

FOR CONSIDERATION

August 19, 2009

TO: The Directors

FROM: Dennis M. Mullen

SUBJECT: Statewide – Entrepreneurial Assistance Program – Minority and Women-owned Business Development and Lending Program (Training and Technical Assistance Grants)

REQUEST FOR: Findings and Determinations Pursuant to Section 10(g) of the Act; Authorization to Make Grants and to Take Related Actions

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I. Project Summary

Grantees: Twenty-Three New York State Entrepreneurial Assistance Program Centers (the “EAP Centers” or the “Centers”) - See attached Schedule A

ESD\* Investment: Grants totaling up to \$1,690,500 (\$73,500 each) will be awarded to eligible not-for-profit corporations and community colleges

\* The New York State Urban Development Corporation doing business as the Empire State Development Corporation (“ESD” or the “Corporation”)

Project Locations: See attached Schedule A

NYS Empire Zones  
(Or equivalent): Eleven are located in Empire Zones and four are located in Empowerment Zones - See attached Schedule A

Proposed Projects: To support the ongoing operations of 23 EAP Centers

Anticipated  
Appropriation Source: Minority and Women-owned Business Development and Lending Program (“MWBDL”)

ESD Project Numbers: W638 –W650, W652 - W661

Project Team:	Program Director	Joyce A. Smith
	Affirmative Action	Laverne Poole
	Environmental	Rachel Shatz

## II. Project Cost

See attached Schedule A for a breakdown of Project Costs.

## III. Program Description

### A. Background

The Omnibus Economic Development Law of 1987 authorized the Department of Economic Development d/b/a Empire State Development Corporation (“ESD”), through the Entrepreneurial Assistance Program (“EAP” or the “Program”), to issue contracts to not-for-profit corporations, community colleges and boards of cooperative educational services for the development of EAP Centers.

Encouraging the formation and growth of small businesses is an important strategic goal of New York State. Effective EAP programs provide intensive, community-based training, technical assistance and other related services to minorities and women to stimulate new business development and to strengthen businesses in the early stages of development (1-5 years). Such assistance is especially important in economically distressed areas where high levels of unemployment and declining infrastructure further limit the ability for these young businesses to develop. Effective programs are built on a working knowledge of the needs and resources of a community and its region.

Since the collection of data began in 1990, the Program has provided services to more than 22,408 clients who have started, retained or expanded over 10,936 businesses, increased sales by \$198.8 million, secured \$110.1 million in financing, and increased employment by 13,996 individuals including the 4,626 jobs created for the new business owners.

### B. The Project

There are currently twenty-three EAP Centers located throughout the state. These Centers provide comprehensive assistance in enterprise development to owners and prospective owners of small businesses, with a particular interest in serving minority group members, women, dislocated workers, and individuals with a disability.

Centers funded by ESD are required to provide the following:

- A. One sixty-hour entrepreneurship training course supplemented by intensive technical assistance to help new entrepreneurs complete business plans and to help them develop viable businesses. Technical assistance encompasses refinement of business concepts, break-even analysis and financial management, marketing plans, and market development.

- B. Enterprise expansion assistance for existing but still young businesses (under five years old). Centers assist these firms to make the transition into small-growth companies. Enterprise expansion technical assistance includes the following: working capital and cash-flow management; general management skills; new market development; hiring and managing employees; managing growth; and accessing credit and capital.

The 2009-2010 New York State budget includes \$1.764 million for the state's existing twenty-three Centers (\$73,500 per Center) and a new center in Mid-Hudson.

ESD staff recommends twenty-three of the twenty-four Centers for consideration of approval. A Request for Proposal will be published to fund an additional EAP Center in the Mid-Hudson Region and the balance of the funds will be presented to the ESD Board of Directors for approval in the future.

The contract period for the EAP Centers is June 1, 2009 through May 31, 2010 or August 1, 2009 through July 31, 2010. EAP Centers will use allocated funds for expenses related to training and technical assistance as outlined above; operating expenses including, but not limited to, salaries of EAP coordinators and additional support staff; promotional and marketing materials, travel, classroom materials, and supplies.

EAP Centers are required to provide reports relating to their specific achievements during the contract period. In addition, financial reports and documentation of expenditures will be required for disbursement of funds. ESD will verify that each Center is in compliance with Program regulations and guidelines and is following all existing contractual arrangements by reviewing, verifying and approving the required documentation, including financial reports and payment requests.

