

Program Guidelines  
New York State

**Focused Attraction of Shovel-  
Ready Tracts New York  
(FAST NY) Grant Program**



State of New York  
Kathy Hochul, Governor  
Empire State Development

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## **I. Overview**

Governor Kathy Hochul announced up to \$200 million for Empire State Development (“ESD”) to fund the new Focused Attraction of Shovel-Ready Tracts New York (FAST NY) Grant Program (the “Program”). Under the Program, ESD will provide grants for pre-development activities and infrastructure investments develop sites that will attract high-tech manufacturing, particularly semiconductor manufacturing, warehousing, distribution and logistics businesses to the state to jumpstart New York's shovel-readiness and increase the state's attractiveness to large employers. The Program further provides ESD the ability to award a “FAST NY Site” certification for sites that meet high standards of shovel readiness to support their marketing to industry.

## **II. Definitions**

- MUNICIPALITY shall mean a municipal subdivision that is a county, city, town, or village in New York State.
- MUNICIPALLY DESIGNATED NON-PROFIT ECONOMIC DEVELOPMENT ORGANIZATIONS shall mean New York State-based nonprofit industrial development agencies and authorities and economic development corporations designated to act on the behalf of the municipality in which the site is located.
- SHOVEL-READY SITE shall mean a land area in New York State that has been prepared for future construction.

## **III. Eligibility Criteria**

### Eligible Applicants:

- Municipalities
- Municipally designated non-profit economic development organizations
- Municipally designated Local Development Corporation/Industrial Development Agency

### Site Condition Eligibility:

- Sites must be at least 40 acres in size to be eligible for grant consideration. Exceptions may be made for smaller sites demonstrating compelling site assets or public benefits, including but not limited to: proximity to intermodal transportation assets, such as transportation terminals; population centers; the possibility for brownfield redevelopment.
- Applicant must either
  - have ownership or control of the site, or
  - provide written consent from the ownership entity and, if different, the entity that has legal control of the site, to the application for FAST NY funding and, if awarded, agreeing to use FAST NY funds as outlined in the application.

## **IV. Awards**

### Track A - FAST NY Shovel-Ready Certification

- This no-cost designation by ESD for site marketing purposes establishes that the applicant has worked proactively with New York State (the “State”) to address all major permitting issues prior to a business expressing interest in the location.

#### Track B - FAST NY Pre-Development Grants

- Working capital grants of up to \$500,000 per site will be awarded to fund the cost of necessary pre-development site planning and reviews for future shovel ready sites.
- Grants will fund necessary costs to assist grantees in completing pre-development activities, such as those required for FAST NY Shovel-Ready Certification.

#### Track C - FAST NY Infrastructure Improvements

- Capital grants will be awarded to improve the shovel-readiness of existing, mature sites by funding infrastructure improvements such as water, sewer, transportation, electricity, gas and other capital-eligible site improvement costs.
- Competitive grant awards will be available to sites that have substantially met the requirements of FAST NY Shovel-Ready certification.

### **V. Eligible Use of Grant Funds**

- Eligible industries include:
  - high-tech manufacturing, including but need not be limited to clean-tech renewable energy, life sciences, agribusiness, optics, transportation equipment, materials processing, industrial machinery manufacturing and other advanced manufacturing.
  - sites for warehousing, distribution, and logistics.
- Eligible site activities include:
  - Manufacturing
  - Research and development
  - Office park
  - Warehousing, distribution, and logistics
- Priority may be given to semiconductor manufacturing projects and related industry and supply-chain projects.

#### Track B – FAST NY Pre-Development Grants: Grantees will be permitted to use funds for the following:

- professional services or consulting fees for engineering, environmental assessment, surveying, and planning directly related to development of the site.
- professional services incurred for site layout, plotting, and design work.
- conducting archeological and historic surveys, assessments, and studies.
- performing soil sampling; test borings, compaction tests, etc.
- professional services for the cost of engineering and design related to installation or upgrades to public infrastructure including water, sewer, electric, and gas service, highway access, interior roads, and other improvements.
- other activities approved by ESD as necessary to achieve FAST NY Shovel-Ready Certification.

#### Track C – FAST NY Capital Infrastructure Improvements: Grantees will be permitted to use funds for the following:

- investments in water infrastructure, sewer infrastructure, roads, electricity (including power lines and electrical substations), natural gas lines, specialized telecommunications infrastructure, and other site infrastructure.
- capital-eligible site preparation and development expenses.

## **VI. Application Instructions**

*Applications will be accepted on a rolling basis.*

### Letter of Intent

- A “Letter of Intent” demonstrating an intent to apply is required. Information regarding the Letter of Intent is available online at <https://esd.ny.gov/fast-ny>
- ESD will confirm receipt by email within 7 calendar days.
- Within 30 calendar days, ESD will advise applicant by e-mail whether they may proceed with the full application.

