

FOR CONSIDERATION

September 15, 2011

TO: The Directors

FROM: Kenneth Adams

SUBJECT: Statewide – Entrepreneurial Assistance 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

I. Project Summary

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

ESD* Investment: Grants totaling up to \$1,764,000 (\$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

Proposed Projects: To support the ongoing operations of 24 EAP Centers

Anticipated
Appropriation

Source: Entrepreneurial Assistance Program (“EAP”)

ESD Project Nos.: X406 –X429

Project Team: Program Director Joyce Smith
Affirmative Action Denise Ross
Environmental Rachel Shatz

Regional Council: The Regional Councils have been made aware of their respective items.

II. Project Cost

See attached Schedule A for a breakdown of project costs.

III. Project 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 small business owners or entrepreneurs, particularly 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 25,013 clients who have started, retained or expanded over 14,978 businesses, increased sales by \$227.9 million, secured \$123.1 million in financing, increased employment by 15,186 individuals including the 4,973 jobs created for new business owners.

B. The Project

There are currently twenty-four 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 Centers will be funded with an allocation from the EAP program. The 2011-2012 New York State budget includes \$1.764 million for the State's existing twenty-four Centers or an award of \$73,500 for each Center. The applicants will be required to match these funds one-to-one (50% or more in cash and no more than 50% in-kind).

The contract period for 23 of the 24 EAP centers is June 1, 2011 through May 31, 2012. Suffolk County Community College will have a contract period from July 1, 2011 through June 30, 2012 because of a previous contract extension.

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 this project if ESD determines that the reallocation of the assistance would better serve the needs of the Company 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 Entrepreneurial Assistance Program is authorized in the 2011-2012 New York State budget and Article 9 of the Economic Development Law. 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 (24)

September 15, 2011

Statewide – Entrepreneurial Assistance 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

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 Empire State Development Corporation (“the Corporation”), relating to the Entrepreneurial Assistance 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 area; and be it further

RESOLVED, that the President and Chief Executive Officer or his designee(s) be, and each of them hereby is, authorized to make grants for a total amount not to exceed One Million Seven Hundred Sixty Four Thousand Dollars (\$1,764,000) from the Entrepreneurial Assistance 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 President and Chief Executive Officer 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 President and Chief Executive Officer or his designee(s) be, subsequent to the making of the grant, and each of them hereby is, authorized to take such actions and make such modifications to the terms of the grant as he or she may deem necessary or appropriate in the administration of the grant; 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 President and Chief Executive Officer 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 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.

* * *

Entrepreneurial Assistance Program

Schedule Listing

1. ACCORD Corporation (Western New York Region - Allegany County)
2. Adirondack Economic Development Corporation (North Country Region - Jefferson County)
3. Binghamton Local Development Corporation (Southern Tier Region - Broome County)
4. Brooklyn Economic Development Corporation (New York City Region - Kings County)
5. Business Training Institute, Inc. (Mohawk Valley Region - Oneida County)
6. Capital Chamber Foundation, Inc. of Albany-Colonie Regional Chamber of Commerce (Capital Region - Albany County)
7. Chinatown Manpower Project, Inc. (New York City Region - New York County)
8. Church Avenue Merchants Block Association, Inc. (New York City Region - Kings County)
9. Hofstra University (Long Island Region - Nassau County)
10. Hunts Point Economic Development Corporation (New York City Region - Bronx County)
11. Orange County Chamber of Commerce (Mid-Hudson Region - Orange County)
12. IBERO American Action League (Western New York Region - Erie/Niagara Counties)
13. Local Development Corporation of East New York (New York City Region - Kings County)
14. Project Enterprise (New York City Region - New York County)
15. Queens Economic Development Corporation (New York City Region - Queens County)
16. Renaissance Economic Development Corporation (New York City Region - New York County)
17. Saint Nicholas Neighborhood Preservation Corporation/East Williamsburg (New York City Region - Kings County)
18. South Bronx Overall Economic Development Corporation (New York City Region - Bronx County)
19. Suffolk County Community College (Long Island Region - Suffolk County)
20. Syracuse University (Central New York Region - Onondaga County)
21. Urban League of Rochester (Finger Lakes Region - Monroe County)
22. Washington Heights Inwood Development Corporation (New York City Region - New York County)
23. Women's Enterprise Development Center Inc. (Mid-Hudson Region - Westchester County)
24. Worker Ownership Resource Center, Inc. (Southern Tier Region - 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: (716) 268-7605
Fax: (716) 268-5085
E-Mail: ckalthoff@accordcorp.org

