

Power
People
Incentives

**Genesee
County
Economic
Development
Center**

*Genesee County
Connecting the
Buffalo-Rochester
Metro Corridor*



**2017
Annual
Report**

LETTER FROM GENESEE COUNTY CHAIRMAN BOB BAUSCH

Dear Friends of the GCEDC:

I am happy to share with you the annual economic report of the Genesee County Economic Development Center (GCEDC).

The Genesee County Legislature is very proud that the GCEDC has been the driving force of our various economic development successes. Site selectors, developers and real-estate agents recognize Genesee County as an emerging market linking the Buffalo and Rochester metropolitan regions.

The GCEDC and the Genesee County Legislature are strong partners in developing an environment which is, and will continue to be, vibrant and competitive. We understand that economic development is a holistic effort that includes our neighbors, community, schools, universities, businesses and local governments working together toward a common goal.

I am proud that in 2017, the GCEDC was able to incentivize projects that in turn helped generate \$240 million in new capital investment as well as the creation of approximately 288 jobs. The Downtown Revitalization Initiative (DRI) Competition will help strengthen our center city's core and make Batavia an even more attractive place to live and work.

Genesee County went all in for the City of Batavia in 2016 to enhance future development projects by committing 50% of all new PILOT payments, under the Batavia Pathway to Prosperity (BP2) initiative. I am confident that the DRI and BP2 will yield dramatic returns on investment for Genesee County.

The continued economic resurgence of Genesee County is providing an unparalleled quality of life and I look forward to another successful year in 2018.

Sincerely,



Bob Bausch
Chairman
Genesee County Legislature



WNY STAMP Infrastructure Deployment Update

Completion of the construction of the Phase I water project is anticipated soon. The next phase of the water project will expand water capacity at STAMP to 1 Million Gallons Day (MGD) and is expected to begin in 2018. Various residences in the town of Alabama have benefited from this project.

The GCEDC is in the design phase for the construction of a 115kV electric substation which will serve as the foundation as ultimately STAMP will have over 500MW of energy capacity when fully built out.

With the main entrance roadway completed in 2017, the next phase of road construction will soon take place where top course paving will be completed along with the turning lane on New York State Route 77/63 into the site.

As we are learning throughout this process, the more shovel ready a site can be made, the more successful our chances are at landing an advanced manufacturing company to start operations at STAMP.

A MESSAGE FROM GCEDC BOARD CHAIRMAN AND PRESIDENT & CEO

Dear Friends of the GCEDC:

We are pleased to share with you the 2017 Annual Report to the Community by the Genesee County Economic Development Center (GCEDC). Our theme is “Connecting the Buffalo-Rochester Metro Corridor” because not only do we sit in the heart of New York’s second and third largest metropolitan regions, we know that the combined story is more compelling and powerful.

The WNY STAMP campus and the Genesee Valley Agri-Business (Ag-Park) have the potential to dramatically increase investment in the entire region and further link the two cities. Thanks to the leadership of Governor Andrew Cuomo, in partnership with the New York State Legislature, these greenfield sites will attract large, high-tech tenants and be a linchpin to the metro corridor.

The GCEDC had a very successful 2017 highlighted by eight project wins in the food and beverage sectors. Securing HP Hood’s commitment to purchase and expand the former Muller Quaker plant at the Ag-Park as well as the continued growth and expansion at O-AT-KA Milk products are among our 2017 success stories.

In 2017, companies pledged to invest \$240 million and created 288 jobs that resulted in a \$915 million economic impact to the region. These are significant numbers and we are proud that our staff, fellow board members and countless partners continue to advance our mission.

The GCEDC provides resources that foster community economic success and facilitate new business attraction to build a sustainable long-term economy. The GCEDC accomplishes this through growth, expansion and retention of our existing business base and marketing our community as “business friendly” to attract new businesses.

By providing financial incentives, technical assistance and other forms of direct support to enable companies to succeed in the global economy, we are making Genesee County truly open for business.

Thanks to all our partners and your support of our efforts

Sincerely,

Paul Battaglia
Chairman
GCEDC
Board of Directors

Steve Hyde
President & CEO
GCEDC



2018 GCEDC PARTNER OF THE YEAR

Town of Alabama

Various private sector partners have supported the GCEDC over the last 16 years, helping the agency achieve \$1.3 billion in private investment. This year, we recognize the support and dedication of the Town of Alabama which has assisted the GCEDC in advancing the WNY STAMP campus. This takes on even greater importance as the GCEDC is in various phases of construction at STAMP in preparation for an advanced manufacturer opening operations at the campus.

