



**Central New York  
Regional Economic  
Development Council**

**CFA Round 13 Funding Workshop**

**CAYUGA | CORTLAND | MADISON  
ONONDAGA | OSWEGO**



- ✓ **Economic Development and the Regional Council**
- ✓ **The Consolidated Funding Application**
- ✓ **Empire State Development**
- ✓ **Additional Funding Sources**



# **Economic Development and the Regional Council**



**Central New York  
Regional Economic  
Development 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*

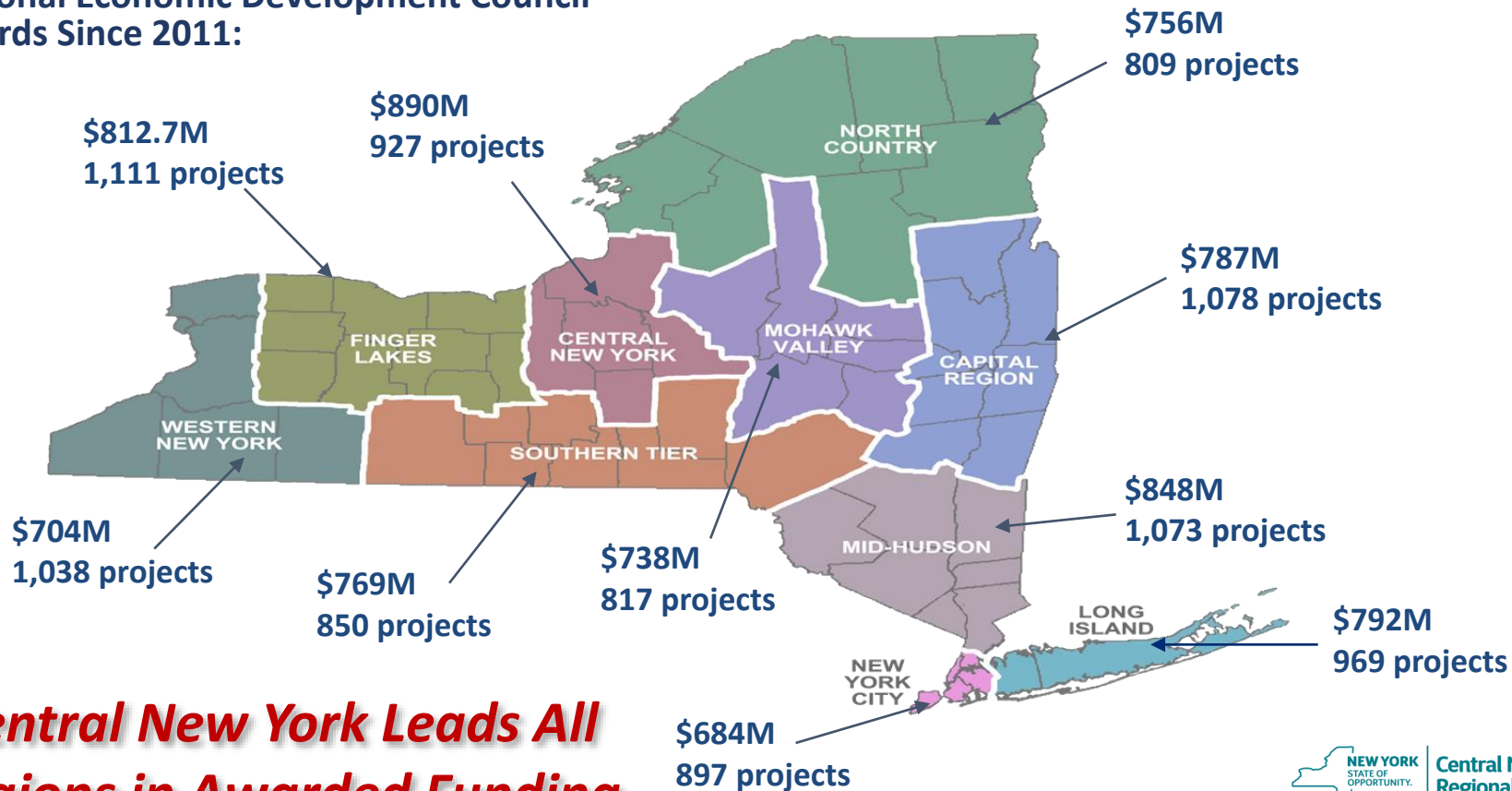
**Austin Wheelock** – *Executive Director, Operation Oswego County*



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# Economic Development and the Regional Council

## Regional Economic Development Council Awards Since 2011:



***Central New York Leads All  
Regions in Awarded Funding***



Central New York  
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An aerial photograph of a city at sunset. The sky is a mix of orange, yellow, and blue. In the foreground, a large crowd is gathered in a city square, with several white tents and streetlights. A tall building with a clock tower is visible on the right. The city lights are visible in the background.

