

County of Cattaraugus
Industrial Development Agency

BOARD OF DIRECTORS MEETING - AGENDA

Tuesday, December 12, 2023
CCIDA Office
9 E. Washington Street
Ellicottville, NY
11:15 a.m.

To access the Board meeting via Zoom/Conference Call, please see the applicable information at the end of the agenda to do so.

-Call the Meeting to Order-Time:

-Roll Call- Board of Directors of the CCIDA:

-Approval of November 14, 2023 CCIDA Board of Directors Meeting Minutes:

New Application/ Project Modification

1.) - Great Lakes Cheese:

-Great Lakes Cheese has requested a **Project Modification** Request relating to their initial project inducement. The Company is investing an additional \$97,000,000, thus bringing the overall investment of the project to **\$718,000,000**.

The additional \$97,000,000 of investment, **\$50,000,000** of that is applicable to NYS Sales Tax.

The reason for the request is due to record inflation and supply chain issues on the equipment, along with increased associated costs. A Project Modification Request is included to each Board Member in their packet for their review. **No action is required as this project just started the Agency's process. A public Hearing will be set up.*

Resolution from a Prior Application/Project in Process

1.) - Indus Hotels Inc.

-Indus Hotels, Inc. has submitted an application to the CCIDA for renovations to their existing 20,694 sq. foot, two story, 50 room Microtel Inn & Suites by Wyndham located at 3234 NYS Route 417 in the Town of Allegany, NY. The hotel has been a part of the community since 2004 bringing both leisure and business travelers to Allegany and the City of Olean. The renovations will add to the business infrastructure and increase employment opportunities. The Cost Benefit Analysis was included to each Board Member in their packet for their review at the November Board Meeting. *(A member of the development Team is planning to be available via Zoom for any questions).*

-A Public Hearing was held on November 28, 2023 at 10:30 a.m. at the Town of Allegany. Chris McPherson and Mike Higgins were in attendance. There were no comments, however the Town Supervisor will be submitting a letter of Support.

-The Total Project Investment: \$1,748,989

√ **Inducement Resolution** – Indus Hotels Inc.

***General:** Update on Wind Policy: Counsel and Staff have been working on revising and enhancing the Agency's Wind Policy/PILOT for several months. The Agency first adopted its current Wind Policy in February 2010. The Agency has been researching policy points which include: PILOT Dollar amount per Megawatt, Decommissioning, the roles of the Agency, etc.

Staff and Counsel have prepared a few DRAFT proposals for the Board's consideration. We will also include the IDA's current Wind UTEP. With Board support, we'd like to discuss and obtain your thoughts, recommendations, inclusions, etc. and then schedule an additional meeting to proposed amended and revised Wind Policy. Any change or revision to the Wind UTEP would require a deviation notice and subsequent Public Hearing before formal adoption.

***CCIDA Financial Report:**

-Approval of **November 2023** Financial Report *(vote required)*.

***Income for November 2023:**

-\$12,516.25-Project Closing: Kinley Corp.

***Approval of the final 2024 Budget-**See Budget and Minutes of Finance Committee Meeting. *(vote required)*.

-Updated Certificates of Deposits /Savings Accounts Statement is included to each Board Member in their packet for their review.

***Proposed December 2023:**

-\$16,098 Project Closing: 9154 Group, LLC.:

-General update on projects in process; including the Agency has 6 projects in the closing stage as well, which should close in the 4th quarter of this year and or the 1st quarter of next year.

***Executive Directors Reports:**

-Internal (IDA Meetings/Discussions, Snapshot):

- ✓ Letter of Resignation from Board Member John Stahley-12/31/23-Please see John's letter. He will be sorely missed on the Board. He was an excellent Board member!
- ✓ Corey will give a brief overview on the past year's highlights, projects and what's ahead in 2024.
- ✓ Attended Olean Business Development Corporation Board Meeting.
- ✓ Meeting with Matt Wilkinson of Great Lakes Cheese regarding community outreach.
- ✓ Attended Economic Development and Tourism Board Meeting.
- ✓ Conference with potential developer of a redevelopment project in Franklinville.
- ✓ Attended Great Lakes Cheese Tour with Cattaraugus County Ag. Board etc.
- ✓ Attended meeting with potential developer of a project in Olean.
- ✓ Attended meeting/tour with team regarding Village of Cattaraugus Main Street Grant.
- ✓ Attend Luncheon and Great Lakes Tour with CCIDA Board Members.
- ✓ Interview with Kate Bartlett of *The Villager* regarding 2023 CCIDA projects.
- ✓ Attended meeting regarding Olean Town Centre, in Olean.
- ✓ Attended Third Annual Laine Business Accelerator Community Showcase in Olean.
- ✓ Meeting with a WNY developer related to a proposed housing project in Farmersville.
- ✓ Discussion with a WNY Commercial Realtor relating to two (2) manufacturing facilities within Cattaraugus County. More information to come.
- ✓ Meeting with Nick Ferrari at Field of Dreams regarding possible expansion.

-External (Points of Interest relating to the CCIDA):

- ✓ **Camoin Associates:** Article: "The Economic Impact of IDAs."
- ✓ **Camoin Associates:** Article: "The Economic Impact of New York State's IDAs."
- ✓ **Olean Times Herald:** Article: "Laine Business Accelerator program showcases third cohort."
- ✓ **Camoin Associates:** Article: "Trends and Transitions in Forestry and Lumber-Related Markets."
- ✓ **Camoin Associates:** Article: "The Growth, Decline, and Rebirth of the American Shopping Mall."
- ✓ **Salamanca Press:** Article: "RocketCup Coffee set to revitalize the world from Cattaraugus."
- ✓ **New York ISO:** Article: "2023 Comprehensive Reliability Planning Report."
- ✓ **Fox News:** Article: "Dem Governor withdraws electric vehicle mandate in stunning blow to environmentalists."
- ✓ **The Capital Press Room:** Article: "Southern Tier's natural gas eyed for extraction (again)."
- ✓ **NewsBreak:** Article: "National Grid's New Smart Meters: What Upstate New York Residents Need to Know."
- ✓ **RealClear Energy:** Article: "The Crippling Economic Costs of Green Energy Subsidies."
- ✓ **New York Focus:** Article: "How Unelected Local Officials Dole Out Wind and Solar Tax Breaks."

Executive Session: (Client – Attorney-Client Privileges)

Motion- :
:
Time:

Adjournment:

Motion- :
:
Time:

*** Next CCIDA Board of Directors Meeting is scheduled for
January 9, 2024 at 11:15 a.m.
at the CCIDA Offices in Ellicottville, NY.**

Zoom Meeting access Information:

Topic: Cattaraugus County IDA Board Meeting
Time: Dec 12, 2023 11:15 AM Eastern Time (US and Canada)

Join Zoom Meeting

<https://us02web.zoom.us/j/89048563385?pwd=d2ZjOEExCRXdkWFdHTnRmdGxsVGlaUT09>

Meeting ID: 890 4856 3385

Passcode: 865551

One tap mobile

+19292056099,,89048563385#,,, *865551# US (New York)

+16469313860,,89048563385#,,, *865551# US

Dial by your location

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**COUNTY OF CATTARAUGUS
INDUSTRIAL DEVELOPMENT AGENCY**

BOARD MEETING MINUTES

November 14, 2023

CCIDA Offices

9 East Washington Street

Ellicottville NY 14731

11:15 a.m. In Person or via Teleconference Call/Zoom

Roll Call: -Taken-

Members

Present:

Mr. Thomas Buffamante-Chairman

Ms. Ginger Schroder

Mr. James (Joe) Snyder

Mr. Joseph Higgins

Mr. Michael Wimer

Mr. Brent Driscoll

Excused:

Mr. John Stahley

CCIDA Staff/Counsel:

Mr. Corey R. Wiktor, Executive Director CCIDA

Mr. Robert Murray, Harris Beach PLLC Legal Counsel

Presenters/Guests:

None

Mr. Buffamante called the meeting to order at 11:18 a.m.

A roll call of the Board of Directors of the CCIDA was taken Mr. Buffamante, Ms. Schroder, Mr. Snyder and Mr. Higgins, Mr. Wimer and Mr. Driscoll were present. Mr. Stahley was excused.

A **Motion** was made by Brent Driscoll seconded Joe Snyder by to accept the Board Meeting Minutes from October 17, 2023 as presented to the Board. All in favor. **Motion Carried.** Mr. Stahley was excused.

New Application/Project

1.) – Indus Hotels, Inc.:

-Indus Hotels, Inc. has submitted an application to the CCIDA for renovations to their existing 20,694 sq. foot, two story, 50 room Microtel Inn & Suites by Wyndham located at 3234 NYS Route 417 in the Town of Allegany, NY. The hotel has been a part of the community since 2004 bringing both leisure and business travelers to Allegany and the City of Olean. The renovations will add to the business infrastructure and increase employment opportunities. The Cost Benefit Analysis is included to each Board Member in their packet for their review. Mr. Wiktor gave a general overview of the project indicating a room-to-room renovation of the facility and they would like to get started this winter. Mr. Wiktor further indicated the Company has been contacted by a few local contractors so hopefully there will be local laborers and suppliers on the project. The Company will be submitting a more detailed number of travelers, from what states and reasons for travel to the area for CCIDA's records.

-The Total Project Investment: \$1,748,989

Resolution from Prior Application/Project in Process

1.) – Olean Industrial Park LLC:

-Olean Industrial Park LLC has submitted an application to the CCIDA for the redevelopment of the former Olean Times Herald Building. The project will include renovations of the existing 23,000 square foot building and construction of new shipping and receiving docks. Tenants of the building will include the Olean Times Herald, Ellicottville Greens, Try-It Distribution and a possible fourth tenant in the future. A Public Hearing was held on October 21, 2023 at the City of Olean Municipal Building.

-The Total Project Investment: \$1,200,000 - \$1,500,000

Resolution:

A Motion was made by Joe Snyder seconded by Brent Driscoll, RESOLUTION OF THE COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY: (i) ACCEPTING THE APPLICATION OF OLEAN INDUSTRIAL PARK, LLC, AND/OR INDIVIDUAL(S) OR AFFILIATE(S), SUBSIDIARY(IES), OR ENTITY(IES) FORMED OR TO BE FORMED ON ITS BEHALF (INDIVIDUALLY, AND/OR COLLECTIVELY, THE "COMPANY") IN CONNECTION WITH A CERTAIN PROJECT DESCRIBED BELOW; (ii) RATIFYING THE SCHEDULING, NOTICING, AND CONDUCTING OF A PUBLIC HEARING IN CONNECTION WITH THE PROJECT; (iii) MAKING A DETERMINATION PURSUANT TO THE STATE ENVIRONMENTAL QUALITY REVIEW ACT; (iv) APPOINTING THE COMPANY, OR ITS DESIGNEE, AS ITS AGENT TO UNDERTAKE THE PROJECT; (v) AUTHORIZING THE UNDERTAKING OF THE PROJECT TO PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES TAX EXEMPTION BENEFIT FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, (B) A PARTIAL ABATEMENT FROM REAL PROPERTY TAXES BENEFIT THROUGH THE PILOT AGREEMENT; AND (vi) AUTHORIZING THE NEGOTIATION AND EXECUTION OF A LEASE AGREEMENT, LEASEBACK AGREEMENT, A PAYMENT-IN-LIEU-OF-TAX AGREEMENT, AN AGENT AND FINANCIAL ASSISTANCE PROJECT AGREEMENT, AND RELATED DOCUMENTS. A roll call of the Board of Directors of the CCIDA was take Mr. Buffamante, Mr. Higgins, Mr. Snyder, Mr. Driscoll, Ms. Schroder and Mr. Wimer were present. Mr. Stahley was executed. **Motion Carried.**

***CCIDA Financial Reports:**

A **Motion** was made by Michael Wimer seconded by Ginger Schroder to accept the October 2023 CCIDA Operating Statement as presented to the Board. **All in Favor - Motion Carried.** Mr. Stahley was excused.

Income for November was \$3,000.00 as follows:

- \$1,500.00 Application Fee from Indus Hotels, Inc.
- \$1,500.00 Application Fee from Olean Industrial Park, LLC

- General update on projects in process; including the Agency has 7 projects in the closing stage as well, which should close in the 4th quarter of this year and first quarter of 2024.

***Executive Directors Reports:**

-Internal (IDA Meetings/Discussions):

- ✓ Presentation at Ellicottville BOCES to discuss improving the community and educating students on Workforce Development.
- ✓ Meeting with Bob Forness regarding Olean Business Development Corporation.
- ✓ Meeting with Great Lakes Cheese regarding general update on the project.
- ✓ Attend Economic Development, Planning & Tourism Board Meeting.
- ✓ Conference with Great Lakes Cheese team regarding community outreach.
- ✓ Meeting with developer of potential redevelopment project in Franklinville.
- ✓ Attend tour of Great Lakes Cheese new facility with Cattaraugus County Economic Development, Planning & Tourism staff and guests.
- ✓ Meeting regarding potential new project in Ellicottville.
- ✓ Attend Olean Industrial Park, LLC Public Hearing at the City of Olean.
- ✓ Meeting regarding potential new project in Olean.
- ✓ Conference with Diana Cihak regarding Village of Cattaraugus.
- ✓ Conference regarding potential redevelopment project in Franklinville.
- ✓ Met with an area Developer who is considering a Motel Redevelopment. More to follow.

-External (Points of Interest relating to the CCIDA):

- ✓ **HUFF POST:** *"China Restricts Exports of a Key Mineral, Stoking U.S. Fears About Battery Supply Chains."*
- ✓ **The Business Council:** *"The Business Council of New York State Announces Statewide Campaign to Urge Albany to Create and Implement Smart, Affordable, and Reliable Energy Policies."*
- ✓ **Insvte Consulting:** *"U.S. Manufacturing Contraction Persists."*

Executive Session: (Client - Attorney Privilege)

A **Motion** was made by Michael Wimer seconded by Brent Driscoll to go into Executive Session at 12:10 p.m. Mr. Stahley was excused.

A **Motion** was made by Joseph Higgins seconded by Brent Driscoll to exit Executive Session and return to the regular meeting at 1:09 p.m. Mr. Stahley was excused.

A **Motion** was made by Joseph Higgins and seconded by Brent Driscoll to adjourn the meeting at 1:18 p.m. All in Favor – **Motion Carried.** Mr. Stahley was excused.

*** Next CCIDA Board of Directors Meeting: December 12, 2023 at 11:15 a.m. at the CCIDA Offices, 9 E. Washington Street, Ellicottville, NY, and also via Zoom.**

Applicant:	Great Lakes Cheese Co., Inc.	
Project Address:	1958 Integrity Way, Franklinville, NY 14737	
Contact Name:	Matt Wilkinson	
Contact Company:	Great Lakes Cheese Co., Inc.	
Contact Address:	17955 Great Lakes Parkway, Hiram, OH 44234	
Contact Email:	matt.wilkinson@greatlakescheese.com	Contact Phone: 440 834 2500

Employment in Cattaraugus County:

0	0	0	12/08/2023
Anticipated	Full Time	Part Time	As of Date

Modification Requested: Check all that apply. (Attach additional page if necessary). CCIDA fees and legal fees apply. *A substantial change in project costs/scope may require a new application. *

Increase in Project Costs: Must complete page 2. (If there is a significant change in Project Scope, an application will be required.)

Assistance Requested: Check all that apply.

Property Tax Abatement Mortgage Tax Exemption Sales Tax Exemption

Mortgage Increase: \$ _____

Sales Tax Increase: \$ 50,000,000 (Additional expenditures subject to sales tax)
\$ 4,000,000 (Requested sales tax benefit amount, multiple prior figure by 8%).

Project Cost Information: \$ 500,000,000 \$ 218,000,000 \$ 718,000,000
Original Project Cost Increase in Project Costs New Project Costs

Extend or Renew Sales Tax Exemption:

Current Expiration Date _____ Requested Expiration Date _____ \$ _____
Amount of Exemptions Taken to Date

Reason for Extension:
N/A

New Tenant: Include name, business description, and square feet to be occupied.
N/A

Applicant hereby represents that (i) it is not in default under any documents executed in connection with the Project being modified; (ii) Applicant will pay all applicable fees of the Agency and its counsel in connection with the modification of the Project.

