

### Agenda

- . Opening Remarks
- **II.** Executive Director's Report
- **III. Welcoming Remarks**
- IV. Round 12 Regional Economic Development Council
- V. DRI and NY Forward Round 6
- VI. Annual Report and Workforce Asset inventory Overview
- VII. Closing Remarks

### **Opening Remarks**

Dr. Katherine Conway-Turner and Eric Reich
Co-Chairs
WNY Regional Economic Development Council

**Executive Director's Report** 

Karen Utz
Executive Director
WNY Regional Economic Development Council

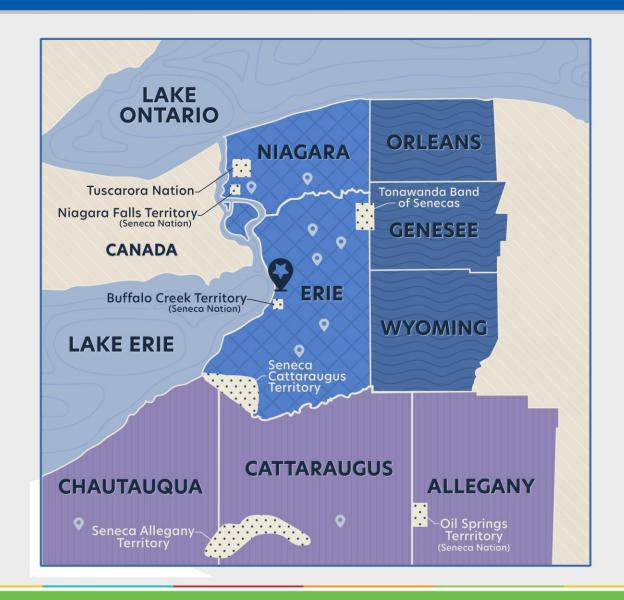
**Welcoming Remarks** 

Candace Johnson
President and CEO
Roswell Park Comprehensive Cancer Center



# Agenda

- Community Outreach & Engagement (COE)
- CCSG Renewal
- Cell Manufacturing Facility
- Diversity, Equity and Inclusion (DEI)

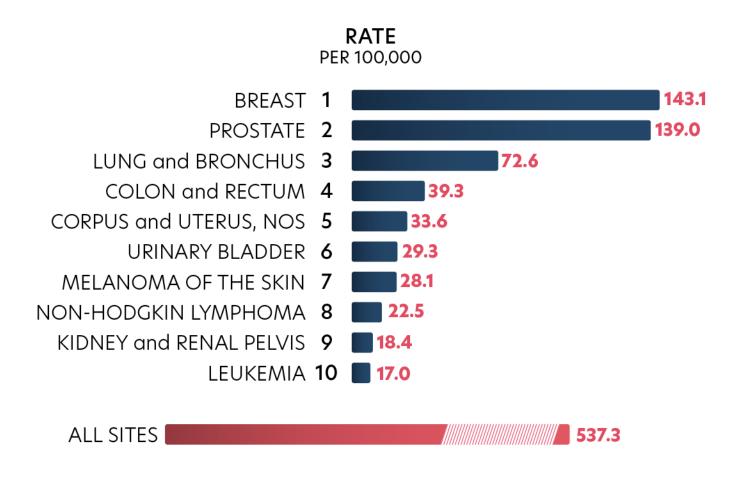


# WESTERN NEW YORK CATCHMENT AREA

- **URBAN/SUBURBAN**
- APPALACHIAN
- RURAL
- NATIVE AMERICAN TERRITORY
- **ROSWELL PARK**COMPREHENSIVE CANCER CENTER
- PRACTICES, SATELLITES, AND AFFILIATES

# Top 10 Cancer Incidence

### **ALL RACES, 2014-2018**



\*Numbers displayed in **PINK** indicate rate is higher than NYS or US and/or both

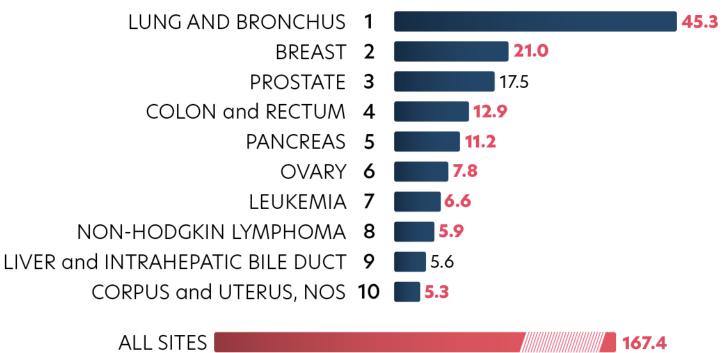
2014-2018 Cancer Incidence for WNY catchment area Accessed from NYS Cancer Registry as of Sep 2021 Male and female combined

https://statecancerprofiles.cancer.gov/

# **Top 10 Cancer Mortality**

### **ALL RACES, 2015-2019**





\*Numbers displayed in **PINK** indicate rate is higher than NYS or US and/or both

