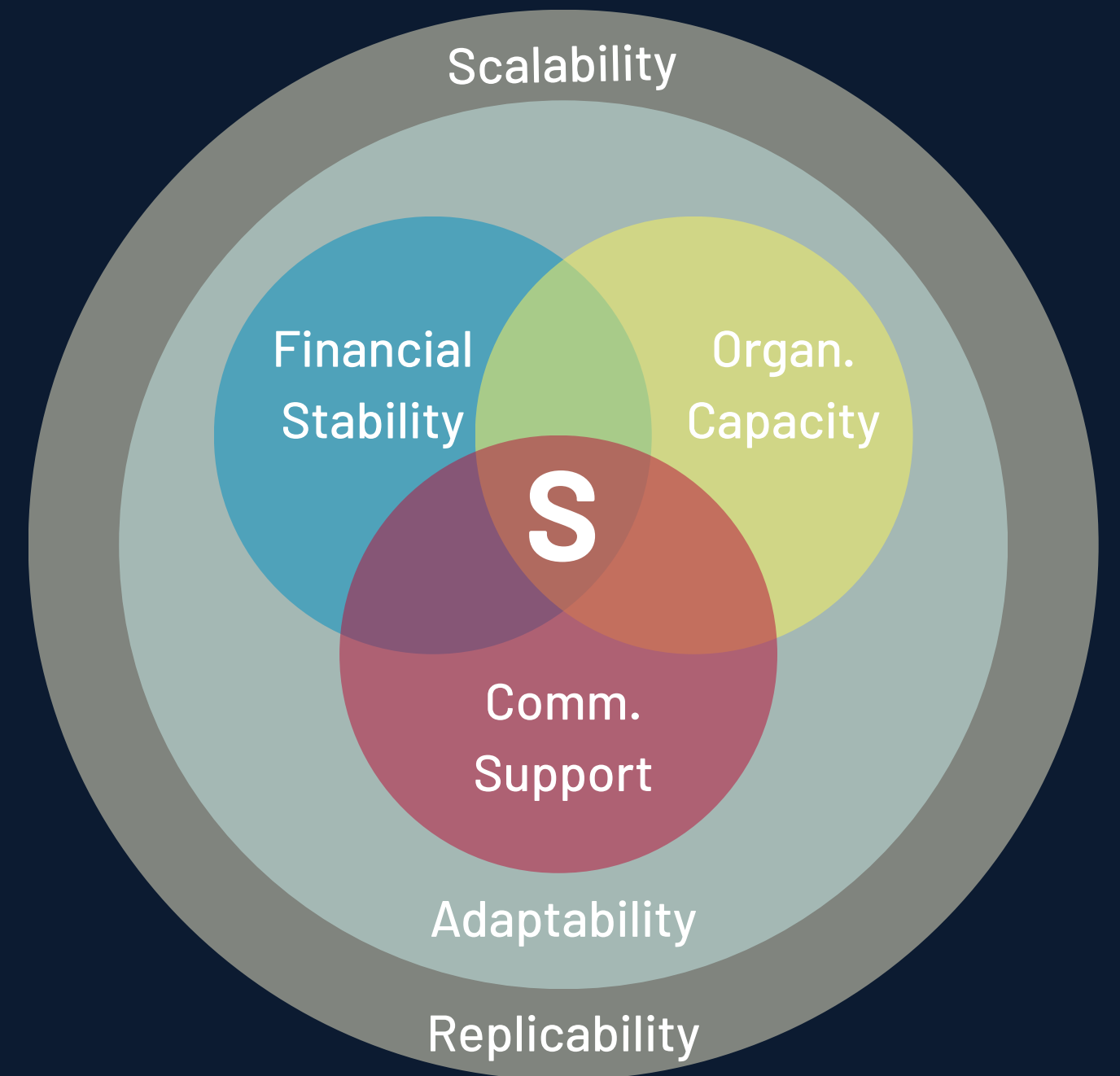


# ARC Area Development Q&A: Project Sustainability



**SOUTHERN TIER 8**

R E G I O N A L B O A R D

# Project Development Q&A



**ARC Program  
Overview**



