Central New York Regional Economic Development Council

CFA Round 13 Funding Workshop

CAYUGA | CORTLAND | MADISON
ONONDAGA | OSWEGO
Overview of Funding Workshop

✓ Economic Development and the Regional Council
✓ The Consolidated Funding Application
✓ Empire State Development
✓ Additional Funding Sources
Economic Development and the Regional Council
The Regional Economic Development Councils support the state’s innovative approach to economic development, which empowers regional stakeholders to establish pathways to prosperity, mapped out in regional strategic plans.

The unprecedented economic devastation caused by the COVID-19 pandemic highlighted the importance of inclusive growth and resilient strategies.

Since 2011
- $7.7 billion has been awarded/committed to support over 9,500 projects statewide
- $800 Million in nearly 70 Downtown Revitalization Initiative (DRI) and NY Forward Communities.
Who Serves on the Central New York Regional Council?

**Regional Co-Chairs**

Dr. Linda LeMura—President, Le Moyne College  
Randy Wolken—President, MACNY

**Regional Members**

Tony Baird—President, Tony Baird Electronics  
Laura Cueva—President & CEO, Interior Innovation  
Candace Campbell Jackson—Sr. Vice President and Chief of Staff, Syracuse University  
John Currier—President, Currier Plastics  
Chedy Hampson—President & CEO, TCGplayer.com  
Kipp Hicks—Executive Director, Madison County IDA  
Melanie Littlejohn—Vice President, National Grid  
Hon. William B. Magnarelli—State Assembly, 129th District  
Craig Marcinkowski—Sr. Vice President, Strategy and Business Development, Fotokite  
Cornelius B. "Neil" Murphy, Jr.—Professor, SUNY ESF  
Timothy Penix—Vice President, SUNY Syracuse EOC  
Maureen Riester—Economic Development Specialist, CEDA  
David Rogers—President, SUNY Morrisville  
Tai Shaw—Owner, CNY Uniforms Plus  
Sheena Solomon—Executive Director, Gifford Foundation  
Nora Spillane—Vice President of Economic Development, CenterState CEO  
Michael Szidat—President & CEO, Felix Schoeller North America  
Ann Marie Taliercio—President, UNITE HERE Local 150 AFL-CIO  
Garry VanGorder—Executive Director, Cortland County Business Development Corporation  
Nancy Weber—President Oswego County Farm Bureau/Owner of Mexican Pride Farm in Mexico, NY  
Austin Wheelock—Executive Director, Operation Oswego County
Central New York Leads All Regions in Awarded Funding

Regional Economic Development Council Awards Since 2011:

- **Central New York**:
  - $812.7M
  - 1,111 projects

- **Mohawk Valley**:
  - $890M
  - 927 projects

- **Capital Region**:
  - $787M
  - 1,078 projects

- **Syracuse Area**:
  - $848M
  - 1,073 projects

- **Western New York**:
  - $704M
  - 1,038 projects

- **Southern Tier**:
  - $769M
  - 850 projects

- **Upstate New York**:
  - $738M
  - 817 projects

- **Long Island**:
  - $792M
  - 969 projects

- **New York City Region**:
  - $684M
  - 897 projects
The Consolidated Funding Application

Central New York Regional Economic Development Council
The Consolidated Funding Application

apps.cio.ny.gov/apps/cfa/

Streamlined approach to funding requests

A single portal allowing access various programs

Over 30 different programs from 10 state agencies
The Consolidated Funding Application

RegionalCouncils.ny.gov

To access the CFA, click “Apply Now”

Important Round 13 Resources
The Consolidated Funding Application

WELCOME

As part of New York’s efforts to improve the business climate and expand economic growth, the NYS Consolidated Funding Application (CFA) was created to support the Regional Economic Development Council (REDC) Initiative. The CFA has streamlined and expedited the grant application process, making it simpler and more efficient for applicants. It has also increased the number of dollars available to REDCs and created new opportunities for local projects.

As statewide programs and local needs have evolved, so too has the CFA. New features were added to the existing platform to make it easier to use. These improvements include a redesigned application process, a more user-friendly interface, and enhanced support options. Additional resources are now available to help applicants navigate the process.

Additional information on REDC programs can be found by going to the REDC Program Webpage. This page provides links to all REDC programs and includes detailed program descriptions and application deadlines.

To proceed with your CFA, please follow these steps:

1. Select the Log In or Register button to create an account.
2. Follow the prompts to complete the application process.

"New - Cloning an Application"

To save time, you can now clone an application from the previous year. Click here to learn how.