Signed: _____ Date: December 8, 2023

Print Name and Title: Matt Wilkinson, Vice President

Staff Use Only:	3/23
Date Received _____	Date of Original Approval _____
New Code: 0401-__-__	

Project Modification Request - Page 2
Required when requesting an Increase in Project Costs

A. Applicant Project Costs	<u>Original/Current</u> <u>Approval</u>	<u>Requested Increase</u> <u>Modification</u>	<u>Revised</u> <u>Approval Requested</u>
Building Construction or Renovation			
a. Materials	\$ _____	\$ _____	\$ _____
b. Labor	\$ _____	\$ _____	\$ _____
Site Work			
c. Materials	\$ _____	\$ _____	\$ _____
d. Labor	\$ _____	\$ _____	\$ _____
e. Non-Manufacturing Equipment	\$ _____	\$ _____	\$ _____
f. Furniture & Fixtures	\$ _____	\$ _____	\$ _____
g. Land and/or Building Purchase	\$ _____	\$ _____	\$ _____
h. Manufacturing Equipment	\$ _____	\$ _____	\$ _____
i. Soft Costs (Legal, Architect, Engineer)	\$ _____	\$ _____	\$ _____
Other Costs (specify)			
j. Utilities _____	\$ _____	\$ _____	\$ _____
k. _____	\$ _____	\$ _____	\$ _____
l. _____	\$ _____	\$ _____	\$ _____
m. _____	\$ _____	\$ _____	\$ _____
Total Project Costs	\$ _____	\$ _____	\$ _____

Sources of Funds for Project Costs

a. Tax Exempt Industrial Revenue Bond	\$ _____	\$ _____	\$ _____
b. Taxable Industrial Revenue Bond	\$ _____	\$ _____	\$ _____
c. Tax Exempt Civic Facility Bond	\$ _____	\$ _____	\$ _____
d. Bank Financing (subject to recording tax)	\$ _____	\$ _____	\$ _____
e. Public Sources	\$ _____	\$ _____	\$ _____
f. Equity	\$ _____	\$ _____	\$ _____
Total Sources	\$ _____	\$ _____	\$ _____

B. Reason for Increase:

Material and labor inflation has been extreme, most of our bid packages for building work (steel, concrete, electrical, plumbing, roofing, walls, etc) are 50%+ higher than plan, with some over 200% higher than plan. Plan was set in December 2020 (prior to the impact of COVID and associated supply chain and labor woes).

To a lesser degree, minor changes to building design have caused slight increases in costs.

C. Amount of Sale Tax Exemptions Taken to Date: \$ 16,659,530 invoiced (\$22,493,786 committed)

ADDENDUM: PROJECT MODIFICATION REQUEST

If you have any questions or need assistance, please call 716.699.2005.

Original/Revised/Proposed Project Costs

Project Cost	Original Amount	First Requested Increase First Modification Request	First Revised Project Amounts Based on First Amendment Request	Second Requested Increase Second Modification Request	Second Revised Project Amounts Based- on First and Second Amendment Request
Building Construction/Renovation					
Materials	122,000,000	73,000,000	195,000,000	35,000,000	230,000,000
Labor	81,000,000	48,000,000	129,000,000	22,000,000	151,000,000
Site Work					
Materials	22,500,000				
Labor					
Non-Manufacturing Equipment					
Furniture & Fixtures	1,000,000				
Land and/or Building Purchase	3,500,000				
Manufacturing Equipment	251,000,000			30,000,000	281,000,000
Soft Costs (Legal, Architects, (specify)	20,000,000			10,000,000	30,000,000
TOTAL PROJECT COSTS:	500,000,000	121,000,000	621,000,000	97,000,000	718,000,000
Sources of Funds for Project Costs					
Tax Exempt Industrial Revenue Bond					
Taxable Industrial Revenue Bond					
Tax Exempt Civic Facility Bond					
Bank Financing	450,000,000	106,000,000	556,000,000	12,000,000	568,000,000
Public Sources					
Equity	50,000,000	15,000,000	65,000,000	85,000,000	150,000,000
TOTAL SOURCES:	500,000,000	121,000,000	621,000,000	97,000,000	718,000,000

Assistance Requested: Check all that apply:

Property Tax Abatement Mortgage Tax Exemption Sales Tax Exemption

Mortgage Increase: \$ _____

Sales Tax Increase: \$ 50,000,000* _____ (Additional expenditures subject to sales tax)

\$ 4,000,000* _____ (Requested sales tax benefit amount, multiple prior figure by 8%).

Reason for Increase in Costs and Basis of Request for Financial Assistance Modification:

1) Bid packages for building construction have come back extremely high compared to plan, in some instances, such as electric, costs are double to triple what had been anticipated (based on comparisons to 2020 actual comparable work).

2) Labor availability has been less than expected even after allowing for adjustments for the Western NY region. Work performed per planned labor levels has been less than expected also, meaning additional labor, higher cost labor, and overtime rates are being paid, driving significant overages.

3) Equipment costs due to materials costs have inflated beyond prior expectations, driving additional equipment cost.

* These numbers are for the second increase only, now for a total Sales Tax Increase of \$96,000,000, with a total tax benefit increase of \$7,600,000

Amount of Sales Tax Exemption Taken to Date: \$ 16,659,530 invoiced (\$22,493,788 committed)

PUBLIC HEARING SCRIPT

**Indus Hotels Inc. and/or Individual(s) or
Affiliate(s), Subsidiary(ies), or Entity(ies)
formed or to be formed on its behalf
Project**

Public Hearing to be held on November 28, 2023 at 10:30 a.m.
at the Town of Allegany Town Hall, 52 West Main Street, Allegany, New York

ATTENDANCE:

Chris McPherson

Mike Higgins

Members of the General Public

1. WELCOME: Call to Order and Identity of Hearing Officer.

Hearing Officer: Welcome. This public hearing is now open; it is 10:34 a.m. My name is Crystal Almeter. I am the Assistant to the Executive Director of the County of Cattaraugus Industrial Development Agency, and I have been designated by the Agency to be the hearing officer to conduct this public hearing. This public hearing is being live-streamed and made accessible on the Agency's website at www.ccidany.com.

2. PURPOSE: Purpose of the Hearing.

Hearing Officer: We are here to hold the public hearing on the Indus Hotels Inc. and/or Individual(s) or Affiliate(s), Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf. This public hearing is being recorded and will be transcribed for the Board Members of the Agency for their review and comments before they take any further action. We have a sign in sheet for anyone who would like to participate in this public hearing either by presenting oral comments or we would be happy to take written statements. Notice of this hearing appeared in Olean Times Herald on Friday, November 10, 2023.

3. PROJECT SUMMARY: Description of Project and Contemplated Agency Benefits.

Hearing Officer: The proposed project (the "Project") consists of: (i) the acquisition by the Agency of a leasehold interest in certain property located at 3234 NYS Route 417 in the Town of Allegany, Cattaraugus County, New York and all other lands in the Town of Allegany where, by license or easement or other agreement, the Company or its designees are making improvements that benefit the Project (the "Land"), (ii) the renovation of an existing 20,694+/- sq. ft. two-story facility situate upon the Land (the

"Improvements"); and (iii) the acquisition by the Company in and around the Improvements of certain items of machinery, equipment and other tangible personal property (the "Equipment"; and, together with the Land and the Improvements, the "Project Facility"). The Project Facility will be initially operated and/or managed by the Company.

The proposed financial assistance contemplated by the Agency includes New York State and local sales and use tax exemption benefits, mortgage recording tax exemption benefits, and real property tax abatement benefits (in compliance with Agency's uniform tax exemption policy).

4. FORMAT OF HEARING: Review rules and manner in which the hearing will proceed.

Hearing Officer: All those who have joined this conference call will be given an opportunity to make statements and/or comments on the Project if they so desire.

Minutes of the Public Hearing will be transcribed and posted on the Agency's website (www.cattcoida.com). Additional information can be obtained from, and written comments may be addressed to: Corey R. Wiktor, Executive Director, County of Cattaraugus Industrial Development Agency, 9 East Washington Street, P.O. Box 1749, Ellicottville, New York 14731; Telephone: 716-699-2005 and electronically at corev@cattcoida.com or Info@cattcoida.com.

5. PUBLIC COMMENT: Hearing Officer gives the Public an opportunity to speak.

Hearing Officer: Those interested in making a statement or comment will be called upon. Please begin by stating your name and address; if you are representing a company, please identify the company. I request that speakers keep statements and/or comments to 5 minutes, and if possible, 3 minutes.

The Hearing Moderator introduces each participant in the order they registered for this meeting.

[Insert transcription of public comments here.]

-OR-

Hearing Officer: Note that no one in attendance wished to make a statement or comment.

6. ADJOURNMENT:

As there were no further statements and/or comments, the Hearing Officer closed the public hearing at 10:36 a.m.

**SIGN IN SHEET
FOR PUBLIC HEARING**

Public Hearing to be held on November 28, 2023 at 10:30 a.m.
at the Town of Allegany Town Hall, 52 West Main Street, Allegany, New York

**Indus Hotels Inc. and/or Individual(s) or Affiliate(s),
Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: 3234 NYS Route 417, Allegany, New York 14706

Name	Company and/or Address	X box to speak/ comment
Chris McPherson	95 Sherwood Drive Allegany, NY	
Mike Higgins	Town Allegany	

**COUNTY OF CATTARAUGUS INDUSTRIAL
DEVELOPMENT AGENCY
INDUCEMENT RESOLUTION**

**INDUS HOTELS INC., AND/OR INDIVIDUAL(S) OR AFFILIATE(S),
SUBSIDIARY(IES), OR ENTITY(IES) FORMED OR TO BE FORMED ON ITS
BEHALF**

A regular meeting of the County of Cattaraugus Industrial Development Agency was convened on Tuesday, December 12, 2023 at 11:15 a.m.

The following resolution was duly offered and seconded, to wit:

RESOLUTION OF THE COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY: (i) ACCEPTING THE APPLICATION OF INDUS HOTELS INC., AND/OR INDIVIDUAL(S) OR AFFILIATE(S), SUBSIDIARY(IES), OR ENTITY(IES) FORMED OR TO BE FORMED ON ITS BEHALF (INDIVIDUALLY, AND/OR COLLECTIVELY, THE "COMPANY") IN CONNECTION WITH A CERTAIN PROJECT DESCRIBED BELOW; (ii) RATIFYING THE SCHEDULING, NOTICING, AND CONDUCTING OF A PUBLIC HEARING IN CONNECTION WITH THE PROJECT; (iii) MAKING A DETERMINATION PURSUANT TO THE STATE ENVIRONMENTAL QUALITY REVIEW ACT; (iv) APPOINTING THE COMPANY, OR ITS DESIGNEE, AS ITS AGENT TO UNDERTAKE THE PROJECT; (v) AUTHORIZING THE UNDERTAKING OF THE PROJECT TO PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES TAX EXEMPTION BENEFIT FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, (B) A MORTGAGE RECORDING TAX EXEMPTION BENEFIT FOR FINANCING RELATED TO THE PROJECT, AND (C) A PARTIAL ABATEMENT FROM REAL PROPERTY TAXES BENEFIT THROUGH THE PILOT AGREEMENT; AND (vi) AUTHORIZING THE NEGOTIATION AND EXECUTION OF A LEASE AGREEMENT, LEASEBACK AGREEMENT, A PAYMENT-IN-LIEU-OF-TAX AGREEMENT, AN AGENT AND FINANCIAL ASSISTANCE PROJECT AGREEMENT, AND RELATED DOCUMENTS

WHEREAS, County of Cattaraugus Industrial Development Agency (the "Agency") is authorized and empowered by the provisions of Chapter 1030 of the 1969 Laws of New York, constituting Title 1 of Article 18-A of the General Municipal Law, Chapter 24 of the Consolidated Laws of New York, as amended (the "Enabling Act") and Chapter 536 of the 1971 Laws of New York, as amended, constituting Section 890-b of said General Municipal Law (said Chapter and the Enabling Act being hereinafter collectively referred to as the "Act") to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of manufacturing, warehousing, research, commercial and

industrial facilities, among others, for the purpose of promoting, attracting and developing economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York, to improve their prosperity and standard of living, and to prevent unemployment and economic deterioration; and

WHEREAS, to accomplish its stated purposes, the Agency is authorized and empowered under the Act to acquire, construct, reconstruct and install one or more "projects" (as defined in the Act), or to cause said projects to be acquired, constructed, reconstructed and installed, and to convey said projects or to lease said projects with the obligation to purchase; and

WHEREAS, the Company has submitted an application to the Agency (the "Application") requesting the Agency's assistance with a certain project (the "Project") consisting of: (i) the acquisition by the Agency of a leasehold interest in certain property located at 3234 NYS Route 417 in the Town of Allegany, Cattaraugus County, New York and all other lands in the Town of Allegany where, by license or easement or other agreement, the Company or its designees are making improvements that benefit the Project (the "Land"), (ii) the renovation of an existing 20,694+/- sq. ft. two-story facility situate upon the Land (the "Improvements"); and (iii) the acquisition by the Company in and around the Improvements of certain items of machinery, equipment and other tangible personal property (the "Equipment"; and, together with the Land and the Improvements, the "Project Facility"). The Project Facility will be initially operated and/or managed by the Company; and

WHEREAS, pursuant to General Municipal Law Section 859-a, on November 28, 2023, at 10:30 a.m., at the Town of Allegany Town Hall, 52 West Main Street, Allegany, New York, the Agency held a public hearing with respect to the Project and the proposed Financial Assistance (as hereinafter defined) being contemplated by the Agency (the "Public Hearing") whereat interested parties were provided a reasonable opportunity, both orally and in writing, to present their views; and

WHEREAS, it is contemplated that the Agency will (i) designate the Company as its agent for the purpose of undertaking the Project pursuant to an Agent and Financial Assistance Project Agreement (the "Agent Agreement"), (ii) negotiate and enter into a lease agreement (the "Lease Agreement") and related leaseback agreement (the "Leaseback Agreement") with the Company, pursuant to which the Agency will retain a leasehold interest in the Land, the Existing Improvements, the Improvements, the Equipment and personal property constituting the Facility; and (iii) provide Financial Assistance to the Company in the form of (a) an exemption benefit from all New York State and local sales and use taxes for purchases and rentals related to the Project with respect to the qualifying personal property included in or incorporated into the Facility or used in the acquisition, construction, reconstruction and/or renovation, rehabilitation or equipping of the Facility, (b) a mortgage recording tax exemption benefit for the financing related to the Project, and (c) a partial abatement from real property taxes benefit through a fourteen (14) year term PILOT Agreement for the benefit of each municipality and school district having taxing jurisdiction over the Project, (collectively, the sales and use tax exemption benefit, the mortgage recording tax exemption benefit, and the partial abatement from real property taxes benefit, are hereinafter collectively referred to as the "Financial Assistance"); and

WHEREAS, the Project constitutes a "retail" project as defined under Section 862(2)(a) of the Act and as such requires additional findings; and

WHEREAS, the Agency must, prior to providing any Financial Assistance to such a "retail" Project, find that: (1) the Project is likely to attract a significant number of visitors from outside the economic development region in which the Project is located as established by Section 230 of the New York Economic Development Law; or (2) the predominant purpose of the Project would be to make available goods or services which would not, but for the Project, be reasonably accessible to residents of the City of Buffalo because of a lack of reasonably accessible retail trade facilities offering such goods or services; or (3) the Project is located in a "Highly Distressed Area" as such term is defined in Section 854(18) of the Act, and

WHEREAS, if the Agency makes a retail finding based on item (3), as described in the immediately preceding Whereas clause, then, in addition, the Agency must also find that the undertaking of the Project will serve the public purposes of the Act by preserving permanent, private sector jobs or increasing the overall number of permanent, private sector jobs in the State; and thereafter, the chairman of the county legislature of the County of Cattaraugus, New York, shall confirm the proposed action of the Agency; and

WHEREAS, pursuant to Article 18-A of the Act, the Agency desires to adopt a resolution describing the Project and the Financial Assistance that the Agency is contemplating with respect to the Project.

NOW, THEREFORE, BE IT RESOLVED BY THE MEMBERS OF THE COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY AS FOLLOWS:

Section 1. The Company has presented an application in a form acceptable to the Agency. Based upon the representations made by the Company to the Agency in the Company's application and any other correspondence submitted by the Company to the Agency, public hearing comments, if any, and Agency board member review of and recommendations related to the Project and its resolution to approve the Project subject to the terms and conditions as described herein, the Agency board member review of the Project's cost benefit ratio, the costs of incentives so applied for, the anticipated new tax revenues to be generated by the Project, as well as the Project's contemplated community benefits, and Agency board member review, discussion, and consideration of same, the Agency hereby finds and determines that:

(A) By virtue of the Act, the Agency has been vested with all powers necessary and convenient to carry out and effectuate the purposes and provisions of the Act and to exercise all powers granted to it under the Act; and

(B) It is desirable and in the public interest for the Agency to appoint the Company as its agent for purposes of acquiring, constructing and/or renovating and equipping the Project; and

(C) The Agency has the authority to take the actions contemplated herein under the Act; and

(D) The action to be taken by the Agency will induce the Company to develop the Project, thereby increasing and/or retaining employment opportunities in Cattaraugus County, New York and otherwise furthering the purposes of the Agency as set forth in the Act; and

(E) The Project will not result in the removal of a civic, commercial, industrial, or manufacturing plant of the Company or any other proposed occupant of the Project from one area of the State of New York (the "State") to another area of the State or result in the abandonment of one or more plants or facilities of the Company or any other proposed occupant of the Project located within the State; and the Agency hereby finds that, based on the Company's application, to the extent occupants are relocating from one plant or facility to another, the Project is reasonably necessary to discourage the Project occupants from removing such other plant or facility to a location outside the State and/or is reasonably necessary to preserve the competitive position of the Project occupants in their respective industries, and, to the extent occupants are relocating from one plant or facility to another in another area of the State, the Agency has complied with the Act's abandonment procedures; and

(F) The Agency has assessed all material information included in connection with the Application necessary to afford a reasonable basis for the decision by the Agency to provide Financial Assistance for the Project as described herein; and

(G) The Agency has prepared a written cost-benefit analysis satisfactorily identifying the extent to which the Project will create or retain permanent, private sector jobs, the estimated value of any tax exemption to be provided, the amount of private sector investment generated or likely to be generated by the Project, the likelihood of accomplishing the Project in a timely fashion, and the extent to which the Project will provide additional sources of revenue for municipalities and school districts, and any other public benefits that might occur as a result of the Project; and

(H) The Company has provided a written statement confirming that the Project as of the date of the Application is in substantial compliance with all provisions the Act.

