

# 2024 ANNUAL REPORT

Wyoming County  
Industrial Development Agency  
& Business Assistance Corp.



**WYOMING COUNTY, NY**

Rural Values. Global Vision. Endless Possibilities.



Hillcrest Industries, Inc. - Attica, NY



# Executive Director's Message

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Thank you for interest in the 2024 Annual Report of the Wyoming County Industrial Development Agency (WCIDA) and its affiliate the Wyoming County Business Assistance Corporation (WCBAC). We are proud to recognize and celebrate the accomplishments of this past year and reflect on some of the past successes of the WCIDA. This year we are very pleased to celebrate the 50th year of the Wyoming County IDA! We are very of the work being accomplished and the success of our business community.



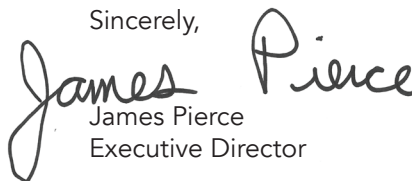
This report represents diverse economic development programs and activities that demonstrates the effectiveness of our dynamic economic development organizations. They are guided by a Board of Directors who give generously of their time and expertise to work with our staff for the betterment of Wyoming County's economy. The organizations and how we assist the business community are constantly changing to keep pace with the ever-evolving trends and services needed to retain and grow our businesses. We are well aligned with our mission to encourage capital expenditures, assist with the retention and creation of good paying jobs, and improve the quality of life in Wyoming County.

Collaboration is critical to our economic development strategy. We accomplish this through succesful partnerships with state and regional partners, local municipalities, and non-profit entities in the County. We are very proud of our business community and admire their hard work, entrepreneurial spirit and passion, the tenacity demonstrated to overcome adversity, and dedication to becoming stronger and more successful businesses. We are privileged to have assisted so many of them over the years.

A recent tourism destination assessment consultant noted in his final report that the work we do is definitely "punching above our weight class." We agree and would put our team up against any organization in the nation representing rural economic development services.

I am very proud of our staff and commend WCIDA's Jennifer Tyczka, Program Manager, Robin Marschilok, Director of Operations, and Scott Gardner, Economic Development Specialist for the excellent work they do. Their work is vital to the economic development organizations that we administer. Lastly, I sincerely appreciate the WCIDA, WCBAC Board of Directors along with the Wyoming County Board of Supervisors, and the Chamber and Tourism office for their confidence and support. Thank you for giving me the privilege to lead the economic development efforts in Wyoming County.

Sincerely,

  
James Pierce  
Executive Director



# Wyoming County IDA Celebrates 50th Anniversary

On Tuesday, June 11, 2024, the Wyoming County Board of Supervisors passed a special proclamation at its regular monthly board meeting recognizing the Wyoming County Industrial Development Agency (WCIDA) and its contributions to the economy over the past 50 years. This year marks an important milestone for the WCIDA in celebrating its 50th anniversary as the leader in economic development services and benefits for Wyoming County and its residents.

The WCIDA was established by the Wyoming County Board of Supervisors, and ratified by the New York State Legislature on May 13, 1974. The founding Board of Directors was comprised of five notable Wyoming County residents who contributed to the agency's original mission. Those original board members included Charles Van Arsdale, Lewis Serventi, Hayden Rosier, Thomas Griffin, and Frederick Stevens.

The WCIDA is a public benefit corporation, chartered with an early mission designed to address a "high unemployment rate" in Wyoming County. The Wyoming Board of Supervisors believed that the creation of an industrial Development Agency, "would attract and encourage new industries to locate in our County for the purpose of creating more jobs... and that existing industries have asked for an Industrial Development Agency which would allow them to obtain low-interest loans for expansion."

Today, the WCIDA is governed by a seven-member volunteer Board of Directors who are appointed by the Wyoming County Board of Supervisors, with Executive Director & CEO, James Pierce, who manages daily operations and a staff of three employees.

The agency's current mission is to encourage and increase private investment that creates new job opportunities, retains and stabilizes the existing employment base, and generates added tax revenues through increased economic activity in Wyoming County.

This new mission has allowed for greater ability and purpose in how the WCIDA serves the greater community. It does this by promoting comprehensive educational programs that will assist budding entrepreneurs in planning, launching, and maintaining new or expanded businesses. The WCIDA identifies and collaborates with appropriate new partners, creating new operating synergies and enhancing economic development within Wyoming County. The agency also designs and conducts research to seek new pathways to grow our local economy, setting priorities and developing action plans based on a combination of high potential for growth and the WCIDA strength as a facilitator for economic development.

*"This is an exciting time for the Wyoming County IDA as we celebrate 50 years of positive work for Wyoming County. I am honored to have been a part of the original work to create the agency as a vital tool for development, and am pleased to continue serving on the Board with a group of individuals who are dedicated to the best interests of our community."*

Mark Dadd, Chairman  
WCIDA Board of Directors



Supervisor Dan Leuer presents a 50th Anniversary Certificate to James Pierce in June.

The WCIDA regularly works and coordinates with a variety of local, state and federal agencies on corporate financing and incentive programs, and monitors new and existing opportunities that could benefit local companies. In some instances, the WCIDA also acts as the official conduit for the funds. The Wyoming County Industrial Development Agency works alongside other county agencies and affiliates to act as the lead entity in providing economic development services.

