

## **County of Cattaraugus Industrial Development Agency- 2020 Year in Review:**

*This past year proved to be another busy, challenging, somewhat scary, evolving, but in the end, let's hope this year ends with a ray of hope for us all in 2021!* Over the past several years, we have continued to implement and change our business operations in how the CCIDA can not only promote & assist economic development expansion projects, but have looked for ways to value retention projects as well, throughout the County, as evidenced with a few key projects in 2020!

The CCIDA continues to make great effort and strides to transform itself in a very positive way to our business community. We have supported projects to further assist small business related projects (i.e. **Worthy Pharmacy & 3M Property Management, LLC.**) and once again proved the merit of establishing our Adaptive Reuse Program, via the support of the vital and key project of the **Manny-Hanny Building**. The Agency's *Tourism Policy* also came into play in regards to a development projects in Ellicottville, relating to several key upgrades at **Holiday Valley in 2020**.

*Since January 1, 2012 the County of Cattaraugus IDA & Cattaraugus County Capital Resource Corporation has conducted 79 Board Meetings, which in turn has induced 99 "direct" projects. In addition, the CCIDA/CCCRC has acted as an Advisor on 20 additional projects within Cattaraugus County.*

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. purchases/acquisitions of existing Companies, ownership changes, tighter budgets, etc.) pose some obstacles for us. We know that there is no "silver bullet" when it comes to economic development. Processes will always have to be identified, refined and implemented to the best of our ability. It's a challenge we accept, and continue to work to the best of our abilities each day.

In 2021, lets hope there is a return to more normalcy and a return to businesses hiring, sales tax numbers increasing, tourism numbers increasing, and the economic "threats", lessen. As in past years, we will continue to work hard, with a County wide "Team" approach to help our businesses flourish and invest in this amazing County!

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, as its been invaluable, especially as we "tighten" and enhance our Solar PILOT and requirements! A huge Thank you!

Many thanks also goes to the members of the **Cattaraugus County Economic Development Team**, as their assistance and help is greatly appreciated!

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

- **Implemented a Commercial Solar PILOT:** Due to the ever increasing number of proposed commercial solar projects in Cattaraugus County, the IDA Board saw fit to create a separate PILOT Policy for these proposed projects. With the help and direction of the Board, County Legislature and Counsel, our Agency adopted a Policy that continues to be refined and driven to protect the County, towns and landowners. Since adoption of this policy, the IDA has consulted several IDA's across the State on how we went about communicating and working with not only developers, but local taxing jurisdiction's and landowners to adopt a policy that works.
  
- **Cattaraugus County IDA announces Sales Tax initiative for Companies producing Personal Protection Equipment:** The CCIDA will provide up to \$99,000 in sales tax exemptions for companies making PPE for medical staff at provider institutions such as hospitals and acute care facilities, first responders, home health aides and others that provide direct care to patients. Companies purchasing materials, supplies and equipment to be able to manufacture medical and hospital devices, disinfectants and sanitizers, sterilizing and sanitizing equipment, medicines and pharmaceuticals and over the counter products are eligible for the sales tax exemption.
  
- **COVID 19 Virus Updates:** Due to the ever changing landscaped that we all faced in 2020 due to the Coronavirus we were in weekly contact with our State and Federal elected Leaders and also with Empire State Development on fielding questions, concerns and issues that some Companies are facing during this crisis.

The IDA conveyed various new loan programs from the SBA to our business contacts within the County, and have kept in touch with the County economic development, STW, WIB, multiple Loan Boards, etc. We worked hard to stay on top of this and keep our business apprised of any and all programs that may be eligible for during these very trying, challenging and ever-changing times.

*-Weekly CCIDA Stakeholder Updates and email blasts were added to a newly created "Covid-19 Tab" on our website for reference and information.*

- **Added to Congressman Reed's "Regional Economic Recovery Team":** In May of 2020 I was added to Congressman's Reed's Regional Economic Recovery Team to work with businesses within the Region and to keep the lines of communication open. We met frequently and learned a lot from this Team and the make-up of the participants.
  
