How did Buffalo get to the Billion?

2011
NYS Regional Economic Development Councils are formed

2012
Strategy for Prosperity wins $100M for WNY

2012-2016
Buffalo Billion Phase I announced

2017
Implement Buffalo Billion Phase I

2017 - TODAY
Implement Buffalo Billion Phases I and II

Informed by community input, detailed research and analysis
How is Buffalo implementing the Billion?

Strategies for Buffalo

- Placemaking
- Innovation
- Workforce
- Tradable Sectors

Workforce Development Challenge

To promote and invest in innovative approaches to workforce training
How has the Buffalo Billion invested in workforce development to date?

Northland Workforce Training Center

Burgard Advanced Manufacturing Program

Say Yes Buffalo
What workforce challenges do we continue to face?

- Demand from employers
- Looming retirement cliffs
- Decrease in labor participation rate in the region
- High underemployment rates
- High demand on workforce trainers
- Expand Buffalo Billion investments to additional sectors and populations
Aligning training with industry demand

Up to $11.5 million will be provided to expand the workforce pipeline in target industry sectors ripe for growth.

Applications Available Now
What are the goals of the Workforce Development Challenge?

- Expand workforce pipeline to support target industry sectors ripe for growth
- Prepare unemployed and underemployed populations
- Create career ladder opportunities
- Increase the capacity of community-based organizations with proven track records
- Invest in innovative approaches to workforce training with industry partners
- Ensure opportunities extend to all populations
Applicant Eligibility

Applicants must:

• Be not-for-profit corporation with Section 501(c)(3) status
• Have an established track record of effective training and trusted relationships in communities in the region
• Be located in or provide services to Erie, Niagara, Cattaraugus, Chautauqua, and/or Allegany counties
• Demonstrate the development and financial management expertise to successfully implement the project
• Capital project must demonstrate ownership or site control of real estate
Focus on one of the region’s target industry sectors – advanced manufacturing, health & life sciences, tourism, energy, and agriculture; or prepare workers for tech occupations.

Be developed in partnership with a business or multiple businesses to maximize job placement following training.

Train populations that are out of the labor force, unemployed, underemployed/working poor, and/or employed workers seeking upskilling and/or career advancement.

Prepare participants for entry and advancement with a preference for high-demand, living wage jobs with career advancement.

Be a new program or expansion of existing program.

Include supports that reduce barriers to training.

Include multiple workforce strategies.
Eligible Activities

- Activities not typically served by other sources of federal, state, or local funding such as those available through a Workforce Investment Act
- Working capital or programmatic expenses related to a new program or expansion of existing program such as:
  - curricula development
  - instruction and instructional materials
  - marketing
  - trainee supports, etc.
- Capital improvements such as:
  - purchase and/or installation of machinery/equipment, furniture, and/or fixtures
  - fit-out or in-kind renovation of an existing building
  - new construction or expansion limited to no more than 4,000 SF on property already owned or controlled by the applicant
  - soft costs of up to 15% to total project cost, and planning and feasibility studies related to a specific capital project
Use Restrictions

**Funding cannot be used for:**

- General operating expenses or general staff expenses of the applicant organization related to a capital project
- An existing program that doesn’t demonstrate substantial expansion
- A program that only trains the applicant’s existing employees for advancement within the organization
- A program that doesn’t extend beyond credit bearing curricula (for college and university applicants)
- Scholarships or financial assistance for program participants
- Recapitalization/refinancing
- Endowments
- Religious purposes or improvements to structures owned by religious or private membership-based organizations
- Fundraising
- Political or lobbying activities
- Activities that have occurred prior to the start of the program
Minimum amount requested is $250,000

There are no matching requirements, but priority may be given to projects that have matching funds from sources beyond public funds.

Follow on funding may be awarded after the first 24 months of the project to applicants that:

• demonstrate progress toward goals
• can provide a 1:1 match, preferably from an industry partner
Review Criteria

- Project concept and readiness (20%)
- Project budget (10%)
- Project partnerships and innovation (15%)
- Project impact and outcomes in relation to WDC goals (20%)
- Demonstration of need (15%)
- Organizational track record and capacity (20%)
Guidelines and Application Information


APPLICATION DEADLINE
March 2, 2020
4:00 PM
Program application portal

www.ccfgb.org/workforce-esd
Resumes of Key Project Personnel
Please upload the resumes of key project personnel. At least one, preferably the project director, must be submitted. If you are submitting more than one resume, please combine them into one file.

Upload a file [0 MB allowed]

Financial Background
Please upload a document with the organization’s financial background including three (3) years of the most recent audited financial statements.

Upload a file [5 MB allowed]

Training Curriculum (if applicable)
Please upload the training curriculum.

Upload a file [5 MB allowed]

Memoranda of Understanding/Letters of Support #1 (optional)
If available, please upload any memoranda of understanding or letters of support from collaborators or letters from other funding sources who may have expressed interest in supporting your project/program. There are two areas for your use in uploading this information.

Upload a file [3 MB allowed]

Memoranda of Understanding/Letters of Support #2 (optional)

Upload a file [3 MB allowed]

Empire State Development reserves the right to request additional information once a proposal has been reviewed.

CERTIFICATION OF GRANT ELIGIBILITY

Certification
Do you certify that the executive director and a board officer have approved submittal of the grant request and that all information provided is accurate?

☐ Yes
☐ No

Save Application Submit Application
QUESTIONS?