“As we move forward with development at the WNY STAMP campus we rely on our public and private sector partners to work with us, to help us advance our strategy and to be a driving force in economic development. Thank you to the local government officials, emergency management, planning and the citizens of Alabama,” said GCEDC President and CEO Steve Hyde.

Thank you for your continued dedication and partnership with our community

PAST GCEDC PARTNER OF THE YEAR AWARD RECIPIENTS

- 2013 – National Grid
- 2014 – Genesee Community College
- 2015 – Genesee County
- 2016 – City & Town of Batavia & the Batavia Development Corp.
- 2017 – National Fuel Corporation

2017 PERFORMANCE RESULTS:

135
NEW LEADS



16
PROJECTS
CLOSED



288
NEW JOBS
PLEGGED



\$240
MILLION
IN CAPITAL
INVESTMENT



\$2.8
MILLION
IN GRANTS

16 Years of Performance

CHAMPIONING THE BUFFALO-ROCHESTER METRO CORRIDOR

Collaboration is the driving force among economic development entities across the Buffalo and Rochester metropolitan region. Invest Buffalo Niagara (InBN) and Greater Rochester Enterprise (GRE) in collaboration with the Genesee County Economic Development Center have collaborated to advance various business attraction sites, including Western New York Science and Technology Advanced Manufacturing (WNY STAMP) campus and the Genesee Valley Agri-Business Park (Ag-Park).

This regional approach has a laser-like focus on attracting new capital investment and jobs. Through this collaboration and stewardship being demonstrated by InBN and GRE, the Buffalo and Rochester metropolitan region is poised for economic successes now and in the future.



2017 HIGHLIGHTS

Food and Beverage Flourish in Genesee County



O-AT-KA MILK PRODUCTS

For the third time in six years O-AT-KA Milk Products is expanding their operations with the construction of a 20,000 square-foot addition. To meet growing customer and industry demands for ready-to-drink beverages, the cooperative will install a new retort beverage production line at its facility located at the corner of Cedar and Ellicott in the City of Batavia. With the goal of being a dairy industry leader, O-AT-KA Milk Products continues to grow their capabilities and team of over 400 employees at their 600,000+ sq. ft. facility.

O-AT-KA adds value to milk by producing dairy ingredients and dairy-based beverages. The quality and freshness of O-AT-KA's milk supply come from its two dairy cooperative owners – Upstate Niagara Cooperative and Dairy Farmers of America. The fact that 90% of the cooperatives supply comes from within a 100-mile radius of Batavia ensures premium quality of all products and contributes to the livelihood of our region's farming community.

HP HOOD

On July 11, 2017 Governor Andrew M. Cuomo announced the sale of the former Muller Quaker Dairy plant in the Genesee Valley Agri-Business Park to dairy processor HP Hood LLC. The plant, which was originally constructed by Muller-Quaker to process yogurt, was later purchased by DFA, a national, farmer-owned dairy cooperative in 2016. HP Hood will invest more than \$200 million over several years and create 230 new jobs over five years.

The entire region is thrilled by the commitment from one of the nation's most prominent dairy companies. Food & Beverage growth and company attraction is a key strategy for the GCEDC as well as the Buffalo-Rochester Metro Corridor and the Finger Lakes Regional Economic Development Council.



2017 HIGHLIGHTS

Locally Grown



FRESHLAB RESTAURANT INCUBATOR

Inside the JJ Newberry building in Batavia the FreshLAB Restaurant Incubator will open the doors this spring 2018 with two new restaurants and anchor tenant Eli Fish Brewing Company. FreshLAB is a first of its kind restaurant incubator program developed by the Batavia Development Corporation to address the dining and entertainment sales leakage in Genesee County.

As for Eli Fish Brewing Company, three Batavia natives pay homage to Eli Fish, who operated Fish's Malt House, a brewery located on the corner of Elm and Main Streets in the 1800s. The brewery, which reportedly had the capacity to produce 16,000 barrels of beer annually in 1883, burned many times during Fish's ownership, with Fish rebuilding it each time at the same location. Eli Fish Brewing Company is led by Batavia natives Matthew Gray, owner of Alex's Place in Batavia, as well as Buffalo Brothers Pizza and Wing Co. in North Carolina, Jon Mager, a third-generation owner in Arctic Refrigeration in Batavia, and Matthew Boyd, a partner in both Alex's and Buffalo Brothers Pizza and Wing Co., who oversees Buffalo Brothers' five North Carolina locations.

