



AGENDA
SCEDC ANNUAL/REGULAR BOARD MEETING

January 29, 2026
12:30 p.m.

I. PUBLIC COMMENT

Public comments can be emailed to SuffolkEDC@suffolkcountyny.gov or mailed to the Suffolk County Economic Development Corporation.

II. ANNUAL MEETING

- A. Election of Officers
- B. Committee Assignments
- C. Signatories on Corporation Accounts
- D. Corporation Counsel
- E. Bond Counsel
- F. Staff
- G. Review and Re-adoption of Corporation Policies
 - (a) Disposition of Property Guidelines
 - (b) Investment Policy
- H. Schedule of Meetings
- I. Other

III. NEW BUSINESS

- A. Request for a resolution authorizing funding to the Long Island Grants Academy in the amount of \$50,000.

IV. OLD BUSINESS

V. OTHER BUSINESS

Approval of Draft Minutes of December 11, 2025 , BOD Meeting

H. Lee Dennison Building, 100 Veterans Memorial Highway, P.O. Box 6100, Hauppauge, NY 11788
(631) 853-4803 | Fax: (631) 853-8351



Suffolk County Economic Development Corporation

2026 Slate of Officers

Chair	Sarah Lansdale
Vice Chair	Kevin Harvey
Treasurer	Josh Slaughter
Secretary	Cris Damianos



Suffolk County Economic Development Corporation

2026 Committee Assignments

Audit & Finance Committee:

Kevin Harvey, Chair

Sarah Lansdale

Sondra Cochran

Greg Casamento

Governance Committee:

Greg Casamento, Chair

Sarah Lansdale

Joshua Slaughter

Brian Beedenbender

Loan Committee:

Sarah Lansdale

Greg Casamento

Kevin Harvey

Cris Damianos



Suffolk County Economic Development Corporation

2026 Signatories on Corporations Accounts

Five signatories are authorized for Agency Accounts with two out of the five signatories being required on the accounts. The five signatories are the four officers and the CEO. The following should be authorized signatories for 2025.

Sarah Lansdale

Kevin Harvey

Josh Slaughter

Cris Damianos

K. Kelly Murphy



Suffolk County Economic Development Corporation
2026 Corporate Counsel

RESOLVED, to continue to retain William Wexler, ESQ. as Corporation Counsel for the Suffolk County Economic Development Corporation for 2025, at a rate of \$ 472.44/hr.



Suffolk County Economic Development Corporation

2026 Bond/Transaction Counsel

RESOLVED, to re-designate the following law firms as the Suffolk County Economic Development Corporation's Bond and Transaction Counsels for 2025. Applicants may select a different Bond/Transaction Counsel of their choice, provided that the Bond/Transaction Counsel selected is qualified and acceptable to the Suffolk County Economic Development Corporation:

- Barclay Damon LLP
- Harris Beach Murtha
- Katten Muchin Rosenman LLP
- Nixon Peabody LLP



Suffolk County Economic Development Corporation

2026 Agency Staff

RESOLVED, to continue to retain K. Kelly Murphy as Executive Director/CEO for the Suffolk County Economic Development Corporation for 2026, at a rate of \$146.89 /hr.

RESOLVED, to retain Peter Ganley Administrative Director for the Suffolk County Economic Development Corporation for 2026, at a rate of \$105.86 /hr.

Rates are based on current SCIDA salary and commensurate with rates subject to any adjustment and shall be applied nunc pro tunc.



Suffolk County Economic Development Corporation
2025 Schedule of Regular Board Meetings*

THURSDAY, JANUARY 29- 12:30 P.M.

THURSDAY, APRIL 23, 2026 - 12:30 P.M.

THURSDAY, MAY 29, 2025 – 12:30 P.M.

THURSDAY, JULY 23, 2026 – 12:30 P.M.

THURSDAY, OCTOBER 22, 2026 - 12:30 P.M.

THURSDAY, DECEMBER 10, 2026 - 10:30 A.M.

*Dates and location subject to change.

H. Lee Dennison Building, 100 Veterans Memorial Highway, P.O. Box 6100, Hauppauge, NY
11788 (631) 853-4802 | Fax: (631) 853-8351

SUFFOLK COUNTY ECONOMIC DEVELOPMENT CORPORATION
DISPOSITION OF PROPERTY GUIDELINES
ADOPTED PURSUANT TO SECTION 2896 OF THE PUBLIC AUTHORITIES LAW

The Suffolk County Economic Development Corporation (the "Corporation") is required by Section 2896 of the Public Authorities Law to adopt comprehensive guidelines regarding the use, awarding, monitoring and reporting of contracts for the Disposal of property. In compliance with the Public Authorities Law and in the spirit of maintaining the highest standards of conduct, ethics, transparency and accountability, the Agency will Dispose of Property (as such terms are defined below) in accordance with the provisions of this Property Disposition Policy ("Policy").

SECTION 1. DEFINITIONS

A. "Contracting Officer" shall mean the Chief Executive Officer of the Corporation who shall be responsible for the disposition of Property pursuant to this Policy.

B. "Dispose" or "Disposal" shall mean transfer of title or any other beneficial interest in personal or real Property in accordance with section 2897 of the Public Authorities Law.

C. "Property" shall mean (i) personal property in excess of five thousand dollars (\$5,000) in value, and (ii) real property, and (iii) any inchoate or other interest in such property, to the extent that such interest may be conveyed to another person for any purpose, excluding an interest securing a loan or other financial obligation of another party.

SECTION 2. DUTIES

A. The Corporation shall:

(i) maintain adequate inventory controls and accountability systems for all Property owned by the Corporation and under its control;

(ii) periodically inventory such Property to determine which Property shall be Disposed of;

(iii) produce a written report of such Property in accordance with subsection B herein; and

(iv) transfer or Dispose of such Property as promptly and practicably as possible in accordance with Section 3 below.

B. The Corporation shall

(i) publish, not less frequently than annually, a report listing all real Property owned in fee title by the Corporation. Such report shall consist of a list and full description of all real and personal Property Disposed of during such period. The report shall contain the price received by the Corporation and the name of the purchaser for all such Property sold by the Corporation during such period; and

(ii) shall deliver copies of such report to the Comptroller of the State of New York, the Director of the Budget of State of New York, the Commissioner of the New York State Office of General Services, and the New York State Legislature and the New York State Authorities Budget Office.

SECTION 3. TRANSFER OR DISPOSITION OF PROPERTY

A. Supervision and Direction. Except as otherwise provided herein, the duly appointed Contracting Officer shall have supervision and direction over the disposition and sale of Property of the Corporation. The Corporation shall have the right to Dispose of its Property for any valid corporate purpose.

B. Custody and Control. The custody and control of Corporation Property, pending its disposition, and the Disposal of such Property, shall be performed by the Corporation or by the Commissioner of General Services when so authorized under this section.

