

## **2018 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 and the projects we assisted it struck me how diverse we were with our offerings, more so than any other year. This report illustrates the diversity of our economy and how our programs can serve that diversity no matter what type of business or industry it is. The range of projects that we served included manufacturing, agriculture, housing, equipment repair, lodging and the arts. A diverse economy is a strong economy and I am delighted that our WCIDA programs can serve so many needs. Our assistance positions our businesses to start up, grow, expand, encourage capital investments, increase the tax base and create jobs in Wyoming County.

Some notable accomplishments for the year include the Wyoming County Rail Initiative project; after many years of delays we have made great strides for the multi-modal rail facility to be located in Gainesville. Local approvals have been secured, a building permit has been issued. SEQRA has been satisfied, a wetland has been mitigated, contracts with Norfolk and Southern have been executed and agreements with our private partner, Marquart, has been authorized by the WCIDA Board. The next steps include the development of a Request for Proposal for the construction that must be reviewed and approved by NYS Department of Transportation, a winning bid will be selected and construction for the facility is planned for the Spring of 2018 and by fall the facility should be ready to receive rail shipments for any business in Wyoming County that is interested.

The WCIDA from a financial standpoint is on solid footing with healthy reserves that position the agency to undertake new economic development initiatives such as acquiring and preparing land for development. Another development site has been added in Perry, which brings us to a total of 3 sites in Wyoming County being marketed for new development. This falls in line with one of our strategic planning initiative that recognizes the importance of controlling land for economic development projects. The WCIDA is actively searching out other parcels in the county that are well suited for development.

Once again this year I have to commend WCIDA's Jennifer Tyczka, Program Manager and Robin Marschlok, 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.

The following pages contain a summary of a number of projects and other WCIDA activity. It is compiled in an outline format for brevity; however complete project files are available for review upon request.

Sincerely,

James Pierce, Executive Director

## **FINANCIAL ACCOMPLISHMENTS**

In 2018 the WCIDA continued its efforts improve economic development in the county. The investment in properties; the management of a 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 looked at new ways to invest the Agency funds in order to utilize our capital to grow our assets for future use. 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.

The Wyoming County Business Assistance Corporation (WCBAC) is the lending agency administered by the WCIDA, handling the revolving loan funds for several programs. In 2018 the WCBAC closed one new term note, completed the bridge notes with the Wyoming County Rural Arts Grant Recipients, facilitated the restructuring of three existing notes and provided the proceeds for a grant anticipation loan with the Arcade and Attica Railroad.

### **Wyoming County Business Assistance Corporation projects include:**

- ❖ Currently the WCBAC Loan Portfolio reflects 22 General Loans, 4 CDBG Loans and 2 GAIN Loans with a total outstanding balance of \$2,687,207.38
- ❖ The WCBAC completed the administration of the first Wyoming County Rural Arts Initiative Grant (WCRAI). The County of Wyoming was awarded a \$200,000 Community Development Block Grant (CDBG) from the New York State Office of Community Renewal (NYSOCR), for the purpose of financing the Rural Arts Initiative Micro Enterprise Program in December of 2015. The WCRAI Grant expired in December of 2017. At the close of the grant there were 12 grant awardees that completed the grant process and received funds for art equipment, supplies and work space. A second grant was applied for through the CFA Process with hopes to solidify another \$200,000 to keep the momentum going and attract more art business into the County. Unfortunately, the grant request was not awarded in 2017. Through other avenues the Arts Committee has continued its support for the local artists with hopes to secure an additional grant in the future.



Wyoming County Rural Arts Center, Perry, NY

- ❖ 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 State Urban Development Corporation d/b/a 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. We furnished funds through the GAIN program for two projects in 2017; Table Rock Farm and Synergy Genetics have both received \$200,000 each for their Ag projects. Both projects were completed and are successful. In 2018 a third project applied for GAIN funding and is currently completing the loan process. Whispering Brook Farms, a maple producing operation in Gainesville, has asked for \$90,000 to help with the financing for line monitors and storage tanks.



Table Rock Farm – Manure Separator Project- cows enjoying clean bedding from solids.