**Partnerships**



**Budgeting**



**Performance  
Measures**



**Project  
Sustainability**



**SOUTHERN TIER 8**  
R E G I O N A L B O A R D

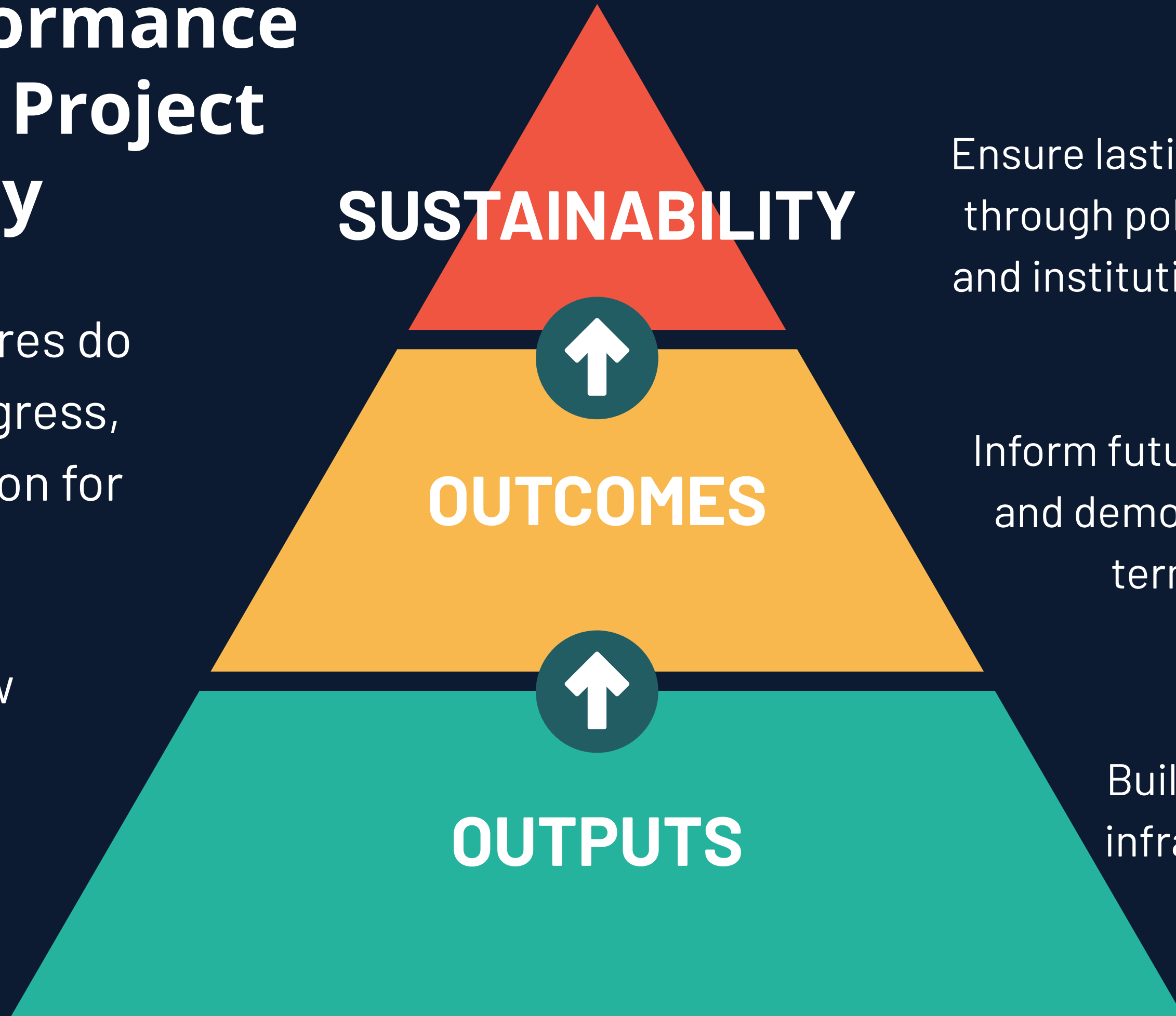
# Why is Sustainability Important?