# The Consolidated Funding Application

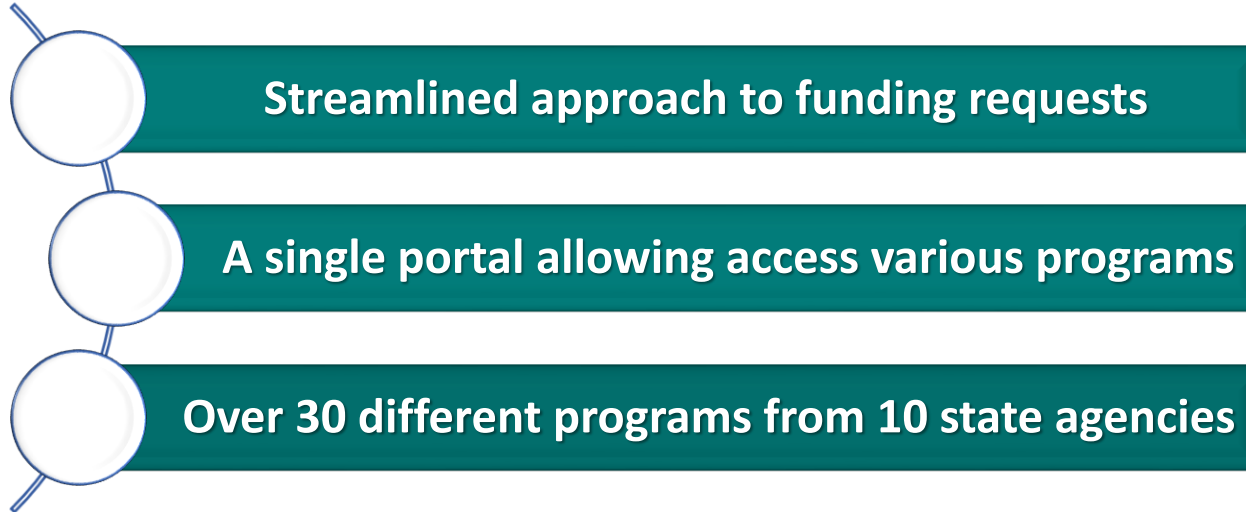


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# The Consolidated Funding Application

[apps.cio.ny.gov/apps/cfa/](https://apps.cio.ny.gov/apps/cfa/)



**Central New York  
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Development Council**

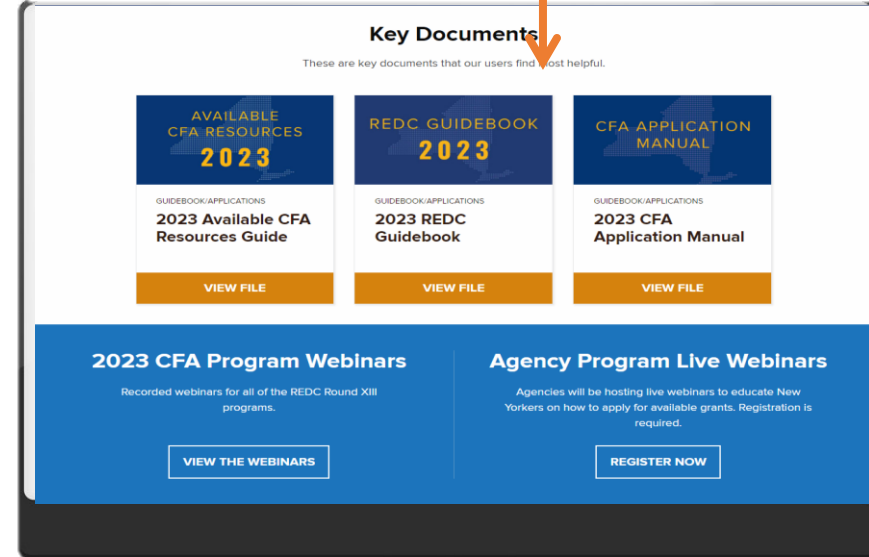
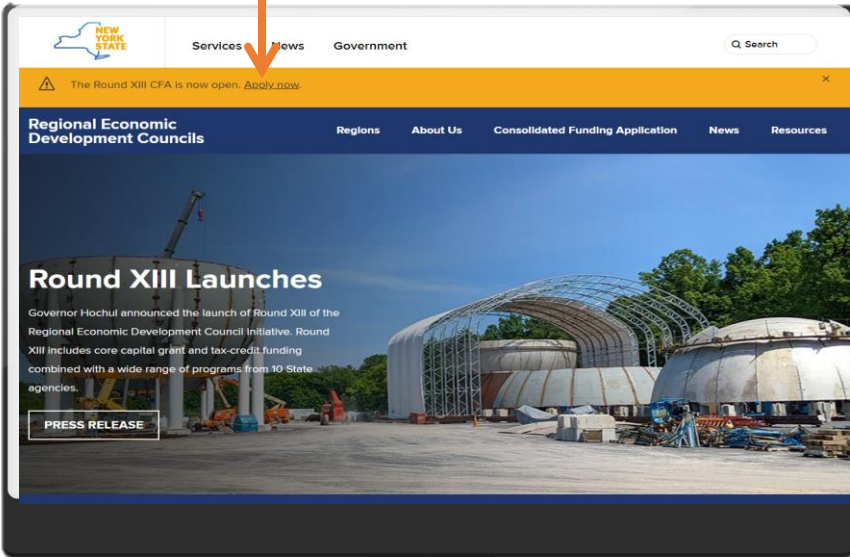