ESD will enter into an agreement with each Center that will stipulate the manner in which Program funds will be disbursed. The attached Schedule A provides more detail on each recommended project.

#### C. Financial Terms and Conditions

ESD may reallocate the project funds to another form of assistance, at an amount no greater than the amount approved for each Center under this project, if ESD determines that the reallocation of the assistance would better serve the needs of the Centers and the State of New York. In no event shall the total amount of any assistance to be so reallocated exceed the total amount of assistance approved by the Directors.

#### IV. Statutory Basis

The New York State Minority and Women-owned Business Development and Lending Program was approved by the State Legislature in the 1986-87 Capital Projects Budget and is authorized pursuant to Section 16-C of the New York State Urban Development Corporation Act (the "Act"). Financing for the Project has been structured according to the technical assistance form of assistance as outlined in the Act and the duly adapted MWBDL rules and regulations. No residential relocation is required as there are no families or individuals residing on the sites.

## V. Environmental Review

Unless otherwise noted on a project summary, ESD staff has determined that the projects described in Schedule A constitute Type II actions as defined by the New York State Environmental Quality Review Act (“SEQRA”) and the implementing regulations for the New York State Department of Environmental Conservation. No further environmental review is required in connection with the projects.

## VI. Affirmative Action

ESD’s Non-Discrimination and Affirmative Action will apply. Grantees agree to use their best efforts to include minorities and women in any job opportunities created by the Project, and to solicit and utilize M/WBE firms for any contractual opportunities generated in connection with the Project.

## VII. ESD Employment Enforcement Policy

ESD’s Employment Enforcement Policy will not apply since the project will not directly create or retain jobs.

## VIII. ESD Financial Assistance Subject to Availability of Funds and Additional Approval

The provision of ESD financial assistance is contingent upon the availability of funds and the approval of the State Division of the Budget.

## IX. Additional Submissions to Directors

Resolutions  
Schedule A (23)

August 19, 2009

Statewide – Entrepreneurial Assistance Program – Minority and Women-owned Business Development and Lending Program (Training and Technical Assistance Grants); Findings and Determinations Pursuant to Section 10(g) of the Act; Authorization to Make Grants and to Take Related Actions

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RESOLVED, that on the basis of the materials presented to this meeting, a copy of which is hereby ordered filed with the records of the Corporation, relating to the Entrepreneurial Assistance Program Centers – Minority and Women-owned Business Development and Lending Program (Training and Technical Assistance Grants) Projects, (the “Projects”), the Corporation hereby determines pursuant to Section 10 (g) of the New York State Urban Development Corporation Act of 1968, as amended (the “Act”), that there are no families or individuals to be displaced from the project areas; and be it further

RESOLVED, that the Chairman and Chief Executive Officer - Designate of the Corporation or his designee(s) be, and each of them hereby is, authorized to make grants for a total amount not to exceed One Million Six Hundred Ninety Thousand Five Hundred Dollars (\$1,690,500) from the Minority and Women-owned Business Development and Lending Program, for the purposes, and substantially on the terms and conditions, set forth in the materials presented to this meeting, with such changes as the Chairman and Chief Executive Officer - Designate of the Corporation or his designee(s) may deem appropriate, subject to the availability of funds and the approval of the State Division of the Budget; and be it further

RESOLVED, that the Chairman and Chief Executive Officer - Designate of the Corporation or his designee(s) be, subsequent to making of the grants, and each of them hereby is, authorized to take such actions and make such modifications to the terms of the grants as he or she may deem necessary or appropriate in the administration of the grants; and be it further

RESOLVED, that the provision of ESD financial assistance is expressly contingent upon: (1) the approval of the Public Authorities Control Board, if applicable, and (2) receipt of all other necessary approvals; and be it further

RESOLVED, that the Chairman and Chief Executive Officer - Designate of the Corporation or his designee(s) be, and each of them hereby is, authorized in the name and on behalf of the Corporation to execute and deliver any and all agreements and documents and to take all actions as he or she may in his or her sole discretion consider to be necessary or proper to effectuate the foregoing resolutions.