- Project sustainability should be built into the project design at the beginning of the planning process.
- Active commitment to ongoing, long-term success.
- Key goals of an effective sustainability plan:
  - Prioritize lasting impact
  - Ensure continued benefits beyond the grant period
  - Demonstrate responsible stewardship of funding
- Key Project Sustainability questions:
  - Is there a commitment to supporting the project in the long-term?
  - How will outcomes be maintained in the long-term?
  - Where will the project be housed in the long-term?

# Linking Performance Measures to Project Sustainability

Performance measures do more than track progress, they lay the foundation for lasting impact.

Linking the two show that you are thinking about long-term accountability and impact.



**SUSTAINABILITY**

Ensure lasting integration through policy, planning, and institutional adoption

**OUTCOMES**

Inform future investment and demonstrate long-term value

**OUTPUTS**

Build foundational infrastructure and capacity



# Project Sustainability

Sustaining a project over the long term requires a strong foundation that maintains momentum, sustains resources, and ensures lasting impact.

- Financial Stability
- Organizational Capacity
- Community Support

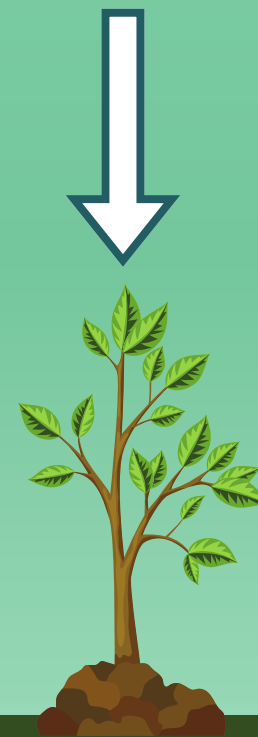
**Idea**  
Strategic/  
Comprehensive  
Planning



**Foundation**  
Establish Partners  
Align supporting  
data



**Initiation**  
ARC GRANT  
Match Commitment



**Implementation**

Performance  
Measures/Tracking



**Sustainability**

Financial Stability  
Organizational Capacity  
Community Support



# Financial Stability

Ensuring diverse and reliable funding sources allows the project to continue delivering impact beyond the initial grant period.

Examples:

- Ongoing, diversified funding
- Long-term financial planning (revenues, grants, cost-sharing)
- Operations/maintenance





# Operational Capacity

Building systems, staffing, expertise and leadership enables the project sponsor to sustain and grow the project over time.

Examples:

- Continuity, clear structure and roles
- Expertise, skilled staff and partners
- Performance through systems for ongoing tracking





# Community Support

Engaging stakeholders and earning community buy-in for long-term relevance, advocacy, and local ownership of the project.

Examples:

- Stakeholder engagement and transparency
- Demonstrated success and benefits
- Adaptability to address evolving needs
- Commitment to long-term use





