

A strategy for
prosperity
in Western New York

**BUILDS ON OUR
STRENGTHS**

**INVESTS IN THE
FUTURE**

**WNY Regional Council Meeting
May 8, 2018
10:00 a.m. to 11:30 a.m.**

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

**THE NEW
WNY**



Western New York Regional Council Meeting

Opening Remarks

**Jeff Belt & Dr. Virginia Horvath
Co-Chairs**

WNY Regional Economic Development Council

Western New York Regional Council Meeting

Agenda

- **Opening Remarks**
- **Welcoming Remarks**
- **Round 8 - Regional Economic Development Council Competition**
- **Round 3 - Downtown Revitalization Initiative**
- **City of Jamestown Downtown Revitalization Initiative Update**
- **City of Dunkirk Western New York Smart Growth Community Fund Update**
- **Buffalo Billion Update**
- **NYSERDA Net Zero Energy for Economic Development**
- **Regional Economic Development Councils Ethics Training**
- **Closing Remarks & Adjourn**

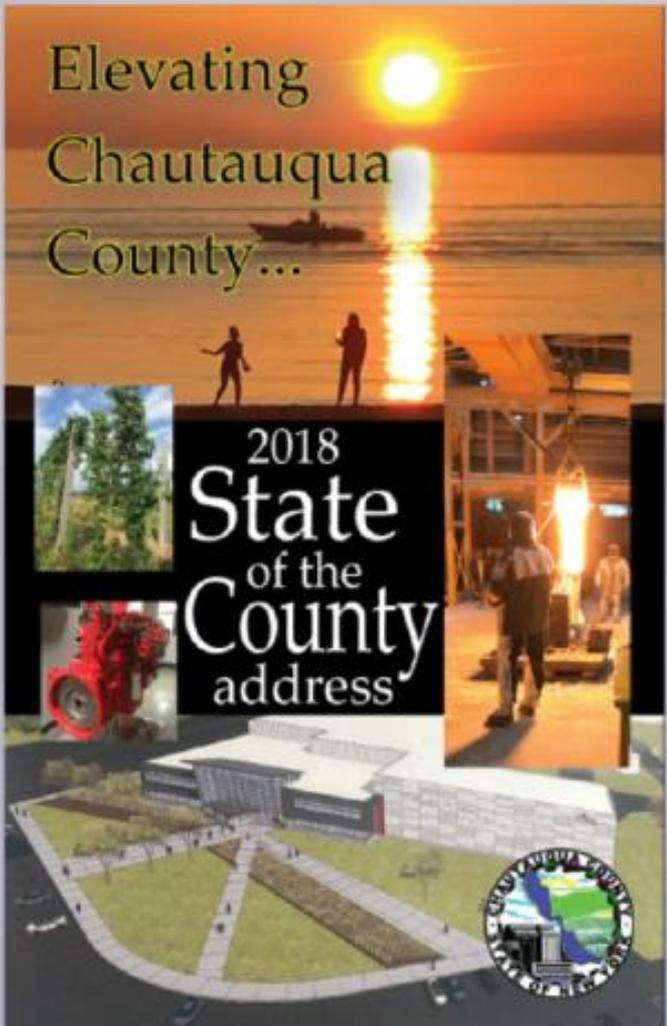
Western New York Regional Council Meeting

Welcoming Remarks

Hon. George Borrello
County Executive
Chautauqua County

2018 State of Chautauqua County, NY April 25, 2018

George M. Borrello
Chautauqua County Executive



FIRST 100 DAYS...

12,997 Miles

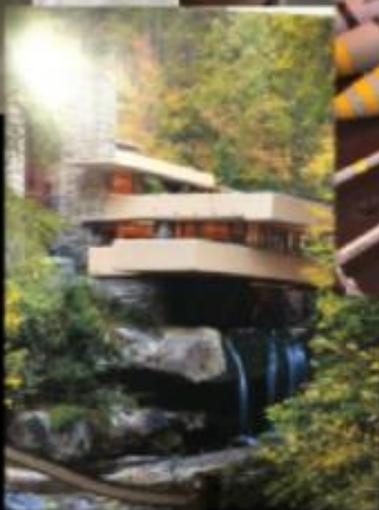
1,398.5 Hours

107

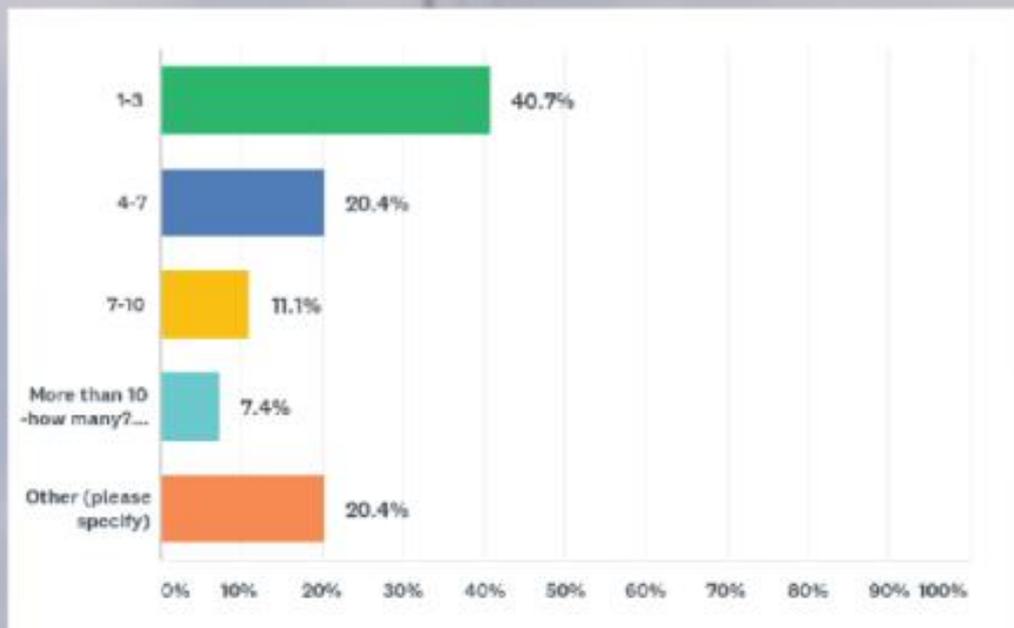
Businesses Visited

FIRST 100 DAYS...



