

2019 ANNUAL REPORT



2019 ANNUAL MEETING SUMMARY

The Annual Meeting of the Wyoming County Industrial Development Agency (WCIDA) and the Wyoming County Business Assistance Corporation (WCBAC) Board of Directors is a chance to pause and reflect back on the year that has past and recognize and celebrate in the accomplishments.

When I look back on this year there are a few of accomplishments that stick out in my mind. One was the conversion of NYS Office of Community Renewal (OCR) funds from one of the WCBAC loan program into grants. Out of the blue, OCR decided that a revolving loan fund that we had established with grant funds from them since 2008 was now considered program income and we were mandated to either convert it to eligible OCR grant projects or turn back the nearly \$1 million dollars back to the state by March of 2019. This was a monumental task given the strict OCR compliance requirements and the need for full cooperation of the Wyoming County Board of Supervisors (BOS), the original entity that had received the grants who transferred the administration of the grants to the WCBAC. After a few months of mad scrambling to find projects and get thing passed through the BOS legislative process and the WCBAC Board of Directors, I am proud to say 3 solid projects were identified and the nearly 1 million was totally committed. The 3 projects were a \$525,000 awarded to Indus Hospitality for Microtel for furniture, fixtures and equipment, \$250,000 to API Heat Transfer for 2 new welding cells and \$210,000 to Marquart Companies for an automated potato bagging equipment. The \$985,000 of grants collectively leveraged \$7,548,520 of private sector capital investment and created 34 new jobs in Wyoming County. It was truly a team effort by the BOS, WCIDA and the WCBAC.

The second note worthy accomplishment was securing the last grant installment from Empire State Development for the Grow our Agricultural Industry Now (GAIN) loan program. This was also a use it or lose it situation. Wyoming County was granted nearly \$600,000 in GAIN loan appropriations on the condition it would have to be all committed for agricultural loans for ag-diversification or food projects within a 2-year window. Just recently a loan was approved for \$115,000 at 1% interest to Keem's Dairy for a portion of a robotic milking project committing all of the loan funds. The GAIN loan funds will now stay here in Wyoming County and going forward new loans will be made from the repayment of 4 loans we did, one for Table Rock Farms, Synergy Genetics, Whispering Brook Farms and Keem's Dairy.

One last notable accomplishment is the completion and ribbon cutting for the Wyoming County Rail Initiative project; after many years of diligent work involving a multitude of public and private entities, the project is now complete and is already at near capacity serving the rail shipment needs for many local agricultural businesses that are passing along savings on ag commodity shipments to our local dairy farms.

Once again, this year I have to commend WCIDA's Jennifer Tyczka, Program Manager and Robin Marschilok, Director of Operations and Bill Daly Special Project Coordinator for the excellent work they do. Jennifer and Robin's accuracy with the accounting of Wyoming County IDA, Business Assistance Corporation and Business Center resulted once again with an outstanding audit and NYS compliance results. Their work is vital to all three entities and to the success of economic development in Wyoming County.

Sincerely, James Pierce, Executive Director

FINANCIAL ACCOMPLISHMENTS

In 2019 the WCIDA continued its efforts improve economic development in the county. The investment in properties; the management of loan programs and the continued investment in the marketing of Wyoming County to attract new businesses all contribute to the vitality of our economic environment. Internally, the WCIDA implemented new investment tools in order to utilize our Agency's capital to grow our assets for future use. In looking ahead, the WCIDA has assessed its projected cash flows and realizes there will need to be more prudence in selecting avenues of capital investments. The continued availability of funds will enable the WCIDA to implement 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.

WCIDA SUCCESS STORIES

The WCIDA approved financial incentives through tax abatements for new projects in 2019. Highlights of assisted projects in 2019 and updates on continuing projects include the following:

❖ INDUS 19, LLC - Microtel in Warsaw, N.Y.