(I) The Project involves a "Type II action" as said term is defined in SEQR and, therefore, no further action is required under SEQR; and

(J) The Project qualifies for Agency Financial Assistance as it meets the Agency's general uniform criteria for project evaluation, said criteria established by New York State and the Agency as required under General Municipal Law Section 859-a(5) as evidenced by the following:

- (i) Extent to which the Project will create or retain jobs: The Project will retain 2 FTE employee positions and 11 PTE employee positions, and create 2 new FTE and 2 new PTE employee position.
- (ii) The estimated total value of Financial Assistance is approximately \$130,000 over the 10-year real property tax abatement benefit period.
- (iii) The estimated amount of private sector investment to be made by the Company is \$1,748,989.

- (iv) Likelihood of the Project being accomplished in a timely fashion: There is a high likelihood that the Project will be completed in a timely manner, by October 2024.
- (v) Extent of new revenue provided to local taxing jurisdictions: By maintaining modern and efficient facilities, it is expected that the Project will continue to attract visitors to the Facility resulting in maintenance of and new and increased sales tax and bed tax revenues.
- (vi) The extent to which the Project will create local construction jobs. The Company will utilize local construction contractors to the extent.

Section 2. The Agency hereby authorizes the undertaking of the Project and the provision of Financial Assistance to the Company as described herein.

Section 3. Subject to the Company executing an Agent Agreement and the delivery to the Agency of a binder, certificate or other evidence of insurance for the Project satisfactory to the Agency, the Agency hereby authorizes the Company to proceed with the acquisition, construction and equipping of the Project and hereby appoints the Company as the true and lawful agent of the Agency: (i) to acquire, construct and/or renovate and equip the Project; (ii) to make, execute, acknowledge and deliver any contracts, orders, receipts, writings and instructions, as the stated agent for the Agency with the authority to delegate such agency, in whole or in part, to agents, subagents, contractors, and subcontractors of such agents and subagents and to such other parties as the Company chooses; and (iii) in general, to do all things which may be requisite or proper for completing the Project, all with the same powers and the same validity that the Agency could do if acting in its own behalf; provided, however, the appointment of the Company as agent of the Agency, if utilized, shall expire one year from the date of this resolution (unless extended for good cause by the Chair, the Vice Chair, and/or the Executive Director).

A. Financial Assistance. With respect to the foregoing, and based upon the representations and warranties made by the Company in its application for Financial Assistance, the Agency hereby:

(i) authorizes and approves the Company, as its agent, to make purchases of goods and services relating to the Project and that would otherwise be subject to New York State and local sales and use tax in an amount estimated up to \$1,351,989, and, therefore, the value of the sales and use tax exemption benefits ("sales and use tax exemption benefits") authorized and approved by the Agency cannot exceed \$108,159, however, the Agency may consider any requests by the Company for increases to the amount of sales and use tax exemption benefits authorized by the Agency upon being provided with appropriate documentation detailing the additional purchases of property or services; and

(ii) authorizes and approves that the value of the mortgage recording tax exemption benefit ("mortgage recording tax exemption benefits") shall not exceed \$17,490; and

(iii) authorizes and approves that the real property tax payments in the absence of the PILOT benefits are estimated to be approximately \$798,792, and the total PILOT payments are estimated to be \$794,952 over the term of the PILOT Agreement.

B. Terms and Conditions of Financial Assistance. Pursuant to Section 875(3) of the New York General Municipal Law, and per the policies of the Agency, the Agency may recover or recapture from the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, any New York State and local sales and use tax exemption benefits, and/or mortgage recording tax exemption benefits, and/or partial abatements from real property taxes benefits taken or purported to be taken by the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, if it is determined that: (i) the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, is not entitled to the New York State and local sales and use tax exemption benefits; (ii) the New York State and local sales and use tax exemption benefits are in excess of the amounts authorized to be taken by the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project; (iii) the New York State and local sales and use tax exemption benefits are for property or services not authorized by the Agency as part of the Project; (iv) the Company has made a material false statement on its application for Financial Assistance; and/or (v) the New York State and local sales and use tax exemption benefits and/or mortgage recording tax exemption benefits, and/or the partial abatement from real property taxes benefits are taken in cases where the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, fails to comply with the Investment Commitment, the Employment Commitment, and/or the Construction Jobs and Local Labor Commitment, said commitments, as described below, being a material term or condition to use property or services in the manner approved by the Agency in connection with the Project.

As a condition precedent of receiving Financial Assistance, the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, must cooperate with the Agency in its efforts to recover or recapture any Financial Assistance, and promptly pay over any such amounts to the Agency that the Agency demands.

C. Commitments. As an additional condition precedent of receiving Financial Assistance, and as a material term or condition as approved by the Agency in connection with the Project, the Company covenants and agrees and understands that it must, subject to potential modification, termination and/or recapture of Financial Assistance for failure to meet and maintain the commitments and thresholds as described below, submit, on an annual basis or as otherwise indicated below through the termination of the PILOT Agreement, a certification, as so required by the Agency, confirming:

- (i) Investment Commitment - the total investment made with respect to the Project at the time of Project completion equals or exceeds \$1,748,989, being the total project cost as stated in the Company's application for Financial Assistance.
- (ii) Employment Commitment - that there are at least 11 existing full time equivalent ("FTE") employees and 2 existing part-time equivalent ("PTE") employees

located at, or to be located at, the Facility as stated in the Company's application for Financial Assistance (the "Baseline FTE"); and

- the number of current FTE and PTE employees in the then current year at the Facility; and
- that within two (2) years of Project completion, the Company has maintained and created FTE employment at the Facility equal to 4 FTE employees [representing the sum of (x) 2 Baseline FTE and (y) 2 new FTE employees, (being the 2 new FTE employee positions proposed to be created by the Company as stated in its Application)] and maintained and created PTE employment at the Facility equal to 13 PTE employees [representing the sum of (x) 11 Baseline PTE and (y) 2 new PTE employees (being the 2 new PTE employee positions proposed to be created by the Company as stated in its Application).

Section 4. Subject to the terms of this Inducement Resolution, the Chair, the Vice Chair, and/or the Executive Director, are hereby authorized, on behalf of the Agency, to negotiate, execute and deliver (A) an Agent Agreement, (B) the Lease Agreement whereby the Company leases the Project to the Agency, (C) the related Leaseback Agreement whereby the Agency leases the Project back to the Company, and (D) the PILOT Agreement and (E) related documents; provided, however, that (i) the rental payments under the Leaseback Agreement to the Company include payments of all costs incurred by the Agency arising out of or related to the Project and indemnification of the Agency by the Company for actions taken by the Company and/or claims arising out of or related to the Project; and (ii) the terms of the PILOT Agreement are consistent with the Agency's Uniform Tax Exemption Policy, or procedures for deviation have been complied with accordingly.

Section 5. Subject to the terms of this Inducement Resolution, the Chair, the Vice Chair, and/or the Executive Director, are hereby authorized, on behalf of the Agency, to negotiate, execute and deliver any mortgage, assignment of leases and rents, security agreement, UCC-1 Financing Statements and all documents reasonably contemplated by these resolutions or required by any lender identified by the Company (the "Lender") up to a maximum principal amount necessary to undertake the Project, acquire the Facility and/or finance or refinance acquisition and Project costs or equipment and other personal property and related transactional costs (hereinafter, with the Lease Agreement, Leaseback Agreement, and related documents, collectively called the "Agency Documents"); and, where appropriate, the Secretary or the Assistant Secretary of the Agency is hereby authorized to affix the seal of the Agency to the Agency Documents and to attest the same, all with such changes, variations, omissions and insertions as the Chair, the Vice Chair, and/or the Executive Director of the Agency shall approve, the execution thereof by the Chair, the Vice Chair, and/or the Executive Director of the Agency to constitute conclusive evidence of such approval; provided in all events recourse against the Agency is limited to the Agency's interest in the Project.

Section 6. The officers, employees and agents of the Agency are hereby authorized and directed for and in the name and on behalf of the Agency to do all acts and things required and to negotiate, execute and deliver all such certificates, instruments and documents, to pay all

such fees, charges and expenses and to do all such further acts and things as may be necessary or, in the opinion of the officer, employee or agent acting, desirable and proper to effect the purposes of the foregoing resolutions and to cause compliance by the Agency with all of the terms, covenants and provisions of the documents executed for and on behalf of the Agency.

Section 7. The provision by the Agency of Financial Assistance with respect to the Project as described herein is subject to the Agency's policies.

Section 8. This resolution shall take effect immediately and shall expire one (1) year from the date hereof unless extended for good cause by the Chair, the Vice Chair, and/or the Executive Director.

Dated: December 12, 2023

	A	B	C	D	E	F
2	CCIDA November, 2023		OPERATING STATEMENT			
3						
4		2023	2023	2023	2023	2022
5		APPROVED	M-T-D	Y-T-D	BALANCE	Y-T-D
6		BUDGET	ACTUAL	ACTUAL	REMAINING	COMPARISON
7						
8	INCOME:					
9	Interest on Accounts	\$20,000	\$0	\$189	\$19,811	\$236
10	Apps & Fees	\$450,000	\$15,516	\$931,119	-\$481,119	\$700,932
11	CCCRC/Other Misc. Income	\$0	\$0	\$23,278	\$1,778	\$226,778
12	Total	\$470,000	\$15,516	\$954,586	-\$459,530	\$927,946
13						
14						
15	EXPENSES:					
16	Wages	\$200,000	\$14,646	\$160,085	\$39,915	\$161,058
17	Fringe Benefits	\$95,000	\$31,876	\$72,618	\$22,382	\$76,345
18	Performance Bonus*	\$15,000	\$0	\$22,230	-\$7,230	\$0
19	Board Meeting/Operations	\$2,000	\$120	\$890	\$1,110	\$1,714
20	Business Development	\$20,000	\$249	\$12,127	\$7,873	\$37,209
21	Office Supplies/Service Contracts	\$1,800	\$857	\$2,484	-\$684	\$1,706
22	A- Office Maint./Repairs/Equip	\$6,000	\$100	\$8,474	-\$2,474	\$18,665
23	B-Office Phones/Cell/fax/internet serv	\$6,000	\$1,536	\$9,052	-\$3,052	\$7,611
24	Postage	\$1,700	\$71	\$969	\$731	\$1,834
25	Public Hearings	\$2,000	\$0	\$707	\$1,293	\$1,875
26	Travel/Mileage	\$3,500	\$19	\$76	\$3,424	\$1,657
27	Service Charges		\$68	\$615		
28	Rent	\$17,100	\$1,425	\$17,100	\$0	\$15,075
29	Real Estate Taxes	\$100	\$0	\$91	\$9	\$90
30	Utilities	\$3,000	\$146	\$3,867	-\$867	\$2,956
31	Property/Fire/Liability Insurance	\$5,000	\$0	\$4,977	\$23	\$4,702
32						
33	Professional Associations	\$12,500	\$5,000	\$7,845	\$4,655	\$12,427
34	Professional Services ****	\$20,000	\$225	\$102,609	-\$82,609	\$25,816
35	Publications	\$200	\$219	\$219	-\$19	\$379
36		\$0	\$0			
37	Railroad Services	\$25	\$0	\$0	\$25	\$0
38	Miscellaneous	\$100	\$0	\$0	\$100	\$0
39	Project Expenses	\$5,000	\$1,500	\$5,779	-\$779	\$25,385
40	Consulting Expense**	\$36,000	\$3,000	\$78,092	-\$42,092	\$42,000
41	Great Lakes Cheese Expenses***	\$0	\$0	\$93,725	-\$93,725	\$71,407
42	Total Expenses	\$452,025	\$61,057	\$604,631	-\$151,991	\$509,911
43						
44	Net Difference	\$17,975	-\$45,541	\$349,955	-\$307,539	\$418,035
45						
46	*Yearly payment					
47	**Includes Yearly payment					
48	***Payments due Harris Beach					
49	****Includes payments made to Harris Beach					
50	A-Includes monthly office cleaning, yearly window cleaning, driveway maintenance, lawn, flowers and shrub maintenance					
51	New computer, monitors and office storage units					
52	B-Includes monthly cell phones, internet, apple storage, storage back up and office phone lines					
53						

COUNTY OF CATTARAUGUS IDA

Balance Sheet
November 30, 2023

ASSETS

Current Assets		
CATT CO. BANK	\$	358,741.40
SAVINGS CCB		5,209.84
SAVINGS FT		8,295.72
CATT. CO. CAPITAL RES. CORP.		446,710.10
Five Star CD		450,000.00
CD's		631,419.00
KeyBank Investment		107,621.82
PETTY CASH		120.40
SECURITY DEPOSIT - RENT		1,350.00
Accounts Receivable		10,000.00
lease asset		73,708.92
Deferred Outflows		87,556.00
lease liability		(69,451.29)
ACCTS RECEIVABLE		346.86
lease amortization expense		4,257.63
		<hr/>
Total Current Assets		2,115,886.40
Property and Equipment		
EQUIPMENT		38,350.45
LEASEHOLD IMPROVEMENTS		22,173.08
LAND		149,298.92
RAILROAD/IMPROVEMENTS		907,199.96
ACCUM DEPRECIATION		(870,546.17)
		<hr/>
Total Property and Equipment		246,476.24
Other Assets		
net pension asset		50,186.00
		<hr/>
Total Other Assets		50,186.00
		<hr/>
Total Assets	\$	<u>2,412,548.64</u>

LIABILITIES AND CAPITAL

Current Liabilities		
NYS RETIREMENT LOAN ACCT.	\$	(126.69)
Employee Health Ins Payable		3.00
Federal Payroll Taxes		1,919.47
NYS WITHHOLDING		6,954.10
Social Security Tax Payable		2,758.13
Medicare Withholding Tax Pay		645.31
NYS PENSION-EMPLOYEE PORTION		(214.62)
NYS Retirement Employer Portio		16,830.00
Deferred Inflows		179,281.00
accumulated amort lease asset		4,257.63
ACCOUNTS PAYABLE		39,930.00
interest expenses		(1,442.37)
		<hr/>
Total Current Liabilities		250,794.96
Long-Term Liabilities		
		<hr/>
Total Long-Term Liabilities		0.00
		<hr/>

Unaudited - For Management Purposes Only

COUNTY OF CATTARAUGUS IDA
Balance Sheet
November 30, 2023

Total Liabilities		250,794.96
Capital		
Retained Earnings	1,501,726.87	
CONTRIBUTED CAPITAL	310,072.06	
Net Income	<u>349,954.75</u>	
Total Capital		<u>2,161,753.68</u>
Total Liabilities & Capital	\$	<u><u>2,412,548.64</u></u>

COUNTY OF CATTARAUGUS IDA
Balance Sheet
November 30, 2022

ASSETS

Current Assets		
CATT CO. BANK	\$	481,066.17
SAVINGS CCB		5,214.52
SAVINGS FT		8,292.13
CATT. CO. CAPITAL RES. CORP.		437,310.69
CD's		625,077.00
KeyBank Investment		103,031.63
PETTY CASH		120.40
SECURITY DEPOSIT - RENT		1,350.00
Deferred Outflows		127,554.00
ACCTS RECEIVABLE		267.53
PREPAID EXPENSES		3,000.00
		<hr/>
Total Current Assets		1,792,284.07
Property and Equipment		
EQUIPMENT		38,423.95
LEASEHOLD IMPROVEMENTS		22,173.08
LAND		149,298.92
RAILROAD/IMPROVEMENTS		907,199.96
ACCUM DEPRECIATION		(869,286.65)
		<hr/>
Total Property and Equipment		247,809.26
Other Assets		
		<hr/>
Total Other Assets		0.00
		<hr/>
Total Assets	\$	<u><u>2,040,093.33</u></u>

LIABILITIES AND CAPITAL

Current Liabilities		
NYS RETIREMENT LOAN ACCT.	\$	348.00
Employee Health Ins Payable		(2,365.88)
Federal Payroll Taxes		(17,405.83)
NYS WITHHOLDING		13,332.96
NYS Retirement Employer Portio		39,270.00
Deferred Inflows		14,768.00
ACCOUNTS PAYABLE		6,106.74
ACCRUED PAYROLL		3,504.81
		<hr/>
Total Current Liabilities		57,558.80
Long-Term Liabilities		
Pension Liability		175,874.00
		<hr/>
Total Long-Term Liabilities		175,874.00
		<hr/>
Total Liabilities		233,432.80
Capital		
Retained Earnings		1,078,570.59
CONTRIBUTED CAPITAL		310,072.06
Net Income		418,017.88
		<hr/>
Total Capital		1,806,660.53

Unaudited - For Management Purposes Only

COUNTY OF CATTARAUGUS IDA
Balance Sheet
November 30, 2022

Total Liabilities & Capital

\$ 2,040,093.33

CCIDA 2024 BUDGET

	PROPOSED BUDGET
<u>INCOME:</u>	
Interest on Accounts	20,000
Apps & Fees	<u>500,000</u>
TOTAL:	520,000
<u>EXPENSES:</u>	
Wages	200,000
Fringe Benefits	80,000
Performance Bonus	20,000
Board Meeting/Operations	2,000
Education/Training/Professional Development	4,000
Marketing/Promotion/Networking	1,000
Business Development and Lead Generation	10,000
Office Supplies/Service Contracts	1,800
Office Maintenance/Repairs/Equip.	6,000
Office Phones/Cell phone/fax/internet serv,	7,000
Postage	1,200
Public Hearings	1,000 *
Travel/Mileage	3,000
Rent	17,100
Real estate Taxes	10
Utilities	4,500
Property/Fire/Liability Insurance	5,000
Professional Associations - IBN, EDC, Chambers	8,500
Professional Services - Complete Payroll, JMA CPA Firm	30,000
Publications-Area newspapers and Business First	200
Railroad Services	25
Miscellaneous	100
Project Expenses	5,000 *
Consulting Expenses	<u>36,000</u>
Total:	443,435
Net Difference:	76,565

* Public Hearings/Project Expenses are a function of how many applications are received in the year.