Telephone: Gretchen Hanchett, Director
Business and Community Development Director
(716) 268-7605 ext. 1701
Fax: (716) 268-5085
E-Mail: ghanchett@accordcorp.org

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X406

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$ 59,340
Project Expenses	6,716
Loan Fund (ACCORD)	23,500
Revolving Loan Trust Fund	50,000
Indirect Costs	<u>7,444</u>
TOTAL PROJECT COSTS:	<u>\$147,000</u>

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	60,000	38%
Organization In-kind Match	<u>13,500</u>	<u>12%</u>
TOTAL PROJECT FINANCING:	<u>\$147,000</u>	<u>100%</u>

SCHEDULE A-2

I. Project Summary

Grant Recipient: Adirondack Economic Development Corporation

Address/Project Location: 67 Main Street – Suite 200
Saranac Lake, NY 12983

County: Franklin

Contact(s): James Murphy, Executive Director

Telephone: (518) 891-5523 ext 101

Fax: (518) 891-9820

E-Mail: jamesmurphy52@me.com

Telephone: Beverly Deso, Comptroller

(518) 891-5523 ext 102

Fax: (518) 891-9820

E-Mail: beverly@aedconline.com

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X407

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$109,600
Project Expenses	<u>37,400</u>
TOTAL PROJECT COSTS:	<u>\$147,000</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>\$147,000</u>	<u>100%</u>

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

Telephone: Janet M. Hertzog, Director of Workforce Development
(607) 778-5203
Fax: (607) 778-5535
E-Mail: HertzogJM@sunybroome.edu

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X408

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$ 49,000
Contractual Services	46,500
Consultant (Training)	19,100
Project Expenses	<u>32,400</u>

TOTAL PROJECT COSTS: \$147,000

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	38,800	26%
Organization In-kind Match	<u>34,700</u>	<u>24%</u>

TOTAL PROJECT FINANCING: \$147,000 100%

SCHEDULE A-4

I. Project Summary

Grant Recipient: Brooklyn Economic Development Corporation

Address/Project Location: Kingsborough Community College
2001 Oriental Blvd, Room T-4162
Brooklyn, NY 11235

County: Kings

Contact(s): Joan Bartolomeo, President
Telephone: (718) 368-6781
Fax: (718) 368-6788
E-Mail: jgb@bedc.org

Telephone: Nina Sampayo, Manager
(718) 368-6790
Fax: (718) 368-6788
E-Mail: n_sampayo@bedc.org

Telephone: Gloria Benjamin, Business Counselor
(718) 368-6785
Fax: (718) 368-6785
E-Mail: bbenjamin@bedc.org

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X409

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$123,600
Contractual Services	3,000
Consultants (training)	6,500
Project Expenses	<u>15,800</u>
TOTAL PROJECT COSTS:	<u>\$148,900</u>

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	49%
Organization Cash Match	69,400	47%
Organization In-Kind Match	<u>6,000</u>	<u>4%</u>
TOTAL PROJECT FINANCING:	<u>\$148,900</u>	<u>100%</u>

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

Telephone: Dina M. Vullo, EAP Director
(315) 733-9848
Fax: (315) 733-0247
E-Mail: Dinaml@aol.com

