

Economic Development, Department of

Mission

Together with Empire State Development, the New York State Department of Economic Development:

- Advises the Governor and Legislature on all major economic development issues and decisions;
- Develops and recommends State economic development strategies;
- Provides technical and financial assistance to businesses through a network of regional offices; and
- Coordinates the efforts of other State agencies, authorities and organizations, as well as local governments, on actions that affect the State's economy.

Organization and Staffing

The Department of Economic Development (DED) is governed by a Commissioner, appointed by the Executive. DED is comprised of the following divisions: Strategic Business, Environmental, Motion Picture and Television, Economic Incentives, Tourism, Minority and Women-Owned Business Development, High Technology, and Policy and Research.

Budget Highlights

The Executive Budget recommends \$88.4 million for the Department. This is a decrease of \$3.6 million from the FY 2019 budget, reflecting reduced spending from the non-recurrence of one-time FY 2019 Legislative adds.

The Executive Budget recommends a workforce of 153 FTEs for the Department to help support delivery of key Department programs such as Minority and Women-Owned Business Development.

Major budget actions include:

- Centers of Excellence Program: The budget includes \$9.596 million in new funding to continue support for the expanded Centers of Excellence Program. This is a decrease of \$2.3 million from last year due to the non-recurrence of one-time FY 2019 Legislative adds.
- New York State Innovation Hot Spots and New York State Incubators Program: The budget includes \$5 million in new funding to support expenses of the Innovation Hot Spots and Incubators Program. Designated Hot Spots and Incubators will serve as high technology innovation incubators, providing growth support funding for start-up companies.
- "I ♥ NY" Program: A \$2.5 million appropriation is recommended for "I ♥ NY" tourism advertising, the same level as last year
- Tourism Matching Grants: \$3.8 million is provided to assist local tourism promotion agencies, the same level as last year.
- MWBE 15-a Reauthorization: Reauthorizes and extends the provisions of law relating to participation by minority and women-owned business enterprises in state contracts and expands upon those provisions based upon the findings of the 2016 Disparity Study.

For more information on this agency's budget recommendations located in the Executive Budget Briefing Book, click on the following link:

Program Highlights

Marketing and Advertising

This program promotes New York State as a premier tourist destination and business location. Major activities include the "I ♥ NY" advertising campaign and local tourism matching grants administered through locally-based tourism promotion agencies representing the State's 62 counties. The Department of Economic Development also manages tourist information services at the Beekmantown and Binghamton Gateway Centers; develops the State's tourism master plan; targets information to consumers and the travel trade; participates in national and international trade shows; provides technical assistance to tour directors and creates publications for use by the Department and the other economic development agencies.

Business Assistance Programs

To improve the competitiveness of New York State companies, the Department of Economic Development

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provides assistance to businesses for productivity assessments; business-specific skills training for new and existing workers; and third-party technical assistance to develop strategies for expanding export markets.

Small Business Assistance

The Division for Small Business serves as an ombudsman for small businesses and also offers these enterprises training and technical assistance. In addition, the Department provides State and Federal procurement assistance to small businesses. The Division also operates the Clean Air Act Ombudsman Unit, which helps small businesses comply with these environmental regulations.

Minority and Women-Owned Business Development

The Division of Minority and Women-Owned Business Development was established to increase the participation of minority- and women-owned businesses in State procurement opportunities. The Division identifies and certifies minority- and women-owned business enterprises; publishes a directory of certified firms to market small businesses to public and private sector organizations; and provides technical assistance to minority- and women-owned businesses.

Policy and Research Division

This Division performs policy analysis and economic research; models the economic impacts of economic development projects; supports business development activities; monitors and intervenes in State regulatory activities affecting energy supply, telecommunications, transportation, environmental facilities, and commercial/industrial site and facility development; and coordinates the development and review of State economic development programs.

ALL FUNDS APPROPRIATIONS (dollars)

Category	Available FY 2019	Appropriations Recommended FY 2020	Change From FY 2019	Reappropriations Recommended FY 2020
State Operations	26,195,000	26,695,000	500,000	18,786,000
Aid To Localities	65,816,333	61,713,663	(4,102,670)	211,168,997
Total	92,011,333	88,408,663	(3,602,670)	229,954,997

ALL FUND TYPES PROJECTED LEVELS OF EMPLOYMENT BY PROGRAM FILLED ANNUAL SALARIED POSITIONS

Program	FY 2019 Estimated FTEs 03/31/19	FY 2020 Estimated FTEs 03/31/20	FTE Change
Administration			
General Fund	29	29	0
Clean Air			
Special Revenue Funds - Other	2	2	0
Economic Development			
General Fund	93	93	0
Marketing and Advertising Program			
General Fund	29	29	0
Total	153	153	0

