

Welcome to the 2018 Consolidated Funding Application Information Session



Regional Economic
Development Councils

ECONOMIC DEVELOPMENT

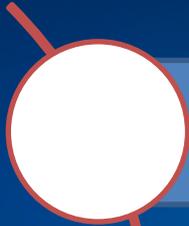
- Regional Economic Development Councils (REDCs) were created to transform the State's economic development process from the top down.
- REDCs re-built the statewide framework for a bottom-up approach to regional economic growth.

Since 2011

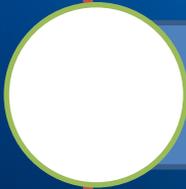
- Over \$5.4 Billion awarded/committed to support over 6,300 projects statewide.
- Commitments for 220,000 jobs created/retained.
- Thousands of businesses have received funding for startup or expansion.
- Leveraged additional private investment at a minimum of a 5:1 ratio.



The Consolidated Funding Application (CFA)



Streamlined approach to funding requests



A single portal allowing access to over \$750 million



Over 30 programs from 11 state agencies

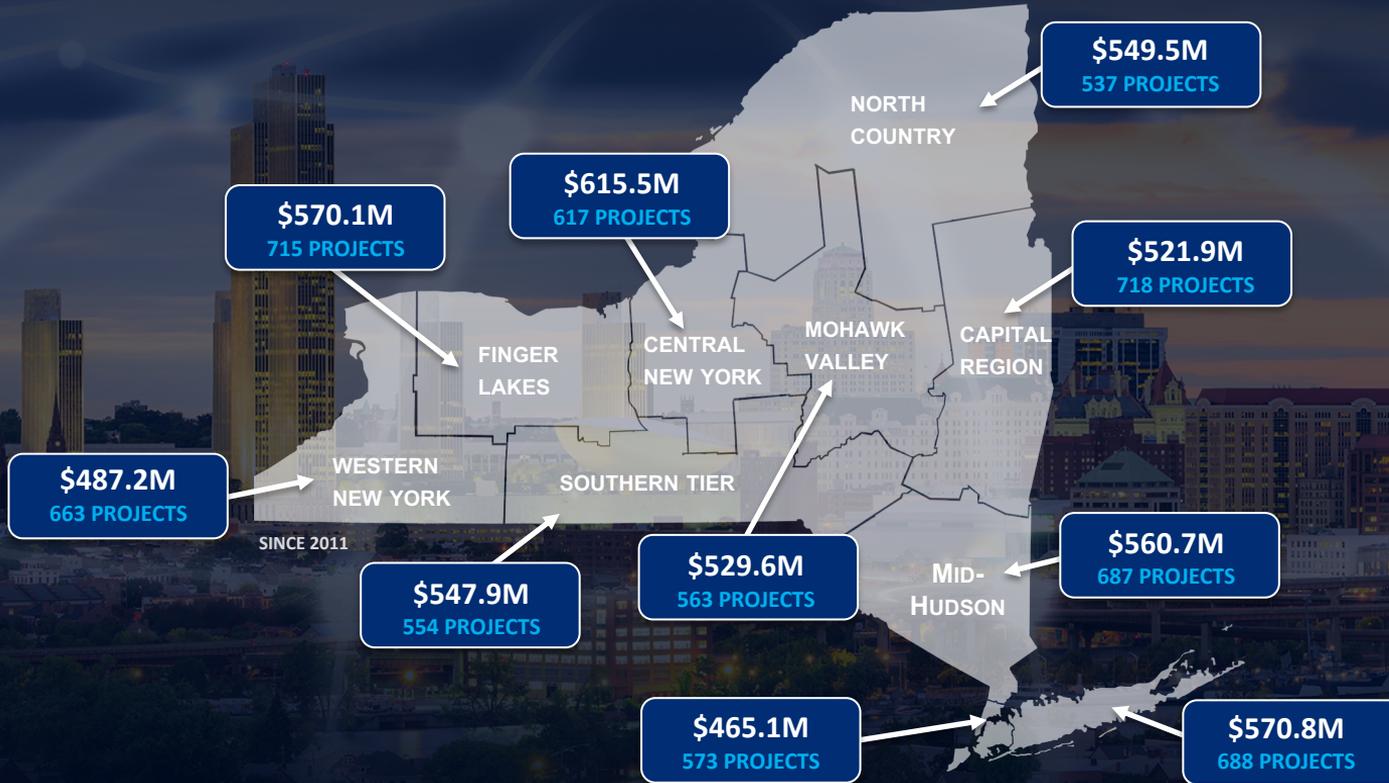


2017 HIGHLIGHTS



- ✓ \$755.6 million awarded statewide
- ✓ 1,041 projects received funding
- ✓ 10 Downtown Revitalization Initiative winners

REGIONAL ECONOMIC DEVELOPMENT COUNCIL AWARDS



2018 COMPETITION BREAKDOWN

- \$150M in Capital Grants
- \$75M in Excelsior tax credits
- Over \$525M in additional state funding through the Consolidated Funding Application (CFA) from various state agencies
- \$10M to each region for Downtown Revitalization Initiative



ROUND VIII TIMELINE

MAY 1, 2018

CFA OPENS

JULY 27, 2018

CFA CLOSES AT 4 PM
SHARP - NO LATE
SUBMISSIONS!

OCTOBER 1, 2018

REGIONAL COUNCIL
UPDATES AND SCORES
DUE

LATE FALL
ROUND VIII
AWARDS
CEREMONY



2018 COMPETITION BREAKDOWN

**In 2018, Governor Cuomo has made
over \$750 million available
from over 30 programs
across 11 state agencies**



2018 COMPETITION CRITERIA

- Identify projects for the State life sciences cluster.
- Support the Downtown Revitalization Initiative & identify projects to implement.
- Continue to work with industries and educational institutions to identify workforce development strategies for business' workforce needs.
- Implement strategies through the project pipeline.
- Update ongoing regional initiatives in Progress Report.
- Update performance measures.