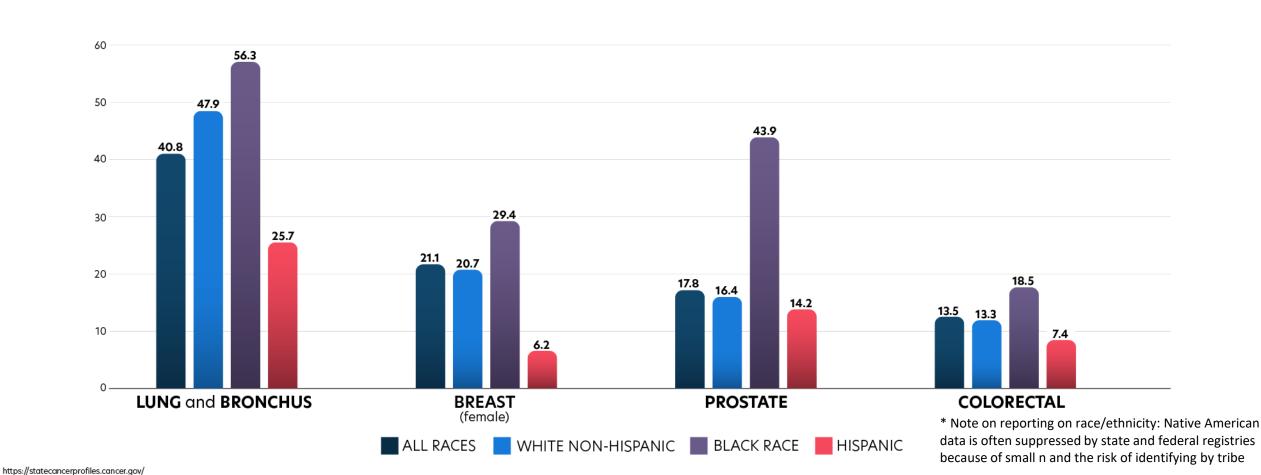
2015-2019 Cancer Mortality for WNY catchment area Accessed from NYS Cancer Registry as of Sep 2021 Male and female combined