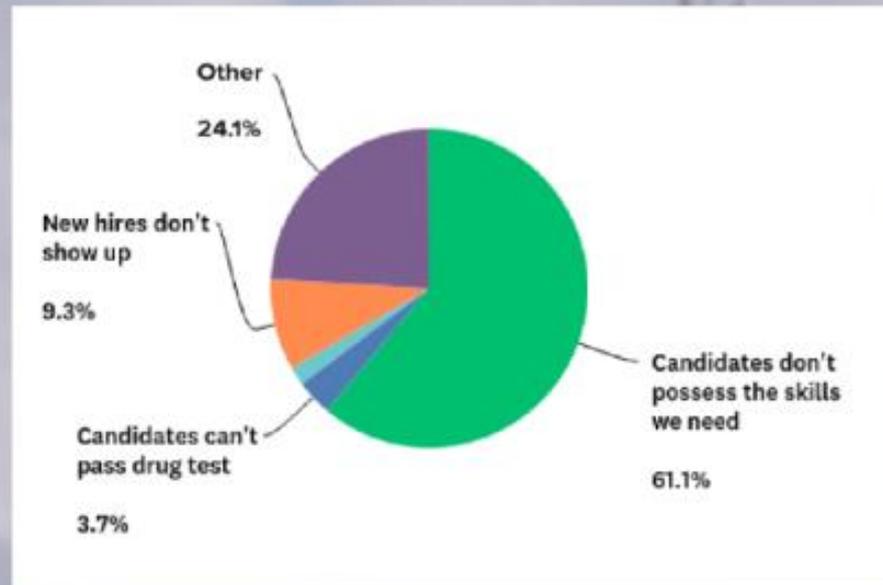


Over 75% have *currently* open positions.



767 Total Positions!

76% have a hard time filling positions... Why?





Name, in priority order, the three leading factors driving expansion or greenfield site selection processes for your corporate clients today.

1. **Workforce**
2. **Transportation infrastructure**
3. **Available buildings & sites**
4. **State & local tax structure**
5. **Incentives**
6. **Utilities**
7. **Regulatory environment**
8. **University & college resources**
9. **Cost of real estate**

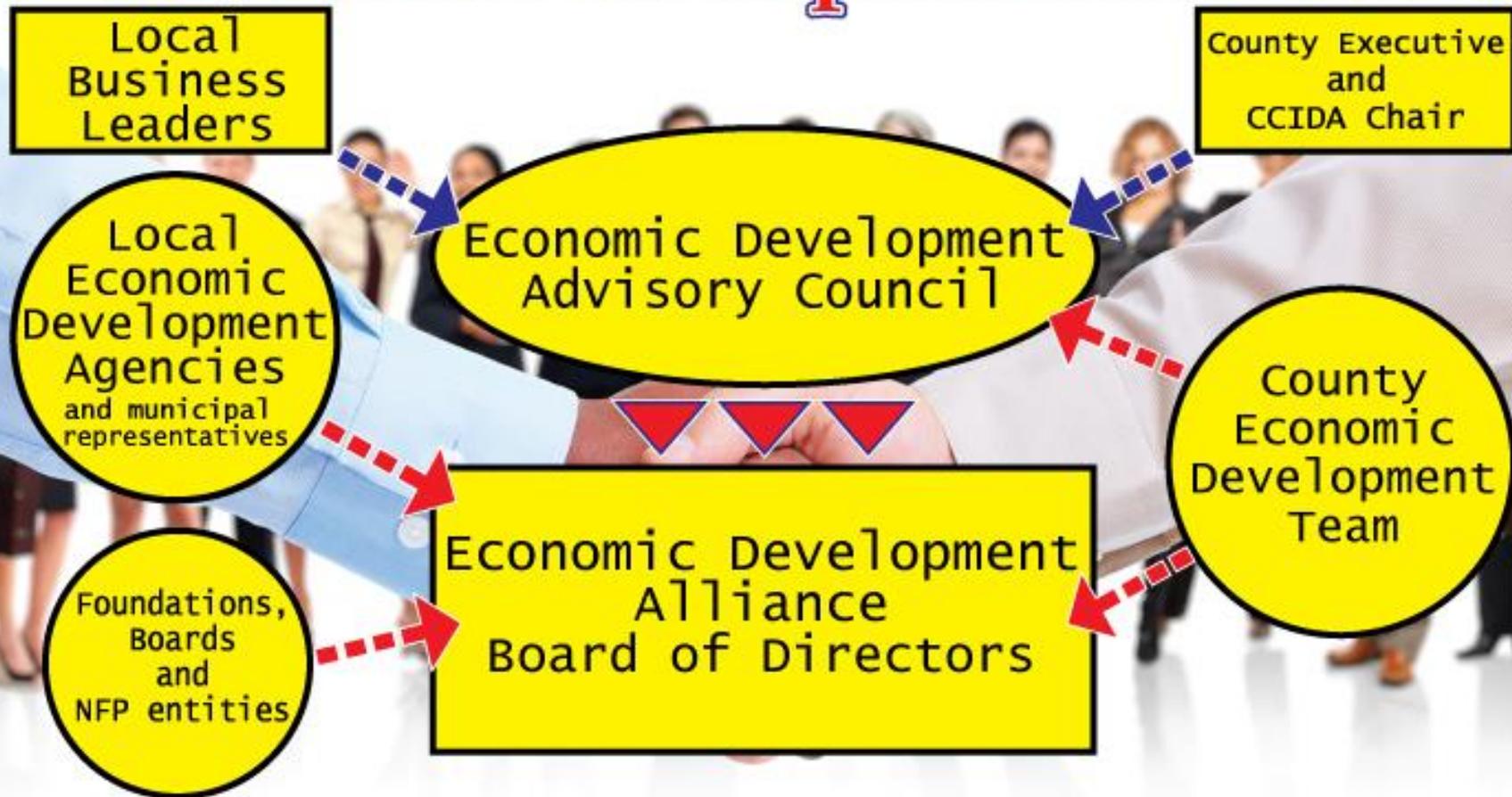
Connecting Employers with Job Seekers: ChautauquaJobs.org



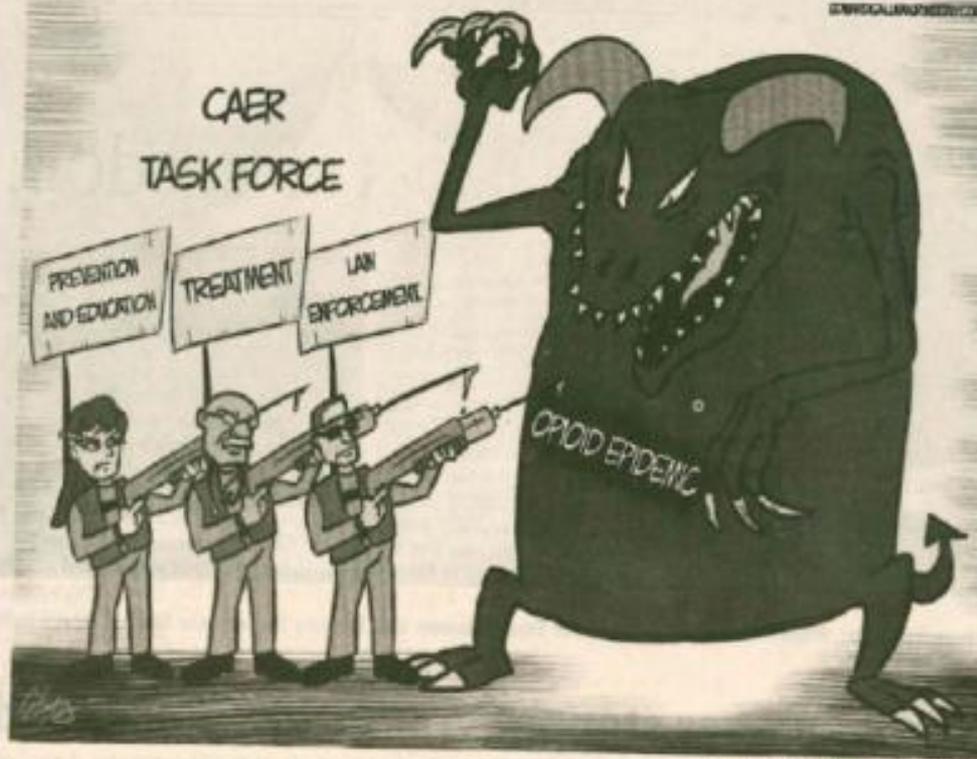
*If we filled those 767 Positions with currently unemployed
job seekers?*

