

**BUILDING ON OUR  
STRENGTHS**

**CREATING  
JOBS**

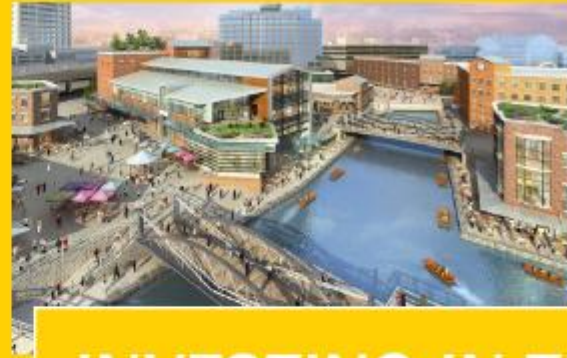
**INVESTING IN THE  
FUTURE**



*Niagara County  
March 11, 2014*



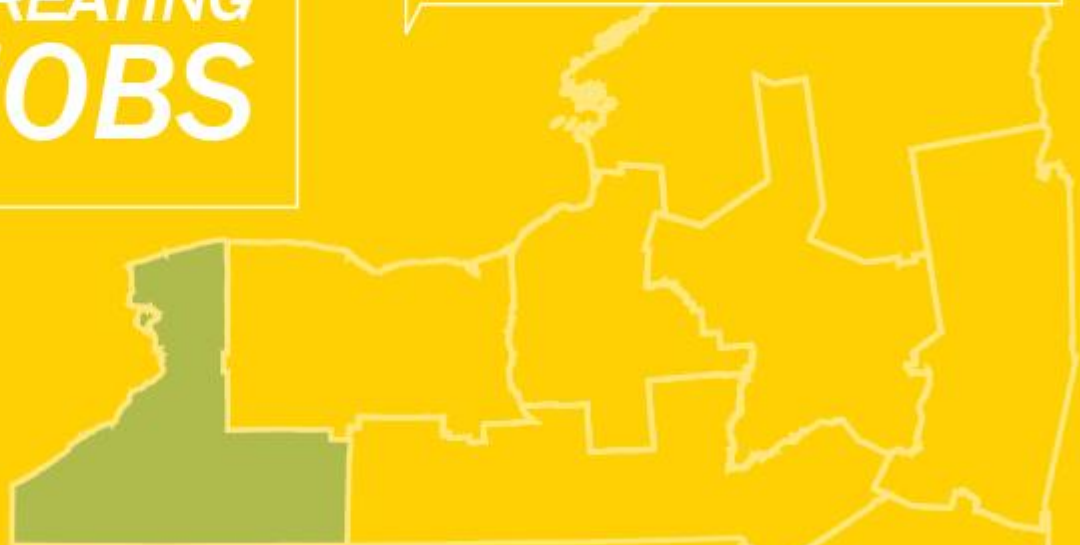
**BUILDING ON OUR  
STRENGTHS**



**INVESTING IN THE  
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**CREATING  
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# WNY Regional Council



**Allegany,  
Cattaraugus,  
Chautauqua, Erie, &  
Niagara Counties**



**Regional Planning  
Consolidated Funding Applications  
Buffalo Billion**

# 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**

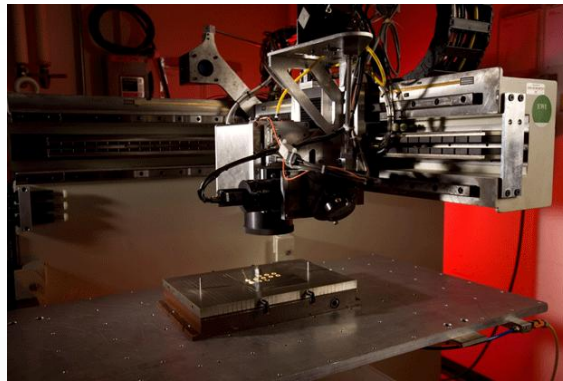
# Assets



# 8 million

people visit Niagara Falls each year

285 manufacturing companies  
employ 8500 people in Niagara County\*



20 wineries make up the Niagara Wine Trail



Cities **Niagara Falls, Lockport and North Tonawanda**

serve as economic hubs for the county

\*Source: U. S. Bureau of Labor Statistics, Quarterly Census of Employment and Wages, Average Q2, 2013

