

Business, Placemaking and Workforce Development

TYPE OF PROJECTS

- ✓ Infrastructure
- ✓ Innovation and growth
- ✓ Expansion
- ✓ Modernization
- ✓ Job Retention/Creation
- ✓ Job Training
- ✓ Tourism
- ✓ Entrepreneurship, apprenticeship, and education Programs



EMPIRE STATE DEVELOPMENT

- Regional Council Capital Funds
 - Excelsior Jobs Program
- Strategic Planning and Feasibility Studies
- Business Incubator & Innovation Hot Spot Program
- Market New York (working capital program)
 - NY KICKS

ESD OFFICE OF STRATEGIC WORKFORCE DEVELOPMENT

- Workforce Capital & Operating Grants

ESD DIVISION OF SMALL BUSINESS

- State Small Business Credit Initiative (SSBCI) Programs

Regional Council Capital Funds Program

\$60 MILLION

- \$100k minimum request/award
- Eligible applicants include but are not limited to: For-profit businesses, not-for-profit organizations, business improvement districts, local development corporations, municipalities
- Capital funding to support projects that implement the regional strategic plan
- Business investment, economic growth, tourism-related projects, and strategic focus areas
- *Municipalities- City, town and village applicants must be Pro-Housing Certified by HCR

Regional Council Capital Funds Program

\$60 MILLION

- Enhanced incentives for strategic focus areas (Up to 40%):
 - Childcare projects
 - Not-for-Profits in Severely Distressed Communities
 - Innovative Public-Private Partnerships
- If an applicant is a private business, they may also be eligible for the **Excelsior Jobs Program** that offers a fully refundable series of tax credits for business investments with a corresponding job commitment. With a for-profit business, a “benefit cost analysis” will be done to analyze if there would be more value in an Excelsior Jobs application.

Not-for-Profit (Severely Distressed) (Eligible for up to 40%)

- RCCF Round 15
- Community Missions will construct a ~5,500 s/f Distribution Hub at 1600 Buffalo Ave, adjacent to our main site in Niagara Falls. Expected outcomes include increased service capacity, improved operational efficiency, enhanced workforce development programming, better community access to essential resources, and economic mobility for vulnerable populations.
- \$600,000 Award (40%)
- Total Project Cost \$1,500,031(Per application)

Mixed-Use (Combo)

- RCCF Round 13
- Dunkirk Former Bank Mixed-Use – Conversion into 4 market-rate apartments and ground floor commercial- space
- \$150,000 towards commercial space
- \$900,000 through Dunkirk DRI
- Total Project Cost \$1,767,000 (Per application)

Tourism

- Buffalo Science Museum – Science of Sport
- RCCF Round 14
- The renovation of one of the core exhibits into a hands-on learning gallery focused on the Science of Sport. A new, dynamic Science of Sport exhibit will stand a tremendous educational, entertainment, and quality-of-life resource for the region and significant draw for tourism
- \$550,000 Award
- Total Project Cost \$2,811,612 (Per application)

Hotel

- RCCF Round 11
- Fredonia - White Inn Restoration
- \$519,448 RCCF
- \$1,250,000 RESTORE NY (via County of Chautauqua)
- Total Project Cost \$2,597,742 (Per application)

| <u>SAMPLE BUDGETS:</u> | Project 1 | Project 2 | Childcare* |
|---|-------------------------|-------------------------|---------------------------|
| <u>CONSTRUCTION / RENOVATION:</u> | \$ 1,035,000 | \$ 325,000 | \$ 4,000,000 |
| <u>INFRASTRUCTURE / SITE WORK:</u> | \$ 65,000 | | \$ 250,000 |
| <u>MACHINERY & EQUIPMENT:</u> | | \$ 100,000 | |
| <u>FURNITURE, FIXTURES, & EQUIPMENT:</u> | \$ 275,000 | | \$ 250,000 |
| <u>SOFT COSTS (SPECIFY):</u> | \$ 125,000 | \$ 75,000 | \$ 500,000 |
| <u>ESTIMATED TOTAL PROJECT COST:</u> | \$ 1,500,000 | \$ 500,000 | \$ 5,000,000 |
| <u>POTENTIAL GRANT AWARD:</u> | \$ 300,000 (20%) | \$ 100,000 (20%) | \$ 2,000,000 (40%) |

Completing the Application:

- Applicant Background – Who is applying? What groups will participate/benefit?
- Project Description** – What is happening? What new opportunities will result?
- Statement of Need** – Why does this project need NYS help?
- Financials & Project Budget** – What is your financing or “capital stack” ?
 - Understand eligible expenses for Total Project Cost. (Example: Interest, Developer Fees are not eligible)
 - Also, any project expense that happens before the Award Date is not eligible for inclusion.
- Employment – Does this project create any new full-time jobs?
- Environmental – Be aware of SEQR & SHPO requirements

Answer to the best of your ability.