- 5.4% Average unemployment rate Upstate NY
- 6.1% Average unemployment rate in Chautauqua Co.
- 3,400 Average unemployed - 767 filled positions =
- **4.7% New unemployment rate in Chautauqua Co.!**

Economic Development Alliance



CAER Initiative



Edward Gellivan/Silver Creek

- **County-wide Economic Development Alliance**
- **Realigning Our Resources... Focus on Existing Businesses**
- **Facilitating Better Communication and Collaboration**
- **Cohesive Strategy for Workforce Development**
- **Improve Our Marketing and Public Relations to
Reflect that THIS IS A GREAT PLACE TO LIVE,
WORK AND DO BUSINESS!**
- **IMPROVE OUR COLLECTIVE SELF CONFIDENCE**

Western New York Regional Council Meeting

Round 8 - Regional Economic Development Council Competition

Michael Ball

Executive Director

WNY Regional Economic Development Council

ECONOMIC DEVELOPMENT

- The 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.



2017 HIGHLIGHTS



NEW YORK
**2017 REDC
AWARDS CEREMONY**

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

2018 COMPETITION BREAKDOWN

- All 10 regions will be competing this year for designation as a top performer.
- **FIVE TOP PERFORMERS** will receive up to \$20 million in ESD capital grants.
- The **REMAINING FIVE REGIONS** identified as Regional Awardees will receive up to \$10 million in ESD Capital Grants.
- \$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.



2018 COMPETITION BREAKDOWN

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

NYS CONSOLIDATED FUNDING APPLICATION

Total Grants, Tax Credits & Other Resources *(in millions)*

Agency

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

VISIT REGIONALCOUNCILS.NY.GOV



Regional Economic
Development Councils

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.



ROUND VIII TIMELINE

MAY 1, 2018

CFA OPENS



JULY 27, 2018

CFA CLOSURES AT 4 PM SHARP - NO LATE SUBMISSIONS!



OCTOBER 1, 2018

REGIONAL COUNCIL UPDATES AND SCORES DUE



LATE FALL

ROUND VIII AWARDS CEREMONY



**Regional Economic
Development Councils**

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.**
- **Applications are due June 1, 2018.**



ONGOING INITIATIVES

- ✓ **Regional Industry Cluster Plans**
- ✓ **Opportunity Agenda**
- ✓ **Business Incubator and Hot Spot Program**
- ✓ **Veteran's Initiative**
- ✓ **Engage Local Governments**



STATEWIDE ECONOMIC DEVELOPMENT PRIORITIES

- ✓ 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.



2018 WNY CFA/DRI Important Dates

May

Tuesday, May 8th
10:00 a.m. – 12:00 p.m.

REDC Meeting
SUNY Fredonia – Williams Center

Tuesday, May 8th
1:30 – 4:00 p.m.

CFA Workshop
SUNY Fredonia – Williams Center

Friday, May 18th
10:30 a.m. – 12:00 p.m.

CFA Information Session
Conference Center Niagara Falls - Porter/DeVeaux

Tuesday, May 22nd
11:00a.m.– 12:30 p.m.

CFA Information Session
Alfred State College – Wellsville

Wednesday, May 30th
1:30 – 3:00 p.m.

CFA Information Session
Holiday Valley Resort – Ellicottville

2018 WNY CFA/DRI Important Dates

June

Friday, June 1st
4:00 p.m.

DRI Application Deadline

Thursday, June 7th
1:30 – 4:00 p.m.

CFA Workshop
Buffalo State College – Bulger Communications Center

July

Friday, July 13th

Deadline to Submit Recommended DRI Community to Albany

Friday, July 27th
4:00 p.m.

CFA Application Deadline

AUGUST

Monday, August 13th
1:00 – 2:30 p.m.

REDC Meeting – City of Olean

SEPTEMBER

Thursday, September 6th
2:00 p.m. – 5:00 p.m.

REDC Meeting – Jacobs School of Medicine and Biomedical Sciences
Discuss CFA Scores, Finalize List of Priority Projects & Adopt Final Scores

OCTOBER

Monday, October 1th
5:00 p.m.

Final Progress Report Due to Albany

Western New York Regional Council Meeting

Round 3 - Downtown Revitalization Initiative

**Christopher Bauer
Brownfield Opportunity Areas Coordinator
New York State Department of State**

**Michael Ball
Executive Director
WNY Regional Economic Development Council**

Downtown Revitalization Initiative

Round Three



NYS Department of State
NYS Homes & Community Renewal
Empire State Development



**Downtown
Revitalization
Initiative**

Downtown Revitalization Initiative (DRI)

Invests \$100 Million in 10 downtowns (one in each region)

- Downtowns with a critical mass of activity, strong local economy, and high quality of life for diverse residents.
- Robust downtown population and business growth that bolsters both the local and regional economies
- Pipeline of new transformative housing, economic development, transportation, and community projects
- Ability to leverage DRI funds with other public and private funding sources