DOWNTOWN REVITALIZATION INITIATIVE ROUND III

- \$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**
- ✓ **Business Incubator Program**
- ✓ **Veteran's Initiative**
- ✓ **Engage Local Governments**



STATEWIDE ECONOMIC DEVELOPMENT PRIORITIES

- ✓ **PLACEMAKING**: 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**: 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**: the strategy of investing in creating synergies between research and commercialization to drive the economy forward.



PROGRESS WITH PURPOSE

FUTURE
FORWARD



Mid-Hudson
Regional Economic
Development Council



City of Beacon

MHREDC VISION: PROGRESS WITH PURPOSE



LIVE

An initiative that seeks to revitalize the region's many river, hilltop, and cross-roads urban centers, encouraging smart growth, transit-oriented development, downtown revitalization and infrastructure improvements in order to stimulate job creation and prevent youth flight.



WORK

An industry-based initiative that seeks to attract and retain quality jobs in the region's mature and emerging clusters including biotech, advanced and high-tech manufacturing, information technology, financial and professional services, and distribution, and to match them with the Mid-Hudson's highly educated workforce.

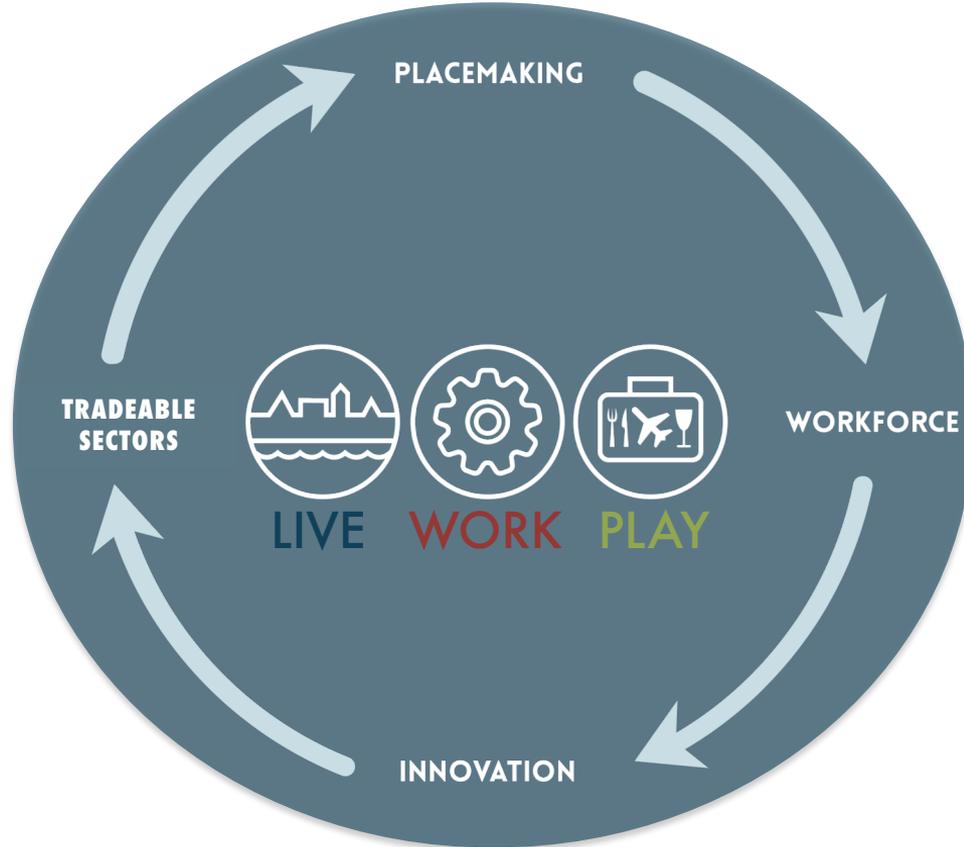


PLAY

An initiative that seeks to position the region as a premier tourist location based on its scenic beauty, local agriculture, food and beverage industry, arts, culture, history and recreational assets, as well as its proximity to New York City.



MHREDC VISION: PROGRESS WITH PURPOSE



LIVE

An initiative that seeks to revitalize the region's many river, hilltop, and cross-roads urban centers, encouraging smart growth, transit-oriented development, downtown revitalization and infrastructure improvements in order to stimulate job creation and prevent youth flight.



 **198** CITIES, TOWNS & VILLAGES

 POPULATION
2.3 MILLION
MEDIAN AGE **39.5**

1 INTERNATIONAL
PUBLIC/MILITARY
AIRPORT

4 COUNTY-OWNED
AIRPORTS



RAIL SERVICE
PROVIDED BY
METRO NORTH,
AMTRAK &
NJ TRANSIT



MAJOR
HIGHWAYS:
I-84, I-87,
I-287, I-684



Mid-Hudson
Regional Economic
Development Council



TUXEDO SLOATSBURG CORRIDOR REVITALIZATION PROJECT PHASE I

AWARD YEAR: 2016

PROJECT LOCATION:

TUXEDO, ORANGE COUNTY &
SLOATSBURG, ROCKLAND COUNTY

TOTAL PROJECT COST: \$5,565,111

CFA AWARD: \$750,000

PROJECTED

DIRECT/PERMANENT JOBS: 21

PROJECTED JOBS RETAINED: 6



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Regional Economic
Development Council



WORK

An industry-based initiative that seeks to attract and retain quality jobs in the region's mature and emerging clusters including biotech, advanced and high-tech manufacturing, information technology, financial and professional services, and distribution, and to match them with the Mid-Hudson's highly educated workforce.



