



MEETING NOTICE & MESSAGE FROM THE BOARD CHAIR

TO: AIDA Board Members
FROM: Gwen Webber-McLeod, Chair
DATE: June 10, 2026

Operating Principles

- Constructive Candor
- Professional Boundaries
- Active Listening & Inclusion
- Accountability to the Public
- Commitment to Resolution

Greetings AIDA Board Members,

The AIDA Board will meet next Wednesday, June 17, 2026 from 5:00 to 6:30pm at **Plaza of the Arts, 161 Genesee Street, Auburn, NY 13021** in the second-floor conference room. The agenda and related handouts for the meeting are attached. Some background on items for discussion:

SITE VISIT: PLAZA OF THE ARTS

The board meeting will be held at the Plaza of the Arts this month. The meeting will be utilized as a monitoring visit per AIDA’s monitoring policy. Board members will have the opportunity to speak with a representative of the project and should feel free to ask questions about the property, business trends, future projects, the business’ relationship with AIDA, and other topics that may be relevant to the board. Here are some background details of the Plaza of the Arts project with AIDA:

- Project name: WST33, Inc.
- PILOT term: 2014-2029
- PILOT Benefit to project through 2025/26 PILOT billing: ~ \$855,400
- Estimated remaining benefit on PILOT: ~ \$170,200
- Estimated additional property tax to community vs. no PILOT (life of PILOT): ~ \$272,300
- Jobs created: 68 FTEs (mostly tenant jobs)
- Other community revenue/benefit generated:
 - Sales tax – direct sales tax in 2025 from Rx City was ~\$2,600

Mission Statement

"To advance the job opportunities, general prosperity, sustainability and economic welfare of the people of Auburn, NY."

Strategic Priorities

- Market the benefits of doing business in Auburn and the incentives available through AIDA to eligible projects that will generate jobs and revenue for the community.
- Assist at least two (2) projects per year with AIDA benefits and/or guidance on other benefits available in the community.
- Market parcels owned by AIDA.
- Diversify deal flow.

MID-YEAR EVALUATION

It is time for AIDA’s mid-year self-evaluation. The forms were distributed with the meeting packet and the primary form is available for online completion at the following link: <https://forms.gle/Xmw6BFYaAqBSciwb8>. Please complete the evaluation online or return a completed version to Tracy by close of business on July 7. Then the Governance Committee will meet in July to review the responses.

I am looking forward to our meeting and continue to appreciate your ongoing efforts on the AIDA board.

CC: Auburn Citizen, Rob Poyer, Jennifer Haines, Chuck Mason



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**Auburn Industrial Development Authority
 Regular Board Meeting
 Plaza of the Arts, 2nd Floor
 161 Genesee Street, Auburn, NY 13021
 Wednesday June 17, 2026 at 5:00pm**

The public can view the meeting online at

<https://us02web.zoom.us/j/88539670119?pwd=ME5wv7E9DWWoaAKbsnnhJLwI58a2Y5.1>

Item	Time	Presenter	Outcomes
Welcome, Roll Call, and Minutes	5:00 - 5:05	Gwen Webber-McLeod, Board Chair	Establish Quorum Review & Approval of Minutes
New Business: • Site Visit: Plaza of the Arts • Marketing Committee Report • Mid-year evaluation	5:05 – 5:40	Dan Soules, Soules & Dunn Tracy Verrier	For board information only
Unfinished Business: • Commercial Property Broker Engagement • General Updates	5:40- 5:50	Tracy Verrier	Vote to engage commercial broker.
Executive Session	5:50 – 6:00	Tracy Verrier	To discuss matters leading to the appointment or employment of a particular person or corporation.
Bills Treasurer’s Report/ Finance Committee Report	6:00 – 6:15	Tracy Verrier Tessa Crawford, Board Treasurer	Vote to pay bills & accept Treasurers Report
Board Education: NYS Consolidated Funding Application	6:15 – 6:25	Tracy Verrier	For board information only
Board Updates & Adjournment	6:25 – 6:30	Board of Directors	Opportunity for Board to share information and ideas relevant to the work of AIDA Vote to adjourn meeting