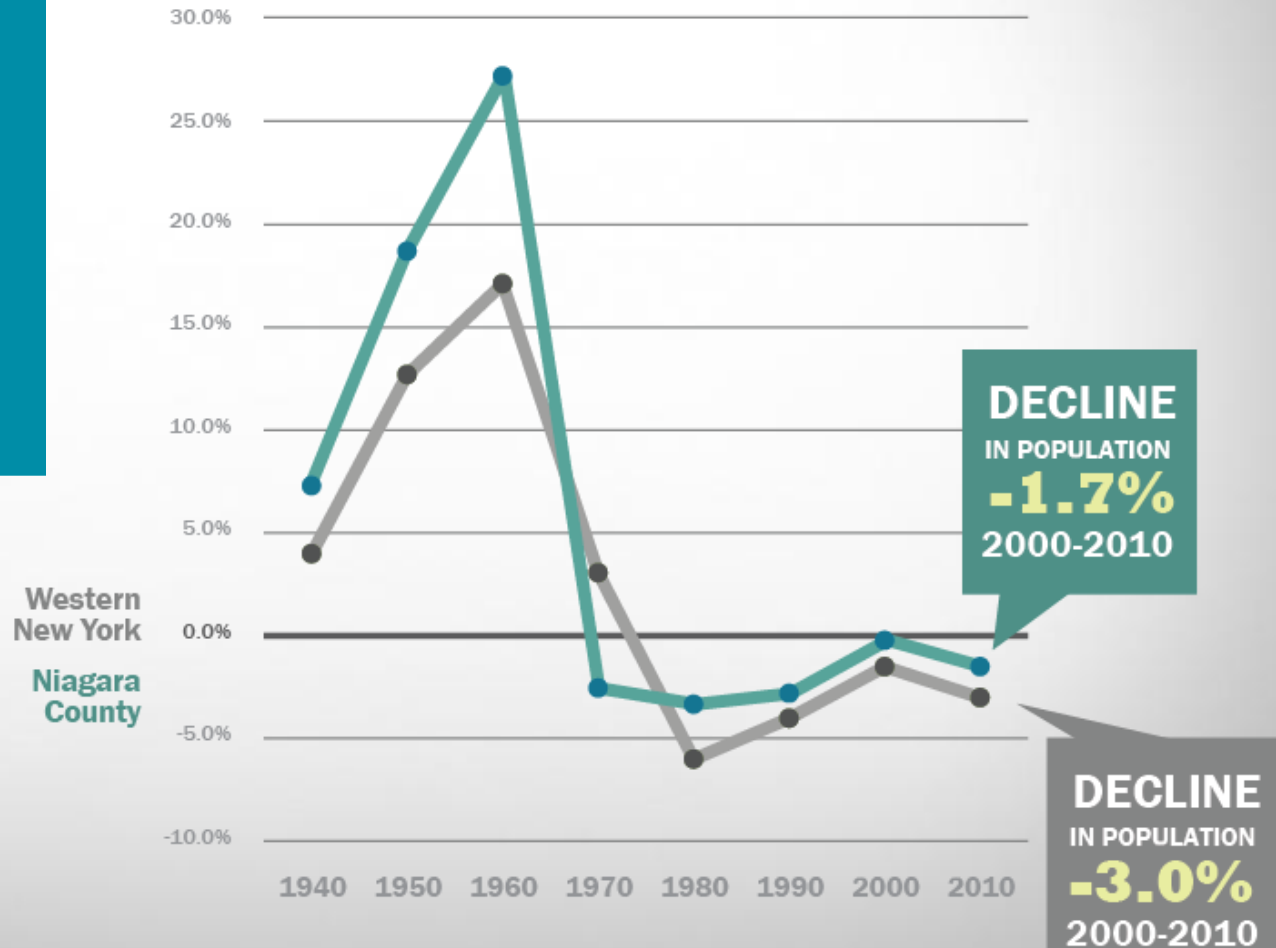


# Challenges

216,064 residents (2010)

## Niagara County & WNY Percentage Change in Population, 1940-2010

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



Source: US Census Bureau; Decennial Census, 1940-2010



# Implement Smart Growth

Investing in infrastructure on smart growth principles



**Smart Growth Scorecard**

Project Name: \_\_\_\_\_  
Location: \_\_\_\_\_  
CDS Company: \_\_\_\_\_

**I. Support of Existing Communities & Growth Centers**  
*Circle the project location on the map. Check appropriate boxes for the key ASICs considered to support development.*