# The Consolidated Funding Application

[RegionalCouncils.ny.gov](https://RegionalCouncils.ny.gov)

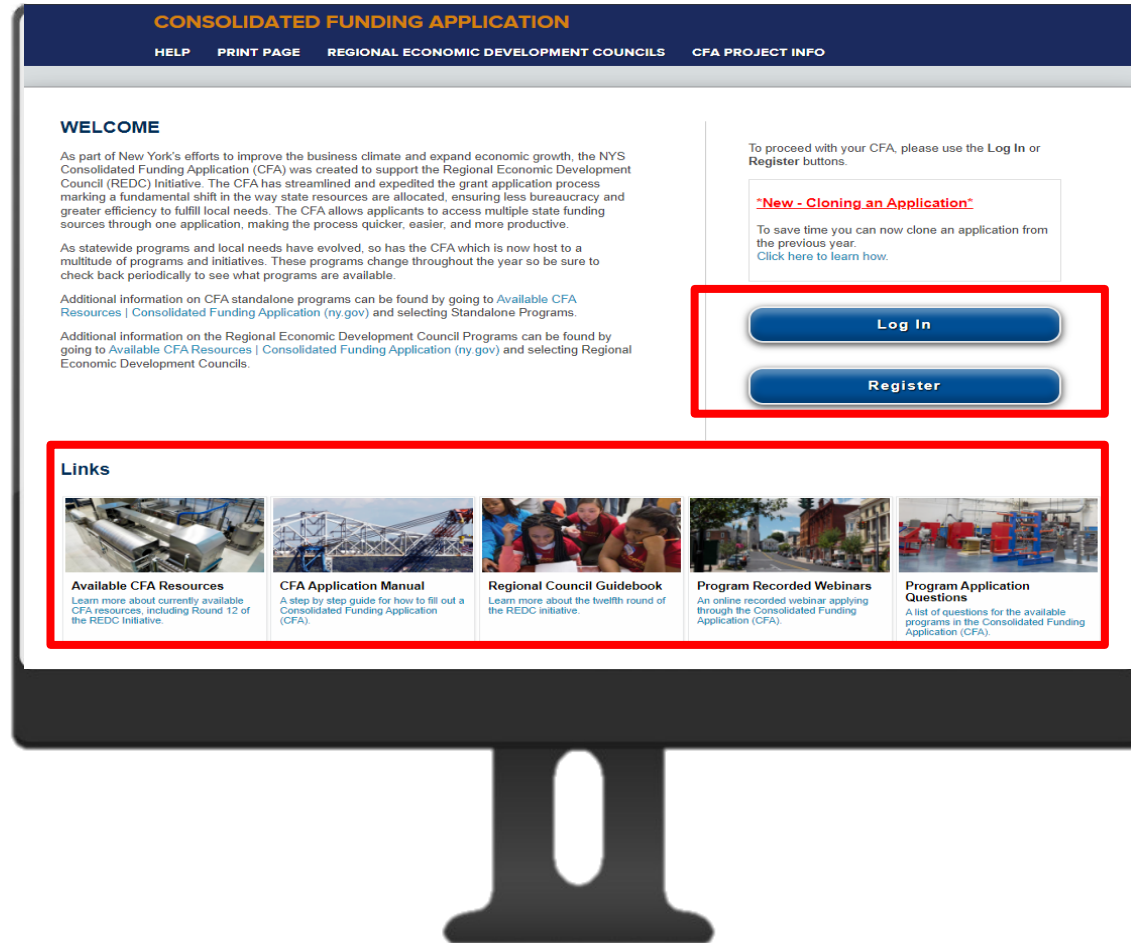
To access the CFA,  
click “Apply Now”