Upcoming meetings, events, and trainings:

- AIDA Meetings, all at City Hall, 3rd floor conference room
 - Governance Committee – July 15, 2026 @ 4pm
 - Board – July 15, 2026 @ 5pm
- NYS Consolidated Funding Application Workshops:
 - Cayuga Community College (Business & Industry Conference Room R-207) – June 18, 2-4pm – [RSVP link](#)
 - Virtual - June 30, 2-4pm – [RSVP link](#)
- NYSEDC IDA Academy – July 16, 2026 in Clifton Park, NY - \$175 + hotel & mileage
- Cayuga County Chamber
 - Leadership Lecture Series (Presenter Gwen Webber McLeod) – June 23, 2026 9-11am @ Carriage House Theater, 203 Genesee Street – [Event page link](#)



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- Business After Five – June 24, 2026 5-6:30pm – OWLA @ Owasco Yacht Club – [Event page link](#)
- IEDC Webinars
 - Economic Development Ethics – July 13, 2:30-4:30pm - \$99
 - Rightsizing Resources in Uncertain Times – July 22, 10:30am-5:30pm - \$200 if register by 7/8, \$375 register by 7/15
 - Economic Development Fundamentals - December 9, 11-5:30 - \$200 if register by 11/25, \$375 register by 12/2





Regular Meeting Minutes
Auburn Industrial Development Authority
Wednesday, May 20, 2026
City Hall, 24 South Street, Auburn, NY

Board Present: Gwen Webber-McLeod (Chair)
William Andre (Member of Labor)
Matthew Del Favero (Member of Industry)
Courtney Hennigan (Member at Large)
Mayor Jimmy Giannettino (Council Member).
Councilor Terry Cuddy (Vice-Chair & Council Member)

Excused: Karen Walter (Member at Large)
Tessa Crawford (Treasurer & Member at Large)
Dan Lovell (Secretary & Rep. of Auburn School District)

Staff & Guests: Tracy Verrier, contracted Director
Rob Poyer, Hancock Estabrook
Bob Griffin, SBDC

**remote attendance*

REGULAR MEETING

Ms. Webber-McLeod called the meeting to order at 5:03pm, noting the presence of a quorum.

MEETING MINUTES

Mr. Cuddy motioned to approve the meeting minutes, seconded by Ms. Hennigan. Motion passed unanimously.

BOARD EDUCATION

SBDC Strategic Growth Services

Ms. Verrier introduced Mr. Bob Griffin, Regional Director of the North Central Small Business Development Center. Mr. Griffin provided an overview of SBDC and its new Strategic Growth Services program, which is in its pilot/testing phase. The program is targeted at growth-stage businesses, which are currently underserved by SBDC programs. These businesses are more complex than startups and small businesses, but supporting them can have a high impact. Ultimately, the services offered by this new program are intended to help existing businesses grow and build value. This will help businesses scale, as well as prepare for transitions (such as an owner retiring and selling the business rather than shutting it down). The program integrates the ValueBuilder System™, which helps to measure and track 8 key drivers of company value. This help to identify where businesses are doing well and areas that could benefit from improvement. The Strategic Growth Services then help with business increase value through vision, strategy, execution, and cash flow approach, grounded in the business's existing strengths and weaknesses. To participate, businesses must have at least \$800k in annual revenue, a clear leadership structure, and at least 8 employees, as well as be in business for at least 3 years. SBDC is currently working with a limited number of businesses in Central New York during the pilot phase, and will use this experience to refine the program before expanding it regionally. The goal is ultimately to deploy the program statewide.

NEW BUSINESS



Camoin Contract for Technical Assistance – Indus PILOT

Ms. Verrier noted that the packet included a contract from Camoin Associates to provide technical services. Camoin was one of the firms added to the IDA's qualified list a few months back. The contract was prompted by Indus reaching out to request a longer PILOT term, but the contract itself is a general services agreement. The general services agreement will streamline the process of working with Camoin on future analyses because we can continue to do work under the same contract, but with new tasks. Mr. Poyer reviewed and provided feedback on the terms of the contract, but Ms. Verrier had not heard back from Camoin yet on that feedback. Motion to approve the Camoin contract contingent upon the final approval of the Chair with attorney advisement by Mr. Giannettino, second by Mr. DeFavero. Motion passed unanimously.