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## **Entrepreneurial Assistance Program**

### **Schedule Listing**

1. ACCORD Corporation (Allegany County)
2. Adirondack Economic Development Corporation (Jefferson County)
3. Capital Chamber Foundation, Inc. of Albany-Colonie Regional Chamber of Commerce (Albany County)
4. Binghamton Local Development Corporation (Broome County)
5. Brooklyn Economic Development Corporation (Kings County)
6. Business Training Institute, Inc. (Oneida County)
7. Chinatown Manpower Project, Inc. (New York County)
8. Church Avenue Merchants Block Association, Inc. (Kings County)
9. Hofstra University (Nassau County)
10. Hunts Point Economic Development Corporation (Bronx County)
11. IBERO American Action League (Erie/Niagara Counties)
12. Local Development Corporation of East New York (Kings County)
13. Project Enterprise (New York County)
14. Queens Economic Development Corporation (Queens County)
15. Renaissance Economic Development Corporation (New York County)
16. Saint Nicholas Neighborhood Preservation Corporation/  
East Williamsburg (Kings County)
17. South Bronx Overall Economic Development Corporation (Bronx County)
18. Suffolk County Community College (Suffolk County)
19. Syracuse University (Onondaga County)
20. Urban League of Rochester (Monroe County)
21. Washington Heights Inwood Development Corporation (New York County)
22. Women's Enterprise Development Center Inc. (Westchester County)
23. Worker Ownership Resource Center, Inc. (Chemung County)

SCHEDULE A-1

I. Project Summary

Grant Recipient: ACCORD Corporation

Address/Project Location: 84 Schuyler Street – P.O. Box 573  
Belmont, NY 14813

County: Allegany

Contact(s): Charles Kalthoff, Executive Director

Telephone #: (585) 268-7605

Fax #: (585) 268-5085

E-Mail: [ckalthoff@accordcorp.org](mailto:ckalthoff@accordcorp.org)

Gretchen Hanchett, Director  
Business and Community Development Director

Telephone #: (585) 268-7605 ext. 1701

Fax #: (585) 268-5085

E-Mail: [ghanchett@accordcorp.org](mailto:ghanchett@accordcorp.org)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W638

Empowerment Zone: No

Empire Zone: Friendship

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$ 60,880
Project Expenses	5,176
Loan Fund (ACCORD)	23,500
Revolving Loan Trust Fund	50,000
Indirect Costs	<u>7,444</u>

TOTAL PROJECT COSTS: \$147,000

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	51%
Organization Cash Match	60,000	40%
Organization In-kind Match	<u>13,500</u>	<u>9%</u>

TOTAL PROJECT FINANCING: \$147,000 100%

SCHEDULE A-2

I. Project Summary

Grant Recipient: Adirondack Economic Development Corporation

Address/Project Location: P.O. Box 747-67 Main Street  
Saranac Lake, NY 12983

County: Jefferson

Contact (s):

Michael Conway, Executive Director

Telephone #: (518) 891-5523 ext 17

Fax#: (518) 891-9820

E-Mail: mconway@aedconline.com

J.R. Risley, Director

Telephone #: (315) 354-4266

Fax#: (315) 354-4266

E-Mail: jrrisley@frontiernet.net

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W639

Empowerment Zone: No

Empire Zone: No

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
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Salaries/Fringe	\$ 108,000
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Project Expenses	<u>39,000</u>
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TOTAL PROJECT COSTS:	<u>\$147,000</u>
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<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
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ESD-Grant	\$ 73,500	50%
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Organization Cash Match	<u>73,500</u>	<u>50%</u>
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TOTAL PROJECT FINANCING:	<u>\$147,000</u>	<u>100%</u>
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SCHEDULE A-3

I. Project Summary

Grant Recipient: Binghamton Local Development Corporation

Address/Project Location: Broome Community College  
Center for Community Education  
P.O. Box 1017  
Binghamton, NY 13902

County: Broome

Contact (s): Merry Harris, Executive Director

Telephone #: (607) 772-7161

Fax #: (607) 772-7244

E-Mail: [maharris@cityofbinghamton.com](mailto:maharris@cityofbinghamton.com)

Debra A. Morello, Dean

Telephone #: (607) 778-5012

Fax #: (607) 778-5535

E-Mail: [Morello\\_D@sunybroome.edu](mailto:Morello_D@sunybroome.edu)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2009 through May 31, 2010

ESD Project Number: V640

Empowerment Zone: No

Empire Zone: No

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$ 48,362
Contractual Services	64,355
Consultant (Training)	3,700
Project Expenses	<u>30,583</u>
<b>TOTAL PROJECT COSTS:</b>	<b><u>\$147,000</u></b>