- Corey was also added to the **WNY Regional Council Work Group for Advanced Manufacturing**. Multiple meetings have been conducted to date with a plan to be assist our manufacturing base in the Covid 19 Pandemic rears back up.

- **Resolution regarding Uniform Project Criteria** – This Policy meets the requirements of, Section 859-a of the General Municipal Law. The major reason for adopting this immediately is Section 3€, which would provide a basis for rejecting (without a public hearing) an application opposed by the County or a local government.
- **Outreach to Municipalities & Stakeholders:** Even through the Covid Pandemic we worked very hard to meet with as many local municipalities and taxing jurisdictions as a whole, as we could.

The Agency continues to strive to be in touch and contact with our 32 Towns, 9 Villages and 2 Cites and 13 School Districts as much as possible to make them aware of the IDA's programs, policies and PILOTS, and how that may affect them. In 2021, we will continue to build off of this and continue to reach out.

- Carrying our mission and message will continue to be a paramount endeavor. Whether it's presentations, Letters to The Editor, Public Hearings, etc.,\_In addition, over the past year I have presented the Agency's message about our benefits at meetings put on by the *Buffalo Niagara Partnership, the IBN, NYSEDC & NYSCAR*, to name a few.

- **Board Member of the Can-Am Council:** The Can-Am Council is comprised of representatives from member companies engaged in cross border commerce and oversees an agenda focused on bi-national relationship-building, joint planning, border advocacy and business-to-business interaction.  
*Let's hope 2021 sees a return to our Canadian friends and business owners and trade and tourism return to normal!*

- **The CCIDA continued as a Board Member with Invest Buffalo Niagara (IBN):** Founded in 1999, Invest Buffalo Niagara represents the eight counties of Western New York. We are the region's nonprofit, privately funded economic development organization focused on job creation. Their mission is to attract new employers to the Buffalo Niagara region through outreach to growing companies around the world to support business attraction, expansion and entrepreneurship, Invest Buffalo Niagara collaborates with local businesses, universities, nonprofit organizations and elected officials to deliver a unified response to regional economic development opportunities.

In mid-September of 2020, the IDA and members of IBN took part in a daylong event, hosting, showing and discussing area properties and sites. We had in two (2) site selectors from NYC who work nationally with a number of large companies.

- **Created weekly "Stakeholder Blasts":** Due to the Covid-19 Pandemic, the Agency created weekly email blasts to our clients and associates. These were also posted on our website, and circulated with other Chamber of Commerce's as well to further get the updates out.

With the ever changing times in the Spring of 2020, we wanted to ensure that our clients and businesses were aware of the various programs and updates that we out there. This was a successful endeavor and one we will continue to do at least monthly in 2021.

- **Continued “Project In Process” Update to Board Meetings:** Started in 2016, the Agency will continue to implement a “Project In Process Update” at each Board meeting to keep the Board and public apprised of how a recent IDA induced project is fairing with its development and investment. Projects will be continued to charted, tracked and monitored.
  - Also, we will continue to bring in more “industry” guests to our meetings to update and present to the Board: Catt. County, STW, ESD, JCC, SBA, etc.
  
- **Continued Business Outreach & Marketing Campaigns:** Working with our Partners at *Invest Buffalo Niagara, Buffalo Niagara Partnership, Empire State Development, various Commercial Realtors/Real Estate Developers (NYSCAR), and NYSEDC* we are always looking for ways to increase our “business attraction hit rate”; to facilitate and help businesses to locate to Cattaraugus County.
  - **Commercial Sites and land:** Working with Cushman and Wakefield to do a complete available site and land directory for the County. Hard copy and e-version to be created. *We have a new commercial site directory on our website.*
  
  - **Media Coverage:** *Earl Wells III has assisted with news coverage in regards to the CCIDA Projects and PPE announcements on Channel 2 News, WBEN Morning Business Report and Olean Times Herald.*
  
  - We have sent in 9 “IBN Site Requests” over the past year to possible outside business looking to locate in WNY, trying to lure the perspective business here to Cattaraugus County.