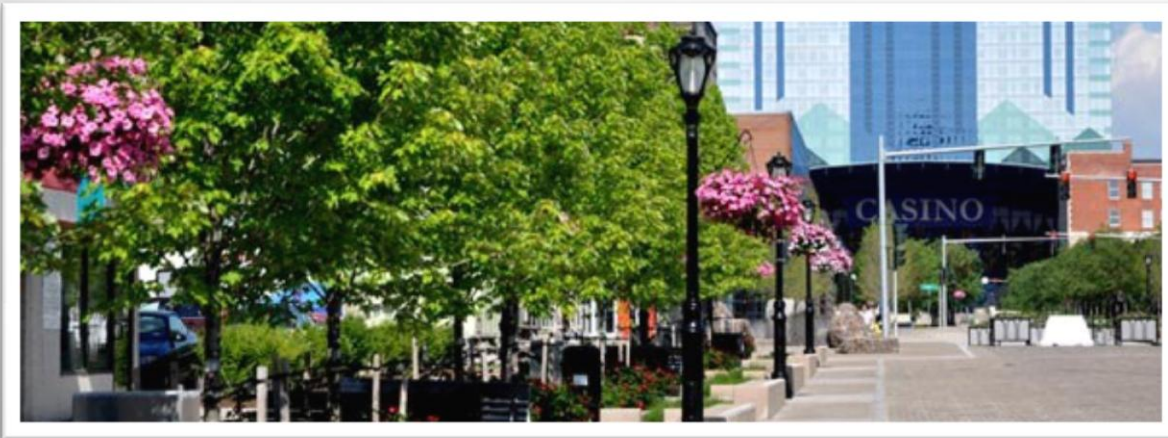
Question	Yes	No	Partial	Other
1.1. Will the project be located on a city or village or a Special Use Center?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1.2. Will the project be located within a designated area or a State Street Development/Corridor Area?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1.3. Will the project be located in a designated Opportunity Zone or a Local Economic Development Zone?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1.4. Will the project be located near an environmental justice area or a heritage area?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1.5. Will the project register an estimate of the value of water services?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1.6. Will the project have a water service and a water service fee?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1.7. Will the project have a water service fee?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1.8. Will the project have a water service fee?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1.9. Will the project have a water service fee?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1.10. Will the project have a water service fee?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

REGISTRATION NUMBER: \_\_\_\_\_

**Community Character and Identity**  
*Circle the project location on the map. Check appropriate boxes for the key ASICs considered to support development.*

Question	Yes	No	Partial	Other
2.1. Will the project be located in a historic building?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.2. Will the project be located in a historic building?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.3. Will the project be located in a historic building?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.4. Will the project be located in a historic building?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.5. Will the project be located in a historic building?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.6. Will the project be located in a historic building?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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2.9. Will the project be located in a historic building?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.10. Will the project be located in a historic building?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

REGISTRATION NUMBER: \_\_\_\_\_



Improving downtowns, villages, neighborhoods and brownfields



# Implement Smart Growth

**Opportunities for  
mixed-use  
development**







# Foster a Culture of Entrepreneurship

Fostering  
start-ups



# STARTUPNY



LaunchNY



# Foster a Culture of Entrepreneurship

New York State  
**Business Incubator and  
Innovation Hot Spot**  
Support Program

**NCCC Culinary  
Institute Small  
Business  
Development  
Center**



THE RESEARCH FOUNDATION  
*The State University of New York*



**Clinical and  
Transitional  
Research Center**



# Prepare Our Workforce

Partners like  
**Niagara  
County  
Community  
College**  
are developing the  
talent pool &  
aligning skills  
and training  
with market  
needs







# Prepare Our Workforce

Working to partner  
education and  
business for  
career development  
for students

