

# Annual Report 2025

A Summary of Economic Development Activities  
for the Wyoming County Business Center, Inc.







On behalf of the Board of Directors of the Wyoming County Business Center (WCBC), I am proud present the 2025 Annual Report. The WCBC is celebrating its 20th year and continues to evolve, as it makes tremendous contributions to the growth of Wyoming County's economy. There are three primary areas that stand out as noticeable accomplishments: our entrepreneurship initiatives, lending activities, and the brownfield cleanup project in Arcade.

The WCBC's Fast Track program, our flagship entrepreneurship training program, completed its 15th consecutive year of service for the entrepreneurship community in Wyoming County. The program strongly supports our economic development strategy of *growing and cultivating our own* new businesses and creating jobs in Wyoming County. The addition of the Business Accelerator Academy and the Business Mentorship programs have further enhanced the WCBC's offerings by filling a critical gap in technical assistance programs needed by small growing and/or struggling businesses. These programs have been embraced by the small business community and the organization should be very proud of the work of the facilitators, staff, and volunteers who make these programs an envy of our peers.

We are fortunate that the outstanding entrepreneurship programs are complemented by financial resources to assist in launching and growing small businesses. This past year our Rapid Start Loan Program and our Micro-Loan program approved several loan applications ranging from \$10,000 - \$50,000. These vital loan programs are typically awarded to new and small startup businesses with less than 5 employees. We recognize that these are higher risk loans, that have attractive interest rates and terms as compared to standard loans offered by area banks.

The Wyoming County Business Center, and its affiliate the WCBC North LLC, concluded the first major phase of the brownfield cleanup project at the former Emkay facility located at 58 Church Street in Arcade. All buildings on the 15 acres site have now been demolished and the asbestos that was found throughout has been removed, thanks to a \$500,000 EPA Brownfield Cleanup Grant. Thank you to the Board and my predecessor for the tireless work on this important project. We are pleased to report that this once abandoned brownfield is now in the hands of a designated developer. They will shepherd the site into the final phase of the NYS Brownfield Cleanup Program, and begin the much anticipated redevelopment of the site with a proposed mixed-use or market-rate senior housing project.

Thank you to everyone who contributes to the work of the WCBC and our collective mission to improve the economic viability and quality of life for the residents of Wyoming County. Special thanks the WCBC Board of Directors and the Wyoming County Board of Supervisors for the privilege of allowing the Wyoming County IDA, to administer and further the critical economic development services of this organization.

Sincerely,  
  
Scott A. Gardner  
President



# An Organization Dedicated to Growth...

The Wyoming County Business Center (WCBC), Inc. was established in 2006 by the Wyoming County Board of Supervisors to become an economic development organization that could provide business services such as micro-lending for retail businesses, business attraction marketing and become the lead organization for encouraging and supporting the development of entrepreneurs in Wyoming County.



In addition, the WCBC was created to assist in the remediation and redevelopment of environmentally challenged properties on behalf of Wyoming County. The WCBC is co-located and works with our development partners the Wyoming County Industrial Development Agency (IDA), Wyoming County Planning, Wyoming County Chamber of Commerce and Tourism, and the Wyoming County Business Education Council.

## **Board of Directors 2025**

Sam Gullo, Chairman  
Dan Leuer, Vice-Chairman  
James Brick, Treasurer  
Brianna Stone, Secretary  
Richard Fish Jr., Board Member

## **WCBC Staff**

Scott A. Gardner, President  
Jennifer Tyczka, Program Manager  
Robin Marschlok, Dir. of Operations  
James Pierce, Economic Dev. Specialist  
Kevin Zanner, Hurwitz Fine PC, Agency Counsel



Pictured: Jennifer Tyczka; Board members Dan Leuer, Jim Brick, and Sam Gullo; Jim Pierce, and Scott Gardner accepting a check from the Wyoming Foundation for the Wyoming County Business Mentorship Program.



**WYOMING COUNTY, NY**

Rural values. Global vision. Endless possibilities.

Wyoming County Business Center  
36 Center Street, Suite D  
Warsaw, NY 14569  
Telephone: (585) 786-3764

**WyCoIDA.org**

## **WCBC Mission**

*The Wyoming County Business Center provides opportunities for business growth by promoting and assisting economic development projects that result in capital investments and job creation and retention in Wyoming County.*

# A Fond Farewell...

This year we celebrated the career of James Pierce and wished him well on his well-earned retirement. Jim began his career in Wyoming County in 1997 as the Executive Director of the Wyoming County Business Development Corporation, then in 2000, was instrumental in forming the Wyoming County Chamber of Commerce, where he served as the first President and CEO.

In 2006, he became the President/CEO, of the Wyoming County Business Center, Inc. (WCBC) with responsibilities that include entrepreneurship development, business attraction marketing, management of a micro-lending program and redevelopment of environmental sites. In 2013, Jim began his service as the Executive Director, CEO & CFO of the Wyoming County Industrial Development Agency, and the President and CEO of the Wyoming County Business Assistance Corporation (WCBAC), the local development corporation responsible for the management of the revolving loan portfolio.