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	38,700	26%
Organization In-kind Match	<u>34,800</u>	<u>24%</u>
<b>TOTAL PROJECT FINANCING:</b>	<b><u>\$147,000</u></b>	<b><u>100%</u></b>

SCHEDULE A-4

I. Project Summary

Grant Recipient: Brooklyn Economic Development Corporation

Address/Project Location: 25 Washington Street  
Brooklyn, NY 11201

County: Kings

Contact(s): Joan Bartolomeo, President  
Telephone #: (718) 522-4600 ext: 13  
Fax #: (718) 797-9286  
E-Mail: [jgb@bedc.org](mailto:jgb@bedc.org)

Telephone #: Nina Sampayo, EAP Manager  
(718) 522-4600 ext: 10  
Fax #: (718) 797-9286  
E-Mail: [n-sampayo@bedc.org](mailto:n-sampayo@bedc.org)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W641

Empowerment Zone: No

Empire Zone: No

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$139,200
Project Expenses	6,800
Consultants (training)	<u>8,000</u>

TOTAL PROJECT COSTS: \$154,000

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	48%
Organization Cash Match	<u>80,500</u>	<u>52%</u>

TOTAL PROJECT FINANCING: \$154,000 100%

## SCHEDULE A-5

### I. Project Summary

Grant Recipient: Business Training Institute, Inc.

Address/Project Location: The Radisson Centre  
200 Genesee Street  
Utica, NY 13502

County: Oneida

Contact(s): Dr. Patricia Laino, Executive Director  
Telephone #: (315) 733-9848  
Fax #: (315) 733-0247  
E-Mail: [lainoleo@aol.com](mailto:lainoleo@aol.com)

Telephone #: Dina M. Vullo, EAP Director  
(315) 733-9848  
Fax #: (315) 733-0247  
E-Mail: [lainoleo@aol.com](mailto:lainoleo@aol.com)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W642

Empowerment Zone: No

Empire Zone: Utica

### II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$132,246
Project Expenses	2,578
Contractual Services	<u>12,426</u>
TOTAL PROJECT FINANCING:	<u>\$147,250</u>

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	<u>73,500</u>	<u>50%</u>
TOTAL PROJECT FINANCING:	<u>\$147,250</u>	<u>100%</u>

SCHEDULE A-6

I. Project Summary

Grant Recipient: Capital Chamber Foundation, Inc. of Albany-Colonie  
Regional Chamber of Commerce (Albany County)

Address/Project Location: One Computer Drive South  
Albany, NY 12205

County: Albany

Contact (s):

Patricia McQuire, Chief Operating Officer

Telephone #: (518) 431-1416

Fax #: (518) 431-1452

Email: [janett@ac-chamber.org](mailto:janett@ac-chamber.org)

Janet Tanguay, Coordinator

Telephone #: (518) 431-1430

Fax #: (518) 431-1402

Email: [janett@ac-chamber.org](mailto:janett@ac-chamber.org)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating  
expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W644

Empowerment Zone: No

Empire Zone: City of Albany/County of Albany

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$ 67,050
Consultants (training)	27,000
Project Expenses	35,550
Overhead Costs	5,100
Loan Fund – ACRCC	<u>12,300</u>

TOTAL PROJECT COSTS: \$147,000

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	56,350	38%
Organization In-kind Match	<u>17,150</u>	<u>12%</u>

TOTAL PROJECT FINANCING: \$147,000 100%

SCHEDULE A-7

I. Project Summary

Grant Recipient: Chinatown Manpower Project, Inc.

Address/Project Location: 70 Mulberry Street  
New York, NY 10013

County: New York

Contact: Pearl Chin, Executive Director  
Telephone #: (212) 571-1690 ext 239  
Fax #: (212) 571-1686  
E-Mail: [pearlchin@cmpny.org](mailto:pearlchin@cmpny.org)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W645

Empowerment Zone: No

Empire Zone: Chinatown/Lower East Side

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$119,700
Project Expenses	22,150
Consultant (training)	<u>5,150</u>
TOTAL PROJECT FINANCING:	<u>\$147,000</u>

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	50,500	34%
Organization In-kind Match	<u>23,000</u>	<u>16%</u>
TOTAL PROJECT FINANCING:	<u>\$147,000</u>	<u>100%</u>

## SCHEDULE A-8

### I. Project Summary

Grant Recipient: Church Avenue Merchants Block Association, Inc.  
("CAMBA")