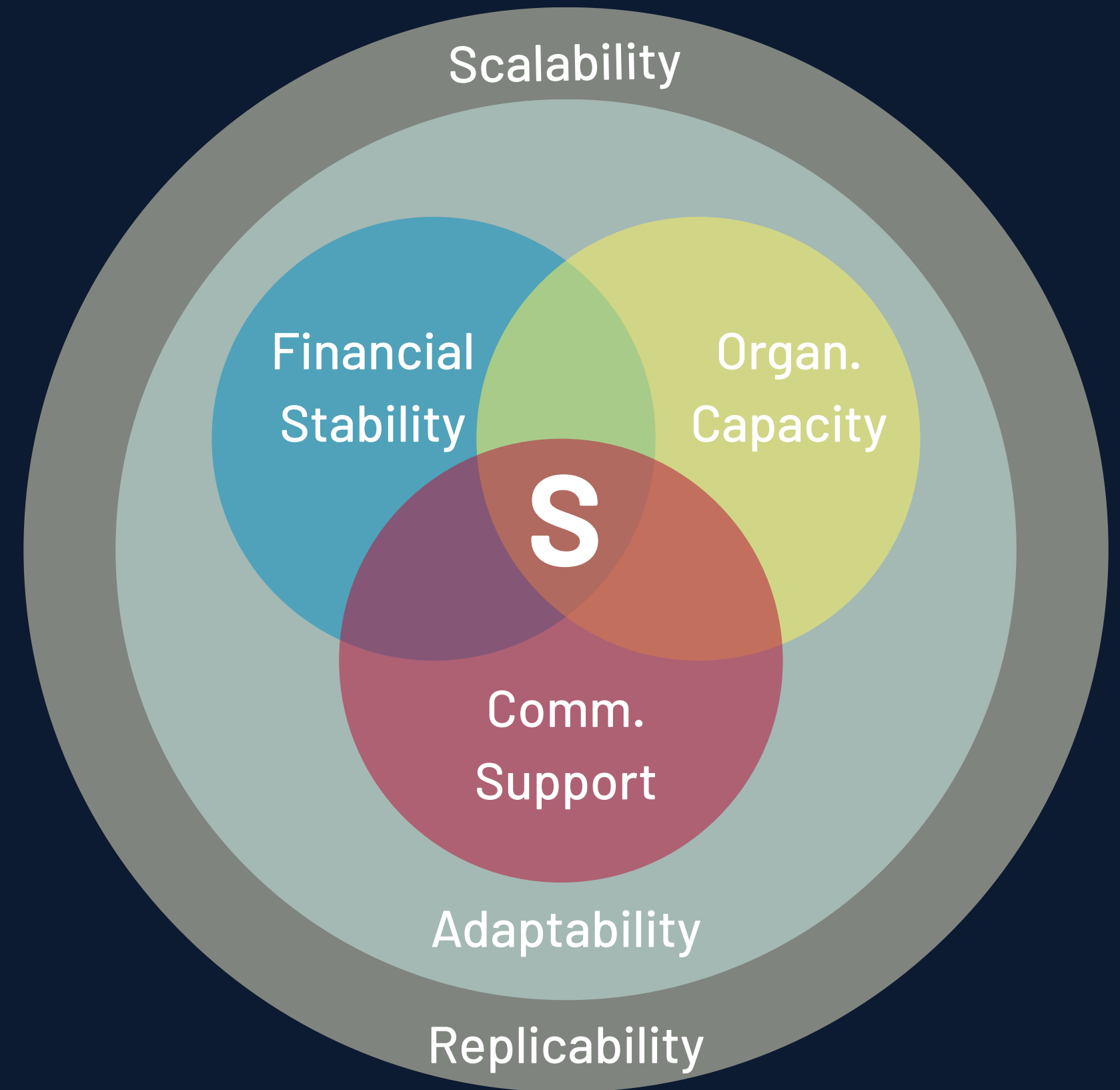
# Broader Impact

## Adaptability

Flexibility to adapt is essential to project sustainability by strengthens financial stability, organizational capacity, and community support by enabling the project to respond to changing needs, resources, and conditions over time.

## Scalability and Replicability

Scalability and replicability enhance sustainability by ensuring the project can grow or be adapted to other contexts, maximizing impact across different communities, funding streams, and organizational structures. When a project is designed to scale, it strengthens financial, organizational, and community sustainability components.



