



**Empire State  
Development**

# 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

	Procurements	Grants
<b>Ads on the NYSCR</b>	Yes	No
<b>Project Management</b>	By ESD	By Grantee
<b>Types</b>	Services/commodities	Economic development
<b>Process</b>	RFP, RFQ	Applications

# 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

HOME / CONSOLIDATED FUNDING APPLICATION / CFA PROJECTS

**6705** projects available

PROJECT	CFA # ^	REGION	AGENCY	AWARD
Freshly Excelsior	77356	New York City	ESD	\$1,000,000
Cobleskill Agricultural Society Grandstand Capital	77303	Mohawk Valley	ESD	\$25,000
CAS- Hall of Agriculture Capital	77277	Mohawk Valley	ESD	\$44,000
Million SQFT Green Roof	77270	New York City	EFC	\$850,000
Local Waterfront Revitalization Program	77269	Long Island	DOS	\$60,000
Erie Canal Gateways to East & West	77258	Western New York	Canals	\$150,000
Artistic Workforce Expansion	77249	Capital District	Arts	\$32,250
Vigneri Chocolate Expansion	77246	Finger Lakes	ESD	\$620,000

**FILTER**

REGION ^

- + Capital District
- + Central New York
- + Finger Lakes
- + Long Island
- + Mid-Hudson
- + Mohawk Valley
- + New York City
- + North Country
- + Southern Tier
- + Western New York

# MWBEs and Grant Opportunities

- Keyword searching available

**FILTER**

**REGION** ^

- + Capital District
- + Central New York
- + **Finger Lakes**
- + Long Island
- + Mid-Hudson
- + Mohawk Valley
- + New York City
- + North Country
- + Southern Tier
- + Western New York

**40** projects available from **ESD** agency from round **7** [x](#) [Clear All](#)

PROJECT	CFA # ^	REGION	AGENCY	AWARD
Vigneri Chocolate Expansion	77246	Finger Lakes	ESD	\$620,000
Western Region OTB Capital	77223	Finger Lakes	ESD	\$180,000
Joseph Barsuk Capital	77202	Finger Lakes	ESD	\$250,000
Gateway to Science and Optics Phase II	77079	Finger Lakes	ESD	\$1,000,000
RIT Food Waste Capital	76900	Finger Lakes	ESD	\$50,000
International Marketing Initiative	76747	Finger Lakes	ESD	\$382,500
RIT Cell Tech Capital	76730	Finger Lakes	ESD	\$110,000
Opalux Capital	76675	Finger Lakes	ESD	\$400,000
OptiPro Expansion	76550	Finger Lakes	ESD	\$600,000

# 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



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# Thank You

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