

2018

Y E A R I N R E V I E W



The ECIDA is an independent, public-benefit corporation helping businesses invest in Erie County's thriving economy

2018

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Steve Weathers
ECIDA
President & CEO

We are proud to have a central role in the transformation of the former Lackawanna Bethlehem Steel site into a thriving commercial park. We also supported the new Beverly Gray Business Exchange Center in the City of Buffalo, and granted incentives to the Buffalo Urban Development Corporation for its Northland Workforce Training Center in Buffalo.

Letter from the President/CEO

The ECIDA is proud to have a central role in the transformation of the former Lackawanna Bethlehem Steel site into a thriving commercial park, and we reached an important milestone in 2018. A 148-acre parcel of the former Bethlehem Steel site is now remediated and ready for commercial building; the Shoreline Trail Bike Path ribbon cutting was held in November, celebrating the 1.5-mile trail that replaced a railway on the property; and construction began on the Dona Street extension from Route 5 to connect the outer entrance to the inner parcels.

The economic importance of this site becoming an active, revenue-generating light manufacturing business park cannot be overstated. The vision of County Executive Mark Poloncarz, and coordination with community leaders including Lackawanna Mayor Jeff Szymanski, have overcome many obstacles in rehabilitating the property to be suitable for future tenants. The financing was complex, but with support from Governor Andrew Cuomo, our land development arm, the Industrial Land Development Corporation, serves as the lead agency behind ILDC Board Chair County Executive Poloncarz in shepherding this project from idea to reality. Read more about the Bethlehem Steel site on page 4.

Another great success we are proud to have supported is the new Beverly Gray Business Exchange Center in the City of Buffalo. Thanks to Buffalo Mayor Byron Brown (a longtime ECIDA Board member) and his dedication to supporting minority and women-owned businesses, the Beverly Gray Business Exchange Center opened its doors in 2018 and is now helping would-be business owners and struggling start-ups find their way to greater successes. The ECIDA provided seed money to the Center as part of our ongoing efforts to encourage minority and women-owned business owners. Read more about this wonderful project on page 5.

The Buffalo Urban Development Corporation sought incentives from the ECIDA for its game-changing Northland Workforce Training Center in the City of Buffalo. The first phase of construction is now complete, and the first group of students learning skills that will put them to work in local companies have already started their training. Read more about Northland on page 5.

I want to acknowledge and commend our Board Chair Brenda McDuffie and the ECIDA Board of Directors for their commitment to economic growth, job creation, and continued leadership of the agency in a positive direction.

No year is without its challenges; in April, the ECIDA and the entire Western New York community, lost an iconic civil rights leader with the passing of Frank Mesiah. Frank was President of the Buffalo Chapter of the NAACP and a longtime Board member of the ECIDA. He will be dearly missed, both as a friend and colleague.

The IDA community also mourned the losses of four beloved economic development veterans in Western New York: former New York State Senator Walter Floss, who in 1970 served as the first Chair of what was then a brand-new Erie County Industrial Development Agency; Michael Bartlett, former Executive Director of the Hamburg IDA; Nathan Neil, longtime legal counsel for many suburban IDAs; and Sam Ferarro, Executive Director of the Niagara County IDA. As we face forward and approach what is a very busy deal pipeline in 2019, we are inspired by their work and their legacies.

I encourage you to read about our successes in 2018, and learn more about the many services the ECIDA provides. Please visit our website, www.ecidany.com or call my office at 716-856-6525.

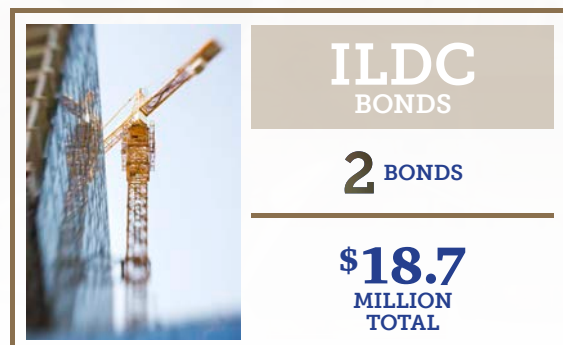
Sincerely, Steve Weathers

The Year in Numbers

The 13 projects approved for tax incentives by the ECIDA in 2018 generated \$214 million in private investment in Erie County. The average annual salary of new jobs created on these projects is \$49,079. The annual payroll of new jobs created is \$4.1 million, which means this new private investment will be circulated into the Erie County economy each year from the jobs created through these projects incentivized by the ECIDA.



¹ Does not include Amended Northland project



Aerial view of the former Bethlehem Steel site.
The red outline shows the future site of the first Net Zero
light manufacturing facility in the Northeast.

Bethlehem Steel Site

A New Optimism for an Old Relic

The ECIDA, through its land development arm the Industrial Land Development Corporation, purchased 148 acres of land for \$5.5 million on the former Bethlehem Steel site in Lackawanna in 2017 for the purpose of redeveloping the property into a light manufacturing business park. In a complex negotiation with former owner Tecumseh Redevelopment, and reimbursement from Empire State Development, the ILDC now owns the acreage.