C. Method of Disposition. Unless otherwise permitted, the Corporation shall Dispose of Property for not less than its fair market value by sale, exchange, or transfer, for cash, credit, or other property, with or without warranty, and upon such other terms and conditions as the Corporation and/or Contracting Officer deems proper. The Corporation may execute such documents for the transfer of title or other interest in Property and take such other action as it deems necessary or proper to Dispose of such Property under the provisions of this section. Provided, however, no disposition of real Property, any interest in real Property, shall be made unless an appraisal of the value of such Property has been made by an independent appraiser and included in the record of the transaction and provided further, that no disposition of any other Property, which because of its unique nature or the unique circumstances of the proposed transaction is not readily valued by reference to an active market for similar Property, shall be made without a similar appraisal.

D. Sales by the Commissioner of General Services (the "Commissioner"). When the Corporation shall have deemed that transfer of Property by the Commissioner will be advantageous to the State of New York, the Corporation may enter into an agreement with the Commissioner pursuant to which the Commissioner may Dispose of Property of the Corporation under terms and conditions agreed to by the Corporation and the Commissioner. In disposing of any such Property, the Commissioner shall be bound by the terms hereof and references to the Contracting Officer shall be deemed to refer to such Commissioner.

E. Validity of Deed, Bill of Sale, Lease, or Other Instrument. A deed, bill of sale, lease, or other instrument executed by or on behalf of the Corporation, purporting to transfer title or any other interest in Property of the Corporation in accordance herewith shall be conclusive

evidence of compliance with the provisions of these guidelines and all applicable law insofar as concerns title or other interest of any bona fide grantee or transferee who has given valuable consideration for such title or other interest and has not received actual or constructive notice of lack of such compliance prior to the closing.

F. Advertising for Bids; Disposal by Negotiation; 90 Day Notice, Below FMV Disposition.

(i) Publicly Advertise For Bids. Except as permitted by all applicable law, all Disposals or contracts for Disposal of Property made or authorized by the Agency shall be made after publicly advertising for bids except as provided in subsection (ii) of this Section F.

(a) Whenever public advertising for bids is required under this subsection (i) of this Section F:

(1) the advertisement for bids shall be made at such time prior to the Disposal or contract, through such methods, and on such terms and conditions as shall permit full and free competition consistent with the value and nature of the Property proposed for disposition;

(2) all bids shall be publicly disclosed at the time and place stated in the advertisement; and

(3) the award shall be made with reasonable promptness by notice to the responsible bidder whose bid, conforming to the invitation for bids, will be most advantageous to the Corporation, price and other factors considered; provided, that all bids may be rejected at the Corporation's discretion.

(ii) Exemption from Publicly Advertising for Bids. Disposals and contracts for Disposal of Property may be negotiated or made by public auction without regard to subsection (i) of this Section F but subject to obtaining such competition as is feasible under the circumstances, if:

(a) the personal Property involved has qualities separate from the utilitarian purpose of such Property, such as artistic quality, antiquity, historical significance, rarity, or other quality of similar effect, that would tend to increase its value, or if the personal Property is to be sold in such quantity that, if it were Disposed of under subsection (i) of this Section F, would adversely affect the state or local market for such Property, and the estimated fair market value of such Property and other satisfactory terms of Disposal can be obtained by negotiation;

(b) the fair market value of the Property does not exceed fifteen thousand dollars;

(c) bid prices after advertising therefore are not reasonable, either as to all or some part of the Property, or have not been independently arrived at in open competition;

(d) the Disposal will be to the state or any political subdivision, and the estimated fair market value of the Property and other satisfactory terms of Disposal are obtained by negotiation;

(e) under those circumstances permitted for a below FMV disposition contained in subsection (iv)(a)(1),(2) or (3) below; or

(f) such action is otherwise authorized by law.

(iii) 90 Day Notice.

(a) An explanatory statement shall be prepared of the circumstances of each Disposal by negotiation of:

(1) any personal Property which has an estimated fair market value in excess of fifteen thousand dollars;

(2) any real Property that has an estimated fair market value in excess of one hundred thousand dollars, except that any real Property Disposed of by lease or exchange shall only be subject to clauses (3) through (4) of this subparagraph;

(3) any real Property Disposed of by lease, if the estimated annual rent over the term of the lease is in excess of \$15,000; or

(4) any real Property or real and related personal Property Disposed of by exchange, regardless of value, or any Property any part of the consideration for which is real Property.

(b) Each such statement shall be transmitted to the New York State Comptroller, the New York State Director of the Budget, the New York State Commissioner of General Services and the New York State Legislature not less than ninety (90) days in advance of such disposal, and a copy thereof shall be preserved in the files of the Corporation making such disposal.

(iv) Below FMV. Disposal of Property for less than Fair Market Value ("FMV").

(a) No assets owned, leased or otherwise in the control of the Corporation may be sold, leased, or otherwise alienated for less than its FMV except if:

(1) Transferee is a government or public entity and terms of transfer require ownership and use to remain with the government or public entity; or

(2) Purpose of transfer is within purpose, mission or statute of the Corporation; or

(3) Written notification to Governor, Speaker, and Temporary President. Such notification is subject to denial. Denial by Governor is in the form of a certification. Denial by legislature is in the form of a resolution. Denial must be made within 60 days of receiving notification during January through June. Provided there is no denial, then the Corporation may effectuate a transfer. If legislature receives the notification in July through December, then legislature may take 60 days from January 1 of the following year. However, the Corporation may obtain local approval from the chief executive and legislature of Suffolk County in lieu of the notification to the Governor, Speaker and Temporary President, provided that the Corporation's enabling legislation provides for such approval and the Property was obtained by the Corporation from Suffolk County.

(b) If below FMV transfer is proposed, the following information is required to be provided to the Corporation's board and the public:

- (1) Description of Asset;
- (2) Appraisal of the FMV of the asset;
- (3) Description of purpose of transfer, the kind and amount of the benefit to the public resulting from the transfer such as jobs and wages created or preserved;
- (4) Value received compared to FMV;
- (5) Names of private parties to the transaction and value received;
- (6) Names of private parties that have made an offer, the value of offer, and purpose for which the asset would have been used.

(c) Board must make a written determination that there is no reasonable alternative to the proposed below-market transfer that would achieve the same purpose of such transfer.

SECTION 3. GENERAL PROVISIONS

A. The Guidelines are subject to modification and amendment at the discretion of the Corporation board and shall be filed annually with the NYS Comptroller on or before the 31st of March. At the time of filing these guidelines with the NYS Comptroller, the Corporation shall

post such guidelines on the Corporation's internet website, which shall be maintained on such website until the guidelines for the following year are posted.

Suffolk County Economic Development Corporation

Investment Policy

This Investment Policy of the Suffolk Economic Development Corporation (the "Corporation") shall apply to all operating funds, bond proceeds and other funds and all investment transactions involving operating funds, bond proceeds and other funds accounted for in the financial statements of the Corporation. Each investment made pursuant to this Investment Policy must be authorized by applicable law and this written Investment Policy. This Investment Policy is intended to comply with the Not-for-Profit Corporations Law, the Public Authorities Law, and any other applicable laws of New York State.