https://statecancerprofiles.cancer.gov/

# **WNY Mortality Rates**

### CANCER MORTALITY ACROSS RACE & ETHNICTY FOR WESTERN NEW YORK CATCHMENT AREA

Per 100,000



# **COE Staff Team**

Community Outreach and Engagement Team



Nikia Clark Community Relations Coordinator



Glenda Colon Bilingual Patient Navigator



Jomary Colon Senior Health Referral Specialist



Cassandre
Dauphin
Health Education
Specialist



Diana Firkins
Administrative
Assistant



Beverly
Johnson-Boutwell
Health Referral
Specialist



Dee Johnson
Senior Community
Outreach &
Engagement
Manager



Susan LaValley Research Scientist



Hital Patel Research Associate



Anna Perlova Patient Navigator



Frances
Saad-Harfouche
Scientific Research
Project
Administrator



Paula Vincent Research Scientist



Team



Nancy Carrier Patient Navigator



Marissa Haring Patient Navigator



Whitney Ann Henry Patient Navigation Coordinator



William Maybee Community Relations Coodinator



Josie Raphaelito Research Coordinator



Silverheels
Patient Navigator

Cancer Screening Outreach and Survivorship Team



Christina Crabtree-Ide Research Scientist



Stephen Dalton
Patient Navgator



Nicole Donofrio Senior Health Referral Specialist



Alyssa McNulty Patient Navigation Coordinator



Mu Paw Patient Navigator



Rena Phearsdorf Patient Navigator



Chelsea Redeye Patient Navigator

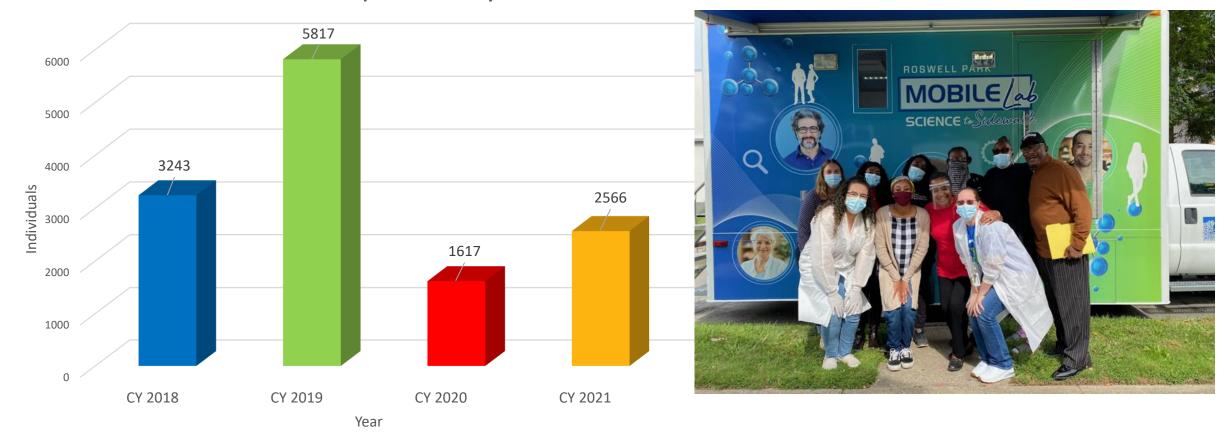


Courtney Smalt Patient Navigator



# **Accelerate Impact in Community**

#### **COE Number of People Reached by Year**



# 907 Michigan Project











# 907 Michigan Project



# 907 Michigan Project



# Agenda

- Community Outreach & Engagement (COE)
- CCSG Renewal
- Cell Manufacturing Facility
- Diversity, Equity and Inclusion (DEI)

### **CCSG Renewal**

- EAB visit planned for October 2022 where they will review program structure and overall changes for renewal due May 2023
- Enhance clinical trial accruals, bring in COE into programmatic areas, strengthen the Developmental Therapeutic program (pubs, trials, scientific impact), continue with key recruits
- Site Visit- Fall 2023
- Main Challenges- continue to increase clinical trial accrual across disparate populations, increase peer-reviewed funding in key areas and publish in high impact journals

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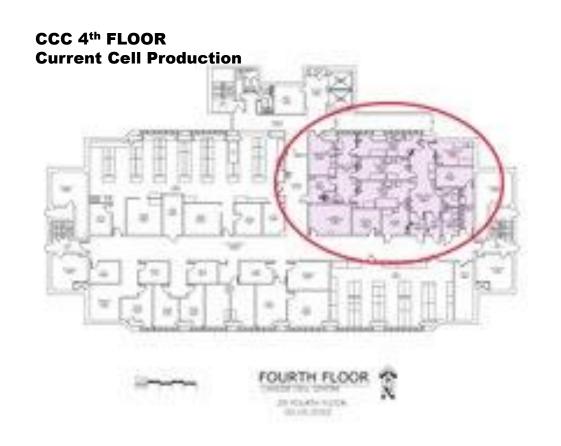
# What is a cell manufacturing facility?

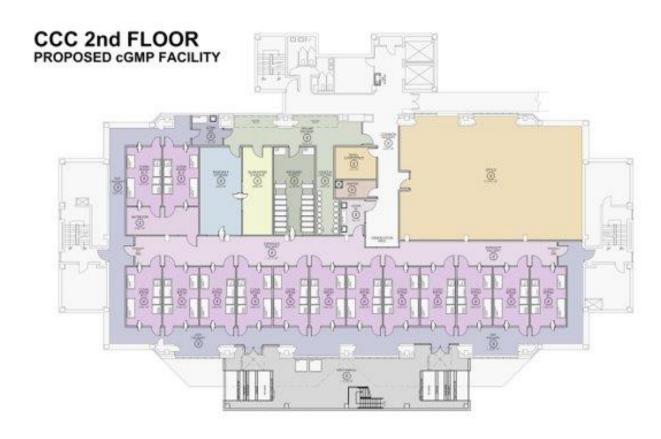
- Clean rooms with controlled air flow and controlled personnel access for patients' cell isolation, modification and expansion plus surrounding storage & testing areas
- Production of large numbers of patients' own or another donor's cells for therapeutic purposes
- Cancer immunotherapy and additional therapies
- Strict quality control to assure safety and uniform potency of cellular treatments

# Cell Products & Disease Targets

- Immune Cells(Immunotherapy):
  - CAR T cells (predicted market to reach \$10B in 2024)
  - TILs
  - In Vitro-"Educated" T Cells
  - Dendritic Cells
  - NK cells
- Bone Marrow Cells (transplant and correction of genetic diseases)
- Modified cancer cells (as vaccines)

