



Economic Development and the Regional Council



**Central New York
Regional Economic
Development Council**

Empire State Development

- Chief economic development agency for the State of New York.
- Our mission: promote a vigorous and growing state economy, encourage business investment and job creation, and support diverse, prosperous local economies across New York State through the efficient use of loans, grants, tax credits, real estate development, marketing and other forms of assistance.
- ESD programs include tax incentives, grants, and training programs in targeted industry clusters for projects that lead directly or indirectly to the creation or retention of jobs.

Regional Economic Development Councils

REDC INITIATIVE – 2011-2025 CFA PROGRESS



**\$8.2
BILLION**
In Funding



10,400+
Projects

REDC Programs generally fall under 3 categories :

Business,
Placemaking,
and Workforce
Development



Community
Development
and Local
Government
Assistance



Energy
Efficiency and
Environmental
Improvements



Regional Economic
Development Councils

Central NY Region Vision/strategy



THE CNY ASCENT: Reaching New Heights

2023 STRATEGIC PLAN



Executive Director

Daniel Kolinski, *Regional Director, Empire State Development*

Regional Co-Chairs

Dr. Linda LeMura, *President Le Moyne College*

Randy Wolken, *President, Manufacturers Association of Central NY (MACNY)*

Regional Council Members

Tony Baird, *President, Tony Baird Electronics*

Laura Cueva, *President & CEO, Interior Innovations*

Meghan Florkowski, *Executive Director, WISE*

Candace Campbell Jackson, *Senior Vice President and Chief of Staff, Syracuse University*

Kipp Hicks, *Executive Director, Madison County Industrial Development Agency*

Melanie Littlejohn, *Executive Director, CNY Community Foundation*

William B. Magnarelli, *State Assembly, 129th District*

Craig Marcinkowski, *Senior Director of Strategy, Saab, Inc.*

Cornelius B. "Neil" Murphy, Jr., *Professor, Environmental Resources Engineering, SUNY ESF*

Dr. Peter Nwosu, *President, State University of New York at Oswego*

Timothy Penix, *Vice President, SUNY Syracuse Educational Opportunity Center*

David Rogers, *President, State University of New York at Morrisville*

Tai Shaw, *Owner, CNY Uniforms Plus*

Sheena Solomon, *Executive Director, Gifford Foundation*

Nora Spillane, *Senior Vice President of Inclusive Growth, CenterState CEO*

Ann Marie Taliencio, *President, UNITE HERE Local 150 AFL-CIO*

Austin Wheelock, *Executive Director, Operation Oswego County*

Melanie Vilardi, *Executive Director, Cortland County Business Development Corporation*

Michael Miller, *Executive Director, Cayuga County IDA*

Joe NHEME, *Senior Manager, External Affairs, Micron*



**Regional Economic
Development Councils**

REDC 2025 Consolidated Funding Application



REDC 2025 Consolidated Funding Application

REGIONAL STRATEGIC PLAN

Provides an economic vision for the future, priorities of the region, and regional strategies

THE CONSOLIDATED FUNDING APPLICATION

A single application for state economic development resources from numerous state agencies, is anticipated to open in early May.

Governor Hochul announced funding for the 2025 CFA

Funding is available through the Consolidated Funding Application (CFA) from 20 programs across 8 state agencies.

