

CREATING  
**JOBS**

BUILDING ON OUR  
**STRENGTHS**

INVESTING IN THE  
**FUTURE**



MWBE Opportunities Expo  
Christina Orsi, WNY Director  
Empire State Development  
April 24, 2014

# Organizing Our Strategies

## 3 CORE STRATEGIES



**Prepare Our Workforce**



**Implement Smart Growth**



**Foster a Culture of Entrepreneurship**

## SECTOR STRATEGIES



**Advanced Manufacturing**



**Energy**



**Professional Services**



**Agriculture**



**Health | Life Sciences**



**Tourism**



**Bi-National Logistics**



**Higher Education**

# The CFA Process: Buffalo Center for Arts & Technology

**Fall 2011**

**CFA  
Application  
Period**

**December  
2011**

**Round I  
Awards  
Ceremony**

**Winter &  
Spring  
2012**

**Incentive  
Proposal  
adopted with  
State Agency**

**Summer  
2012**

**Project  
begins**

**Summer 2014**

**Project  
concludes**

**State Agencies work  
with Awardees to  
establish MWBE goals**

## WNY REDC Awards

**2011** \$100.3 Million to 96 projects

**2012** \$52.8 Million to 58 projects

**2013** \$60.8 for 81

# The Consolidated Funding Application (CFA)

**Previous  
awards went  
towards  
projects  
across these  
areas**

**Direct Assistance to Businesses  
& Other Organizations**

**Community Development**

**Waterfront Revitalization**

**Environmental Improvements**

**Energy Improvements**

**Sustainability Planning & Implementation**

**Education/Workforce Development**

**Low-Cost Financing**

Stay informed of WNY  
REDC activities here

**For More Information Visit:**  
[regionalcouncils.ny.gov/  
content/western-new-york](https://regionalcouncils.ny.gov/content/western-new-york)



strengths of  
our people



create a region  
that is admired  
worldwide



our rich tradition  
of human innovation

attract more  
people



natural  
beauty

abundant  
natural  
resources

entrepreneurs  
invest time  
and capital



our unique and  
strategic location

reflect  
culture of  
inclusion and  
excellence