TOTAL WORKFORCE

906,528

AVG. SALARY \$57,809



TOTAL PRIVATE WORKFORCE

760,320

AVG. SALARY \$55,612



11,849 PATENTS
2011-2015

NEARLY 2,500 FILED IN 2015

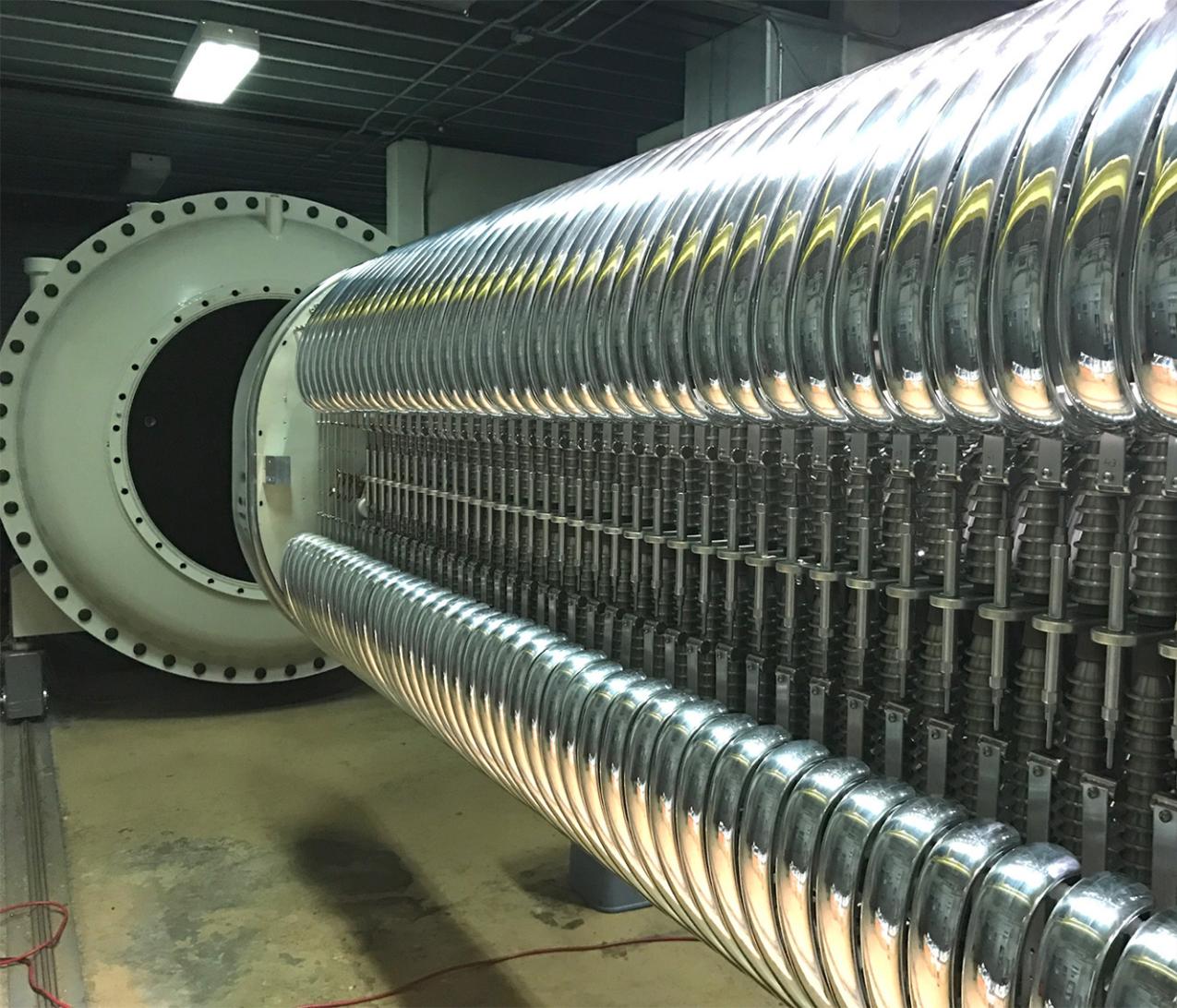


76,087

PRIVATE FIRMS 2016



Mid-Hudson
Regional Economic
Development Council



WORK

RADIOLOGICAL RESEARCH ACCELERATOR FACILITY RARAF LINAC FOR HEAVY ION THERAPY

CFA NUMBER: 75904

APPLICANT NAME:

COLUMBIA UNIVERSITY

PROJECT LOCATION:

IRVINGTON, WESTCHESTER COUNTY

TOTAL PROJECT COST: \$2,000,000

PROJECTED

DIRECT/PERMANENT JOBS: 15

PROJECTED

INDIRECT/CONSTRUCTION JOBS: 10

PROJECTED JOBS RETAINED: 20



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Regional Economic
Development Council

PLAY

An initiative that seeks to position the region as a premier tourist location based on its scenic beauty, local agriculture, food and beverage industry, arts, culture, history and recreational assets, as well as its proximity to New York City.



VISITOR SPENDING
MID-HUDSON REGION, 2016

\$4,369,258 BILLION



 \$1,125,537B LODGING

 \$319,900M RECREATION

 \$728,156M RETAIL & SERVICE

 \$755,717M TRANSPORT

 \$1,156,778B FOOD & BEVERAGE

 \$283,171M SECOND HOMES



PLAY



LEGOLAND NEW YORK

AWARD YEAR: 2014, 2015, 2016

PROJECT LOCATION:

