

# 2024 YEAR IN REVIEW

The Erie County Industrial Development Agency provides tax incentives and low-interest business loans to encourage economic growth and job creation in Erie County. ECIDA tax incentives help keep our region competitive with other locations in the attraction and retention of quality employers.

# LETTER FROM PRESIDENT/CEO JOHN CAPPELLINO

The Erie County Industrial Development Agency was created in 1970 by the New York State Legislature to incentivize job growth and attract quality employers to Erie County. During the past 55 years, we have adapted and improved our services, policies and best practices to help Western New York remain competitive in a constantly changing economic landscape.

In 2024 the uncertainty of the Presidential election year coupled with a challenging financial market and increasing costs of construction and materials created a particularly difficult economic environment for local businesses. Throughout the past year, our Board and dedicated staff recognized the need to find new and innovative ways to help our businesses and workers succeed in these tough economic times.

In spite of all these challenges and rising interest rates, the ECIDA was able to incentivize seven successful capital expansion projects. Those seven private employers invested \$314 million into growing their businesses in Erie County, generating a total indirect economic benefit of \$1.3 billion for our community and creating/retaining 701 full-time and 96 part-time permanent jobs.

These projects also created more than 1,246 temporary local construction jobs.

Our lending arm, the Regional Development Corporation, loaned \$2.45 million to five employers, creating and/or retaining 113 jobs. The RDC also worked to address the catastrophic economic fallout caused by the unexpected closure of Sumitomo Rubber USA's Tonawanda tire factory in November. The Sumitomo Employee Loan Fund (SELF) was created for those among Sumitomo's 1,550 separated employees who might be interested in starting their own businesses.

The ECIDA's land development arm, the Industrial Land Development Corporation, had a very busy year creating more available light industrial sites to attract employers to Erie County. Renaissance Commerce Park in Lackawanna saw \$7.1 million invested into more infrastructure, helping the site earn a "FAST NY Shovel Ready Certification" from Empire State Development.



The ILDC and its partners also completed \$550,000 in infrastructure and demolition projects at the Erie County Agribusiness Park in the Town of Evans. The 240-acre food processing and distribution campus will one day be an important market opportunity for the region's 7,000 area farms.

We continue to field great interest in Renaissance Commerce Park from regional and global light-manufacturers, and even as 2024 comes to a close we are having conversations with local businesses who anticipate growth in 2025.

Our Policy Committee and Board of Directors approved an affordable housing amendment to our 2008 Adaptive Reuse Policy, in an effort to encourage more workforce housing development. The new policy requires all ECIDA Adaptive Reuse projects with housing components to include units affordable to households earning 80% or less of the Area Median Income.

I congratulate our Board of Directors and staff on another year of hard work and collaboration with our partners in creating growth opportunities for Erie County businesses and their employees. We look forward to meeting the challenges and opportunities of the coming year.

- John Cappellino, ECIDA President & CEO

# Incentivizing Economic Growth and Job Creation / Retention in Erie County

## 2024 YEAR IN NUMBERS

**\$1.3 BILLION  
in Economic  
Impact**

Every **\$1** in ECIDA incentives

**leveraged**

**\$3** in private investment

**creating/retaining**

**701** full-time & **96** part-time  
permanent jobs, and

**generating**

**\$52 MILLION**  
in annual payroll to local workers



### TAX INCENTIVES

**\$26 million**  
in ECIDA approved tax  
incentives for 7 projects:

**\$314 million**  
in private investment

**1,246** construction jobs  
**701** full-time jobs  
**96** part-time jobs  
created and/or retained  
in Erie County



### SMALL BUSINESS LOANS

**\$2.5 million**  
in small business loans  
to 5 employers

**\$6.4 million**  
in private investment

**113 jobs** created/retained



### SITE DEVELOPMENT

**\$7.1 million**  
invested in 2024 by  
the ILDC and its partners  
into infrastructure at  
Renaissance Commerce Park

**\$550,000** invested in 2024  
by the ILDC and its partners into  
the Erie County Agribusiness Park





## Incentivizing Job Creation and Economic Growth in Erie County

**\$1.3 BILLION in local economic benefit to our community will be generated from projects incentivized by the ECIDA in 2024**

The Erie County Industrial Development Agency approved incentives for seven projects in 2024, helping these businesses finance a total of \$314 million in private investment spent locally on their capital expansions. With the help of ECIDA incentives, the projects will maintain 461 existing jobs and create 240 new full-time jobs, with an additional 1,246 temporary construction jobs created during the build-outs.