Delegation of Authority

The responsibility for conducting investment transactions involving the Corporation resides with the Chief Financial Officer of the Corporation under the direction and oversight of the Treasurer of the Agency. Only the Chief Financial Officer and those authorized by resolution or the Agency's By-laws may invest public funds.

All contracts or agreements with outside persons investing public funds, advising on the investment of public funds, directing the deposit of public funds or acting in a fiduciary capacity for the Corporation, shall require the outside person to notify the Corporation in writing, within thirty (30) days of receipt of all communication from its auditor of the outside person or any regulatory authority, of the existence of material weakness in the internal control structure of the outside person or regulatory orders or sanctions regarding the type of services being provided to the Corporation by the outside person.

The records of investment transactions made by or on behalf of the Corporation are public records and are the property of the Corporation whether in the custody of the Corporation or in the custody of a fiduciary or other third party.

The Chief Financial Officer of the Corporation under the direction and oversight of the Treasurer shall establish a written system of internal controls and investment practices. The controls shall be designed to prevent losses of public funds, to document those officers and employees of the Corporation responsible for elements of the investment process and to address the capability of investment management. The controls shall provide for receipt and review of the audited financial statements and related reports on internal control structure of all outside persons performing any of the following for the Corporation:

- (i) investing public funds of the Corporation;
- (ii) advising on the investment of public funds of the Corporation;
- (iii) directing the deposit or investment of public funds of the Corporation; or
- (iv) acting in a fiduciary capacity for the Corporation.

A bank, savings and loan association or credit union providing only depository services shall not be required to provide an audited financial statement and related report on its internal control structure.

Objectives

The primary objectives, in order of priority, of all investment activities involving the financial assets of the Corporation shall be the following:

- (i) Safety: Safety and preservation of principal in the overall portfolio is the foremost investment objective;
- (ii) Liquidity: Maintaining the necessary liquidity to match expected liabilities and expenses is the second investment objective;
- (iii) Return: Obtaining a reasonable return is a third investment objective

Operative Policy

The Corporation shall conduct its investment activities involving all operating funds, bond proceeds and other funds and all investment transactions involving operating funds, bond proceeds and other funds accounted for in the financial statements of the Corporation in a manner that complies with the Not-For-Profit Corporations Law and the Public Authorities Law of New York State.

Prior to making an investment of any operating funds, bond proceeds and other funds of the Corporation, other than those associated with a bank, savings and loan association or credit union involving a depository relationship only, the Corporation shall obtain at least three (3) bids and award the contract to the most responsible bidder whose bid most closely meets the objectives of this Investment Policy.

The Chief Financial Officer, the Treasurer and all officers and employees of the Corporation involved in the investment process shall refrain from personal business activity that could conflict with the proper execution of the investment program, or which could impair their ability to make impartial investment decisions. Nothing contained within this Policy however, shall prohibit the Chief Financial Officer, the Treasurer, or any other officer or member of the Board, or employee of the Corporation from obtaining interests in mutual funds which may include within its investment portfolio, bonds, debentures, notes or other evidence of indebtedness of the Corporation; provided however, that the Corporation's bonds, debentures, notes or other evidence of indebtedness may not make up more than ten percent (10%) of the mutual fund's total portfolio and the Chief Financial Officer, the Treasurer, other officers or Board Members, or employees may not exercise any discretion with respect to the investments made by the mutual fund company.

The Chief Financial Officer shall submit to the Board an investment report that summarizes recent market conditions and investment strategies employed since the last investment report. The report shall set out the current portfolio in terms of maturity, rates of return and other features and summarize all investment transactions that have occurred during the reporting period and compare the investment results with budgetary expectations, if any.

This Investment Policy shall be reviewed and approved annually.



**DRAFT Minutes
EDC Regular Meeting
December 11, 2025**

Present: Sarah Lansdale, Chair
Kevin Harvey, Vice Chair
Cris Damianos, Sceretary
Greg Casamento
Brian Beedenbender

Excused Absence: Josh Slaughter
Sondra Cochran

Also Present: K. Kelly Murphy, Executive Director/CEO
Willian Wexler, Esq. Agency Counsel

Ms. Sarah Lansdale, Chair presiding over the Meeting today indicated that the documents for this meeting can be accessed and are posted to the EDC's website at <https://www.suffolkecd.org/resources/> under the Board Meetings tab.

The Regular Meeting of the Suffolk County Economic Development Corporation held in Media Room #184 located on the lower level of the H. Lee Dennison Building, 100 Veterans Memorial Highway, Hauppauge, NY11788was called to order at 12:30 p.m. by Ms. Sarah Lansdale, Chair of the EDC.

ROLL CALL

This is the December 11, 2025, Regular Board Meeting of the Suffolk County Economic Development Corporation and for the record, we do have a quorum present. Members of the public may attend the meeting.

PUBLIC COMMENT

Ms. Lansdale asked if there were any public comments and Ms. Murphy indicated no comments were received.

NEW BUSINESS – None

OTHER BUSINESS

Sarah Lansdale: Moving on to a Long Island Arts Alliance presentation by Lauren Wagner. So, in a nutshell, Lauren, as I understand it, Long Island, and in particular Suffolk County, is not receiving its fair share of funding from New York State arts, entities, like New York State Council on the Arts.

Lauren Wagner: That's correct.

SL: And your proposal is to, your request is for 50,000 in funding, as I understand it, to provide a grants academy for Suffolk County arts organizations to put them in a better position to receive New York State grant funding, is that correct?

LW: Yes, arts organizations and individual artists.

SL: Okay, great. The floor is yours.

Good morning. My name is Lauren Wagner. I am the Executive Director of Long Island Arts Alliance. I really appreciate the opportunity to come down this morning and talk about something that is already a major economic driver in Suffolk County, and how together we can dramatically increase its return to the region. I want to just start off really quickly with the simple truth. Suffolk County has one of the fastest growing creative economies in the state yet to receive some of the lowest levels of safe investment, which means Suffolk is losing out on millions of dollars each and every year that should be circulating right here in the economy. So, in 2023, Long Island Arts Alliance led our region's participation in a national economic impact study, so we could finally quantify what has long been known, anecdotally, that Long Island's arts and culture sector is valuable.

What the study measured was what arts and cultural organizations, spend a year, and then what audiences spend in the community when they attend events. So that's things like shopping and retail, dining and parking and transportation, things like that. When you add those together, the study found that the nonprofit arts and culture sector on Long Island generates over \$330 million each year. So, across Long Island, I've identified 494 nonprofit organizations that have some sort of cultural arts component in there, and 65% of those 494 are here inside. So, to put the numbers back to Suffolk-specific numbers, roughly 214 million of that \$333 million is generated here in Suffolk County. The same study estimates that the arts and culture activity supports 4,905 jobs.