2025 CFA PROGRAMS

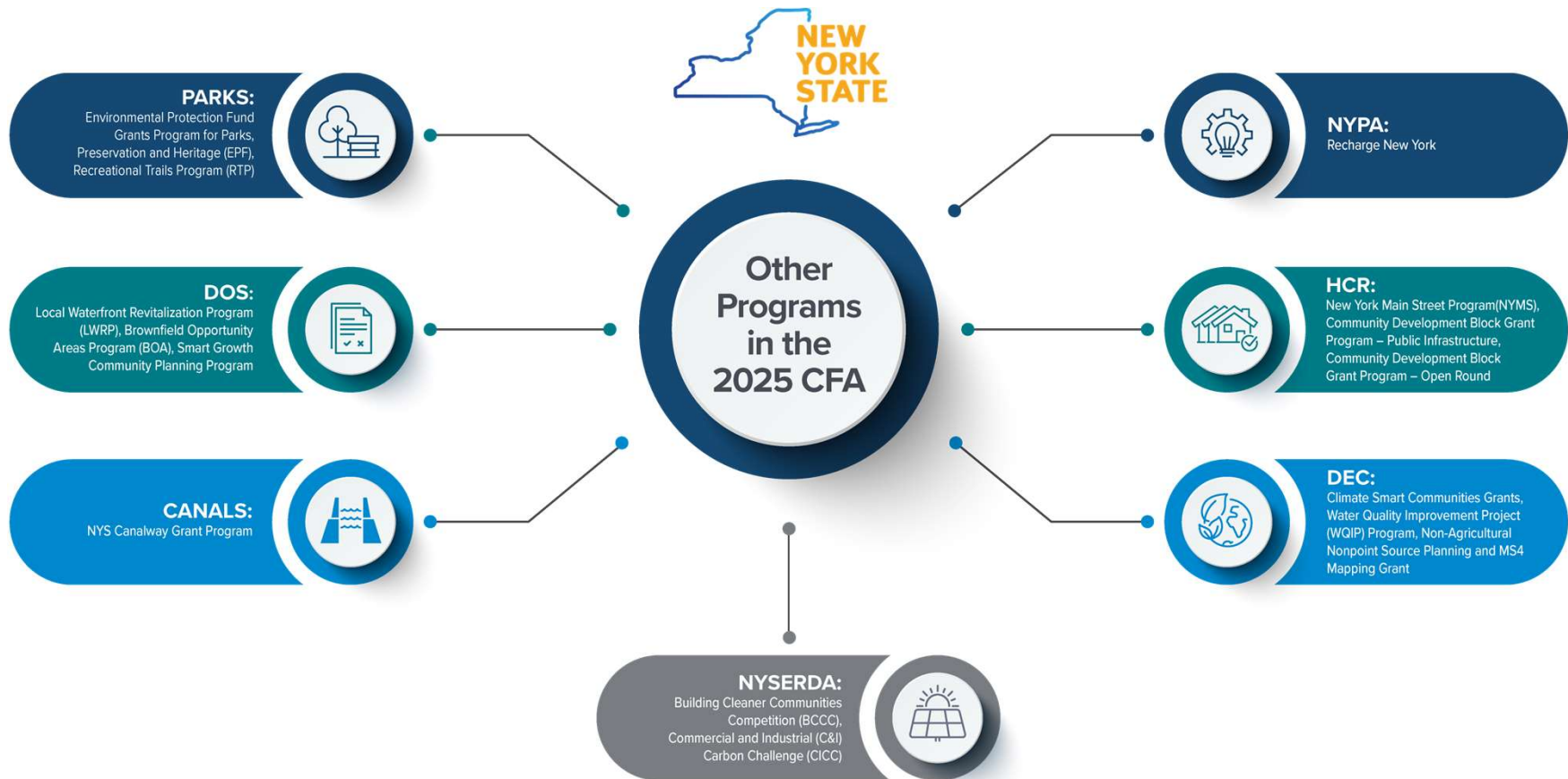
2025 programs have an application deadline of July 31st at 4PM.

OPEN ENROLLMENT PROGRAMS

Open Enrollment programs will continue to accept applications on an ongoing basis and are not subject to the July 31st 4PM deadline.

Learn more at: <https://regionalcouncils.ny.gov/> | Apply at: <https://apps.cio.ny.gov/apps/cfa/>

2025 REDC/CFA Programs



regionalcouncils.ny.gov

To access the CFA,
click "Apply Now"

The screenshot shows the homepage of regionalcouncils.ny.gov. At the top, a blue banner contains the text "To access the CFA, click 'Apply Now'" with a yellow arrow pointing to the "Apply Now" link in the orange banner below. The orange banner also contains a warning icon and the text "The 2025 REDC Initiative is now open in the Consolidated Funding Application portal. [Apply now](#)". Below this is a dark blue header with "Regional Economic Development Councils" and navigation links for "Regions" and "About". The main content area features a large image of a city street at night with a "2025 REDC Initiative" overlay. The overlay text reads: "Governor Hochul announces the opening of the CFA for the 2025 Regional Economic Development Council Initiative." and includes a "LEARN MORE AND APPLY" button. To the right, a "Key Documents" section lists three documents: "2025 REDC Guidebook", "2025 CFA Available Resources", and "2025 CFA Application Manual", each with a "VIEW FILE" button. At the bottom, a blue section titled "2025 Regional Workshops and Live Agency Webinars" includes a "REGISTER" button, and a section titled "2025 CFA Program Webinars" includes a "VIEW THE WEBINARS" button. A yellow arrow points from the "Important 2025 Resources" callout to the "Key Documents" section.