### UPSTATE NIAGARA COOPERATIVE, INC. WEST SENECA, NY

EVERY \$1 IN ECIDA INCENTIVES >> \$82 IN LOCAL ECONOMIC BENEFITS

Upstate Niagara Cooperative, Inc. is a food and beverage company owned by the 260 regional dairy farm members in its collective. Producing award-winning dairy products from chip dip to beverages to ice cream, you will find their products in grocery stores under well-known brands like Bison, Upstate Farms, Gold Cow and Milk for Life.

Due to increasing business opportunities and the need to improve efficiency at their West Seneca plant, Upstate Niagara proposed the addition of 250,000 square feet of manufacturing and storage space to their current 225,000 square foot footprint. The ECIDA Board approved approximately \$6 million in future property tax savings over a 10-year PILOT term, and approximately \$3.9 million in sales tax savings on construction materials and qualified purchases related to the project to help Upstate Niagara finance their \$150 million expansion.

The project will create 130 full-time jobs at an average annual salary of \$70,000 and help retain 240 workers currently employed at an average annual salary of \$71,000. Upstate Niagara's annual payroll is \$26.5 million, and the new jobs will add approximately \$9 million annually paid directly to its employees in Erie County. Over the 10-year PILOT term, the West Seneca School District will receive an additional \$2.2 million in direct PILOT payments due to the capital improvements at Upstate Niagara's facility.

### HANES SUPPLY BUFFALO, NY

EVERY \$1 IN ECIDA INCENTIVES >> \$141 IN LOCAL ECONOMIC BENEFITS

Hanes Marine & Cable founder Ted Hanes started the cable-splicing company in 1930, growing it into a leader in the rigging and heavy-lifting industry with its American-made slings and lifting devices. Ted's son Bill became president of the company in 1980 after graduating from the University at Buffalo with a Civil Engineering degree.

Hanes has outgrown its 55,000 square foot location on James E. Casey Drive in Buffalo, and proposed adding a 56,575 square foot warehouse/production building to the location. Hanes was approved for approximately \$417,785 in future property tax savings over a 10-year PILOT term, and approximately \$358,750 in sales tax savings on purchases related to the \$6 million expansion project. Hanes will add 10 new jobs at an average annual salary of \$48,000 and retain 85 full-time and 5 part-time jobs. Hanes will directly invest approximately \$60.1 million in employee payroll over the 10-year PILOT term.

### AGILE COLD STORAGE WEST SENECA, NY

EVERY \$1 IN ECIDA INCENTIVES >> \$11 IN LOCAL ECONOMIC BENEFITS

Agile Cold Storage, a Georgia-based company specializing in cold storage facilities, proposed a new \$46.5 million building in West Seneca that would provide 16,000 square feet of specialized manufacturing space for ECIDA client Rosina Foods, and 99,000 square feet of cold warehouse space for Agile. Agile was approved for approximately \$7.3 million in future property tax savings over a 10-year PILOT term, approximately \$2.5 million in sales tax savings on project-related purchases, and a \$262,000 savings on the one-time Erie County Mortgage Recording Fee.

The new facility will create 55 full-time jobs adding an estimated \$3.3 million in annual payroll. Over the PILOT term, West Seneca Schools will receive approximately \$1.1 million in new revenue.





