

WYOMING COUNTY INDUSTRIAL
DEVELOPMENT AGENCY



Innovative Solutions for Business Growth

2015 ANNUAL MEETING

EXECUTIVE DIRECTOR'S SUMMARY

SEPTEMBER 10, 2015

2015 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.

New for WCIDA in 2015 is the completion of a 2 year Strategic Plan. The plan has 3 strategies and accompanying action steps. The first strategy says that *we will invest in identifying, developing, and marketing more commercial building sites, including shovel ready sites*. The second strategy states that *we will activate a new plan to attract new businesses and new developers to the county*. The third strategy is *we will attract and develop tourism destinations and complementary businesses that relate to tourism*. Some action steps are being implemented in collaboration with the county and the Wyoming County Business Center.

The WCIDA from a financial standpoint is on solid footing with healthy reserves that positions the agency to undertake new economic development initiatives such as acquiring and preparing land for development. Recognizing the importance of controlling land and buildings for economic development projects the WCIDA is actively searching out areas in the county that are well suited for development.

Bill Daly joined with the WCIDA this year as a Special Projects Coordinator and is playing a key role in attracting potential developers to Wyoming County for projects such as hotel development following 3 successful hotel feasibility studies conducted in Warsaw, Arcade and Perry.

Once again this year I have to commend WCIDA's Jennifer Tyczka, Program Manager and Robin Marschilok, Director of Operations for the excellent work and accuracy with the accounting of Wyoming County IDA, Business Assistance Corporation and Business Center. Their commitment and diligence once again resulted in outstanding audit results from our independent auditor and timely successful compliance with the Public Authority and Accountability Act. 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.

Respectively,

James Pierce, Executive Director

FINANCIAL ACCOMPLISHMENTS

The financial position of the WCIDA continues to remain strong. The WCIDA has received the 3rd of 5 installments for the Stony Creek Wind Farm in Orangeville. These funds have allowed the WCIDA to provide supplemental financing to many business projects throughout the County. The availability of these funds enables 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.

Currently the WCBAC Loan Portfolio reflects 34 loans with a balance of \$2,754,648.

Significant financial projects in the past year include:

- ❖ Provided a \$50,000 grant anticipation loan to James & Tracie Cooley in Attica. They have been awarded a reimbursable grant from the Village of Attica in their participation in the Main Street Building Improvement Program. The grant is part of the funds granted to the Village from the NYS Office of Homes and Community Renewal (NYSHCR). The funds will be expended for building improvements and reimbursement through NYSHCR is expected within one year.
- ❖ In June, the WCBAC Board approved a financing request from Silver Lake Brewing Project, LLC. The approval of up to \$115,000, matching bank financing, will allow the business to purchase and install needed equipment for their micro brewing plant. The Brewery will make high quality craft beer and bring a destination business to downtown Perry. The Project has not yet closed but it is anticipated that funding from the WCBAC will be secured before the end of the year.

SUCCESS STORIES

The WCIDA provided financial incentives through tax abatements for 7 projects in 2015.

Highlights of assisted projects in 2015 include the following:

- ❖ CFI Properties, Inc. has constructed a 50,000 sq. ft. addition to its existing facility. The expansion allowed the company to connect the two buildings it was working out of in order to make production flow more efficiently. The addition also provided increased storage for raw materials, a wash area, and warehouse/ load out space for finished product. 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 130 employees in the county and expects to create 80 additional fulltime jobs over the next 3 years.



Creative Food Ingredients, Inc., One Lincoln Ave. Perry, N.Y.

- ❖ Spotlight Theater of Warsaw asked for and was granted abatement of sales tax on construction materials and non-production equipment and mortgage recording tax exemption. The Business expanded the existing one screen theater to a three screen theater to increase patronage. Spotlight Theater had 5 employees in the county expects to create 7 new positions over the next 3 years.



Spotlight Theater of Warsaw

- ❖ T.J. Marquart & Sons, Inc. plans to construct a 30,375 sq. ft. steel building to house the expansion to its existing truck repair facility. Many Wyoming County businesses and Municipalities have to travel outside of the area to buy the parts, equipment and service that T.J. Marquart can offer. The expansion will also allow for customers outside of the county to come there for service which will create the need for new employees. The business currently has 40 employees at this location and expects to create 40 additional fulltime jobs in the county over the next 3 years.
- ❖ Gary and Betty Burly, co-owners of East Hill Creamery, plan to build a 136 x 83 (11,288 sq. ft.) cheese manufacturing plant in a 2 story Swiss style chalet and 50 x70 (3,500 sq. ft.) of caves for aging the cheese. The project will consist of the construction of the plant and caves, acquiring and installing cheese manufacturing equipment, HVAC equipment, construction of a retail area and educational area set

up for teaching the public about cheese making. The creamery will produce cheese and a value added product produced from grass fed cow's milk. The business expects to create 7 fulltime jobs in the county over the next 3 years.