And then the 65% of that would be 3,188 jobs here in Suffolk County. And I'm not talking about artists and performers that are on stage, I'm talking about the jobs that exist because arts activity brings people into local businesses. So these are restaurant staff, hotel workers, stagehands, the boat keepers, graphic designers, printers, drivers name it. These are all a very broad mix of jobs that touches many of the sectors that you all support. The study also estimates that arts and culture activity on Long Island generates over \$234 million in personal income to residents. So that's \$152 million in Suffolk County. That's wages that are paid each year to Suffolk residents because of the arts and cultures activity. So this is money that people used to cover their rent and mortgages, groceries, childcare, transportation. You name it. And then finally, the activity generates tax revenues. So, Suffolk County Arts and cultural organizations generate \$12.3 million in local tax revenue, \$8.1 million in state revenue, and over \$32 million in federal revenue, and that's all tied to nonprofit arts and culture work. There's one other key point here that I want to point out. Over the last decade, employment in Long Island's arts and culture sector has grown 21.6%, so that's more than 5 times the overall job growth rate of 4.1 in our region. Even as our under 65 population has slightly declined. The number of independent artists and creative workers has nearly doubled.

So there you go. When we talk about the arts in Suffolk County, we're not talking about a luxury or an extra. These numbers are reflecting something everyone really already knows, that the arts create the kinds of places where people want to live, they want to work, and they want to spend time.

So, right now, you're probably thinking, like, okay, if the art's so great, why is this woman here telling me all these things? It's a fair question, and the answer is that even with all of this economic strength, Suffolk is receiving some of the lowest levels of state investment in New York. And that gap is costing us real dollars, real jobs, and real opportunities. Long Island makes up roughly 15% of the state's population, and when you look at the state's primary arts funding agency, the New York State Council on the Arts. Long Island receives only about 2.5 to 3% of the statewide grant dollars, and this is year after year after year after year. Similarly, the Red Sea, programs, arts-related projects on Long Island received only about 3.1% of our region's entire allocation, and a significant portion of that went to a single large capital project.

So we have a sector that is growing faster than the regional economy, a sector that is supporting thousands of jobs and millions of dollars in tax revenue, but are receiving a very small, embarrassingly small share of state investment compared to our size and contribution.

The chronic underinvestment reduces the economic potential of one of Long Island's fastest-growing sectors and limits opportunities for residents, artists, schools, and community organizations. And here's the unfortunate reality. I had this conversation a million times with local organizations.

They genuinely believe state grants are not winnable for them. Not because their work isn't strong, not because, you know, they don't believe in themselves, but because the system itself creates real barriers. Many don't apply because eligibility rules are confusing, the application language is intimidating, and there's no one to help them interpret what the state is actually asking for. Smaller organizations, you know, serving underprivileged communities on Long Island, you know, they don't have the capacity, they don't have grant staff. Individual artists are automatically ineligible unless they can find a non-profit fiscal sponsor willing to take on the liability. So, that's where the funding gap starts. Fewer applications are going in from our region, so fewer are coming back, and the underfunding gets worse. I have had conversations with the executive director of the New York State Council of the Arts.

She has plainly told me, flat out, Long Island is leaving money on the table. So, that lit a fire underneath.

So this past year, in 2025, in preparation for 2026 grants, I said, what if I try to fix the system that's leading to this underfunding? So, with no dedicated program funding or staff, I tested a small pilot focused on one of the state programs that provides \$10,000 grants to artists.

We stepped in, I met with every single interested applicant individually, I understood their project ideas, goals, readiness. We reviewed their proposals together. I was very honest. If they weren't ready, I told them so, I directed them to other places. And ultimately, we've submitted 14 applications, and 9 of those applications were funded.

I just want to give you a quick, direct comparison. Last year, only 4 artists across the entire island received this \$10,000 grant. So that was less than 1% of the total. This year, 19 artists from Long Island were funded, and 9 of those were directly supported through this pilot.

Still only 3.1%, it's not enough, but it is a five-fold increase in outcomes for our region. All nine awarded artists are from Suffolk County, all 9 awarded artists were first-time applicants to state funding.

We definitively know that when applicants get the right support, they win.

So, that's what this Long Island Grants Academy is supposed to be. In short, the Academy trains, supports, sponsors, and ensures compliance for Suffolk applicants. Then it tracks exactly how much funding comes back into our communities. So, with the \$50,000 investment from Suffolk County, we will launch a year one pilot that creates permanent structure.

And I have all of the activities in the Grant Academy are in the proposal, but, we'll provide group workshops and virtual grant clinics, one-on-one technical assistance.

LIA's fiscal sponsorship capacities, we can apply up to 50, applications, deliver full project management, develop and maintain a grants toolkit with, you know, things that will live on, templates, budget guides, all

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that kind of stuff. And in year one, we expect to support 15 to 20 Summit-based organizations and independent artists applying on their own.

And then up to 50 Suffolk-based artists and projects applying through the fiscal sponsorship.

This level of activity could realistically, and this is very conservative, bring back on the order of \$200,000 to \$500,000.

And because the Academy is building reusable tools, templates, and systems, and helping applicants gain skills they will use year after year, this return grows over time. The cost per successful application goes down, and the total amount of funding coming back to Suffolk goes up. So this is not, a one-off grant.

You all, Suffolk County, consistently invest in strategies that strengthen small businesses, expand tourism, and retain talent, and the arts are truly one of the most powerful and undervalued engines that are already contributing to your goals.

The data shows it clearly. Suffolk's creative economy, it's large, it's fast-growing, and it's deeply tied to local economic vitality. So this is a moment where a relatively modest county investment can correct long-standing funding disparities and drive measurable economic return.

The infrastructure is ready, the demand is high, and we've already proven that the model works. What we need now is a partnership that allows us to scale it. So, Suffolk has the chance to be seen statewide as the region that decided to stop accepting underinvestment as a given. Thank you so much for your time and consideration, and I'm happy to answer any questions that you may have. Questions from the board. I guess I have one question. So, if we fund the project.

Then, for next year, then at the end of the year, we'll get some sort of report? Yes, that's correct. So, the Grants Academy is, sort of structured around the grants calendar, so it's got a sort of a quick jumping-off point. There's a bit of urgency on it, because the NISPA grants, that was mostly what I'm talking about in this proposal, the guidelines come out in typically late April or early May to the deadline of late June, early July, so that's really when a lot of that work is happening. The decisions are, announced the middle of November. So, at the end of the year, you would receive, you know, all of the stats, all of the, you know, participants and everything. It'll be not just who applied, but actually the money that's received. Yeah, we just got the notifications, I think 3 weeks ago, and this year's numbers were also bad. Okay.

Cris: How long has this, alliance been in existence, or is this being created now?

LW: No, we were founded, in 2003 by Regent Roger Tillis.

CD: Okay.

CD: Nassau County, do they participate for their side, if you want to call out the, of the property line?

LW: So we served, we're a regional organization, so we serve both Suffolk and Nassau counties in all of our programming, but this direct, you know, this proposal is for Suffolk County organizations and Suffolk County artists. The opportunity is being presented to Nassau to fund, you know, their own version of this, but in no way will any dollar that's given to the Alliance for this program, you know, be directed towards Nassau County, artists and organizations.

CD: And besides the money that, comes from us and maybe Nassau and New York State, are there any other funding sources coming into the Alliance?