The WCIDA is able to provide specialized financing and incentive programs offered by local, regional, state and federal agencies. Some of the key incentives the WCIDA can offer include property tax relief from county, school and municipal taxes that result from an increased assessed value from new construction or an expansion; exemption of sales tax for non-production equipment, furnishing and construction materials; exemption from mortgage recording taxes, when a mortgage is required to finance a project; and industrial revenue bonds.

In just the past twenty years, WCIDA has leveraged projects that have invested more than \$1.4 billion in Wyoming County business growth and development.

These projects have included manufacturers, tourism businesses, agriculture projects including the recent Wyoming Transfer Station project in Gainesville; the expansion projects at Creative Food Ingredients in Perry, the growth of Beaver Hollow Conference Center and Resort in North Java, and development of various renewable energy projects throughout Wyoming County.

Each of these success stories has created economic growth and expansion, greater ability for businesses to cut costs and bring products to market, and make our industries more competitive in the national and world economy.

The WCIDA has successfully created a robust revolving loan program by creating the Wyoming County Business Assistance Corporation to assist new and existing businesses, and has also worked to recruit businesses to our rural communities, due to their lower operating costs and attractiveness of location and quality employees, improving the overall economy and creating good jobs for local residents.



Wyoming County continues to be a leader in wind energy projects in New York State.

"I applaud the efforts of all who have served as volunteers on the Board of Directors for the past decades. It is through the collaborative, tireless efforts of the staff, volunteers and businesses that we are able to celebrate this great milestone. Wyoming County is a better place to live, work and grow because of those efforts and those of all who play a role in our business community. We look forward to continued future successes from the IDA as we begin the next 50 years!"

Rebecca Ryan, Chair of the Wyoming County Board of Supervisors

## Working within the Community and Building Partnerships

Our economic development activities on behalf of Wyoming County involve much more than the IDA incentives that provide exemptions from sales and mortgage recording taxes and abatements of real property taxes. The WCIDA, works alongside its affiliated organizations, the Wyoming County Business Assistance Corporation (WCBAC) and the Wyoming County Business Center, Inc. (WCBC) to provide a host of services that are designed to help small businesses and works with local financial institutions as well as state and federal programs to encourage economic development.

The WCBC administers the Wyoming County Business Fast Track program, a nationally recognized program whose purpose is to educate entrepreneurs and help businesses succeed by providing the necessary skills to overcome the challenges of starting or expanding an existing small business. The program has educated more than 200 entrepreneurs, with over 60% of the participants creating a business.



The WCBC also administers the Wyoming County Business Accelerator Academy and the Business Mentorship Programs, which provide entrepreneurs with the tools, resources, and knowledge to advance their businesses to greater financial success and long-term sustainability.

The WCIDA works closely with other organizations like the Wyoming County Chamber of Commerce and Tourism, to





Ribbon cutting at the Wyoming County Rail Initiative in Silver Springs

take advantage of marketing and promoting the many natural and man made attractions, and encouraging businesses to expand or start up in Wyoming County.

The agency also works with the Wyoming County Business Education Council, supporting programs for the youth to help build a bigger and stronger workforce for the future.

There are many other economic development activities throughout Wyoming County that have been made possible with the help of the IDA, including the Arcade Business Park, the Wyoming County Rail Initiative and the environmental clean up of the A&A Metals site in Perry.

Currently, the redevelopment of the former Emkay milk processing plant facility, an EPA brownfield clean-up site located in the Village of Arcade is underway for the future development of a market rate senior housing project. The WCIDA also markets available county properties, to nationwide site selectors whose clients are interested in relocating businesses to the County from outside New York State.

The impact of IDA projects on local municipalities and schools, can be measured in the additional revenue realized by those jurisdictions. The projects assisted by the IDA would not exist in Wyoming County if they did not receive the incentives offered to make their projects viable.

As we reflect on the businesses, projects, and people who have been an integral part of the IDA's success, we will continue to celebrate and educate the community on the agency's vital role as an important mechanism for economic growth and future development in Wyoming County.



Microtel Hotel project ribbon cutting.

## Administrative Accomplishments

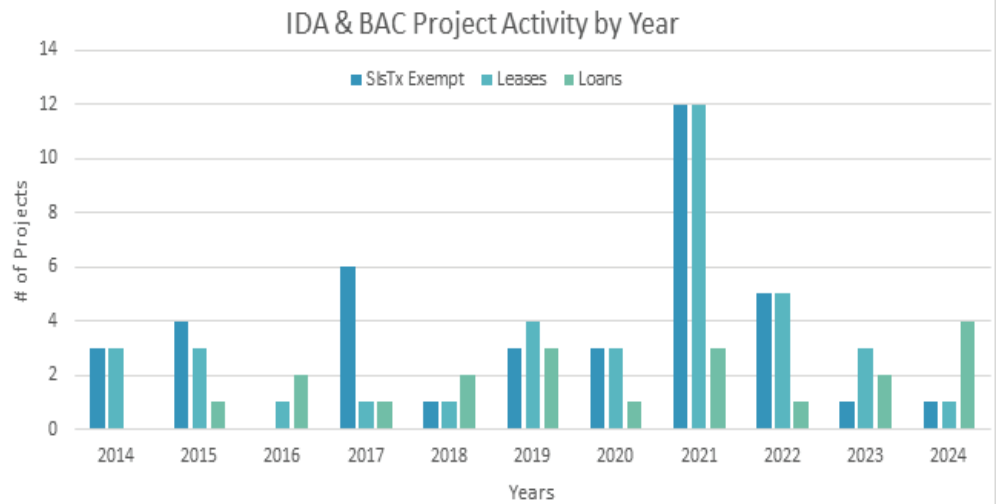
The NYS General Municipal Law Section 18A, is constantly changing and it is the responsibility of the WCIDA Board and Staff to work diligently to keep the WCIDA and WCBAC organizations in compliance with the Public Authority Law and Authority Budget Office. In 2024, the staff accomplished the following:

1. Provided complete operation of three economic development entities and administration of other grant and loan fund programs available to businesses within the County.
2. Implemented new regulations including reform on transparency and accountability measure as well as new prevailing wage legislation passed into law, became effective in January of 2022.
3. Prepared and submitted PARIS reports, for all three entities.
4. Engaged a new CPA Firm for the Agencies auditing service.
5. Commenced a second Micro-enterprise Assistance Program (MAP) grant from NYS OCR.
6. Continued to manage an EPA Brownfield Clean-up Grant including compliance process and procurement of contract for professional and technical project support, and procured of a contractor for site demolition and clean-up.
7. Administered the Wyoming County Business Center and its programs.
8. Worked with Wyoming County Chamber and Tourism to boost economic development and the tourism and hospitality sectors.
9. Upgraded on the WyCoIDA.org economic development website to make the site user friendly, ADA compliant, and easier to navigate.

# Financial Accomplishments & Project Activities

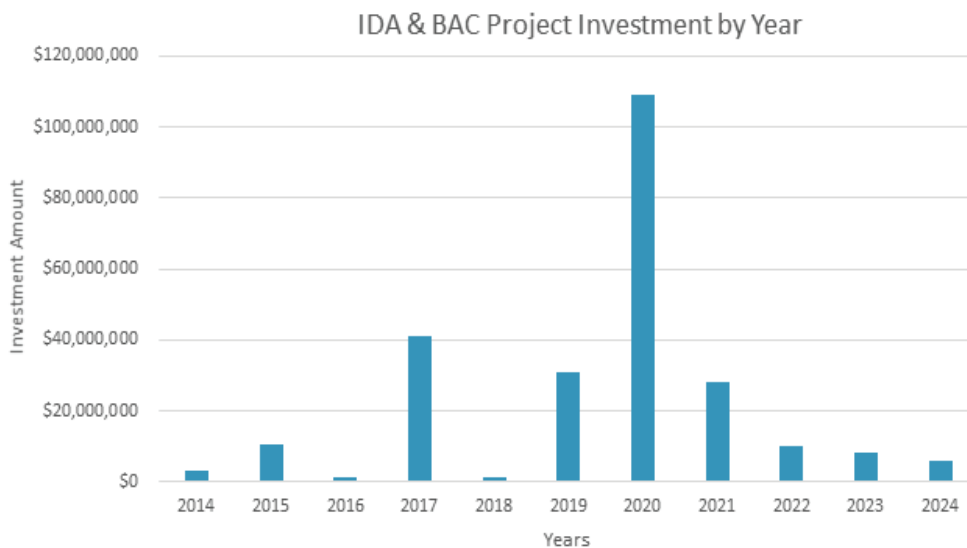
In 2024, the WCIDA continued to execute projects initiated before the start of the year along with several new projects brought before and approved by the Board of Directors.

While the local community and County businesses have continued to succeed, employee shortages, supply chain issues and inflation increases have slowed some economic development efforts.



Coupled with the new State prevailing wage law which went into effect in January of 2022, the IDA has been vigilant in assessing new projects needs and financial resources.

There was considerable activity within the organization in spite of weaker economic activity at the state and national level. The WCBAC received several new loan requests and the administration of a second successful round of grants for small businesses through the Micro-enterprise Assistance Program (MAP).



The WCIDA and the WCBAC continuously assess the business environment throughout the County and work diligently to provide the information that businesses need to obtain the resources for supportive funding from small business programs and utilize the cost saving tools available through our economic development programs.

The WCIDA continues to forge ahead in its mission to encourage and increase private investment that creates new job opportunities, retains and stabilizes the existing employment base, and generates added tax revenues through increased economic activity in Wyoming County.

# Building on Successes

This year, the WCIDA approved project financial incentives, secured state funding for development and expansion projects, induced project tax abatements, closed project Lease/PILOT agreements, and there are multiple projects currently in progress for Board consideration.

In 2023, Wyoming County's first wind farm in Eagle reached its 15 year mark. An automatic 5 year extension of the PILOT began in 2024, as did the planning phase of what is planned next for the wind turbines.

The IDA maintains regular contact with solar and wind projects, like AES Energy, Highview Solar, and Cordelio Power, whose projects were approved in previous years.

Updates on continuing projects and highlights of assisted projects in 2024 are found in the following sections.