# cGMP Manufacturing Facility





# **Job Creation**

Net New Job Information (Enter Cumulatively)

	Job Type/Category	Avg Gross Wages/Job	Type Year	1 Year	2 Year	3 Year	4 Year 5
1	Assistant Member	\$135,000	1	2	2	3	3
2	Technician	\$50,000	3	6	6	9	9
3	QA / QC Manager	\$60,000	1	1	2	2	2
4	Postdoctoral Scientist	\$55,000	0	1	1	2	2
5	HRI Scientist	\$70,000	0	1	1	2	2
Total			5	11	12	18	18

# Agenda

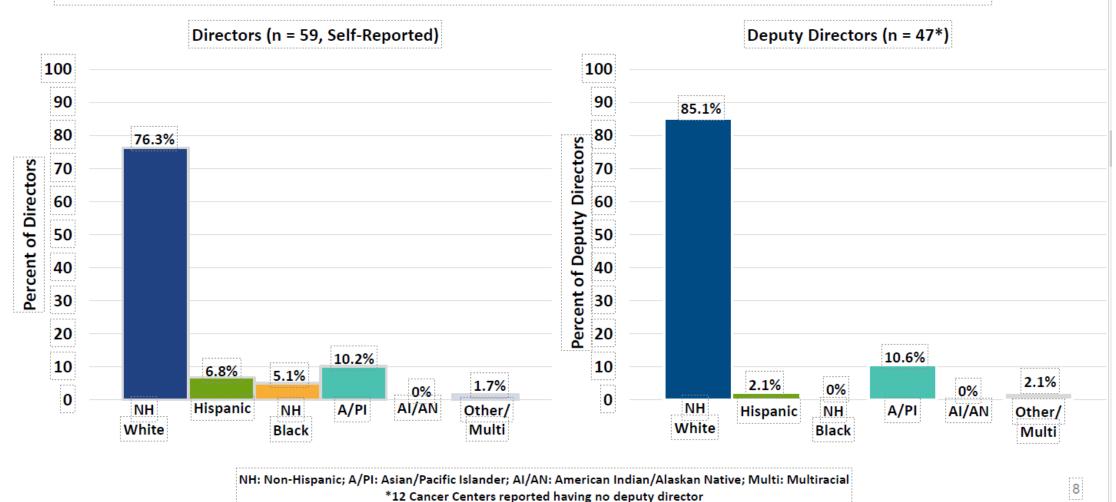
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### **Patients and Clinical Trial Accrual**

% Diversity (Race/Ethnicity) Roswell Park Patients 2021							
Race	Catchment	WNY Cases	Roswell Patients	Clinical Trial Accrual			
American Indian/Alaska Native	0.7	0	0.5	0.6			
Asian	2.4	0.8	1.1	0.7			
Black or African American	9.8	7.5	6.1	19.7			
Hispanic/Latino	4.8	1.7	1.6	11.1			
Two or more races	41	-	2.4	5.4			
White	82.9	89.2	70.6	67.9			
Not Disclosed	-	-	19.3	6.2			

### 2021 AACI/CCAF Annual Meeting

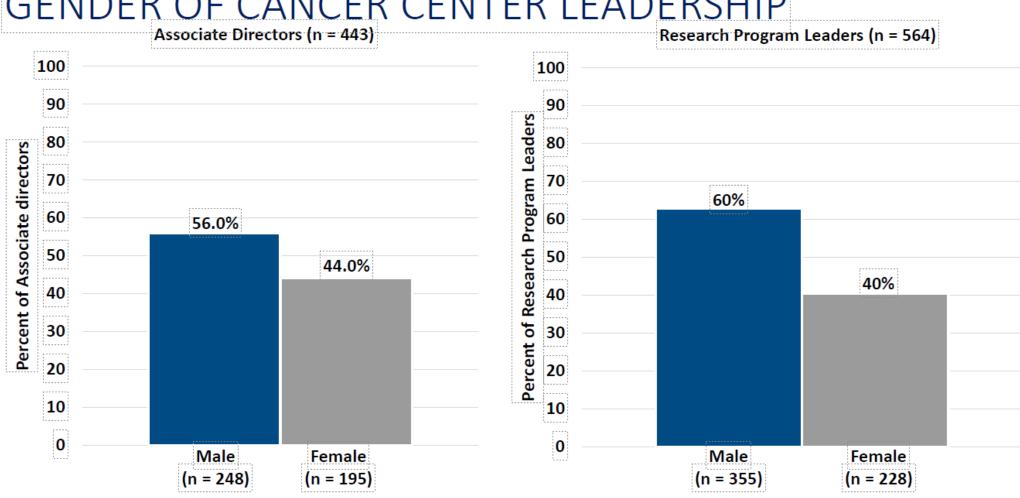
## RACE/ETHNICITY OF CANCER CENTER LEADERSHIP