# Paths to Sustainability

## Organizational Strategies

- Institutionalization of practices
- Staff training and knowledge transfer
- Leadership buy-in and alignment with goals
- Integrating project costs into operational budgets

## Partnerships and Collaboration

- Formalized partnerships (MOUs, coalitions)
- Shared service models
- Cross-sector collaborations
- Community-driven stewardship

## Policy and Systems Integration

- Adoption of supportive local or state policies
- Integration into long-range plans
- Alignment with public funding priorities
- Inclusion in formal service delivery systems

## Financial Strategies

- Diversified funding streams (public/private)
- Cost-sharing or in-kind contributions
- Revenue generation (only after grant period)
- Committed donations
- Leveraged private investment

# Paths to Sustainability

## Monitoring and Evaluation

- Ongoing data and performance tracking
- Use evaluation findings to refine strategies
- Reporting outcomes for accountability
- Using data to advocate for continued investment

## Stakeholder Engagement

- Community organization establishment
- Engagement of community leaders
- Capacity-building for local stakeholders
- Feedback mechanisms for ongoing support

## Tools and Resources

- Toolkits, manuals, process documentation
- Technology systems for long-term functionality
- Open-source or shared knowledge repositories

## **TIPS**

- **Focus on quality/effectiveness over quantity.**
- **Better to choose a few logical, realistic, and easily documented sustainability measures than many that lack practicality or clear methods.**
- **Make sure financial and organizational capacity are addressed.**

**Project  
Highlight:  
DCMO  
BOCES**





# Project Highlight: DCMO BOCES

## 3 Part Program

## Purpose

## Sustainability Plan

### Career Destinations

Connect students to local careers and jobs through Work-based Coordinator

**COST SHARE WITH PARTNERS:** Beyond the pilot year use the same financial model that funds other programming to encourage schools to collaborate to reduce cost.

### Turning Businesses into Classrooms

Incentivizes employers to develop and implement a training and on-boarding plan and paid internships.

**PRIVATE INVESTMENT:** Program requires employer to commit same paid internship opportunity on the following year. Use the success story from this program to encourage other employers to participate

### Closing the Gap

Chambers of Commerce offset the cost of staff for business mentor recruitment program.

**VOLUNTEER:** Chambers of Commerce committed mentor recruitment through business sponsorships and volunteer in kind contributions. DCMO BOCES will integrate into offerings to students.