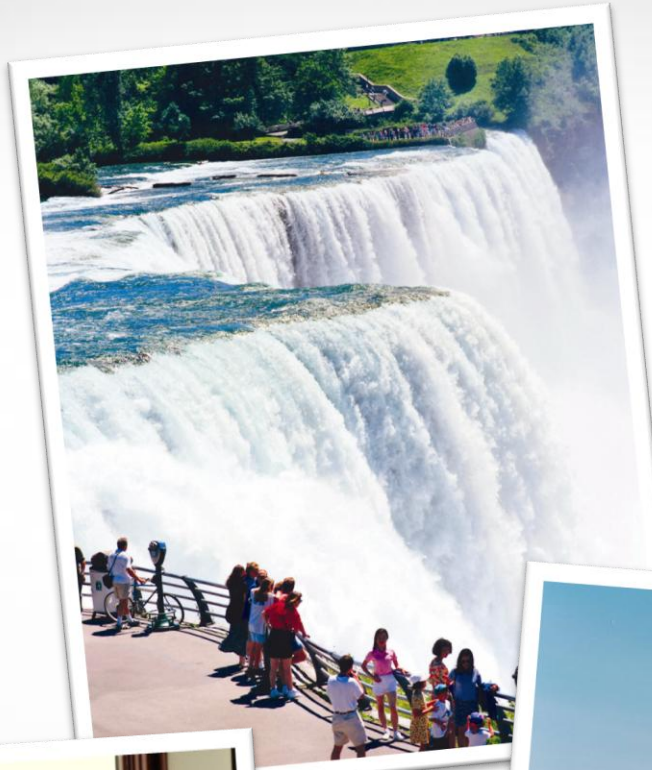






# Tourism

Building on our  
tourism assets



Visitors contribute  
more than  
**\$2.2 billion**  
to regional economy  
each year

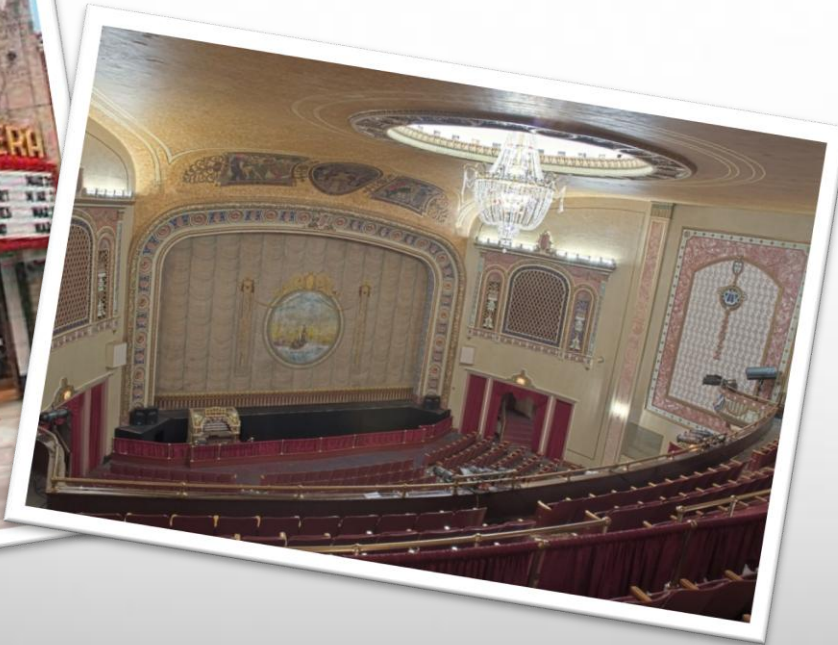
Nearly **12 million**  
visitors to WNY parks  
every year





# Tourism

Lockport Ice Arena



Riviera Theatre



# Health & Life Sciences

## Buffalo Niagara Medical Campus

public & private investment **\$750 million**

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**12,000** employees in 2013      **17,000** employees in 2017

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**\$1.5 billion** economic impact

