Welcome to the 2019 Consolidated Funding Application Workshop
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 $6.1 Billion awarded/committed to support over 7,300 projects statewide.
• Commitments for 230,000 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.
REGIONAL ECONOMIC DEVELOPMENT COUNCIL AWARDS

<table>
<thead>
<tr>
<th>Region</th>
<th>Projects</th>
<th>Awards</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finger Lakes</td>
<td>708 projects</td>
<td>$703.6M</td>
</tr>
<tr>
<td>Mohawk Valley</td>
<td>813 projects</td>
<td>$588.9M</td>
</tr>
<tr>
<td>Central New York</td>
<td>809 projects</td>
<td>$647.8M</td>
</tr>
<tr>
<td>Southern Tier</td>
<td>708 projects</td>
<td>$615.0M</td>
</tr>
<tr>
<td>Western New York</td>
<td>781 projects</td>
<td>$553.2M</td>
</tr>
<tr>
<td>Hudson</td>
<td>791 projects</td>
<td>$639.1M</td>
</tr>
<tr>
<td>Capital Region</td>
<td>813 projects</td>
<td>$614.3M</td>
</tr>
</tbody>
</table>

Since 2011
The Consolidated Funding Application (CFA)

- Streamlined approach to funding requests
- A single portal allowing access to over $750 million
- Over 30 programs from 10 state agencies
ROUND IX TIMELINE

MAY 1, 2019
CFA OPENS

JULY 26, 2019
CFA CLOSES AT 4 PM SHARP - NO LATE SUBMISSIONS!

OCTOBER 1, 2019
REGIONAL COUNCIL UPDATES AND SCORES DUE

LATE FALL
ROUND IX AWARDS CEREMONY
2019 COMPETITION BREAKDOWN

- All 10 regions will be competing this year for designation as a top performer.

- FIVE TOP PERFORMERS will be awarded a portion of $100 million in ESD Capital Grants.

- The REMAINING FIVE REGIONS identified as Regional Awardees will be awarded a portion of $50 million in ESD Capital Grants.

- Over $525M in additional state funding through the Consolidated Funding Application (CFA) from various state agencies.

- $10M to each region for Downtown Revitalization Initiative.
In 2019, Governor Cuomo has made over $750 million available from over 30 programs across 10 state agencies.
Workforce Development Initiative

• New $175 million Workforce Development Initiative (WDI), with funding from SUNY, CUNY, Empire State Development, NYS Department of Labor, and NYS Energy Research and Development Authority. Announced in Governor Cuomo’s 2018 State of the State and released in the FY 2019 Enacted Budget

• A new Executive Office of Workforce Development (OWD) created to coordinate, and improve transparency of, workforce development efforts across all state entities

• Two-phase, no-deadline funding application process: 1) initial evaluation and endorsement by an REDC workforce committee, followed by 2) final review by an interagency panel

• Priority focus on projects that enhance the regional workforce development strategy, serve populations with barriers to career advancement, and/or improve the flexibility of workforce systems to address industry needs

• WDI is SEPARATE from the REDC Round 9 Programs and NOT SUBJECT to the July 26th Deadline
  • Note: WDI applicants can only fill out the WDI CFA and cannot add other programs to the application

• For More Information Visit: ny.gov/workforcedevelopment
### CAPITAL REGION REGIONAL CO-CHAIRS

- **Ruth H. Matheny**
  - Market President & Regional Retail Leader, KeyBank - Capital Region
- **Havdian Rodriguez**
  - President, University at Albany

### CAPITAL REGION REPRESENTATIVES

- **Melissa Auf der Maur**
  - Co-Founder and Director, Basilica Hudson
- **James A. Farba**
  - President & CEO, Albany Medical Center
- **Robert Blackman**
  - Vice President, Howard Hanna
- **Dennis Probst**
  - President, Saratoga Economic Development Corporation
- **David Brown**
  - President and CEO, Capital District YMCA
- **David Bullock**
  - President and CEO, Galesi Group
- **Joseph P. Dragone, Ph.D.**
  - Senior Executive Officer, Capital Region BOCES
- **Toddirling**
  - Executive Director, Hudson Valley Agribusiness Development Corporation
- **Bill Hart**
  - Vice President, U.S. Business Operations, Irving Tool Inc.
- **Michael J. Hickey**
  - Executive Director, Stack Center for Innovation and Entrepreneurship, Siena College
- **Linda MacFarlane**
  - Executive Director, Community Loan Fund of the Capital Region, Inc.
- **Andrew Meador**
  - Partner, 46 Peaks Studios
- **Philip Morris**
  - Chief Executive Officer, Proctors Theatre
- **Matthew Nelson**
  - Vice President and Mortgage Officer, The Community Preservation Corporation, Inc. (CPC)
- **Lauren Payne**
  - Managing Partner and Co-Founder, Spiral Design Studio
- **Roger A. Ramsammy, Ph.D.**
  - President, Hudson Valley Community College
- **Andreia Scheller**
  - Entrepreneur
- **Jeff Stark**
  - President, Greater Capital Region Building Trades Council
- **F. Michael Tucker**
  - President, Tucker Strategies, Inc.
- **Omar Umarani**
  - Executive Partner, Aeon Nexus Corporation
- **Joseph Wiederbush**
  - Vice President, Deyn Zimmerman Industries
Leadership/Civic Development & The Role of Public Policy
Expansion of the Capital Region’s R&D to Commercialization cluster continued in 2018 at an accelerated pace, owing to the success of the Biomedical Accelerator and Commercialization Center, the growth of other Innovate 518-affiliated incubators, and the Center for Economic Growth’s startup support services.

