A strategy for prosperity in Western New York

WNY Regional Council Meeting
Monday, August 14th 2017
1:00 p.m. to 2:30 p.m.

The Reg Lenna Center for the Arts
116 East Third Street
Jamestown, NY 14701
Western New York Regional Council Meeting

Agenda

Opening Remarks

Welcoming Remarks

Green Bank Presentation

CFA Round 7 and Progress Report Update

WNY REDC CFA Technical Assistance Initiative Update

Close Meeting / Adjourn
Opening Remarks

Lt. Governor Kathy Hochul
NYS REDC Chair

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

Samuel Teresi
Mayor
City of Jamestown
Green Bank Presentation

Alfred Griffin
President
CFA Round 7 and Progress Report Update

Michael Ball
Deputy Director
WNY REDC

Laura Quebral
Director
UB Regional Institute
## WNY | 2017 CFA Workshops and Public Information Sessions Attendance

<table>
<thead>
<tr>
<th>Location</th>
<th>Attendance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fredonia (CFA Workshop)</td>
<td>110</td>
</tr>
<tr>
<td>Buffalo (CFA Workshop)</td>
<td>204</td>
</tr>
<tr>
<td>Alfred University (CFA Public Information Session)</td>
<td>16</td>
</tr>
<tr>
<td>Holiday Valley (CFA Public Information Session)</td>
<td>51</td>
</tr>
<tr>
<td>Niagara Falls (CFA Public Information Session)</td>
<td>20</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>401</strong></td>
</tr>
</tbody>
</table>
249 CFA applications were finalized & submitted by the 4pm deadline on Friday, July 28th

224 Eligible applications will be reviewed by the WNY REDC

49 Empire State Development Grant funds are eligible as Priority Projects

State Agencies finished the process of reviewing applications for eligibility on Friday

Eligible applications will move on to be scored by both the WNY REDC & state agencies
WNY | 2017 CFA Agency Breakdown

- Parks: 16%
- Arts: 8%
- Canals: 3%
- DEC: 14%
- DOL: 9%
- DOS: 7%
- ESD: 33%
- EFC: 2%
- HCR: 8%
- Parks: 16%
- Arts: 8%
- Canals: 3%
- DEC: 14%
- DOL: 9%
- DOS: 7%
- ESD: 33%
- EFC: 2%
- HCR: 8%
WNY | 2017 CFA Strategic Alignment

- Smart Growth: 49%
- Workforce Development: 12%
- Tourism: 24%
- Business Assistance: 15%
May 1
CFA Opened

July 28
CFA Closed At 4 PM Sharp

October 2
Regional Council Deadline for Progress Report

Late Fall
Round 7 Awards Ceremony
# Western New York Regional Council Meeting

## WNY | 2017 CFA Schedule

### AUGUST

<table>
<thead>
<tr>
<th>Date</th>
<th>Event Description</th>
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</thead>
<tbody>
<tr>
<td>Monday, August 14&lt;sup&gt;th&lt;/sup&gt;</td>
<td>Council Members Receive Recusal Information*</td>
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</tbody>
</table>
| Monday, August 14<sup>th</sup> 1:00 – 2:30 p.m. | REDC Meeting – Jamestown – The Reg Lenna Center for the Arts*  
Council Member Recusal Information Due |
| Tuesday, August 15<sup>th</sup> – Tuesday, August 22<sup>th</sup> | Council Members Access & Review CFA Applications * |
| Wednesday, August 23<sup>rd</sup> at ESD | 9am-noon: Business Assistance and Entrepreneurship Score Group Meets to Discuss Applications & Determine Scores;  
1-4pm: Tourism, Arts and Culturals Score Group Meets * |
| Thursday, August 24<sup>th</sup> at ESD | 9am-noon: Workforce Development Score Group Meets; *  
1-4pm: Smart Growth Score Group Meets |

### SEPTEMBER

<table>
<thead>
<tr>
<th>Date</th>
<th>Event Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thursday, September 7&lt;sup&gt;th&lt;/sup&gt; 9:00 a.m. -4:00 p.m. at ESD</td>
<td>Potential Priority Projects are Invited to Present to the REDC Project Review* Committee</td>
</tr>
<tr>
<td>Friday, September 8&lt;sup&gt;th&lt;/sup&gt;</td>
<td>ESD Send PDF of Draft Progress Report to REDC Via Email*</td>
</tr>
</tbody>
</table>
| Tuesday, September 12<sup>th</sup> 2:00 p.m. – 5:00 p.m. | REDC Meeting – Roswell Park Cancer Institute *  
Discuss CFA Scores, Finalize List of Priority Projects & Adopt Final Scores |

### OCTOBER

<table>
<thead>
<tr>
<th>Date</th>
<th>Event Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monday, October 2&lt;sup&gt;nd&lt;/sup&gt; 5:00 p.m.</td>
<td>Final Progress Report Due to Albany</td>
</tr>
<tr>
<td>TBD</td>
<td>Strategic Implementation Assessment Team (SIAT) Presentation</td>
</tr>
</tbody>
</table>