\*12 Cancer Centers reported having no deputy director

### 2021 AACI/CCAF Annual Meeting

### GENDER OF CANCER CENTER LEADERSHIP





Round 12 - Regional Economic Development Council

Erin Corraro
Deputy Director
WNY Regional Economic Development Council

### **2022 CFA Available Resources**

#### **Available Resources for Regional Councils in 2022**

#### Programs subject to the 4:00 PM July 29, 2022 Deadline

#### Empire State Development: Up to \$25.125 million

- Up to \$15 million for Market New York
- Up to \$8.125 million for Business Incubator & Innovation Hot Spot Support Program
- Up to \$2 million for Strategic Planning and Feasibility Studies\*

#### Homes and Community Renewal: Up to \$24.2 million

- . Up to \$4.2 million for New York Main Street Program
- Up to \$20 million for New York State Community Development Block Grant Program\*

#### Office of Parks, Recreation and Historic Preservation: Up to \$20.875 million

 Up to \$20.875 million for Environmental Protection Fund Grants Program for Parks, Preservation and Heritage (EPF)

#### Department of State: Up to \$26.3 million

- . Up to \$16.3 million for the Local Waterfront Revitalization Program
- Up to \$4 million for the Brownfield Opportunity Area Program
- Up to \$2 million for the Smart Growth Comprehensive Planning Grant Program\*
- Up to \$4 million for Local Government Efficiency Program\*

#### New York State Canal Corporation: Up to \$1 million

Up to \$1 million for the Canalway Grants Program

#### New York State Department of Agriculture & Markets: Up to \$5.8 million

. Up to \$5.8 million for the NYS Grown & Certified Infrastructure, Technology & R&D Program

#### New York State Energy Research and Development Authority: Up to \$25 million

- Up to \$10 million for Carbon Neutral Economic Development Program
- Up to \$15 million for Commercial and Industrial (C&I) Carbon Challenge

#### Department of Environmental Conservation: Up to \$92 million\*

- Up to \$14 million for the Climate Smart Communities Grant Program\*
- Up to \$75 million for the Water Quality Improvement Project (WQIP) Program\*
- Up to \$3 million for the Non-Agricultural Nonpoint Source Planning and Municipal Separate Storm Sewer System (MS4) Mapping Grant Program\*

#### Environmental Facilities Corporation: Up to \$18 million\*

- Up to \$15 million for the Green Innovation Grant Program\*
- Up to \$3 million for NYS EFC Wastewater Infrastructure Engineering Planning Grant \*

### **Open Enrollment Programs**

#### Empire State Development: Up to \$225 million

- Up to \$150 million for ESD Grant Funds
- Up to \$75 million for Excelsior Jobs Program

#### New York State Energy Research and Development Authority: Up to \$2 million\*

Up to \$2 million for Energy Efficiency Programs\*

#### New York State Power Authority: Up to 17.9 Megawatts

Up to 17.9 Megawatts for the ReCharge NY Program

#### Federal Industrial Development Bond Cap: Up to \$150 million\*

Up to \$150 million for Industrial Development Bond Cap (IDBC)\*

Open Enrollment programs will continue to accept applications on an ongoing basis and are not subject to the July 29th deadline.

\* These are the standalone programs. REDCs will be made aware of projects applying to these programs but REDCs will not score these projects.

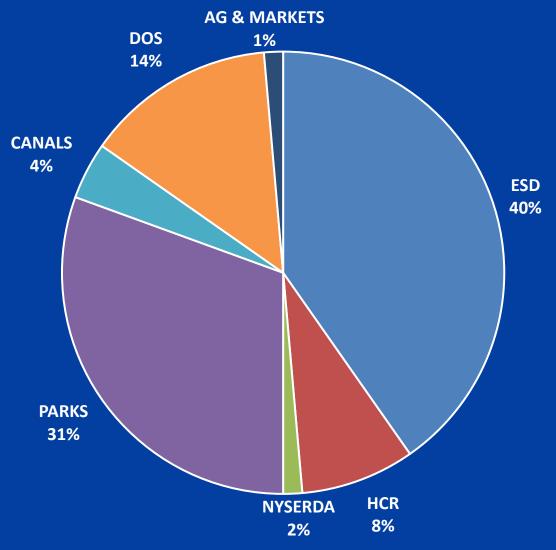
VISIT REGIONALCOUNCILS.NY.GOV



### WNY | 2022 CFA

- 14 Empire State Development Grant Funds were reviewed last week by score group.
- State Agencies finished the process of reviewing all agency applications for eligibility on Friday
- Eligible applications will move on to be scored by both the WNY REDC & state agencies. Each agency will score out of 80 points, the REDC scores out of 20.
- 72 Eligible applications will be reviewed by the WNY REDC
- No Infrastructure scoring group this year