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STATE OPERATIONS
ALL FUNDS FINANCIAL REQUIREMENTS BY FUND TYPE
APPROPRIATIONS
(dollars)

Fund Type	Available FY 2019	Recommended FY 2020	Change
General Fund	19,735,000	20,235,000	500,000
Special Revenue Funds - Federal	2,000,000	2,000,000	0
Special Revenue Funds - Other	4,460,000	4,460,000	0
Total	26,195,000	26,695,000	500,000

STATE OPERATIONS
ALL FUNDS FINANCIAL REQUIREMENTS BY PROGRAM
APPROPRIATIONS
(dollars)

Program	Available FY 2019	Recommended FY 2020	Change
Administration			
General Fund	3,207,000	3,707,000	500,000
Clean Air			
Special Revenue Funds - Other	387,000	387,000	0
Economic Development			
General Fund	11,691,000	11,691,000	0
Special Revenue Funds - Federal	2,000,000	2,000,000	0
Special Revenue Funds - Other	885,000	885,000	0
Marketing and Advertising Program			
General Fund	4,837,000	4,837,000	0
Special Revenue Funds - Other	3,188,000	3,188,000	0
Total	26,195,000	26,695,000	500,000

STATE OPERATIONS - GENERAL FUND
SUMMARY OF PERSONAL SERVICE APPROPRIATIONS AND CHANGES
FY 2020 RECOMMENDED
(dollars)

Program	Total		Personal Service Regular (Annual Salaried)	
	Amount	Change	Amount	Change
Administration	1,737,000	0	1,698,000	0
Economic Development	10,092,000	0	10,086,000	0
Marketing and Advertising Program	2,001,000	0	1,942,000	0
Total	13,830,000	0	13,726,000	0

Program	Temporary Service (Nonannual Salaried)		Holiday/Overtime Pay	
	Amount	Change	Amount	Change
Administration	0	0	39,000	0
Economic Development	0	0	6,000	0
Marketing and Advertising Program	7,000	0	52,000	0
Total	7,000	0	97,000	0

**STATE OPERATIONS - GENERAL FUND
SUMMARY OF NONPERSONAL SERVICE AND MAINTENANCE UNDISTRIBUTED
APPROPRIATIONS AND CHANGES
FY 2020 RECOMMENDED
(dollars)**

Program	Total		Supplies and Materials	
	Amount	Change	Amount	Change
Administration	1,970,000	500,000	64,000	0
Economic Development	1,599,000	0	176,000	0
Marketing and Advertising Program	2,836,000	0	665,000	0
Total	6,405,000	500,000	905,000	0

Program	Travel		Contractual Services	
	Amount	Change	Amount	Change
Administration	86,000	0	1,779,000	500,000
Economic Development	136,000	0	1,228,000	0
Marketing and Advertising Program	15,000	0	1,495,000	0
Total	237,000	0	4,502,000	500,000

Program	Equipment	
	Amount	Change
Administration	41,000	0
Economic Development	59,000	0
Marketing and Advertising Program	661,000	0
Total	761,000	0

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STATE OPERATIONS - OTHER THAN GENERAL FUND
SUMMARY OF APPROPRIATIONS AND CHANGES
FY 2020 RECOMMENDED
(dollars)

Program	Total		Personal Service	
	Amount	Change	Amount	Change
Clean Air	387,000	0	195,000	0
Economic Development	2,885,000	0	0	0
Marketing and Advertising Program	3,188,000	0	84,000	0
Total	6,460,000	0	279,000	0

Program	Nonpersonal Service	
	Amount	Change
Clean Air	192,000	0
Economic Development	2,885,000	0
Marketing and Advertising Program	3,104,000	0
Total	6,181,000	0

AID TO LOCALITIES
ALL FUNDS FINANCIAL REQUIREMENTS BY FUND TYPE
APPROPRIATIONS
(dollars)

Fund Type	Available FY 2019	Recommended FY 2020	Change
General Fund	57,816,333	49,713,663	(8,102,670)
Special Revenue Funds - Federal	8,000,000	12,000,000	4,000,000
Total	65,816,333	61,713,663	(4,102,670)

AID TO LOCALITIES
ALL FUNDS FINANCIAL REQUIREMENTS BY PROGRAM
APPROPRIATIONS
(dollars)

Program	Available FY 2019	Recommended FY 2020	Change
High Technology			
General Fund	43,108,333	39,722,663	(3,385,670)
Marketing and Advertising Program			
General Fund	12,895,000	8,178,000	(4,717,000)
Research Development Program			
General Fund	343,000	343,000	0
Training and Business Assistance Program			
General Fund	1,470,000	1,470,000	0
Special Revenue Funds - Federal	8,000,000	12,000,000	4,000,000
Total	65,816,333	61,713,663	(4,102,670)

Note: Most recent estimates as of 1/15/2019