Orangeville Energy Storage, LLC, AC battery energy storage facility

# Renewable Energy Projects

## ALLE-CATT WIND ENERGY LLC WIND TURBINE PROJECT TOWN OF ARCADE

- The Alle-Catt Wind Farm, is a 340 MW wind project being developed by Invenergy affiliate Alle-Catt Wind Energy LLC on over 30,000 acres of leased land in Wyoming, Cattaraugus, and Allegany Counties.
- The Company plans to construct up to 13 wind turbines with a total of 76 MW capacity, approximately 12% of the total project, in the Town of Arcade in Wyoming County with an investment of \$72,921,600.
- The IDA Board approved an incentive package worth \$35.6M in September of 2020. Construction for this project has not yet commenced.
- The IDA recently sent a letter to the NY Public Service Commission on behalf of the energy companies in support of the ACE NY Petition to Address Post-COVID Impacts on Renewable Development Economics and Contract Considerations (asking for cost increase considerations in previously awarded NYSERDA Contracts, in lieu of inflation and supply cost increases.)

## HIGHVIEW SOLAR, LLC

- Founded in 2012, Highview Solar is a privately held solar energy development company that has partnered with recognized leaders in the renewable energy industry.
- Highview Solar, LLC proposes the installation of a 20MW, ground-mounted, utility-scale solar energy generation system in the Town of Castile, NY. The project will cover approximately 83.4 leased acres and will have a total cost of \$20M+.
- The IDA Board approved incentives for this project in August 2021.
- The Company was acquired by Cordelio Power in 2023.
- The costs for this project have doubled due to price increases and supply chain issues.
- Upon request, the IDA Board revised its authorized incentive amounts to cover the additional cost.



# Renewable Energy Projects Continued...

## GENIE ENERGY, LLC

- Genie Energy was founded in 2004 under IDT Energy and spun off from its parent company (NYSE:IDT) in 2011. Genie Solar is part of Genie Energy (NYSE: GNE), a global energy solutions company who supplies customers with electricity in the US and Europe.
- Genie Solar Energy, LLC proposes the installation of a 3MW; ground-mounted, community solar energy generation array in the Village of Perry, NY.
- The Village of Perry will be the Lead Agent concerning the SEQR requirements for this project.
- The Village of Perry has negotiated a Host Community Agreement with Genie Solar Energy, LLC with the terms of \$5,000 per MW Host Fee and PILOT payment at an 80% Host/20% PILOT split, over 20 years.
- The project will cover approximately 7.6 leased acres and will have a total cost of \$9,714,935.
- The IDA expects to hold a public hearing for the project, that has been on hold, once it moves forward and will be considering the requested tax incentives at a subsequent Board Meeting.

## DUKE ENERGY RENEWABLES SOLAR, LLC SOLAR PROJECT - BENNINGTON, N.Y. (NEW OWNERSHIP)

- Duke Energy Renewables sold the Bennington Solar project to SunEast 2021 Acquisition, LLC.
- The Project involves approximately 82 acres in the Town of Bennington for the construction and equipping of a 20+/- megawatt (MW) solar photo-voltaic electric generating facility.
- The proposed capital investment for this project is \$23,799,507. The WCIDA Board approved \$41.8M in incentives at its February 20, 2020 Board of Directors Meeting.
- The project is expected to move forward under the new ownership.



“ We are very fortunate to have an IDA that has strong foundations and a proven track record over its 50-year history. Our work is based on a team approach to growth and expansion in Wyoming County. The IDA Board and Staff work collaboratively with our partners to develop projects that enhance the quality of life and improve the economic future for our communities. Over the years, we have worked together to carefully and deliberately grow the economy, by investing in quality projects and people.

-- James Pierce, Executive Director of the WCIDA



# Tourism Economic Development Projects



Billy Proietti (center) is joined by the Chamber and IDA to cut the ribbon at the campground in July.

## LETCHWORTH VALLEY CAMPGROUND & RE-SORT, LLC

William Proietti, owner of Marimax Properties, Inc., purchased the vacant church camp in Pike, NY with plans to reopen as a public campground after remodeling and upgrades to existing structures and the addition of 50 tent sites. The capital investment for the project was \$1,231,500, and 8 jobs are expected to be created. Plans are underway for the next phase of expansion.

The IDA entered a Lease/PILOT Agreement in April 24, 2022. In 2024 the Campground celebrated a grand opening and ribbon cutting.

## FARM CRAFT BREWERY

Farmcraft Brewery will be a brewing facility, taproom, and event center located on a portion of the 300-acre 4th generation Meyer family farm in rural Sheldon, New York. Ashley C. Howe is the sole owner of the Brewery to be located on Route 20A only 26 miles from Buffalo, 60 minutes from Rochester and easy access for visitors looking to experience a quality craft brewery.

Farmcraft constructed a 9,600 sq. ft., two story wood framed barn style building with a capital investment of \$1.4M. Twelve new jobs are expected. The project closed the financing and IDA Lease/PILOT in December of 2023, and the PILOT will start with the 2024-25 school and the 2025 Town and County tax fiscal year.



## LETCHWORTH BASE CAMP

The Company owner, Mike Bellamy, sees a way to help Main Street Perry and attract visitors not only to Silver Lake but to Letchworth Park and other local attractions.