ECIDA incentives help Erie County stay competitive in attracting and retaining high-quality employers. Incentives offered by the ECIDA include limited savings on sales tax for qualified purchases related to the project, savings of .75% of the Erie County Mortgage Recording Tax, and savings on future property taxes (Payment in Lieu of Taxes or PILOT). A PILOT is a term-limited, graduated discount on the increase in property taxes assessed on a completed project. PILOT payments are made directly to the taxing jurisdictions, and in many cases provide new sources of tax revenue on a project that was either off the tax rolls or paying much lower taxes prior to the capital expansion incentivized by the ECIDA.





**The Industrial Land Development Corporation (ILDC)**, which serves as the land-development arm of the Erie County Industrial Development Agency (ECIDA), has managed the redevelopment of 240 acres on the former Bethlehem Steel site into Renaissance Commerce Park, a thriving light-manufacturing campus along Route 5 in Lackawanna.

In partnership with Erie County, the ILDC leads a coalition including the City of Lackawanna, National Grid, the Department of Environmental Conservation, National Fuel, Empire State Development and many other community stakeholders to remediate and prepare the site for light manufacturing and warehouse/distribution businesses.

Since 2013, more than \$130 million has been invested into the site by private developers and businesses, creating more than 400 high-quality jobs. Local, state and federal governments have invested more than \$40 million in developing infrastructure. An additional \$12 million is allocated for National Grid's installation of high voltage options to attract more light-manufacturers, and or railyard relocation that will open up 40 more acres for development on Phase II parcels.

The ILDC also plans to extend the Shoreline Path Bike Trail south from Route 5 in Lackawanna to Woodlawn Beach, and create a public passive park overlook with access to lakeshore views.

Renaissance Commerce Park, Lackawanna, NY



## Thriving at Renaissance Commerce Park

Renaissance Commerce Park continues to grow in development and job creation, but also in wider recognition of the site's unique amenities ideal for light-manufacturing and warehouse/distribution businesses:

- development-readiness
- onsite rail access
- proximity to the Canadian border
- deepwater port access
- highway access
- region ranked fifth-lowest risk of natural disasters

In December 2024, Empire State Development officially designated RCP as "FAST NY Shovel Ready Certified," a meaningful "development-readiness" distinction granted to site applicants that complete 15 site-preparation steps including a soil survey map, wetland avoidance and minimization plan and Federal Emergency Management Agency (FEMA) mapping.

Renaissance Commerce Park was also ranked the #1 potential location for turbine manufacturing and #2 for electric vehicle and solar panel manufacturing in a report commissioned by the New York State Energy & Research Development Authority evaluating 18 industrial sites (15 in New York State and three out of state). RCP ranked #2 among the New York sites for battery manufacturing. The report cited RCP's many advantages including:

- location in a New York Power Authority (NYPA) 30-mile hydrozone
- sufficient infrastructure for the largest water and wastewater demands
- rail and port access
- existing natural gas infrastructure

Infrastructure improvements completed in 2024 include the installation of water and sewer lines and completing a second-phase extension of the Steelworkers Way roadway on the property.

RCP tenant Sucro Sourcing expanded its current footprint by purchasing a 10-acre parcel adjacent to its growing sugar refinery operation. Sucro plans to build a 126,000 square foot storage and logistics facility.

Design and engineering plans are near completion for the relocation of the WYE Railyard on the Phase II parcels south of Dona Street Extension and for ingress onto the property from Ridge Road at Odell Street, extending Odell from Steelworkers Way to the west.



The Erie County Agribusiness Park, located on the former Eden-Angola Airport site in the Town of Evans, will one day serve as a 240-acre regional hub for food processors and distributors, attracting jobs and economic growth opportunities for the 7,000 farms in the surrounding area. In 2024 the ILDC completed the property Masterplan and SEQR process for the site. Three buildings were demolished to make way for what will be a new access road designed by LiRo Engineers, Inc. The ILDC expects to break ground on its first tenants in 2026.