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X410

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$114,361
Project Expenses	19,889
Contractual Services	<u>12,750</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	<u>73,500</u>	<u>50%</u>
TOTAL PROJECT FINANCING:	<u>\$147,000</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: Five Computer Drive South
Albany, NY 12205

County: Albany

Contact(s): Patricia Maguire, Chief Operating Officer
Telephone: (518) 431-1416
Fax: (518) 431-1452
Email: PatM@acchamber.org

Telephone: Janet Tanguay, Coordinator
(518) 431-1430
Fax: (518) 431-1402
Email: janett@acchamber.org

ESD Investment: A grant of up to \$73,500 to cover a portion of operating
expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X412

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$ 79,800
Consultants (training)	20,000
Project Expenses	<u>47,200</u>
TOTAL PROJECT COSTS:	<u>\$147,000</u>

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	54,800	37%
Organization In-kind Match	<u>18,700</u>	<u>13%</u>
TOTAL PROJECT FINANCING:	<u>\$147,000</u>	<u>100%</u>

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(s): Stephanie Lau, Assistant Executive Director
Telephone: (212) 571-1691 ext 238
Fax: (212) 571-1686
E-Mail: Stephanielau@cmpny.org

Telephone: Eddie Chan, Program Director
(212) 571-1690 ext. 241
Fax: (212) 571-1686
Email: eddiechan@cmpny.org

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X413

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$126,100
Project Expenses	16,900
Consultant (training)	<u>4,000</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	35,660	24%
Organization In-kind Match	<u>37,840</u>	<u>26%</u>
TOTAL PROJECT FINANCING:	<u>\$147,000</u>	<u>100%</u>

SCHEDULE A-8

I. Project Summary

Grant Recipient: CAMBA, Inc.

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

County: Kings

Contact(s): Joanne M. Oplustil, Executive Director
Telephone: (718) 287-2600
Fax: (718) 282-4647
E-Mail: oplustil@worldnet.att.net

Robert Place, EAP Director
Telephone: (718) 282-2500 ext 238
Fax: (718) 282-8329
E-Mail: RobertP@camba.org

Jessie C. Lee, Director Small Business Services
Telephone: (718) 282-2500 ext. 241
Fax: (718) 282-8329
E-Mail: jessiel@camba.org

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X411

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$135,848
Project Expenses	<u>11,152</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	54,182	37%
Organization In-kind Match	<u>19,318</u>	<u>13%</u>
TOTAL PROJECT FINANCING:	<u>\$147,000</u>	<u>100%</u>

SCHEDULE A-9

I. Project Summary

Grant Recipient: Hofstra University

Address/Project Location: 250 Hofstra University, Room 130
Hempstead, NY 11549

County: Nassau

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

Telephone: (516) 463-6820

Fax: (516) 463-6870

E-Mail: Catherine.Hennessy@hofstra.edu

Judith Tyne, Associate Dean
Project Director, Entrepreneurial Assistance
Program

Telephone: (516) 463-5285

Fax: (516) 463-3907

E-Mail: Judith.Tyne@hofstra.edu

ESD Investment: A grant of up to \$73,500 to cover a portion of operating
expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X415

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$122,564
Project Expenses	17,100
Consultant (training)	<u>8,800</u>

TOTAL PROJECT COSTS: \$148,464

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	59,964	40%
Organization In-kind Match	<u>15,000</u>	<u>10%</u>

TOTAL PROJECT FINANCING: \$148,464 100%

SCHEDULE A-10

I. Project Summary

Grant Recipient: Hunts Point Economic Development Corporation

Address/Project Location: 355 Food Center Drive - Suite C-104
Bronx NY 10474

County: Bronx

Contact(s): Josephine Infante, President

Telephone: (718) 842-1717 ext. 222

Fax: (718) 842-6592

E-Mail: jsinfante@hpedc.org

Marcia Cameron, EAP Director

Telephone: (718) 842-1717 ext. 225

Fax: (718) 842-6592

E-Mail: mcameron@hpedc.org

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X416

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$152,320
Project Expenses	8,650
Contractual Services	1,484
Consultant (training)	646