County of Cattaraugus Industrial Development Agency
Finance Committee Meeting Minutes

- Thursday, December 7, 2023
- Meeting called to order at 10:09 a.m.

- Finance Committee Members Participating:

Mr. Thomas Buffamante, Member
Mr. Brent Driscoll, Member
Mr. Michael Wimer, Member

- Other participants on the Call:

Mr. Corey Wiktor – CCIDA Staff
Ms. Crystal Almeter – CCIDA Staff

The Meeting was called to order at 10:02 a.m. by Thomas Buffamante with the purpose of discussing the 2024 draft Budget for the County of Cattaraugus Industrial Development Agency (CCIDA).

The draft Budget was discussed and a few changes were brought to attention by Mr. Buffamante, Mr. Driscoll and Mr. Wimer regarding income, wages, fringe benefits, performance bonus and professional services. The changes were made as recommended and will be presented to the Board at the December 12, 2023 Board Meeting.

Mr. Thomas Buffamante made a motion, seconded by Mr. Michael Wimer, to accept the 2024 Budget presented with the changes that were recommended. All approved. **Motion Carried**

The final 2024 Budget will be presented to the full CCIDA Board on Tuesday, December 12, 2023. The Finance Committee meeting was closed at 10:43 a.m.

Thomas Buffamante
Chairman of the Board of Directors
County of Cattaraugus Industrial Development Agency

November 21, 2023

Dear Tom,

As a result of a career move, I will be relocating to Houston in January 2024. Therefore, I regrettably must resign from the County of Cattaraugus Industrial Development Agency Board of Directors effective Dec. 31, 2023.

It has been a pleasure and an honor to serve on the IDA's Board of Directors, and I will greatly miss being a part of the Board. I wish you, the Board, and the IDA all the best for the future. Thank you for allowing me to serve.

Best regards,

John Stahley

THE ECONOMIC IMPACT OF IDAs

The New York State Economic Development Council (NYSEDC) commissioned a study to document and communicate the value of New York's Industrial Development Agencies (IDAs) in their efforts to pursue regional and state level economic development goals. A traditional economic impact analysis was conducted to quantify the impact of IDA projects, which was complemented by the collection of additional metrics through a survey of IDAs, 2021 project data, the most recently available data from PARIS and from the New York State Comptroller, were used as key inputs.

Summary Data

- \$141 billion annual wages
 - \$73.1 billion were direct earnings, \$24.5 billion were indirect, and \$43.7 billion were induced
- 17,000 temporary construction jobs
- \$1.5 billion construction wages
- \$12.4 billion annual NYS tax revenue

1.3 million annual jobs and \$141 billion annual wages created.

Annual Economic Impact of NYS IDAs, Active Projects, 2021



Revenue Generation



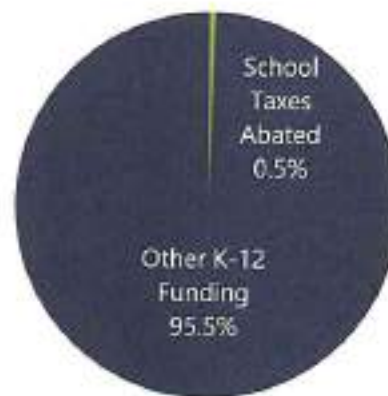
For every dollar of taxes abated, IDAs generate:

\$6.57 in NYS tax revenue



\$74.89 in employee earnings throughout the state

\$237.46 in sales throughout the state



The dollar amount of school taxes that are abated annually equals only 0.5% of annual spending on K-12 public education.

\$339 million in new revenue is generated for school districts through PILOTs, annually.

Source: Office of the New York State Comptroller, PARIS, Lightcast, Camoin Associates

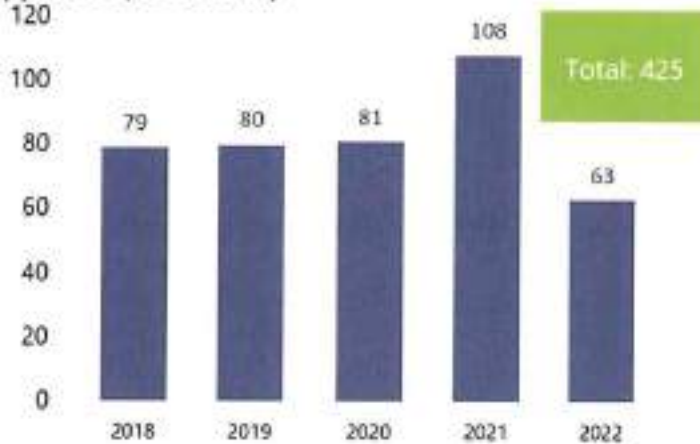


MODERN METRICS FOR IDAs

New York's IDAs are helping the state achieve its renewable energy, housing and downtown revitalization goals.

425 projects with a residential component have been approved since 2018

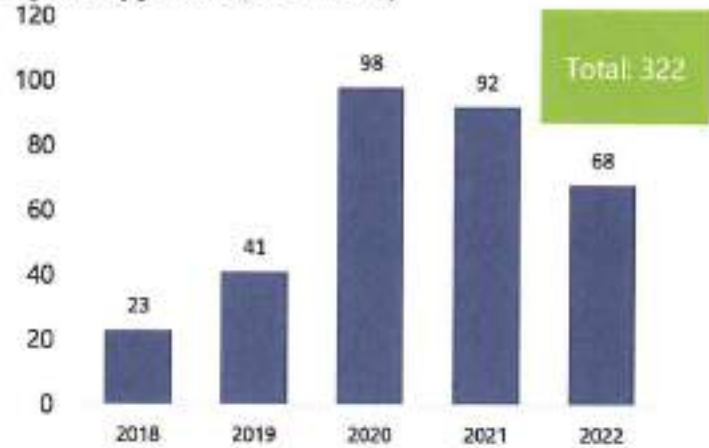
Total Number of New Residential Projects Approved (2018-2022)



Source: NYSEDC 2023 Survey of IDAs

322 wind/solar energy projects have been approved since 2018

Total Number of New Wind/Solar Projects Approved (2018-2022)



Source: NYSEDC 2023 Survey of IDAs

Additional Data

- Over **39,000** new housing units, including more than **10,000** affordable units.
- IDA supported renewable energy projects will generate up to **4,809 MW** of clean, renewable energy (enough to power 1.9 million homes a year).
- **472** approved projects in downtown corridors.
- More than **25%** of all active IDA projects support housing, renewable energy, or downtown revitalization.

NYSEDC Recommendations

- Modernize metrics for the Public Authorities Reporting Information System (PARIS).
- Reauthorize \$200 million in funding for the Fast New York program.
- Pass S6544/A6858 which will bring much needed housing to market across the state.
- Pass S6312/A6777, which will give IDAs a tool to support small businesses when disasters or emergency declarations occur.

The Economic Impact of New York State's IDAs

2021

October 2023

PREPARED FOR:

New York State Economic Development Council
111 Washington Avenue, 4th Floor
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EXECUTIVE SUMMARY

The following report was developed to document and communicate the value of New York's Industrial Development Agencies (IDAs) in their efforts to pursue regional and state level economic development goals. A traditional economic impact analysis was conducted to quantify the impact of IDA projects, which was complemented by the collection of additional metrics through a survey of IDAs. 2021 project data, the most recently available data from PARIS and from the New York State Comptroller, were used as key inputs in this analysis.

IDA Projects by the Numbers

- 2021 IDA activity supported:
 - **1.3 million** permanent, annual jobs. 462,556 were direct jobs, 279,889 were indirect, and 565,007 were induced.
 - **\$141 billion** annual wages. \$73.1 billion were direct earnings, \$24.5 billion were indirect, and \$43.7 billion were induced.
 - **17,000** temporary construction jobs.
 - **\$1.5 billion** construction wages.
 - **\$12.4 billion** annual NYS tax revenue.
 - For every dollar of taxes abated, IDAs generate **\$6.57 in new tax revenue for NYS**.
 - The dollar amount of school taxes that are abated annually equals **only 0.5% of annual spending on K-12 public education**.
 - **\$339 million** in new revenue generated for school districts through PILOTs, annually.
- **425 projects with a residential component** have been approved statewide since 2018.
 - **39,625 new housing units** statewide.
 - Over **10,000 of new housing units are affordable**.
- **322 wind/solar energy projects** have been approved statewide since 2018.
 - These projects generate **4,809 megawatts (MW)** of clean, renewable energy.
 - This is enough to power at least **1.9 million homes a year**.
- **472 projects located in downtown corridors**.
 - Help support the state's priority to revitalize Main Street corridors in downtown communities.



Key Findings

- **IDAs continue to create jobs across the state.** Active projects have a permanent economic impact on NYS through the creation of over 1.3 million jobs, over \$141.0 billion in associated worker earnings, and nearly \$447.1 billion in annual sales (output, new goods and services).
- **IDAs are also contributing to economic development through the creation of new housing, expansion of renewable energy, and revitalization of downtowns.** Since 2018, IDAs have approved projects that will result in the creation of over 39,000 new housing units and of over 4,800 megawatts (MW) of renewable energy statewide. Additionally, 472 projects have been located in downtown corridors. Over 12,200 of the housing units, over 1,300 MW of renewable energy, and 93 of the downtown corridor projects were approved in 2021 alone.
 - 25% of new housing units will be affordable units (over 10,000 units) – a threshold that exceeds the affordability requirement of many existing programs, including those from New York State Homes and Community Renewal.
 - Renewable energy generated is enough to power at least 1.9 million homes a year.
- **Approved projects generate additional economic benefits for the state during their construction periods.** The construction of projects approved in 2021 created a one-time benefit over 17,000 jobs, nearly \$1.6 billion associated worker earnings, and over \$4.3 billion in sales.
- **IDA assistance for projects creates new tax revenue for New York State.** New annual NYS tax revenue attributable to active projects is over \$12.3 billion, while one-time NYS tax revenue attributable to construction of 2021 projects is an additional over \$110.9 million.
- **For every \$1 of exemptions issued by IDAs, the state receives \$6.57 in new annual tax revenue.** In addition, for every one dollar of exemptions issued, \$74.89 in employee earnings is generated in the state and \$237.46 in sales is generated in the state.
- **IDA projects made over \$338.9 million in PILOT payments to school districts across the state in 2021,** according to PARIS. This is new revenue that otherwise would not have occurred without IDA involvement. The total amount of school taxes abated by IDAs represents less than .5% of total school spending in 2021.



1. INTRODUCTION

As a voice for economic development in New York, the New York State Economic Development Council (NYSEDC) has seen firsthand the valuable work of the New York State Industrial Development Agencies (IDAs) in the pursuit of economic vitality for their region. This economic vitality has come in the form of jobs attracted and retained, new private investment assisted, new housing units created, alternative energy projects supported, downtown revitalization, and more. IDAs are at the forefront of implementing the strategic initiatives set forth by the state and creating opportunities supporting community vibrancy and for prosperity for all.

NYSEDC has recognized that as economic development has advanced and modernized over time, so have the demands on IDAs, and many have responded to deliver outstanding results. IDAs continue to adapt and are increasingly seen as potential partners in a community's overall community and economic development efforts, creating a greater opportunity to support new initiatives that sustain and expand economic growth. The following report has been prepared to document and communicate the value of IDAs in their efforts to pursue regional and state goals through an analysis of both traditional and nontraditional metrics. This report provides an update to the report *The Impact of Industrial Development Agencies on New York State*, completed by Camoin Associates in partnership with NYSEDC in 2021.

This analysis includes both a traditional assessment of the economic impact of IDAs using the most recently available data from PARIS and the New York State Comptroller as well as an overview of additional non-traditional metrics collected through a survey of IDAs.

Historically, the success of IDAs has been measured in terms of jobs and investment generated for their respective communities. Traditional cost benefit analyses consider the economic impact of projects through this lens, with economic impact analyses being used to quantify the jobs, wages, sales, and associated multiplier impacts created in a community as a result of a project. By illustrating the impacts of a project in terms of "x jobs created" or "y new earnings in the community," economic impact analyses help make the benefits of a project more tangible to stakeholders and provide a quantitative measure of comparison that can be used to assist in deciding which projects to pursue. However, many projects that are critical to economic development may not be direct job generators and may not fit neatly in this mode of assessment. It is important to note that this traditional measurement is only one way to assess the benefit of projects and does not capture all the potential positive impacts.

To supplement these traditional metrics and illustrate additional impacts of IDAs, Camoin Associates and NYSEDC conducted an electronic survey of all NYS IDAs in March and April 2023. In total, 80 IDAs responded to the survey, providing valuable input on metrics such as housing creation, development of clean energy, and downtown revitalization.

Together, the traditional impact analysis and supplemental metrics provide a broad look at the work that IDAs are undertaking and the impact they are having on the state and their respective regions.

2. ECONOMIC IMPACT OF IDAS

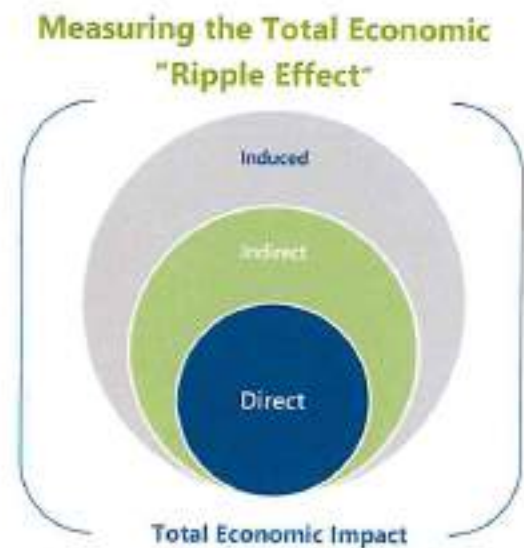
2.A Economic Impact Analysis

Using the traditionally collected metrics, an economic impact analysis of IDA projects was conducted to quantify the impact of this work on New York State's economy and each of the ten economic regions. The economic impact includes not only the "direct" economic impacts, such as on-site jobs but also the secondary economic impacts that are generated throughout the economy through the economic "ripple" effect. The three specific types of impacts considered in the analysis include:

- **Direct:** The most immediate impacts, which include the jobs at new businesses that locate in the state or are retained in the state and the local spending on goods and services by those businesses.
- **Indirect:** Indirect effects occur at businesses within New York that supply goods and services to the new and retained businesses and re-spend a portion of that revenue. In other words, for every dollar spent by a new or retained business at a local supplier, a portion of that dollar will again be spent on goods and services at other businesses in the state. This is considered the indirect effect.
- **Induced:** Another "ripple" effect that occurs is when workers at both directly impacted businesses and indirectly impacted businesses spend a portion of their wages at businesses within New York for things such as retail goods and services. The portion of the spending by new businesses that are paid to workers and re-spent in the state economy is considered the induced impact.