Completing the Application:

- When applications are reviewed, there is an increased focus on “project readiness”.
- Yes, seeking “other funding” is encouraged. NYS would like to be “last-money-in”.
- Be aware of MWBE requirements. NYS leads the nation in MWBE utilization.

If A Project is Awarded and Accepted:

- Reimbursement Process begins upon project completion. Bridge funding will be needed upfront to start project.
- \$250 app fee + (1%) commitment fee.
- Public hearing, notice, and related fees.

Reimbursement Process:

- Once project has been completed, it will go before the **Board of Director's** for Approval
- After approval, depending on the project, there will be **a public hearing, and PACB (Public Activities Control Board) Review**. Capital Projects will always have these.
- A **Grant Disbursement Agreement** will be drafted and signed by both parties. This serves as the contract and will list the terms for disbursement
- **Payment Requests** can then be made with documentation of payments (receipts, etc.)
- Documents need to be reviewed internally (WNY and NYC). DOB has final sign-off.
- This process can be lengthy depending on the nature of the project and reimbursement can take **8-12 months** after the project has been approved by the board.

ESD- Strategic Planning and Feasibility Studies

\$1 MILLION

- Funding is available in the CFA with a deadline of 4pm on July 31st, 2026
- Up to 50% TPC, \$100k maximum request/award
- Eligible Applicants: municipalities, business improvement districts, local development corps, and NFP economic development orgs.
- Support projects that lead to capital projects that will implement the regional strategic plan through community development. Typically:
 - 1) strategic development plans for a city, county, or municipality or a significant part thereof; and
 - 2) feasibility studies for site(s) or facility(ies) assessment and planning
- Applications should demonstrate how the proposed project:
 - Impacts or could impact the subject area in which it is proposed, as well as the region as a whole
 - The project's ability to increase viability of existing businesses and stimulate new enterprises
 - The degree of economic distress in the area where the proposed project is located

Examples ESD- Strategic Planning and Feasibility Studies

Niagara County Meat Processing Facility Study (Award \$50,000, \$100,000)

- Niagara County seeks to grow the agriculture industry through increasing the number of meat processing facilities to serve the animal farmers in the region. The market and economic analysis will understand the demand for and identify suitable locations for new facilities which will result in creation of new jobs and economic investment, lower operating costs for farmers, and strengthening our local food system.

Orchard Park Stadium Zoning Study (Award \$100,000, TPC \$237,700)

- The Town of Orchard Park is requesting funding to conduct a feasibility study for the rezoning in the area surrounding the new Buffalo Bills Football Stadium, located at 1 Bills Drive in Orchard Park. Rezoning is essential to the economic development of the Town of Orchard Park, as it will allow for the development of hotels and retail shopping centers around the NFL stadium in order to capitalize on the influx of visitors to the Town throughout the NFL season.



NY KICKS Program

NEW

\$5 MILLION **NY KICKS Program**

- Offered during the CFA Round Only- deadline July 31, 2026 at 4pm
- Capital funding to support the creation, expansion, and enhancement of community soccer fields across NY
- Min request/award= \$75,000 | Max award: \$200,000
- Eligible Applicants: Municipalities | Public Authorities | Nonprofits (*excluding schools and/or universities*)
- Eligible Projects: Creation, expansion, or renovation of publicly accessible soccer fields intended for long-term use
- Priority consideration will be given to projects located in severely and moderately economically distressed areas
- Project Considerations: Project Impact & Community Need | Project Readiness & Feasibility | Leverage of non-ESD co-investment



MARKET NEW YORK- TOURIMS GRANT PROGRAM

www.iloveny.com/MarketNY

Funding Available: up to \$7 million for Tourism Marketing Funds

Program Description:

Market New York is a grant program established to strengthen tourism and attract visitors to New York State by promoting destinations, attractions, and special events. For Round 16, the program is specifically tailored to support marketing and working capital projects. Funding is available, but not limited to, the following primary initiatives:

- **Tourism Marketing:** Marketing campaigns & promotions designed to build awareness and drive new visitation to regional attractions.
- **Special Events:** The recruitment and execution of primary draws such as festivals, athletic tournaments, expos, and agritourism or craft beverage events.
- **Business Events:** The recruitment of vital industry hubs, including meetings, conventions, conferences, and trade shows that support local hotels and restaurants.

