

County of Cattaraugus Industrial Development Agency- 2012 Year End Review:

2012 proved yet to be another busy, exciting and challenging year for the County of Cattaraugus Industrial Development Agency (CCIDA). The 2 past years has brought on many changes not only internally to the CCIDA, but more importantly many externally changes in the ways the CCIDA can assist and promote, not only economic development growth but retention as well, here in Cattaraugus County.

Over the past 2 years, the CCIDA has made great strides to transform itself in a very positive way. We now have the ability to expand our benefits to existing structures, rather than just traditional new builds. We have also expanded our programs at **no fee** to the Cattaraugus County Business Development Corporation, and once again proved the merit of establishing our *Adaptive Reuse Program*, as well as our newly created *Brownfield Remediation PILOT*.

Since January 1, 2011 the County of Cattaraugus IDA has conducted 16 Board Meetings, which in turn has induced 18 “direct” projects. In addition the CCIDA has acted as an Advisor on 2 additional projects for a **total private sector investment of nearly \$255,620,000**. These numbers reflect the confidence and the fortitude of the private sector to continue to invest and grow here in the County. We are cautiously optimistic that 2013 will again be another busy year with continued private sector investment.

As with everything, many challenges face us as well. With the ever changing economy along with more and more companies having a global footprint (I.e. Corporate headquarters no longer in Cattaraugus County) pose some obstacles for us. There is no “silver bullet” when it comes to economic development, rather lines of communications and processes will always have to be identified, refined and implemented to the best of our ability. We will continue to work with the private sector through hard work, communication and a continued Team approach.

In 2013 we will continue to modify, change and implement programs and policies to help keep the businesses that are located here more competitive in this global market that we live and operate in.

It is to be noted that what is outlined below could not *and* would not have been possible with out the direction, guidance and most of all the support, from the CCIDA Board Members, Staff & our Counsel. Many thanks as well to the members of the *County of Cattaraugus Legislature* for their input, thoughts and support. Their guidance has been paramount.

Many thanks also go to the members of the *Cattaraugus County Economic Development Team*, their assistance and help always prove to be invaluable.

**Newly Created Policies & Procedures to further assist Economic
Development throughout Cattaraugus County:**

- **Created/Refined the Adaptive Reuse Policy:** The CCIDA adopted this newly created policy on June 7, 2011, which allows the CCIDA to offer incentives to developers looking to reinvesting in older/vacant structures and sites for new purposes. I am happy to report that we assisted three (3) projects that are a direct result from the CCIDA adopting this Policy. We presented at a Conference in November 2012 in Buffalo the highlights/merit of this policy. *This newly adopted policy has helped create roughly 55 jobs in 2011-2012.**
- **The CCIDA-CCBDC Small Business Program:** This program was designed to help and assist approved small business loan applicants who are approved with the Cattaraugus County Business Development Corporation (CCBDC) to offer at **no cost**, to the applicant, New York Sales Tax Abatement on all purchased equipment. This program proves the IDA's position on helping to develop programs that allows us to help small business growth. **(2012 Implementation)*
- **Continued Business Outreach & Marketing Campaigns:** Working with our Partners at *Buffalo Niagara Enterprise* and *Empire State Development* to further help and assist us with the retention and attraction of businesses to Cattaraugus County. **To date we have the following to Report:**
 - Working with an out of state manufacturing firm to bring in roughly 25 jobs into the County.
 - Working with a Canadian firm to bring in nearly 25-35 jobs into the County.
 - We have sent in 17 "BNE Site Requests" over the past 7 months to possible outside business looking to locate in WNY, trying to lure the perspective business here to Cattaraugus County.
- **New York and Lake Erie Railroad:** Many improvements have made to the CCIDA owned rail line in 2012. Actively going after CFA awards, Federal Grants, DOT awards, etc. to obtain further funds to improve the rail line to better serve its customers. Now delivering raw material to Cherry Creek Woodcrafters.
- **Regional Economic Development Council:** I sit on two (2) Regional Economic Development Sub-Councils for the Western New York Region.
- **Newly created Property Acquisition/Property Disposition Policies:** These are more "internal" newly created polices, however, their significance is not be understated. With the increasing accountability by IDA's across the State, these newly created policies put the CCIDA in the "proactive" column with the States' Authority Budget Office. These policies came into immediate "play" with respect to the search and acquisition (lease) of the CCIDA's new Office.

- **Created the “CCIDA Brownfield Redevelopment PILOT Policy”**: Over the past several months or so we have begun to compile a listing of Brownfield's Properties in Cattaraugus County and thinking of ways to further offer incentives to Regional Developers to redevelop these various properties that are scattered throughout the County. The topic of "**Brownfield -Remediation Development Sites**" was also largely discussed in great detail throughout the *Regional Economic Development Councils* this past fall as well; as they are high on the State's Radar Screen to redevelop these types of sites across the State and County.
 - Currently there are **25 Brownfield-Remediation Sites in Cattaraugus County**. In order to encourage “reuse” and upgrading of existing environmentally damaged properties commonly referred to as Brownfield's, etc., we are proposing that the CCIDA may provide an enhanced real property tax benefit and abatement for projects involving vacant Brownfield's. *I am happy to report that we adopted this policy on June 19, 2012.*

***Since 2007 the County of Cattaraugus IDA has helped and assisted with the following employment numbers: (as reported at the time of Annual Audit by Company).**

- **864 New Jobs Created**
- **4,288 Jobs Retained**

2013 Economic Development Enhancements-Strategies for the CCIDA:

- **CCIDA Proposed Back Office PILOT Policy**: Over the past several months, we have begun to compile a list of Companies that have a presence here in the County that have either a location or headquarters elsewhere. We are looking to develop a program that offer’s incentives to locate their operations here. This program would also be available to companies looking to locate their ‘back office” operations here as well (I.e. Banking, call centers, insurance, gas, oil, etc.)
- **Revise and update the CCIDA Sale Lease Back Application**: Time is due to make this application more refined, more encompassing and “all in one” for project applicants for better use and understand. We will work with our Counsel to make sure that we are in compliance to any new version that we roll out and implement.