Important Round 13  
Resources



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# The Consolidated Funding Application



# The Consolidated Funding Application

## CFA Overview

**CONSOLIDATED FUNDING APPLICATION**

HELP PRINT PAGE REGIONAL ECONOMIC DEVELOPMENT COUNCILS CFA PROJECT INFO

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**NYS Consolidated Funding Application Registration**

Email Address

Email Address Check

Re-enter your email address for a verification check.

Organization Name

If you do not have a business name yet please enter your DBA "Doing Business As". Use only alpha-numeric characters.

Project Name

This will be the name associated with your project. Use only alpha-numeric characters.

Please enter the sum of the following two numbers:  
1 + 8 =

This helps to protect our system from spam.

[Register New Application](#)



**CONSOLIDATED FUNDING APPLICATION**

APPLICATION HELP PRINT LOG OUT REGIONAL ECONOMIC DEVELOPMENT COUNCILS CFA PROJECT INFO

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**Program Wizard**

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

[Proceed to Program Wizard](#)

OR

**Program List**

Choose programs by selecting from a list of programs organized by State Agency

[Proceed to Program List](#)

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**Your Application's Programs**

Programs were recently added to your application. To see if your application potentially qualifies for the following programs, you will need to answer a few threshold questions. [Click here to Proceed with the Application.](#)

You potentially qualify for the following programs:

New Program	<b>Excelsior Jobs Program</b> <a href="#">Show program description</a> You need to <b>answer threshold questions</b> for this program.	Open Enrollment	REMOVE
New Program	<b>NYSERDA Energy Efficiency Projects</b> <a href="#">Show program description</a> You need to <b>answer threshold questions</b> for this program.	Open Enrollment	REMOVE



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## 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.




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# The Consolidated Funding Application

**Regional Economic  
Development Councils**



**AVAILABLE  
CFA RESOURCES  
2023**

## 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 Canalway 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 Excelsior 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<sup>th</sup>, 4:00PM deadline*

# Empire State Development



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**I ♥ NY**



**Central New York Welcome Center**



## **EMPIRE STATE DEVELOPMENT PROGRAMS**

- **ESD GRANT FUNDS**
- **MINORITY AND WOMEN OWNED BUSINESSES**
- **EXCELSIOR JOBS PROGRAM**
- **GLOBAL NY**



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# ESD GRANT FUNDS

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## 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

## About

New York State is working harder than ever to make this state the gateway to attract and grow Minority and Women-Owned Business Enterprises (MWBEs).

The New York State Contract System ("NYSCS") enables users to apply for NYS MWBE certification, search for NYS MWBE certified firms, and easily interact with our State agencies and authorities.

## MWBE Certification

Apply for NYS MWBE certification or recertification in New York State, or update your vendor profile.

**CERTIFY OR RECERTIFY WITH NEW YORK**

**UPDATE YOUR PROFILE**

## NYS Directory of Certified Firms

Search the NYS MWBE Directory of Certified Firms.

**SEARCH THE DIRECTORY**

## NYS Bid and Grant Opportunities

Find contracting opportunities in New York State.

**VIEW OPPORTUNITIES**

## NYS Program Notices and Trainings

Find and register for upcoming MWBE events, trainings, webinars and program related notices.

## MWBE Program Information and Resources

Find additional information and resources through Empire State Development and the Division of Minority and Women's Development (DMWBD).