The 148 acres has been remediated, readied for infrastructure and the ILDC is now in the process of developing a Master Plan for roads, utilities and waymaking.

In the spring of 2018 ECIDA Board Member (and ILDC Board Chair) County Executive Mark Poloncarz and several stakeholders celebrated the groundbreaking of the 1.5-mile Shoreline Bike Path along Route 5. The path was completed in the early fall, and construction began on the Dona Street extension into the site.

Currently, the ILDC and Erie County are fielding interested potential tenants for the first parcel, and exploring the purchase of an additional 90 acres for Phase 2.



WORKFORCE TRAINING AND BUSINESS DEVELOPMENT

PARTNERSHIPS AND PRIVATE INVESTMENT

The ECIDA supports community partners in business development and workforce training, bridging the gap between the unemployed, and the employers who need people with certain skillsets to fill vacant positions.

Beverly Gray Business Exchange Center

334 E Utica Street, Buffalo, NY 14208

In 2018 the Beverly Gray Business Exchange Center in the City of Buffalo opened its doors as a comprehensive one stop small business resource center, supporting entrepreneurship and innovation for Minority and Women-Owned Enterprises (M/WBE). The ECIDA provided \$250,000 to the Center as part of its Mission to increase M/WBE economic success in Erie County, and additional support as certain future milestones are met.

Learn more about the Beverly Gray Business Exchange Center at www.buffalony.gov/847/Beverly-Gray-Business-Exchange-Center



Beverly Gray Business Exchange Center.
Photo courtesy City of Buffalo

Northland Workforce Training Center

683 Northland Avenue, Buffalo, NY 14211

A true game-changer has arrived in Buffalo's workforce training landscape. Northland Center is a \$60 million redevelopment of a 235,000 sq. ft. building on the former Niagara Machine & Tool Company campus. Phase I construction is complete, and landlord Buffalo Urban Development Corporation has welcomed its first major tenant, the Northland Workforce Training Center (NWTC). NWTC, in conjunction with Alfred State and SUNY Erie, is training students in advanced manufacturing and energy related fields. The amazing transformation of the Northland Beltline Corridor campus continues under the leadership of Governor Andrew Cuomo and Mayor Byron W. Brown. Phase II construction is underway and will be completed in 2019.

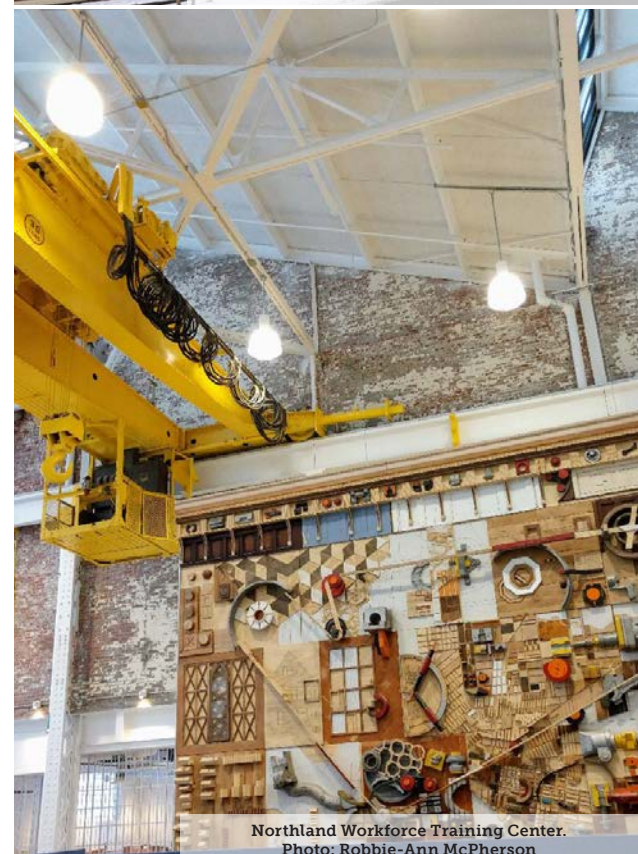
The ECIDA approved (approximately):

- **\$2,316,356** in sales tax savings on equipment
- **\$250,000** in one-time mortgage recording tax savings
- **\$2,482,000** in future property tax savings (divided over the next 7 years)

Learn more about Northland Center at www.buffalourbandevelopment.com



Northland Workforce Training Center.
Photo courtesy of Barbara A. Campagna



Northland Workforce Training Center.
Photo: Robbie-Ann McPherson

Ebenezer Railcar

1001 Indian Church Road, West Seneca, NY 14224

Ebenezer Railcar is New York State's only freight railcar manufacturer. When Ebenezer proposed consolidating its two Western New York sites and constructing a new 94,000 sq. ft. manufacturing facility, they came to the ECIDA for incentives. The project will preserve 84 jobs, and create 13 full time jobs.