Links

Available CFA Resources
- Diverse selection of resources available for REDC initiatives

CFA Application Manual
- Step-by-step guide on how to fill out a Consolidated Funding Application (CFA)

Regional Council Guidebook
- Detailed overview of the REDC initiative

Program Recorded Webinars
- On-demand recorded sessions covering Consolidated Funding Applications (CFAs)

Program Application Questions
- A list of questions for the available programs on the Consolidated Funding Application (CFA)
The Consolidated Funding Application

CFA Timeline

**Deadline Programs**

- **MAY 15, 2023**
  - CFA OPENS

- **JULY 28, 2023**
  - CFA closes at 4PM sharp
  - No late submissions!

- **LATE FALL 2023**
  - Award announcements

**Open Enrollment Programs**

- **MAY 15, 2022**
  - CFA OPENS

- CFA remains open until funds are exhausted.
  - Projects are reviewed on quarterly basis or more frequently if needed.
The Consolidated Funding Application

2023 REDC Available Resources
Programs Subject to the 4:00PM July 28 Deadline

New York State Empire State Development: Up to $21 million
- Up to $15 million for Market New York
- Up to $5 million for Business Incubator & Innovation Hot Spot Support Program
- Up to $1 million for Strategic Planning & Feasibility Studies

New York State Homes and Community Renewal: Up to $4.2 million
- Up to $4.2 million for New York Main Street Program

New York State Office of Parks, Recreation and Historic Preservation: Up to $27.9 million
- Up to $26 million for Environmental Protection Fund Grants Program for Parks, Preservation and Heritage (EPF)
- Up to $1.9 million for Recreational Trails Program (RTP)

New York State Department of State: Up to $18.8 million
- Up to $16.3 million for the Local Waterfront Revitalization Program
- Up to $2.5 million for the Brownfield Opportunity Area Program

New York State Canal Corporation: Up to $1 million
- Up to $1 million for the Canalsway Grants Program

New York State Energy Research and Development Authority: Up to $25 million
- Up to $15 million for Commercial and Industrial (C&I) Carbon Challenge
- Up to $10 million for Carbon Neutral Economic Development Program

New York State Department of Agriculture and Markets: Up to $5.8 million
- Up to $5.8 million for the New York State Grown & Certified Infrastructure, Technology, Research and Development Grant Program

REDC Open Enrollment Programs

New York State Empire State Development: Up to $225 million
- Up to $150 million for ESD Grant Funds
- Up to $75 million for Excelior Jobs Program

New York State Power Authority: Up to 19.4 Megawatts
- Up to 19.4 Megawatts for the ReCharge NY Program

Programs included as Open Enrollment will continue to accept applications on an ongoing basis and are not subject to the July 28, 4:00PM deadline
Empire State Development
EMPIRE STATE DEVELOPMENT PROGRAMS

➢ ESD GRANT FUNDS

➢ MINORITY AND WOMEN OWNED BUSINESSES

➢ EXCELSIOR JOBS PROGRAM

➢ GLOBAL NY
ESD GRANT FUNDS
ESD Grant Funds

Eligible Project Costs

Funds may be used for:

• 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 (up to 25%); and
• Planning and feasibility studies related to a specific capital project or site.

Ineligible Project Costs

Funds may not be used for:

• Retail and/or Residential
  • Mixed Use: Only non-retail/residential costs will be considered for award
Important Information to Remember

✓ Awards typically won’t exceed 20% of total project costs.

✓ All awards require a 10% equity contribution.

✓ Budgets should include only costs for the specific project or phase.

✓ The project should not begin, and expenses should not be incurred, prior to award announcement.

✓ Funds are disbursed in arrears, as reimbursement for expenses undertaken.

✓ A public hearing is required if the project involves the acquisition, construction, reconstruction, rehabilitation, alteration or improvement of any property.

✓ $250 application fee and one percent (1%) commitment fee based on the grant amount awarded will be assessed to all awardees.

✓ Most projects will be assigned MWBE goals based on the grant amount.
New York State Contract System

Find NYS Certified MWBEs on the NYS Contract System in the Directory of Certified Firms

https://ny.newnycontracts.com/
Advertise subcontracting opportunities on the Contract Reporter to reach Certified MWBEs.

https://www.nyscr.ny.gov/
EXCELSIOR JOBS PROGRAM
What is it?

A refundable tax credit(s) 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

**Excelsior program is Discretionary in that applicants may not be awarded the maximum allowable amount**

The Program is limited to firms making a substantial commitment to growth – either in employment or through investing significant capital in a NYS facility
Targeted “Activities” / Industries

Firms with project activity in these industries that create and maintain new jobs or make significant financial investment are eligible to apply for up to four tax credits.