Operating Principles

Ms. Webber-McLeod suggested that the board adopt operating principles as an agreed upon way in which the board holds meetings. She provided a draft of principles that were distributed in the meeting packet. She reviewed the operating principles with the board and asked for any feedback. The draft principles were:

- **Constructive Candor:** We encourage open, honest, and respectful communication. Members are expected to share diverse perspectives to ensure robust decision-making.
- **Professional Boundaries:** While we prioritize transparency, all discussions must remain focused on the Authority's mission and adhere to established protocols for confidentiality and public meeting regulations.
- **Active Listening & Inclusion:** We commit to listening with the intent to understand, ensuring every board member's voice is heard and valued before reaching a consensus.
- **Accountability to the Public:** As a public-facing entity, we conduct our discussions with the understanding that we represent the interests of the Auburn community and maintain the highest standards of integrity.
- **Commitment to Resolution:** We approach disagreements as opportunities for growth, seeking common ground and focusing on solutions that serve the organization's long-term strategic goals.

The board was agreeable to these principles and reached consensus to utilize these operating principles moving forward. The board members discussed how these principles provide the foundation for meetings to provide for open, on-task, and professional discussion of the matters at hand.

UNFINISHED BUSINESS

Commercial Property Promotion

Ms. Webber-McLeod moved this item on the agenda. Ms. Verrier noted that she had received two proposals from brokers in relation to the two industrial sites AIDA owns, one from Pyramid/Cushman Wakefield and the other from Venture Capital Group. She noted that there is also another contracting matter to discuss and suggested an executive session.

Motion to enter executive session to discuss matters leading to the appointment or employment of a particular person or corporation by Mr. Cuddy, second by Ms. Hennigan. Motion passed unanimously. Board entered executive session at 5:58pm.

Motion to exit executive session by Ms. Hennigan, second by Mr. Andre. Motion passed unanimously. Executive session ended at 6:28pm.

Marketing Committee Call for Volunteers

Ms. Verrier noted that there had been one expression of interest received for the Marketing Committee via the call for volunteers, from Mr. Ed Sayles. Mr. DeFavero had previously volunteered for the committee as well. Ms. Webber-McLeod offered to join the committee. Ms. Verrier suggested forming the committee with these three members to start and then adding additional members as they are identified. Motion to appoint Mr. Ed Sayles, Mr. DeFavero, and Ms. Webber-McLeod as the initial members of the



Marketing Committee by Mr. Cuddy, second by Mr. Andre. Motion passed unanimously. Ms. Verrier will reach out to the members to schedule a launch meeting.

General Updates

Ms. Verrier informed the board that Logan Lofts had undergone a mortgage refinance that AIDA participated in. This is a standard procedure because of AIDA's place in the line of title for the PILOT benefits, and is provided for in the closing documents of each project. No action is needed.

BILLS & TREASURER'S REPORT

Ms. Verrier reviewed the bills, noting that the Dannible & McKee invoice will be the last related to the 2025 audit. Motion to approve the bills by Mr. Cuddy, second by Mr. DeFavero. Motion passed unanimously.

Ms. Verrier reviewed the profit and loss statement, noting specifically existing and expected costs related to Ms. Walter's attendance at the Cooperstown NYSEDC conference.

Motion to approve the treasurer's report by Mr. Andre, seconded by Ms. Hennigan. Motion passed unanimously.

EXECUTIVE SESSION

See *Commercial Property Promotion* section above.

BOARD UPDATES

No board updates.

ADJOURNMENT

Motion to adjourn by Mr. Cuddy, second by Ms. Hennigan. Motion passed unanimously. Meeting adjourned at 6:39pm.