East Hill Creamery, Route 39, Perry, N.Y.

- ❖ Marquart Bros, LLC has plans to construct a 36,400 sq. ft. steel building to house the expansion to its existing Potato washing and storage facility. The increased space will make room for 2 climate controlled storage bins. The expansion and new business will require an added workforce both year round and seasonally.



Marquart Bros., LLC. Route 19, Gainesville, N. Y.

- ❖ Center Street Business Center, LLC was approved for WCIDA incentives in 2014 and is currently on going. The project includes plans to reconstruct 28,000 sq. ft. of space available in a vacant textile Mill on Center Street in Warsaw. This building will house Wyoming County's proposed Agriculture and Business Center of Excellence; enabling the County to co-locate Agriculture and Economic Development services in one building. The goal is to enhance inter-agency efficiencies and synergies to stimulate expansion of the Dairy Industry, provide a one stop shop for the agriculture community and promote regional leadership within Wyoming County. The completed project is expected to house 13 agencies. This project will require an investment of more than \$4.5 million.



Center Street Business Center, LLC, 36 Center Street, Warsaw, N. Y.

- ❖ Maple Pro DBA CDL USA was approved in 2014 for WCIDA tax incentives for the acquisition of property on Route 19A in the Village of Castile and construction of a store and distribution center. This project allows CDL USA to provide better service in Western New York and increase its market share in the area. The project included the purchase of a 2.26 acre property where CDL USA built a 60 x 120 (7,200 sq. ft.) pole beam and metal siding building to facilitate its distribution warehouse and retail store space. The Project was completed in March of 2015.



CDL USA Route 19A, Castile N. Y.

ADMINISTRATIVE ACCOMPLISHMENTS

The past year has imposed new challenges for the WCIDA's administrative staff. For the first time in WCIDA history, four (4) Board members resigned and were replaced in the same year. For the first time the WCIDA Board consists of two (2) County Board of Supervisor members. For the first time there are four (4) WCIDA employees with the addition of a Special Projects Coordinator in June. While making internal adjustments and keeping up with required posting of board and staff member information, the WCIDA staff has continued to work diligently to keep the WCIDA and WCBAC organizations in compliance with the Public Authority Law and Authority Budget Office, (ABO), regulations.

- ❖ In 2014 new State legislation amendments pertaining to General Municipal Law and Public Authorities Law were imposed. New record keeping requirements regarding the monitoring of projects by IDA's were put in place. Along with the new reforms a new IDA Appointment of Agent form (St-60) was implemented as well as a new IDA Agent or Project Operator Exempt Purchase Certificate (ST-123) for IDA assisted projects. As new legislation continues to be adopted, the WCIDA works diligently to comply with the sometimes arduous requirements.
- ❖ The WCIDA staff provides the administration of the Wyoming County Business Center functions. These include administering the Micro-loan portfolio, the FastTrac New Venture Entrepreneurship program, website maintenance for the WCBC, PARIS reporting, Board Meeting preparation, bookkeeping, general daily office duties and business attraction marketing.
- ❖ The WCIDA administers the Wyoming County Business Assistance Corporation or "Loan Corp", prepares and submits PARIS reporting 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 Board adopted a new three (3) year Strategic Plan in 2015. The focus of the IDA in the next three (3) years will be on investing in commercial building sites, attracting new business and developers, and developing tourism destinations and complementary businesses.
- ❖ The WCIDA maintains and updates the website, www.wycoida.org. The website serves many purposes including business attraction marketing, complying with the posting of reports for public viewing and explaining the services of the WCIDA.

LOOKING FORWARD.....