LW: Yeah, so we're funded, we're an arts service organization, we don't have, like, flashy programs that people don't come sit in our seats and watch great shows. We support the organizations that have that. So we have an interesting sort of structure where we don't have very many, like, forward-facing donors,

we do have a membership program, which is comprised of about 127 arts and cultural organizations from across the island, as well as hundreds of artists. But we do apply for grants, we get state funding. Unfortunately, we don't, get county funding yet, but I'm confident that we will soon. And then private donors, and then, you know, private foundations and things like that. So, all that funding goes into our operations, and our operations are based in these types of technical assistance programs.

Greg Casamento: I guess the only other question I have for Kelly is, we have the funds in the budget for this, right? We are evaluating that, we believe so. At this point, we do. Okay.

Kelly Murphy: It would be funded in 2026.

Brian Beedenbender: Just one quick question. So, the 15% to 3% cap, can you put dollars to that?

LW: We're 15% of the population, but we're getting 3% of the funding for this sort of stuff.

BB: What does that mean in dollars?

LW: So, 2.8%, which was the allocation for 2025, was \$2.5 million. And then so it's 400 and something million dollars.

BB: Okay Thank you.

SL: Any other questions?

LW: And unfortunately, sorry not to jump in, but, while we grew the artists category, as I said, the other category or support for organizations actually went down, so it's less money this year.

Kevin Harvey: Just one question. If we approve this, would we be your largest funding stream for Suffolk County?

LW: Yes, for Suffolk County? That's correct.

SL: What is your overall, operational budget? \$123,000 a year.

LW: It's just me. I'm the only employee at the moment, but we contract out, so the program is, is, you know, designed to bring in people who are professional grant writers and, you know, consultants and things like that.

SL: Do you have a plan for looking for other funding sources, so that, you know, this is not a continuous request?

LW: Yes, yes, definitely. I think because of the urgency, because if we don't do something now, the next cycle is going to come up on us very quickly. This is a smaller version of, I think, what this could be, and I think, you know, doing this test pilot, being able to get those numbers and say, here's the percentages, here's the growth. There are definitely other opportunities for funding outside of, of, you know, county funding.

Most certainly, even if we go after other grants. But it'll be good to have a solid year under our belt of doing this program, because my pilot was really just sort of off the cuff.

SL: So, Kelly, for today, this was just a presentation.

KM: That's correct.

SL: You're still evaluating the budget for EDC to see if this could fit for 2026, correct?

KM: Yes, we believe it fits the budget, however we are working on a program for providing grants administration and reporting. There are a few questions regarding the budget with the Wyandanch Tech Center so we would have to evaluate both of those, components. I suggest that we revisit it at the next meeting.

MINUTES

The minutes of the October 23rd 2025 Board of Directors Meeting was presented.

After further discussion and:

Upon a motion by Brian Beedenbender, seconded by Greg Casamento, it was:

RESOLVED, to approve the Minutes of the October 23,2025 meeting of the Board of Directors,

Unanimously carried 5/0.

The Meeting adjourned at 12;36 pm.



DECEMBER 8, 2025

LONG ISLAND GRANTS ACADEMY

YEAR 1 PILOT PROPOSAL

LONG ISLAND ARTS ALLIANCE
SUBMITTED TO: SUFFOLK COUNTY ECONOMIC DEVELOPMENT CORPORATION

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LONG ISLAND GRANTS ACADEMY

Year 1 Pilot Proposal

Submitted to: Suffolk County Economic Development Corporation

Submitted by: Long Island Arts Alliance (LIAA)

Funding Request: \$50,000

EXECUTIVE SUMMARY

Long Island's arts and cultural sector is a core driver of regional vitality. Nonprofit arts and culture organizations generate more than \$330 million in annual economic activity and support nearly 5,000 local jobs. This activity strengthens downtowns, helps small businesses thrive, supports tourism, and improves the quality of life across the Island.

Despite this strong impact, Long Island receives a dramatically disproportionate share of statewide arts funding:

- Nearly 14.8% of New York's population, but only about 3–3.5% of FY2026 New York State Council on the Arts (NYSCA) competitive grant dollars
- Only 2.8% of NYSCA's FY2025 funded portfolio
- Just 0.7% of New York's National Endowment for the Arts (NEA) dollars
- Only 3.1% of Long Island's Regional Economic Development Council (REDC) awards support arts and culture projects

This chronic underinvestment reduces the economic potential of one of Long Island's fastest-growing sectors and limits opportunities for residents, artists, schools, and community organizations.

The **Long Island Grants Academy**, designed and led by Long Island Arts Alliance (LIAA), is a strategic response to this persistent funding gap. The Academy will build a clear and reliable pipeline of grant-ready organizations and artists who are better equipped to compete for:

- NYSCA Support for Artists (fixed \$10,000 awards)
- NYSCA Support for Sponsored Organizations (\$10,000–\$49,500 awards)
- REDC / CFA grants that support arts, tourism, placemaking, and community vitality
- State-funded cross-sector programs where creative programming is encouraged or required

A **\$50,000 investment from Suffolk County** will catalyze the Year 1 Pilot, creating the region's first coordinated, scalable infrastructure for state grant readiness. The goal is simple: to increase the number and quality of applications from Long Island so that the region receives a more proportional share of state investment.

STRATEGIC VISION AND MISSION

Strategic Vision

The Long Island Grants Academy envisions a Long Island where creative talent and strong programming are matched by equitable access to state funding. In this vision, artists, cultural organizations, schools, and community-based programs have the tools, guidance, and eligibility they need to secure public support for work that strengthens the economy and improves community well-being.

The Academy is designed to end the self-reinforcing cycle in which:

- Fewer Long Island applications lead to fewer awards, which
- Reduces confidence that funding is achievable, which
- Depresses application volume further, and keeps the region underfunded.

Instead, the Academy builds a pipeline of applicants who are informed, supported, and competitive year after year.

Mission Statement

To increase Long Island's share of state investment by providing coordinated training, technical assistance, fiscal sponsorship, and partnership development that empower artists, community cultural groups, and nonprofits to apply for and win state grants.

Year 1 Goals and Objectives

The Year 1 Pilot is intentionally scoped as a focused, foundational phase that will:

1. Establish a regional infrastructure for grant readiness training and one-on-one coaching, delivered by experienced grant specialists.
2. Improve the competitiveness of Long Island applicants for NYSCA and REDC / CFA funding.
3. Expand access to state funding through LIAA's fiscal sponsorship program for artists, emerging organizations, and community-based projects.
4. Strengthen cross-sector pathways between arts providers and state-funded systems such as youth development, mental health, aging services, and education.
5. Collect baseline data to evaluate impact and guide Year 2 scaling and long-term sustainability.

ORGANIZATIONAL PROFILE: LONG ISLAND ARTS ALLIANCE

Who We Are

Long Island Arts Alliance (LIAA) is the region's only independent, non-competitive arts service organization dedicated to strengthening the cultural ecosystem across Nassau and Suffolk Counties. LIAA is not a presenter and does not operate a venue. It does not compete with local arts organizations for programmatic operating grants. Instead, it serves as a neutral backbone organization focused on capacity-building, coordination, research, and advocacy. LIAA is a registered 501(c)(3) nonprofit organization.

