

ECIDA **Aid** YOUR GROWTH IS OUR BUSINESS

NEWS FROM THE ECONOMIC DEVELOPMENT CORPORATION FOR ERIE COUNTY

Sonwil Expands on Former Brownfield Site

The ECIDA and its affiliate Buffalo Urban Development Corp. (BUDC) partnered on the completion of a major project for Sonwil Distribution at Buffalo Lakeside Commerce Park. Sonwil purchased 52 acres of land from BUDC for the development of a major intermodal distribution, warehouse and logistics facility. A grand opening ceremony for the distribution center was held in late May.

Phase 1 of the project was completed in 2008 when Sonwil opened the first of two twin 300,000 sq. ft. warehouse facilities planned for the South Buffalo Site. The ECIDA financed \$687,000 from its Regional Development Corporation to help equip the warehouse facility with racking, shelving, and forklifts. ECIDA low cost financing partners with commercial lenders to help companies like Sonwil meet working capital and equipment needs.

ECIDA's development services played a key role in locating Sonwil to the business park. Rail access to the new warehouse was critical to the success of the project. ECIDA sponsored an IAP application for \$660,000 in grant money and oversaw the construction of a new rail siding to service the warehouse facility. The siding was completed in the fall of 2008 and put into service in early 2009.

BUDC also played a large role in the project by coordinating the construction of a new access road and improving infrastructure. This new road extension and utility corridor was completed in time to ensure Sonwil had the needed highway access and utility services in order to bring the facility into operation.



Erie County Industrial Development Agency Culminates Dramatic Manufacturing Site Turnaround

Long-time Tenant Steuben Foods Acquires Elma Property

A once-abandoned industrial property which has been transformed into a state-of-the-art food processing facility, has been acquired by its long-time tenant, Steuben Foods, Inc. The Erie County Industrial Development Agency today announced it has transferred ownership of a 150-acre property at 1150 Maple Road in Elma to the food company, marking the final chapter in the highly-successful public-private redevelopment effort. "This is exactly the outcome the Erie County Industrial Development Agency dreamed of when it was given the task of redeveloping what was a site with no prospects," said ECIDA Chief Operating Officer Alfred Culliton. "We are thrilled Steuben has exercised its option to acquire what they've transformed into one of Erie County's most successful businesses."

Steuben Foods, one of the nation's leading producers of low-acid aseptic beverages and foods, has leased the site since 1983. The former Western Electric property, which included a partially-built, 786,000-square-foot industrial building, had sat idle for a nearly a decade. Steuben, which currently employs some 475 workers at the site, has invested more than \$200 million over the past 26 years to transform the building shell into a high-tech food manufacturing and packaging plant. It has also paid the ECIDA \$6.8 million in rent during its tenancy.

Steuben President Kenneth Schlossberg said his company has built strong ties to Elma and Erie County, and expects additional growth and investment at the site to meet demand for its aseptic and extended shelf-life products.

Adaptive Reuse Program Breathes New Life into Old Buildings

A new Adaptive Reuse program adopted by the ECIDA Board in December 2008 is spurring development of obsolete buildings in Buffalo and other urban centers across Erie County. This program provides tax incentives to developers committed to renovating and transforming old, vacant buildings for commercial and residential use. The new policy benefits the region by promoting the redevelopment of blighted sites, encouraging infill development utilizing existing public infrastructure and controlling costs for local governments.

Adaptive reuse is being used to leverage private development of some great projects in the region. Currently five older sites and buildings are being redeveloped utilizing the new program, including:

- 1 Conversion of the former Alling & Cory building into student housing for ECC students
- 3 Rehabilitation of the AM&A's warehouse into new loft housing in downtown Buffalo
- 3 Conversion of two abandoned buildings on Virginia Street into neighborhood multi-unit housing complexes.
- 4 Conversion of the former Kane Doyle Jeep facility in Kenmore into a multi-use commercial complex

Cumulatively, these adaptive reuse projects will result in over \$39,000,000 of investment in the rehabilitation and reuse of these structures.



Paris Air Show

Celebrating 100 years, the International Paris Air Show was held at Le Bourget June 15-21 2009. The event has evolved into the world's premier air and space show. First held in 1909, the show has moved and grown with the times, anticipated the future of aviation and contributed to the harmonious growth of its industry. Since its beginning at the start of the 20th century by a group of passionate aviation engineers, the Paris Air Show has remained the gathering of the professional aerospace community.