- **Better Outreach with Local Taxing Jurisdictions:** Education, education, education! I need to continue to more and more of this. With so many misconceptions about the IDA and what “we really do”, this falls directly on my shoulders to continue to educate not only project developers, but the public and impacted taxing jurisdictions as well. We will continue to work hard at delivering this message and try to clear up the misconceptions of the Agency, and the roles that we play.
- **Continue to refine and maximize our operations thus reducing expenses:** To look at ways to effectively minimize our expenses, without hampering the service level of our Operations. Look for ways to reduce waste, postage expenses, copy costs, etc. Continue to look at ways to maximize technology e-mail, etc.
- **Marketing:** I will look for cost effective ways to better Market the CCIDA as well. We will further engage BNE to assist with marketing collateral pieces, flyers, perhaps a new enhanced website, etc. Our message and word always has to be out there. In today’s world, it’s not a luxury, it’s a necessity.

**Collaboration with the other Economic Development Departments-
Teammates within Cattaraugus County:**

(1.)Over the past 2 years, a newly formed group called “Cattaraugus County Economic Development Team” was formed. This group is comprised with the CCBDC, Southern Tier West, Cattaraugus County, Olean Chamber, City of Olean-Community Development, Salamanca IDA, Cattaraugus LDC, Cattaraugus County PTAC, WIB, CCIDA, etc. **We meet every other Monday to discuss various projects, ideas, and ways of assisting each other for the overall betterment of Cattaraugus County.** I am fortunate to be a member of this group.

(2.)Our “Team” **website** has also been upgraded and enhanced for business clients to go to, to act as a “*virtual one stop*” to help and assist their business needs here in Cattaraugus County. The website’s address is as follows:
<http://www.ccbizhelp.com/>

(3.)Creation of “E-Mail Blast” to each Member of the Team when a Client Fills out Need/Request Form on our website: E-Mail notification gets sent out to each Team Member to notify us that a perspective business client is requesting information/help/guidance, etc. We use as an “Internal Listserv” to keep all in the loop and communication going.

(4.)Created a new tri-fold marketing collateral brochure that outlines all of the pertinent general and contact information for each member of the Cattaraugus County Economic Development Team.

**2012 CCIDA INDUCED PROJECTS (Private Sector Investment in
Cattaraugus County):**

<u>(1.)</u> 4646 Genesee, LLC:	\$5,303,087
<u>(2.)</u> Win-Sum Ski Resort (Holiday Valley):	\$1,985,000
<u>(3.)</u> HoliMont, Inc.	\$677,290
<u>(4.)</u> Sprague's Washington Square, LLC:	\$1,000,000
<u>(5.)</u> Good Times of Olean:	\$7,100,000
<u>(6.)</u> The Woods at Bear Creek:	\$3,850,000
<u>(7.)</u> Meritool* (The IDA acted as a Advisor/Business Liaison With respect to this Company expanding their business into the former Luminite Facility in Salamanca, NY. We brought In NYS Dept. of Labor, BNE, Insyte Consulting, etc.)	

Total CCIDA Inducements/Project Amounts in 2012: **\$19,915,377**

**Identified Key Parcels of Land that we actively working with area
developers to redevelop throughout the County:**

(1.) *Manufactures'-Hanover Building* in Olean, New York. Key cornerstone located at the start of Main Street in Olean.—***IN PROCESS****

(2.) *Bonaventure Square Project:* Local Development Company, **Kinley Construction Company** is now the designated Developer for this exciting and transformational project in Allegany, NY. The Developer and their Team hope to break ground on this project in the Spring of 2013.

(3.) Former *Signore Property* in Ellicottville, New York. Nearly 50 acres, purchased by Iskalo Development in 2007. This is a Certified Brownfield site, as it is our hopes to work with the developer to issue benefits for the redevelopment of this site.

(4.) *Agway-Felmont Property* in Olean, New York. 65+ acres of “cleared” raw land. This property is located in front of Dresser Rand. Has rail access, highway, proximity to a cogent, etc.

(5.) Former *Carnation Building* in South Dayton, New York. Large industrial site, has some potential, and challenges.

(6.) *Exit 24 Site-* located off of I-86 in the Town of Allegany.

(7.) Former *DeSoto Motel* in the Town of Allegany was recently (2012) purchased by a Buffalo Area Developer.

(8.) *HoliMont's –WestMont Ridge-* A very expansive and extensive expansion project at HoliMont. New Lodge, new lifts, runs, housing, etc.

Various Boards/Committees that I serve on:

- Board Member *Cattaraugus County Business Development Corp. (BDC)*
 - Finance Cmt. Board Member, *CARES, Inc.*
 - Board Member, *Red Cross of Cattaraugus County*
 - Board Member, *YMCA*
 - **Vice President, Western Region Loan Corp. (WRC)**—This is a loan fund that is similar to STEDO. This loan fund delivers business loans to area businesses here in Cattaraugus County and the Western New York Region as a whole.
 - I sit on two (2) sub committees for the **Regional Economic Development Council** for the Western New York Region.
 - Steering Committee Member-*Olean Brownfield Opportunity Area*
 - **Dream It, Do It-** Advisory Committee Member
 - **Leadership Cattaraugus,** Program Mentor
 - *Route 219 Corridor Development Committee*
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