LIAA's funding model blends public and private sector support, including foundation and government grants, institutional and individual contributions, and a small portion of revenue from membership dues. As a service organization, our programming is primarily provided at no cost to ensure equitable access across the region. This structure drives high participation and measurable sector-wide benefit, but also means that undertaking urgent new work like the Grants Academy requires project-specific investment so we do not redirect core operating dollars away from critical ongoing services.

Core Roles

- **Regional Service Hub**
Provides professional development, technical assistance, and shared tools that help organizations and artists build skills and capacity.
- **Fiscal Sponsor**
Serves as a neutral fiscal sponsor for individual artists and unincorporated groups that lack 501(c)(3) status, allowing them to access state and philanthropic grants that would otherwise be out of reach.
- **Convener**
Brings together arts leaders, educators, government partners, philanthropy, and cross-sector organizations to address regional challenges and opportunities.
- **Data and Research Leader**
Produces regional studies and analysis that inform policy, funding priorities, and economic development strategies.

LIAA maintains one of the widest and most diverse cultural networks on Long Island, including more than 150 cultural organizations, hundreds of artists, school districts and arts educators, colleges and universities, and philanthropic partners. Its neutrality and service orientation make it a trusted resource across the region.

Why LIAA Is Uniquely Qualified to Lead the Grants Academy

Under NYSCA guidelines, most individual cultural organizations may sponsor **only one** applicant per cycle per program category. As the region's designated arts service organization, LIAA is uniquely authorized to sponsor **up to 50 NYSCA applications per cycle across both:**

- Support for Artists
- Support for Sponsored Organizations

This makes LIAA the primary access point for:

- Independent artists and teaching artists
- Emerging arts groups and collectives
- Community-based cultural programs
- Arts initiatives within larger non-arts entities

that are ready to pursue state funding, but are ineligible without a fiscal sponsor.

In addition, LIAA benefits from a strong Board and governance structure that includes regional business leaders, arts executives, educators, and civic representatives. This leadership ensures fiscal accountability, compliance, and long-term organizational stability.

Proof of Concept

In the most recent NYSCA cycle, and without dedicated program funding or staff, LIAA piloted an informal version of this concept. Within its existing capacity, LIAA:

- Sponsored 14 first-time NYSCA Support for Artists applicants.
- Secured awards for 9 of these artists, totaling \$90,000.
- Helped increase the number of funded Long Island artists from 4 to 19 in a single cycle.

This rapid pilot effort demonstrated both the demand for support and the effectiveness of a coordinated regional approach. The Grants Academy formalizes and scales that model.

PROGRAM OVERVIEW: LONG ISLAND GRANTS ACADEMY

The Long Island Grants Academy is designed as a practical and time-sensitive intervention that aligns with state funding timelines. Competitive NYSCA and REDC / CFA opportunities are typically released in late spring, with deadlines landing in late June and mid-July. The Academy therefore concentrates the bulk of its training and technical assistance in that period, supported by year-round planning and evaluation.

A core principle of the Academy is that it **teaches skills rather than writing grants on behalf of applicants**. The goal is to build lasting capacity so that organizations and artists can continue to succeed in future cycles.

Core Program Components

1. Grant Training and Skill Development

A flexible series of workshops and instructional sessions, delivered by contracted specialists with direct experience in NYSCA and REDC / CFA, will cover topics such as:

- Understanding NYSCA Support for Artists and Support for Sponsored Organizations
- Budgeting, allowable costs, and basic compliance
- REDC / CFA project framing and alignment with regional priorities
- Outcomes, community impact, and evaluation frameworks

Sessions will be scheduled to support the peak spring and early summer application window. All sessions will be recorded and added to the Academy's resource library so that participants can review them on their own schedule.

2. Technical Assistance and Coaching

To complement group training, the Academy will provide targeted technical assistance:

- *Virtual Grant Clinics*
Regular drop-in sessions where applicants can ask questions, troubleshoot specific challenges, and clarify guidelines in real time.
- *One-on-One Consultations for Independent Applicants*
Up to 20 individual consultations for organizations or artists applying directly, not through fiscal sponsorship. These sessions will focus on narrative clarity, budget structure, and alignment with funder priorities. Readiness criteria will ensure that time is directed toward applicants with viable, active proposals and a clear path to submission.

3. Fiscal Sponsorship Access and Sponsored Applicant Support

LIAA's fiscal sponsorship program is central to expanding Long Island's eligibility for NYSCA funding. In Year 1, the Academy will:

- Manage a streamlined intake process for sponsored applicants.
- Host two informational sessions that explain NYSCA requirements, responsibilities, and readiness benchmarks for sponsored projects.
- Provide direct one-on-one guidance from LIAA staff to fiscally sponsored applicants, including project feasibility review, budget guidance, and compliance support.
- Oversee application submission, grant agreements, fund disbursement, and basic post-award reporting for sponsored projects.

Because LIAA serves as the applicant of record for sponsored proposals, staff must closely guide these projects to ensure they are feasible, compliant, and competitive. Contracted experts may contribute technical input, but LIAA will retain primary responsibility for sponsored projects, including risk management and administrative oversight.

The goal is to support **up to 50 fiscally sponsored applications across the Support for Artists and Support for Sponsored Organizations categories**, a scale only possible under LIAA's NYSCA authorization.

4. Toolkit and Resource Library

The Grants Toolkit extends the Academy's reach far beyond live workshops. It will include:

- Budget templates and sample allowable cost structures
- Narrative outlines and prompts
- Application checklists for NYSCA and REDC / CFA
- Work sample preparation guidelines
- Partnership and memorandum of understanding templates
- Recorded workshops and short instructional modules

This library will allow applicants to self-navigate many parts of the process and will reduce repetitive questions for staff and consultants.

5. Cross-Sector Engagement (Internal Year 1 Focus)

Many state-funded programs in youth development, mental health, aging services, and community health now require or incentivize creative programming. Agencies often do not know what cultural resources exist on Long Island or how to identify appropriate partners.

Year 1 of the Academy will focus on internal infrastructure-building, including:

- Mapping state-funded programs that require or encourage creative components.
- Identifying possible alignments between those programs and Long Island's arts ecosystem.

This sets the stage for Year 2 and beyond, when LIAA can help connect local cultural providers with agencies that need creative programming, keeping more state-funded work in the region.