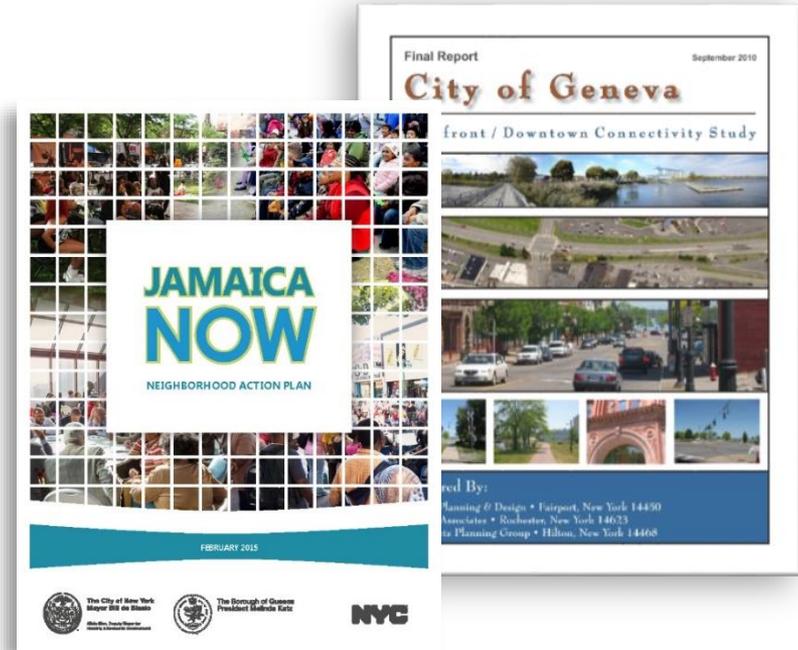
DRI is a Planning & Implementation Program

Develop the Plan

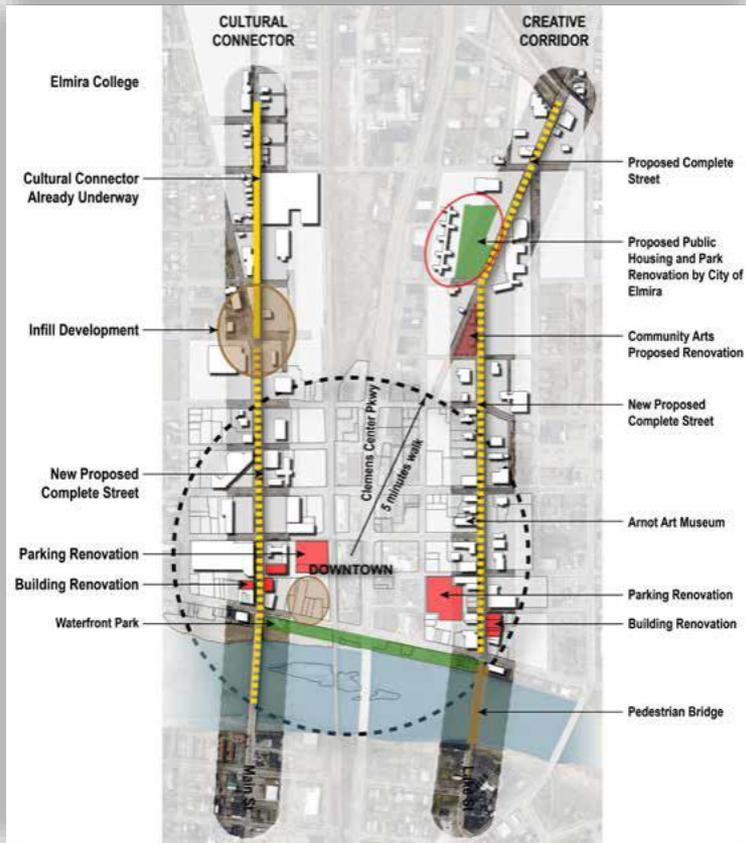
- Planning experts help communities weave a strategic roadmap based on previous planning initiatives.
- Strategic investment plans identify ready to implement, community supported projects.

Implement the Plan

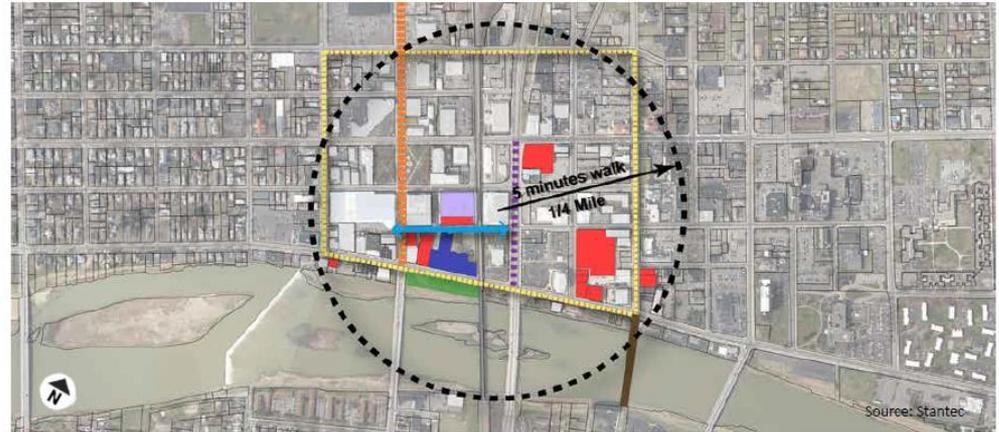
- \$100M initiative funds catalytic projects in each region.



Goal: Synergistic Projects



Key Plan of Priority Projects



Source: Stantec

- Support for Small Businesses
 - Establish Elmira Small Business Revolving Loan Fund
 - Develop Downtown and Regional Signage
 - Improve Downtown On-Street Parking
 - Develop West Water Street Parking
- Develop West Water Street Mixed-use Development
- Improve Clemens Center Parkway
- Improve Main Street
- Renovate Lake Street Pedestrian Bridge
- Renovate Centertown Parking Garage
- Develop Elmira Riverfront Boardwalk
- Activate Buildings in Downtown Elmira
- Build Elmira Clemens Square

Goal: Catalytic Investment

- Nearby investments
- Continuity with REDC vision and recent area plans
- Developable properties
- Anchor institutions
- Current commitment to downtown
- Potential for quality and attractive affordable housing
- Existing infrastructure to support development
- Investment in arts and cultural institutions
- Support for Smart Growth principles