The ECIDA approved (approximately):

- **\$635,000** in future property tax savings (divided over the next 7 years)
- **\$262,000** in sales tax savings on equipment

ANNUAL PAYROLL AT PROPOSED JOB SITE	AVERAGE ANNUAL SALARY OF JOBS CREATED
\$2.6 MILLION	\$55,000



REGIONAL DEVELOPMENT CORPORATION

The RDC is the lending arm of the ECIDA, offering Erie County businesses loans from \$10,000 to \$2 million for equipment and capital expansion



RDC LOANS

6 LOANS APPROVED

\$5.1 MILLION LOANED,
GENERATING **\$10.5** MILLION
IN TOTAL PRIVATE INVESTMENT

66
JOBS
CREATED

Tomric Systems, Inc.

85 River Rock Drive, Buffalo, NY 14207

In 2018, the RDC approved a \$1,117,000 loan to Tomric Systems Inc. of Buffalo, a manufacturer and distributor of thermoformed plastic molds, packaging and chocolate making equipment for the confection industry. Tomric will utilize the funds for equipment purchases and working capital expenses associated with a \$1.2 million expansion at their River Rock Drive facility. Six full time jobs will be created and 25 jobs retained.

Learn more about RDC loans at www.ecidany.com/loans



Photo courtesy Tomric Systems, Inc.



INDUSTRIAL LAND DEVELOPMENT CORPORATION

Tax Exempt Bond Financing
A low-cost borrowing tool for nonprofits

The ILDC served as the pass-thru agency for two tax-exempt refunding bond deals in 2018: Medaille College (\$10,500,000) and Global Concepts Charter School (\$8,145,500), for a total of \$18,645,500. For more information about Tax Exempt Bonds, visit www.ecidany.com/about-us-tax-exempt-bonds



Board of Directors

The Erie County Industrial Development Agency Board of Directors is a 19-member, all-volunteer board made up of 14 ex-officio seats, and five seats appointed jointly by the County Executive and the Chair of the County Legislature. The Board meets monthly, and minutes can be viewed/downloaded at www.ecidany.com.

HON. DIANE BENCZKOWSKI

Supervisor
Town of Cheektowaga

REV. MARK L. BLUE

President
NAACP

HON. BYRON W. BROWN

Mayor
City of Buffalo

HON. PATRICK BURKE*

Chairman, Economic Development
Erie County Legislature

MR. JAMES F. DOHERTY**HON. JOE EMMINGER**

Supervisor
Town of Tonawanda

MS. DOTTIE GALLAGHER

President & CEO
Buffalo Niagara Partnership

MS. TYRA JOHNSON-HUX

President
Blue Sky Design

HON. BRIAN KULPA

Supervisor
Town of Amherst

MR. RICHARD LIPSITZ, JR. VICE CHAIR

President
Western New York Area Labor Federation

MR. DAVID LOWREY*

President
Erie County Association of School Boards

MS. BRENDA McDUFFIE**CHAIR**

President & CEO
Buffalo Urban League

MR. JOHN MUDIE

President
Buffalo Central Labor Council, AFL-CIO

HON. GLENN NELLIS**MR. LOU PANZICA***

President
Power Drives

HON. MARK POLONCARZ

County Executive
County of Erie

HON. DARIUS G. PRIDGEN

President
Buffalo Common Council

SISTER DENISE A. ROCHE

Chair
NFTA

MR. KENNETH SCHOETZ

CEO
WNY Healthcare Association

MR. CHARLES SPECHT

President
Erie County Association of School Boards

MR. PAUL VUKELIC*

President & COO
Try-it Distribution

MR. ART WINGERTER

President
Univera Healthcare

* Outgoing/Partial Term 2018

Our Staff

The ECIDA is a public benefit corporation, and does not receive any operating funds from any tax revenue source. Its operating funds are derived from fees charged to the private for-profit businesses who enter into contracts with the ECIDA. The ECIDA staff are not County, State or City employees.

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LOAN MANAGER

Laurie A. Hendrix
ADMINISTRATIVE ASSISTANT

Jerry Manhard
CHIEF LENDING OFFICER

Mollie Profic
CHIEF FINANCIAL OFFICER

Dawn M. Boudreau
COMPLIANCE OFFICER

Carrie A. Hocieniec
ADMINISTRATIVE ASSISTANT

Robbie-Ann McPherson
**MARKETING & COMMUNICATIONS
MANAGER**

Phillip J. Riggs
FACILITIES MANAGER

John C. Cappellino
EXECUTIVE VICE PRESIDENT & COO

Brian Krygier
IT MANAGER

Robbie M. Michaels
RECEPTIONIST

Patricia L. Smith
BOOKKEEPER

Karen Fiala
MANAGER, TAX INCENTIVES

Grant P. Lesswing
**BUSINESS DEVELOPMENT
OFFICER**

Beth O'Keefe
**BUSINESS DEVELOPMENT
OFFICER**

Lori Szweczyk
DIRECTOR OF GRANTS

Steve Weathers
PRESIDENT & CEO