Indus Hospitality Group of Companies ("Indus Group") is owned and operated by the Mehta family in Rochester, New York. Indus is in its third decade of operations, having formed in 1988. There are currently more than 900 people working for the Company and the corporate offices are based in Penfield, New York. Indus has demolished the former 31,500 sq. ft., 3-story Manor Oak Nursing Home in the Village of Warsaw and is replacing it with a new build 3-story 32,000 sq. ft. nationally branded Wyndham Microtel hotel. The hotel will be a business class/tourist hotel with 67 guest rooms and amenities. The hotel will also feature meeting rooms, fitness room, outdoor terrace and sundries market. There are no hotels of this type currently existing in the Village of Warsaw or Wyoming County. The total project cost is estimated at \$6,000,000. The Company requested abatement of sales tax on construction materials and non-production equipment, a deviated PILOT agreement for temporary abatement of property tax and abatement of Mortgage recording tax on \$4,800,000. Total incentives proposed, over a ten-year period, are estimated to be \$2,000,000. Indus expects to create 15 new jobs over the next 3 years.







Indus 19, LLC- Microtel in Warsaw NY- demolition and new build underway.

❖ Texas Brine New York, LLC - 1346 Saltvale Road Wyoming NY

Texas Brine is a family-owned business based in Houston, with a proud heritage in salt-related businesses since 1926. Texas Brine helped pioneer the commercial production of brine through solution mining in Texas salt domes, developing its first well in 1946. Texas Brine Company, LLC, together with its wholly-owned subsidiaries. is the largest independent brine producer in the United States, supplying over 30 percent of the brine requirements of the chlor-alkali industry. Texas Brine Company primarily supplies brine to the Olin Company in Niagara Falls. The project is the drilling of new brine wells and construction and installation of infrastructure serving the wells. This project delivers a saturated brine solution to their customer in Niagara Falls NY through a 63-mile pipeline. The project is permitted to draw a limited amount of brine from each well. When that limit is reached the well is plugged and a new well is drilled to take its place. Each year capital investment is required, as new pipelines, electrical cables, communication wires, well enclosures, driveways and other ancillary services are built to support the new wells. The estimated capital investment over 10 years is \$21,000,000. The Company received a deviated PILOT agreement for temporary abatement of property tax. The business currently has 10 employees in the county which will be at risk if the Company cannot be competitive.







Texas Brine New York, LLC - 1346 Saltvale Road Facility

❖ JC Equipment Rentals, LLC (Cole Building Solutions) - Portageville, NY

Since 2012, Cole Building Solutions, a local contractor, has been constructing pole barns, dairy buildings, equestrian barns, and garages throughout Western New York. The owner of Cole Building Solutions, Jesse Cole, has more than 15 years of experience in the construction industry. JC Equipment Rental plans to purchase the existing building (previously the Broeder Machine Building) in South Warsaw from Warsaw Development Storage, LLC. The building will be revitalized and reconstructed as a 50' x 160' solid core panel building to be used as an office, storage and maintenance building for the construction company. Some of the space will be used to manufacture sheds and will allow construction crews to work inside during the winter months. The Company requested abatement of sales tax on construction materials and non-production equipment, mortgage tax abatement and a PILOT agreement for temporary abatement of property tax using the Adaptive Reuse Schedule. Cole Business Solutions currently employs 7 people and expects to create 8 new jobs over the next 3 years. The project was approved by our Board in June 2019 and is waiting for the closing on the property.



JC Equipment Rentals purchasing the Broeder Machine building, Warsaw, NY

Projects Continuing From 2018.

❖ The Silverlaken has requested abatement of sales tax on construction materials and non-production equipment and a "Tourism Destination" PILOT agreement for temporary abatement of property tax. The owner purchased the property in 2016 which consisted of approximately 5 acres with a rundown cottage and a couple of out buildings. The owner has since made improvements to the property and is now proposing to renovate and construct a year-round tourist destination to enjoy what Silver Lake has to offer. The plan is to attract tourist from outside the area to come and stay in Wyoming County, use the water centric activities to be provided and also enjoy other local tourist destinations within Wyoming County. The project will include renovation of the current buildings making available accommodations to stay and enjoy the Lake in every season. The project includes the construction of a pole building, sewer and break wall, renovations to the boat house, landscaping, equipment and furnishings. The project cost is projected at \$492,000. There will be construction jobs created during the rehabilitation and once the site is available it is expected that 3 FT and 5 PT jobs will be created.





Silverlaken – Glamping and Outdoor Experience at Silver Lake.