### DECEMBER

<table>
<thead>
<tr>
<th>Date</th>
<th>Event Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Early December</td>
<td>Awards Presentation</td>
</tr>
<tr>
<td>WNY</td>
<td>2017 SCORE GROUPS</td>
</tr>
<tr>
<td>---------------------------------</td>
<td>-----------------</td>
</tr>
<tr>
<td><strong>Business Assistance &amp; Entrepreneurship</strong></td>
<td>Wednesday, August 23(^{rd}), 9am-noon</td>
</tr>
<tr>
<td><strong>Tourism</strong></td>
<td>Wednesday, August 23(^{rd}), 1pm-4pm</td>
</tr>
<tr>
<td><strong>Workforce Development</strong></td>
<td>Thursday, August 24(^{th}), 9am-noon</td>
</tr>
<tr>
<td><strong>Smart Growth &amp; Energy</strong></td>
<td>Thursday, August 24(^{th}), 1pm-4pm</td>
</tr>
</tbody>
</table>
A strategy for prosperity in Western New York

PERFORMANCE MEASURES

Metrics to Gauge Performance of Strategies and Actions
Collaboration is key to our region’s progress.
State and regional strategies aligned to drive economic growth and prosperity.
What’s new this year

Page limits
List of all CFA projects funded since 2011

What we focused on

Indicators
Buffalo Billion accomplishments and Phase II initiatives
Participation, collaboration and community engagement, e.g. CFA Technical Assistance in Wellsville and Ripley
Downtown Revitalization Initiative winner
Welcome to the WNY Regional demographic...

Rosalie Margaret Farrell
Jobs

% CHANGE SINCE 2011

2011 2016
615,025 631,404

TREND

INCREASE 16,379

SOURCE: NYS DOL Quarterly Census of Employment and Wages
FREQUENCY: Quarterly
Total Wages

% CHANGE SINCE 2011

- WNY: 15.0%
- NYS: 19.3%

2011: $24.7 B
2016: $28.4 B

INCREASE

2011-2016: $3.7 B

SOURCE: NYS DOL Quarterly Census of Employment and Wages
FREQUENCY: Quarterly
Firms

% CHANGE SINCE 2011

- WNY: 4.6%
- NYS: 9.3%

INCREASE

SOURCE: NYS DOL Quarterly Census of Employment and Wages
FREQUENCY: Quarterly

2011-2016

INCREASE 1,573
Average Annual Wage

% CHANGE SINCE 2011

- NYS: 10.0%
- WNY: 12.0%

SOURCE: NYS DOL Quarterly Census of Employment and Wages
FREQUENCY: Quarterly

TREND

2011-2016 INCREASE $4,832

2011: $40,136
2016: $44,968

INCREASE:
- $30,493
- $40,136
- $44,968
Young Population

Population Ages 20-34

<table>
<thead>
<tr>
<th>Year</th>
<th>Population</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>262,060</td>
</tr>
<tr>
<td>2015</td>
<td>279,967</td>
</tr>
</tbody>
</table>

% CHANGE 6.8%

SOURCE: US Census - American Community Survey 1 Year Estimates (Allegany County: 5 Year Estimates)
FREQUENCY: Annual
Our Region is Getting Noticed

Buffalo

#1 America’s Favorite Cities for Architecture 2016
   "Buffalo, New York, is on the verge of becoming famous for more than wicked winters, spicy chicken wings and its Rust Belt legacy."
   - Chicago Tribune, November 24, 2016

#2 8 Cities Whose Entrepreneurship Communities Are Booming
   "Buffalo, New York, is on the verge of becoming famous for more than wicked winters, spicy chicken wings and its Rust Belt legacy."
   - CNBC.com, July 19, 2016

#12 The 25 Cities Where Millennials Are Moving
   "...after a decades-long crisis of confidence, Buffalo is seeing a significant uptick in tourists and new residents..."
   - New York Times, February 20, 2017

The waterfront is once again brimming with activity, but unlike in the canal days, the focus is on new hotels and restaurants, sporting activities, river cruises and entertainment . . .”
   - Chicago Tribune, November 24, 2016

...after a decades-long crisis of confidence, Buffalo is seeing a significant uptick in tourists and new residents . . .”
   - Surface Magazine, June 26, 2017
Local Waterfront Redevelopment Programs

Acres of Land Protected and Enhanced

<table>
<thead>
<tr>
<th>Year</th>
<th>Acres</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>28,635</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>34,521</td>
<td>21%</td>
</tr>
</tbody>
</table>

SOURCE: New York State Department of State
FREQUENCY: On-going
Brownfields in Remediation

Total acres in Brownfield Cleanup Program

2011: 1,105
2017: 1,614

% CHANGE: 46%

INCREASE

SOURCE: New York State DEC
FREQUENCY: On-going
### Vacancies

#### # of Vacant Residential Addresses

<table>
<thead>
<tr>
<th>Year</th>
<th>Count</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>26,994</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>28,836</td>
<td><strong>6.8%</strong></td>
</tr>
</tbody>
</table>