**Finance Committee Meeting Minutes
Auburn Industrial Development Authority
Wednesday, June 3, 2026
Memorial City Hall, 24 South Street, Auburn, NY 13021**

Board Present: Karen Walter (Member at Large)
Tessa Crawford (Treasurer & Member at Large)

Staff & Guests: Tracy Verrier, contracted Director

**remote attendance*

FINANCE COMMITTEE MEETING

Ms. Crawford called the meeting to order at 5:02pm, noting the presence of a quorum.

YTD Financial Review

The committee reviewed AIDA's financials through May 2026. It was noted that Dill Street Commons closed and those administrative fees were received. The Accounts Receivable now consist of the South Street project admin fees and the technical assistance retainer from Indus, who will be requesting a PILOT schedule outside of the UTEP offering and thus needs a test of reasonableness. The South Street project has started closing meetings with HCR, which is a good sign that things are moving forward.

Ms. Crawford asked about the audit fees, which show an actual expense of \$15,000 but a budget of \$12,500. Ms. Verrier agreed to check on that to make sure that the correct amount was paid. *[Note: after the meeting, Ms. Verrier reported back to the committee that there was an error in the QuickBooks entry for the last payment, which was only \$2,500 but was entered as \$5,000. The error was corrected to reflect the actual expense of \$12,500, in line with the budgeted amount.]*

The committee discussed the pipeline of projects and how that will impact revenue. The committee asked for an update on listing the industrial properties in Tech Park with a broker.

OTHER BUSINESS

Motion to go into executive session to discuss the sale or lease of real property by Ms. Walter, second by Ms. Crawford. Committee moved into executive session at 5:23pm.

Motion to exit executive session by Ms. Water, second by Ms. Crawford. Committee left executive session at 5:45pm.

ADJOURMENT

Motion to adjourn by Ms. Crawford, second by Ms. Walter. Motion passed unanimously. Meeting adjourned at 5:45pm.



Bills & Invoices

As of June 17, 2026, the following bills and invoices are unpaid (also attached for review):

Vendor	Invoice #	Date	Amount	Description
Karen Walter		5/22/2026	\$370.43	NYSEDC conference reimb. - hotel & mileage
Red Clover Consulting	11	6/1/2026	\$4,000.00	April services

Requesting approval for the following disbursements:

Payee	Covered Invoices/PILOTS	Total Amount
Karen Walter	NYSEDC Conference	\$370.43
Red Clover Consulting	11	\$4,000.00

A motion to make the above disbursements was made, seconded, and approved by the AIDA board of directors.

Approved:

Tessa Crawford (Board Treasurer)



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05-21-26

Karen Walter Po Box 201 15 Case Ave Auburn 13021-0201 United States	Folio No. :	209171	Room No. :	206
	A/R Number :		Arrival :	05-20-26
	Group Code :	EDC	Departure :	05-21-26
	Company :		Conf. No. :	27720654
	Membership No. :	PC 169442935	Rate Code :	
	Invoice No. :		Page No. :	1 of 1

Date	Description	Charges	Credits
05-20-26	*Accommodation	169.00	
05-20-26	State Tax - Room	13.52	
05-20-26	Bed/Occupancy Room Tax	10.14	
05-21-26	MasterCard XXXXXXXXXXXXX1837		192.66
Thank you for staying with us! Qualifying points for this stay will automatically be credited to your account. Please tell us about your stay by writing a review here - www.ihgrewardsclub.com/review. We look forward to welcoming you back soon.		Total	192.66
		Balance	0.00

Guest Signature: _____

I have received the goods and / or services in the amount shown heron. I agree that my liability for this bill is not waived and agree to be held personally liable in the event that the indicated person, company, or associate fails to pay for any part or the full amount of these charges. If a credit card charge, I further agree to perform the obligations set forth in the cardholder's agreement with the issuer.