Under Jim's leadership, the Wyoming County IDA, WCBAC, and the WCBC have accomplished a number of important projects including the Microtel hotel project in Warsaw, Wyoming County Trans-Loading Rail facility in Gainesville, and the brownfield cleanup and redevelopment of former environmentally challenged sites like the A & A Metals site in Perry and Robeson site in Castile, as well as the cleanup and remediation at the former Emkay site in Arcade.

He has also recruited several manufacturing companies to the county during his career; resulting in job growth and significant investment into the local economy. Jim also served on a number of related industry boards and organizations for many years. The WCBC thanks Jim for his many years of service and wishes him well on his retirement.



## Thank you for your Service.

# Jeff Fitch and Mike Fitch Recognized as Integral to 15 Years of Success for Wyoming County Business Fast Track Program



L-R: Mike Fitch, Wyoming County Business Fast Track Program Co-Facilitator; Jeff Fitch, Wyoming County Business Fast Track Program Co-Facilitator

As the Wyoming County Business Fast Track Program proudly celebrates its 15th anniversary, two names stand out as consistent drivers of its impact and success: Jeff Fitch and Mike Fitch. The longtime facilitators have played a vital role in shaping the program into a cornerstone of entrepreneurial and small business development in Wyoming County.

Since the program’s inception, Jeff and Mike have brought their unique blend of business acumen, mentorship, and dedication to each cohort of aspiring entrepreneurs. Their leadership has helped hundreds of local business owners launch, grow, and sustain their ventures, directly contributing to the county’s economic vitality.

“We are very appreciative of the impact Jeff and Mike have made over the past 15 years,” said Jennifer Tyczka, Program Manager. “Their commitment goes beyond curriculum delivery—they mentor, they listen, and they challenge participants to think bigger.”

The Wyoming County Business Fast Track Program was created to provide hands-on, practical training for entrepreneurs and small business owners in Wyoming County. Affiliated with the Kauffman Foundation’s FastTrac® program, the Wyoming County Business Center customizes its curriculum to meet the unique needs of local entrepreneurs. Designed to move ideas from concept to launch, the program includes expert instruction, peer collaboration, and direct access to local business resources.

Jim Pierce, President of the Wyoming County Business Center, explained that “the Board of Directors invested in the Fast Track program 15 years ago because of the recognition that small businesses and new startups are a primary source of job growth for Wyoming County. Fast Track fits the bill perfectly, plus it has the resources of the Kauffman Foundation to back us up. This program is for anyone that is serious about starting their own business.”

Jeff Fitch, known for his experience in business development and operations, and Mike Fitch, a seasoned business strategist and financial analyst, have jointly facilitated dozens of sessions, earning widespread respect from participants and community leaders alike.

As the program looks to the future, its foundation remains strong thanks to the Fitch brothers’ leadership and tireless dedication, and the ongoing strong support of the Wyoming County business community.



L-R: Jim Pierce, President, Wyoming County Business Center; Brian-na Stone, Secretary, Wyoming County Business Center; Mike Fitch, Wyoming County Business Fast Track Program Co-Facilitator; Jeff Fitch, Wyoming County Business Fast Track Program Co-Facilitator; Jennifer Tyczka, Program Manager, Wyoming County Business Center

# Welcoming the next generation of facilitators for the Successful Wyoming County Business Fast Track Program

Following the retirement of the long-time co-facilitators of the WCBC's highly successful Fast Track program, the WCBC is pleased to welcome two new facilitators. Tom Schiltz and Parker Bray will bring a new and fresh perspective to the entrepreneurship program for a new generation of graduates.



Tom Schiltz's entrepreneurial journey began early, working in his family business, Schiltz's Feed Mill, at just 12 years old. Over the years, he advanced from Logistics Coordinator to Plant Manager and eventually Vice President — a role he proudly held without ever dethroning his father.

After selling the family business, Tom became Director of Operations for Maple Leaf Foods' agri-business division, "Shur-Gain." His career then took a turn toward his lifelong passion for sports and fitness. In 2001, he founded The Strykersville SportsCenter, which quickly became a hub for over 220 local youth in organized street and roller hockey. The facility has since expanded into a multi-use venue, now including a rentable hockey arena and, as of 2025, four new pickleball courts.

In 2007, Tom opened The FitStop Fitness Center, which continues to thrive and grow. The FitStop earned the Wyoming County Chamber of Commerce Small Business of the Year Award in 2012. In addition to running two successful facilities, Tom is a published author of *Aging Optional* and *Fit For Life*, the latter becoming an Amazon Best Seller in 2023.