The sum of the direct, indirect, and induced impacts equals the total economic impact of IDA supported projects. The Lightcast Input-Output model is used to calculate the total economic impact, including the three different types of impacts.

A traditional economic impact analysis was used to calculate: 1) the permanent economic impact of all IDA projects that were active in 2021; and 2) the one-time economic impact of construction of projects that were approved in 2021. Data for this traditional analysis is the most recently available data from PARIS and the New York State Comptroller (2021 project data).



2.A.1 Permanent Economic Impact

2.A.1a Data and Methodology

Using the most recently available IDA project data from PARIS and the New York State Comptroller, the annual economic impact of all active projects was calculated. According to the New York State Comptroller's April 2023 report *Performance of Industrial Development Agencies in New York State: 2023 Annual Report*, 4,324 active IDA projects created and retained a total of 462,556 jobs statewide in fiscal year 2021. These jobs were used as the direct input in the Lightcast model to calculate the permanent economic impact of active projects on the state. The direct jobs were distributed proportionally amongst the regions based on each region's proportion of net jobs gained to calculate the economic impact of active projects on each region.¹

2.A.1b Impact of IDAs on New York State

Table 1 and Figure 1 show the total permanent, annual economic impact that the active IDA projects have on New York State's economy in terms of annual jobs, earnings, and sales. Including indirect and induced activity these projects contribute **over 1.3 million jobs, over \$141.0 billion in associated worker earnings, and nearly \$447.1 billion in sales** in the state, annually. This means that \$447.1 billion in gross output (new goods and services) are produced in New York State annually as a result of IDA projects.

Table 1
Annual Economic Impact of NYS IDAs, Active Projects, 2021

	Jobs	Earnings	Sales
Direct	462,556	\$73,116,257,732	\$245,286,168,730
Indirect	279,899	\$24,152,030,998	\$82,019,785,314
Induced	565,007	\$43,732,069,091	\$119,781,154,540
Total	1,307,462	\$141,000,357,821	\$447,087,108,584

Source: Office of the New York State Comptroller, PARIS, Lightcast, Camoin Associates

Figure 1

Annual Economic Impact of NYS IDAs, Active Projects, 2021



Source: Office of the New York State Comptroller, PARIS, Lightcast, Camoin Associates

¹ Net jobs gained is sourced from: *Performance of Industrial Development Agencies in New York State, 2023 Annual Report*. Office of the New York State Comptroller, April 2023.

2.A.1c Regional Impact

The total jobs, earnings, and sales attributed to IDA projects in each of the ten economic regions are displayed in Figure 2. For a complete table of the direct, indirect, and induced impacts by region see Attachment A.

Note that the impacts estimated by the individual models for the economic regions do not sum to the total impacts estimated by the New York State model. This is because the individual models do not take into account the economic exchanges between the sub-regions. In other words, the model assessing the impact on one of the regions does not account for the impact of projects in that region on other New York State locations, and vice versa. The economic exchanges between the sub-regions account for the difference.

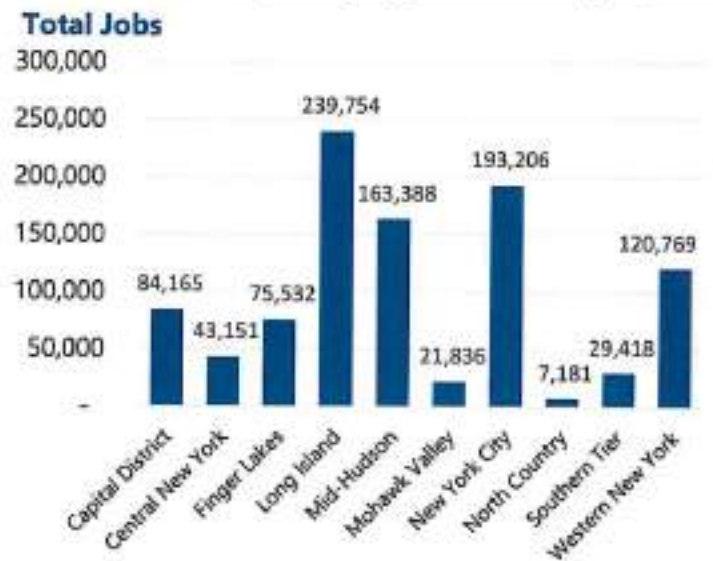
Economic Impact Definitions

A **“job”** is equal to one person employed for some amount of time (part-time, full-time, or temporary) during the study period. In this case, jobs created by projects that were active in 2023 were used as the direct input into the model.

Earnings include wages, salaries, supplements (additional employee benefits) and proprietor income.

Sales is the value of the goods and services produced by an industry. It represents the value (or cost) of the goods and services purchased by the industry to make its output, plus the value added by the industry. In other words, sales is considered the gross output of an industry and includes sales to final users (consumers) as well as sales to other industries.

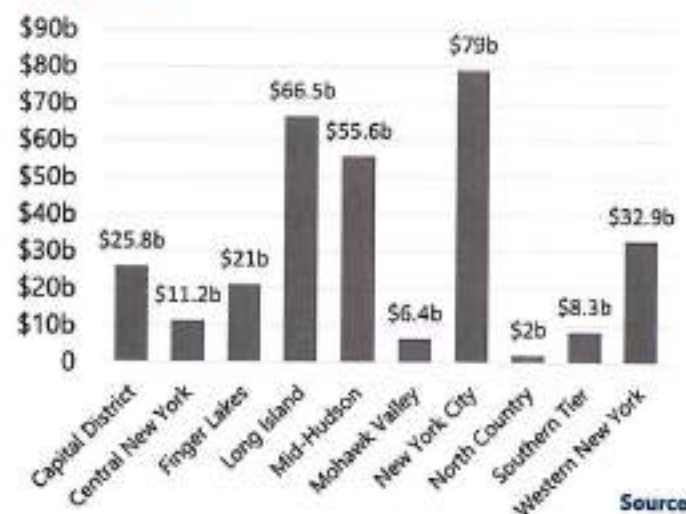
Figure 2
Annual Economic Impact by Region, Active Projects, 2021



Total Earnings



Total Sales



Source: Lightcast



2.A.2 Economic Impact of Construction

2.A.2a Data and Methodology

In addition to the permanent economic impacts that IDA projects generate statewide, projects also generate substantial one-time impacts during their construction. Since these projects would not occur but for IDA assistance, construction-related activity generates net new benefits for the state that would otherwise not occur.

According to data from PARIS, projects approved in 2021 created 9,129 jobs statewide. These jobs were used as the direct input in the Lightcast model to calculate the one-time economic impact of construction of these projects on the state. The direct jobs were distributed proportionally amongst the regions based on the number of construction jobs created in each region, according to PARIS.

2.A.2b Impact of IDAs on NYS

Table 2 shows the one-time economic impact the construction of IDA projects approved in 2021 has on New York State's economy in terms of jobs, earnings, and sales. Including indirect and induced activity construction of these projects contribute **over 17,000 jobs, nearly \$1.6 billion in associated worker earnings, and over \$4.3 billion in sales**. This means that \$4.3 billion in gross output (new goods and services) are produced in New York State as a result of IDA project construction.

Table 2
One-Time Economic Impact of Construction, NYS IDA Projects Approved in 2021

	Jobs	Earnings	Sales
Direct	9,129	\$948,716,769	\$2,435,477,237
Indirect	2,486	\$210,194,463	\$683,004,059
Induced	5,822	\$439,504,410	\$1,204,858,037
Total	17,436	\$1,598,415,641	\$4,323,339,333

Source: Office of the New York State Comptroller, PARIS, Lightcast, Camoin Associates

Figure 3

One-Time Economic Impact of Construction, Projects Approved in 2021



Source: Office of the New York State Comptroller, PARIS, Lightcast, Camoin Associates

2.A.2c Regional Impact

The total jobs, earnings, and sales attributed to construction of IDA projects approved in 2021 in each of the ten economic regions are displayed in Figure 2. For a complete table of the direct, indirect, and induced impacts by region see Attachment A.

Note that the impacts estimated by the individual models for the economic regions do not sum to the total impacts estimated by the New York State model. This is because the individual models do not take into account the economic exchanges between the sub-regions. In other words, the model assessing the impact on one of the regions does not account for the impact of projects in that region on other New York State locations, and vice versa. The economic exchanges between the sub-regions account for the difference.

Figure 4

Economic Impact of Construction by Region, Projects Approved in 2021



Source: Lightcast



2.A.3 Fiscal Benefit

2.A.3a Tax Revenue

Beyond the economic impacts calculated above, there are also fiscal benefits of IDA projects that result from increased economic activity and accrue in the form of additional tax revenue. To estimate new tax collected by New York State as a result of IDA projects, Camoin Associates calculated the proportion of total value-added sales relative to New York's Gross State Product (GSP). This percentage was then applied to New York's total tax collections in 2020 (the most recent available data) to estimate the amount of tax collections that are generated by IDA projects, both permanently from ongoing operations (recurring, annual impact) and from temporary construction impacts (a one-time benefit). This methodology assumes that the share of total value-added sales relative to the GSP is approximately equal to the state of New York State's tax collections attributable to IDA projects. In other words, IDA projects will make up a certain percentage of the state's total economic activity and will therefore account for a similar percentage of the state's revenue.

The calculation of value-added sales as a percent of GSP is shown in Table 3. The value-added sales associated with IDA projects that were active in 2021 are equal to 13.3% of GSP, or 13.3% of the state's total economic activity. Construction of projects approved in 2021 is equal to 0.12% of GSP.

Table 3
Value Added Sales as a Percent of Gross State Product

	Annual (Permanent Impacts)	One-Time (Construction)
Total Sales (from Economic Impact)	\$447,087,108,584	\$4,323,339,333
Value Added Portion of Total Sales	\$249,450,142,838	\$2,236,080,520
NYS 2021 Gross State Product (GSP)	\$1,869,480,659,395	\$1,869,480,659,395
Value Added Sales % of GSP	13.3%	0.12%

Source: Lightcast

It is therefore estimated that **over \$12.3 billion in total annual tax collections by New York State are attributable to active IDA projects**. This includes income tax (individual and corporate), sales tax, license taxes, and other taxes. An additional over \$110.9 million in one time tax revenue for the state is attributable to construction of projects approved in 2021.

Table 4

Fiscal Impact on New York State

	A	B	B
	2020 NYS Tax Collections	Annual Tax Collections Attributable to IDA Projects (Col. A x 13.3%)	One-Time Tax Collections Attributable to IDA Project Construction (Col. A x 0.12%)
Individual Income Tax	\$53,659,401,000	\$7,159,927,104	\$64,181,858
Corporate Income Tax	\$4,824,289,000	\$643,718,657	\$5,770,318
Sales Tax	\$28,388,278,000	\$3,787,928,999	\$33,955,139
License Taxes	\$1,418,248,000	\$189,240,881	\$1,696,362
Other Taxes	\$4,430,638,000	\$591,192,680	\$5,299,474
Total	\$92,720,854,000	\$12,372,008,321	\$110,903,151

Source: Lightcast, U.S. Census 2020 Survey of State and Local Government Finance



2.A.3b Return on Investment

According to PARIS, IDA projects active in 2021 were issued nearly \$1.9 billion in total exemptions (including sales tax, property tax, and mortgage recording tax exemptions). Based on the estimated annual tax collections attributable to IDA projects, the return on investment (ROI) ratio of the exemptions for New York State is equal to \$6.57. In other words, **for every \$1 of exemptions issued, the state receives \$6.57 in return in the form of tax collections**. It is important to note that this ROI calculation is an estimate only and compares exemptions that impact local jurisdictions to state-level tax revenue.

Table 5

Return on Investment of Active IDA Projects, 2021

New Annual NYS Tax Revenue	\$12,372,008,321
Total Exemptions	\$1,882,779,793
Return on Investment Ratio	\$6.57

Source: PARIS, Camoin Associates

Additional ROI measures can take into account the specific statewide economic impacts of IDA projects. As shown in Table 1, these projects result in new earnings and sales for residents and businesses across the state. Table 6 shows that for projects active in 2021:

- For every one dollar of exemptions issued, \$74.89 in employee earnings is generated in the state.
- For every one dollar of exemptions issued, \$237.46 in sales is generated in the state.

Table 6

Additional Measures of ROI, Active IDA Projects, 2021

Additional NYS Resident Earnings	
Total Earnings	\$141,000,357,821
Total Exemptions	\$1,882,779,793
Tax Exemption Multiplier on Earnings	\$74.89
Additional Statewide Sales	
Total Sales	\$447,087,108,584
Total Exemptions	\$1,882,779,793
Tax Exemption Multiplier on Sales	\$237.46

Source: PARIS, Camoin Associates



2.A.4 School District Impacts

The vast majority of projects supported by IDAs would not occur but for IDA assistance. Therefore, PILOT revenue generated for the various taxing jurisdictions is largely new revenue that would not be generated by taxes if these projects did not happen. School districts across the state reap substantial benefits from IDA projects, including the PILOT revenue that they generate. According to PARIS, **active IDA projects made over \$338.9 million in PILOT payments to school districts across the state in 2021**. This is several hundred million dollars of new revenue that schools receive as a direct result of IDA projects.

According to PARIS, approximately \$731.6 million in property tax revenue to school districts was exempted for projects that were active in 2021. This equates to about \$410.6 million in net taxes exempted for school districts (see Table 7).² It is important to note that tax exemption data included in PARIS assumes that all IDA projects would have been completed even without IDA assistance. This methodology overstates the amount exempted as much of this tax revenue would not be generated if the projects did not move forward without IDA assistance. Limitations on data availability prevent a comparison of revenue increases from PILOTs compared to what a property was paying before the inducement of a project.

Table 7

School District Exemptions and PILOT Payments, 2021 Active Projects	
Total Gross Exemptions	\$1,882,779,793
Total School District Property Tax Exemption	\$731,577,531
School District Portion of Gross Exemptions	39%
Total Net Exemptions (tax exemptions less PILOT payments)	\$1,052,798,119
Net School District Exemption (39% of Total Net)	\$410,591,266
PILOT Payments Made to School Districts	\$338,913,680

Source: PARIS

Note: Numbers slightly off due to rounding

While the PILOT revenue and net exemption amounts are notable, these are a relatively small portion of school funding overall. According to a [report by the Citizens Budget Commission](#), school year 2022-23 funding per pupil in New York State is \$32,757. This is equal to \$81.1 billion in total spending on schools statewide. **Net property taxes abated are therefore only 0.5% of the total funding that school districts receive.**

School districts benefit from IDA projects in ways beyond direct PILOT revenue. Local job creation both during the construction of projects and project operation support school districts through generating new payroll tax revenue for the state and by giving local residents the ability to purchase homes and pay property taxes on those homes to local school districts. As shown in section 2.A.1 and 2.A.2, IDA projects generate substantial spillover economic impacts in their communities. Wholistically, this increase in economic activity greatly benefits school districts, the majority of which [\(88%\) have experienced enrollment declines since the 2017-2018 school year](#).

Overall, school districts gain over \$338.9 million in direct PILOT revenue from IDA projects, while the amount of property taxes exempted is only a small portion of the total funding that districts receive. In addition, NYS' ROI of \$6.57 for every dollar of tax exempted means that for the \$410.6 million in net exemptions, the state receives approximately \$2.7 billion back in tax revenue.

² Total net exemptions are total gross exemptions less PILOT payments.

2.B Additional Impacts

While traditional economic development metrics used in an economic impact analysis help to quantify the impact of IDAs, these metrics do not fully illustrate the extent to which IDAs contribute to economic development in their communities. The jobs and investment metrics that are captured within PARIS and other reporting requirements remain important indicators of the role of IDAs in economic growth in New York State, however, there are other ways that IDAs are engaging in economic development that cannot always be captured by just jobs and investment. Beyond jobs and investment, today's economic development is measured by access to both market rate and affordable housing, creation of clean and green energy, and the revitalization of downtown areas, among others.

An electronic survey was distributed to all NYS IDAs in March and April 2023 to collect metrics that are currently not reported through PARIS but that show the contribution of IDAs to regional and statewide economic development goals. In total, 79 IDAs responded to the survey, providing valuable input. Responses are representative of all NYS regions.

Survey findings summarize the responses of this sample and are therefore not inclusive of all activity being undertaken by IDAs across the state, but are representative of a large portion of IDA activity being undertaken.

2.B.1 Key Findings

Key findings from the survey are summarized here, with additional details in the following sections. Full tables summarizing the survey responses are included in Attachment B.

- **Creation of new housing:** Since 2018, IDAs have approved 425 projects that include a residential component. When fully built, these projects will result in the creation of 39,625 total new housing units statewide, of which 25% will be affordable units (over 10,000 units) – a threshold that exceeds the affordability requirement of many existing programs, including those from New York State Homes and Community Renewal. Over \$14.7 billion has been invested in these residential projects.
- **Expansion of renewable energy:** IDAs continue to support wind/solar energy generation projects. From 2018 through 2022 322 wind/solar energy projects were approved by IDAs, resulting in the creation of over 4,800 MW of renewable energy statewide. This is enough energy to power at least [1.9 million homes a year](#).
- **Downtown revitalization:** In the last five years, 472 projects approved by IDAs have been located in downtown corridors. Support of these projects assists in the revitalization of downtown areas in regions across the state.