NEEDS ASSESSMENT

Findings from LIAA's Arts & Economic Prosperity 6 (AEP6) study and the *Sustaining Long Island's Creative Spark* report show that Long Island's arts and culture sector is expanding faster than the regional economy:

- More than \$330 million in annual economic activity
- 4,905 local jobs, with arts and culture employment growing 21.6% over ten years compared with 4.1% overall job growth
- A 17.7% increase in the resident artist population

At the same time, Long Island receives only:

- About 3–3.5% of NYSCA grants in the most recent competitive cycle
- Roughly 3% of arts-related REDC / CFA awards
- An even lower share when multi-year and legacy grants are removed

This gap is not a reflection of weak programming or limited talent. It stems from structural and capacity barriers, including:

- Confusion about eligibility and guidelines
- Intimidation around grant language and requirements
- Lack of mentorship and technical guidance
- Ineligibility due to lack of 501(c)(3) status
- Limited administrative capacity within small and mid-sized organizations

Without a coordinated regional support system, many of the organizations and artists who could be competitive never apply.

The Grants Academy is designed to fill this gap by providing sustained, region-wide access to training, technical assistance, fiscal sponsorship, and shared tools.

IMPLEMENTATION PLAN: YEAR 1 PILOT

The Grants Academy will operate as a structured, time-sensitive program aligned with the state funding cycle, supported by year-round coordination and evaluation. LIAA will lead project management, communication, fiscal sponsorship, and reporting. Contracted experts will deliver specialized training and technical assistance.

Stage 1:

Launch & Intake (January–March)

Goals: Build awareness, confirm participants, and prepare applicants for the compressed spring–summer window.

Actions:

1. Outreach and communications to Suffolk organizations and artists
2. Fiscal sponsorship inquiry and readiness review
3. Consultant contracting and calendar release
4. Grants Toolkit build-out and participant onboarding

Stage 2:

Training, Application Support & Award Notifications (April–mid-November)

Goals: Deliver high-impact training and targeted technical assistance during the critical state application period.

Actions:

1. Peak grant readiness workshops and virtual grant clinics
2. Up to 20 one-on-one consultations for independent applicants
3. Full intake, guidance, and submission support for sponsored projects
4. Real-time updates to tools as funders issue guidelines
5. Ongoing applicant communication as awards are announced through the fall

Stage 3:

Evaluation, Reporting & Year-2 Preparation (mid-November–December)

Goals: Evaluate impact, refine program design, and prepare for scale and sustainability.

Actions:

1. Track and analyze state award outcomes and applicant progress
2. Produce Suffolk County final report
3. Internal review of Year-1 lessons and updated capacity needs
4. Strengthen cross-sector alignment and prepare 2026 intake structure

EQUITY AND RISK MANAGEMENT

Equity and Reach:

The Academy will be intentionally structured to:

- Prioritize first-time applicants
- Support under-resourced organizations and independent artists
- Provide accessible virtual options for those unable to travel

Risk Management and Quality Assurance

- Responsibilities are clearly divided between LIAA (project management, fiscal sponsorship, compliance) and contracted experts (technical delivery).
- The Academy does not provide full grant writing. Instead, it builds skills and provides structured guidance, which helps prevent overextension and protects sustainability.
- Standardized templates, checklists, and tools reduce repetitive consultant work and minimize technical errors in applications.
- Readiness criteria for one-on-one consultations ensure that limited consulting hours are directed to applicants with realistic prospects of success.
- Evaluation metrics and participant feedback will inform continuous improvement.

FINANCIAL PLAN AND BUDGET OVERVIEW

Total Request: \$50,000

PROGRAM ADMINISTRATION & FISCAL SPONSORSHIP — \$15,000

- Eligibility review and project feasibility screening for sponsored Suffolk applicants
- Assistance in shaping budgets and narrative materials to meet state requirements
- Preparation and submission of compliant grant applications on behalf of sponsored applicants
- Administration of state contracts and disbursement of awarded funds
- Completion of all required reporting and audit-ready financial documentation
- Fiscal sponsorship agreements and contract execution

TRAINING & TECHNICAL SERVICES — \$23,500

Workshops — \$9,500

3 intensive grant readiness workshops (live + recorded)

- Led by subject experts in NYSCA/REDC requirements
- Materials, templates & access support included

Virtual Grant Clinics — \$6,000

- 6–8 hosted drop-in support sessions
- Troubleshooting on eligibility, budgets, narratives
- Suffolk participation tracking

One-on-One Consultations — \$8,000

- Up to 20 independent Suffolk applicants receiving direct application coaching
- Narrative and budget review focusing on competitiveness and compliance

GRANTS TOOLKIT & RESOURCE LIBRARY — \$5,000

- Sample narrative prompts
- Budget templates & allowable cost guides
- Recorded and edited micro-lessons and how-to modules
- Checklists for pre-submission compliance
- Partnership & MOU templates
- A graphic designer to create a consistent brand for all materials

TECHNOLOGY & DELIVERY SYSTEMS — \$3,500

- Secure file transfer + cloud document management
- Grants database software & Suffolk-specific tracking

- Virtual meeting platform licenses
- Accessibility needs (captions, language access if needed)

EVALUATION, COUNTY REPORTING & COMMUNICATIONS — \$3,000

- Quarterly Suffolk County outcomes reporting
- Final impact snapshot documenting – number of applications submitted, awards secured + \$ values, demographics & geography of participants, and Post-cycle survey data and analysis.

LIAA Deliverables:

To ensure accountability and transparency, LIAA will submit quarterly reimbursement invoices tied directly to deliverables, including:

- Marketing and outreach efforts
- Workshops and virtual grant clinics delivered
- One-on-one consultations completed
- Sponsored applications administered
- Toolkit resources developed
- Participant metrics and grant submission totals
- Progress updates on program operations and outcomes

Because this is a reimbursement-based contract, an initial advance of 25–30% would allow LIAA to launch activities immediately without diverting core operating dollars. The urgency of the NYSCA and REDC funding cycle makes early mobilization critical and ensures Suffolk County’s investment can directly increase competitiveness in the very next grant cycle.

EXPECTED OUTCOMES AND RETURN ON INVESTMENT

Why We Know This Will Work:

LIAA is confident in the success of the Academy because the model is already proven in practice. In the most recent NYSCA cycle, and **without dedicated program funding**, LIAA sponsored 14 first-time Support for Artists applications — **9 of which were awarded**, bringing **\$90,000** in new state funding to Long Island. This pilot demonstrated:

- Strong unmet demand for support (we could not take on all applications that were requested; we also did not move forward with any fiscal sponsorships for organizations, which have a much higher dollar amount)
- LIAA's existing ability to provide guidance and compliance oversight
- Clear gains in competitiveness when applicants are trained and mentored

This proposal requests resources to **scale a model we are already executing successfully**, enabling higher volume, stronger oversight, and a permanent regional structure.

1. Increased Application Volume

Year 1 will focus on building a realistic but ambitious pipeline of applicants:

- **15–20 independent organizational applicants** receiving targeted support
- **Up to 50 fiscally sponsored applications** across Support for Artists and Support for Sponsored Organizations
- At least **20 first-time applicants** are entering the state funding pipeline through workshops, clinics, or fiscal sponsorship

2. Improved Application Quality

As a direct result of expert instruction, LIAA editing and guidance for sponsored projects, and standardized templates, applicants will benefit from:

- Stronger narratives and more accurate budgets
- Fewer disqualifying technical errors
- Projects that are better aligned with state funding priorities
- Clearer evaluation plans and community outcomes

This will position Long Island applicants to compete more effectively statewide.