Dedicated to innovation, Tom is constantly evolving his businesses to meet community needs. This year, he is adding an outdoor turf training area and introducing the most cutting-edge fitness equipment in the country — keeping The FitStop at the forefront of fitness and community wellness.

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Parker Bray is a multi-business entrepreneur based in Western New York, focused on building ventures that blend creativity, community, and hands-on impact. He's the founder of *Maker Movement*, a startup that partners with schools and community organizations to bring real-world, project-based learning to kids through custom-built kits. He also runs *Raise The Bar Woodworks*, a custom signage and fabrication shop serving local businesses across the region.

His most recent venture taps into another passion — the outdoors. Parker and his family recently planted over 1,000 Christmas trees on their former family farm in Arcade, NY, where they'll soon open a cut-your-own tree experience that celebrates tradition, nature, and small-town charm.

Parker was recognized by *Buffalo Business First's* 5 Under 25 for his work and has been featured on *Daytime Buffalo* for his innovative approach to education and entrepreneurship.

Whether he's leading workshops, restoring land, or working with others to grow their ventures, his work is always grounded in purpose, process, and pride.





## The Entrepreneurship Development Program Focused on "Growing Our Own Jobs"

Supporting entrepreneurship, new business startups, and business expansions are vital to Wyoming County's economic development strategy, driving significant job growth within the region. A key initiative in this effort is the Wyoming County Business Fast Track Program (Fast Track), which helps participants create effective business plans and launch new ventures with a strong foundation.

The Wyoming County Business Fast Track Program, based on the Kauffman Foundation's framework, is designed to assist entrepreneurs in developing the essential skills required to create, manage, and grow a successful business. Throughout the program, participants refine their business ideas through each phase of the planning process, progressing from concept to reality in an interactive group setting.

The program features professional guest speakers who offer valuable real-world insights on topics such as business formation, market research, financial management (including cash flow and financial statements), hiring employees, securing funding, and more. Participants also access a wide network of resources supporting their entrepreneurial journey. The Fast Track program is held twice a year, in the spring and fall, with intentionally small class sizes. The courses are facilitated by two local entrepreneurs who have been trained and certified by the Kauffman Foundation.



The Wyoming County Business Center, Inc. extends its sincere appreciation to the generous sponsors of the program including, **Tompkins Community Bank, Complete Payroll, Robert D. Strassel Esq., Five Star Bank, Wyoming County Board of Supervisors** and the workforce development resources available to participants through **Community Action for Wyoming County**.

Accredited under the New York State Eligible Training Provider List in accordance with the Workforce Innovation and Opportunity Act, the Fast Track program has educated more than 250 entrepreneurs, equipping them to overcome common challenges and barriers in starting and growing a business.

Over 60% of participants go on to launch a business. Fast Track continues to support entrepreneurs in transforming their innovative ideas into viable career opportunities, helping them elevate their ventures to new levels.



The WCBC provided Kaylie Emmons (pictured center left and right), a graduate from Letchworth Central School, the opportunity to attend the Fast Track Program with a full scholarship-demonstrating an investment in our next generation of entrepreneurs.



# Wyoming County Business Fast Track Spring 2025 Graduates



L-R Front Row: Adrianna Seewaldt; Erin Velez; Josie Swyers; Dan Flint; Amanda Schurr-Hermann; Beth Caton, Sr. Manager Employment & Training, Community Action for Wyoming County. L-R Back Row: Jeff Fitch, Fast Track Program Co-Facilitator; Jennifer Tyczka, Fast Track Program Manager; Tim Best; Tami Williams; Keith Koerner; Jason Hoffman; John Hermann; Victoria Tiebor, Executive Director, Community Action for Wyoming County; Mike Fitch, Fast Track Program Co-Facilitator. Missing: Joe Kowasz; Brandy Kowasz; Maggie Peace; Donell Wallace; Eric Wallace

## Spring Class Business Concepts

These graduates are bringing a diverse and dynamic array of business concepts to life, each designed to enhance community life and drive sustainable economic growth in Wyoming County:

- **Act 4 Books** – A community-supported bookstore offering books, games, puzzles, and unique gifts, complemented by a cozy café space.
- **JMK Renovations** – Specializing in custom home remodeling projects, delivering personalized craftsmanship and modern design solutions.
- **Best Home Improvements** – Taking the stress out of the home upkeep with efficient, affordable, professional services.
- **JH Designs** – High-quality laser engraving, custom gifts & services for corporate clients and individual customers.
- **H2O Pro Exterior Cleaning** – Professional soft washing, pressure washing, and exterior surface cleaning.
- **ABC In Home** – Local private elder care services offering compassionate, in-home assistance to support aging in place.
- **High Road Bookkeeping** – Bookkeeping services, offering small businesses streamlined, accurate financial reports.
- **Emberstone Consulting** – A consulting company that sparks business growth by aligning teams, workflows, and technology for lasting efficiency and success.
- **Wiscoy Woodworking** – Artisanal custom woodworking and furniture making, blending timeless techniques with modern aesthetics.
- **Koerner's Country Corners Farm-stand** – A fresh market venture promoting locally sourced produce and products, connecting consumers to Wyoming County's agricultural roots.