❖ Calamar (Grandview Senior Apartments) - Construction is nearing completion of a 120-unit apartment complex designed to serve middle income seniors ages 55 years and older, in the Town of Warsaw. The structure will be a three story approx. 127,536 square foot fully sprinkled building. The anticipated cost was \$14,252,000. The IDA Board approved the Company's request for abatement of sales tax on construction materials and non-production equipment, a PILOT agreement for temporary abatement of property tax and abatement of Mortgage recording tax. This project is the first Planned Unit Development (PUD) project in Warsaw since the Town approved the PUD Zoning. The developer broke ground in June 2017 and the project expected to be completed in late fall of 2018. After some delays the project should be done in 2019. The facility has drawn much interest and Calamar has reported they have received deposits for apartments on 90% of capacity.





Grandview Terrace-Calamar housing project in Warsaw NY

❖ 73 Main Street Associates (previously Fix Dansville, Inc.) was approved for IDA incentives in June of 2017 for the rehabilitation of a block of buildings in Perry that have been vacant for years and are deteriorating. The project included renovation of vacant buildings making available mixed-use space with 12 apartments and 4 storefronts. The project cost was projected at \$660,000. There have been construction jobs created during the rehabilitation and with the space available it is expected that jobs will be created as businesses have moved into the open storefronts. Currently the project is 100% complete with a most of the completed spaces under lease.



73 Main Street Associates- Perry Project

❖ Java Energy, LLC will build a solar and battery energy storage facility, designed to reduce local blackouts and voltage problems due to aging grid infrastructure in the Town of Java. It will include 5 megawatts (MW) of lead-acid batteries, 1 MW of lithium-ion batteries, and 1.5 MW of solar panels, occupying approximately 7.5 acres of land. The project will include the construction of two 12,000 sq. ft. buildings to house the storage batteries. Java Energy will contract with NYSEG for service provisions. The Company requested IDA incentives for exemption of sales tax on construction materials and non-production equipment, a mortgage recording tax exemption, and a deviated PILOT agreement for abatement of property tax. Due to the nature of the facility one job will be created. The project was approved for incentives in September of 2018 but has been on hold since.



Java Energy LLC- Concept of what facility will look like when complete

❖ CFI Properties, Inc. completed the construction of an 18,000 sq. ft. addition to its existing facility. This was the second addition the Company since 2015. The expansion allowed the Company to install two more ovens and cookies baking lines. The project was complete in the first quarter of 2019. Creative Food Ingredients, Inc. was founded in 2005 and is based in Perry, New York at the previous Archway Cookie location. The business currently has 181 employees in the county and expects to create 20 additional fulltime jobs over the next 3 years.







CFI, Properties, Inc. expansion projects

❖ The Wyoming County Rail Initiative project in Gainesville is complete! Thanks to the hard work and support from Senator Gallivan, other state and local officials, Norfolk & Southern Railroad, NYSDOT, NYSDEC, Clark Patterson Lee and our partners, Marquart Dairy, LLC, the Multi-Modal Rail transfer facility is a success. The construction was completed by Patterson Stevens for the Wyoming Transfer Station, LLC, located at 4565 Route 19A in Silver Springs. In 2019 the facility was officially opened and welcoming business customers from the area to fully realize the economic advantages of shipping by rail.





Wyoming County Rail Initiative Project - Gainesville, NY - Ribbon cutting and railcars at the facility

ADMINSTRATIVE ACCOMPLISHMENTS

The NYS General Municipal Law Section 18A, (IDA LAW) is constantly changing and it is the responsibility of the WCIDA Board and Staff to stay updated and follow any new legislation mandated into law. The WCIDA Staff oversees the complete operations of three economic development entities and also provides the administration of other grant and loan fund programs relating to agri-business and rural arts within the County.

In 2019 we saw the largest number of legislative bills regarding IDA reform brought to the Senate for consideration. New regulations which have passed include the requirement to live stream all of the IDA public meetings and public hearings where practical, deviation notices must be sent to all jurisdictions involved in an IDA project by certified mail, return receipt requested, IDA's are obligated to provide resolutions to all jurisdictions affected by certified mail, return receipt requested, new rules on what is considered "lobbying" and penalties for non-conformance with lobbying laws, ABO suspension statute; giving the ABO the power to suspend Board members and staff for up to 90 days if they knowing fail to report required information within 6 months of being due and the MWBE program extended until 2024 for contractors participating in state funded projects. The issue of prevailing wage again came to the forefront and yet again was not put into law in 2019. With the many changes and new regulations, the WCIDA Staff continues to work diligently to keep the WCIDA and WCBAC organizations in compliance with the Public Authority Law and Authority Budget Office, (ABO), regulations.