Bellamy has acquired two distressed properties in the Village of Perry having a combined assessed value of \$31,200.

The plan is to reconstruct and repurpose the buildings to provide residential apartments, commercial space for meetings, information area, game room and activities.

Outside areas used for temporary RV parking, a mobile chillout area, picnic areas and small entertainment venues. The estimated cost of the project is \$295,000. WCIDA assistance was provided, but the project was put on hold due to material shortages and cost increases. The project is now on track for completion.

# Economic Development Projects



**MORTON**

## MORTON SALT

Morton Salt, Inc., located in Silver Springs, constructed a 30,000 sq. ft. clear span warehouse to use for storage of food grade salt products manufactured at the plant with a capital investment of \$6,250,000. Morton Salt is one of the County's oldest employers, with approximately 148 people working at the Silver Springs facility.

The IDA entered a 10-year Lease/PILOT Agreement in January of 2023. The PILOT started with school tax fiscal year 2023-24 and Town and County tax fiscal year 2024.

## PARK WARNER, LLC AND COUNTRYSIDE CHIMNEY AND STOVES

Park Warner, located in Arcade, NY, constructed a 19,980 sq. ft. warehouse and distribution building at its facility to accommodate overflow from increased demand and expand office area. The capital investment for this project is \$1,495,000.

The IDA entered a Lease/PILOT Agreement with Park Warner in February 2023. The PILOT started with school fiscal tax year 2023-24 and Town and County tax fiscal year 2024.



New construction underway at the Park Warner warehouse facility.



Business owner Jordan Aldrich stands in one of his squash courts located at the manufacturing facility on Merchant Road and Route 20A in Warsaw.

## SUNRISE COURTS, LLC

Jordan and Heather Aldrich acquired the property at 2875 Merchant Road in Warsaw to use as a manufacturing facility for Squash courts. By manufacturing the courts in Wyoming County, they will produce a better product that is more cost efficient. They are the only squash courts made in the USA.

With a total cost of \$552,700, the project will continue with 9 independent consultants and create 4 new manufacturing jobs. The IDA entered a PILOT/Lease Agreement in May 2023 and the PILOT will start with the 2024-25 school and the 2025 Town and County tax fiscal year.





# Companies Assisted by the WCIDA/WCBAC in 2024

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## LEASE /PILOTS

73 Main Street Associates  
A & A Railroad- St-60  
Alpine Acres- East Hill Creameries  
Beer Justice  
CFI, Inc.  
CFI, Inc. - East  
Drasgow, Inc Expansion  
Park Warner-Empire Distributing  
Dirt Rich, LLC - Farmcraft Brewery  
Hillcrest Industries, Inc  
Indus 19, LLC- Hotel  
Java Energy, LLC -ST-60  
JC Equipment  
Kal- Kenna - Dream Lake  
Kelly's Garage  
Krog Corp - Arcade REHC 1  
Letchworth Basecamp ST-60  
Letchworth Valley Campgrounds  
Maple Pro - CDL USA  
Morton Salt  
Noble Bliss Windpark -Cogentric  
Noble Wethersfield - Cogentric  
NY Pike I-IV (4 projects)  
Orangeville Energy Storage  
Paddock Properties  
Perry Holdings LLC  
RM4 Holdings, LLC  
Select Door  
Sheldon High Wind Farm  
Silverlaken - ST-60  
Stony Creek Wind-  
SunEast High View Solar ST-60  
Sunrise Courts LLC  
T J Marquart - Lease  
Texas Brine New York

## BACK ON TAX ROLLS 2023/24

Koike Aronson, Inc.  
Maple Grove Enterprises

## PENDING PROJECTS

Duke Energy Renewable Solar, LLC  
Alle-Catt- Wind Project  
Genie Solar- Perry Comm. Solar  
Hillcrest Industries, Inc  
TPi Arcade, Inc.

## WCBAC LOANS

A&A Railroad  
A&A Railroad Grant Anticipation Note  
Action Enterprises  
Attica Unlimited, LLC  
Drasgow, Inc. III  
Dell Collective  
Heinrich, Bert - Inc  
Hidden Valley Animal Adventure  
In-Site Enterprises, LLC  
Jay Bee Contracting  
Kal- Kenna Properties, LLC  
Krog Corp  
Letchworth Valley Camp / Marimax Resorts  
Lumberyard Hospitality, LLC  
Perry NY, LLC - Rufus Smith  
Perry NY, LLC - Howell Loan  
Silver Lake Brewing Company  
Silverlaken, LLC  
Sunrise Courts, LLC

## GAIN LOANS

Keem's Dairy Farms  
Table Rock Farm  
Whispering Brook Farms  
Boxler Maple Farm  
Beer Justice Brewing Company  
Dirt Rich, LLC - Farmcraft Brewery

## OCR MAP GRANT RECIPIENTS

Megan Burley - Burley Berries  
Ting Bellamy - Paddle.Sail.Smile  
Chris Warriner - Diner on the Run  
Amanda Osborne - Dell Collective  
Mike Piatek - Under the Sun Honey  
Matt Darling - Farm Service  
Judy Singh - Airbnb  
Bruce Perry - Silver Lake Home Services, LLC  
Laura Anders - Ralph's Café & Bakery  
Carrie Graham - Precision Graphics, LLC  
Amy Bailey - The Gainesville Store  
Brian Lawrence - From this Valley, LLC

## PENDING LOANS

A&A Railroad Grant Anticipation Note

As of 08/27/2024

# Looking Ahead...Future Projects

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The future hotel site “Steele Ave. Parcel B,” in the Village of Arcade.