TOTAL PROJECT COSTS: \$163,100

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	45%
Organization Cash Match	<u>89,600</u>	<u>55%</u>
TOTAL PROJECT FINANCING:	<u>\$163,100</u>	<u>100%</u>

SCHEDULE A-11

I. Project Summary

Grant Recipient: Orange County Chamber of Commerce

Address/Project Location: 30 Scott's Corners Drive
Montgomery, NY 12549

County: Orange County

Contact: Carol Smith, Vice President
Government Initiatives and Special Projects

Telephone: (845) 457-9700

Fax: (845) 457-8799

E-Mail: carols@orangenyc.com

Contact: Cynthia Marsh-Croll

Telephone: (845) 457-9700

Fax: (845) 457-8799

E-Mail: cmc@rollproductivesynergy.com

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from September 1, 2011 through May 31, 2012

ESD Project Number: X418

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$ 72,200
Contractual	4,500
Consultants (training)	4,500
Project Expenses	<u>65,800</u>
TOTAL PROJECT COSTS:	<u>\$147,000</u>

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	70,450	48%
Organization In-kind Match	<u>3,050</u>	<u>2%</u>
TOTAL PROJECT FINANCING:	<u>\$147,000</u>	<u>100%</u>

SCHEDULE A-12

I. Project Summary

Grant Recipient: IBERO American Action League

Address/Project Location: The Greater South Buffalo Chamber of Commerce
2189 Seneca Street
Buffalo, NY 14210

County: Erie

Contact(s): Zoraida Martinez, Dir. of Development & Communications
Telephone: (585) 256-8900 ext 631
Fax: (585) 256-0120
E-Mail: zory@iaal.org

Telephone: Donna K. Scrivens, Program Director
(716) 824-9942
Fax: (716) 825-9174
E-Mail: dkscrivens@yahoo.com

Telephone: Maureen Pace, Coordinator
(716) 628-9525
Fax: (716) 826-1347
Email: pace191@yahoo.com

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X414

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$ 100,886
Contractual Services	12,100
Consultants (training)	2,000
Project Expenses	<u>32,014</u>
TOTAL PROJECT COSTS:	<u>\$147,000</u>

<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:	<u>\$147,000</u>	<u>100%</u>

SCHEDULE A-13

I. Project Summary

Grant Recipient: Local Development Corporation of East New York

Address/Project Location: 80 Jamaica Avenue 3rd floor
Brooklyn, NY 11207

County: Kings

Contact(s): Sherry Roberts, Executive Director
Telephone: (718) 385-6700 ext 11
Fax: (718) 385-7505
E-Mail: sdroberts100@aol.com

Telephone: Elisa Balabram, Director
(718) 385-6700 ext 24
Fax: (718) 385-7505
E-Mail: elisab@ldceny.org

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X417

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$108,985
Contractual Services	3,000
Project Expenses	27,890
Consultants (training)	<u>27,500</u>

TOTAL PROJECT COSTS: \$167,375

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	44%
Organization Cash Match	73,500	44%
Organization In-kind Match	<u>20,375</u>	<u>12%</u>

TOTAL PROJECT FINANCING: \$167,375 100%

SCHEDULE A-14

I. Project Summary

Grant Recipient: Project Enterprise

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

County: New York

Contact(s): Catherine Barnett
Telephone: (212) 678-6734 ext: 16
Fax: (212) 678-6737
E-Mail: catherineb@projectenterprise.org

Contact(s): Michelle Eames, Center Manager
Telephone: (212) 678-6734 ext: 19
Fax: (212) 678-6737
E-Mail: michellee@projectenterprise.org

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X419

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$134,278
Consultants (training)	10,500
Project Expenses	<u>22,588</u>
TOTAL PROJECT COSTS:	<u>\$167,366</u>