GOSHEN, ORANGE COUNTY

TOTAL PROJECT COST: \$350 Million

CFA AWARDS: \$7.1 Million

PROJECTED

DIRECT/JOBS: 1,300

PROJECTED

INDIRECT/CONSTRUCTION JOBS: 800



Mid-Hudson
Regional Economic
Development Council

EXISTING ASSETS

EDUCATED WORKFORCE

PERCENT OF PERSONS AGE 25+ WITH
**BACHELOR'S DEGREE
OR HIGHER**
2016

39% | **34.7%**
MID-HUDSON | NEW YORK STATE

HIGHER EDUCATION
INSTITUTIONS

8 SUNY | **1** FEDERAL
18 INDEPENDENT COLLEGES /
UNIVERSITIES

GLOBAL INDUSTRY LEADERSHIP

- INFORMATION TECHNOLOGY
- BIOTECH
- FOOD & BEVERAGE

\$101,697 AVERAGE SALARY

FOR HIGH-TECH
MANUFACTURING

11,849 PATENTS
2011 - 2015

NEARLY 2,500 FILED IN 2015

76,087 PRIVATE FIRMS
2016

TOURIST ATTRACTIONS

VISITOR SPENDING
MID-HUDSON REGION, 2016

\$4,369,258



\$1,125,537B LODGING



\$319,900M RECREATION



\$1,156,778B FOOD & BEVERAGE



\$728,156M RETAIL & SERVICE



\$755,717M TRANSPORT



\$283,171M SECOND HOMES



Mid-Hudson
Regional Economic
Development Council

MID-HUDSON'S BRINGING HOME RESULTS



THE MID-HUDSON IS
A **4X** TOP
PERFORMER

\$560.7M

INTO THE REGION
TO SUPPORT

687 PROJECTS

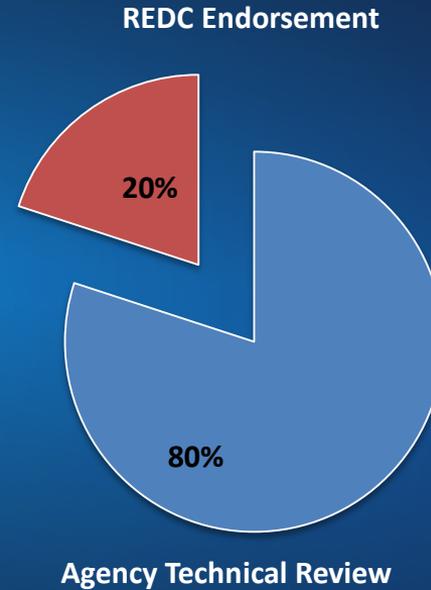
Consolidated Funding Application



**Regional Economic
Development Councils**

CFA Review & 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.		
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



Apply online at RegionalCouncils.ny.gov



The Consolidated Funding Application is open May 1st through July 27th at 4:00 pm. [Apply now.](#)



**Regional Economic
Development Councils**

[Regions](#)

[About Us](#)

[Consolidated Funding Application](#)

[News](#)

[Resources](#)

To access the CFA,
click "Apply"

Consolidated Funding Application Open

The CFA is now open for applicants enabling businesses, municipalities, not-for-profits and the public to begin applying for more than \$750 million in state economic development resources.

[APPLY](#)



**Regional Economic
Development Councils**

CFA Home Page

CONSOLIDATED FUNDING APPLICATION

HELP PRINT PAGE REGIONAL ECONOMIC DEVELOPMENT COUNCILS CFA PROJECT INFO

WELCOME

As part of Governor Cuomo's transformative plan to improve the state's economic development model, a NYS Consolidated Funding Application (CFA) has been created that will streamline and expedite the grant application process. The CFA process marks a fundamental shift in the way state resources are allocated, ensuring less bureaucracy and greater efficiency to fulfill local economic development needs.

Utilizing the CFA serving as the single entry point for access to economic development funding, applicants will no longer have to slowly navigate multiple agencies and sources without any mechanism for coordination. Now, economic development projects will use the CFA as a support mechanism to access multiple state funding sources through one application, making the process quicker, easier, and more productive.

The CFA system is also the mechanism for Upstate Revitalization Initiative (URI) project sponsors to submit applications.

To proceed with your CFA, please use the **Log In** or **Register** buttons.

New for 2018

To save time you can now Clone an application from the previous year. [Click here to learn how.](#)

Log In

Register

Links

Available CFA Resources

Regional Council Guidebook

CFA Application Manual

Program Application Questions

Program Recorded Webinars 2018

2018 CFA Workshops

Regional Council Information

Program Application Questions

CFA Resources

CFA Application Manual



Regional Economic Development Councils

Workshop Materials

Creating an Account

CONSOLIDATED FUNDING APPLICATION

HELP PRINT PAGE REGIONAL ECONOMIC DEVELOPMENT COUNCILS CFA PROJECT INFO

NYS Consolidated Funding Application Registration

Email Address

Email Address Check

Re-enter your email address for a verification check.

Organization Name

If you do not have a business name yet please enter your DBA "Doing Business As". Use only alpha-numeric characters.

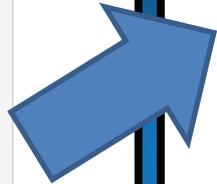
Project Name

This will be the name associated with your project. Use only alpha-numeric characters.

Please enter the sum of the following two numbers:
1 + 8 =

This helps to protect our system from spam.

[Register New Application](#)



CONSOLIDATED FUNDING APPLICATION

HELP PRINT PAGE REGIONAL ECONOMIC DEVELOPMENT COUNCILS CFA PROJECT INFO

NYS Consolidated Funding Application Registration

Thank you for registering.

Instructions

Important - Before proceeding read the following carefully:

- 1. Save your information**
Please make note of the following information. You should print this page and save it for your records now.
Organization Name: INTERNAL TEST
Project Name: INTERNAL TEST
Your login token:

PLEASE DO NOT LOSE THE TOKEN SHOWN ABOVE - YOU WILL NEED IT TO ACCESS YOUR APPLICATION ONCE YOUR ACCOUNT HAS BEEN ACTIVATED.

- 2. Check your email**
An email has been sent to you with information on how to get started with your application. You must follow the link contained in this email message to activate your account and to begin the application process.
You may need to check your SPAM folder for the activation email message.

Thank you for registering with the NYS Consolidated Funding Application.