Address/Project Location: 884 Flatbush Avenue – 2<sup>nd</sup> floor  
Brooklyn, NY 11226

County: Kings

Contact(s):  
Joanne M. Oplustil, Executive Director  
Telephone #: (718) 287-2600  
Fax #: (718) 282-8329  
E-Mail: [oplustil@worldnet.att.net](mailto:oplustil@worldnet.att.net)

Paisley Demby, Director CAMBA Small Business Services  
Telephone #: (718) 287-2600 ext 241  
Fax #: (718) 282-8329  
E-Mail: [paisleyd@camba.org](mailto:paisleyd@camba.org)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W643

Empowerment Zone: No

Empire Zone: No

### II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$122,906
Contractual Services	1,500
Consultants (training)	6,250
Project Expenses	<u>16,375</u>

TOTAL PROJECT FINANCING: \$147,031

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	<u>73,531</u>	<u>50%</u>

TOTAL PROJECT FINANCING: \$147,031 100%

SCHEDULE A-9

I. Project Summary

Grant Recipient: Hofstra University

Address/Project Location: 128 Hofstra University - 101A Philip Hall  
Hempstead, NY 11550-1009

County: Nassau

Contact(s): Catherine Hennessy, Vice President  
Financial Affairs & Treasury

Telephone #: (718) 287-2600 ext 241  
Fax #: (718) 282-8329  
E-Mail: [paisleyd@camba.org](mailto:paisleyd@camba.org)

Judith Tyne, Assistant Dean  
Director for Center for Entrepreneurship and  
Community Development

Telephone #: (516) 463-5285  
Fax #: (516) 463-3907  
E-Mail: [Judith.Tyne@hofstra.edu](mailto:Judith.Tyne@hofstra.edu)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating  
expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W646

Empowerment Zone: No

Empire Zone: No

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$110,814
Project Expenses	30,741
Consultant (training)	<u>8,800</u>

TOTAL PROJECT FINANCING: \$150,355

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	49%
Organization Cash Match	46,614	31%
Organization In-kind Match	<u>30,241</u>	<u>20%</u>

TOTAL PROJECT FINANCING: \$150,355 100%

SCHEDULE A-10

I. Project Summary

Grant Recipient: Hunts Point Economic Development Corporation

Address/Project Location: 866 B Hunts Point Ave  
Bronx, NY 10474

County: Bronx

Contact(s): Josephine Infante, Executive Director  
Telephone #: (718) 842-1717 x 222  
Fax #: (718) 842-6592  
E-Mail: [jsinfante@hpedc.org](mailto:jsinfante@hpedc.org)

Telephone #: Neomi Beltrez, Coordinator  
(718) 842-8888  
Fax #: (718) 620-1153  
E-Mail: [nbeltrez@hpwbrc.org](mailto:nbeltrez@hpwbrc.org)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W647

Empowerment Zone: Yes

Empire Zone: Hunts Point

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$140,000
Project Expenses	21,300
Contractual Services	7,250
Consultant (training)	<u>600</u>

TOTAL PROJECT FINANCING: \$169,150

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	43%
Organization Cash Match	<u>95,650</u>	<u>57%</u>

TOTAL PROJECT FINANCING: \$169,150 100%

SCHEDULE A-11

I. Project Summary

Grant Recipient: IBERO American Action League

Address/Project Location: The Greater South Buffalo Chamber of Commerce  
2019 Seneca Street  
Buffalo, NY 14210

County: Erie

Contact (s): Ruth Colon, Chief Operations Officer  
Telephone #: (585) 256-8900 ext 62  
Fax#: (585) 256-0120  
E-Mail: Ruth.Colon@iaal.org

Telephone #: Donna K. Scrivens, EAP Director  
(607) 426-0109  
Fax #: (607) 734-4490  
E-Mail: [dkscrivens@aol.com](mailto:dkscrivens@aol.com)

Telephone #: Ann Enger, Executive Director  
(716) 824-9942  
Fax #: (716) 825-9174  
E-Mail: [ann@southbuffalochamber.org](mailto:ann@southbuffalochamber.org)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W648

Empowerment Zone: No

Empire Zone: No

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$ 98,566
Contractual	12,100
Consultants (training)	2,000
Project Expenses	<u>34,334</u>

TOTAL PROJECT COSTS: \$147,000

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	36,750	25%
Organization In-kind Match	<u>36,750</u>	<u>25%</u>