## Wyoming County Business Fast Track Fall 2025 Graduates



L-R Front Row: Carrie Remis; Melanie Rawleigh; Tammy Ryan; Rebecca Duda; Erica Kramell. L-R Middle Row: Beth Caton, Sr. Manager Employment & Training, Community Action for Wyoming County; Victoria Tiebor, Executive Director, Community Action for Wyoming County; Liz Schuhart; Christa McIntyre; Brianna Stone, Secretary, Wyoming County Business Center Board of Directors; Jim Pierce, President, Wyoming County Business Center. L-R Back Row: Jeff Fitch, Fast Track Program Co-Facilitator; Jennifer Tyczka, Fast Track Program Manager; Zachary Stone; Robert Griswold; Jesse Calvert; Mike Fitch, Fast Track Program Co-Facilitator. Missing: Kaylie Emmons

### Fall Class Business Concepts

Each graduate brings a unique and exciting business concept to life, designed to enhance community life and drive sustainable economic growth across Wyoming County:

- **Marketing Boutique** - A full-service agency specializing in branding, content creation, and digital strategy for small businesses. Tailored marketing solutions to help clients grow and engage their target audiences effectively.
- **Craft Brewery** - Focused on brewing pre-prohibition style ales, a menu of simple, high-quality food, create a welcoming atmosphere that reflects small-town charm and hospitality.
- **Specialty Cut Flower Farm** - Located on the historic Humphrey House property, the farm will offer retail and wholesale fresh and dried flower stems, on-site workshops, guided tours, and a demonstration garden promoting sustainable and regenerative gardening.
- **Neighborhood Grocery Store** - The owner of a mixed-use property in Pike plans to reopen the ground-floor storefront as a neighborhood grocery store. With a residential unit above.
- **Kindred Designs** - A creative business producing seasonal and lifestyle home décor and apparel inspired by nostalgia, magic, and vintage-modern aesthetics.
- **Calvert Machining and Consulting Services (CMC Services)** - A machine shop and consulting firm offering custom fabrication, machining, and hands-on training services. Specializing in precision manufacturing solutions and technical consulting for small to mid-sized industrial clients.
- **Childcare Center** - Dedicated to providing high-quality early childhood education and care in Perry, NY, focused on creating a nurturing, safe, and stimulating environment.
- **Metal Fabrication Business** - Specializing in metalworking and precision design, provide custom-built parts and structures tailored to client specifications, serving a wide range of industries and applications.
- **ZTile** - A professional tile installation and design company specializing in custom kitchen and bathroom projects. ZTile combines craftsmanship and creativity to deliver high-end tile work tailored to each client's vision.



## **“Advance Your Business to the Next Level”**

This 4-week interactive program was designed to equip business owners with the necessary tools, resources, and knowledge to drive their businesses toward greater financial success and long-term sustainability.

The WCBAA focuses on three key areas:

- Defining the problem and its cause.
- Developing SMART Objectives - Specific, Measurable, Achievable, Relevant, Timely aligned to address the identified problem(s).
- Implementing your Objectives, Strategies and Tactics (OST Process)



Targeted at existing business owners seeking to overcome growth barriers, the program helps develop effective strategies for advancing their businesses to the next level. This program aligns with the Wyoming County Business Center’s ongoing commitment to providing programs that support the development and growth of businesses within Wyoming County.

Participants will have the opportunity to develop new strategies and tactics that foster growth and profitability. They will also identify their business’s unique competitive advantages and explore new market opportunities.

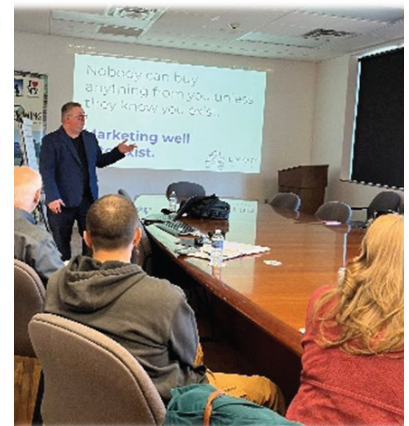
Additionally, the program includes a focus on enhancing online marketing efforts, with insights from a digital marketing expert, as well as training on how strategic thinking can significantly improve overall business performance.

Classes are offered in the spring and fall and are facilitated by the same facilitators as the Fast Track program. In 2025, only the Fall class was held.

The Wyoming County Business Accelerator Academy is sponsored and supported by the Wyoming County Business Center, Inc. Board of Directors and the Wyoming County Board of Supervisors.

Program funding resources were provided by a competitive grant awarded from the Marjorie and Charles Van Arsdale Family Fund at the Community Foundation for Greater Buffalo, and sponsorship from Key Bank Foundation Charitable Sponsorship.