**In 2024 RDC approved 5 loans/lines of credit totaling \$2.5 MILLION, helping these private employers to invest \$5.2 MILLION into growing their businesses.**

**The economic growth made possible by the RDC created 32 new jobs in Erie County, and helped retain 82 local positions.**

**The Regional Development Corporation (RDC) is the lending arm of the ECIDA, administering low-interest loans up to \$2 million to help Erie County businesses. The RDC shares a Board and staff with the ECIDA.**

### **BLUE EYED BAKER** EAST AURORA, NY

RDC approved a \$150,000 loan for Blue Eyed Baker, a specialty wholesale/retail bakery shop located in East Aurora. Blue Eyed Baker supplies its all-natural French pastries, macarons, and baked goods to Whole Foods, Great Lakes Coffee and several other retail outlets, and needed to purchase and equip a new expanded space at 636 East Fillmore Avenue. Owner Alexandra Robinson is investing \$2.1 million into the property, and will add seven new positions to her current staff of 20.

### **DRAGHI BURGOS CONSTRUCTION, INC.** BUFFALO, NY

Commercial contractor Draghi Burgos Construction, Inc. was approved for a \$100,000 Line of Credit to meet increasing demand for their services. Owners Alexander Burgos and Mathew Farley will utilize the Line of Credit to scale-up their operations for larger commercial contracts, including Macy Correctional Facility and projects at the new Buffalo Bills stadium in Orchard Park.

### **ANGOLA THEATER** ANGOLA, NY

The 100-year-old Angola Theater will get a long-overdue makeover, thanks to new owners Gary Cerne and Myra Pinker. The husband and wife team grew up in Angola and purchased the theater in 2022. They were approved for a \$150,000 RDC loan to help purchase a new, state-of-the-art 4K movie projector, new marquee message board and concession equipment. The total renovations will cost \$717,000. Cerne and Pinker, who often went to the theater when they were children, plan to re-open the local landmark in 2025.

## **ERIE COUNTY MICROENTERPRISE LOAN PROGRAM**

**RDC staff administers Erie County's Microenterprise Loan/grant program, and in 2024 serviced 1 business loan totaling \$35,000**

### **ROSSER'S RIDGE MAPLE & MORE** CHAFFEE, NY

ILDC and RDC staff service Erie County's Microenterprise Loan/Grant program, which offers 50/50 Community Development Block Grant (CDBG) loan/grant microfinancing to small businesses in Erie County. In 2024 one such loan was serviced for Rosser's Ridge Maple & More in Chaffee, NY. Owner Todd Rosser was approved for a \$35,000 ILDC/Erie County 50/50 CDBG loan to expand his home-based maple syrup operation with new equipment. Rosser plans to more than double his tap capacity and grow his wholesale maple syrup business.



Photo: Courtesy Blue Eyed Baker



# Policy & Community

## ENCOURAGING WORKFORCE HOUSING DEVELOPMENT

### Adaptive Reuse Policy Amendment for Projects with Housing Components

To address the shortage of workforce-affordable housing in Erie County, the ECIDA Policy Committee and Board of Directors amended the 2008 Adaptive Reuse Policy to include an affordable housing requirement. Adaptive Reuse projects with housing components must set aside a certain number of units with rents affordable to households earning 80% of the Area Median Income or less. The number of required affordable units will range from 10% to 20%, depending on the total number of housing units in the project.

The ECIDA Policy Committee and Board of Directors approved the amendment in June 2024.

## GRANT SERVICES

ECIDA staff provide expert guidance to municipalities and/or qualified organizations who are pursuing state, federal and private grant funding opportunities for priority projects. In 2024, six grants were awarded for a total of \$3.9 million. ECIDA grant staff also provide ongoing technical/administrative support for 7 active grants totaling \$14.4 million in 2024.

### EMPIRE STATE DEVELOPMENT GRANTS

**\$100,000**

Village of Angola • Pro-Housing Community Grant

Funding to install fitness court at Herman Park in the Village of Angola

**\$1,795,000**

ILDC • FAST NY

Funding to support final design and construction associated with relocating railroad infrastructure from the Wye Yard to the Poco Yard at Renaissance Commerce Park

### NEW YORK STATE DEPARTMENT OF TRANSPORTATION GRANT

**\$3,392,800**

Village of Lancaster • TAP-CMAQ Program

Funding for Central Avenue improvements (sidewalks, crosswalks, bike lanes, etc.)