**LEARN MORE**

## Account Access

Lookup Vendor accounts or reset user passwords

**VENDOR ACCOUNT LOOKUP**

**FORGOT PASSWORD**

## System Training

Learn how to fully utilize our system with a live trainer

**TRAINING**

## Upcoming Events

View our upcoming events

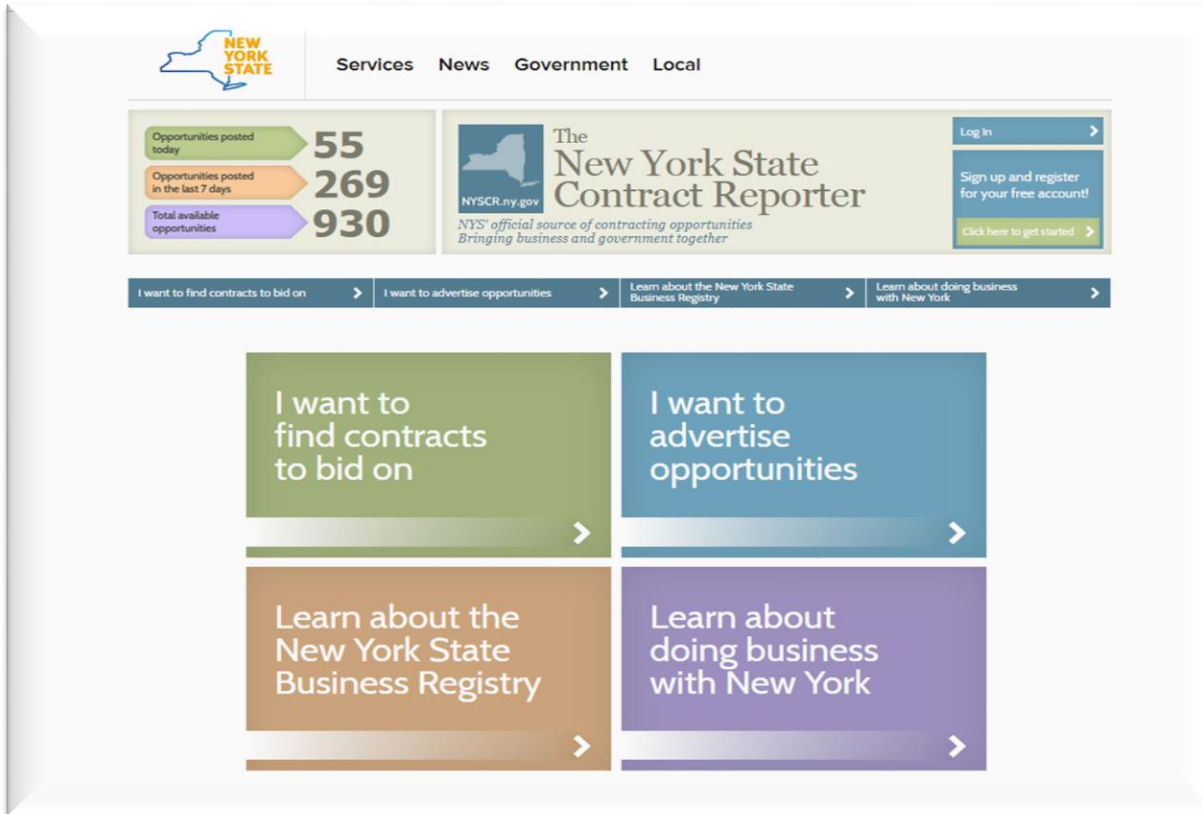
**EVENTS**

<https://ny.newnycontracts.com/>

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



**Division of Minority  
and Women's  
Business Development**



<https://www.nyscr.ny.gov/>

Advertise subcontracting opportunities on the Contract Reporter to reach Certified MWBEs.



# EXCELSIOR JOBS PROGRAM

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## 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



## 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*

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**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*

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

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**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

#### EXCELSIOR MINIMUM ELIGIBILITY CRITERIA

Targeted Industry Activity	Min Jobs	RSP Min Jobs & Investments	
Scientific R&D	5	20	\$3,000,000
Software Development	5	N/A	N/A
Agriculture	5	10	\$250,000
Manufacturing	5	10	\$1,000,000
Music Production	5	N/A	N/A
Life Sciences	5	20	N/A
Back Office Operations	25	100	\$3,000,000
Distribution	50	100	\$15,000,000
Entertainment	100	200	N/A
Other	N/A	150	\$3,000,000

### 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  
(Capital Investment + wages + benefits / Excelsior Tax Credits)



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## 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\*\*



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**\*\* 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.**



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# 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



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# 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*



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# 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*



# 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

**Join Global NY's Multi-Sector Trade Mission to Mexico**

**JANUARY 21 - 24, 2019  
MEXICO CITY AND MONTERREY**

Please join Global NY and the Conference of Great Lakes and St. Lawrence Governors and Premiers on our upcoming trade mission to Mexico. Participants will receive a customized schedule of B2B meetings to discuss export and business opportunities with prospective customers and business partners and benefit from networking events and logistical support provided by Global NY's Mexico Trade Office.