### Application

- Application documentation requirements are broken down by track in Section VII below.
- For Tracks B and C, a \$250 non-refundable application fee will be required prior to application submission. Documentation of this payment is required as a part of the application.
- Eligible applicants must complete the application through the Consolidated Funding Application (CFA) online portal: <https://apps.cio.ny.gov/apps/cfa/>
- Once submitted, ESD will review applications for completeness and will thereafter score applications.
- Site visits will be completed prior to award selection.
- Projects will ultimately be selected for advancement or denial by an internal project review committee.
- Awardees will be notified by email. Thereafter, a loan and grants project manager will send a grant disbursement agreement to the applicant.

### Commitment Fee

- A one percent (1%), non-reimbursable commitment fee based on the grant amount awarded will be assessed to all awardees.
- The commitment fee will be due when the applicant executes documents required for processing the award following approval by ESD Directors.
- Applicant will be obligated to pay for out-of-pocket expenses incurred by ESD in connection with the project, including, but not limited to attorney fees, appraisals, surveys, title insurance, credit searches, filing fees, public hearing expenses, and other requirements deemed appropriate by ESD.

## **VII. Documentation Requirements for Applicants**

*This section outlines the documentation necessary to be considered for an award, broken down by Award Track. Please note that additional documents may be requested in order to complete ESD’s evaluation of applications.*

#### Track A – FAST NY Certification

*ESD will award FAST NY Certification to those applicants that satisfy the production requirement of the following documents, as applicable:*

- State Historic Preservation Office (SHPO) consultation on plan
- Site plan and subdivision approval by local municipality
- Phase I Environmental Site Assessment (ESA) and/or Phase II ESA report
- Federal Emergency Management Agency (FEMA) mapping
- Park rules, regulations and covenants document (created by developer)
- NYS Dept. of Environmental Conservation (DEC) Natural Heritage program correspondence and U.S. Fish and Wildlife Service (USFWS) database search findings
- Environmental Assessment Form (EAF) and Negative Declaration or Draft & Final Environmental Impact Statement (FEIS)
- Site plan and boundary survey map
- Soil survey map
- Signoff by oversight body if needed for special district (e.g., Adirondack Park Agency, agricultural district, etc.)
- Preliminary storm water management plan
- NYS Department of Transportation (DOT) review of traffic impact study
- Wetland avoidance and minimization plan - pre-application meeting with Army Corps of Engineers and DEC
- Other necessary project approvals specific to site

#### Track B – FAST NY Pre-Development Grants

*The following documents are required to be considered for a FAST NY Pre-Development grant:*

- Letter of Intent with an executive summary of the applicant, proposed property, proposed outcome, proposed funding request, and how the funding will be used to develop a FAST NY-certified Shovel-Ready Site.
- Letter of support from the chief executive and/or legislative resolution of the local municipality that maintains land use control over the proposed project site.
- Detailed plan to market the FAST NY site for the intended industries.
- Documentation of site ownership or control or written consent from the ownership entity consenting to the application for FAST NY funding.
- Other materials as may be required under a FAST NY program application.

#### Track C – FAST NY Capital Infrastructure Improvements

*The following documents are required to be considered for a FAST NY Capital Infrastructure Improvements grant:*

- Letter of support from the chief executive and/or legislative resolution of the local municipality that maintains land use control over the proposed project site.
- Documentation of site ownership or control or written consent from the ownership entity consenting to the application for FAST NY funding.
- Documented research and/or market study showing the specific industry that will be targeted and the specific infrastructure needs. Applicant must demonstrate that the requested infrastructure will serve to help attract the specified economic development.

- Detailed cost estimates for capital upgrades.
- Documentation of engagement with water and sewer districts, transportation departments, and local utility providers for needed infrastructure. A detailed and documented plan for how infrastructure upgrade(s) will be accomplished is required, including a willingness of the necessary parties.
- Other materials as may be required under a FAST NY program application.

**VIII. Additional Award Criteria to be Considered by ESD**

*In addition to meeting documentation requirements outlined in Section VI of the Program Guidelines, ESD will consider the following criteria when evaluating applications.*

Track B (FAST NY Pre-Development Grants) and Track C (FAST NY Capital Infrastructure Improvements)

- Demonstration of industry interest.
- Demonstration of financial viability.
- Alignment with Regional Economic Development Council’s regional economic development strategy.
- Leveraged investment, such as private and local investment.
- For Track C only, tenant commitments, including but not limited to signed letters of interest and/or contributions.
- For Track B only, commitment to substantially complete all requirements of FAST NY Certification by the completion of the Pre-Development Grant shall be required.
- For Track C only, substantial completion of all requirements of FAST NY Certification prior to being awarded a Capital Infrastructure Improvement grant shall be required.

**IX. Additional Information**

- Up to \$200 million will be made available for capital grant funding, of which up to 10% may be allocated for working capital grants.
- Awards will be allocated on a rolling basis until funding is exhausted.
- Projects will initially be reviewed for eligibility, may be subject to site visit, and will ultimately be selected for advancement or denial based on an internal project review committee.
- In the case of Capital Infrastructure Improvement grants, as part of its grantmaking, ESD may require restrictions on the future use of awarded sites consistent with the purposes of their FAST NY grant terms.