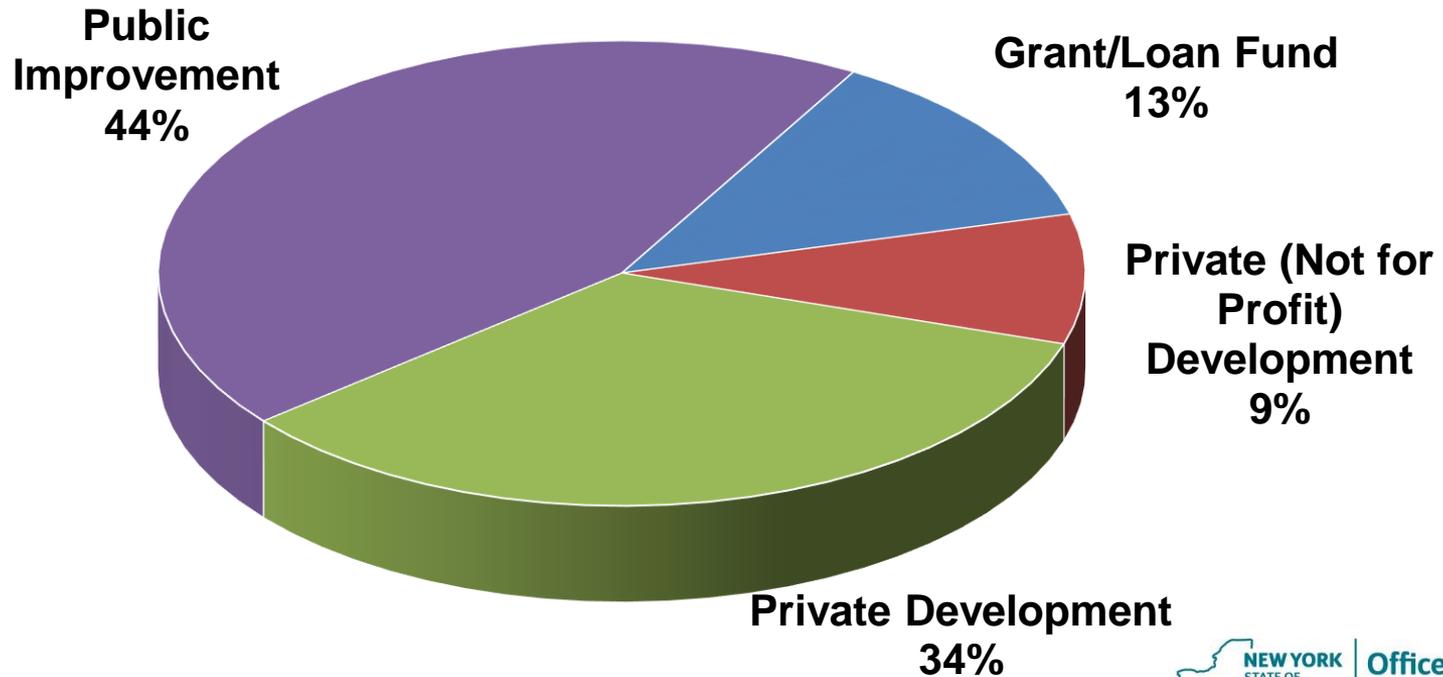
Round One Communities



| Region | Community |
|----------------|-------------|
| Capital Region | Glens Falls |
| Central NY | Oswego |
| Finger Lakes | Geneva |
| Long Island | Westbury |
| Mid-Hudson | Middletown |
| Mohawk Valley | Oneonta |
| New York City | Jamaica |
| North Country | Plattsburgh |
| Southern Tier | Elmira |
| Western NY | Jamestown |

DRI Round One Project Types

\$97 Million Among 10 DRI Round One Communities



Round Two Communities



| Region | Community |
|----------------|--------------|
| Capital Region | Hudson |
| Central NY | Cortland |
| Finger Lakes | Batavia |
| Long Island | Hicksville |
| Mid-Hudson | Kingston |
| Mohawk Valley | Rome |
| New York City | Bronx |
| North Country | Watertown |
| Southern Tier | Watkins Glen |
| Western NY | Olean |

Round Three Applications



- Build on previous planning efforts and key investments in the downtown
- Demonstrate Community involvement in developing DRI application
- Must include potential projects
- Applications due: June 1st

REDCs Nominate Communities



- Each Regional Economic Development Council (REDC) nominates one community for DRI each year



- Applications are submitted to REDC email address by June 1



- REDCs review proposals and should request presentations from applicants (all or just finalists), by video link if necessary



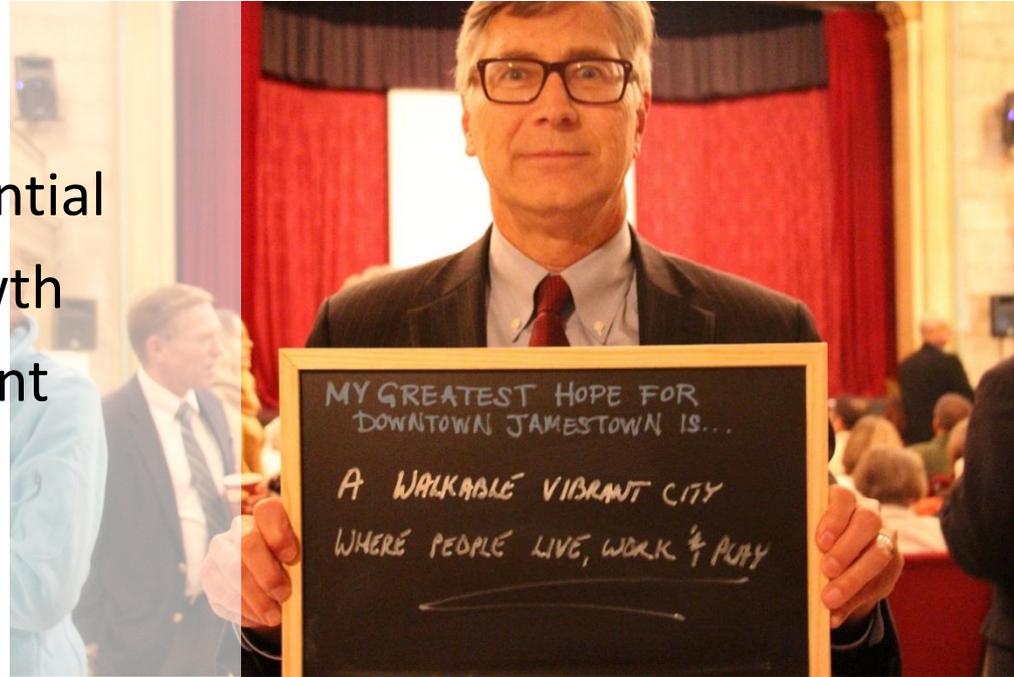
- A proposal evaluation worksheet will be provided for REDCs to use when reviewing DRI applications



- Nominations are due July 13

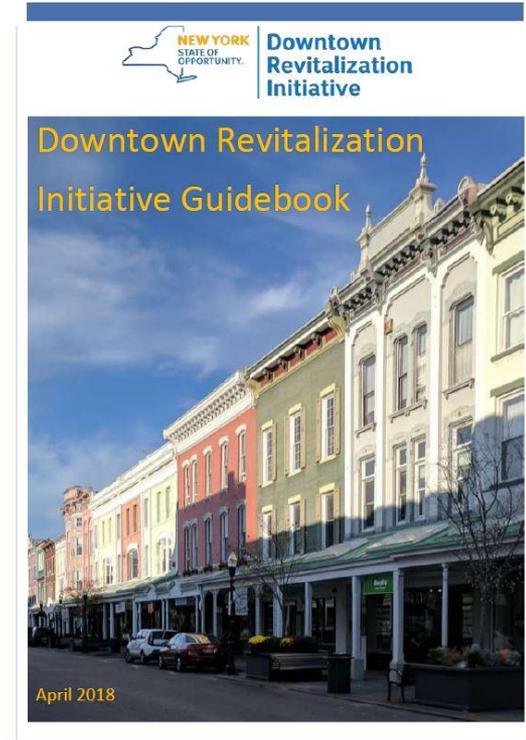
Desired Downtown Attributes

- Well-defined boundaries
- Sufficient catchment area
- Past investments, future potential
- Recent or impending job growth
- Attractive physical environment
- Quality of life policies
- Support for the local vision
- Readiness



DRI Three Timeline

- April 24 – DRI Three announced & guidebook released
- June 1 – Applications deadline to REDCs
- July 13 – REDCs nominate a downtown
- July 19 – Consultant selection approved by ESD Board
- Summer 2018 – DRI Areas announced
- Fall 2018 – Planning begins
- March 2019 – Plans complete



State Funding Programs Support Downtown Revitalization

CFA applications that demonstrated they would advance downtown revitalization through transformative housing, economic development, transportation and community projects that will attract and retain residents, visitors and businesses were given priority consideration.