- The land sale transaction of WCIDA property known as Steele Avenue Parcel “B,” is expected to be finalized for a hotel project in Arcade.
- Silver Lake Solar has proposed a 24.99 MW solar project in the Town of Castile. The Town has approved the project and the WCIDA anticipates the receipt of an application for incentives.
- The AES Corporation, with wind farms in Eagle and Wethersfield has secured a NYSEERDA Re-Power award to replace the aging turbines with new units.
- An Arcade manufacturer is proposing the demolition of some older buildings that will be replaced with new structures. Several of the proposed projects identified in Perry’s DRI Grant Award will be seeking WCIDA assistance.

- A market rate senior housing project has been identified as a redevelopment project for the former Emkay Brownfield site once phase two remediation of the site takes place through the NYS DEC Brownfield Cleanup Program.
- A Castile based business is planning for the demolition of their current facility that will be replaced with a new building and expanded services to better serve their industry.
- A Perry based business has plans for the redevelopment and expansion of their existing facility to become more state of the art.

## The Work Continues

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Continuing to encourage and assist businesses which are learning to adapt to the economic challenges of supply chain and employment issues, the WCIDA remains a vital part of Wyoming County’s Economic Development support and growth.

While enduring changes to policies, and compliance issues as well as priority and policy changes from New York State, the WCIDA has proven time and again its strength and belief in the service we provide to our County’s economic future.

The WCIDA will continue to do its part to encourage the growth and investment in our local businesses. With an ever changing legal landscape, the WCIDA will continue to stay abreast of any new legislation and guidance from the Governor and legislative leaders that will impact administration or project work of the WCIDA. The Agency will continue its due diligence to acquire real estate that can be marketed for business growth or to new businesses coming into Wyoming County.

The WCIDA will continue to fulfill its mission to provide tax incentives to encourage capital investments, and search out new ways to invest resources and continue to improve the economic climate in Wyoming County.

The WCIDA will continue its commitment to administer the Wyoming County Business Center and its host of very successful economic development programs designed to support the small business and entrepreneurial community.



IDA’s are under regular threat in NYS and the work continues to improve the business climate while preserving the important IDA tools and incentives.