### WNY | 2022 CFA Breakdown by Agency



### WNY | 2022 CFA Breakdown by Agency

### **CFA Applications by Agency/Program**

- ESD (29)
  - ESD Grant Funds
  - Market NY
  - Business Incubator Innovation Hot Spot Support Program
- Parks (22)
  - Environmental Protection Fund Grants Program for Parks, Preservation and Heritage
- Department of State (DOS) (10)
  - Local Waterfront Revitalization Program
  - Brownfield Opportunity Area Program

- Homes & Community Renewal (HCR) (6)
  - NY Main Street Program
- Canals (3)
  - Canalway Grants Program
- Ag & Markets (1)
  - NYS Grown & Certified Infrastructure, Technology & R&D Programs
- NYSERDA (1)
  - Carbon Neutral Economic Development Program

### **CFA Timeline**

### **Deadline Programs**

MAY 2, 2022 CFA OPENED



JULY 29, 2022 CFA closed



Award announcements

### **Open Enrollment Programs**

MAY 2, 2022 CFA OPENED



CFA remains open until funds are exhausted.

Projects are reviewed on quarterly basis or more frequently if needed.



Regional Economic Development Councils

WNY | 2022 REDC & CFA Schedule

AUGUST					
Monday, August 22 <sup>nd</sup>	Council Members Receive Recusal Information				
Tuesday, August 23 <sup>rd</sup> – Sunday, August 28 <sup>th</sup>	Council Members Access & Review CFA's				
Wednesday, August 31 <sup>st</sup>	9am - 12pm: Placemaking 1pm - 4pm: Smart Growth Planning				
SEPTEMBER					
Thursday, September 1st	9am – 12pm: Sustainability				
Wednesday, September 14 <sup>th</sup> 9:00 a.m. – 2:00 p.m.	REDC Meeting and Tour – TBD				
Early September	Begin Marketing/Outreach for ESD Grant Funds, Round 12, Batch 2				
OCTOBER/NOVEMBER					
Late October/Early November	ESD Grant Fund Applications, Round 12, Batch 2 Due				
Late October/Early November	ESD Grant Awards Announced Round 12, Batch 1				
	DECEMBER				
Late December	CFA Awards Announced – All programs				

### **2022 CFA Score Groups**

Placemaking	Wednesday, August 31 <sup>st</sup> 9:00 AM-12:00 PM	Deanna Alterio Brennen Dottie Gallagher Mark Zupan Tom Kucharski
Smart Growth	Wednesday, August 31st 1:00 PM-4:00 PM	Rosa Gonzalez Stephen Tucker Mary Beth Popp
Sustainability	Thursday, September 1st 9:00 AM-12:00 PM	Paul Brown Mike Metzger