TOTAL PROJECT FINANCING: \$147,000 100%

SCHEDULE A-12

I. Project Summary

Grant Recipient: Local Development Corporation of East New York

Address/Project Location: 80 Jamaica Avenue  
Brooklyn, NY 11207

County: Kings

Contact(s): Sherry Roberts, Executive Director  
Telephone #: (718) 385-6700  
Fax #: (718) 385-7505  
E-Mail: [sdroberts100@aol.com](mailto:sdroberts100@aol.com)

Telephone #: Elisa Balabram, Business Counselor  
(718) 385-6700 ext 24  
Fax #: (718) 385-7505  
E-Mail: [elisab@ldceny.org](mailto:elisab@ldceny.org)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W650

Empowerment Zone: No

Empire Zone: East New York

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$146,250
Contractual Services	500
Project Expenses	13,500
Consultants (training)	<u>2,500</u>

TOTAL PROJECT COSTS: \$162,500

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	45%
Organization Cash Match	73,500	45%
Organization In-kind Match	<u>15,750</u>	<u>10%</u>

TOTAL PROJECT FINANCING: \$162,500 100%

SCHEDULE A-13

I. Project Summary

Grant Recipient: Project Enterprise

Address/Project Location: 144 West 125<sup>th</sup> Street – 4<sup>th</sup> Floor  
New York, NY 10027

County: New York

Contact (s): Catherine Barnett, Interim Executive Director  
Telephone #: (212) 678-6734 ext: 12  
Fax #: (212) 678-6737  
E-Mail: [catherineb@projectenterprise.org](mailto:catherineb@projectenterprise.org)

Telephone #: Beth Dunphe, Director of Development  
Fax #: (212) 678-6734 ext: 15  
E-Mail: [beth@projectenterprise.org](mailto:beth@projectenterprise.org)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W652

Empowerment Zone: Yes

Empire Zone: No

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$ 145,984
Consultants (training)	12,750
Project Expenses	<u>31,136</u>

TOTAL PROJECT COSTS: \$189,870

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	39%
Organization Cash Match	87,304	46%
Organization In-kind Match	<u>29,006</u>	<u>15%</u>

TOTAL PROJECT FINANCING: \$189,870 100%

SCHEDULE A-14

I. Project Summary

Grant Recipient: Queens County Overall Economic Development Corporation

Address/Project Location: 120-55 Queens Blvd. - Suite 309  
Kew Gardens, NY 11424

County: Queens

Contact(s): Spencer Ferdinand, Executive Director  
Telephone #: (718) 263-0546  
Fax #: (718) 263-0594  
E-Mail: [sferdinand@queensny.org](mailto:sferdinand@queensny.org)

Franklin Mora, EAP Director  
Telephone #: (718) 263-0546  
Fax #: (718) 263-0594  
E-Mail: [fmora@queens-ny.org](mailto:fmora@queens-ny.org)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W653

Empowerment Zone: No

Empire Zone: No

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$116,174
Project Expenses	24,052
Consultants (training)	6,000
Contractual Services	<u>774</u>

TOTAL PROJECT COSTS: \$147,000

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	53,500	36%
Organization In-kind Match	<u>20,000</u>	<u>14%</u>

TOTAL PROJECT FINANCING: \$147,000 100%

## SCHEDULE A-15

### I. Project Summary

Grant Recipient: Renaissance Economic Development Corporation

Address/Project Location: 1 Pike Street  
New York, NY 10002

County: New York

Contact(s):  
Siu Kwan Chan, Acting Executive Director  
Telephone #: (212) 964-6022 ext 228  
Fax #: (212) 964-6003  
E-Mail: [siukwanc2000@yahoo.com](mailto:siukwanc2000@yahoo.com)

May Kuang, Technical Assistance & Outreach Coordinator  
Telephone #: (212) 964-6022 ext 231  
Fax #: (212) 964-6003  
E-Mail: [may\\_kuang@aafe.org](mailto:may_kuang@aafe.org)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W654

Empowerment Zone: No

Empire Zone: Chinatown/Lower East Side

### II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$ 99,356
Project Expenses	14,014
Consultants (training)	4,050
Loan Program	<u>50,000</u>

TOTAL PROJECT COSTS: \$167,420

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	44%
Organization Catch Match	<u>93,920</u>	<u>56%</u>
TOTAL PROJECT FINANCING:	<u>\$167,420</u>	<u>100%</u>