Another exciting facet of this project includes the rehabilitation of upper floor apartments above the FreshLAB restaurant incubator.

MANNING SQUIRES AND HENNIG

Manning Squires and Hennig, a family owned construction firm and general contractor since 1958, is expanding their corporate office and maintenance facilities in the town of Batavia. The company, started by two local masons, has grown into a large team of seasoned professionals that is one of the best masonry contractors in the region. Manning Squires and Hennig is investing over \$600,000 to construct a 9,000 sq. ft. of additional space and renovating their current offices.



2017 Project Review

KEY	PROJECT	MUNICIPALITY	JOB CREATION	NEW INVESTMENT CAPITAL	DETAILS
COMMUNITY DEVELOPMENT					
1	212 West Main Street, Inc. (Arby's)	Batavia	5	\$895,000	Remodel of building as well as restaurant equipment purchases in highly distressed area.
2	Mercy Flight	Batavia	-	\$2,188,979	Construction of a new 11,500 sq. ft. facility near Gateway II Corporate Park.
3	National Grid Grant	Basom	-	\$1,678,020	National Grid grant award for sales and marketing campaigns related to the WNY STAMP site.
CONSTRUCTION					
4	Manning Squires Hennig - 2017	Batavia	-	\$ 600,000	Equipment purchase in conjunction with 2016 expansion project.
FOOD & BEVERAGE					
5	Batavia Brewing Company	Batavia	17	\$2,677,232	Renovation of the Newberry Building to house FreshLAB restaurant incubator, anchor tenant Eli Fish Brewery, and upper floor apartments.
6	Bonduelle - ESD	Bergen	18	\$ 16,486,486	Expansion of manufacturing through Empire State Development Excelsior Jobs Program.
7	HP Hood	Batavia	230	\$205,662,500	Acquisition, renovation and expansion of the former Muller Quaker Dairy processing plant.
8	Junior's Maple	Batavia	-	\$45,671	Expansion and instillation of energy saving equipment to produce a higher grade of maple syrup.
9	O-AT-KA Milk Products	Batavia	-	\$850,000	Increase in capital expenditure from 2016 expansion project totaling 200,000 sq. ft.
10	O-AT-KA Milk Products Cooperative, LLC.	Batavia	-	\$4,300,000	20,075 sq. ft. expansion of the current O-AT-KA Milk Plant.
11	Resurgence Brewing Co. - ESD	Batavia	18	\$790,000	Attraction of Resurgence Brewing Co. to Savarino Companies Ellicott Station project.
12	Sandvoss (First Light Creamery)	E. Bethany	-	\$246,649	Construction of a new refrigeration, storage facility, and a new goat nursery facility.

START-UP GENESEE

Please come join us at the START-UP Genesee "Think & Drink" Entrepreneurial Series Events throughout 2018.