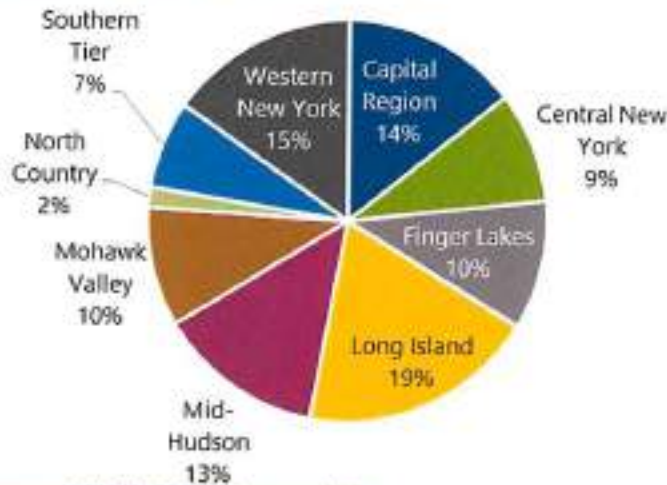
2.B.2 Residential

From 2018 through 2022, New York's IDAs approved 425 projects that include a residential component. Residential projects are spread across the state, with the most being approved on Long Island (19%), Western New York (15%), in the Capital Region (14%), and in the Mid-Hudson region (13%). According to respondents, capital invested in these 425 projects equals over \$14.7 billion statewide.

Survey respondents anticipate that 39,625 total new housing units will be built statewide as a result of these projects, of which 10,080 will be affordable units (Figure 6 and Figure 7). Approximately one-third of total housing units to be built are from projects approved in 2021.

Figure 5

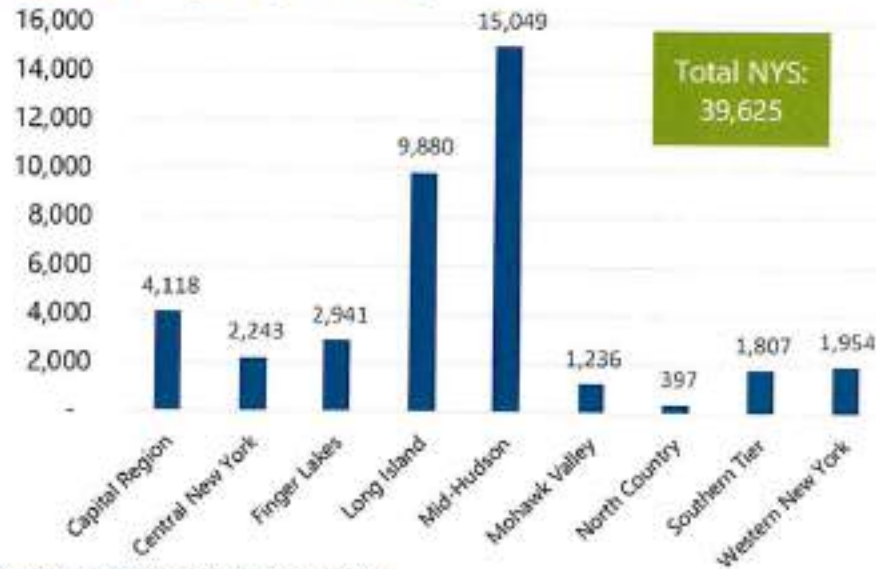
Distribution of Approved Residential Projects by Region (2018-2022)



Source: NYSEDC 2023 Survey of IDAs

Figure 6

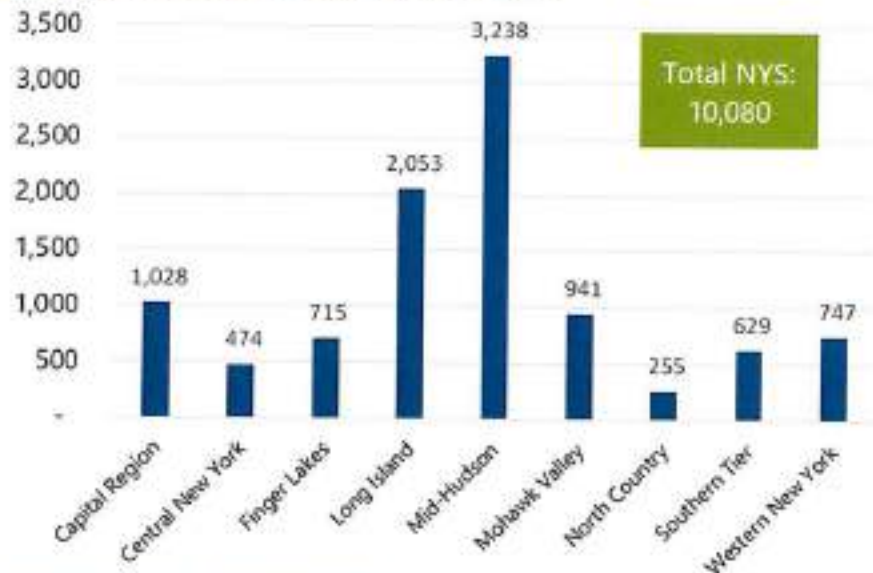
Total Number of New Housing Units to be Built from Approved Projects (2018-2022)



Source: NYSEDC 2023 Survey of IDAs

Figure 7

Total Number of New Affordable Housing Units to be Built from Approved Projects (2018-2022)



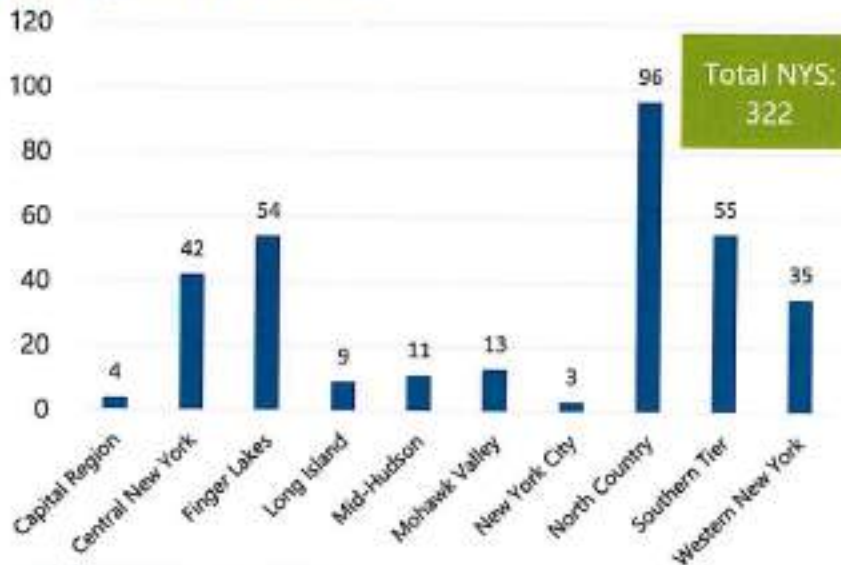
Source: NYSEDC 2023 Survey of IDAs

2.B.3 Renewable Energy

Renewable energy, another important economic development goal for the state, has also been the focus of IDA efforts in recent years. Since 2018, 322 wind/solar energy generation projects have been approved and supported by IDAs, representing nearly \$5.0 billion in capital investment. These projects will generate over 4,800 MW of renewable energy statewide. Nearly one-third of these projects are located in the North Country.

Figure 8

Total Number of Wind/Solar Energy Generation Projects Approved (2018-2022)



Source: NYSEDC 2023 Survey of IDAs

Figure 9

Megawatts (MW) of Renewable Energy Approved Wind/Solar Energy Generation Projects Will Generate (2018-2022)



Source: NYSEDC 2023 Survey of IDAs

2.B.4 Downtown Revitalization

Through their work IDAs also support downtown revitalization efforts. From 2018 through 2022 survey respondents approved 472 projects in downtown corridors. The Mid-Hudson (26%), New York City (17%), and Western New York (16%) regions were the biggest contributors to the statewide total.

Figure 10



Source: NYSEDC 2023 Survey of IDAs

APPENDIX A: POLICY AGENDA

Based on the data in this report and to further bolster economic development in New York State, the NYSEDC has prepared the following policy agenda, designed to enhance and modernize local economic development efforts in New York State.

2024 Policy Agenda

Formally Authorize IDAs to support the state's housing goals- Over the past five years, IDAs have supported over 400 projects with a residential component, creating over 36,000 new units and more than 9000 affordable housing units. While IDAs have the authority to support commercial housing projects based on court precedent and a 2015 OSC opinion, many IDAs are still hesitant to support housing projects because the current database (PARIS) does not track housing starts and only quantifies jobs created/retained vs tax dollars abated.

To help solve the state's housing crisis, the NYSEDC recommends formally authorizing IDAs to support housing in accordance with the states housing goals. there is current language in [S6544](#) sponsored by Senator Martinez that would make this legislative change. We also recommend amending the enabling statute for the New York City IDA to allow them to support housing projects in New York City.

We know this will increase housing stock in New York State and increase the number of housing project IDAs support because the same thing happened in 2019 with renewable energy projects. Many IDAs were supporting wind and solar generation projects in New York despite IDAs not having the formal authority to do so. in 2019, language was signed into law that formally authorized IDAs to support renewable energy projects and take into consideration the state's clean energy goals (CLCPA) when evaluating projects. Once that change went into effect, the number of renewable energy projects supported by IDAs across New York State more than [doubled from 41 to 98 in 2020](#). We anticipate the same type of growth across the state.

Authorize IDAs to utilize their funds generated from fees to issue loans and grants to small businesses- During the COVID-19 pandemic, IDAs were given emergency authority to develop loan and grant programs to support small businesses. During this time, IDAs issued 1451 loans or grants to small businesses. Once the pandemic expired, IDAs were no longer allowed to issue loans or grants. The OSC has issued a formal opinion stating IDAs can receive grants or loans but cannot issue grants or loans.

The NYSEDC recommends giving IDAs the authority to issue loans and grants to small businesses in the communities they serve. There are two current bills that we would suggest combining to give this authority. [S6312](#) sponsored by Senator Kennedy and [A7315](#) sponsored by Assemblyman Thiele.

Update the Public Authorities Reporting Information System (PARIS)- PARIS is an important and necessary database system for tracking industrial development agency (IDA) projects and investments, ensuring that the public has access to information about how these investments are performing. However, PARIS has not been updated since its creation to reflect a modern economy and remains a rigid, antiquated system on both the front and back end for users. We propose working with the Office of State Comptroller (OSC) and the Authorities Budget Office (ABO) to modernize and enhance both the metrics for how we measure IDA projects AND increase the functionality/access to the general public.

1) Metrics:

- Improve framing of report to reflect a more comprehensive view of public benefits of projects.
- Track increases to the tax base from where a property was prior to a project moving forward.



- Track housing starts and mixed-use development projects.
 - Track additional modern metrics (ex. amount of renewable energy generated, blight reduction, downtown corridor projects, brownfield projects, growth in net new wealth, etc).
 - Allow for reporting on all IDA activities including loan funds, community development projects, events, and grant programs.
- 2) Functionality:**
- Simplify interface.
 - Make the database forward facing and more accessible to the public.
 - Add the ability to upload data from Excel or Word.
 - Link definitions to improve understanding of question intent.
 - Incorporate a system of revisions to allow IDAs to edit information for prior projects based on project changes.
 - Modify system design to recognize multiple projects for the same company and phased projects.
 - Include column to provide data on incentive claw backs.

State Programs and Policies

Reauthorization of \$200 Million in funding for the Fast New York Program- There continues to be a shortage of shovel ready sites around the country; the need for New York to invest in sites has never been greater than it is today. We applaud the governor for highlighting this in her State of the State Address and support dedicated funding in this year's budget to invest long term in site. We support Senator Cooney and Assemblyman Billy Jones bill which dedicates \$500 million for site development across New York State.

Reauthorization of \$100 Million for the RESTORE New York Program- Prior rounds of the Restore New York program have resulted in the removal and restoration of hundreds of sites statewide. This has been a program long supported by the legislature. We recommend and support \$250 million in new funds for the program in 2023. We fully support this and encourage continued and renewed funding for this program annually.

Reauthorization of \$200 Million for the DRI and the NY Forward Program-The NYSEDC has long advocated for direct funding to local municipalities. We believe it has and will continue to help small cities revitalize across upstate New York. To support a more equitable recovery across New York's rural communities, the NYSEDC supports dedicating \$100 million to smaller municipalities across New York State.

\$50 Million Prison Redevelopment Fund- The Prison Redevelopment Commission developed a series of recommendations that would help solve the challenge of adaptively reusing closed prisons in the state. These funds would be used for a municipal technical assistance fund targeted to helping smaller communities, where these prisons are located, take control of the site and get them ready for reuse. There would be dedicated funding for construction work, demolition, infrastructure, and marketing depending on the economic opportunity presented at each site.

Master Plan Matching Grant Program- one of the challenges around the lack of new housing in communities across the state can be attributed to outdated master plans and zoning plans. For many small communities, the cost to redevelop can be cumbersome. To stimulate new housing starts, the state should create a matching grant program for municipalities (towns, cities, and counties) who want to update their master plan or the zoning plan. For any municipality that commits to increasing its housing stock by 5% over the next five years, the state will provide up to 50% of the matching funds needed to develop the master plan that will increase the community's housing stock. Using this method, the state and locality are partners in the process, and the public will have the opportunity to partner with the state and their local elected leaders to determine where and how additional housing will be brought to their community.

APPENDIX B: MISPERCEPTION/REALITY

New York State IDAs face several core misperceptions regarding the role, impact, and need to drive private investment. The following list has been prepared by NYSEDC in an effort to respond to some of the primary misunderstandings facing IDAs.

Misperception- IDA assistance takes money away from local municipalities and schools.

Reality - Without IDA assistance there would be no change in revenue for the municipalities or schools on the property where the proposed project is occurring. In the 2022 Office of the State Comptroller's report, it was calculated that IDA-supported projects contributed \$782 Million in new PILOT payments to local taxing jurisdictions. The municipality would not have received this increased revenue (beyond regular property tax payments it was receiving without the project) without the IDA assistance. This is revenue gained, not revenue lost. IDA projects almost never result in less revenue generated for the taxing jurisdictions than what was being paid previously. In addition, data in this report shows for every \$1 of taxes abated, IDAs generate \$6.57 in new tax revenue for NYS (through direct and indirect spending) that otherwise would occur (see page twelve in this report).

Misperception - IDAs only support big businesses, large corporations, and industrial parks.

Reality - The vast majority of IDA projects support small to medium-sized businesses and developers. IDAs have expanded the types of projects that they get involved with to address critical economic and community development issues. More than 25% of ALL active IDA projects support new housing, clean energy generation, and downtown revitalization. In addition, there has been an increase in local labor and local purchasing requirements by IDAs that help support the local economy that otherwise may not occur without IDA insistence.

Misperception - The I in IDA stands for industrial and IDAs SHOULD only support industrial projects.

Reality - The IDA statute was written broadly with the mission and goal being to increase the health, wealth, and prosperity of communities in New York State. Historically, industrial/manufacturing-related companies were the focus in the 1970s because so many manufacturing companies were leaving New York. However, economic development has evolved and broadened, as have state economic priorities and goals. Based on the way the statute was written, the I stands for industry and supporting the industries that grow our state economy. The state has recognized this and in fact has encouraged IDAs to look beyond the term industrial when they formally authorized IDAs to support renewable energy projects, commercial projects, and other specific industries poised for growth.

Misperception - IDAs face little oversight and accountability.

Reality - IDAs are amongst the most heavily regulated public entities in New York State. They are accountable to the Office of State Comptroller (OSC) and the Authorities Budget Office (ABO). They are subject to General Municipal Law (GML), the Public Authorities Law (PAL), and Public Officers Law. The OSC can remove and suspend powers given to the IDA for non-compliance. IDAs are subject to regular audits and reviews by the OSC and the ABO respectively. Each IDA must every year perform an independent, third-party audit. IDA board members and staff are required to take training by the ABO for fiduciary responsibility. IDA board members are subject to removal and termination by their local appointing bodies (county or local government) who are accountable to voters.

Misperception - IDAs operate behind closed doors and lack transparency.

Reality - IDAs are among the most transparent public entities in New York. They are subject to FOIL and Open Meetings Law. They were among the first public entities required to livestream and record board meetings. IDAs are required to hold public hearings before approving any financial assistance. IDAs must notify all affected taxing jurisdictions of any project that is seeking IDA support. IDAs are required to post significant amounts of documentation on their websites including recording of all meetings. IDAs are required to post data about projects they support in the Public Authorities Reporting Information System (PARIS).