**Karen Walter Reimbursement Request
 NYSEDC Conference - Cooperstown - May 2026**

**Hotel -- \$192.66
 Mileage -- \$177.77 (IRS rate \$0.725/mile)**

TOTAL -- \$370.43

245.2
 RT
 Miles
 Karen W.



INVOICE

Red Clover Consulting, LLC
19 Grover Street
Auburn, New York 13021
United States

(315) 994-5259

BILL TO
Auburn Industrial Development Authority
Tessa Crawford
24 South Street
Auburn, New York 13021
United States

tessac1310@gmail.com

SHIP TO
Auburn Industrial Development Authority
24 South Street
Auburn, New York 13021
United States

Invoice Number: 11
Invoice Date: June 1, 2026
Payment Due: July 1, 2026

Amount Due (USD): \$4,000.00

Items	Quantity	Price	Amount
Management Services May 2026	1	\$4,000.00	\$4,000.00

Total: \$4,000.00

Amount Due (USD): \$4,000.00

Notes / Terms

Efforts included in this invoice:

- Draft regular meeting agenda, compile and distribute packets, and issue necessary meeting notices. Print meeting materials and attend regular board meeting. Draft meeting minutes and upload video to YouTube.
- Draft Finance and Marketing Committee meeting agendas, compile and distribute packets, and issue necessary meeting notices.
- Financial management (bookkeeping, deposit check, pay bills, etc.)
- Participate in and correspond with Economic Development Coordination group.
- Outreach to industrial brokers, coordination of proposals, and follow ups.
- Review research from SBDC on extended stay hotels.
- Begin building site selection response template.
- Attend SBA award ceremony at New Hope Mills and participate in facility tour.
- Calls with Indus regarding PILOT schedule and test of reasonableness.
- Meeting with CCIDA and CenterState to discuss regional workforce development.
- Update PILOT estimates for City of Auburn.
- Interview for City of Auburn comp plan.
- Meet with Ed Sayles and schedule Marketing Committee launch meeting.
- Schedule monitoring visit with PCN.

Auburn Industrial Development Authority

Balance Sheet As of May 31, 2026

	TOTAL		
	AS OF MAY 31, 2026	AS OF MAY 31, 2025 (PY)	CHANGE
ASSETS			
Current Assets			
Bank Accounts			
101 Checking-Generations (deleted)	0.00	2,864.84	-2,864.84
102 Chemung Checking - PILOTS	500.05	48,421.38	-47,921.33
103 Chemung Checking - Operating	20,334.26	0.00	20,334.26
111 Savings-Generations (deleted)	0.00	27,468.25	-27,468.25
112 Chemung CD	0.00	25,035.00	-25,035.00
113 Chemung Money Market	26,967.96	0.00	26,967.96
130 Petty Cash	165.00	165.00	0.00
Total Bank Accounts	\$47,967.27	\$103,954.47	\$ -55,987.20
Accounts Receivable			
166 Accounts Receivables - PILOTS	0.49	23,190.67	-23,190.18
166.04 Pilot Rec. - Bluefield Manor	-0.49	-1.39	0.90
Total 166 Accounts Receivables - PILOTS	0.00	23,189.28	-23,189.28
167 Accounts receivable	14,150.95	0.00	14,150.95
Total Accounts Receivable	\$14,150.95	\$23,189.28	\$ -9,038.33
Total Current Assets	\$62,118.22	\$127,143.75	\$ -65,025.53
Fixed Assets			
168 Land	305,064.96	305,064.96	0.00
170 Furniture & Equipment	819.33	20,032.33	-19,213.00
171 Website	16,500.00	16,500.00	0.00
172 A/D Furniture & Equipment	-16,371.15	-33,683.35	17,312.20
Total Fixed Assets	\$306,013.14	\$307,913.94	\$ -1,900.80
Other Assets			
195 Closing Costs	4,646.81	4,646.81	0.00
Total Other Assets	\$4,646.81	\$4,646.81	\$0.00
TOTAL ASSETS	\$372,778.17	\$439,704.50	\$ -66,926.33
LIABILITIES AND EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200 Accounts Payable	0.00	6,236.45	-6,236.45
Total Accounts Payable	\$0.00	\$6,236.45	\$ -6,236.45
Other Current Liabilities			
240 Due To Government	13,981.61	37,170.90	-23,189.29
Total Other Current Liabilities	\$13,981.61	\$37,170.90	\$ -23,189.29
Total Current Liabilities	\$13,981.61	\$43,407.35	\$ -29,425.74
Total Liabilities	\$13,981.61	\$43,407.35	\$ -29,425.74