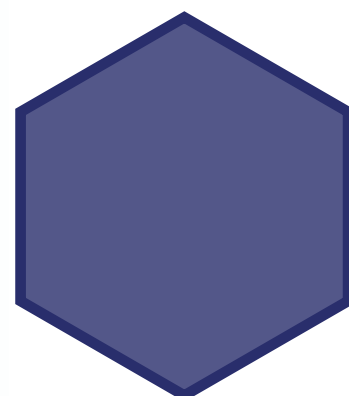
June - Downtown Batavia Innovation

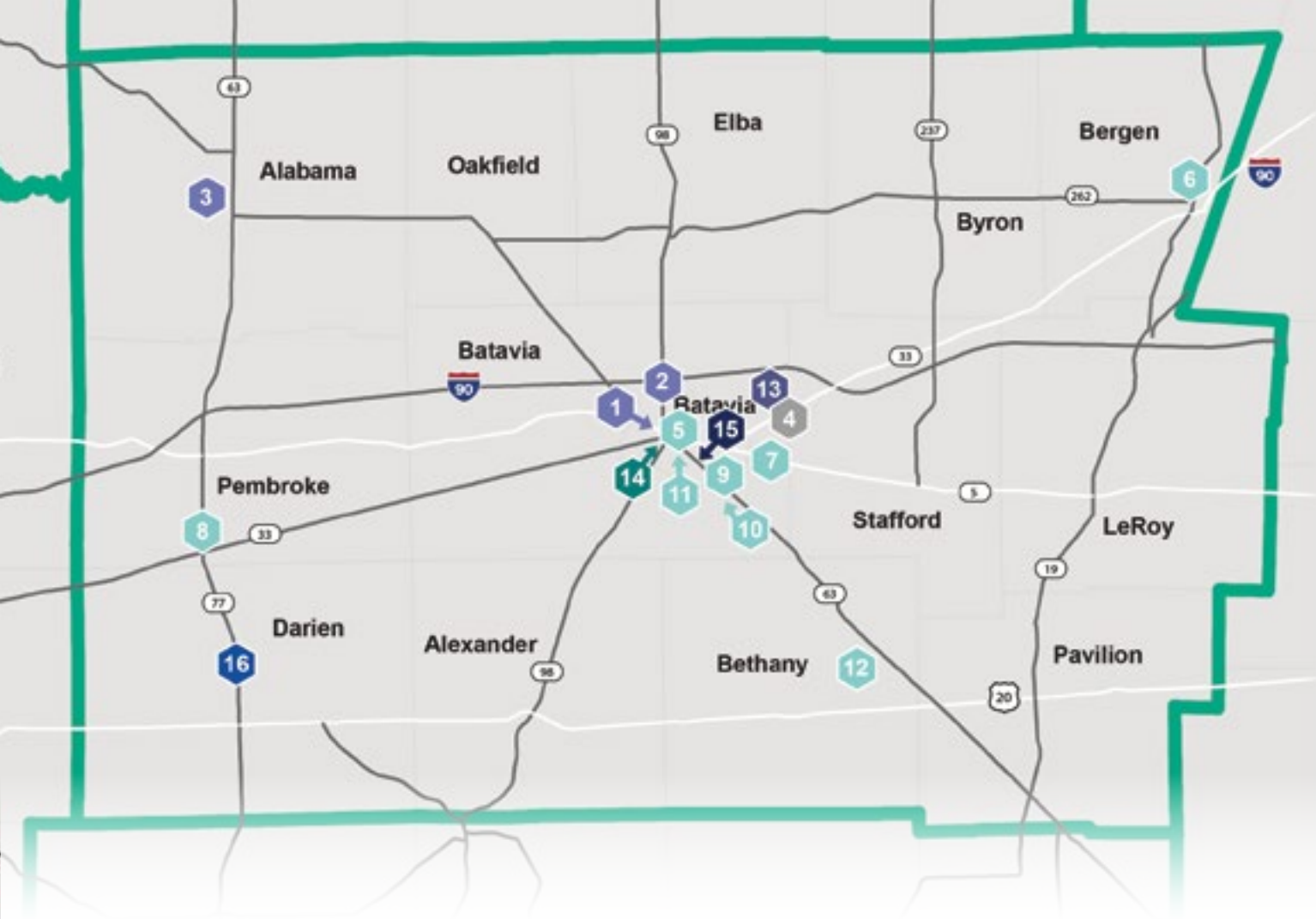
July - GLOW Business Match Maker

August - Harvester Business Incubation

September - Commercialization Conference

October - LeRoy Main St. Business

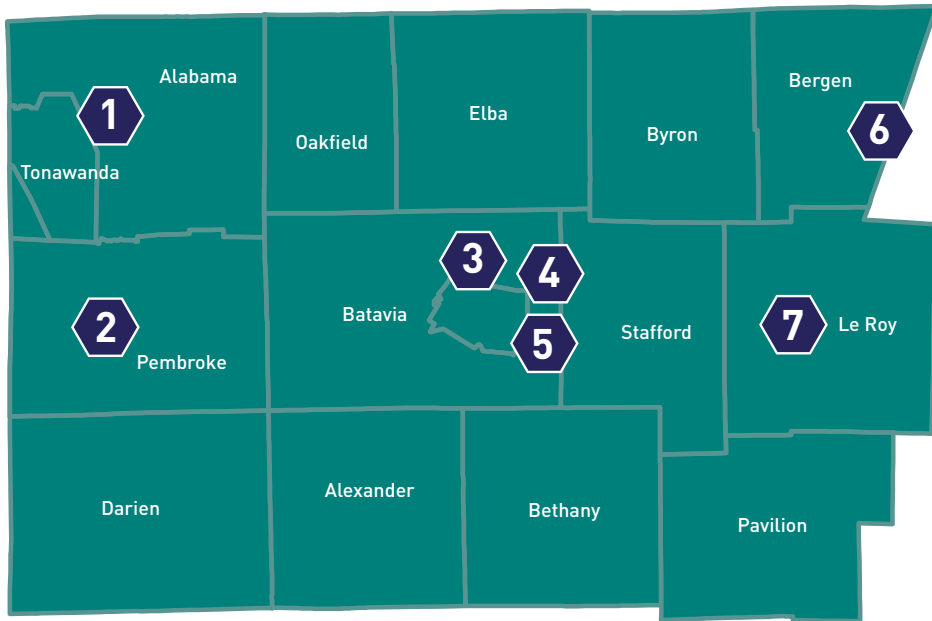




KEY	PROJECT	MUNICIPALITY	JOB CREATION	NEW INVESTMENT CAPITAL	DETAILS
LIFE SCIENCE/ MEDICAL DEVICE					
13	Ten Car	Batavia	-	-	Venture capital investment to support vital manufacturing and marketing activities for Ten Car.
LOGISTIC/ DISTRIBUTION					
14	GVT Rail	Batavia	-	\$1,011,000	13,000 sq. ft. expansion of dry dock facility.
MANUFACTURING					
15	Liberti, Valvo & Associates, LLC.	Batavia	-	-	Loan for working capital.
TOURISM					
16	Darien Lake Holdings, LLC (dba: Darien Lake Theme Park Resort)	Darien	-	\$4,500,000	Construction of a new roller coaster for the 2018 operating season.



Real Estate Opportunities



1 – STAMP

1250 acres STATUS: in development
 INDUSTRY: semiconductor, advanced manufacturing, biopharmaceutical

2 – BUFFALO EAST TECH PARK

67 acres STATUS: shovel-ready
 INDUSTRY: advanced manufacturing and R&D

3 – GATEWAY II CORPORATE PARK

57 acres STATUS: shovel-ready
 INDUSTRY: distribution, warehouse, heavy equipment manufacturing

4 – UPSTATE MEDTECH PARK

34 acres STATUS: shovel-ready
 INDUSTRY: emerging technology, medical device manufacturing and R&D

5 – GENESEE VALLEY AGRI-BUSINESS PARK

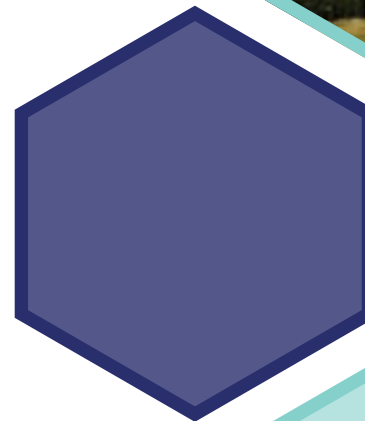
250 acres STATUS: shovel-ready
 INDUSTRY: food and beverage manufacturing

6 – APPLE TREE ACRES

185 acres STATUS: shovel-ready