### NYSERDA GRANT

**\$100,000**

Village of Angola • Clean Mobility Program

Funding to support feasibility study for Mobility Hub

### NYS HOMES AND COMMUNITY RENEWAL GRANT

**\$300,000**

Village of Angola • NYMS Building Renovation Program

Support funding to assist with the renovation of five buildings in the Main Street/Commercial Street area

### URBAN & COMMUNITY FORESTRY GRANT

**\$34,000**

Village of Lancaster

Tree Planting

# A Success Story

## 25 Years in the Making

### TRICO BUILDING APARTMENTS

BUFFALO, NY

ECIDA client Peter Krog celebrated the opening of the Trico Building Apartments in late 2024 after years of shifting plans, financing challenges and delays caused by the pandemic.

The 100-year-old complex located at Ellicott Street and Goodell in Buffalo was home to windshield wiper manufacturer Trico Products until they moved their operations to Mexico in 1998. The City of Buffalo considered various mixed-use plans for the five empty seven-story concrete buildings, including a hotel and a hospitality school. In 2020, local developer Peter Krog finally landed on plans to redevelop the buildings into 242 apartments, with commercial space located on the lower floors, but the pandemic delayed construction for two years.

To finally bring the \$108 million redevelopment project across the finish line, in 2022 the ECIDA Board approved approximately \$3 million in sales tax savings on construction materials and project-related purchases and .75% of the Mortgage Recording Fee, saving an additional \$712,500. The project created 571 construction jobs.

Twenty-five of the units are designated as “workforce housing,” affordable to households earning 80% or less of the area median income. Market-rate rents range from \$1,550 for a studio to \$3,829 for a four-bedroom unit with a patio. Krog expects the building to be fully leased by mid-2025.

Large adaptive reuse projects often face extraordinary hurdles, even beyond the difficulty of bringing a former industrial property up to modern code and design. ECIDA incentives can play a critical role in helping developers reimagine the many abandoned properties from a previous industrial age into thriving living and commercial spaces.



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 jointly appointed by the County Executive and the Chair of the County Legislature. The Regional Development Corporation, which is the lending arm of the ECIDA, shares the same Board of Directors with the ECIDA. The Industrial Land Development Corporation, which is the land development arm of the ECIDA, is overseen by a separate board, Chaired by the Erie County Executive. The ECIDA, RDC and ILDC Boards meet monthly, and agendas and minutes can be viewed/downloaded at [www.ecidany.com](http://www.ecidany.com)



## ECIDA/RDC Board of Directors



<b>MS. DENISE ABBOTT *</b> President, Buffalo Central Labor Council, AFL-CIO	<b>REV. MARK BLUE *</b> President, NAACP, Buffalo Chapter	<b>MR. PATRICK BOYLE *</b> President, Erie County Association of School Boards
<b>HON. BYRON BROWN *<sup>II</sup></b> Mayor, City of Buffalo	<b>MR. JAMES DOHERTY *</b>	<b>MR. THOMAS EMMERLING *</b> Chair, Buffalo Niagara Partnership
<b>HON. JOE EMMINGER *</b> Supervisor, Town of Tonawanda	<b>MS. DOTTIE GALLAGHER *</b> President & CEO, Buffalo Niagara Partnership	<b>HON. JOHN GILMOUR *</b> Economic Development Chair, Erie County Legislature
<b>MR. MICHAEL HUGHES *</b> Senior Vice President, NFTA	<b>HON. HOWARD JOHNSON *<sup>II</sup></b> Economic Development Chair, Erie County Legislature	<b>MS. TYRA JOHNSON **</b> WNY Operations Director, LISC
<b>HON. BRIAN KULPA *</b> Supervisor, Town of Amherst	<b>MR. RICHARD LIPSITZ, JR. **</b> <b>VICE CHAIR</b> President Emeritus, Western New York Area Labor Federation	<b>MS. DENISE McCOWAN *<sup>II</sup></b> President, Erie County Association of School Boards
<b>MS. BRENDA McDUFFIE **</b> <b>CHAIR</b> Retired, Buffalo Urban League	<b>HON. GLENN NELLIS **</b> Retired	<b>HON. BRIAN NOWAK *</b> Supervisor, Town of Cheektowaga
<b>HON. MARK POLONCARZ *</b> County Executive, County of Erie	<b>HON. CHRISTOPHER SCANLON *</b> Mayor, City of Buffalo	<b>MR. KENNETH SCHOETZ **</b> Vice President, WNY Healthcare Association
<p>* Ex-Officio: members who serve by virtue of their office, either private or public, according to New York State statute          ** Jointly appointed by Erie County Executive &amp; Chair of Erie County Legislature    <sup>II</sup> Outgoing</p>		