ATTACHMENT A: ECONOMIC IMPACT BY REGION

Economic Impact of IDAs by Region, Active Projects, 2021

Capital District				Mohawk Valley			
	Jobs	Earnings	Sales		Jobs	Earnings	Sales
Direct	42,330	\$3,642,123,537	\$17,167,684,313	Direct	12,480	\$1,216,544,358	\$4,725,167,000
Indirect	18,491	\$1,233,591,831	\$4,801,740,333	Indirect	3,878	\$206,073,404	\$950,041,273
Induced	23,344	\$1,447,338,831	\$3,876,667,222	Induced	5,478	\$292,316,275	\$771,350,155
Total	84,165	\$6,323,054,199	\$25,846,091,868	Total	21,836	\$1,714,934,037	\$6,446,558,428
Central New York				New York City			
	Jobs	Earnings	Sales		Jobs	Earnings	Sales
Direct	23,010	\$1,860,454,202	\$7,639,007,837	Direct	84,361	\$15,929,550,501	\$50,593,932,318
Indirect	8,103	\$489,773,092	\$1,707,909,550	Indirect	39,651	\$4,277,296,551	\$11,755,838,201
Induced	12,038	\$688,848,565	\$1,856,671,657	Induced	69,194	\$6,088,823,865	\$16,641,200,508
Total	43,151	\$3,039,075,858	\$11,203,589,043	Total	193,206	\$26,295,670,917	\$78,990,971,027
Finger Lakes				North Country			
	Jobs	Earnings	Sales		Jobs	Earnings	Sales
Direct	32,519	\$2,928,320,261	\$12,908,790,848	Direct	4,274	\$419,554,952	\$1,516,293,671
Indirect	17,693	\$1,111,247,214	\$4,158,985,348	Indirect	1,175	\$61,555,575	\$284,815,323
Induced	25,320	\$1,458,908,179	\$3,898,481,552	Induced	1,732	\$86,054,847	\$231,098,558
Total	75,532	\$5,498,475,654	\$20,966,257,748	Total	7,181	\$567,165,375	\$2,032,207,552
Long Island				Southern Tier			
	Jobs	Earnings	Sales		Jobs	Earnings	Sales
Direct	114,678	\$11,254,998,851	\$40,946,586,574	Direct	16,660	\$1,559,019,635	\$6,007,697,947
Indirect	42,108	\$3,124,588,822	\$9,050,300,214	Indirect	5,368	\$284,347,865	\$1,234,507,451
Induced	82,968	\$6,168,700,131	\$16,470,489,181	Induced	7,390	\$408,596,855	\$1,072,201,682
Total	239,754	\$20,548,287,805	\$66,467,375,969	Total	29,418	\$2,251,964,355	\$8,314,407,081
Mid-Hudson				Western New York			
	Jobs	Earnings	Sales		Jobs	Earnings	Sales
Direct	80,308	\$9,313,437,381	\$38,178,334,969	Direct	51,936	\$4,327,456,712	\$19,769,516,073
Indirect	33,287	\$2,388,292,870	\$7,993,383,889	Indirect	26,759	\$1,675,640,011	\$6,569,254,499
Induced	49,793	\$3,642,560,582	\$9,455,539,061	Induced	42,074	\$2,411,188,622	\$6,533,132,520
Total	163,388	\$15,344,290,834	\$55,627,257,919	Total	120,769	\$8,414,285,346	\$32,871,903,092

Source: Office of the New York State Comptroller, PARIS, Lightcast



Economic Impact of IDAs by Region, Construction, 2021

Capital District				Mohawk Valley			
	Jobs	Earnings	Sales		Jobs	Earnings	Sales
Direct	362	\$33,021,440	\$84,816,503	Direct	399	\$35,313,255	\$90,718,665
Indirect	82	\$5,845,209	\$19,141,921	Indirect	70	\$3,846,032	\$13,473,256
Induced	136	\$8,027,937	\$21,631,341	Induced	107	\$5,420,044	\$14,345,812
Total	580	\$46,894,586	\$125,589,765	Total	576	\$44,579,331	\$118,537,733
Central New York				New York City			
	Jobs	Earnings	Sales		Jobs	Earnings	Sales
Direct	350	\$29,672,609	\$76,205,693	Direct	17	\$1,978,178	\$5,078,976
Indirect	84	\$5,572,612	\$18,612,136	Indirect	4	\$341,826	\$1,056,598
Induced	138	\$7,527,875	\$20,392,967	Induced	7	\$561,872	\$1,535,641
Total	572	\$42,773,096	\$115,210,796	Total	28	\$2,881,876	\$7,671,215
Finger Lakes				North Country			
	Jobs	Earnings	Sales		Jobs	Earnings	Sales
Direct	4,044	\$320,484,278	\$823,268,840	Direct	361	\$29,665,534	\$76,172,856
Indirect	955	\$63,113,987	\$199,930,033	Indirect	52	\$2,727,542	\$10,042,377
Induced	1,778	\$97,017,165	\$261,107,225	Induced	95	\$4,540,204	\$12,196,454
Total	6,777	\$480,615,430	\$1,284,306,097	Total	508	\$36,933,281	\$98,411,687
Long Island				Southern Tier			
	Jobs	Earnings	Sales		Jobs	Earnings	Sales
Direct	787	\$68,721,535	\$176,345,098	Direct	99	\$6,070,521	\$15,591,359
Indirect	191	\$14,541,649	\$47,980,561	Indirect	12	\$732,492	\$2,498,531
Induced	349	\$24,866,339	\$66,409,057	Induced	20	\$1,022,922	\$2,705,317
Total	1,327	\$108,129,523	\$290,734,717	Total	131	\$7,825,936	\$20,795,208
Mid-Hudson				Western New York			
	Jobs	Earnings	Sales		Jobs	Earnings	Sales
Direct	1,632	\$178,525,044	\$458,341,871	Direct	1,078	\$92,190,930	\$236,750,129
Indirect	375	\$27,957,838	\$88,426,339	Indirect	301	\$19,654,516	\$66,368,914
Induced	564	\$38,628,962	\$99,960,754	Induced	606	\$33,237,783	\$90,403,618
Total	2,571	\$245,111,844	\$646,728,965	Total	1,985	\$145,083,229	\$393,522,661

Source: Office of the New York State Comptroller, PARIS, Lightcast



ATTACHMENT B: SURVEY RESULTS

Number of Projects Approved that Include Residential

	2018	2019	2020	2021	2022	Total
Capital Region	17	10	4	17	13	61
Central New York	7	13	5	10	3	38
Finger Lakes	12	6	11	12	3	44
Long Island	18	15	14	27	8	82
Mid-Hudson	7	13	9	18	10	57
Mohawk Valley	8	8	6	11	8	41
New York City	N/A	N/A	N/A	N/A	N/A	N/A
North Country	1	1	1	1	3	7
Southern Tier	7	7	7	4	5	30
Western New York	5	11	26	12	11	65
Total	82	84	83	112	64	425

Source: NYSEDC 2023 Survey of IDAs

Total Number of New Housing Units to be Built from Approved Projects

	2018	2019	2020	2021	2022	Total
Capital Region	920	744	130	1,333	991	4,118
Central New York	770	559	193	626	95	2,243
Finger Lakes	740	585	746	634	236	2,941
Long Island	2,450	1,646	1,091	4,212	481	9,880
Mid-Hudson	2,527	4,325	1,921	4,046	2,230	15,049
Mohawk Valley	316	122	203	263	332	1,236
New York City	N/A	N/A	N/A	N/A	N/A	N/A
North Country	0	137	58	142	60	397
Southern Tier	185	351	680	505	86	1,807
Western New York	193	464	321	486	490	1,954
Total	8,101	8,933	5,343	12,247	5,001	39,625

Source: NYSEDC 2023 Survey of IDAs

Total Number of New Affordable Housing Units to be Built from Approved Projects

	2018	2019	2020	2021	2022	Total
Capital Region	343	10	0	244	431	1,028
Central New York	70	199	113	28	64	474
Finger Lakes	225	116	127	236	11	715
Long Island	647	164	468	624	150	2,053
Mid-Hudson	372	673	1,064	949	180	3,238
Mohawk Valley	172	122	109	206	332	941
New York City	N/A	N/A	N/A	N/A	N/A	N/A
North Country	0	137	58	0	60	255
Southern Tier	18	268	162	181	0	629
Western New York	19	102	151	32	443	747
Total	1,866	1,791	2,252	2,500	1,671	10,080

Source: NYSEDC 2023 Survey of IDAs

Total Capital Invested in Approved Residential Projects

	2018	2019	2020	2021	2022	Total
Capital Region	\$198,910,462	\$176,650,000	\$21,385,000	\$345,389,000	\$385,927,790	\$1,128,262,252
Central New York	\$460,279,488	\$144,874,017	\$69,142,154	\$140,599,646	\$41,329,418	\$856,224,723
Finger Lakes	\$194,734,106	\$160,966,163	\$162,835,798	\$330,129,525	\$21,799,476	\$870,465,068
Long Island	\$598,646,188	\$426,933,588	\$291,895,141	\$2,007,641,649	\$177,888,463	\$3,503,005,029
Mid-Hudson	\$1,171,505,760	\$1,662,620,174	\$736,905,149	\$1,813,384,439	\$1,144,313,831	\$6,528,729,353
Mohawk Valley	\$59,000,000	\$30,000,000	\$55,000,000	\$78,189,220	\$160,147,844	\$382,337,064
New York City	N/A	N/A	N/A	N/A	N/A	N/A
North Country	\$50,000,000	\$22,000,000	\$15,000,000	\$41,415,934	\$14,171,301	\$142,587,236
Southern Tier	\$76,702,099	\$99,895,113	\$229,478,087	\$270,055,643	\$41,252,490	\$717,383,432
Western New York	\$55,249,244	\$140,314,447	\$74,388,422	\$109,665,004	\$196,086,946	\$575,704,063
Total	\$2,865,027,347	\$2,864,253,502	\$1,656,029,751	\$5,136,470,060	\$2,182,917,559	\$14,704,698,219

Source: NYSEDC 2023 Survey of IDAs

Number of Wind/Solar Energy Generation Projects Approved

	2018	2019	2020	2021	2022	Total
Capital Region	0	1	1	0	2	4
Central New York	2	3	19	11	7	42
Finger Lakes	2	6	18	20	8	54
Long Island	4	3	1	1	0	9
Mid-Hudson	0	5	3	0	3	11
Mohawk Valley	1	3	3	4	2	13
New York City	0	0	0	3	0	3
North Country	3	5	24	32	32	96
Southern Tier	10	11	8	15	11	55
Western New York	1	4	21	6	3	35
Total	23	41	98	92	68	322

Source: NYSEDC 2023 Survey of IDAs

Megawatts (MW) of Renewable Energy Approved Wind/Solar Projects Will Generate

	2018	2019	2020	2021	2022	Total
Capital Region	-	20.00	5.00	-	44.13	69.13
Central New York	4.00	18.00	73.00	61.48	26.45	182.93
Finger Lakes	5.70	29.30	134.43	771.69	528.38	1,469.50
Long Island	31.60	6.10	1.00	7.60	-	46.30
Mid-Hudson	-	9.68	9.10	-	9.00	27.78
Mohawk Valley	90.00	6.90	10.90	17.00	11.58	136.37
New York City	-	-	-	10.00	-	10.00
North Country	65.00	95.03	605.30	227.86	30.40	1,023.59
Southern Tier	169.00	667.74	150.40	181.49	336.48	1,505.11
Western New York	5.00	40.00	250.00	29.50	14.00	338.50
Total	370.30	892.75	1,239.13	1,306.61	1,000.41	4,809.19

Source: NYSEDC 2023 Survey of IDAs

Capital Invested in Approved Renewable Energy Wind/Solar Projects

	2018	2019	2020	2021	2022	Total
Capital Region	\$0	\$36,000,000	\$5,570,000	\$0	\$15,000,000	\$56,570,000
Central New York	\$5,811,400	\$31,276,027	\$137,140,842	\$101,703,744	\$66,127,100	\$342,059,113
Finger Lakes	\$9,672,093	\$38,269,907	\$158,822,722	\$951,577,647	\$613,370,296	\$1,771,712,665
Long Island	\$103,030,000	\$10,050,296	\$2,115,600	\$56,700,000	\$0	\$171,895,896
Mid-Hudson	\$0	\$23,250,000	\$19,759,000	\$0	\$17,437,500	\$60,446,500
Mohawk Valley	\$135	\$4,867,267	\$23,200,000	\$25,300,000	\$16,000,000	\$69,367,402
New York City	\$0	\$0	\$0	\$59,579,277	\$0	\$59,579,277
North Country	\$0	\$210,490,729	\$152,675,945	\$403,062,854	\$68,608,577	\$834,838,105
Southern Tier	\$310,990,877	\$44,845,957	\$48,464,755	\$344,615,495	\$408,521,448	\$1,157,438,532
Western New York	\$7,000,000	\$38,064,287	\$368,000,000	\$44,989,343	\$9,000,019	\$467,053,649
Total	\$436,504,505	\$437,114,470	\$915,748,864	\$1,987,528,360	\$1,214,064,940	\$4,990,961,139

Source: NYSEDC 2023 Survey of IDAs



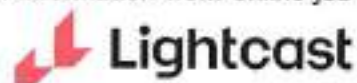
Total Number of Projects Approved in Downtown Corridors

	2018	2019	2020	2021	2022	Total
Capital Region	9	6	5	11	10	41
Central New York	6	13	1	5	1	26
Finger Lakes	10	5	7	7	3	32
Long Island	7	6	9	15	4	41
Mid-Hudson	28	38	35	15	8	124
Mohawk Valley	2	0	2	2	4	10
New York City	10	18	16	17	20	81
North Country	2	1	1	0	3	7
Southern Tier	6	8	10	7	3	34
Western New York	10	25	10	14	17	76
Total	90	120	96	93	73	472

Source: NYSEDC 2023 Survey of IDAs.

ATTACHMENT C: DATA SOURCES

Lightcast (formerly Emsi Burning Glass) is a global leader in labor market analytics, offering a data platform that gives a comprehensive, nuanced, and up-to-date picture of labor markets at all scales from national to local. Key components of the platform include traditional labor market information, job postings analytics, talent profile data, compensation data, and skills analytics. Lightcast integrates government data with information from online job postings, talent profiles, and resumes to produce timely intelligence on the state of the labor market. Job and compensation data is available by industry, occupation, educational program, and skill type. [Click to learn more.](#)



Camoin Associates and NYSEDC conducted an **electronic survey** of all NYS IDAs in March and April 2023. In total, 80 IDAs responded to the survey, providing valuable input on metrics such as housing creation, development of clean energy, and downtown revitalization.

Data and findings from the Office of the State Comptroller's office report **Performance of Industrial Development Agencies in New York State 2022 and 2023 Annual Report** was reviewed and used throughout as a basis for various calculations. This report includes data reported by the Industrial Development Agencies through the Public Authorities Reporting Information System (PARIS).

ABOUT CAMOIN ASSOCIATES

As the nation's only full-service economic development and lead generation consulting firm, Camoin Associates empowers communities through human connection backed by robust analytics.

Since 1999, Camoin Associates has helped local and state governments, economic development organizations, nonprofit organizations, and private businesses across the country generate economic results marked by resiliency and prosperity. We specialize in economic impact studies, including large-scale mixed use, industrial, commercial, institutional, and residential developments. Additionally, Camoin Associates has worked with Industrial Development Agencies throughout New York State. As a result of our extensive experience, Camoin Associates is very familiar with the rules and regulations governing New York State IDAs. Camoin Associates has done work for IDAs that includes economic and fiscal impact studies, Empire Zone administration, Public Authorities Accountability Act compliance, planning and implementation, and grant writing and administration.

Camoin Associates has presented on economic impact analysis at various events, including conferences of the New York State Economic Development Council, the Wisconsin Economic Development Association, the New Hampshire Economic Development Association, and the Northeastern Economic Developers Association, and has authored a white paper titled, "The Importance of Fiscal Impact Analysis in Economic Development & Planning." Our impact analysis work has been highlighted in many news outlets, including Forbes, the Wall Street Journal, the New York Times, and National Public Radio's Marketplace.

To learn more about our experience and projects in all of our service lines, please visit our website at www.camoinassociates.com. You can also find us on [LinkedIn](#), [Facebook](#), and [YouTube](#).

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Lead Generation
and Relationships



Industry and
Workforce
Analytics



Entrepreneurship
and Innovation



Business
Attraction and
Retention





www.camoinassociates.com

https://www.oleantimesherald.com/news/laine-business-accelerator-program-showcases-third-cohort/article_bab47a30-93df-11ee-970b-eb5615c48a65.html

CENTERPIECE FEATURED

Laine Business Accelerator program showcases third cohort

By BOB CLARK Olean Times Herald
Dec 6, 2023

1 of 2



Laine Business Accelerator recipients pose after Tuesday's showcase at Cutco Theater in Olean.
Bob Clark/Olean Times Herald

OLEAN — Local small business concerns showed their plans for the future in a community showcase thanks to the Laine Business Accelerator.

