Niagara County
March 11, 2014

BUILDING ON OUR STRENGTHS

CREATING JOBS

INVESTING IN THE FUTURE

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CREATING JOBS
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
- Agriculture
- Bi-National Logistics
- Energy
- Health | Life Sciences
- Higher Education
- Professional Services
- Tourism
Assets

285 manufacturing companies employ 8500 people in Niagara County*

8 million people visit Niagara Falls each year

20 wineries make up the Niagara Wine Trail

Cities Niagara Falls, Lockport and North Tonawanda serve as economic hubs for the county

Challenges

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

Investing in infrastructure on smart growth principles

Improving downtowns, villages, neighborhoods and brownfields
Opportunities for mixed-use development
Foster a Culture of Entrepreneurship

Fostering start-ups

Photo credit: The Buffalo News
Foster a Culture of Entrepreneurship

NCCC Culinary Institute Small Business Development Center

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
Buffalo Niagara Medical Campus

- Public & private investment: $750 million
- Employees:
  - 2013: 12,000 employees
  - 2017: 17,000 employees
- Economic impact: $1.5 billion
Advanced Manufacturing

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

- **NYS**
  - Facility
  - Capital Equipment Start-up Funding

- **Industry**
  - Start-up Funding (Founders)
  - Capital Equipment (In-kind)
  - Projects and Partnerships

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

Branding, innovation, career readiness

Farm Credit East

Fresh. Local. From the Ground Up
Western New York
Regional food systems and food hubs
Measuring Progress: Moving the Needle

**Jobs**
- % Change in total number of jobs in WNY 2011-2012: 0.4%
- 2011 to 2012 Increase: 2,536

**Total Wages**
- % Change in total wages earned in WNY 2011-2012: 3.2%
- 2011 to 2012 Increase: $579 M

**Firms**
- % Change in total number of firms operating in WNY 2011-2012: 1.2%
- 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

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>
<thead>
<tr>
<th>IMPLEMENTATION OF THE PLAN</th>
<th>DEGREE</th>
<th>POINTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>The proposal is identified as a priority project by the Regional Council.</td>
<td>Priority</td>
<td>20</td>
</tr>
<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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</tbody>
</table>
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
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
create a region that is admired worldwide

our rich tradition of human innovation

attract more people

natural beauty

entrepreneurs invest time and capital

strengths of our people

abundant natural resources

reflect culture of inclusion and excellence

our unique and strategic location