This is something we are always looking to improve on, the assets of the various sites & parcels that are available within the County.
  
- **CCIDA & CCCRC Annual Audit:** Ms. Denise Veloski from Johnson, Mackowiak & Associates to discuss the 2019 Draft Audit with the CCIDA Board. Denise stated that this was a “clean Audit” noting there was no need for the Auditors to include a Management Letter, noting procedures and processes were followed and adhered to in 2019.
  
- **Cattaraugus Capital Resource Corporation (CCRC):** The IDA’s sister agency, the CRC continued to meet with perspective Not-For-Profits within the County to gauge their interest and or need on the aspect of tax-exempt bond financing. We have some hopeful news relating to a few of our Not-for-Profits in 2021 with possible projects and investments!

➤ **Working with JCC on Workforce Development for Solar Farms:** We have been asked by JCC to help with the prospect of having a certificate program/enhancement for possible employees needed to build and work on commercial solar farms in the Southern tier Region. We held a few meetings and assembled a number of the developers of whom we've been working with to help JCC better understand the possible need for this "new" economy and what the workforce arena may need when it comes to the installation and maintenance of commercial solar farm development.

❖ **Since 2013 the County of Cattaraugus IDA has helped and assisted with the following employment numbers: (\*as reported at the time of the Annual Audit & PARIS Reports by Company).**

- **733 New Jobs Created**
- **3,997 Jobs Retained**

**2020 CCIDA INDUCED PROJECTS (Private Sector Investment in Cattaraugus County):**

1.) 3M Property Management LLC	\$250,000
2.) Allegany CSG LLC	\$9,062,000
3.) Essential American Products Inc.	\$1,000,000
4.) GSPP 4474 Birch Run Road LLC	\$5,900,000
5.) Machias PV, LLC – RIC New York LLC	\$3,100,000
6.) Manny Hanny Development LLC	\$11,725,000
7.) Olean Area Federal Credit Union	\$1,500,000
8.) Omni Navitas Renewables LLC – 8613 Dake Hill Rd. Parcel A	\$8,680,000
9.) Omni Navitas Renewables LLC – 8609 Dake Hill Rd. Parcel B	\$8,680,000
10.) Omni Navitas Renewables LLC – 8609 Dake Hill Rd. Parcel C	\$8,680,000
11.) Omni Navitas Renewables LLC – 4578 Felton Hill Rd. West	\$8,496,232
12.) Omni Navitas Renewables LLC – 4578 Felton Hill Rd. East	\$8,780,000
13.) Portville CSG 1 LLC	\$8,062,000
14.) Portville CSG 3 LLC	\$8,754,939
15.) Portville CSG 4 LLC	\$8,425,950
16.) River Valley Solar LLC	\$11,500,000
17.) Win Sum Ski Corp.	\$3,000,000
18.) Win-Sum Ski Corp.	\$4,000,000
19.) Worthy Pharmacy	\$500,000

**\*Total IDA Inducements/Project (Investment) Amounts:** **\$120,096,132**

**-Various Boards/Committees that Mr. Wiktor currently serves on:**

- Board Member, *CanAm Council (Buffalo Niagara Partnership)*
- Board Member, *Invest Buffalo Niagara*
- Board Member, *New York State Economic Development Council*
- Board Member *Cattaraugus County Business Development Corp. (BDC)*
- Board Member, *Olean Business Development Corp. (OBDC)*
- Board Member, *CArES, Inc.*
- Board Member, *Cattaraugus Community Action*
- 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.
- **Leadership Cattaraugus**, Program Mentor
- Volunteer, *Journey's End*