- ❖ In 2019 the WCIDA continued to work to provide incentives for economic development projects in the County. Using the guideline of the WCIDA Uniform Tax Exemption Policy, the IDA Board has offered incentives to projects that will rehabilitate an old building using the schedule for abatement of adaptive reuse projects, construct a hotel using the schedule for tourism destination projects and deviate from its standard project schedule to provide incentives to allow a solution mining operation to remain viable and retain jobs. The IDA is also working with several companies with plans of bringing commercial solar projects to the county.
- ❖ As new State legislation amendments pertaining to General Municipal Law and Public Authorities Law are imposed and new record keeping requirements regarding the monitoring of projects by IDA's are put in place, the WCIDA Staff works diligently to comply with the sometimes-arduous requirements.
- ❖ The WCIDA administers, prepares and submits PARIS reporting, for three entities, as mandated by the New York State ABO and State Comptroller's Office, and coordinates annual reports from businesses for the Empire Zone which sunset in 2010.
- ❖ The WCIDA Staff provides the administration of the Wyoming County Business Center (WCBC) functions. These include administering the Micro-loan portfolio, the FastTrac

Entrepreneurship program; the business attraction marketing plan, website maintenance for the WCBC, PARIS reporting, Board Meeting preparation, bookkeeping, and general daily office duties.

- ❖ The WCIDA Staff continues to strive to meet the goals of the Agency's Strategic Plan. The plan indicated that the focus of the IDA would be on investing in commercial building sites, attracting new business and developers, and developing tourism destinations and complementary businesses. Since 2017 the WCIDA has owned two properties in Arcade and one parcel in Perry. These properties give the WCIDA options to share with site selectors and business prospects looking to expand or start their business in Wyoming County.
- ❖ The WCIDA launched its new website in August 2018 www.wycoida.org. The website serves many purposes including business attraction marketing, complying with the posting of reports for public viewing and explaining the business services available. The website provides a more unified site for Economic Development. The new site features the WCIDA as the lead agency for economic development in the county but also provides access to the WCBAC, the Wyoming County Business Center and the FastTrac Entrepreneurship Program. By bringing together all the information from three separate websites the WCIDA's website makes it easier for visitors to find all the Agency and its affiliates have to offer under one umbrella.



LOOKING FORWARD......

- The WCIDA will continue its due diligence to acquire real estate that can be marketed for business growth or to new businesses coming into the Wyoming County.
- ❖ The WCIDA will continue to provide tax incentives to encourage capital investments.
- ❖ Looking ahead the WCIDA will search out new ways to invest resources and continue to improve the economic climate in our County.
- ❖ The WCIDA will continue its administration of the Wyoming County Business Center and the implementation of the economic development marketing plan.

CONCLUSION

The WCIDA remains an important part of Wyoming County's Economic Development growth. While enduring changes to policies, and compliance issues as well as changes in legislature, 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. Our mission after all 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."

The Wyoming County Business Assistance Corporation 2019 Annual Report on Accomplishments

The Wyoming County Business Assistance Corporation (WCBAC) is the lending agency administered by the WCIDA, handling the revolving loan funds for several programs. In 2019 the WCBAC closed two new term notes, completed the grant approval process for three companies to be awarded grants from the Community Development Block Grant ("CDBG") program income funds, completed the drawdown of funds allocated to the Wyoming County GAIN program from NYS Urban Development and provided the final proceeds for a grant anticipation loan with the Arcade and Attica Railroad to complete its rail rehabilitation project.

Wyoming County Business Assistance Corporation 2019 projects include:

- Currently the WCBAC Loan Portfolio reflects 20 General Loans, 4 CDBG Loans and 3 GAIN Loans with a total outstanding balance of \$2,451,197.09
- The WCBAC administers the awarded Growing the Agricultural Industry Now (GAIN) revolving loan fund. This program originated from the Genesee/Finger Lakes Regional Planning Council ("G/FLRPC") which received a \$3,000,000 grant from the New York Empire State Development ("ESD"). The proceeds of which were to be used to provide loans to agricultural and food processing businesses; a portion of the ESD Grant in an approximate amount up to \$595,319.00 was allocated to provide funding for loans in Wyoming County. The Keem's Dairy Farm was the most recent applicant for GAIN funding through the program. They have been awarded \$115,000 in GAIN funds for the purchase and equipping of 2 Lely Robotic Milking Units which will be installed as part of their expansion and construction of a new dairy barn. The GAIN loan will complete the financing package along with Tompkins Bank of Castile, for the \$1,400,000 project. The project is underway and we will be closing the loan this month. The draw-down of funds for this project concludes the amount available to Wyoming County. Moving forward we will be able to continue the program with money repaid from the 4 loans.