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	44%
Organization Cash Match	73,914	44%
Organization In-kind Match	<u>19,952</u>	<u>12%</u>
TOTAL PROJECT FINANCING:	<u>\$167,366</u>	<u>100%</u>

SCHEDULE A-15

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): Seth Bornstein, Executive Director
Telephone: (718) 263-0546
Fax: (718) 263-0595
E-Mail: sbornstein@queensny.org

Franklin Mora, EAP Director
Telephone: (718) 263-0546
Fax: (718) 263-0594
E-Mail: fmora@queensny.org

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X420

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$120,538
Project Expenses	16,462
Consultants (training)	4,000
Contractual Services	<u>6,000</u>
TOTAL PROJECT COSTS:	<u>\$147,000</u>

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	61,500	42%
Organization In-kind Match	<u>12,000</u>	<u>8%</u>
TOTAL PROJECT FINANCING:	<u>\$147,000</u>	<u>100%</u>

SCHEDULE A-16

I. Project Summary

Grant Recipient: Renaissance Economic Development Corporation

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

County: New York

Contact(s): Kevin Kong, Managing Director

Telephone: (212) 964-6022 ext 138

Fax: (212) 964-6003

E-Mail: kevin@renaissance-ny.org

Telephone: May Kuang, Technical Assistance & Outreach Coordinator

(212) 964-6022 ext 163

Fax: (212) 964-6003

E-Mail: may@renaissance-ny.org

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X421

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$ 107,778
Project Expenses	9,822
Consultants (training)	3,900
Loan Program	<u>30,000</u>

TOTAL PROJECT COSTS: \$151,500

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	49%
Organization Cash Match	<u>78,000</u>	<u>51%</u>

TOTAL PROJECT FINANCING: \$151,500 100%

SCHEDULE A-17

I. Project Summary

Grant Recipient: St. Nick's Alliance Corp

Address/Project Location: 2 Kingsland Avenue
Brooklyn, NY 11211

County: Kings

Contact(s): Michael Rochford, Executive Director
Telephone: (718) 388-5454
Fax: (718) 963-1905
E-Mail: mrochford@stnicksalliance.org

Telephone: Jose Leon, Director – EAP Manager
(718) 388-5454 ext: 161
Fax: (718) 486-5982
E-Mail: joseleon@stnicksalliance.org

Telephone: Ernie Spears, Small Business Development Manager
(718) 388-5454 ext: 162
Fax: (718) 486-5982
E-Mail: espears@stnicksalliance.org

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X422

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$114,250
Project Expenses	<u>33,500</u>
TOTAL PROJECT COSTS:	<u>\$147,750</u>

<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:	<u>\$147,750</u>	<u>100%</u>

SCHEDULE A-18

I. Project Summary

Grant Recipient: South Bronx Overall Economic Development Corporation

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

County: Bronx

Contact (s): Phillip Morrow, President
Telephone: (718) 292-3113
Fax: (718) 290-3115
E-Mail: pmorrow@sobro.org

Evonn Stapleton, EAP Director
Telephone: (718) 732-7534
Fax: (718) 292-6645
E-Mail: estapleton@sobro.org

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X423

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$ 70,107
Project Expenses	56,602
Contractual Services	14,891
Consultants	<u>5,400</u>

TOTAL PROJECT COSTS: \$147,000

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	47,516	32%
Organization In-kind Match	<u>25,984</u>	<u>18%</u>

TOTAL PROJECT FINANCING: \$147,000 100%

SCHEDULE A-19

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 Crooked Hill Road
Brentwood, NY 11717

County: Suffolk

Contact(s): Dr. Shaun L. McKay, President
Telephone: (631) 451-4736
Fax: (631) 451-4715
E-Mail: McKayS@Suffolk.edu

Telephone: Daphne Gordon, Project Administrator
(631) 851-6206
Fax: (631) 851-6222
E-Mail: gordond@sunysuffolk.edu