WNY Smart Growth Community Fund

Round Two

WNY Smart Growth Community Fund

- ❑ Applicants to the WNY DRI that are not nominated as the \$10 million winner of the 2018 statewide competition, will automatically be eligible for additional funding, \$2M - \$10M, for transformative improvements to their downtowns through the Smart Growth Community Fund
- ❑ A select number of DRI applicants will be awarded Smart Growth Community funds for downtown revitalization projects that closely align with the vision and goals of the DRI.



WNY Smart Growth Community Fund

- ❑ Recipients of Smart Growth Community Fund awards will not be assigned a state planning team to develop a Strategic Investment Plan
- ❑ They may be offered technical assistance to help with project implementation



More Information:

<http://regionalcouncils.ny.gov/western-new-york>

Western New York Regional Council Meeting

City of Jamestown Downtown Revitalization Initiative Update

**Vince DeJoy
Director of Development
City of Jamestown**

2016 Downtown Jamestown Revitalization Initiative Plan

WNY REGIONAL ECONOMIC DEVELOPMENT COUNCIL

Submitted on behalf of the
City of Jamestown by

Samuel Teresi
Mayor



Gregory P. Rabb
City Council President

plan. prepare. deliver.

June 1, 2016



NATIONAL COMEDY CENTER

WNY REDC Priority Development Project. Develop a construction fund for the final remaining amount necessary to complete construction of NCC campus.



NEW MARKET RATE APARTMENTS

Conversion of historic Hotel Jamestown, unrented, vacant upper floor space to mixed use market rate apartments



WAYFINDING & TRAFFIC REDESIGN

Downtown has poor wayfinding and connectivity between destinations, making it difficult for visitors to increase length of stay. AECOM 2015



WATERFRONT ACTIVATION

Design and create an LED illumination program for the Greater Jamestown Riverwalk and the Jamestown BPU Campus

The City of Jamestown's DRI Team

A Collaborative Effort



DOWNTOWN JAMESTOWN

DOWNTOWN REVITALIZATION INITIATIVE STRATEGIC INVESTMENT PLAN



Prepared for the New York State
Downtown Revitalization Initiative
Western New York



March 2017

BRING A FULL SERVICE HOTEL TO DOWNTOWN JAMESTOWN



DoubleTree by Hilton Hotel



PUBLIC INVESTMENT

- DRI \$2,400,000
- ESD GRANT \$200,000
- CDBG FACADE GRANT \$100,000
- CDBG ADA GRANT \$25,000
- JLDC LOAN \$350,000
- GJZCC LOAN \$100,000
- WRC (ST WEST) LOAN \$500,000
- CCIDA LOAN \$900,000
- CCIDA TOURISM PILOT
- CCIDA SALES & MORTGAGE TAX PILOT

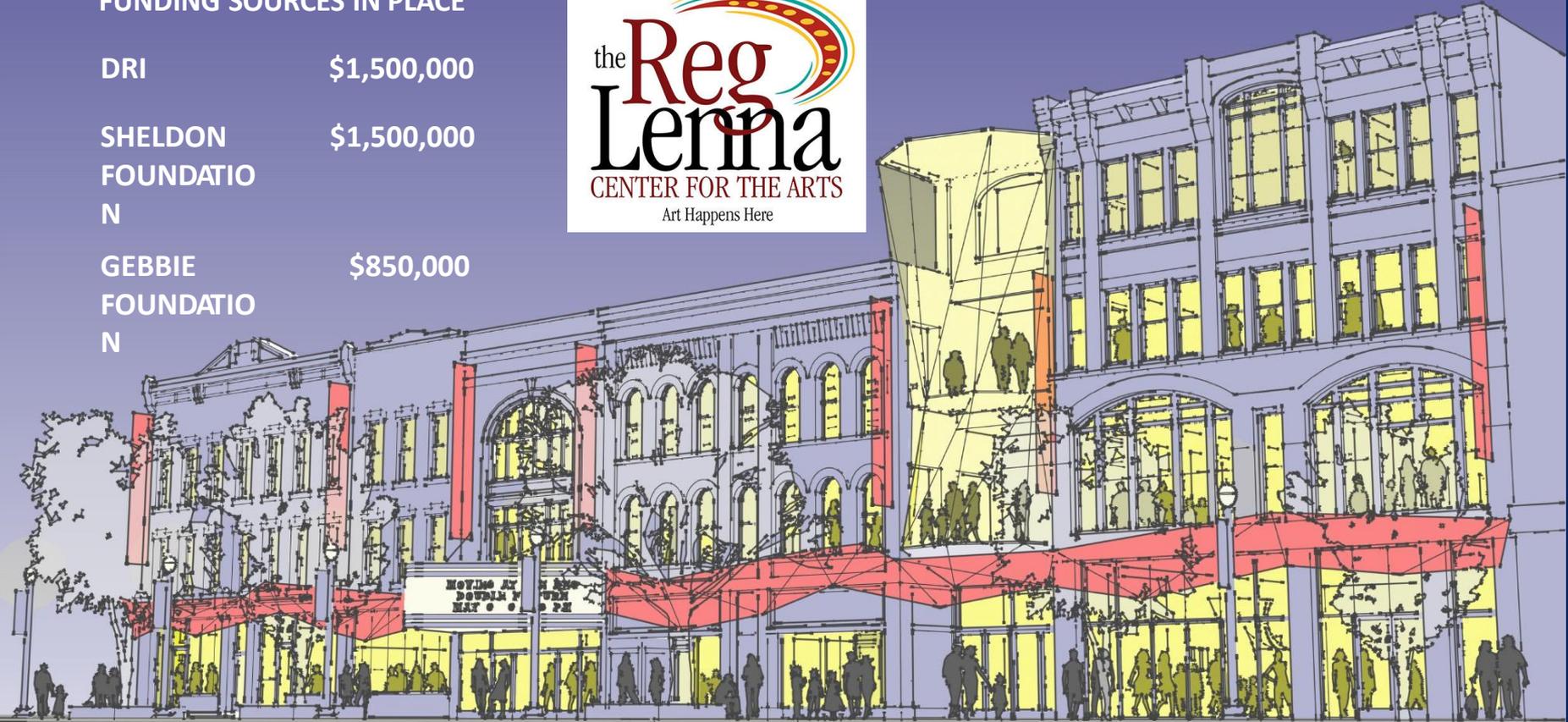


FUNDING SOURCES IN PLACE

DRI \$1,500,000

SHELDON
FOUNDATIO
N \$1,500,000

GEBBIE
FOUNDATIO
N \$850,000



REG LENNA CENTER FOR THE ARTS



- HCR MAIN STREET
ANCHOR GRANT
- DRI
- JLDC LOAN
- GJZCC LOAN
- CCIDA LOAN
- STEDO LOAN
- CDBG (facade & ADA)