# The Wyoming County Business Assistance Corporation

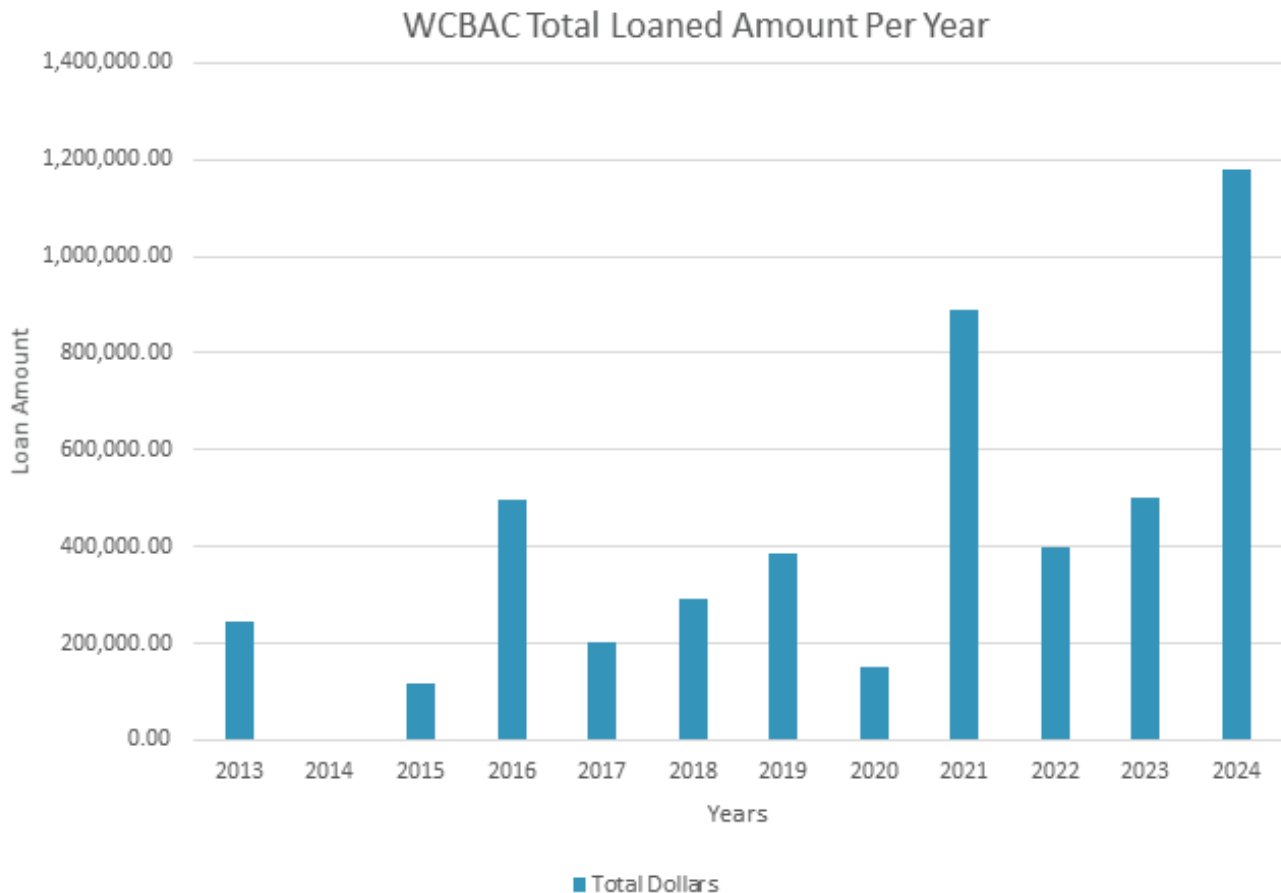
## Financing for the Future



The Wyoming County Business Assistance Corporation (WCBAC) is the lending agency administered by the WCIDA, managing the revolving loan funds for several programs. The WCBAC is able to provide the needed funding in combination with traditional financing through local banks and at times taking on the high risk loans which have been denied bank financing.

The Wyoming County BAC's mission includes the lessening of the burdens of government by undertaking and promoting economic development initiatives in Wyoming County, New York that will include real estate development and management, fundraising, business loan issuance and administration, regional marketing and promotion, and other community-based economic development activities permissible under the Not-For-Profit Corporation Law.

The WCBAC reviewed applications and approved 4 requests for funding in 2024, for a total of \$782,000. Currently the WCBAC Loan Portfolio reflects 19 General Loans, 6 GAIN Loans and 1 Grant Anticipation Note, with a total outstanding balance of \$2,805,334.



## GAIN Loan Program Makes an Impact

The WCBAC administers the awarded Growing the Agricultural Industry Now (GAIN) revolving loan fund. This unique loan program originated from the Genesee/Finger Lakes Regional Planning Council (“G/FLRPC”) which received a \$3,000,000 grant from New York Empire State Development (“ESD”). Proceeds were used to provide loans to agricultural and food processing businesses. The re-payment of the awarded GAIN loans has created a revolving loan fund which allows the WCBAC to continue the program for diversifying agriculture projects.

### DIRT RICH, LLC/FARMCRAFT BREWERY, LLC

The WCBAC approved an application for GAIN funds from Farm Craft Brewery which will be building a brewing facility, taproom, and event center located on Route 20A. Farmcraft has constructed a 9,600 sq. ft. 2 story wood framed barn style building with a capital investment is \$1.4M. The project closed on the financing in December 2023 and construction is near completion.



### KEEM’S DAIRY FARMS, LLC

Daryl and Sarah Keem of Keem’s Dairy Farm, LLC, applied for a GAIN loan of \$60,000 to complete the financing to purchase and install a new 5,000 gallon bulk tank. The owners have asked for the funds needed in collaboration with Tompkins Community Bank, and owner equity. The Farm has plans to expand their milk house and install an additional 5,000 gallon milk tank to allow for more storage and less hauler pickups. The increased storage reduces hauling expenses by \$1,500/month. This, along with additional feed storage to accommodate increased inventory for their growing herd, will reduce overall expenses and improve efficiencies. The total cost of the project is \$150,000. The WCBAC Board approved the request for a \$60,000 loan at 1% over 10 years.

## WCBAC Programs Making an Impact Across the Community

### ARCADE & ATTICA RAILROAD



The WCBAC received a request from the A&A Railroad for a grant anticipation note in the amount of \$450,000. The Railroad has been awarded a reimbursable federal grant through NYSDOT for the replacement of 2 miles of rail, railbeds and gates. The Board approved the request at its January 10, 2024 meeting. The work is underway to complete the repairs, the total project cost will be \$1.2M.

Since the approval of this anticipation note the A&A Railroad has been awarded an additional grant of \$1.5M for the continuation of work on the rail, railbeds and gates. At its June 13, 2024, Board Meeting the BAC approved the amendment to the note to include the additional NYSDOT Grant upon the receipt of a fully executed grant agreement. The Anticipation Note will close soon.



## JAY BEE CONTRACTING, LLC



Jay Bee Contracting applied for a \$200,000 loan, and together with owner equity of approximately \$200,000, secured the needed funding for a Re-Bath franchise purchase, a show room build-out, 12 months of operating expense, and the cost of up front materials for building bathrooms. Britton was approved for the funds at a 4% interest rate and a 10 year term. The WCBAC Board approved the loan at the July 13, 2023 meeting. The loan closed in March 2024. Re-Bath is a national company that provides full bathroom renovations. Jay Bee Contracting has the WNY Region exclusively, that includes the Rochester and Buffalo regions.