New Applicant Information:
Your Application Number is: **50341**
Organization Name: **INTERNAL TEST**
Project Name: **INTERNAL TEST**
Email Address:

IMPORTANT
To continue the process you must activate your account.
[CLICK HERE TO ACTIVATE YOUR ACCOUNT](#)

If you've already activated your account [click here to log in and continue your application](#).

To log in you will need to enter in your email address and the token displayed when you first registered.



CFA Overview

Select Programs by Category and Project Type

Choose Programs directly from a list

CONSOLIDATED FUNDING APPLICATION

APPLICATION HELP PRINT LOG OUT REGIONAL ECONOMIC DEVELOPMENT COUNCILS CFA PROJECT INFO

Program Wizard

Choose project categories and types to help you decide which programs are right for your project's application

Proceed to Program Wizard

OR

Program List

Choose programs by selecting from a list of programs organized by State Agency

Proceed to Program List



CFA Overview

- ❑ Select Project Category and Project type to find out which programs fit with your project
- ❑ Choose programs you would like to apply for
- ❑ Answer threshold questions to determine your eligibility for each program
- ❑ Identify your project location

Select Project Category

Please answer the following set of questions as accurately as possible. Based on your answers to the following questions, programs that you may be eligible for will be displayed along with an additional set of questions for each program.

Choose one or more categories below that best represent the *INTERNAL TEST* project for which you wish to submit this application:

- Community Development**
Show 10 Associated Programs
- Direct Assistance to Businesses and Other Organizations**
Show 12 Associated Programs
- Education/Workforce Development**
Show 5 Associated Programs
- Energy**
Show 4 Associated Programs

Application Number 62997

PROGRAMS LOCATION DOCUMENTS QUESTIONNAIRE JOBS FUNDING REVIEW **Application R NOT FINIALIZED**

Select Type of Project

Choose one or more project types from the list below that best represents your project:

- Adoption of streamlined permitting and other ordinances for solar energy systems and electric vehicle charging stations for communities**
Show Associated Programs
- Large-scale, capital, sustainability projects contributing to community resiliency and reducing greenhouse gas emissions.**
Show Associated Programs
- Low cost power for businesses (including not-for-profits)**
Show Associated Programs
- Non Residential Energy Efficiency Projects (Energy Study/Audit/Master Plan, New Construction/Substantial Renovation, Retrofits to an Existing Building, Industrial and Process Efficiency Improvements)**
Show Associated Programs

Your Application's Programs

Programs were recently added to your application. To determine if your application potentially qualifies for the following programs, you will need to answer a few threshold questions. Please Proceed with the Application.

You potentially qualify for the following programs:

New Program	Excelsior Jobs Program Show program description You need to answer threshold questions for this program.	Open Enrollment	REMOVE
New Program	NYSERDA Energy Efficiency Projects Show program description You need to answer threshold questions for this program.	Open Enrollment	REMOVE

Select the region(s) within which your project is located

- Capital District
- Central New York
- Finger Lakes
- Long Island
- Mid-Hudson
- Mohawk Valley
- New York City
- North Country
- Southern Tier
- Western New York



Uploading Attachments

The CFA will indicate which materials you must upload before finalizing the application.

No hard copies will be accepted. All documents must be uploaded.

Details on how to create a PDF and upload an attachment are available on the upload page and in the HELP section.

Application Number 62997

PROGRAMS LOCATION DOCUMENTS QUESTIONNAIRE JOBS FUNDING REVIEW

Application is NOT FINALIZED

REQUIRED & OPTIONAL DOCUMENTS

Instructions

For assistance scanning your documents, please bring your documents to any of these Regional Offices.

Your application may require you to upload supporting documents. **These files must be in PDF, JPG or ZIP format (unless specifically noted otherwise below) and cannot be larger than 10 MB in size. You may combine multiple PDF files into a single .ZIP file if necessary. Avoid using special characters like *,%#,:; in your document name as this will cause errors in the upload.** If an attachment question requires more than one document, you must create a single PDF or JPG file that contains all the required documents or a ZIP file that contains the required documents. More information is available on how to create PDFs from other documents and how to create ZIP files.

You may proceed with your application without uploading these documents. However, if supporting documents are required, you must return to this section and upload the required documents before you can finalize and submit your application.

Your answers will be automatically saved whenever you tab to the next question or when you click outside the answer box in which you are working. You may also click the "Save" button at the bottom of the screen to save your responses.

Legend

- this document has been uploaded
- this document is required but has not been uploaded
- this document is optional and has not been provided. Optional documents are helpful in the evaluation of your application, but not required.
- the uploaded document is "restricted". The document will only be shared with the state agency/authority that is required to review this application.



Next Step: Program Specific Questions

Application Number 82997

PROGRAMS LOCATION DOCUMENTS **QUESTIONNAIRE** JOBS FUNDING REVIEW

Application is NOT FINALIZED

QUESTIONNAIRE

Instructions

To proceed with your application, please answer the following questions.

If your answers are lengthy, we recommend you type your answers into a word processor and paste them into the application so you will always have a copy of your answers. (Note: By design, most of the formatting you create with your word processor will be lost when you paste answers into the application.)

Your answers will be automatically saved whenever you tab to the next question or when you click outside the answer box in which you are working. You may also click the "Save" button at the bottom of the screen to save your responses.