3. Expanded Access for Underserved Groups

The Academy will expand participation from:

- Independent artists and teaching artists

- Small and mid-sized nonprofits that lack dedicated development staff
- Emerging groups and collaborations that require fiscal sponsorship
- Communities that have historically been underrepresented in public grant cycles

4. Strengthened Cross-Sector Foundation

While Year 1 does not yet launch public-facing cross-sector programming, the Academy will:

- Produce an internal map of state programs that require creative components
- Begin building a network of potential agency partners and cultural providers

This foundation will support future collaborations that keep state-funded creative work in the region.

5. Establishment of Permanent Regional Infrastructure

By building a reusable Toolkit, calendar, intake processes, and administrative workflows, Year 1 will establish a permanent infrastructure that can be repeated and refined each year. Over time, delivery becomes more efficient, while impact continues to grow.

Projected Return on Investment

Using NYSCA's typical award ranges:

- Support for Artists awards are fixed at **\$10,000** per project.
- Support for Sponsored Organizations awards typically range from **\$10,000 to \$49,500**.

If only a portion of participants receive funding in Year 1:

- If **10–15** artists and organizations receive awards, this could return approximately **\$200,000 to \$500,000** in new state funding to Long Island.
- Successful REDC / CFA applications could substantially increase total returns, since those awards often exceed \$50,000 and can reach \$250,000 or more.

Because the Academy is designed to increase application volume, improve quality, and build skills over time, the return on investment is not limited to a single cycle. Each year, more applicants will enter the process better prepared, and the region's competitiveness will continue to grow.

CONCLUSION

The Long Island Grants Academy offers Suffolk County a targeted, high-impact opportunity to:

- Correct a long-standing inequity in state arts funding
- Equip dozens of local artists and organizations to compete successfully for public support
- Multiply County dollars by unlocking significant new state and federal investment
- Strengthen the nonprofit arts sector that contributes to economic growth, tourism, education, and community well-being across Long Island

With a modest **\$50,000 investment**, Suffolk County can help launch a permanent regional infrastructure that supports economic development while ensuring that Long Island's artists and cultural organizations have a fair chance to access the state resources that help them thrive.

Revenue		
Grant Income	2026 Projected	2025 Final
Government Grants	\$ 65,000.00	\$ 35,000.00
Foundation Grants	\$ 85,000.00	\$ 47,000.00
Corporate Grants	\$ 30,000.00	\$ 3,779.00
Subtotal Grant Income	\$ 180,000.00	\$ 85,779.00
Membership Income		
Organizational Memberships	\$ 8,500.00	\$ 7,805.00
Education Memberships	\$ 5,000.00	\$ 2,500.00
Individual Memberships	\$ 1,500.00	\$ 1,395.00
Corporate Memberships	\$ 5,000.00	\$ 2,200.00
Subtotal Membership Income	\$ 20,000.00	\$ 13,900.00
Donations	\$ 32,000.00	\$ 24,600.00
Sponsorships	\$ 5,000.00	\$ 4,650.00
Program Service Revenue	\$ 4,000.00	\$ 3,949.20
Panel Fee/Presentations	\$ 1,000.00	\$ 650.00
Contracts	\$ -	\$ -
In-Kind	\$ 10,000.00	\$ 7,000.00
Other/Misc	\$ 200.00	\$ -
Total Revenue	\$ 252,200.00	\$ 140,528.20

Expenses					
	Program Services	General Operations	Fundraising	2026 Projected	2025 Final
Salaries and Wages	\$ 64,999.00	\$ 40,700.00	\$ 4,300.00	\$ 109,999.00	\$ 79,999.00
Payroll Services	\$ -	\$ 2,500.00	\$ -	\$ 2,500.00	\$ 2,110.00
Payroll Taxes	\$ -	\$ 8,600.00	\$ -	\$ 8,600.00	\$ 6,120.00
Fringe Benefits	\$ -	\$ 1,500.00	\$ -	\$ 1,500.00	\$ 2,648.00
Accounting Services	\$ -	\$ 5,000.00	\$ -	\$ 5,000.00	\$ 4,080.00
Supplies	\$ 2,200.00	\$ 1,000.00	\$ 300.00	\$ 3,500.00	\$ 3,400.00
Equipment	\$ -	\$ 400.00	\$ -	\$ 400.00	\$ 61.00
Company Dues and Subscriptions	\$ -	\$ 850.00	\$ -	\$ 850.00	\$ 832.00
Software Expenses	\$ 4,300.00	\$ 3,000.00	\$ 1,500.00	\$ 8,800.00	\$ 8,553.00
Postage & Shipping	\$ 100.00	\$ 200.00	\$ -	\$ 300.00	\$ 318.00
Facilities & Storage	\$ -	\$ 1,275.00	\$ -	\$ 1,275.00	\$ 1,272.00
Materials/Giveaways	\$ 1,500.00	\$ 200.00	\$ -	\$ 1,700.00	\$ 1,755.00
Communications & Marketing	\$ 1,500.00	\$ 1,000.00	\$ -	\$ 2,500.00	\$ 2,132.00
Speaker/Artist Fees	\$ 300.00	\$ -	\$ -	\$ 300.00	\$ 1,000.00
Catering	\$ 6,500.00	\$ 200.00	\$ -	\$ 6,700.00	\$ 6,536.00
Printing	\$ 3,000.00	\$ -	\$ -	\$ 3,000.00	\$ 2,864.00
Meetings / Convenings / Conferences	\$ 600.00	\$ 200.00	\$ -	\$ 800.00	\$ 600.00
Volunteer/Staff Support	\$ 2,000.00	\$ 500.00	\$ -	\$ 2,500.00	\$ 1,500.00
Travel / Transportation / Lodging	\$ 2,500.00	\$ 1,000.00	\$ -	\$ 3,500.00	\$ 3,800.00
Venue Rental	\$ 7,000.00	\$ -	\$ -	\$ 7,000.00	\$ 7,966.00
Contracted Services	\$ 500.00	\$ -	\$ -	\$ 500.00	\$ 500.00
Award Stipends/Scholarships	\$ 5,000.00	\$ -	\$ -	\$ 5,000.00	\$ 5,000.00
Misc - Merchant & Bank Fees	\$ 250.00	\$ 500.00	\$ -	\$ 750.00	\$ 783.00
Creative Pathways Program	\$ 25,000.00			\$ 25,000.00	\$ -
LI Grants Academy	\$ 50,000.00			\$ 50,000.00	\$ -
Total Expenses	\$ 177,249.00	\$ 68,625.00	\$ 6,100.00	\$ 251,974.00	\$ 143,829.00

NOTES: Government Grant Income includes \$50,000 pending proposal with Suffolk County (Grants Academy); Corporate Grant income includes \$25,000 pending grant from National Grid (Creative Pathways); Foundation Grants include Includes: ARTS REACH: \$5k, NYCBF: \$28k, LICF: \$30k, UBS Arena Foundation (ongoing beneficiary) \$15k low end