## ILDC Board of Directors



<b>MS. DENISE ABBOTT</b> President, Buffalo Central Labor Council, AFL-CIO	<b>HON. APRIL BASKIN *</b> Chair, Erie County Legislature	<b>HON. BYRON BROWN *</b> Mayor, City of Buffalo
<b>MR. DANIEL CASTLE</b> Commissioner, Erie County Dept. of Environment & Planning	<b>HON. JOHN GILMOUR *</b> Legislator, Erie County Legislature	<b>HON. HOWARD JOHNSON *</b> Legislator, Erie County Legislature
<b>MR. RICHARD LIPSITZ, JR.</b> President Emeritus, Western New York Area Labor Federation	<b>HON. MARK POLONCARZ</b> <b>CHAIR</b> County Executive, County of Erie	<b>HON. CHRISTOPHER SCANLON</b> Mayor, City of Buffalo
<p>* Outgoing</p>		

## ECIDA Staff

<b>ATIQA ABIDI</b> Accounting Manager	<b>JOHN CAPPELLINO</b> President & CEO	<b>ANDREW FEDERICK</b> Property and Business Development Officer
<b>SOMA HAWRAMEE</b> Compliance Portfolio Manager	<b>LAURIE HENDRIX</b> Administrative Coordinator	<b>CARRIE HOCENIEC</b> Operations Assistant
<b>TALIA JOHNSON-HUFF</b> Project Manager	<b>BRIAN KRYGIER</b> Director of Information Technology	<b>GRANT LESSWING</b> Director of Business Development
<b>GERALD MANHARD</b> Chief Lending Officer	<b>ROBBIE-ANN McPHERSON</b> Director, Marketing & Communications	<b>MICHELLE MOORE</b> Compliance Associate
<b>BETH O'KEEFE</b> Vice President of Operations	<b>MOLLIE PROFIC</b> Chief Financial Officer	<b>PAT SMITH</b> Bookkeeper, H.R./B.D.A.
<b>DARYL SPULECKI</b> Assistant Loan Manager	<b>LORI SZEWCZYK</b> Director of Grants	<b>LYNETTE THOMPSON</b> Receptionist

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.

# 2024 PROJECTS

## ECIDA TAX INCENTIVES

- 1 Laborers Way 1
- 2 Buffalo Public Schools Commissary
- 3 Agile Cold Storage
- 4 SL Evans
- 5 Upstate Niagara Cooperative, Inc.
- 6 Hanes Supply
- 7 Pfannenberg