Legend

-  the question has been answered
-  an answer is required but has not been provided
-  an answer is not required and has not been provided
-  the answer is "restricted": The answer will only be shared with the state agency/authority that is required to review this application.
-  the question and its answers are shared among multiple programs on this application

[Disclaimer](#)

The CFA contains questions relevant to programs for which you are eligible

The end of the questionnaire includes certifications

Certification

Q_1038

 Shared Question

By entering your name in the box below, you certify that you are authorized on behalf of the applicant and its governing body to submit this application. You further certify that all of the information contained in this Application and in all statements, data and supporting documents which have been made or furnished for the purpose of receiving Assistance for the project described in this application, are true, correct and complete to the best of your knowledge and belief. You acknowledge that offering a written instrument knowing that the written instrument contains a false statement or false information, with the intent to defraud the State or any political subdivision, public authority or public benefit corporation of the State, with the knowledge or belief that it will be filed with or recorded by the State or any political subdivision, public authority or public benefit corporation of the State, constitutes a crime under New York State Law.

max characters: 400



Regional Economic
Development Councils

Funding Request and Program Budget

PROJECT FUNDING

Instructions

The following section will collect information regarding your project's cost and funding. Please follow the instructions associated with each section below.

Total Project Cost

The TOTAL cost of the project for which funds are being requested via this CFA. Projects that have multiple phases should be careful to include ONLY the phase covered by this CFA round. Please use only numbers; no commas (,), dollar signs (\$), or special characters.

Total project cost: \$

0

Save

Funding Requested from Program

The amount you are requesting from each program on your application. Please use only numbers; no commas (,), dollar signs (\$), or special characters.

Program	Amount Requested
---------	------------------

Excelsior Jobs Program	\$	<input type="text"/>
------------------------	----	----------------------

NYSERDA Energy Efficiency Projects	\$	Answer Not Required
------------------------------------	----	---------------------

Total Amount Requested	\$	0
------------------------	----	---

Save

Program Budget

For each program, indicate the sources and uses of funds required to complete the project for which funds are being requested. If you are requesting funds from multiple programs, the sum of all program requests should equal the total CFA funding requested. The Program Budget should be consistent with any program match requirements or funding limits, as detailed in the program's HELP section. Include all non-CFA sources such as private funding, funds from lending institutions, and in-kind, as allowed by the program. If a funding source supports multiple uses, each source should be accompanied by a separate use and amount. Please use only numbers for the amount; no commas (,), dollar signs (\$), or special characters.

Excelsior Jobs Program

Show Help

Use ?	Source ?	Amount	Indicate Source / Comments	Add / Remove
Use	Source	\$		Remove
Total - Excelsior Jobs Program:		\$	0	Add Row

Save & Proceed with Application

Indicate the amount of funding that your project will be requesting from each individual program



Regional Economic
Development Councils

Finalizing Your Application

Application Number 62997

PROGRAMS ✓ LOCATION ✓ DOCUMENTS ✓ QUESTIONNAIRE JOBS ✓ FUNDING ✓ REVIEW Application is NOT FINALIZED

REVIEW

Finalization Checklist

✓ Programs	Completed ◦ NYSERDA Energy Efficiency Projects
✓ Not-For-Profit	Completed
✓ Location	Completed
✓ Documents	Completed
✖ Questionnaire	There are 42 remaining required questions that need to be completed.
✓ Jobs	Completed
✓ Funding & Budget	Completed

Application Finalization

 You have not completed 1 area. Please use the links above to return to the incomplete area.

Application Number 62997

PROGRAMS ✓ LOCATION ✓ DOCUMENTS ✓ QUESTIONNAIRE ✓ JOBS ✓ FUNDING ✓ REVIEW Application is NOT FINALIZED

REVIEW

Finalization Checklist

✓ Programs	Completed ◦ NYSERDA Energy Efficiency Projects
✓ Not-For-Profit	Completed
✓ Location	Completed
✓ Documents	Completed
✓ Questionnaire	Completed
✓ Jobs	Completed
✓ Funding & Budget	Completed

Please Acknowledge

Please Note: By clicking the button below you will no longer be able to modify or amend your application.

BY CLICKING HERE, I ACKNOWLEDGE THAT MY APPLICATION IS COMPLETE AND READY FOR FINALIZATION

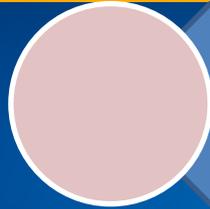


Overview of Programs



**Regional Economic
Development Councils**

Overview of Programs



Business & Local Government
Assistance



Community Development



Energy Efficiency &
Environmental Improvements



BUSINESS & LOCAL GOVERNMENT ASSISTANCE

Department of State (DOS)

- Local Government Efficiency Program

Department of Labor (DOL)

- Workforce Development

Empire State Development (ESD)

- Grant Funds
- Excelsior Jobs Program
- Strategic Planning & Feasibility Studies
- Market New York
- Business Incubator Program
- Federal Industrial Development Bond Cap



COMMUNITY DEVELOPMENT

New York State Council on the Arts (NYSCA)

- Arts & Culture Initiatives
- Arts & Cultural Facilities Improvement Program – Large Capital Project Fund

Homes and Community Renewal (HCR)

- Community Development Block Grant Program
- New York Main Street Program

Office of Parks, Recreation & Historic Preservation (OPRHP)

- Environmental Protection Fund for Parks, Preservation and Heritage (EPF)

Department of State (DOS)

- Local Waterfront Revitalization Program



ENERGY EFFICIENCY & ENVIRONMENTAL IMPROVEMENTS

NYSERDA

- Flexible Technical Assistance
- Commercial New Construction Program
- Industrial and Process Efficiency Program
- Net Zero Energy for Economic Development

New York Power Authority (NYPA)

- Recharge New York

Department of Environmental Conservation (DEC)

- Wastewater Infrastructure Engineering Planning Grant Program (with EFC)
- Water Quality Improvement Project Program
- Climate Smart Communities Grant Program





**Empire State
Development**



Empire State Development

ESD GRANT FUNDS

5/16/18

ESD Grant Funds

\$150 Million Capital Grant Funding Available
in Round 8

ESD Grant Funds

Eligible Applicants

- Businesses
- Not-for-profit corporations*
- Business Improvement Districts
- Local development corporations
- Public benefit corporations (including industrial development agencies)
- Economic development organizations
- Research and academic institutions
- Incubators
- Technology parks
- Municipalities & Counties
- Regional planning councils
- Tourist attractions
- Community facilities

ESD Grant Funds

Program Objectives: Capital Projects

- Business Investment
- Infrastructure Investment
- Economic Growth Investment

ESD Grant Funds

Eligible Activities

- Acquisition of land, buildings, machinery and/or equipment;
- Demolition and environmental remediation;
- New construction, renovation or leasehold improvements;
- Acquisition of furniture and fixtures;
- Soft costs of up to twenty-five percent (25%) of total project costs; and
- Planning and feasibility studies related to a specific capital project or site.