✓ Manufacturing
✓ Agriculture
✓ Software Development
✓ Scientific R&D
✓ Distribution Center
✓ Back Office Operations
✓ Life Sciences Companies
✓ Entertainment Company
✓ Music Production
✓ Financial Services
Excelsior Jobs Program

Eligible Tax Credits

Excelsior Jobs Tax Credit: A credit of 6.85 percent of wages per new job to cover a portion of the associated payroll cost

Excelsior Research & Development Tax Credit: A credit of 50 percent of the Federal Research and Development credit up to three percent of research expenditures in NYS

Excelsior Investment Tax Credit: Valued at two percent of qualified investments

Excelsior Real Property Tax Credit: A credit of 50% of property taxes for year one and decreasing by 5% every year over 10 years. (Regionally Significant Projects Only)
## Job and Investment Criteria

### Job Growth Track

<table>
<thead>
<tr>
<th>Targeted Industry Activity</th>
<th>Min Jobs</th>
<th>RSP Min Jobs &amp; Investments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scientific R&amp;D</td>
<td>5</td>
<td>20 $3,000,000</td>
</tr>
<tr>
<td>Software Development</td>
<td>5</td>
<td>N/A N/A</td>
</tr>
<tr>
<td>Agriculture</td>
<td>5</td>
<td>10 $250,000</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>5</td>
<td>10 $1,000,000</td>
</tr>
<tr>
<td>Music Production</td>
<td>5</td>
<td>N/A N/A</td>
</tr>
<tr>
<td>Life Sciences</td>
<td>5</td>
<td>20 N/A</td>
</tr>
<tr>
<td>Back Office Operations</td>
<td>25</td>
<td>100 $3,000,000</td>
</tr>
<tr>
<td>Distribution</td>
<td>50</td>
<td>100 $15,000,000</td>
</tr>
<tr>
<td>Entertainment</td>
<td>100</td>
<td>200 N/A</td>
</tr>
<tr>
<td>Other</td>
<td>N/A</td>
<td>150 $3,000,000</td>
</tr>
</tbody>
</table>

### Investment Track

- Targeted Industries who make investment AND retain at least 25 full-time job equivalents (5 for manufacturing firms)
- Minimum Benefit Cost Ratio = 10:1
  
  \[
  \text{Minimum Benefit Cost Ratio} = \frac{\text{Capital Investment} + \text{wages} + \text{benefits}}{\text{Excelsior Tax Credits}}
  \]
Effective Date

✓ The effective date of certification 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
  ✓ Tangible property (including bldg or structural component of bldg.)
  ✓ Owned by a business enterprise
  ✓ Depreciable per Section 167 of the Internal Revenue Code
  ✓ Useful life of four years or more
  ✓ Has a situs in the State
  ✓ Placed in service on or after certification effective date**

** Placed in service is defined by the IRS as when property is ready and available for a specific use, whether in a business activity, an income-producing activity, a tax-exempt activity, or a personal activity.
Global NY
Overview
Global NY – Mission

Promote competitiveness and foster economic activity by:

• Assisting NYS small businesses to export their products and services globally
• Attracting international businesses to consider expansion to NYS
Global NY Programs

Export Marketing Assistance Service (EMAS) Program
(for NYS companies that are new to exporting and interested in expanding to new markets) NYS Content Requirement

State Trade Expansion Program (STEP)
(for NYS headquartered companies that are more experienced - already exporting and engaging in exporting activities) US Content Requirement

Global NY Grant Fund Program
(for NYS companies that are already exporting and engaging in exporting activities and NYS not-for-profit organizations (EDOs) providing export assistance and trade education to NYS companies) NYS Content Requirement
Export Marketing Assistance Service (EMAS) Program

- **No-cost** service for eligible companies
- Companies can choose up to two (2) markets per 12-month period
- Each company benefits from a personalized program:
  - Global NY foreign office provides the company with a report on local market intelligence and a list of sales agents and distributors
- **Eligible companies**: NYS company, at least 1 year in business, 500 employees or less, 51% product value added in NYS
State Trade Expansion Program (STEP)

- Funded by grant from the U.S. Small Business Administration (SBA)
- Through STEP program, NYS companies may apply for up to $14,000 in grants, per program year, to help them export
- Grant is awarded in the form of a reimbursement and is based on 70% of the total eligible costs
- **Eligible companies:** Businesses that operate in NYS to manufacture, assemble and/or distribute a product or provide an exportable service that contains at least 51% U.S. content; In business at least one year; Qualify as an “eligible small business concern” and meet SBA size standards
Global NY

State Trade Expansion Program (STEP)

Eligible use of funds:

- Financial Assistance Awards for Travel
- Subscription to Services Offered by U.S. Dept of Commerce
- Export Training Workshop
- International or Qualified Domestic Trade Show Exhibit
- Website Content/Foreign Language Translation
- Consultancy Services
- Compliance Testing
Global NY Grant Fund