**Project Highlight:**

# **Southern Tier Tech Hub**

**New Energy New York Collaborative  
Partnership**



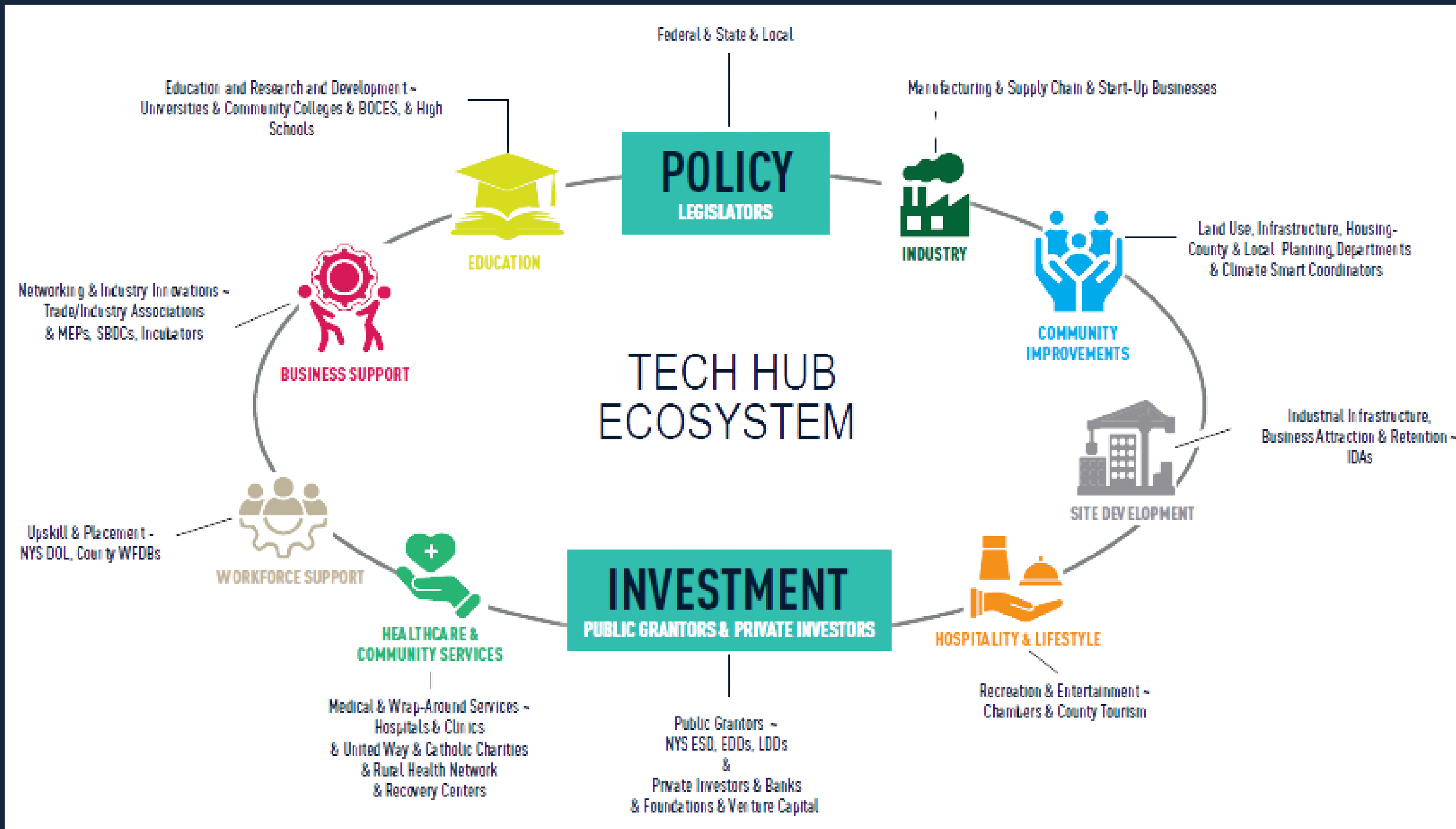
## **Purpose**

Build a battery manufacturing ecosystem in the Southern Tier of New York by supporting innovation in and growth of energy storage start-ups through technical assistance and training programs, workforce development through experiential training, support of entrepreneurs, and training and recruitment of storage supply chain companies.

## **Multi-Mechanism Model**

Program designed to build institutional and regional capacity, foster cross-sector collaboration, and drive systems-level change in battery innovation. By aligning with national policy, embracing continuous improvement, and designing for scalability, NENY ensures its impact can evolve, expand, and endure beyond the initial investment.

# Key Sustainability Mechanisms



**Systems Change** → Designed to create lasting shifts in how battery innovation is developed, supported, and deployed.

**Partnerships and Collaboration** → Multi-stakeholder approach: academia, industry, workforce, and government.

**Policy Alignment** → Align with national energy and innovation policy priorities, ensuring it remains relevant and supported.

**Financial Stability** → Use grant funding as a catalyst for private investment, fostering a blended financial model.

**Scalability and Replicability** → Designed to serve as a replicable framework for other regions and emerging tech sectors.

**Capacity Building** → Institutional, technical, and regional capacity for long-term innovation in battery technology.

**Continuous Improvement** → Rooted in innovation, both technologically and structurally, enabling it to adapt over time.



# Planning Grants

To strengthen long-term impact, sustainability should be embedded throughout the planning process—not just in outcomes, but in the structure and strategy of the study itself.

- Build Sustainability Into the Study Objectives
- Include Sustainability in Scope and Methodology
- Identify Implementation Pathways
- Highlight Cross-Sector Partnerships Early
- Anticipate Future Investment
- Build in Feedback Loops and Flexibility
- Address Organizational and Community Capacity





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Project  
Sustainability



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# NEED ASSISTANCE...

<https://southerntier8.org/how-to-apply>

<https://www.arc.gov>



**SOUTHERN TIER 8**  
R E G I O N A L B O A R D

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