Whispering Brook Farms - Maple Syrup operations, installed new tanks, lines and monitoring system.

The previous GAIN loans include: In 2018; Whispering Brook Farms applied for GAIN funding and completed the loan process in 2019. Whispering Brook Farms, a maple

producing operation in Gainesville, received \$90,000 to help with the financing for line monitors and storage tanks. We furnished funds through the GAIN program for two projects in 2017; Table Rock Farm and Synergy Genetics, which both received \$200,000 each for their Ag projects.



Table Rock Farm - Manure Separator Project and Synergy Genetics Calf Raising facility

- ❖ The owners of the Attica Hotel requested financing from the WCBAC to assist their project in the rehabilitation of the old Attica Hotel 28 Exchange Street, Attica, NY. The project was awarded a \$175,000 loan for the upgrades to the facade and public area, and to install new equipment and furnishings in the dining and kitchen areas. The project is near completion and expects to be open to the public soon. The loan closed in January 2019.
- ❖ Sage Keber, owner of The Entertainment Collective, LLC requested assistance with the purchase of the Williams Opera House 16 Exchange Street Attica, NY. Keber requested \$96,000 to complete the purchase of the building. The future plans include the renovations and updates to the building to make it a venue for live music productions/concerts. The loan was approved and closed in July 2019.





Williams Opera House- Exchange Street Attica, NY

❖ The NYS Office of Community Renewal ("OCR") made notice to the WCBAC in May of 2018 that the Community Development Block Grant ("CDBG") Program Income funds were to either be used as grants to eligible projects or returned to the State as of March 31, 2019. The WCBAC worked through the process to follow the OCR Compliance requirements, which included pre-approvals from the Wyoming County Board of Supervisors, public hearings for the use of OCR funds and finding eligible projects. As of March 22, 2019, all of the nearly \$1 million in program income funds were awarded to Wyoming County Businesses in the form of grants.

- ❖ Marquart Bros, LLC was the first to receive a \$210,000 grant for the purchase of new semiautomated weighing/bagging/sewing machine, automatic palletizer and wrapping station to bag 5, 10 and 50lbs bags of potatoes for restaurant distributors to complete their potato bagging operation. The total project investment was \$748,520 which included \$165,000 for renovation to the existing space, \$558,520 for new machinery and equipment; \$5,000 for inventory and \$20,000 towards soft costs. The project expects to create 9 fulltime positions and 3 part time.
- ❖ Indus 19, LLC was the next to receive a grant award for their hotel project in Warsaw. The project involved demolition of a former 31,500 sq. ft., 3-story Manor Oak Nursing Home in the Village of Warsaw and replacement with a new build 3-story 32,000 sq. ft. nationally branded Wyndham Microtel hotel. The hotel will be a business class/tourist hotel with 67 guest rooms and amenities. The hotel will also feature meeting rooms, fitness room, outdoor terrace and sundries market. The \$525,000 grant proceeds will be used for furnishings and fixtures associated with the building of the new hotel. The total investment for the project will be \$6 million dollars and 15 FTE jobs will be created.
- ❖ API Heat Transfer, Inc. in Arcade was the final awardee of grant funds. Their project includes two production weld cells (robotic welders) and upgrading a Brazing Furnace for a new generation (Gen 6) of Bobcat heat exchangers. The new machinery is state of the art robotics and more energy efficient overall. Improvements provide up to date safety requirements to ensure long term stability and growth. The grant funding in the amount of \$250,000 will be used to help finance the purchase of \$800,000 in equipment and there will be 10 new jobs created.
- ❖ The Arcade & Attica Railroad engaged the help of the WCBAC in 2018 to assist in the financing of a \$1.3m reimbursable grant from NYS for line and bridge repairs. The A & A Railroad also received a \$200,000 term loan from the WCBAC to complete the financing package and meet the local investment share required to facilitate the grant.

