant program.

Working Group
Erie & Niagara County

Federal Program
We are the only urban region in Upstate New York **without a regional planning council**

Counties covered by a regional planning council
Changing the regional conversation on smart growth and collaboration through planning.

WNY REDC makes smart growth a regional priority for economic growth.
Changing the regional conversation on smart growth and collaboration through planning.

NYSERDA supports WNY Sustainability Plan to guide policies, projects, and programs that reduce GHG emissions and advance sustainability.
Changing the regional conversation on smart growth and collaboration through planning.

One Region Forward develops a plan and vision for growing Buffalo Niagara toward a sustainable future.
Together, we’ve built a foundation for regional thinking.

Data and analysis for data-driven solutions

Broad-based community engagement

Collaboration & decision-making
NYS investments are putting this vision for a more sustainable Buffalo Niagara into motion.
What has One Region Forward uniquely brought to the table?

Alignment of regional, state, and federal investments with local priorities.
What has One Region Forward uniquely brought to the table?

Strategies, toolkits, and implementation approaches around 5 Big Ideas.
What has One Region Forward uniquely brought to the table?

A multi-year conversation with the community about what a sustainable Buffalo Niagara can look like.
What has One Region Forward uniquely brought to the table?

Metrics to measure how we are doing and if we’re moving our region toward a more sustainable future.
How we are implementing One Region Forward
Smarter, aligned planning

How we are implementing One Region Forward
Erie County Comprehensive Plan updates

Smarter, aligned planning

How we are implementing One Region Forward
How we are implementing One Region Forward

In Buffalo Niagara Partnership’s advocacy agenda

IDA Policy with One Region Forward

One Region Forward is Buffalo Niagara’s nationally recognized sustainable growth plan. It defines key policy strategies and implementation measures for how we can manage our infrastructure, invest in our economy and direct our growth.

- Aligned with the Erie County Industrial Development Agency, Niagara County Industrial Development Agency and Niagara Falls with One Region
- Maintain existing Adaptive Reuse Policy
- Advance incentive programs to encourage development projects that support sustainability and inclusivity

Embedded in Buffalo Niagara Partnership’s advocacy agenda

How we are implementing One Region Forward
Capacity support for local communities

How we are implementing One Region Forward

Clean Energy Communities Program

New York State of Opportunity

NYSERDA
Citizen Planning School
3 years running

Empowered citizens
How we are implementing One Region Forward
How we are implementing One Region Forward
Community Organizations

Local Governments

State and Regional Agencies

Anchor Institutions

Advocacy Groups

Moving sustainability principles, projects and programs forward
WNY REDC CFA Technical Assistance Initiative

Town of Ripley
Village of Wellsville

Paul Ray
Associate Director of Operations
UBRI
Process

1. **Applications sent out:** Mid February
2. **Selection (2 out of 12 applicants):** Mid March
3. **Initial kick-off meetings:** Mid April
4. **Work started:** This week
5. **Final deliverables due:** Beginning of July
Western New York Regional Council Meeting

Town of Ripley

**Site:** Ripley Beach

**Project:** Capital Improvements to town owned property to make it a more formal park
Western New York Regional Council Meeting

Town of Ripley

Site: Ripley Beach
Western New York Regional Council Meeting
Town of Ripley

Proposed Technical Assistance:
1. Civil and transportation engineering site assessment
2. Visualization of proposed improvements
3. Cost estimates
4. One-on-one grant writing workshop
5. Review of budgets and written materials for CFA
Village of Wellsville

Site: North Main Street

Project: Main Street Program & additional support for Burrous Building Development RFP
Western New York Regional Council Meeting

Village of Wellsville

Site:
North Main Street
Western New York Regional Council Meeting
Western New York Regional Council Meeting
Western New York Regional Council Meeting
Village of Wellsville

Proposed Technical Assistance:  
*Main Street Program*
  1. Building owner engagement
  2. Building assessments/cost estimates
  3. Future concept renderings

*Burrous Building*
  1. Visioning with local leadership
  2. Draft concepts for re-use of the building
  3. Cost estimates
  4. Assessment of successful RFPs from similar projects
Buffalo Billion Update

Christopher Schoepflin
Regional Director
Empire State Development
REDC Code of Conduct

Stephen Gawlik
Senior Counsel
Empire State Development
Closing Remarks & Adjourn

Jeff Belt & Virginia Horvath
Co-Chairs
WNY Regional Economic Development Council