Since the Business Accelerator Academy’s inception in 2021, 37 participants have successfully participated in the program.



### *A note of special recognition...*

Sincere thanks go out to our program guest speakers: Brianna Stone, Tompkins Community Bank (top right); Kim Brown-Webster, Complete Payroll (center left); and Tom Lyon, Lyon Global (bottom right). The entrepreneurship programs offered by the WCBC are enhanced by the real-world experience brought to program participants.



## 2025 Fall Business Accelerator Academy Participants

L-R: Jeff Fitch, Wyoming County Business Accelerator Academy Program Co-Facilitator; Bryan and Linda Kehl, B&B Kehl Custom Service; Mat and Kelly Brown, Ken's Carpet Center; Ken Kehl, Kehl Maple; Mike Fitch, Wyoming County Business Accelerator Academy Program Co-Facilitator



The Wyoming County Business Center has completed another session of its Business Accelerator Academy, an initiative designed to equip local entrepreneurs with the tools, strategies, and support needed to grow and strengthen their businesses.

This session brought together local business owners who are committed to strengthening their business foundations and planning for future growth. Through a series of interactive sessions led by facilitators Mike Fitch and Jeff Fitch, participants refined their business models, identified growth opportunities, and created practical, results-driven action plans.

The following businesses participated in this session of the Academy:

**B&B Kehl Custom Service** - Located in Attica, NY, B&B Kehl Custom Service is a small, family-operated business specializing in Nachurs Alpine fertilizers and Seedway seeds and forage mixtures. Established in 1969, the company serves local farmers and agricultural clients by providing quality products tailored to support crop production and soil health. For inquiries, call (585) 314-1965.

**Ken's Carpet Center** – A family-owned and operated business, Ken's Carpet Center has been proudly serving the Western New York area for decades. Known for their quality flooring products, expert installation, and personalized customer service, they take pride in helping homeowners find flooring solutions that fit their style, needs, and budget. Learn more at [www.kenscarpetcenterny.com](http://www.kenscarpetcenterny.com) or call (585) 786-2340.

**Kehl Maple** – A fourth-generation maple syrup producer based in Sheldon, NY, Kehl Maple offers pure, local maple syrup in a variety of sizes—from half-pints to full gallons. In addition to syrup, they produce maple candy and offer seasonal gift baskets—perfect for holidays or special occasions. Open year-round from dawn to dusk, Kehl Maple welcomes visitors at 1051 Route 20A, Strykersville, NY. For more information, visit their Facebook page or call (585) 329-9151.



- ✓ Are You Ready... for What's Next?
- ✓ What does the future hold for my business?
- ✓ Am I moving in the right direction?
- ✓ When should I hire an employee?

The Wyoming County Business Mentorship Program was developed to connect experienced Business Mentors with Small Business owners with up to 8 hours of no-cost, one-on-one consultation, a \$600 value.

Participants explore the issues that matter most to their growth; analyze and prepare their business operations to overcome obstacles; improve their existing practices in response to the changing environment; learn how to build and sustain momentum in their business; develop new strategies for growing their business, and learn how to open new markets and gain new customers.

Mentors include Mike Fitch, Tom Lyon, and Mark George. This year we added a new mentor, Nikki Boxler, known as The Maple Farmer. Nikki is a social media marketing specialist and influencer with experience in content creation, campaigns and direct-to-consumer strategies.



Fifty-one businesses have enrolled in the program since its inception. In 2025, staff applied for a Wyoming Foundation Competitive Grant and were awarded a \$5,000 grant from the Marjorie and Charles Van Arsdale Family Fund.

**51**  
**Small Businesses Impacted  
by the Mentorship Program**

In addition to the strong entrepreneurship programming offered, the Wyoming County Business Center, Inc. administers a micro-loan program utilizing grant dollars applied for by the Wyoming County Board of Supervisors, originally sourced from grant funds from the NYS Office of Community Renewal.

The micro-loan program is specifically designed to help finance startup businesses and higher-risk loans. The program has been a very effective tool in helping Wyoming County's entrepreneurs start and grow.

**The following businesses received Micro-Loan Funding in 2025.**



Yummies Ice Cream Company, Inc. borrowed \$50,000 to be used in conjunction with building renovations at 52 North Main Street in Warsaw, to convert the space into an ice cream manufacturing facility.

Raise The Bar Woodworks borrowed \$50,000 to be used for costs related to constructing a 26' x 56" pole building and purchasing equipment for the CNC machine based sign business.



Listed below is the current portfolio of micro-loans that are currently being administered by the WCBC:

1. Easy Star Boarding, LLC
2. From This Valley, LLC
3. JKW Unlimited, LLC
4. Jemgo, LLC d/b/a Butter Meat Co.
5. Sands Restaurant, Inc.
6. Titan Properties 243, LLC
7. Windy Brew, LLC
8. Max's Bakery
9. Yummies Ice Cream Company, Inc.
10. Raise the Bar Woodworks

Total Loan Portfolio: \$288,346.93

In 2025, the following businesses paid the balance of their loan.