Auburn Industrial Development Authority

Balance Sheet As of May 31, 2026

	TOTAL		
	AS OF MAY 31, 2026	AS OF MAY 31, 2025 (PY)	CHANGE
Equity			
390 Retained Earnings	231,169.51	276,415.63	-45,246.12
395 Unrestricted Net Assests	159,809.13	158,807.53	1,001.60
Net Income	-32,182.08	-38,926.01	6,743.93
Total Equity	\$358,796.56	\$396,297.15	\$ -37,500.59
TOTAL LIABILITIES AND EQUITY	\$372,778.17	\$439,704.50	\$ -66,926.33

Auburn Industrial Development Authority

Profit Loss Prev Year Comparison

January - May, 2026

	TOTAL			
	JAN - MAY, 2026	JAN - MAY, 2025 (PY)	CHANGE	% CHANGE
Income				
Services	6,000.00	0.00	6,000.00	
Total Income	\$6,000.00	\$0.00	\$6,000.00	0.00%
GROSS PROFIT	\$6,000.00	\$0.00	\$6,000.00	0.00%
Expenses				
630 Dues	1,000.00	1,000.00	0.00	0.00 %
670 Office Supplies	1,355.08	524.88	830.20	158.17 %
680 Professional Services	12,500.00	12,000.00	500.00	4.17 %
715 Travel & Meetings	600.00	2,539.79	-1,939.79	-76.38 %
720 Contract Services	23,098.50	24,742.85	-1,644.35	-6.65 %
725 Bank Service Charge	35.00	0.00	35.00	
745 Marketing and Promotion	58.57	46.34	12.23	26.39 %
Total Expenses	\$38,647.15	\$40,853.86	\$ -2,206.71	-5.40 %
NET OPERATING INCOME	\$ -32,647.15	\$ -40,853.86	\$8,206.71	20.09 %
Other Income				
820 Interest Income	465.07	1,927.85	-1,462.78	-75.88 %
Total Other Income	\$465.07	\$1,927.85	\$ -1,462.78	-75.88 %
NET OTHER INCOME	\$465.07	\$1,927.85	\$ -1,462.78	-75.88 %
NET INCOME	\$ -32,182.08	\$ -38,926.01	\$6,743.93	17.33 %

Auburn Industrial Development Authority
Budget vs. Actuals: Budget_FY26_P&L - FY26 P&L
 January - December 2026