Tourism Capital Projects: All tourism capital funding has been moved to the Regional Council Capital Funds Program. For more visit:

<https://esd.ny.gov/regional-council-capital-fund-program> .

Eligible Entities: Not-for-Profit Corporations, Municipalities, Tourism Promotional Agencies (TPAs), Public Benefit Corporations, and For-Profit Companies certified to do business in NYS. **Ineligible Entities:** Individuals, SUNY schools (or projects funded by them), and NYS agencies.

Program Updates:

- **Active Contract:** Organizations with an "Active Market New York Contract" (final reporting not yet accepted) are ineligible for new awards.
- **Prequalification:** All NFP corporations must be "Prequalified" in the SFS by the application deadline.
- **Launch Window:** projects funded by this grant may only officially start three months after the award date.



**New York State Business Incubator and
Innovation Hot Spot Program**

Empire State Development

Program Goals

Improve the quantity and quality of incubator services to young companies, thereby enabling these businesses to successfully transition from startup phase to larger scale production of their products and services.

More effectively harness New York State's innovation assets to better serve inventors and entrepreneurs.



Empire State
Development

Funding and Designation

\$11.875 million total available

Grants to expand services and programs provided start up companies

Designated NYS Certified Business Incubators receive up to \$125,000 annually for five years

Designated Innovation Hot Spots receive up to \$250,000 annually for five years

Up to nine (9) incubators and five (5) Hot Spots will be designated

Hot Spots are limited to one per eligible region (Western New York, Southern Tier, Finger Lakes, Central New York, and North Country). There are no regional limitations in incubators.



Office of Strategic Workforce Development

PAY FOR PERFORMANCE OPERATING GRANTS
WORKFORCE DEVELOPMENT CAPITAL GRANTS

KEY FOCUS

- Industry-driven, credentialed workforce development
- Strategic focus on “good jobs” in the state’s high growth sectors
- Expand opportunities for historically marginalized communities
- Improve data collection and impact tracking across funded programs

PRIORITY INDUSTRY SECTORS

- Advanced Manufacturing and Materials
- Biotech and Life Sciences
- Cleantech and Renewable Energy
- Construction
- Electronics and Optics, Photonics and Imaging
- Film and TV Production and Post-Production
- Software and Digital Media

APPLICATIONS OPEN JUNE 1 – JULY 31

www.esd.ny.gov/workforce

workforce@esd.ny.gov

PAY FOR PERFORMANCE OPERATING GRANTS

ELIGIBLE USES

- ✓ Curricula development
- ✓ Outreach and marketing
- ✓ Staff and instructor expenses
- ✓ Technology and materials
- ✓ Support services and job placement
- ✓ Data collection and analysis
- Awards range from **\$100,000 to \$10,000,000**
(proportionate to the number of regions and trainees served)
- Grant terms range from **1 to 3 years**
- ESD will provide **up to 75% of total project cost**; applicant responsible for 25% match

WORKFORCE DEVELOPMENT CAPITAL GRANTS

ELIGIBLE USES

- ✓ Construction of new training facilities
- ✓ Renovation/expansion of existing facilities
- ✓ Purchase and installation of machinery, equipment, furniture or fixtures required for workforce training
- ✓ Soft costs (up to 15% of project budget)
- Awards range from **\$100,000 to \$3,000,000**
- Grant terms range from **1 to 4 years**
- ESD will provide **up to 50% of total project cost**; applicant responsible for 50% match

APPLICATIONS OPEN JUNE 1 – JULY 31

www.esd.ny.gov/workforce | workforce@esd.ny.gov

Examples

Sheet Metal Contractors and Local 71 Joint Apprenticeship Training Committee – Western New York – \$177,927 (Pay for Performance Operating Grant) and \$100,000 (Workforce Development Capital Grant):

- The Sheet Metal Contractors and SMART Local 71 will construct, install and operate a new Computer Aided Design lab to increase the marketability of apprentices in the workforce. At least 75% of surveyed member contractors stated that employees' lack of CAD skills has limited their ability to bid on projects. Sheet Metal Occupational Health Institute will provide mental health and drug treatment services, while Say Yes Buffalo will provide case management, mentorship, weekly check-ins, and connections to other services as needed, including childcare and transportation assistance.