JAMESTOWN RENAISSANCE CENTER REDEVELOPMENT
JAMESTOWN BREWING COMPANY \$830,000



JAMESTOWN BREWING COMPANY \$830,000



JAMESTOWN BREWING COMPANY \$830,000



Public Investment

- DRI
- RestoreNY
- CDBG Facade
- CDBG AD
- Historic Tax Credits
- HCR-Community Investment Fund

REDEVELOPMENT OF THE KEY BANK BUILDING
\$1,000,000



REDEVELOPMENT OF THE KEY BANK BUILDING
\$1,000,000



REDEVELOPMENT OF THE KEY BANK BUILDING
\$1,000,000



the
Reg Lenna
Art happens here CENTER FOR THE ARTS

FUND FOR DOWNTOWN PROGRAMING
\$600,000



FUND FOR DOWNTOWN PROGRAMING
\$600,000



IMPROVE THE RIVERWALK EXPERIENCE
\$325,000



IMPROVE THE RIVERWALK EXPERIENCE
 \$325,000

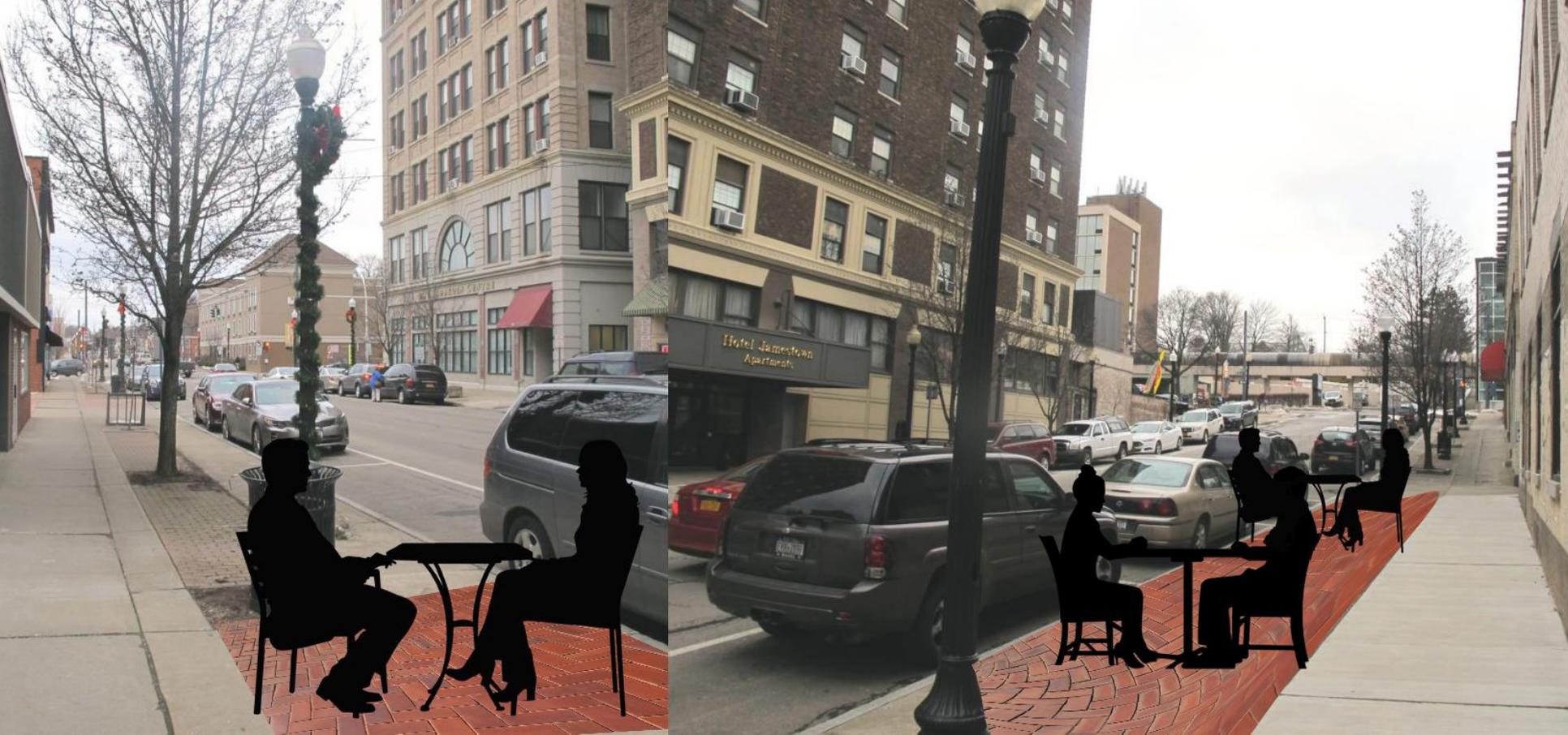


**WESTERN NEW YORK
REGIONAL RAIL PROJECT**
feasibility and implementation plan

**EXCURSION RAIL TRAIN INFRASTRUCTURE SUPPORT
\$670,000**



EXCURSION RAIL TRAIN INFRASTRUCTURE SUPPORT
\$670,000



IMPROVE THE STREETScape AND PEDESTRIAN EXPERIENCE
\$610,000



UPGRADES TO ROBERT H. JACKSON CENTER
\$1,500,000



**UPGRADES TO THE LUCILLE BALL THEATER OF JAMESTOWN
\$265,000**

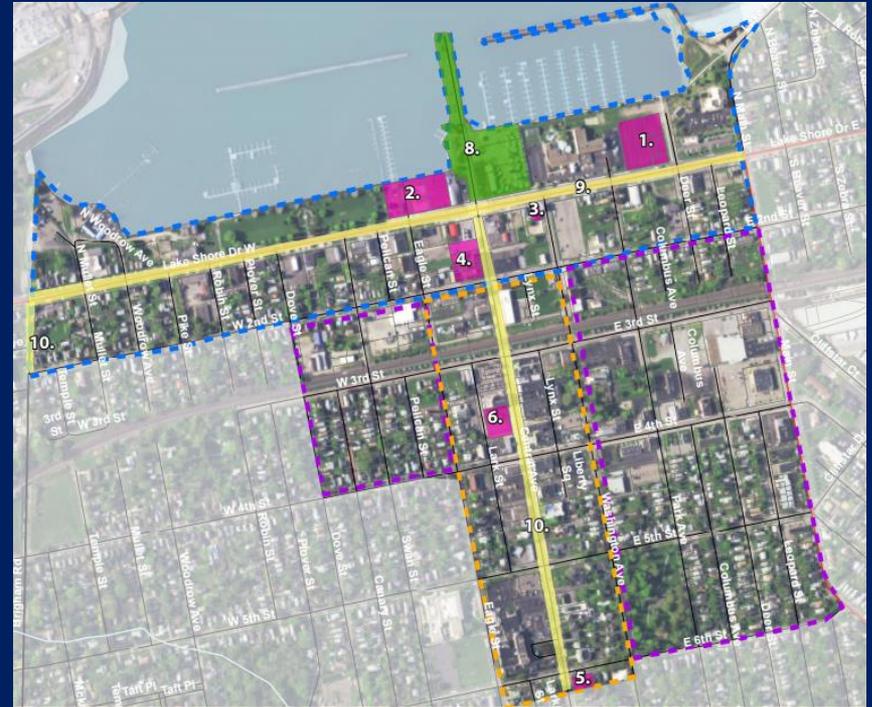
Western New York Regional Council Meeting

City of Dunkirk Western New York Smart Growth Community Fund Update

**Willie Rosas
Mayor
City of Dunkirk**

City of Dunkirk – Smart Growth Projects

- Pier/Harbor Improvements
- Central Connection Project
- Downtown Marketing and Branding Campaign



Pier and Harbor Improvements



Central Connection Project



Marketing and Branding

- Marketing and Branding for the City's downtown and waterfront are in conceptual design phase
- Banners and wayfinding signage will be included to unite the City, Village, and College



New Vision for Waterfront & Downtown



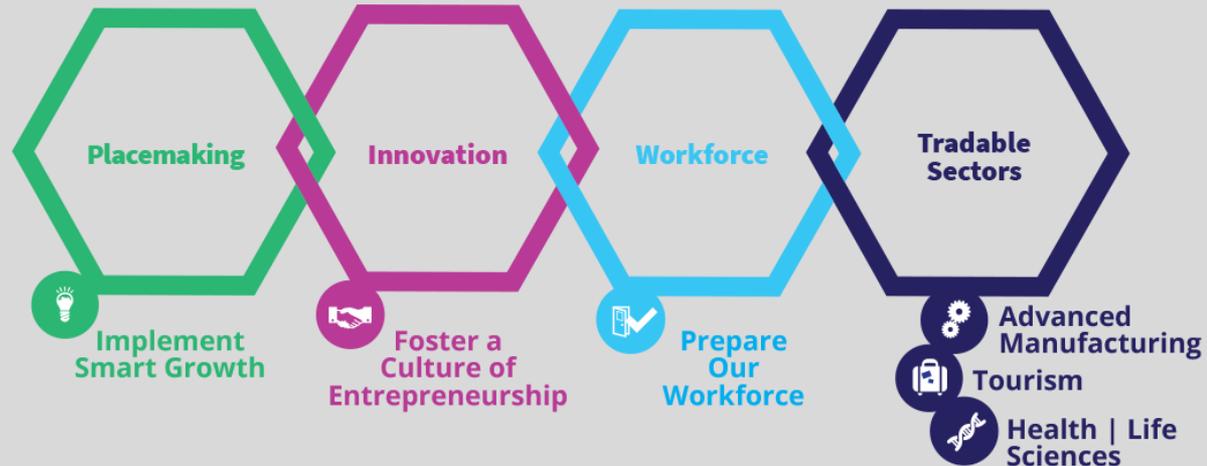
Western New York Regional Council Meeting

Buffalo Billion Update

**Christopher Schoepflin
Senior Vice President
Empire State Development**

Since 2012, over \$2 billion has been committed:

- 49 signature initiatives
- Four statewide investment strategies
- Three regional tradable sectors



Buffalo Billion Phase I Project Updates

Athenex Dunkirk:
Construction beginning in
Spring 2018

Outer Harbor Access &
Activation: Phase I
construction; Phase II design

Better Buffalo Fund:
Round 3 of
applications
completed



Northland Beltline: Continued progress on infrastructure work

Workforce Training Center: First students will begin training in late August 2018.



Buffalo Manufacturing Works: Design of facility expansion at Northland is ongoing



Niagara Scenic Parkway North Removal: Construction to begin Summer 2018