SCHEDULE A-16

I. Project Summary

Grant Recipient: Saint Nicholas Neighborhood and Preservation Corporation

Address/Project Location: 11-29 Catherine Street  
Brooklyn, NY 11211

County: Kings

Contact(s): Michael Rochford, Executive Director

Telephone #: (718) 388-5454

Fax #: (718) 963-1905

E-Mail: [mrochford@stnicksnpc.com](mailto:mrochford@stnicksnpc.com)

Telephone #: Jose Leon, Director  
(718) 388-5454 ext: 161

Fax #: (718) 486-5982

E-Mail: [joseleon@ewvidco.com](mailto:joseleon@ewvidco.com)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W655

Empowerment Zone: No

Empire Zone: North Brooklyn (Navy Yard)

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$113,550
Project Expenses	33,700
Consultants (training)	<u>500</u>

TOTAL PROJECT COSTS: \$147,750

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	36,750	25%
Organization In-kind Match	<u>37,500</u>	<u>25%</u>

TOTAL PROJECT FINANCING: \$147,750 100%

SCHEDULE A-17

I. Project Summary

Grant Recipient: South Bronx Overall Economic Development Corporation

Address/Project Location: 555 Bergen Avenue, 3<sup>rd</sup> floor  
Bronx, NY 10455

County: Bronx

Contact (s):

Phillip Morrow, President

Telephone #: (718) 292-3113

Fax#: (718) 290-3115

E-Mail: [pmorrow@sobro.org](mailto:pmorrow@sobro.org)

Garrett Lucien, Director of Operations

Telephone #: (718) 292-3113

Fax#: (718) 290-3115

E-Mail: [glucien@sobro.org](mailto:glucien@sobro.org)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W656

Empowerment Zone: Yes

Empire Zone: Port Morris

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$ 69,750
Project Expenses	61,750
Contractual Services	10,000
Consultants	<u>5,500</u>

TOTAL PROJECT COSTS: \$147,000

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	47,416	32%
Organization In-kind Match	<u>26,084</u>	<u>18%</u>

TOTAL PROJECT FINANCING: \$147,000 100%

SCHEDULE A-18

I. Project Summary

Grant Recipient: Suffolk County Community College

Address/Project Location: Corporate Training and Economic Development  
Sally Ann Slacke Building - Michael J. Grant Campus  
1001 Crooke Hill Road  
Brentwood, NY 11717

County: Suffolk

Contact(s): Dr. Shirley Pippins, President

Telephone #: (631) 451-4736

Fax #: (631) 451-4715

E-Mail: [pippins@sunysuffolk.edu](mailto:pippins@sunysuffolk.edu)

Telephone #: Daphne Gordon, Project Administrator  
(631) 851-6206

Fax #: (631) 851-6222

E-Mail: [gordond@sunysuffolk.edu](mailto:gordond@sunysuffolk.edu)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from August 1, 2009 through July 31, 2010

ESD Project Number: W657

Empowerment Zone: No

Empire Zone: No

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$128,787
Project Expenses	<u>21,850</u>
TOTAL PROJECT COSTS:	<u>\$150,637</u>

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	49%
Organization Cash Match	36,750	24%
Organization In-kind Match	<u>40,387</u>	<u>27%</u>
TOTAL PROJECT FINANCING:	<u>\$150,000</u>	<u>100%</u>

SCHEDULE A-19

I. Project Summary

Grant Recipient: Syracuse University  
South Side Innovation Center

Address/Project Location: 113 Bowne Hall  
Syracuse, NY 13224

County: Onondaga

Contact(s): Justine Gordon, Executive Director  
Telephone #: (315) 443-8252  
Fax #: (315) 443-9361  
E-Mail: [jrgor04@syr.edu](mailto:jrgor04@syr.edu)

Christine Sauve, Grants Coordinator  
Telephone #: (315) 443-1719  
Fax #: (315) 443-2654  
E-Mail: [ccsauve@syr.edu](mailto:ccsauve@syr.edu)

Meghan T. Mac Blane, Research Administrator  
Telephone #: (315) 443-8252  
Fax #: (315) 443-9361  
E-Mail: [mtmacbla@syr.edu](mailto:mtmacbla@syr.edu)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W658

Empowerment Zone: No

Empire Zone: No

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$100,283
Contractual Services	19,000
Consultant (training)	14,000
Project Expenses	<u>13,717</u>