1. Diner on the Run, LLC
2. Datum Works, LLC



615-861-0605

“ I just wanted to share some great news — Easy Star Boarding is now full! We're truly enjoying the fruits of our labor and are grateful for the support we received in getting started. It's rewarding to see our business thriving and becoming part of the local community. Thank you again for your encouragement along the way!

--Paul Pryor  
Easy Star Boarding

## Wyoming County Business Center's Rapid Start Loan Program



The Wyoming County Rapid-Start Loan Program was created by the Wyoming County Business Center initially as a recovery program during and immediately after Covid-19, it has now become an easy application loan program, with a quicker intake, turn-around, and review time that is designed specifically for small businesses in Wyoming County. Loan funding up to \$10,000 from the program may be used to provide eligible borrowers with:

- Funding to modify or improve current business operations or start a new business.
- Funding to expand an existing business.
- Funds for working capital, furniture, fixtures, equipment, and new products/inventory or diversify the business.

### The following businesses received Rapid-Start Loan Program funding in 2025.

1. **Stunniez, LLC:** Lane Bumbacher re-opened a restaurant business now known as Stunniez Restaurant at 70A N. Water St. in Pike following the restaurant's closure over one year ago.
2. **Kindred Designs:** This business will use 3D printers, lasers, UV printers, 3 in 1 CNC machinery and photo grade ink jet printers to create one-of-a-kind craft gifts.
3. **Warsaw Dry Cleaners, LLC:** This growing business needed a new commercial washing machine for the rug cleaning business to continue their positive momentum.

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Listed below is the current portfolio of Wyoming County Rapid-Start loans that are being administered:

1. Build Quality, LLC
2. Country Belle Farm Store
3. Creative Foods Warsaw, LLC
4. Hybrid Design and Construction
5. Kindred Designs
6. Laura's Cakes and More, LLC
7. Lawrence Automotive Detailing
8. Loch Life, LLC
9. Madison's Skincare Spa, LLC
10. Melonie's Kustom Kreation, LLC
11. Refresh Hair Studio, LLC
12. Sara's "LiL" Bears Daycare
13. Silver Lake Brewing Project, LLC
14. Stunniez, LLC
15. Sunshine Speech Therapy, PLLC
16. The Gainesville Store, LLC
17. Warsaw Dry Cleaners, LLC

Wyoming County Rapid-Start Loans that were Paid In Full

1. Jemgo, LLC d/b/a Butter Meat Co.
2. River Spring Lodge, LLC
3. Jay Bee Contracting, LLC
4. Invictus Barber & Brand, LLC
5. The Quilter's Daughter

Total Loan Portfolio: \$105,948.75



Rebecca Duda, Kindred Designs, receives her graduation certificate from the Fall 2025 Fast Track Class

# Business Attraction Marketing



One of the key missions of the WCBC is to conduct business attraction marketing for Wyoming County. The Wyoming County economic development team is strongly dedicated to keeping our primary resource, the website, current and up-to-date.

The website is the primary marketing tool, our very important “front door” for local interest, visitors, as well as business leaders, developers, and others who want to learn more about Wyoming County.

The website allows staff to modify content and update information quickly through its custom made content management system. Features such as a quick navigation menu, an informative site and building page, the most recent incentives and programs offered, success stories and a blog/news section make it accessible and easy to navigate. We host all of the required compliance documents and meeting pages allowing for a transparent and very consumer facing resource. Finally, the site has the ability for our team to track and pull reports on website traffic through Google Analytics to see what visitors are viewing most and for how long.



Jim Pierce continued his service on the Board of Directors for Invest Buffalo Niagara (IBN) until his retirement at the end of October. Scott Gardner has now taken on the Board seat to continue serving with this organization. Our strong affiliation with this well-recognized regional business attraction marketing partner helps the WCBC maintain high visibility of Wyoming County as a place to consider for business expansions and relocations. IBN provides the WCBC regular business leads for projects looking for sites that meet their business and developer needs.

We are also very active with the Greater Rochester Enterprise (GRE) organization, a regional business attraction marketing partner focused on the Finger Lakes counties including Wyoming. GRE also provides the WCBC business leads for projects looking for sites that meet their business and developer needs.



The WCBC submitted development sites for several project leads from both IBN and GRE who uses confidential code names. Below are the project leads that were responded to in 2025.