Provides grants to help NYS small and medium-sized businesses increase export sales and not-for-profit organizations (EDOs) with export promotion initiatives.
Global NY Grant Fund

For-Profit Companies

Eligibility:
• Grants ranging from $7,500 to $25,000 (limit of two per year)
• 50% cash match
• 51% product value added in NYS
• 500 or fewer employees in New York State
• In business for at least one year

Eligible Activities:
• Market Customization
• Trade Shows/Trade Missions
• Export Education
• Product Adaptation
• Market Certification

Not-for-Profit Organizations

Eligibility:
• Grants ranging from $10,000 to $100,000 (one per year)
• 25% cash/in-kind match

Eligible Activities:
• Market Customization
• Trade Shows/Trade Missions
• Export Education
• Product Adaptation
• Market Certification
Additional Funding Programs
Additional Funding Programs

✓ Enhanced ESD Grants

✓ Craft Beverage Micro Grant

✓ Not-for-Profit Capital Grant Program

✓ DRI Round 7 / NY Forward Round 2

✓ Restore NY
Enhanced ESD Grant Program
Enhanced ESD Grant Program

Building Sustainability & Investing in Disadvantaged Communities:
Target capital funding to support projects that advance the strategic state priorities below:

➢ **Projects that support green buildings & sustainable development**: Projects that will significantly reduce greenhouse gas emissions through sustainable building practices. Instances of sustainable building practices include but are not limited to achieving net zero or near zero emissions, obtaining LEED certification (Silver or higher), electrifying space and water heating systems, reusing buildings and/or building materials and incorporating significant energy savings measures.

➢ **Childcare Projects**: Despite record investments in childcare, many New Yorkers still struggle to access high quality childcare. Focusing on projects that will improve access to quality childcare and build additional capacity in the number of childcare offerings available will help strengthen the state’s economy and address challenges that affect the business community.

➢ **Projects located in a distressed community**: Support projects in economically distressed communities to encourage investment and spur economic growth in these communities. Strong projects in this area will be able to demonstrate a community and economic benefit as a result of the project or demonstrate the populations that will benefit from the project.

➢ **Innovative Public-Private Partnerships**: Projects that support innovative public-private partnerships which leverage unique regional assets to advance a regions’ economic development strategies. Innovative public-private partnerships are intended for higher education institutions with a focus on innovation and research partnerships.
$5 million Craft Beverage Micro Grant
The Craft Beverage Micro Grant Program will be used to increase the production capacity, business infrastructure and profitability of businesses licensed to produce wine, beer, spirits, hard cider and mead by providing matching funds for equipment purchases and facility upgrades.

The Program’s intent is to induce equipment investment, upgrade and/or to increase production capacity; to induce investment in facilities upgrades that will enhance the customer experience and make craft beverage tasting rooms more profitable. The program will support the sustained development of this industry and the important role that it plays in agri-tourism.

Grant awards will range from $25k-$50k.
$5 million Not-for-Profit Micro Grant
The Not-for-Profit Capital Grant program will support not-for-profit organizations who provide economic support in their region by providing matching funds for capital improvements.

Funding will be made available for not-for-profit organizations whose mission is to provide an economic and community benefit to the area the organization serves and who are undertaking capital projects (including expansion and/or upgrades to the organizations’ facility, purchase of new equipment, capital improvements, etc.)

Grant awards will range from $25k-$100k.
$50M for Restore NY
Eligibility

Buildings that are:
- Vacant
- Abandoned
- Condemned
- Surplus

Can be:
- Demolished
- Deconstructed
- Rehabilitated
- Reconstructed

Funds can be used for site development and infrastructure needs related to the project.
$100M for DRI Round VII (DOS Led) &
$100M for NY Forward Communities (DOS Led)
**$100M NY Forward Round II**

- Focusing on recovery across New York’s rural communities
- Like the DRI, communities will be selected in collaboration with the REDCs and DOS
- Program will be tailored to the distinct needs of smaller rural communities

**$100M DRI Round VII**

- Transforming additional downtowns into vibrant centers
- Utilize a ground-up, community-based planning strategy to identify projects that leverage further private and public investments
POTENTIAL PROJECT APPLICATION

Request a fillable Word Document application by emailing: nys-centralny@esd.ny.gov

Or by calling 315-897-5374
Contact Information

Dan Kolinski
315-793-5445
Daniel.Kolinski@esd.ny.gov

Zach Becker
315-793-6390
Zachary.Becker@esd.ny.gov

Ryan Smith
315-793-2762
Ryan.Smith@esd.ny.gov