# Advanced Manufacturing

## Excelsior Investments

Manufacturing remains **3rd largest**  
employment sector

**50,000** employees **\$6.3 billion** GRP

Since 2012, NYS invested

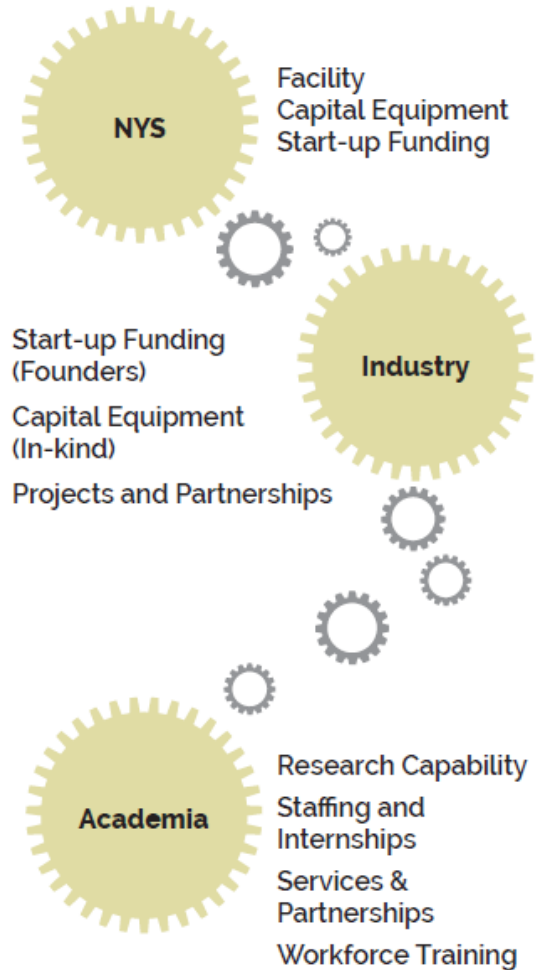
**\$36 million** which leveraged  
**\$388 million** in private investment





# Advanced Manufacturing

## Buffalo Niagara Institute for Advanced Manufacturing Competitiveness





# Agriculture

**Branding,  
innovation,  
career readiness**







# Agriculture

Regional food systems and food hubs



TASTE  NY



# Measuring Progress: Moving the Needle

Jobs 

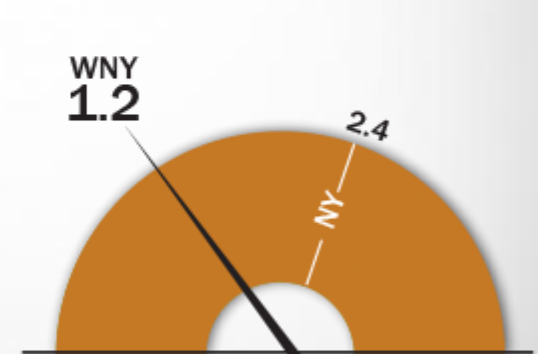
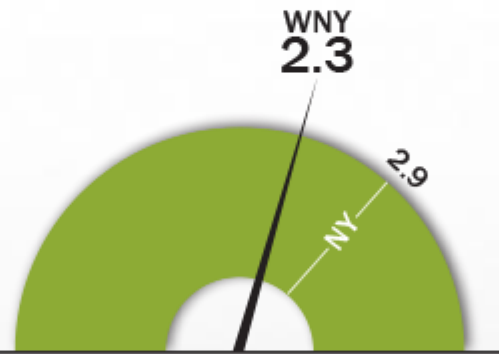
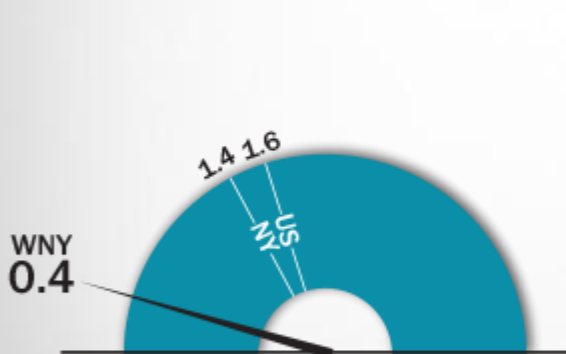
Total Wages 

Firms 

**% Change**  
in total number of jobs in WNY  
2011-2012

**% Change**  
in total wages earned in WNY  
2011-2012

**% Change**  
in total number of firms operating in WNY  
2011-2012



2011 to 2012  
**INCREASE**  
**2,536**



2011 to 2012  
**INCREASE**  
**\$579 M**



2011 to 2012  
**INCREASE**  
**420**



# 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](http://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**

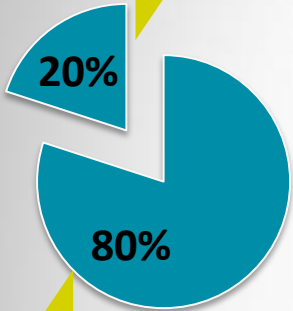
**Sustainability Planning & Implementation**

**Education/Workforce Development**

**Low-Cost Financing**

# CFA Review and Scoring

**REDC  
Endorsement**



**Agency Technical  
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



**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](http://regionalcouncils.ny.gov/content/western-new-york)**

# CFA Round IV

**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

abundant  
natural  
resources



entrepreneurs  
invest time  
and capital



our unique and  
strategic location



reflect  
culture of  
inclusion and  
excellence