**Why Mexico?**

- **Abundant opportunities:** \$180 billion in traded goods and services exist for U.S. Mexico leaders every year.
- **Multiple benefits:** Mexico offers a strategic location with an effective business climate, legal certainty and reliable political stability.
- **Less paperwork, increased demand:** NAFTA has eliminated most tariffs and agreements for exporting to Mexico and increased demand for U.S. and Canadian goods and services.
- **Economic scale:** The Mexican economy is the 12th largest in the world.

**Major Industries and Opportunities:**

- Agriculture
- Automotive Parts and Supplies
- Energy Sector
- Environmental Technologies
- Medical Devices
- Telecommunications Infrastructure
- Transportation Infrastructure

**Details:**  
Each participant will receive a customized schedule of B2B meetings with prospective customers and/or business partners and will benefit from group networking events, dinners, airport ground transportation, including airport transfers. Participation fee is US \$400 per person.

**The STEP Program:**  
One way Global NY helps business export products and services is by connecting them to the **State Trade Expansion Program (STEP)** offering funded by the U.S. Small Business Administration (SBA) through Empire State Development (ESD). For eligible companies, the STEP grant can reimburse a significant portion of your travel and lodging expenses, plus the participation fee.

**Is Your Business Eligible?**  
To be eligible for a STEP grant, your business must meet SBA's business criteria. To find out more, contact Global NY directly to discuss the criteria and any questions you may have. Ineligible business includes law firms, non-profit organizations, religious and educational institutions. Companies that act as intermediaries for others or are recruiting foreign investment are also ineligible.

**The deadline for registration is December 21, 2018.**

**To find out more about the Trade Mission and the STEP Program:**  
800.661.0100 or go to [step.ny.gov](http://step.ny.gov)

Participated in past trade missions with the U.S. Small Business Administration

**SBA** **NEW YORK STATE OF OPPORTUNITY** **global NY**



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# 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**



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# 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



**Central New York  
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## **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**



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**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.



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**\$5 million Craft Beverage Micro Grant**

## \$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.



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**\$5 million Not-for-Profit Micro Grant**



## \$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.

kindness

giving

care



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**\$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**



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**\$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



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## POTENTIAL PROJECT APPLICATION

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POTENTIAL PROJECT APPLICATION 2018

**Applicant Information**

Full Name: \_\_\_\_\_  
First Last

Company Name: \_\_\_\_\_

Position at Company: \_\_\_\_\_

Phone Number: ( ) \_\_\_\_\_ Email Address: \_\_\_\_\_

City or Town/County: \_\_\_\_\_

**Project Information**

Describe Potential Project in One Sentence: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Describe Potential Project in Full: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Project Details**

Anticipated Start: \_\_\_\_\_ Anticipated Finish: \_\_\_\_\_

Total Project Cost: \$ \_\_\_\_\_ Total Funding Requested: \$ \_\_\_\_\_

# Jobs Created: \_\_\_\_\_ # Jobs Retained: \_\_\_\_\_

Have you ever received funding through NYS or the Consolidated Funding Application? (Y/N) \_\_\_\_\_

If Yes, Explain: \_\_\_\_\_  
\_\_\_\_\_

Describe how your project fits into the REDC Strategy: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Please return completed forms no later than April 30th to:

Daniel Kolinski  
Deputy Director, Central New York Region  
[Daniel.Kolinski@esd.ny.gov](mailto:Daniel.Kolinski@esd.ny.gov)

MAIL:  
Empire State Development  
620 Erie Boulevard West, Suite 112  
Syracuse, New York 13204

Fax: 315-425-7156

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**Request a fillable Word Document  
application by emailing:**  
[nys-centralny@esd.ny.gov](mailto:nys-centralny@esd.ny.gov)

**Or by calling 315-897-5374**



## Contact Information

Dan Kolinski

315-793-5445

[Daniel.Kolinski@esd.ny.gov](mailto:Daniel.Kolinski@esd.ny.gov)

Zach Becker

315-793-6390

[Zachary.Becker@esd.ny.gov](mailto:Zachary.Becker@esd.ny.gov)

Ryan Smith

315-793-2762

[Ryan.Smith@esd.ny.gov](mailto:Ryan.Smith@esd.ny.gov)



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