NEW YORK STATE
An official website of New York State. [Here's how you know.](#)

⚠ The 2025 REDC Initiative is now open in the Consolidated Funding Application portal. [Apply now](#)

Regional Economic Development Councils
Regions About

2025 REDC Initiative

Governor Hochul announces the opening of the CFA for the 2025 Regional Economic Development Council Initiative.

[LEARN MORE AND APPLY](#)

Key Documents

These are key documents that our users find most helpful.

2025 REDC Guidebook	2025 CFA Available Resources	2025 CFA Application Manual
GUIDEBOOK/APPLICATIONS 2025 REDC Guidebook	GUIDEBOOK/APPLICATIONS 2025 CFA Available Resources	GUIDEBOOK/APPLICATIONS 2025 CFA Application Manual
VIEW FILE	VIEW FILE	VIEW FILE

2025 Regional Workshops and Live Agency Webinars

Each of the 10 regions will be hosting workshops and live agency webinars on select days to promote the upcoming 2025 CFA for the Regional Economic Development Council Initiative. Registration is required.

[REGISTER](#)

2025 CFA Program Webinars

Recorded webinars and PowerPoint presentations for all 2025 REDC programs.

[VIEW THE WEBINARS](#)

https://apps.cio.ny.gov/apps/cfa/



Services News Government

CONSOLIDATED FUNDING APPLICATION

HELP PRINT PAGE REGIONAL ECONOMIC DEVELOPMENT COUNCILS CFA PROJECT INFO

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 marking a fundamental shift in the way state resources are allocated, ensuring less bureaucracy and greater efficiency to fulfill local needs. The CFA allows applicants to access multiple state funding sources through one application, making the process quicker, easier, and more productive.

As statewide programs and local needs have evolved, so has the CFA which is now host to a multitude of programs and initiatives. These programs change throughout the year so be sure to check back periodically to see what programs are available.

Additional information on the Regional Economic Development Council Programs can be found by going to [CFA Available Resources](#) | [Consolidated Funding Application \(ny.gov\)](#) and selecting Regional Economic Development Council Programs.

Additional information on Other New York State programs in the CFA can be found by going to [CFA Available Resources](#) | [Consolidated Funding Application \(ny.gov\)](#) and selecting Other New York State Programs.

To proceed with your CFA, please use the [Log In](#) or [Register](#) buttons.

Cloning an Application

You can clone an application from the PRIOR CFA ROUND (only)
[Click here to learn how.](#)

Log In

Register

Links



CFA Available Resources

Learn more about current CFA Available Resources include the REDC Initiative, Workforce Programs, and Other NYS Programs.



CFA Application Manual

A step by step guide for how to fill out a Consolidated Funding Application (CFA).



Regional Council Guidebook

Learn more about the Regional Economic Development Council (REDC) Initiative.



Program Recorded Webinars

An online recorded webinar applying through the Consolidated Funding Application (CFA).



Program Application Questions

A list of questions for the available programs in the Consolidated Funding Application (CFA).



Regional Economic Development Councils

<https://apps.cio.ny.gov/apps/cfa/>

CONSOLIDATED FUNDING APPLICATION

HELP PRINT PAGE REGIONAL ECONOMIC DEVELOPMENT COUNCILS CFA PROJECT INFO

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 DUNS "Doing Business As". Use only alpha numeric characters.

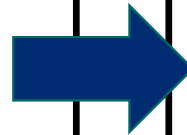
Project Name

This will be the name associated with your project. Use only alphanumeric 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

Program Wizard

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

Proceed to Program Wizard

OR

Program List

Choose programs by searching from a list of programs organized by State Agency.

Proceed to Program List



Your Application's Programs

Programs were recently added to your application. To determine if your application potentially qualifies for the following programs, you will need to answer a few threshold questions. Please Proceed with the Application.