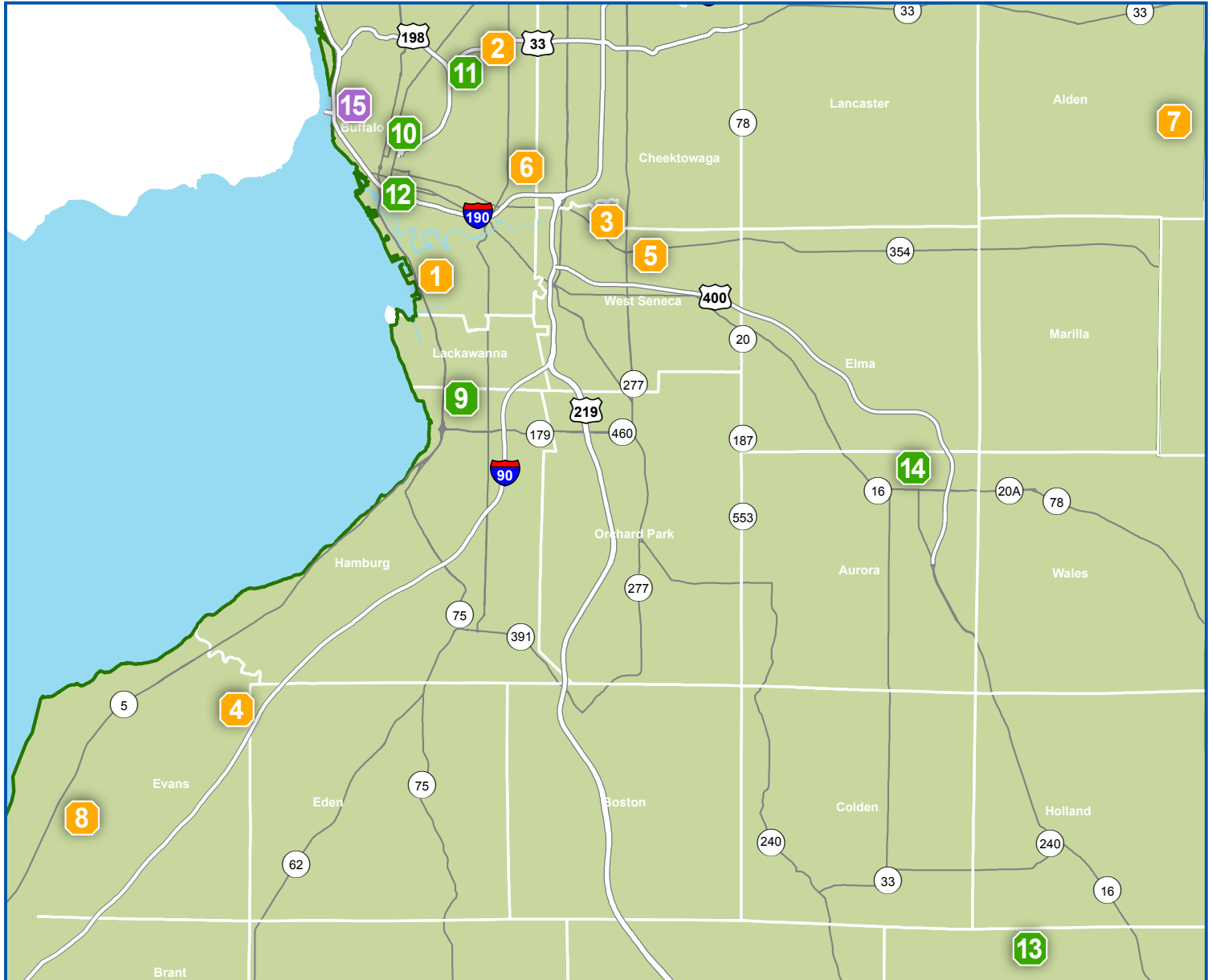
## RDC BUSINESS LOANS

- 8 Angola Theater \*
- 9 Tundra Transportation
- 10 Draghi Burgos Construction Inc.\*
- 11 Secondary Services Inc.
- 12 Hartmans Distilling Co.
- 13 Rosser's Ridge Maple & More<sup>1</sup>
- 14 Blue Eyed Baker \*

## ILDC TAX EXEMPT BONDS

- 15 D'Youville University

The mission of the Erie County IDA is to provide the resources that encourage investment, innovation and international trade - creating a successful business climate that improves the quality of life for the residents of the region.



\* MWBE <sup>1</sup> Erie County Micro Enterprise Loan



## Erie County Industrial Development Agency

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For more details about these and other ECIDA projects, access the ECIDA project logs at [www.ecidany.com](http://www.ecidany.com)