R&D to Commercialization Cluster

2017 Jobs: 21,930

- % change since 2011: 6%

2017 Average Earnings per Job: $107,217

- NIH Awards (FY2017): $54.6 million
- SBIR Awards (FY2017): $10.6 million
- STTR Awards (FY2017): $2.2 million
- R&D Services Exports (2017): $635.3 million

Total Export-Supported Jobs (2017): 5,051
WE ARE CREATING A REGION OF CHOICE

**Next-tech:**
Capturing our Next Growth Horizons

**Gateway:**
Connecting Markets and Business

**Talent:**
Building the Workforce of Today and Tomorrow

**Lift-off:**
Accelerating Ideas, Entrepreneurs and Businesses

**Metro:**
Building Vibrant Cities for Businesses and Families
WORKGROUPS & COMMITTEES

Executive Committee
Special Initiative Committee
Project Development Committee
SIAT Prep Workgroup
Technology and Innovation Workgroup
Workforce Development Workgroup
Placemaking Workgroup
Infrastructure and Transportation Workgroup
Business Development Workgroup
Public Engagement Workgroup
Arts, Culture and Entertainment Workgroup
CREDC outreach and public engagement is the foundation of our regional vision.

**PUBLIC ENGAGEMENT**

- **Blast Email**
  - # of Events = 14 • # Individuals Contacted = 3920

- **Workshops/Seminars/Conferences**
  - # of Events = 33 • # Individuals Contacted = 632

- **One on One Meetings**
  - # of Events = 285 • # Individuals Contacted = 546

- **Project Tours**
  - # of Events = 35 • # Individuals Contacted = 69

- **Information Requests**
  - # of Events = 276 • # Individuals Contacted = 297
CREDC outreach and public engagement is the foundation of our regional vision

- 2 CFA Workshops
- 8 County CFA Information sessions/project site tours
- DRI Community outreach sessions
- Multiple email blasts
- One on one meetings
- Community meetings
- Business group presentations
Consolidated Funding Application
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.

<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>
</tr>
</tbody>
</table>

REDC Endorsement

80%

Agency Technical Review

20%
RegionalCouncils.ny.gov

To access the CFA, click "Apply"

Important Round 9 Resources

Key Documents
These are key documents that our users find most helpful.

- 2019 REDC Guidebook
  Learn more about the ninth round of REDC awards with up to $750 million to fund regional priority projects.

- 2019 CFA Resources Available
  For Round 9C, there are over 30 programs available through 10 state agencies.

- 2019 CFA Application Manual
  A step-by-step guide on applying through the Consolidated Funding Application (CFA).
CFA Overview

**NYS Consolidated Funding Application Registration**
- Email Address
- Email Address Check
- Organization Name
- Project Name

Please enter the sum of the following two numbers:

\[ 1 + 8 = ? \]

Register New Application

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

**Program List**
Choose programs by selecting from a list of programs organized by State Agency.

**Your Application's Programs**
Programs were recently added to your application. The following program potentially qualifies for the following programs. You will need to answer a few threshold questions before you proceed with the application.

- **New Program**: Excelsior Jobs Program
  - Show program description
  - You need to answer threshold questions for this program.

- **New Program**: NYSERDA Energy Efficiency Projects
  - Show program description
  - You need to answer threshold questions for this program.
CFA Overview (Continued)
Breakout Groups

**GROUP 1**

Empire State Development
- ESD Grant Funds
- Excelsior Jobs Program
- Strategic Planning and Feasibility Studies
- Market New York

Federal Industrial Development
- Bond Cap
  - Industrial Development Bond Cap

Department of State
- Local Government Efficiency Program

**GROUP 2**

Office of Parks, Recreation and Historic Preservation
- Environmental Protection Fund Grants Program for Parks, Preservation and Heritage (EPF)
- Recreational Trails Program

Homes and Community Renewal
- New York State Community Development Block Grant Program
- New York Main Street Program

Department of State
- Local Waterfront Revitalization Program
- Brownfield Opportunity Area Program

New York State Council on the Arts
- Arts and Cultural Initiatives
  - Arts & Cultural Facilities Improvement Program – Mid-Size Capital Project Fund

New York State Canal Corporation
- Canalway Grants Program

**GROUP 3**

New York State Energy Research and Development Authority
- Energy Efficiency Programs
- Net Zero Energy for Economic Development
- Commercial and Industrial Carbon Challenge

Environmental Facilities Corporation
- Green Innovation Grant Program

New York Power Authority
- ReCharge NY

Department of Environmental Conservation
- Climate Smart Communities Grant Program
- Water Quality Improvement Project Program
- Non-Agricultural Nonpoint Source Planning Grant Program
- Wastewater Infrastructure Engineering Planning Grant Program

For more information visit: www.regionalcouncils.ny.gov
ESD Regional Office

The Capital regional office works hand-in-hand with new and existing businesses and local communities to help identify funding options.

NYS Consolidated Funding Application: https://apps.cio.ny.gov/apps/cfa/
Capital Region Regional Economic Development Council: http://www.regionalcouncils.ny.gov/capital-region
Regional Economic Development Council: https://regionalcouncils.ny.gov/
ESD Homepage: https://esd.ny.gov/doing-business-ny

Technical (computer) Questions? Cfa-tech@ny.gov
Program (funding/program) Questions? Cfa-Programs@ny.gov

Empire State Development
433 River Street, Suite 1003
Troy, NY 12180
(518) 270-1130