2009 marked the ECIDA's third visit to the biannual event. In spite of the general economic downturn, the Paris Air Show sold out with all the main manufacturers and subcontractors present. It drew more than 2,000 exhibitors from around the world and attracted over 300,000 visitors.

American manufacturers and service providers exhibiting in the U.S. International Pavilion expressed optimism at the opportunities their participation presented. The roster of more than 150 U.S. aerospace companies included a New York State contingent



Maryann Stein, ECIDA's Director of International Programs, in NYS booth at 2009 Paris Air Show

participating through the assistance of the Erie County Industrial Development Agency (ECIDA). With a grant received from Empire State Development, the ECIDA purchased booth space and invited New York State companies to attend. This Trade Show Participation Program enabled five New York State companies to take part in the world's premier aerospace show:

- Servotronics, Inc.
- Hadco Metal Trading LLC
- RFI Corporation
- Aircraft Lighting International
- Plattsburgh Airfield-North Country



Sam SanFilippo, VP, Marketing and Sales, Servotronics, Inc., of Elma, in New York booth at 2009 Paris Air Show.

"With the industry in a down cycle, we believe our presence at the show provided a unique opportunity for us to explore business opportunities in a way that would otherwise not be possible" said Sam SanFilippo, Vice President of Marketing and Sales at Servotronics, Inc. in Elma, New York.



The opening of the show's US Pavilion ceremony featured the official ribbon cutting participants Senator Daniel Inouye, representing President Barack Obama, and Mark A. Pekala, Charge of d'Affaires at the U.S. Embassy in Paris (shown in the center of this photo).

Minority Business Program Seeks Applicants

The ECIDA's Minority Entrepreneur Grant & Loan program, a successful pilot program which aids small, minority-owned businesses, is looking for applicants.

The ECIDA launched the program in 2008, awarding nearly \$400,000 in low-interest loans and grants to 10 Buffalo businesses. Ninety percent of the recipients are thriving and growing.



The first round of funding aided minority entrepreneurs, operating in industries such as food service, beauty, cleaning services, music, recreation and construction. They received a mix of 10-year low interest loan and grants of up to \$5,000.

One winner, Donnie's Smokehouse and Catering, also received the ECIDA Small Business of the Year Recognition Award this year. Donnie's was founded in 1999 by Racine and Donnie Leverette. Donnie developed its own secret barbeque sauce and specializes in natural wood smoked meats. They plan to franchise their operation and market their award winning barbecue sauce nationally.

The ECIDA is launching a second minority business growth program this year due to the success of the 2008 program.

2008 program participants included: Kerns Avenue Bowling Center; Mars Nails & Spa; Jericho Demolition; Affordable Scrubs & Stuff; ABC Cleaning; Serenity Hair Boutique; Tastings and Singleton Construction Services.

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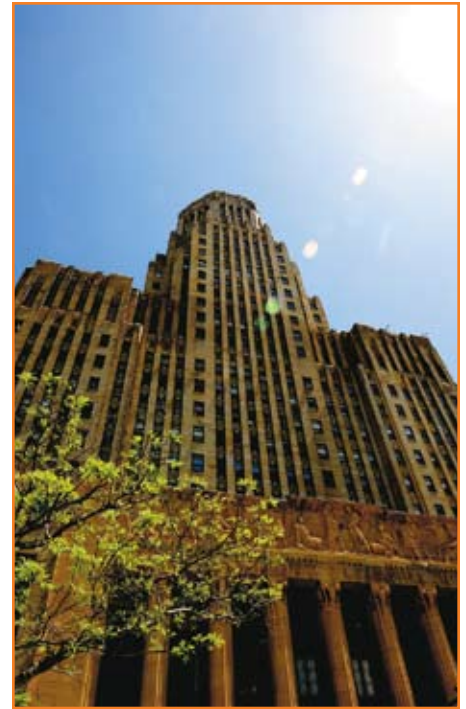
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ECIDA is in business to grow business in Erie County by helping companies to be competitive and profitable. We can deliver:

- Financial Assistance, Loans, Venture Capital
- Work Force Development, Training
- Business Incentives, Tax Exemptions, Bonds
- Transportation, Infrastructure Financing
- International Trade Assistance
- Referrals and Resources
- Facility / Brownfield Development

Contact us today to find out how we can assist you.



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