Examples

SUNY Alfred State College of Technology – Western New York – \$1,250,000 Workforce Capital Grant and \$270,223 P4P Operating Grant:

- The college will expand their Wellsville campus as a training site to enhance their workforce development programs in the construction, building trades, agriculture, heavy equipment operations and clean energy sectors. The funding will support the development of seven low-cost micro-credentials in these fields, supplementing successful existing associate degree programs. This expansion will allow for increased enrollment in courses designed to meet industry needs for entry-level and mid-skilled workers.

ESD Capital Access Resources for Small Businesses

- Programs provide loans for short-term working capital, capital projects and equipment, and for contractors on public capital projects. Loan products and programs work across various industries and loans typically range from \$500 - \$500,000.
- Financing and technical assistance is provided either directly by ESD or through partnerships with Community Development Financial Institutions (CDFI), credit unions, and community-based lending organizations, who we support through a variety of tools to increase access to capital.

PROGRAMS

- Capital Project Loan Fund
- Small Business Revolving Loan Fund
- Contractor Financing Program
- Capital Access Program
- Surety Bonding Assistance Program
- Loan Guarantee Program
- Main Street Capital Loan Fund
- Inclusiv Partnership
- Linked Deposit Program
- JDA Agriculture Loan Fund
- Airport Concessions Disadvantaged Enterprises Fund
- SSBCI Technical Assistance Program

Learn more at: esd.ny.gov/doing-business-ny/small-business-hub

ESD Capital Access Team – programs

Program Overview

- State Small Business Credit Initiative (SSBCI) Programs
 - Debt Programs totaling \$282.2M, managed by the Capital Access Team.
- Programs support all qualifying businesses but have a specific focus on **SEDI** and **VSB**.
- ESD/SSBCI website: esd.ny.gov/ssbci

Debt Programs:

- Capital Access Program (CAP)
- Small Business Revolving Loan Fund (SBRLF)
- Contractor Financing Program (CFP)
- Surety Bond Assistance Program
- Capital Project Loan Fund
- Loan Guarantee Program
- Main Street Capital Loan Fund
- Inclusive Partnership
- SSBCI Technical Assistance Program

Program Highlights

Contractor Financing Program

Provides funding to contractors in need of working capital to deploy and execute federal, state, and local government related contracts via participating lenders.

How to apply: <https://esd.ny.gov/nys-contractor-financing-program>

Small Business Revolving Loan Fund

Provides shorter-term microloans and loans typically under \$250,000.

Eligible Uses of Program funds: 1. working capital; 2. acquisition and/or improvement of real property; 3. acquisition of machinery and equipment; and 4. refinancing of debt obligations.

How to apply: small businesses apply for lending through a participating CDFI. <https://esd.ny.gov/nys-small-business-revolving-loan-fund-round-2>

Program Highlights *(cont.)*

Loan Guarantee Program

Provides loans up to \$500,000 to enable small businesses to grow and expand their businesses.

Eligible Uses of Program Funds: 1. working capital; 2. acquiring equipment and inventory; 3. building renovations; 4. startup costs, and more.

How to apply: <https://esd.ny.gov/loan-guarantee-program>

Capital Project Loan Fund

Provides direct loans for the growth of manufacturing and other eligible businesses in New York State, by assisting in financing a portion of the cost of acquiring and renovating existing buildings, constructing new buildings, or for the purchasing of machinery and equipment.

For more information: <https://esd.ny.gov/capital-project-loan-fund>

Program Highlights *(cont.)*

JDA Agriculture Loan Fund

Provides affordable capital to small agribusinesses looking to complete projects that will expand their capabilities, generate economic growth and create new employment opportunities.

Program details:

- Loan amounts are based upon project size and scope. Typical project range from \$50,000 to \$2 million or more.
- Interest rates and approval terms are set by participating lenders.

How to apply: <https://esd.ny.gov/jda-agriculture-loan-fund#overview>

Linked Deposit Program

The Linked Deposit Program (LINC) helps existing New York State firms obtain reduced-rate financing so they can undertake investments to make borrowing less expensive. Eligible businesses can obtain loans from commercial banks, savings banks, savings and loan associations, farm credit institutions and the New York Business Development Corporation.

Program details:

Eligible Borrowers:

- Manufacturing Firms – with 500 or fewer full-time NYS-based employees
- Service Businesses - independently owned and operated and not dominant in their field, with 100 or fewer full-time NYS-based employees

How to apply:

<https://esd.ny.gov/sites/default/files/LDPApplicationMay2023.pdf>



**Division of Small Business
& Technology Development**

Business, Placemaking and Workforce Development

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