- Project Splicer - Business services firm looking for 18,000 SF existing building or 5 acres. Submitted January 2025.
- Project Oasis - 60,000 SF+ Agri-business, manufacturing/warehouse multi-modal access. Submitted February 2025.
- Project Bookstore - Production/office facility looking for 15,000 SF. Submitted March 2025.
- Project Floppy - 15,000 SF office building space for lease or purchase. Submitted March 2025
- Project Astoria - Manufacturing and warehouse space looking for 100,000 SF. Submitted April 2025.
- Project Metal - Light industrial Manufacturer looking for 75,000 SF. Submitted July 2025.

- Project Emmy - Manufacturer looking for 15,000 SF. Submitted September 2025.
- Project Wafer/Project Dark Matter - Manufacturer looking for lease space of 17,000 SF. Submitted October 2025.
- Project Vector - Manufacturer looking for 100,000 SF for purchase or 5+ acre site for new build.

The sites that were submitted are matched to the needs of the business prospect and they included the locations like the Pioneer Credit Recovery buildings (Arcade), the vacant API buildings (Arcade), the Perry Development Site (Perry) and the Steele Avenue Business Park Parcel A (Arcade).



WCBC Fair Booth

The WCBC continues to set up a booth annually at the Wyoming County Fair that shares the successes of the economic development organizations and provides materials for entrepreneurs looking to start or grow their business in Wyoming County. The organization also places digital advertisements on the regional AdMonitor network and through social media channels.

The WCBC has an advertising section in the Wyoming County Business Directory that features all of the entrepreneurship programs and the WCBC business attraction marketing information. The directory is distributed to 20,000 households and businesses across the county.

## Real Estate Development Strategy

Nearly five years ago, Invest Buffalo Niagara created a regional Industrial Real Estate Development Strategy Committee, our membership on the IBN Board affords us a seat on this important committee. We are pleased to actively participate in quarterly strategy/update meetings.

The Committee was created to work with a consulting company to develop and implement an Industrial Real Estate Strategy for the 8 county WNY Region.

The Committee recently invested funds through an engineering consultant to assess select industrial properties owned by the region's economic development entities and recommending ways to enhance the amenities of the sites for business attraction marketing.



Steele Avenue Business Park, Parcel A (Arcade)



Perry Development Site (Castile)

Wyoming County was fortunate to be selected to submit the Steele Avenue Business Park Parcel A into the group of properties chosen for assessment. This has been completed and we now have several recommendations from the initiative to further improve the viability of the development site for business attraction. Steele Avenue Site B has been identified for a hotel development and the WCIDA is currently in the process to move that project forward.

The strategy meetings are ongoing and the WCBC is pleased that this ideal site is still at the forefront of regional consideration and discussion. This real estate group also provides learning and sharing opportunities for other properties/sites throughout the County.

# Workforce Development Initiatives



The WCBC continues to be well-represented across the region following and collaborating in the ever changing workforce development landscape. The organization continues to play a key role in supporting and developing regional workforce programs to help address the workforce shortages for our existing businesses and find solutions that will build a ready, well trained workforce.

With Jim Pierce's retirement, Scott Gardner continues to serve on the Board of Directors for the GLOW Workforce Development Board which guides the investment of workforce funding where it is needed in the GLOW counties. The Board continually monitors employment rates, training needs, collaborates with agencies and educational institutions, and sets the funding priorities for the GLOW region.



We have also been reviewing a new Multi-County Work Ready Community Initiative, that is a business and educational based credentialing program. These nationally recognized credentials would offer graduating seniors and adults the opportunity to learn and the take tests that offer skills based work certificates.

The WCBC in collaboration with GLOW regional workforce service entities have worked on initiatives to help address the skill gaps and attract and raise the awareness of the region's youth for high-growth, high-demand careers in agriculture, manufacturing, and skilled trades.



In September 2025, GLOW with Your Hands again held its annual career awareness and interactive event at the Genesee County Fairgrounds. GLOW with Your Hands provides an engaging, hands-on, applied experience for students and educators to increase student awareness and interest in local, high-growth and high-demand industries.

This year's event welcomed the participation of over 1,000 students representing 30 school districts from across the region. Students attended the interactive event with 65 GLOW vendors from the region representing manufacturers, agriculture businesses, trade unions, contractors, colleges, and other organizations. We are always pleased to see many Wyoming County businesses engaged in this event. Over 5,000 students have attended GLOW With Your Hands since it launched in 2019.



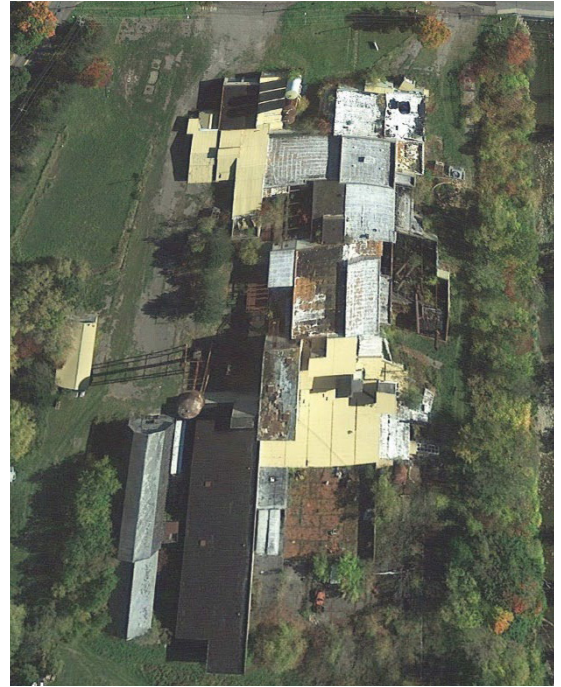
# Environmentally Challenged Development Sites