**% CHANGE**: **INCREASE 6.8%**

**SOURCE**: U.S. Department of Housing and Urban Development  
**FREQUENCY**: Quarterly

#### # of Vacant Commercial Addresses

<table>
<thead>
<tr>
<th>Year</th>
<th>Count</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>6,814</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>6,708</td>
<td><strong>-1.6%</strong></td>
</tr>
</tbody>
</table>

**% CHANGE**: **DECREASE -1.6%**
SMART GROWTH

Businesses in Developed Areas

% of businesses located within an urbanized area

2012  87.8%  ->   2017  86.6%

% CHANGE
DECREASE -1.2 PERCENTAGE POINTS

SOURCE: Infogroup Inc.: Reference USA Database
FREQUENCY: On-going
FOSTER ENTREPRENEURSHIP

New Corporations

# of new corporation filings in WNY

2011  
1,711

2016  
3,015

% CHANGE

INCREASE 76%

SOURCE: Active corporation filings with the NYS Dept. of State
FREQUENCY: On-going
R&D Expenditures (Dollars)

2011: $367.1M  
2015: $395.2M  

% CHANGE: 7.7%

SOURCE: National Science Foundation
FREQUENCY: Annual

FOSTER ENTREPRENEURSHIP

Academic Research & Development
Minorities in Workforce

% of employed population that are minorities

2011: 13.3%  →  2015: 14.4%

% CHANGE

INCREASE 1.1 PERCENTAGE POINTS

SOURCE: US Census - American Community Survey
FREQUENCY: Annual
High School Graduates

Rate of students completing high school

2011: 80.6%  →  2016: 84.6%

% CHANGE
INCREASE 4.1 PERCENTAGE POINTS

SOURCE: NYS Education Department
FREQUENCY: Annual
Associate’s and Bachelor’s Degrees

# of degrees awarded

**Associate’s degrees**

<table>
<thead>
<tr>
<th>Year</th>
<th>Number</th>
<th>% Change</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>5,965</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>5,657</td>
<td>-5.2%</td>
<td>-308</td>
</tr>
</tbody>
</table>

**Bachelor’s degrees**

<table>
<thead>
<tr>
<th>Year</th>
<th>Number</th>
<th>% Change</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>12,369</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>12,769</td>
<td>3.2%</td>
<td>400</td>
</tr>
</tbody>
</table>

SOURCE: National Center for Education Statistics
FREQUENCY: Annual

PREPARE OUR WORKFORCE
Estimated Visitor Spending

2011: $2.5B  
2016: $2.9B

INCREASE 17.4%

SOURCE: Tourism Economics
FREQUENCY: On-going
September 8th
Council receives draft Progress Report (minus new Priority Projects) electronically.

September 12th
Council receives hard copies of draft Progress Report at meeting.
Following September 12th Council meeting, final slate of new Priority Projects are added to Progress Report

Noon on September 13th
Councilmembers’ edits due to UBRI.

October 2nd
Progress Report due to Albany.
A strategy for prosperity in Western New York

PERFORMANCE MEASURES

Metrics to Gauge Performance of Strategies and Actions
WNY REDC CFA Technical Assistance Initiative Update

Paul Ray
Associate Director of Operations
UBRI
2017 CFA Technical Assistance

Town of Ripley
Village of Wellsville
Process
1. Applications sent out: Mid February
2. Selection (2 out of 12 applicants): Mid March
3. Work started: April
4. Final Work: Beginning of July
Village of Wellsville

Site:
North Main Street

Project:
Main Street Program & additional support for Burrous Building Development
Recommended Improvements to Buildings Included:

• Upgraded HVAC systems
• New awnings
• New windows
• Exterior paint
• Brick repointing
• New flooring
• New ceilings
• Other interior renovations (apartment updates)
106-108 N. Main Street
126 N. Main Street
Burrous Building (23 N. Main Street)
Burrous Building (23 N. Main Street)
Town of Ripley

Site: Ripley Beach

Project: Capital Improvements to town-owned property to make it a more formal park
Town of Ripley

Technical Assistance Provided:

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
Existing Conditions
Existing Conditions
Concept Plan Includes:

• Route 5 signage
• Removable stairs for beach access
• Seating
• Emergency rescue crane
• Walking trails
• Gravel driveway
• Parking/turnaround
• Tent camping sites
• Picnic pavilion
• Overlook platform/fencing
Closing Remarks

Jeff Belt & Virginia Horvath
Co-Chairs
WNY Regional Economic Development Council
Next REDC Meeting
WNY Regional Council Meeting
Tuesday, September 12, 2017
3:30PM – 5:00PM

Roswell Park Cancer Institute
Center for Genetics and Pharmacology
701 Ellicott Street
Buffalo, NY 14203