## Western New York Regional Council Meeting

**Downtown Revitalization Initiative and NY Forward Round Update** 

Mo Sumbundu International Trade Manager Global NY/ESD

## Western New York Regional Council Meeting

**Annual Report and Workforce Asset inventory Overview** 

Laura Quebral
Director
UBRI

Erin Correro
Deputy Director
WNY Regional Economic Development Council

# 2022

# WNY REDC Annual Report



Regional Economic Development Councils

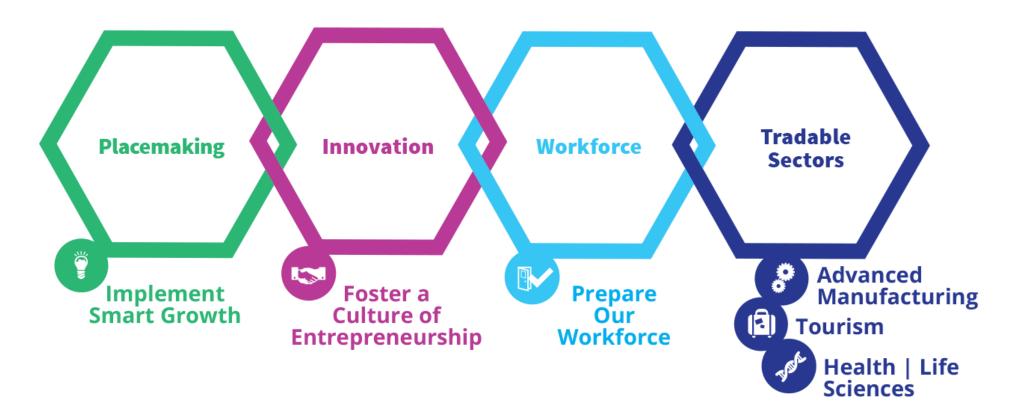
Submitted July 28, 2022



# **OVERVIEW**

#### WHAT'S IN THE REPORT

- I. State of the Region
- II. Regional Workforce Inventory (NEW)
- III. Participation
  - A. Workgroups
  - B. Public Outreach and Engagement
- IV. Previously Funded Priority Projects & CFA Projects
  - A. Project Status
  - B. State Investment & Leverage
  - c. Geography
  - D. Job Creation
  - E. List of All Funded CFA Projects





**Tech** 



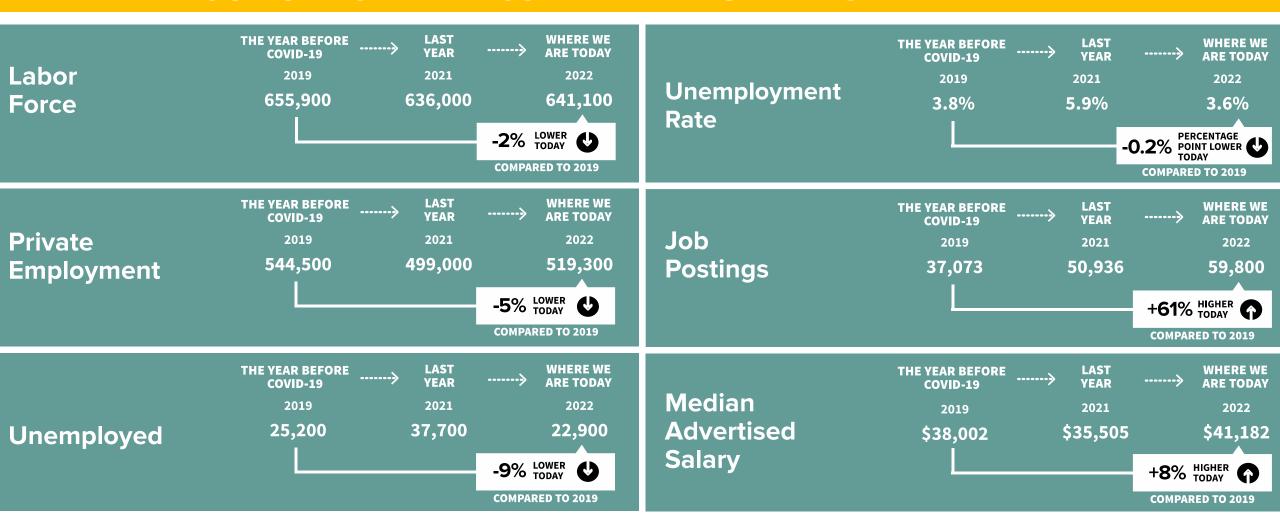
**Sustainability** 



Our regional strategies, aligned with our state economic development strategies will get us there.

# STATE OF THE REGION

#### KEY ECONOMIC METRICS BY THE NUMBERS



#### **OVERVIEW**

In 2022, Governor Hochul created a new Office of Strategic Workforce Development at ESD to better connect economic development efforts with workforce training.

Regional Councils were asked to create a "Regional Workforce Inventory" that identifies the region's post-pandemic workforce needs.

WNY REDC work group met in July to review data in 4 areas:

- Priority Target Sectors
- In-Demand Skill Sets Needs
- Populations for Workforce Training
- Wraparound Services

The Inventory will prioritize workforce development funding for \$150 million in programs to be offered in 2022 and will serve as a guide for applicants and ESD.

#### DATA SOURCES

A survey, released by NYS Department of Labor (DOL) and ESD, to employers to collect information on their post-pandemic workforce challenges across the state and in WNY;

A recent DOL survey targeting job seekers across the state and in the WNY region;

The most current published DOL data on jobs, unemployment and employment trends across industry sectors;

An analysis of recent job postings in WNY to provide insight on hiring demands and skills gaps.