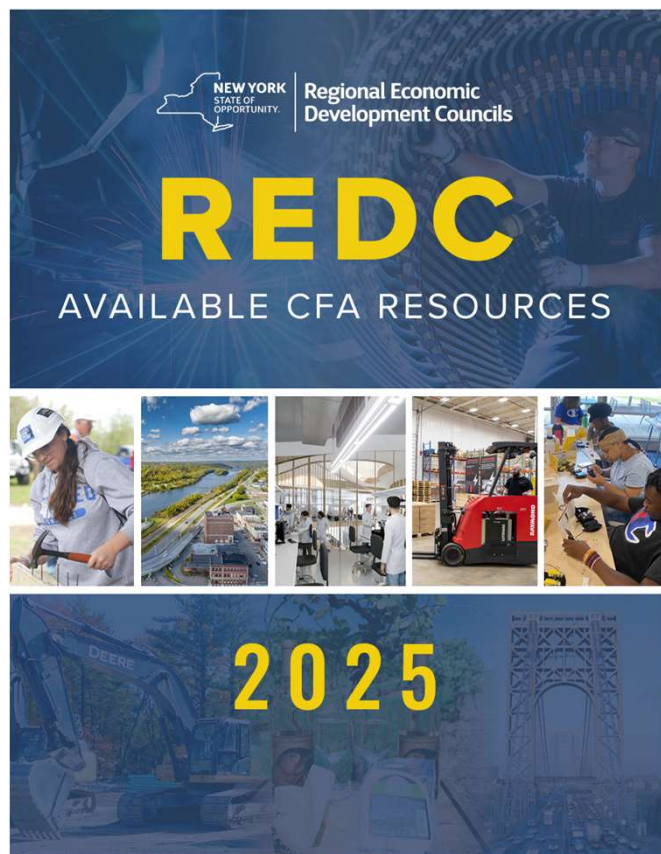
You potentially qualify for the following programs:

New Program	Excelsior Jobs Program <small>Show program description</small> <i>You need to answer threshold questions for this program.</i>	Open Enrollment	REMOVE
New Program	NYSERDA Energy Efficiency Projects <small>Show program description</small> <i>You need to answer threshold questions for this program.</i>	Open Enrollment	REMOVE



Regional Economic Development Councils

2025 CFA Available Resources



2025 REDC Available CFA Resources

Programs Subject to the 4:00PM EST July 31 Deadline

New York State Empire State Development: Up to \$68 million

- Up to \$60 million for Regional Council Capital Funds (*now includes Market New York capital funding*)
- Up to \$1 million for Strategic Planning and Feasibility Studies
- Up to \$7 million for Market New York (*working capital only*)

New York State 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- Public Infrastructure *

New York State Office of Parks, Recreation and Historic Preservation: Up to \$29 million

- Up to \$26 million for Environmental Protection Fund Grants Program for Parks, Preservation and Heritage (EPF)
- Up to \$3 million for the Recreational Trails Program (RTP)

New York State Department of State: Up to \$17.975 million

- Up to \$13.975 million for the Local Waterfront Revitalization Program (LWRP)
- Up to \$2 million for the Brownfield Opportunity Area Program (BOA)
- Up to \$2 million for the Smart Growth Community Planning 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 \$10 million for Commercial and Industrial (C&I) Carbon Challenge (CICC)
- Up to \$15 million for Building Cleaner Communities Competition (BCCC)

New York State Department of Environmental Conservation: Up to \$100 million

- Up to \$75 million for the Water Quality Improvement Project (WQIP) Program*
- Up to \$22 million for the Climate Smart Communities Grant Program*
- Up to \$3 million for the Non-Agricultural Nonpoint Source Planning and Municipal Separate Storm Sewer System (MS4) Mapping Grant Program*

Open Enrollment Programs

Programs included as Open Enrollment will continue to accept applications on an ongoing basis and are not subject to the July 31st, 2025, 4:00PM EST deadline.

New York State Empire State Development: Up to \$75 million

- Up to \$75 million for Excelsior Jobs Program*

Homes & Community Renewal: Up to \$20 million

- Up to \$20 million for New York State Community Development Block Grant Program – Open Round *

New York State Power Authority: Up to 33.9 Megawatts

- Up to 33.9 Megawatts for the ReCharge NY Program

*REDCs will be made aware of projects applying to these programs but REDCs will not score these projects.

CFA Timeline

DEADLINE PROGRAMS

MAY 19, 2025
CFA OPENS



JULY 31, 2025
CFA closes at 4PM sharp
No late submissions!



LATE FALL 2025
Award announcements

OPEN ENROLLMENT PROGRAMS

MAY 19, 2025
CFA OPENS



CFA remains open until funds
are exhausted.