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from July 1, 2011 through June 30, 2012

ESD Project Number: X424

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$127,404
Project Expenses	<u>19,596</u>
TOTAL PROJECT COSTS:	<u>\$147,000</u>

<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:	<u>\$147,000</u>	<u>100%</u>

SCHEDULE A-20

I. Project Summary

Grant Recipient: Syracuse University
South Side Innovation Center

Address/Project Location: 2610 South Salina
Syracuse, NY 13224

County: Onondaga

Contact(s): Margaret Butler, Facilities Coordinator
Telephone: (315) 443-8631
Fax: (315) 443-8636
E-Mail: mmbutler@syr.edu

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

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X425

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$ 82,570
Consultant (training)	37,225
Project Expenses	<u>27,205</u>
TOTAL PROJECT COSTS:	<u>\$147,000</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>\$147,000</u>	<u>100%</u>

SCHEDULE A-21

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

Stephanie Miles, Program Coordinator

Telephone: (585) 325-6530 ext 3066

Fax: (585) 325-4864

E-Mail: smiles@ulr.org

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X426

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$85,900
Project Expenses	25,843
Consultant (training)	23,275
General and Management	16,708
Contractual Services	<u>1,188</u>

TOTAL PROJECT COSTS: \$152,914

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	48%
Organization Cash Match	36,750	24%
Organization In-kind Match	<u>42,664</u>	<u>28%</u>

TOTAL PROJECT FINANCING: \$152,914 100%

SCHEDULE A-22

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(s): Dennis C. Reeder, Executive Director
Telephone: (212) 795-1600
Fax: (212) 781-4051
E-Mail: WHIDC@aol.com

Telephone: Geiny Paulino, Business Counselor
(212) 795-1600
Fax: (212) 781-4051
E-Mail: gpaulinowhidc@aol.com

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X427

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$126,730
Consultants (training)	400
Contractual	3,000
Project Expenses	<u>17,100</u>
TOTAL PROJECT COSTS:	<u>\$147,230</u>

<u>Financing Sources</u>	<u>Amount</u>	<u>Percentage</u>
ESD-Grant	\$ 73,500	50%
Organization Cash Match	<u>73,730</u>	<u>50%</u>
TOTAL PROJECT FINANCING:	<u>\$147,230</u>	<u>100%</u>

SCHEDULE A-23

I. Project Summary

Grant Recipient: Women's Enterprise Development Center Inc.

Address/Project Location: 1113 Westchester Avenue
Suite N-220
White Plains, NY 10604

County: Westchester

Contact(s): Anne Janiak, Executive Director
Telephone: (914) 948-6098 ext. 12
Fax: (914) 470-2972
E-Mail: ajaniak@westchester.org

Telephone: Joy Rosenzweig, Associate Director
(914) 948-6098 ext. 11
Fax: (914) 470-2972
E-Mail: jrosenzweig@westchester.org

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X428

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>21,800</u>
TOTAL PROJECT COSTS:	<u>\$147,000</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>\$147,000</u>	<u>100%</u>

SCHEDULE A-24

I. Project Summary

Grant Recipient: Worker Ownership Resource Center (WORC)

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

County: Chemung

Contact (s): Zoraida Martinez
Dir. of Development & Communications

Telephone: (585) 256-8900 ext 631

Fax: (585) 256-0120

E-Mail: zory@iaal.org

Telephone: Donna K. Scrivens, Program Director
(607) 737-5212

Fax: (607) 398-7016

E-Mail: dkscrivens@yahoo.com

ESD Investment: A grant of up to \$73,500 to cover a portion of operating expenses from June 1, 2011 through May 31, 2012

ESD Project Number: X429

II. Project Costs and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Salaries/Fringe	\$ 97,056
Project Expenses	37,844
Consultants (training)	2,000
Contractual Services	<u>10,100</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%