The project was completed in 2019.







A & A Railroad – Rail project work is now complete

❖ Josh Rice Projects- The WCBAC approved Community Development Block Grant ("CDBG") funding in the amount of \$10,500.00 for Josh Rice dba Josh Rice Projects to be used for rent, insurance and utilities for his location at 37 Main Street Perry. The WCBAC will continue support in a like amount for 2020, if conditions are met, in order to support Theatre@37 and 2020 New York State Puppet Festival.

Looking to the future...

- ❖ The WCBAC will continue to work diligently to provide gap financing to complete the financing needs and work in collaboration with local financial institutions serving our local businesses.
- The WCBAC will continue to provide needed administration or pass through services for local affiliates and organizations applying for grants in support of their mission.
- ❖ The WCBAC will continue to seek out programs to provide financial assistance to local businesses.

The Mission of the Wyoming County Business Assistance Corporation

"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."

	LEASE /FILUIS		NG COUNTY IDA/WCBAC CURRENT FOR 2019
1 Ar	cade & Attica Railroad	1	WCBAC LOANS 90 Washington , LLC
2 Ag	ri Fab & Repair	2	A&A Railroad
3 Alp	pine Acres- East Hill Creameries	3	
4 Be	aver Hollow - Biggest Loser	4	Action Enterprises
5 Bo	xler Animal Adventure	5	ACO Acquisitions, Inc.
6 Ce	nter Street Business Center	6	Attica Unlimited, LLC
	I. Inc.	7	Byrncliff Resort
8 Dra	asgow Inc.	8	Caring Harts Expansion
	S. & J. R Miller- Sedam's	9	Drasgow, Inc. III
0 73	Main Street Associates	10	Entertainment Collective, LLC
1 In-	Site Enterprises Wise Bldg	11	- Total and to the
2 Ind	lus 19, LLC- Hotel	191.00	The same of the sa
3 Jav	/a Energy, LLC	12	In-Site Enterprises, LLC
4 Koi	ike Aronson, Inc.	13	Keem's Dairy Farms - GAIN
5 Kro	og Corp - Arcade REHC 1		Krog Corp
6 LVI	M Materials - 3208 Route 39		LVM Matrerials
7 M&	T Trucking	16	Marquart Bros. CDBG
8 Mai	ple Grove Enterprises	17	Perry NY Rufus Smith
9 Mai	ple Pro - CDL USA	18	Perry NY, LLC Howell
0 Not	ble Bliss Windpark	19	R.S. Maher & Son CDBG
1 Not	ble Wethersfield	20	Ray Sciarrino
	dock Properties	21	River Spring Lodge
3 Per	ry Holdings LLC	22	Robert Piechocki -Burly Brothers Cattle Company
4 Per	Ty Holdings LLC	23	Schrieberdale Holsteins
5 RM	ry NY LLC - Howell Bldg 4 Holdings, LLC	24	Silver Lake Brewing Company
6 She	eldon High Wind Farm	25	Sregnuoy Farms - CDBG
7 Silv	verlaken	26	Sun Dor Co, LLC CDBG
		27	Synergy Genetics - GAIN Loan
0 310	ny Creek Wind-	28	Table Rock - GAIN Loan
9 1 3	Marquart - Lease	29	Whispering Brook Farm - GAIN Loan
lex	as Brine New York		
-	Deal of Tay D		OCR Grants
Peri	Back on TAX Rolls 2018/19	1	Marquart Bros, LLC
Peri	ry NY,LLC		Indus 19, LLC
SUN	V Jelly WNY - Jellystone	3	API Heat Transfer, Inc.
AAIA	Y Crop Management	4	Josh Rice Projects
DEA	ACTIVE BONDS		Special Projects
BEA	AVER HOLLOW /OLYMPIC Mgmt.	1	NYSDOT Multi Modal Grant- WC Rail initiative
	DENDING PRO	2	Land Investment- Arcade/ Perry
ICE	PENDING PROJECTS	3	Silver Lake Dredging Project
JC E	quipment		Small Cities GRANTS
Orai	ngeville Energy Storage	1	Marquart Bros-OCR
Alle	-Catt- Wind Project	2	R.S. Maher & Son
Niag	gara Solar	3	Sregnuoy Farms- OCR
		4	Upstate Door - OCR

New in 2018-19 Italicized