## SILVERLAKEN, LLC

Mike Bellamy, owner of Silverlaken, LLC, asked the WCBAC Board for a \$162,000 loan, which completed the needed funding for 5 additional rental units including a pavilion with 2 high end luxury units and 3 additional cabins at his campground. The WCBAC Board approved the loan request, with terms of 10 years and 3% APR, at the January 10, 2024 meeting. The loan closed in March 2024.



## DELL COLLECTIVE, LLC

Amanda Osborn, owner of Dell Collective, LLC, asked the WCBAC Board for a \$110,000 loan, to complete the needed funding for acquisition and renovations of a house in Portageville to use as a high end rental unit for her Airbnb business.

The total project will cost \$452,900. The WCBAC Board approved the loan request, with terms of 8 years and 3% APR, at the April 11, 2024 meeting. The loan closed in June 2024.

The new Route 19A property, located in Portageville, recently renovated by Dell Collective.

# Wyoming County Microenterprise Assistance Program

The WCBAC is the sub-recipient for a \$300,000 NYS Homes and Community Renewal Micro-Enterprise Grant awarded to the County in February of 2024. This is the second Microenterprise Assistance Program grant providing grants up to \$20,000 to small businesses in the County that meet the eligibility requirements.

After the WCBAC developed the preliminary required documents to facilitate the grant program and announced the availability of the grant funds in May 2024, over 30 small businesses reached out to inquire about the program.

In total, 14 grant applications are currently in the program committee review process. The businesses applying for grant assistance include, bakeries, woodworking, photography, flower/produce sales, hair salon, ice cream production and speech therapy. A total of \$255,000 will be awarded to grantees and \$45,000 will cover the program delivery and administration of the grant. The Program expires in February of 2026.

# The Business Assistance Corporation Focused on Business Growth

Through the ongoing efforts of the staff and Board of Directors, the WCBAC will continue its work to deliver programs and opportunities for Wyoming County's business community. As it fulfills its important mission, the WCBAC will focus on these key areas:



- Monitor and meet the financing needs of our local businesses, and provide resources and lending options where needed.
- Working diligently to provide gap financing to complete the financing needs and work in collaboration with local financial institutions serving our local businesses.
- Provide needed administration or pass-through services for local affiliates and organizations applying for grants in support of their mission.
- Seek out and deliver programs to provide financial assistance to local businesses.



*"Wyoming County is a really great place to start a business. The programs offer real help to give you a kick start. We need that in this area. I'm so glad that these programs exist..."*

Jill Gould, Butter Meat Co.  
Business Owner & Business Accelerator Graduate





# Wyoming County IDA/BAC 2024 Board Members & Staff

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## BOARD OF DIRECTORS

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The logo for the Wyoming County IDA, featuring the lowercase letters 'ida' in a bold, blue, sans-serif font.

WYOMING COUNTY

Innovative Solutions for Business Growth

50<sup>th</sup> Anniversary  
1974 - 2024

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# Wyoming County Economic Development

## WYOMING COUNTY INDUSTRIAL DEVELOPMENT AGENCY BOARD OF DIRECTORS

Mark Dadd, Chairman; A. Douglas Berwanger, Vice Chairman;  
Rebecca Ryan, Treasurer; Thomas McCormick, Secretary;  
E. Joseph Gozelski, Director; James Rutowski, Director; Niccole Hastings, Director

## STAFF MEMBERS

James Pierce, Executive Director, CEO/CFO  
Robin Marschilok, Director of Operations; Jennifer Tyczka, Program Manager;  
Scott Gardner, Economic Development Specialist

### Functions of the WCIDA Include:

Provide appropriate tax incentives to qualifying companies as prescribed in NYS Law which include:

- Real property tax abatement through Lease/Leaseback and PILOT agreements according to the WCIDA Uniform Tax Exemption Policy
- Sales tax exemptions
- Mortgage recording tax exemptions
- Tax-exempt industrial bonds
- Business Site Development
- Business Retention and Expansion Services

### The WCIDA Provides Administration Services for:

#### WYOMING COUNTY BUSINESS ASSISTANCE CORPORATION (WCBAC)

A Local Development Corporation (LDC)  
Sole Member: WCIDA  
James Pierce, President/CEO/CFO

#### Board Members:

Mark Dadd, Chairman  
A. Douglas Berwanger, Vice Chairman  
Rebecca Ryan, Treasurer  
Thomas McCormick, Secretary  
E. Joseph Gozelski, Director  
James Rutowski, Director  
Niccole Hastings, Director

#### Functions of the WCBAC include:

- Commercial Revolving Loan Program
- Grant Program Administration
- GAIN Loan Program

#### WYOMING COUNTY BUSINESS CENTER, INC. (WCBC)

A Local Development Corporation (LDC)  
Sole Member: Wyoming County  
James Pierce, President/CEO/CFO

#### Board Members:

Sam Gullo, Chairman  
Dan Leuer, Vice-Chair  
Jim Brick, Treasurer  
Brianna Stone, Secretary  
Rick Fish Jr., Director

#### Functions of the WCBC include:

- Small Business Micro Loan Program
- Rapid Start Loan Program
- Fast Track- Entrepreneur Training
- Business Accelerator Academy
- Business Mentorship Program
- Business Attraction Marketing
- Redevelopment of environmentally challenged properties



**WYOMING COUNTY, NY**

Rural values. Global vision. Endless possibilities.