Buffalo Billion Phase II Project Updates

Smart Growth Community Fund: Project planning and design is underway in each of the four communities



Innovation Hub: University at Buffalo beginning to implement

Workforce Development Challenge: Application period is open

Buffalo Blueway: Planning, design, and environmental reviews underway



Western New York Regional Council Meeting

NYSERDA Net Zero Energy for Economic Development

Lori Borowiak
Project Manager
NYSERDA



NYSERDA

New York State Energy Research and Development Authority

NYSERDA CFA Program

- **Net Zero Energy for Economic Development Program**
 - One stop service for incentives
 - Streamlined program requirements
 - Phased payments to match outlays
 - Multi-year program

Net Zero Energy for Economic Development

Support REDC & State Priorities

- Supports the local REDC Strategic Plan
- In an REDC stated Economic Cluster
- Supports State Priority Areas

Geographic Distribution

- Opportunity Available Statewide
- Long Island REDC- not required to pay the System Benefits Charge (SBC)
- All other REDCs- projects must pay SBC

Net Zero Energy for Economic Development

Eligible Sectors

- Commercial Facilities (*not including multifamily or retail*)
- Healthcare Facilities
- Public & Private K-12 schools
- Colleges & Universities
- Not-for-Profit Corporations
- Food Processing Facilities
- Agricultural Facilities
- Municipalities (Local Government)
- State Agencies & Other State Government
- Warehouses & Distribution
- Light Industrial
- Wastewater Treatment Plants
- Mixed Use

Net Zero Energy for Economic Development

Net Zero Energy

- Net Zero Energy Performance
 - An energy efficient facility where the actual annual energy used on site is less than or equal to the on-site renewable energy produced
- Includes all Technologies
 - Energy efficiency, renewable energy, battery storage, electric vehicle charging stations, etc.
- Process Loads

Net Zero Energy for Economic Development

Activities & Incentives

- Eligible Costs
 - Design, Energy Modeling, Energy Efficiency, Renewables, Heat Pumps, Electric Vehicle Charging, Battery Storage
- Incentives- 70% of Eligible Costs up to \$1,000,000
- Increased Incentive Cap
 - Downtown Revitalization Initiative, Opportunity Zones, Brownfields, or Stretch Code Communities

For more information...

Contact:

Lori Borowiak

Lori.Borowiak@nyserda.ny.gov

(518) 862-1090 ext. 3004

Western New York Regional Council Meeting

Closing Remarks & Adjourn

**Jeff Belt & Dr. Virginia Horvath
Co-Chairs**

WNY Regional Economic Development Council