Ineligible Activities

- Developers fees
- Training
- Residential development, although program funds may only be used for the commercial component of a mixed-use project.

ESD Grant Funds

Key Points

- Calculating Total Project Costs
- Project Timeline
- Requested Funding Limit
- Applicant Contributions
- Disclosure of other funding sources
- MWBE & Service-Disabled Veteran-Owned Businesses

See full details in CFA materials online



**Empire State
Development**



Empire State Development

Excelsior Jobs Program

Excelsior Jobs Program

\$75 million in tax credits is available for economic development initiatives and projects that:

- Create or retain jobs
- Prevent, reduce, or eliminate unemployment and underemployment
- Increase business activity in the community or region

Discretionary – applicants may not be awarded the maximum allowable amount

Excelsior Jobs Program

Eligibility

Job Growth Track:

- Targeted industries
- Creating net new jobs
- RSP (net new jobs & significant capital investment)

Investment Track:

- Firms in targeted industries (except manufacturing) who retain at least 25 employees; manufacturing firms who retain at least 5 employees
- Makes investment
- Meets a benefit-cost ratio of at least 10:1

Excelsior Jobs Program

Targeted “Activities” / Industries

- Manufacturing
- Agriculture
- Software Development & New Media
- Scientific R&D
- Distribution Center
- Back office
- Financial Services
- Music Production
- Entertainment Company
- Life Sciences

Excelsior Jobs Program

Tax Credits

- Excelsior Jobs Tax Credit
- Excelsior Investment Tax Credit
- Excelsior Research & Development Tax Credit
- Excelsior Real Property Tax Credit

Excelsior Jobs Program

Job Growth Track			
Excelsior Minimum Eligibility Criteria			
Strategic Industry	Minimum Jobs	Regionally Significant Project Minimum Jobs & Investments	
Scientific R&D	5	10	\$3,000,000
Software Development	5	N/A	N/A
Agriculture	5	10	\$250,000
Manufacturing	5	10	\$1,000,000
Financial Services	25	100	\$3,000,000
Back Office	25	100	\$3,000,000
Distribution	50	100	\$15,000,000
Music Production	5	N/A	N/A
Entertainment Company	100	200	N/A
Life Sciences	5	20	N/A
Other	N/A	150	\$3,000,000



Excelsior Jobs Program

Investment Track

Firms in Strategic Industries (except manufacturing) who retain at least 25 employees; manufacturing firms who retain at least 5 employees

Minimum Benefit Cost Ratio = 10:1

Total investment, wages and benefits / Excelsior Jobs Program Tax Credits

Excelsior Jobs Program

Effective Date

- Effective date is no sooner than the award date
- Net new jobs created *after* effective date may be counted
- Qualified Investment made *after* effective date may be counted



**Empire State
Development**



Empire State Development

Strategic Planning and Feasibility Studies

ESD Strategic Planning and Feasibility Studies

\$1 Million Grant Funding
Available in Round 8

ESD Strategic Planning and Feasibility Studies

Eligible Applicants

- Cities
- Counties
- Municipalities
- Business Improvement Districts
- Local Development Corporations
- Not-for-profit Economic Development Organizations

ESD Strategic Planning and Feasibility Studies

Program Objectives

Matching Grants of up to \$100,000 each to support the following types of programs:

- Strategic development plans for a city, county, or municipality or a significant part thereof
- Feasibility studies for site(s) or facility(ies) assessment and planning.

Program promotes economic development in the State of New York by encouraging economic and employment opportunities and stimulating development of communities and urban areas.

- Projects should focus on economic development purposes.
- Preference given to projects located in highly distressed areas.
- Projects should clearly define project scope, work plan, and anticipated results.

ESD Strategic Planning and Feasibility Studies

Eligible Project Costs

- Salaries, wages, fringe
- Contractual services
- Supplies and materials
- Travel

Ineligible Project Costs

- Site assessment or planning for residential development

ESD Strategic Planning and Feasibility Studies

Key Information:

- Project Budgets
- Project Timeline
- MWBE Goals & Service-Disabled Veteran-Owned Businesses
- Applicant contributions
- Disclosure of funding sources
- Priority given to Highly Distressed Areas

See full details in CFA materials online



**Empire State
Development**

MARKET NEW YORK- Tourism Grant Program

www.iloveny.com/MarketNY

Market New York Program Goals

Funding Available: Up to \$15 Million to support:

- tourism marketing initiatives
- capital/construction projects
- recruitment, execution of new big events, meetings/conferences
- conventions, festivals, athletic competitions and consumer/industry trade shows
- visitation connected to agritourism including the craft beverage industry

Market New York Program Information

Eligible Entities

- Not-for-Profit Corporations
- Municipalities
- Tourism Promotional Agencies (TPAs)
- Public Benefit Corporations
- For-profit Companies

Market New York Program Information

Up to **\$15 million** available for:

1) Regional Tourism Marketing- \$7 million

Only minimum requests of \$50,000 or more will be considered

2) Tourism Capital- \$8 million

Only minimum requests of \$150,000 or more will be considered

Note: Applicants with projects with both marketing and capital elements **apply for both tracks.**

Market New York Program Information

Key Information for Your Application

- Include a Project Plan as an attachment
- Demonstrate how you will increase visitation and demonstrate a positive economic impact especially by enhancing the visitors' experience and increasing their likelihood to advocate for New York State as a travel destination
- Complement the goals and strategies of I LOVE NY:
 - ❖ Market/promote/showcase, on at least a regional basis, New York State's assets
 - ❖ Show alignment with I LOVE NY initiatives
- Demonstrate increases in room nights, visitor frequency, length of stay, higher level of engagement in social and digital channels, especially by family members
- Increase visibility in relevant press (e.g. family magazines, outdoor publications, etc.).