- ❖ The WCIDA has been working with Senator Gallivan's office and NYSDOT to retain the grant funds for the completion of the second half of the Wyoming County Rail Initiative. The project was originally scheduled to be constructed on property at the Hillcrest Industries site in Attica. Due to negative publicity surrounding the Hillcrest Industries facility in 2012 the project was not approved to move forward at that site. The WCIDA Board and staff investigated alternative locations and a new site location has been identified. The process to secure the location is currently underway with the hopes of using the remaining \$616,000 in grant funds from NYSDOT for a rail project that will benefit Wyoming County Businesses.
- ❖ 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 IDA 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 has partnered with the Wyoming County Business Center to develop an economic development marketing plan. The Implementation of the approved marketing plan is underway.

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.”

COMPANIES ASSISTED BY THE WYOMING COUNTY IDA/WCBAC CURRENT FOR 2015

LEASE /PILOTS		WCBAC LOANS	
1	Arcade & Attica Railroad	1	Action Enterprises
2	Agri Fab & Repair	2	ACO Acquisitions, Inc.
3	Alpine Acres- East Hill Creameries	3	Athletica, Inc.
4	Beaver Hollow - Biggest Loser	4	Athletica, Inc. II
5	Blue Seal Feeds	5	Attica Millworks
6	Boxler Animal Adventure	6	Byrncliff Resort
7	Center Street Business Center	7	Caring Harts Transport
8	CFI, Inc.	8	Caring Harts Expansion
9	Drasgow Inc.	9	Drasgow, Inc.
10	E.G. & J. R Miller- Sedam's	10	Drasgow, Inc. II
11	In-Site Enterprises Wise Bldg	11	Drasgow, Inc. III
12	SUN JELLY WNY / Jelly Stone Park	12	Heinrich, Bert - Inc
13	Koike Aronson, Inc.	13	Hidden Valley Animal Adventure
14	Krog Corp - Arcade REHC 1	14	Hillcrest Industries, Inc. IDA- CDBG
15	LVM Materials - 3208 Route 39	15	Hillcrest Industries, Inc.
16	M&T Trucking	16	In-Site Enterprises, LLC
17	Maple Grove Enterprises	17	James & Tracy Cooley
18	Maple Pro - CDL USA	18	Krog Corp
19	Noble Bliss Windpark	19	LVM Matrerials
20	Noble Operations	20	M & T Trucking, Inc.
21	Noble Wethersfield	21	M& T Trucking CDBG
22	Paddock Properties	22	Marquart Bros. CDBG
23	Park Warner, (Empire Distributing)	23	Mc Cormick Farms CDBG
24	Perry Holdings LLC	24	Perry NY, LLC Rufus
25	Perry New York, LLC Rufus Smith	25	Perry NY, LLC Howell
26	Perry NY LLC - Howell Bldg	26	Prestolite Electric, Inc.- IDA-CDBG
27	Sheldon High Wind Farm	27	R.S. Maher & Son CDBG
28	Spotlight Theater - ST-60	28	Ray Sciarrino
29	Steel & O'Brien	29	Robert Piechocki -Burly Brothers Cattle Company
30	Stony Creek Wind-	30	Schrieberdale Holsteins
31	Taylor-Pohlman Arcade	31	Sregnuoy Farms - CDBG
32	WNY Crop Management	32	Sun Dor Co, LLC CDBG
	Back on TAX Rolls 2014/15	33	Toy Storage
	Shur Gain, USA	34	Village Nurse Practitioner - Sarah Schafer
	Pioneer Properties - Arcade		
	ACTIVE BONDS		
1	BEAVER HOLLOW /OLYMPIC Mgmt.		ESD GRANTS
	Small Cities GRANTS	1	Select Custom Door
1	M & T Trucking, Inc.	2	Drasgow, Inc.
2	Marquart Bros-OCR	3	LVM Materials
3	McCormick Farms 2006		EMPIRE ZONE CERTIFIED
4	Mc Cormick Farms 2009 Grant	1	Koike Aronson E-Z
5	Mille Fabricators	2	Steel & O'Brien- E-Z
6	R.S. Maher & Son	3	TPI Casting - E-Z
7	Sregnuoy Farms- OCR	4	Base Technologies- EZ
8	Steel & O'Brien- OCR	5	API Heat Transfer- EZ
9	Upstate Door - OCR	6	Prestolite Electric, Inc.- EZ
	PENDING PROJECTS		Special Projects
1	T.J. Marquart & Sons, Inc.	1	NYSDOT Multi Modal Grant- WC Rail initiative
2	Marquart Bros., LLC	2	WCBC - A&A Metals project
3	Silver Lake Brewing Project- Loan		
4	Orangeville Energy Storage		

New in 2014-15 Italicized