Synergy Genetics LLC- Calf Barns- Linwood Road, Linwood, NY

- ❖ The Arcade & Attica Railroad engaged the help of the WCBAC 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.





A & A Railroad – Rail project work in progress

### **WCIDA SUCCESS STORIES**

The WCIDA approved financial incentives through tax abatements for new projects in 2018. Highlights of assisted projects in 2018 and updates on continuing projects include the following:

- ❖ 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 120unit 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 should be completed late fall of 2018. The facility has drawn much

interest and Calamar has reported they have received deposits for apartments on 70% of capacity.



Grandview Terrace -progress pictures for 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 includes renovation of the currently vacant buildings making available mixed-use space with 12 apartments and 4 storefronts. The project cost is 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 move into the open storefronts. Currently the project is 80% complete with a few 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 requests 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.





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

- ❖ CFI Properties, Inc. is constructing an 18,000 sq. ft. addition to its existing facility. This is the second addition the Company has taken on since 2015. The expansion allows the Company to install two more ovens and cookies baking lines. The new project is expected to go on line 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 165 employees in the county and expects to create 22 additional fulltime jobs over the next 3 years.



CFI, Properties, Inc. expansion projects

- ❖ The Wyoming County Rail Initiative project in Gainesville is now under construction. In the past two years work has been ongoing to secure local approvals, acquire a building permit, complete SEQRA requirements, mitigate the wetland, execute contracts with Norfolk and Southern and agreements with our private partner, Marquart, all with proper authorization by the WCIDA Board. In 2018 the development of a Request for Proposal for the construction was approved by NYS Department of Transportation, a winning bid from Patterson Stevens was selected and construction for the facility was planned for the Summer of 2018. With construction now underway, by Spring of 2019 the facility should be ready to receive rail shipments for any business in Wyoming County that is interested.



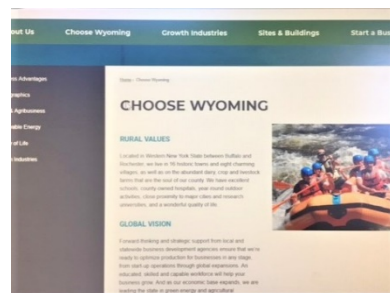
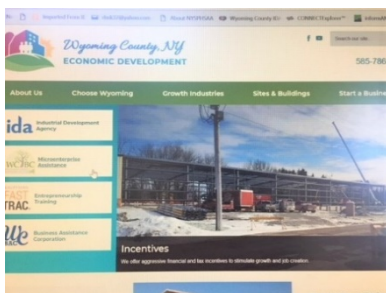
Wyoming County Rail Initiative Project – Gainesville, NY

### **ADMINISTRATIVE 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 continues to work diligently to keep the WCIDA and WCBAC organizations in compliance with the Public Authority Law and Authority Budget Office, (ABO), regulations. 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 2018 the WCIDA continued to work to provide incentives for economic development projects in the County. Using the guideline of the WCIDA UTEP, the IDA Board has offered incentives to projects that will rehabilitate a group of old buildings using the schedule for abatement of adaptive reuse project. The IDA is also working with a Company with plans of bringing commercial solar projects to the county and is working to solidify assistance for hotel projects.
- ❖ 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 Wyoming County Business Assistance Corporation or “Loan Corp” worked to complete grant anticipation notes to the grant awardees in the Wyoming County Rural Arts Initiative program; continued the management of the loan portfolio, closed notes, amended and restructured existing loans and facilitated a grant anticipation note to help the A&A Railroad complete its project which was awarded a reimbursable grant from New York State.
- ❖ 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. In 2016 the WCIDA purchased a 28+ acre site, zoned industrial, in Arcade. In 2017 the WCIDA completed the purchase of a 2+ acre parcel in Perry, with the intentions of attracting a hotel developer to that area. These two parcels in addition to the 4.28 acre parcel in Arcade give the WCIDA options to share when contacted by site selectors and business prospects looking to expand or start their business in Wyoming County.
- ❖ The WCIDA updated the website, [www.wycoida.org](http://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. In 2018 the WCIDA updated its website to provide 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 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 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.”*