TOTAL PROJECT COSTS: \$147,000

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	<u>73,500</u>	<u>50%</u>

TOTAL PROJECT FINANCING: \$147,000 100%

SCHEDULE A-20

I. Project Summary

Grant Recipient: Urban League of Rochester

Address/Project Location: 265 North Clinton Avenue  
Rochester, NY 14605-1857

County: Monroe

Contact(s): William G. Clark President/CEO  
Telephone #: (585) 325-6530 ext 3003  
Fax #: (585) 325-4864  
E-Mail: [wclark@ulr.org](mailto:wclark@ulr.org)

Stephanie Miles, Program Coordinator  
Telephone #: (585) 325-6530 ext 3066  
Fax #: (585) 325-4864  
E-Mail: [smiles@ulr.org](mailto:smiles@ulr.org)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W659

Empowerment Zone: No

Empire Zone: Rochester

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$104,275
Project Expenses	20,113
Consultant (training)	9,201
General and Management	11,850
Contractual Services	<u>1,561</u>

TOTAL PROJECT COSTS: \$147,000

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	37,863	26%
Organization In-kind Match	<u>35,637</u>	<u>24%</u>

TOTAL PROJECT FINANCING: \$147,000 100%

SCHEDULE A-21

I. Project Summary

Grant Recipient: Washington Heights and Inwood Development Corporation

Address/Project Location: 57 Wadsworth Avenue  
New York, NY 10033-7048

County: New York

Contact: Dennis C. Reeder, Executive Director

Telephone #: (212) 795-1600

Fax #: (212) 781-4051

E-Mail: [WHIDC@aol.com](mailto:WHIDC@aol.com)

Contact: John Bosek, Business Counselor

Telephone #: (212) 795-1600

Fax #: (212) 781-4051

E-Mail: [WHIDC@aol.com](mailto:WHIDC@aol.com)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W660

Empowerment Zone: Yes

Empire Zone: No

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$133,428
Consultants (training)	500
Contractual	7,000
Project Expenses	<u>17,370</u>

TOTAL PROJECT COSTS: \$158,298

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	46%
Organization Cash Match	<u>84,798</u>	<u>54%</u>

TOTAL PROJECT FINANCING: \$158,298 100%

SCHEDULE A-22

I. Project Summary

Grant Recipient: Women's Enterprise Development Center Inc.

Address/Project Location: 707 Westchester Avenue  
Suite 213  
White Plains, NY 10604

County: Westchester

Contact(s): Ann Janiak, Executive Director/President  
Telephone #: (914) 948-6098  
Fax #: (914) 948-6913  
E-Mail: [ajaniak@westchester.org](mailto:ajaniak@westchester.org)

Telephone #: Joy Rosenzweig, Assistant Director  
(914) 948-6098 ext: 11  
Fax #: (914) 948-6913  
E-Mail: [jrosenzweig@westchester.org](mailto:jrosenzweig@westchester.org)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W661

Empowerment Zone: No

Empire Zone: No

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$107,200
Contractual	10,000
Consultants (training)	8,000
Project Expenses	<u>21,000</u>

TOTAL PROJECT COSTS: \$147,000

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	<u>73,500</u>	<u>50%</u>
TOTAL PROJECT FINANCING:	<u>\$147,000</u>	<u>100%</u>

SCHEDULE A-23

I. Project Summary

Grant Recipient: Worker Ownership Resource Center (WORC)

Address/Project Location: 400 East Church Street  
Elmira, NY 14901

County: Chemung

Contact(s): Ruth Colon, Vice-President of Finance  
IBERO – American Action League, Inc.

Telephone #: (585) 256-8900 ext. 62  
Fax #: (585) 256-0120  
E-Mail: [Ruth@iaal.org](mailto:Ruth@iaal.org)

Telephone #: Donna K. Scrivens, Program Director  
(607) 737-5212  
Fax #: (607) 734-4490  
E-Mail: [dkscrivens@yahoo.com](mailto:dkscrivens@yahoo.com)

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2009 through May 31, 2010

ESD Project Number: W649

Empowerment Zone: No

Empire Zone: Elmira

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$ 95,056
Project Expenses	38,844
Consultants (training)	2,000
Contractual Services	<u>11,100</u>

TOTAL PROJECT COSTS: \$147,000

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	36,750	25%
Organization In-kind Match	<u>36,750</u>	<u>25%</u>

TOTAL PROJECT FINANCING: \$147,000 100%