#### PRIORITY TARGET SECTORS

	AVG. WAGES	FIRMS	JOBS	% CHANGE IN JOBS 2020 - 2021	JOB POSTINGS 2021	% CHANGE IN JOB POSTINGS 2020 - 2021
ADVANCED MANUFACTURING	\$70,510	1,568	62,203	2%	14,457	43%
AGRICULTURE	\$37,519	344	2,549	0%	373	62.9%
HEALTH AND LIFE SCIENCES	\$60,525	2,891	81,470	-1%	16,484	19.5%
TECH	\$83,668	5,272	12,916	-1%	7,302	3.9%
TOURISM	\$29,759	3,861	56,919	14%	7,776	32%
WNY OVERALL	\$56,325	34,995	585,073	2%	153,131	21.4%

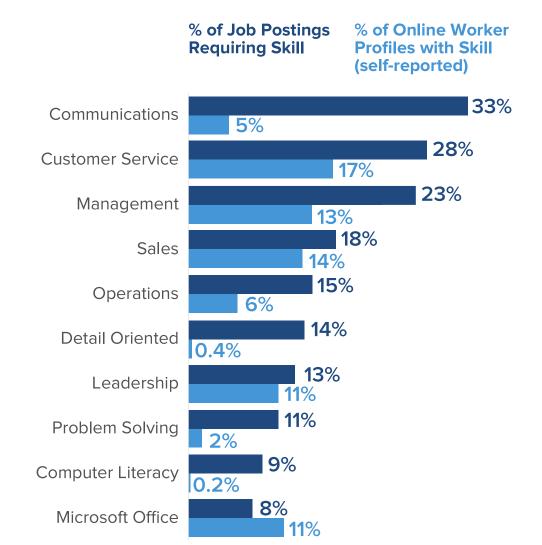
#### IN-DEMAND SKILLSET NEEDS

Ten occupations account for nearly a quarter of all the job postings in WNY in 2021.



#### IN-DEMAND SKILLSET NEEDS

Common workforce skills are required in a higher percentage of job openings than any specialized skill.



#### IN-DEMAND SKILLSET NEEDS

Each priority sector faces unique workforce demands and skills gaps.	TOP IN-DEMAND OCCUPATIONS	TOP IN-DEMAND SKILLS		
ADVANCED MANUFACTURING	Industrial Engineering Techs; Sales Reps; Wholesale & Mfg; Laborers and Material Movers; Production Workers; Salespersons	Auditing; Warehousing; Good Manufacturing Practices; Machinery; Marketing		
AGRICULTURE	Laborers and Material Movers; Production Workers; Managers; Farmworkers and Laborers; Supervisors	Warehousing; Corrective and Preventive Action (CAPA); Product Knowledge; Office Equipment; Purchasing		
HEALTH AND LIFE SCIENCES	Registered Nurses; Home Health and Personal Care; Aides; Licensed Practical/Vocational Nurses; Medical Dosimetrists/Records; Specialists/Techs; Nursing Assistants	Nursing; CPR; Personal Care; Medical Records; Home Health Care		
TECH	Software Developers and Testers; Computer Occupations, All Other; Computer User Support Specialists; Computer Systems Analysts; Data Scientists	Agile Methodology; SQL; Python; Automation; Java/Javascript		
TOURISM	Fast Food and Counter Workers; Food Service Managers; Waiters and Waitresses; Cooks, Restaurant; Hotel, Motel, and Resort Desk Clerks	Restaurant Operation; Food Services; Food Safety and Sanitation; Cooking; Housekeeping		

#### POPULATION FOR WORKFORCE TRAINING



#### WRAPAROUND SERVICES

#### **TOP 5 REASONS FOR HARD-TO-FILL JOBS IN WNY, 2022**

Lack of qualified applicants	Compensation 45%	Shift-Schedule 21%	Lack of Applicants	Lack of Follow- through	REASONS PERCENTAGE
Limited education and training	Availability of child care and flexible, affordable transportation	Availability of flexible, affordable transportation	Cost of education/ training	Limited skills (communication), Poverty	BARRIERS TO WORK THAT MAY CONTRIBUTE

Source: NYSDOL, NYSESD, and The Business Council, 2022 Business Workforce Survey Results, June 2022. Barriers to work that may contribute to hard-to-fill roles draw from prior research completed by UBRI.

Half of employers said that lack of experience is the most common barrier that prevents them from hiring a job candidate.

#### **NEXT STEPS**

Later in the year, Regional Councils will be asked to select priority regional tradable sectors from the Inventory and develop a strategic plan that will create a roadmap for how to address the workforce needs and opportunities within these selected sectors for the region.

# Western New York Regional Council Meeting

**Closing Remarks & Adjourn** 

Dr. Katherine Conway-Turner and Eric Reich
Co-Chairs
WNY Regional Economic Development Council