FUNDING INFORMATION

If awarded a Market New York Grant:

- ESD will pay grantee on a **reimbursement basis**
- Awarded grants are not transferable and payments may only be made to the awardee
- All project expenditures must be shown to be spent directly from the grantees accounts
- Use of the I LOVE NY logo will be required and all usage must be reviewed and approved by ESD
- Individual contract-specific MWBE goal of 30%-40%
- Projects that have been funded in three (3) consecutive rounds may be deemed ineligible (see Market New York Round 8 Guidelines for more information)
- Being awarded a grant does not imply approval of elements in the submitted project plan/budget



**Empire State
Development**

Empire State Development

New York State Business Incubator Program

Program Goals

- \$1.375 million available to designate eleven (11) NYS Business Incubators with contracts beginning April 2019.
- Improve the quantity and quality of incubator services provided to young companies
- More effectively harness New York State's innovation assets to better serve inventors and entrepreneurs.

Important Distinction from Previous Rounds

- Applicants are applying for designation only as a New York State Incubator.
- Maker spaces may be viewed as incubators for the purposes of this solicitation.
- There may be more than one New York State Business Incubator designation per region.

Funding

Successful applicants will be awarded operating grants to expand the services and programs provided to start-up companies served by the incubator.

Up to \$125,000 will be provided annually for five years to entities designated as a NYS Business Incubator.

Funding is available to designate eleven (11) New York State Business Incubators with contracts beginning April 2019.

Budget Sources and Uses

Question	NYS Business Incubator
Total Project Cost State money plus match	\$1.875 Million
Source - State Funding Request (use “Other” as source and then enter NYSTAR BI funding in “Comments”)	\$625,000
Source – Matching Funds	\$1.25 Million
Sources and Uses	Use drop down menus. You can submit a more detailed budget with your application. NYSTAR requires a final budget before we go to contract

NYS Business Incubator Designation

An entity seeking designation as a New York State Business Incubator must meet these requirements:

- been in existence for three or more years
- provide a strategic plan
- agree to expand the services
- demonstrate a 2:1 match of state funds
- Demonstrate a track record of transitioning academic research to the marketplace

IN ADDITION:

Applicants are strongly encouraged to demonstrate regional partnerships with incubators or organizations assisting entrepreneurs and early stage companies



**Empire State
Development**

Thank You!

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2018 Consolidated Funding Application (CFA) Presentation



**Empire State
Development**

INDUSTRIAL DEVELOPMENT BOND CAP

INDUSTRIAL DEVELOPMENT BOND CAP

A portion of New York State's annual Statewide private activity bond allocation ("volume cap") authority under federal guidelines will be dedicated to facilitate lower cost tax-exempt bond financing for qualified projects by authorized State agency and/or local government issuers, or projects originating through Regional Economic Development Councils.

IDB Cap is available for state and local government issuers to sell tax-exempt bonds for private projects that demonstrate a public purpose.

***Funding mechanism: Local Industrial Development Agencies act as conduit financiers by selling tax exempt bonds to private investors to fund economic development projects.*

INDUSTRIAL DEVELOPMENT BOND CAP

In order to receive the benefits of a tax-exempt interest rate, private borrowers and their projects must be eligible under one of the federally-recognized private activity bond categories enumerated in the Federal Internal Revenue Code (IRC sections 142-144, and 1394).

Such categories include:

- Residential Rental Facilities:
 - Multi-family housing where at least 20% of the units must be set aside for low income residents; or,
 - elderly rental housing for low income residents.
- Small Issue (less than \$10 million) Manufacturing Projects;
- Solid Waste Disposal Facilities;
- Sewage Facilities
- Water Furnishing Facilities
- Local furnishing of electric energy or gas;
- Local district heating or cooling facilities;

INDUSTRIAL DEVELOPMENT BOND CAP

Applicant Eligibility Requirements:

Applicants must be authorized issuers (e.g., local industrial development agency (IDA)) or agents of such authorized issuers (e.g., project applicants that have applied to/been induced by an authorized issuer for financial assistance).

Note: Where an applicant is not the authorized issuer, the authorized issuer **must be included** as an additional contact/co-applicant on the CFA.

Projects must meet eligibility requirements of the federal Internal Revenue Code and any laws/ rules/ regulations governing the issuance of private activity bonds and the provision of financial assistance by the authorized issuer.

Industrial Development Bond Cap

Time-Sensitive Projects/REDC Option

Most REDCs have been awarded discretionary recommendation authority over limited amounts of volume cap through the annual Regional Awards.

An **authorized issuer** with a time-sensitive, or other, project that meets the regional economic development priorities of its region is encouraged to apply for volume cap directly to its REDC, through ESD's regional office.

Upon the recommendation of the REDC, ESD can work with the Division of Budget to facilitate a timely allocation to the project's authorized issuer.

INDUSTRIAL DEVELOPMENT BOND CAP

Project Disbursements Method

Volume cap allocation award letter will be sent to local issuer (e.g., IDA) upon such issuer's notification to ESD that:

- the letter is needed in order to firm up financing commitments; and/or,
- the bond issuance date (closing) has been scheduled for the applicant project.

INDUSTRIAL DEVELOPMENT BOND CAP

Questions?

Contact:

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(518) 292-5307

Questions?

www.regionalcouncils.ny.gov

Thank you!



Regional Economic
Development Councils