Identifying MWBEs Opportunities on ESD Grants
About Empire State Development

The mission of Empire State Development (“ESD”) is to 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.
What is OCSD?

• The Office of Contractor and Supplier Diversity (OCSD) implements Articles 15-A and 17-B of the Executive Law for ESD

• OCSD sets goals and monitors compliance for each project:
  – Determines availability of firms, assesses goals based on availability, and works with grantees directly to assist them in meeting their goals
ESD Grants vs. Procurements

- ESD’s procurement activity is limited
  - Large number of economic development grant projects

<table>
<thead>
<tr>
<th></th>
<th>Procurements</th>
<th>Grants</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ads on the NYSCR</td>
<td>Yes</td>
<td>No</td>
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<tr>
<td>Project Management</td>
<td>By ESD</td>
<td>By Grantee</td>
</tr>
<tr>
<td>Types</td>
<td>Services/commodities</td>
<td>Economic development</td>
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<tr>
<td>Process</td>
<td>RFP, RFQ</td>
<td>Applications</td>
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</table>
MWBEs and Grant Opportunities

- ESD’s Strategic Initiatives:
  - Placemaking, Workforce, Tradable Sectors, Innovation
- Consolidated Funding Application (CFA) process and grants
- Review awarded projects once announced: https://regionalcouncils.ny.gov/cfa/projects
MWBES and Grant Opportunities

- Search menu of all CFA projects: Region, Agency and Round
MWBEs and Grant Opportunities

- Keyword searching available

<table>
<thead>
<tr>
<th>PROJECT</th>
<th>CFA #</th>
<th>REGION</th>
<th>AGENCY</th>
<th>AWARD</th>
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<tbody>
<tr>
<td>Vigneri Chocolate Expansion</td>
<td>77246</td>
<td>Finger Lakes</td>
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<td>$620,000</td>
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<td>Joseph Barsuk Capital</td>
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<td>Gateway to Science and Optics Phase II</td>
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<td>$1,000,000</td>
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<td>Finger Lakes</td>
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<td>International Marketing Initiative</td>
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</tbody>
</table>
MWBEs and Grant Opportunities

- Each project will have: Project name, awarding agency, grantee name, region, award amount

**Gateway to Science and Optics Phase II**

Rochester Museum Science Center will undertake Phase 2 of a renovation project, replacing the current disintegrating driveway between the Museum and Strasenburgh Planetarium with a 4,000 square foot Gateway Building. This progressively designed, environmentally sensitive building featuring energy-efficient floor to ceiling glass walls, an open lobby and new welcome desk will offer visitors enhanced amenities and improve operational efficiency.

- **Program Name:** Market New York
- **Agency ID:** ESD
- **Applicant Name:** Rochester Museum Science Center
- **Region:** Finger Lakes
- **CFA Number:** 77079
- **Round Number:** 7
- **Round Key:** 7
- **CFA Award Amount:** $1,000,000
MWBEs and Grant Opportunities

- NYSCS is the primary tool utilized by grantees to meet goals
- MWBEs should keep their business profiles in the NYSCS up-to-date with the following information:
  - Contact person and information
  - Detailed Business Description
  - Commodity Codes
  - Geographic Location(s)
  - Preferred method of contact
- Attend networking events, held by NYS or grantees
- Grantees send out direct information and post in the NYSCS
  - Attend pre-bid meetings, outreach and informational events
    - Walkthrough bidding requirements, upcoming opportunities
- MWBE certification is the first step
Thank You

Alejandra Villanueva
Alejandra.Villanueva@esd.ny.gov