

WCIDA Project Application Summary

Applicant Information:

March 11, 2021

Hillcrest Industries, Inc
40 Favor Street
Attica, New York 14011

Request:

The Company requests abatement of sales tax on construction materials and non-production equipment, and a 10-year PILOT agreement for temporary abatement of property tax using the standard UTEP project schedule. Approximate value of these incentives is expected to be more than \$100,000; therefore, a public hearing will be necessary.

Company History:

In 1989 Hillcrest Automotive was established in Strykersville, N.Y. as a collision repair facility, then started sandblasting and painting heavy trucks and equipment as well as other steel structures. Having outgrown the location, in 1999 Hillcrest Coatings was opened in Retsof, N.Y. and soon the business outgrew that location. In 2001 Hillcrest owners, Dan and Tina Kirsch reached out to the WCIDA for help in acquiring the historic Westinghouse site in Attica. In 2004 Hillcrest Industries was established focusing on blasting abrasives. First using coal slag then evolving into glass bead production. In 2008 Hillcrest built its first glass bead furnace to make glass spheres used in traffic markings. The company expanded and in 2017 after rectifying an issue involving burning debris from raw recycled glass material, the third glass bead furnace was built.

Now, in 2021, Hillcrest Industries, Inc. is a leading manufacturer of crushed glass abrasives and glass beads for traffic marking and specialized blasting. Hillcrest manufactures beads for drop-on and intermix applications; and has the flexibility to meet specific requirements for all customers. Additionally, glass beads are used in other industries including thermoplastic additives, filtration, lubrication, coatings and blast media. Hillcrest manufacturers "Vampire Abrasives" a crushed glass grit made from 100% post-consumer recycled glass. Hillcrest is once again reaching out to the WCIDA for assistance in building a warehouse for storage of its glass beads.

Project Description:

Hillcrest has plans for the construction of a 125' x 250", (31,250 sq. ft.), pre-engineered steel building to serve as a storage warehouse and distribution of its manufactured glass beads. The expansion of its facility will allow Hillcrest to keep up with increased demand and is essential to being a stronger competitor in the glass bead market. The total capital investment of \$900,000 will be self-funded.

Employment Impact:

Hillcrest Industries currently employs 26 people and expects to create 4 new jobs over the next 3 years.

IDA Matrix Criteria:

The project meets the criteria as a Qualified UTEP Project. The project will be funded by private sector investment, create new manufacturing jobs and employ local labor during the construction phase. The expansion to the facility is critical in allowing the business to stay competitive in the industry's market.

Attached Information:

Application and project costs provided by the project applicant to back up its request for WCIDA assistance.