**Regional Economic
Development Councils**

Regional Council Capital Funds Program

NEW

\$60 MILLION

Regional Council Capital Funds Program

(formerly ESD Grants Program)

NEW

NEW

- Offered during the CFA Round Only- deadline July 31, 2025 at 4pm
- Capital funding to support projects that implement the regional strategic plan through business investments, economic growth investments, **tourism-related projects**, and strategic focus areas
- Min request/award= \$100k
- Continue to encourage applications that advance strategic focus areas which may qualify for an enhanced incentive:
 - Childcare projects
 - Projects in Severely Distressed Communities
 - Innovative Public-Private Partnerships
- Pro-Housing Certification by HCR- still required for municipalities



**Regional Economic
Development Councils**

REDC Round 15 – ESD Capital Grant Program

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:

- Retail and/or Residential (Mixed Use: Only Commercial Space will be considered for award)
- Medical/hospital development projects (Medical Research facilities may be)
- Developer Fees
- In-kind services
- Training
- Other costs deemed ineligible



**Regional Economic
Development Councils**

REDC Round 15– ESD Capital Grant Program

Important Information to Remember:

- New minimum award amount is \$100k
- Awards typically will not 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.
- Projects will be assigned MWBE goals based on the grant amount.

Pro Housing Supply Funds Program

NEW

\$100 MILLION **Pro Housing Supply Funds**

- Offered during the CFA Round Only - deadline July 31 at 4PM, 2025
- Capital funding available to support infrastructure investments that is critical to enable the expansion of housing supply across NYS
 - Road, water, sewer, and electrical systems, or other utilities
- Up to 50% TPC, Award Min/Max = \$2.5M/\$10M
- Pro-Housing Communities
- Demonstrated local government and/or community support
- Commitment from a developer or similar entity for housing portion of the project
 - Minimum of 20 housing units
- Limit of two grant awards per Pro-Housing Community



**Regional Economic
Development Councils**

EXCELSIOR JOBS PROGRAM

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



Excelsior Jobs Program

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
- ✓ Financial Services



Other Empire State Development Opportunities



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 | ○ Contractor Financing Program |
| ○ Small Business Revolving Loan Fund | ○ Linked Deposit Program |
| ○ New York Forward Loan Fund | ○ Main Street |
| ○ Capital Access Program | ○ Loan Guarantee Program |
| ○ Bonding Guarantee Program | ○ Inclusiv Partnership |
| | ○ SSBCI Technical Assistance Program |

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



**Empire State
Development**



Office of Strategic Workforce Development

EMAIL workforce@esd.ny.gov

WEBSITE www.esd.ny.gov/workforce

KEY PRIORITIES

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

WORKFORCE DEVELOPMENT CAPITAL GRANTS

- Modernization of existing training centers, building new facilities, purchase of machinery, equipment, furniture or fixtures
- Awards from \$100,000 to \$3M

PAY FOR PERFORMANCE OPERATING GRANTS

- Curricula development, instruction time or instructional materials, technology for training, marketing expenses, trainee supports
- Awards from \$100,000 to \$2M (for projects in one region) and up to \$10M (for projects in more than one region)



Empire State
Development

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



NEW YORK
STATE OF
OPPORTUNITY.

**Empire State
Development**

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

Quick Link for Resources

[2025 REDC Guidebook](#)

[CNYREDC Strategic Plan 2023.pdf](#)

[CNYREDC 2024 Annual Report FINAL 0.pdf](#)



**Regional Economic
Development Councils**

Questions?

CNY Regional Office

Committed to the vitality and economic development of Cayuga, Cortland, Madison, Onondaga and Oswego Counties.

620 Erie Blvd. W.
Suite 112
Syracuse, NY 13204
(315) 425-9110
nys-centralny@esd.ny.gov

Staff

Dan Kolinski, Regional Director

Daniel.Kolinski@esd.ny.gov

Melissa Davis, Deputy Director

Melissa.Davis@esd.ny.gov

Zach Becker, Project Originator

Zachary.Becker@esd.ny.gov

Ryan Smith, Project Originator

Ryan.Smith@esd.ny.gov

Ocesa Keaton, Project Originator

Ocesa.Keaton@esd.ny.gov

<https://regionalcouncils.ny.gov/central-new-york>