By its mission, the WCBC has historically served as the Wyoming County organization willing and committed to investigating and creating plans for the redevelopment of former manufacturing sites (typically referred to as brownfields) that are potentially contaminated or have environmental issues.

This work led to the WCBC's involvement in the former Emkay cheese processing site located at 58 Church Street in the Village of Arcade. This 15 acre site had been abandoned for 20 years and had many dilapidated deteriorated buildings contaminated with asbestos and overall was determined to be a brownfield site.

With strong support and commitment from the WCBC Board of Directors, a plan was put into place to clean up the site. The WCBC formed a new not-for-profit affiliate entity, WCBC North, LLC, that took control of the site from Wyoming County.

The WCBC North, LLC developed a letter of interest and sent it to regional brownfield developers in the region to identify a private sector development partner. This search process identified Frontier Global Companies from the Buffalo area, and a partnership was formalized with a Designated Developer Agreement.



Former Emkay site before cleanup



In the fall of 2021, WCBC North, LLC in partnership with the Frontier Global Companies and Labella Associates (grant consultant) applied for an EPA Brownfield Cleanup grant of \$500,000, with a required 20% funding match. The WCBC North, LLC committed to matching \$50,000 and Frontier Global Companies also committed \$50,000.

In May of 2022, news arrived that the EPA had awarded a \$500,000 Brownfield Cleanup grant to WCBC North, LLC for the first phase of the project which included the demolition and disposal of all the structures on the site and the removal of all asbestos. A Community Engagement Committee was formed for the project with local stakeholders that were, on a regular basis, updated on the

implementation of the cleanup project and encouraged to offer any comments or concerns before, during and after the project.



A portion of the EPA grant funding was used to engage with a Professional Environmental Services firm to coordinate the work. Following a Request for Proposal (RFP) process, Labella Associates out of Buffalo, NY was selected.

The core activity of demolishing and cleaning up the asbestos was factored into another RFP to select a demolition and asbestos contractor experienced with this type of work. This RFP was awarded to Metro Environmental from Niagara Falls, NY.



Demolition and cleanup work at the site began in the spring of 2024 with the goal of removing all of the structures down to grade level and dispose of all of the asbestos and chemicals found at the site. As with any environmental cleanup project issues arose but were addressed aggressively; the work went on and ahead of schedule. This critically important phase of the cleanup project was finished in early September of 2024 and within the \$600,000 budget target.

The next phase of the project and final remediation of the site will be the responsibility of Frontier Global Companies, the designated developer. They created "58 Church Street, LLC" which now has possession of the site.

The plan is for the developer to enter the site into the NYS Brownfield Cleanup Program which offers attractive tax credits for additional remediation of sites. Here it includes the removal of 4 underground petroleum tanks from a former "filling station" that was located on the site in the 1940's.

After the final cleanup, the developer will begin implementing redevelopment plans of the site which most likely will include a mix of housing and commercial development. The WCBC has and will remain engaged in moving this project ahead to ensure compliance and we look forward to the next stages of progress.



Former Emkay site after cleanup



Former Emkay site during cleanup activities



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## A final note...

With a dedicated Board of Directors and a staff committed to our mission, the Wyoming County Business Center will continue to play an essential role in leading all aspects of economic development in Wyoming County.

The WCBC will continue to be an economic development leader by assisting main street and local retail projects; development and training of start-ups, entrepreneurs, and seasoned businesses; managing the successful micro-lending programs; business attraction marketing; seeking solutions for our emerging workforce needs; and working to redevelop environmentally challenged properties.



**WYOMING COUNTY, NY**

Rural values. Global vision. Endless possibilities.

# 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; Brianna Stone, Director; Daniel Burling, Director

## STAFF MEMBERS

Scott Gardner, Executive Director, CEO/CFO  
Robin Marschilok, Director of Operations; Jennifer Tyczka, Program Manager;  
Jim Pierce, 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  
Scott Gardner, President/CEO/CFO

#### Board Members:

Mark Dadd, Chairman  
A. Douglas Berwanger, Vice Chairman  
Rebecca Ryan, Treasurer  
Thomas McCormick, Secretary  
E. Joseph Gozelski, Director  
Brianna Stone, Director  
Daniel Burling, 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  
Scott Gardner, 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



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