 INDUSTRY: retail, light manufacturing, distribution

7 – LEROY FOOD & TECH PARK

75 acres STATUS: in development
 INDUSTRY: food and beverage manufacturing, technology, distribution



GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER

MISSION

The GCEDC is the primary economic development agency in Genesee County, NY. The GCEDC's mission is to provide the resources to foster community economic success and facilitate new business attraction in order to build a sustainable long-term economy. This is done through growth, expansion and retention of our existing business base and marketing our community as "business friendly" to attract new businesses. To accomplish its mission, GCEDC provides a variety of financial incentives, technical assistance and other forms of direct support to enable companies to succeed in the global economy.



GCEDC 2017 BOARD OF DIRECTORS

Pictured left to right standing:

John Rizzo
Pete Zelif (Vice-Chairman)
Matt Gray

Sitting:

Paul Battaglia (Chairman)
Todd Bender

Absent:

Craig Yunker
Andrew Young



GGLDC 2017 BOARD OF DIRECTORS

Pictured left to right standing:

John Rizzo
Paul Battaglia
Todd Bender
Gregg Torrey

Sitting:

Sarah Noble-Moag
Don Cunningham
Mary Ann Waiter

Absent:

Tom Felton (Chairman)
Craig Yunker (Vice-Chairman)

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**THE GCEDC
REPRESENTS**

ALABAMA

ALEXANDER

BATAVIA

CITY OF BATAVIA

BERGEN

BETHANY

BYRON

DARIEN

ELBA

LEROY

OAKFIELD

PAVILION

PEMBROKE

CORFU

STAFFORD



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Photos provided by Nancy Parisi
and members of GCEDC