	Jan 2026	Feb 2026	Mar 2026	Apr 2026	May 2026	Total YTD			
	Actual	Actual	Actual	Actual	Actual	Actual	Budget	over Budget	% of Budget
Income									
410 Income - Admin Fees						0.00	60,000.00	-60,000.00	0.00%
415 Admin Fees - Special Projects						0.00	1,000.00	-1,000.00	0.00%
Services					6,000.00	6,000.00	0.00	6,000.00	
Total Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 6,000.00	\$ 6,000.00	\$ 61,000.00	-\$ 55,000.00	9.84%
Gross Profit	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 6,000.00	\$ 6,000.00	\$ 61,000.00	-\$ 55,000.00	9.84%
Expenses									
630 Dues	1,000.00					1,000.00	1,325.00	-325.00	75.47%
660 Legal Fees						0.00	150.00	-150.00	0.00%
670 Office Supplies	1,341.36		13.72			1,355.08	1,550.00	-194.92	87.42%
680 Professional Services	5,000.00		5,000.00	2,500.00		12,500.00	12,500.00	0.00	100.00%
715 Travel & Meetings			25.00	575.00		600.00	3,475.00	-2,875.00	17.27%
720 Contract Services	6,825.00	4,273.50	4,000.00	4,000.00	4,000.00	27,098.50	40,000.00	-12,901.50	67.75%
725 Bank Service Charge			35.00			35.00	0.00	35.00	
745 Marketing and Promotion	35.38				23.19	58.57	4,000.00	-3,941.43	1.46%
Total Expenses	\$ 14,201.74	\$ 4,273.50	\$ 9,073.72	\$ 7,075.00	\$ 4,023.19	\$ 42,647.15	\$ 63,000.00	-\$ 20,352.85	67.69%
Net Operating Income	-\$ 14,201.74	-\$ 4,273.50	-\$ 9,073.72	-\$ 7,075.00	\$ 1,976.81	-\$ 36,647.15	-\$ 2,000.00	-\$ 34,647.15	1832.36%
Other Income									
820 Interest Income	0.62	0.12		463.69	0.64	465.07	2,000.00	-1,534.93	23.25%
Total Other Income	\$ 0.62	\$ 0.12	\$ 0.00	\$ 463.69	\$ 0.64	\$ 465.07	\$ 2,000.00	-\$ 1,534.93	23.25%
Net Other Income	\$ 0.62	\$ 0.12	\$ 0.00	\$ 463.69	\$ 0.64	\$ 465.07	\$ 2,000.00	-\$ 1,534.93	23.25%
Net Income	-\$ 14,201.12	-\$ 4,273.38	-\$ 9,073.72	-\$ 6,611.31	\$ 1,977.45	-\$ 36,182.08	\$ 0.00	-\$ 36,182.08	

New York State Consolidated Funding Application

CFA Season 2026 has started!

Background

The New York State Consolidated Funding Application (CFA) and Regional Economic Development Councils (REDCs) were created by Governor Cuomo and launched in 2011. Two of the primary intentions of this new mechanism were to streamline the application process for state grant funds and to provide an opportunity for local (regional) input regarding priority projects. The CFA has a dedicated web portal where organizations and municipalities fill out and submit grant applications. Over \$9B of state funding has been distributed to over 11,000 projects across New York since then.

Key Documents

Each year, the State releases three documents related to the CFA, which can be found at <https://regionalcouncils.ny.gov/>:

- Available Resources – summary information about all funding sources available through the CFA that year
- CFA Application Manual – instructions on applying for funding through the CFA portal
- CFA Guidebook – a document outlining state priorities for the year and providing guidance to REDCs regarding their annual reports

This website also has program webinars about various funding resources, information about past awards, and a link to each of the 10 REDCs. The regional sites include the region's strategic plan, annual reports, and upcoming events. The Central NY REDC website is <https://regionalcouncils.ny.gov/central-new-york>.

Annual Process

The State releases the documents above after the NYS budget is finalized. This usually occurs in the spring or early summer. Applications for most resources are typically due at the end of July, although there are a few programs that are available on an open or rolling basis. Awards are usually announced in late November or early December.

Between the application due date and the award announcements, applications go through a series of reviews. In most cases, the state agency does an eligibility review and eliminates all applications that do not meet eligibility requirements. From there, the eligible applications are reviewed by the relevant REDC. The REDC provides a score up to 20 points for each application, which for most programs accounts for 20% of the overall score of the application. This is a way for local leaders in each region to provide input on which projects are regional priorities. From there, the applications go back to the State agencies for the remainder of the scoring process. State agencies then ultimately decide which applications are awarded.

Funding Programs

The funding programs that tend to overlap with AIDA incentives the most are the Empire State Development grants and tax credits. Empire State Development is the economic development agency of NYS and provides grants and tax credits to capital economic development projects (e.g. commercial building construction/renovation, equipment purchases, etc.) that create new jobs.





AIDA projects also sometimes apply for NYSERDA grants and ReCharge NY (NY Power Authority) to assist with energy efficiency improvements and energy costs.

The CFA also includes funding programs for environmental, historic preservation, arts and culture, planning, and placemaking projects. Outside of the programs listed above, most funding programs must be applied for by a nonprofit or municipal entity. For example, Restore NY may ultimately support a private development project, but must be applied for and administered by a municipality.



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