Eleven ventures — 10 for-profit and one non-profit — showcased their businesses and plans to a full house at Cutco Theater on Tuesday night. Participating ventures in the third cohort included Magro Speech Therapy, Syntori Collective, Marquee Brewing, SheBe Marketing, Sarah Blovsky

Photography, Kelly Design and Development, Sorvillo Services, Swan Street Florist, Canticle Farm, ZET's Entertainment and Miss Heidi's Music Studio.

Along with presentations, the cohort voted for Marissa Magro of Magro Speech Therapy to receive the James Stitt Sr. Community Builders Award award. The award aims to honor community impact, in the case of Magro work to create an inclusive Halloween party at Challenger Learning Center catering to children with neurodivergent conditions.

The LBA is hosted by Olean Business Development Corporation in collaboration with the St. Bonaventure University Innovation Center and SUNY Jamestown Community College. In its first two years, LBA helped 14 businesses to grow. Including the \$5,000 in funds for each participant in the current cohort, the program has now provided \$135,000 in support to local businesses. The namesake of the program is the late Erick Laine, former chairman and CEO of Alcas and Cutco. Laine died Dec. 1, 2020, at the age of 87.

"What makes the Accelerator work? It's collaboration," said OBDC CEO Bob Forness. "We're trying to help reduce the possibility of failure, and help increase the possibility of success."

Forness noted that, while Accelerator assistance isn't the only reason for growth, the strides by the first two cohorts have been great. To date, previous participants have averaged a 250% increase in revenues, and more than 40 jobs and seven new locations have been added by the first two cohorts.

More work remains, he said.

"We know that there's gaps that haven't been closed yet, but we're striving to improve," Forness added.

The program for the cohort, said Tom Cullen, director of the LBA and the SBU Innovation Center, included weekly meetings starting around Labor Day, mentorships, and \$5,000 in seed funds.

"Every one dug deep, found out who they are and what they want," he said.

Syntori Collective, led by Balazs Busznyak, is a creative agency which creates content for client firms.

"All of this started with a GoPro and a dream," he said, with his efforts now expanded to 27 states.

Swan Street Florist, owned by Amy Rivera, is a Salamanca-based florist firm which occupies the same space as three prior family generations' business ventures. She said collaborative efforts with other participants are helping her expand the business founded by her mother.

Sarah Blovsky Photography, owned by Sarah Blovsky, is a photography firm focusing on portraiture. She said her love of photography was tied to memories of her father.

"What if that's the only thing you have left of that person, that moment?" she said.

Kelly Design and Development, owned by Brian Kelly, offers firms assistance with web-based services from web design to content creation.

"I could be the change I wanted to be," he said, adding he strives "to make the world better through technology."

Magro Speech Therapy is owned by Marissa Magro. The firm was created, she said, "to put the power back in the hands of parents," and the firm also focuses on advocacy for inclusivity for neurodiversity.

Sorvillo Services, owned by Paul Sorvillo, provides draft beer, ice and refrigeration systems installation and servicing. Sorvillo hopes to expand his offerings with a fruit fly deterrent system he hopes to manufacture and market from Olean.

ZET's Entertainment, owned by Angelica Porcuri, is known for its Italian ice food truck. The firm was founded in June, she said,

Canticle Farm, a nonprofit farm sponsored by the Franciscan Sister of Allegany, was the first nonprofit to be included in the program. Shauna Keesler, president of the Canticle Farm board, said the effort is to develop the "north farm" purchased in 2012 to expand opportunities for area farmers and for Canticle Farm itself as the average produce travels 1,500 miles to the area while up to one in five area children are food insecure.

SheBe Marketing, owned by Shelley Jack, assists businesses with marketing strategy and branding. Jack noted major disparities between women-owned businesses — which make up 42% of all businesses, but account for only 4.3% of revenue and less than 2% of venture capital investments.

"We should care because the data shows that women who run businesses give back more," she said, encouraging other businesses and investors to become allies and treat women-owned businesses fairly.

Marquee Brewing, owned by Cory and Tara Clark, is a spiked seltzer manufacturer based in Portville. Cory Clark noted that, while originally looking to other area communities to open his business, he returned to his hometown and has created a needed community gathering space.

Miss Heidi's Music Studio, a South Dayton-based firm owned by Heidi Howard, provides music instruction, with many students being home-schooled.

Noting her life had been saved by music, "it has the superpower of being able to change your emotions," Howard said. She noted a desire to purchase a former church in her community for performance space for music and drama students.

(Contact City Editor Bob Clark at bclark@oleantimesherald.com.)

Bob Clark

City Editor

Trends and Transitions in Forestry and Lumber-Related Markets

October 27, 2023 [Angela Hallowell](#) | [Jim Damicis](#)



This article originally appeared in the September/October 2023 issue of [Expansion Solutions Magazine](#).

Like all industries, forestry and lumber-related industries are experiencing significant transitions from global and national issues, including climate and related environmental changes, clean and green technology, demand for housing construction, labor market and demographics impacting workforce, and more. These issues are creating both opportunities and challenges. This article examines recent trends in and impacts on the forestry and lumber-related sectors and offers insights into emerging opportunities.

For the purposes of this article, forestry and lumber industries included in this article include services critical to the industry (timber services, logging, and other support services), Sawmills and Wood Product Production, and Pulp and Paper Manufacturing. A detailed list of these industry sectors is provided at the end of this article.

Industry Overview [\[1\]](#)

Establishments

There were approximately 75,000 establishments in the forestry and lumber sector in 2022. Employment is heavily concentrated in the natural resources segment of the sector, with over 45,000 establishments in the logging industry alone and over 16,000 in the forest support services industry. Meanwhile, the lumber and wood products segment accounted for 10,500 business establishments in 2022.

Overall, the number of establishments in the sector dropped by 9% in the last five years and is projected to contract by another 6% through 2027. These reductions are driven by Wood Product Manufacturing and Logging, which lost a combined 8,700 establishments over the last five years.

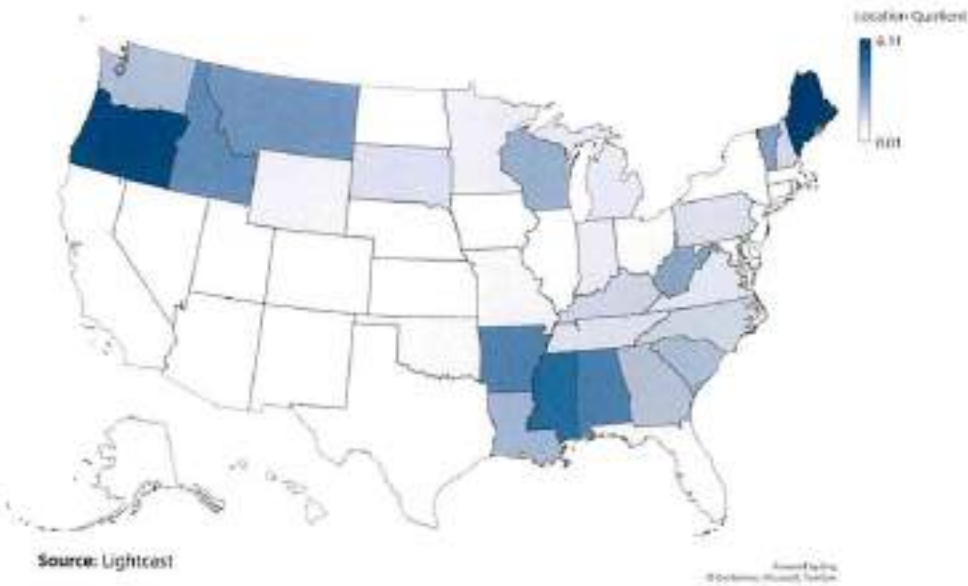
Contractions across the board have been heavily influenced by high levels of foreign competition as the appreciating dollar has made exports less competitive. Other downstream impacts, like the declining production of Paper Mills, have had ripple effects throughout the industry.

Employment

Employment in the sector topped 425,000 in 2022, essentially unchanged from five years prior. Major employment reductions in industries like Paper Mills (-15,100) and Logging (-7,900) were offset by gains in Forest Support Services (+8,700), Sawmills and Wood Production (+8,350), and Prefab Home Manufacturing (+6,550).

Despite relatively stable employment numbers over the last five years, employment is expected to decline by 7% over the next five years (-28,500 jobs). Nearly all sub-industries are expected to see a decline in employment through 2027.

Forestry & Lumber Sector Employment Concentration, 2022



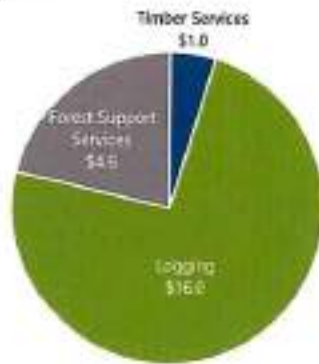
The sector is most concentrated in the Northeast, Pacific Northwest, and Southeast regions in the US. Maine has the highest employment concentration [2] (6.1), followed by Oregon (5.8), Mississippi (4.6), Alabama (3.8), and Arkansas (3.7).

Revenue

The natural resource segment of the sector (Logging, Timber Services, and Forest Support Services) had a total of \$21.6 billion in revenue in 2022, while the lumber and wood products segment had a total of \$153.5 billion.

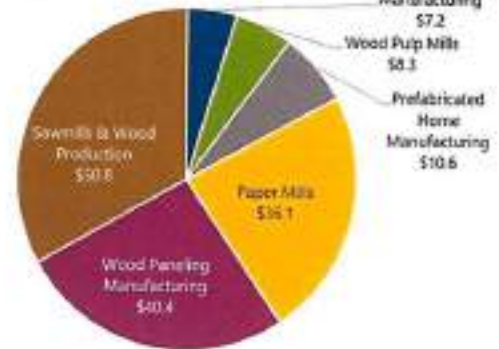
Logging was the largest natural resource industry by revenue, reaching \$16 billion. Meanwhile, Sawmills and Wood Production; Wood Paneling Manufacturing; and Paper Mills together make up 83% of the lumber and wood products segment.

Natural Resources Revenues by Industry (\$Billions), 2022
Total \$21.6 billion



Source: IBISWorld

Lumber & Wood Products Revenues by Industry (\$Billions), 2022
Total \$153.5 billion

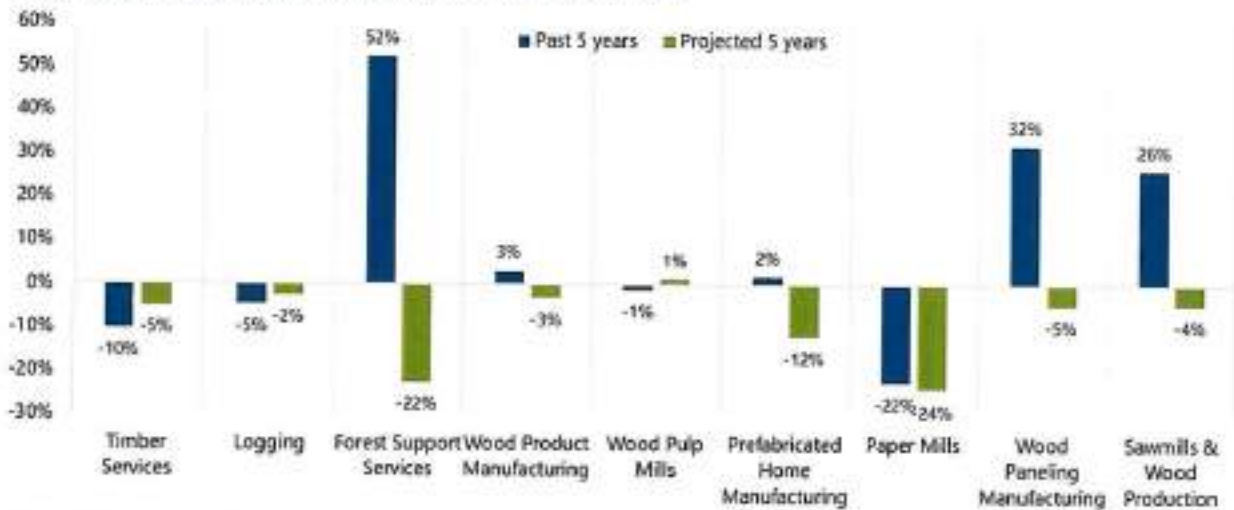


Source: IBISWorld

In the past five years, the forestry and lumber sector's revenue has grown by 7%. Some industries have seen significant declines, including Paper Mills (-22%), Timber Services (-10%), and Logging (-5%).

During this period, losses were fully offset by gains in other industries, such as Forest Support Services (+52%), Wood Paneling Manufacturing (+32%), and Sawmills and Wood Production (+26%). Through 2027, the trend is projected to reverse.

Annual Change in Revenue by Industry, 2017-2022 and 2022-2027



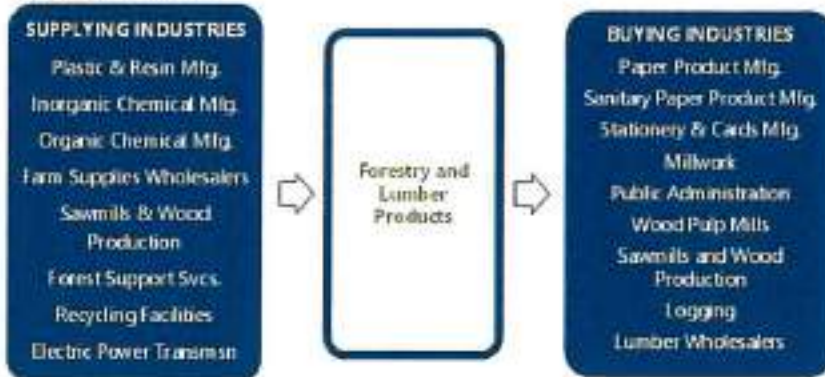
Source: IBISWorld Industry Reports, www.ibisworld.com

The sector's revenue overall is projected to decline by 9% from 2022-2027, totaling a \$15.7 billion decrease. Nearly every sub-industry is projected to see revenues contract, but declines are driven by Paper Mills, which is projected to see the most severe decline in revenue, dipping 24% or \$8.7 billion.

Supply Chain

The forestry and lumber sector has strong intra-industry supply chain linkages, with industries like Sawmills and Wood Production and Forest Support Services being both suppliers and buyers of the industry's products. Other important buyers include Paper Product Manufacturing, Public Administration, Wood Pulp Mills, Logging, and Lumber Wholesalers.

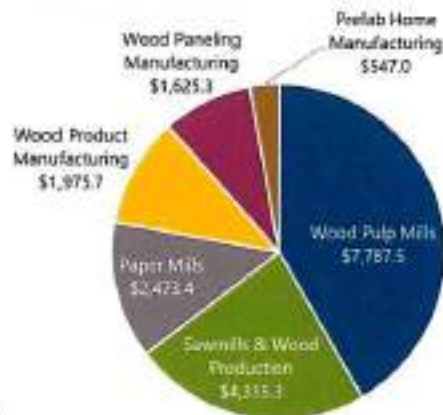
SUPPLY CHAIN LINKS



Exports

Wood Pulp Mills exported \$7.8 billion to foreign partners in 2022, accounting for 38% of all foreign exports in the lumber and wood products segment of the sector. Other major exporting industries include Sawmills and Wood Production (\$4.3 billion) and Paper Mills (\$2.5 billion).

Wood Products Exports by Industry (\$Millions), 2022



Source: IBISWorld

China and Canada are the United States' two largest export partners for the forestry and lumber sector, accounting for

approximately \$4.3 billion and \$3 billion of exports in 2022, respectively. Other nations such as Mexico, Japan, and the United Kingdom represent major trade partners.

Lumber and Wood Product Exports - % by Country Exported To

	Export						
	Value (\$bil)	Canada	China	Mexico	Japan	UK	Other
Logging	\$1.96	16.0%	39.3%		24.8%		19.9%
Wood Pulp Mills	\$7.79		24%	7%	10%		59.3%
Sawmills & Wood Production	\$4.32	21.8%	24.3%	14.1%			39.8%
Paper Mills	\$2.47		23.8%	7.2%	9.7%		59.3%
Wood Product Manufacturing	\$1.98	11.7%				52.6%	35.7%
Wood Paneling Manufacturing	\$1.63	61.8%		19.1%			19.1%
Prefabricated Home Manufacturing	\$0.55	93.0%		1.5%			5.5%

Source: IBSWorld Industry Reports, www.ibsworld.com

Economic Trends Affecting the Industry

There are multiple key economic variables that influence the market performance of the forestry and lumber sector. These include:

- Trade-weighted index
- Price of sawmill lumber
- Housing starts
- Value of residential construction
- Value of private nonresidential construction
- Private spending on home improvements

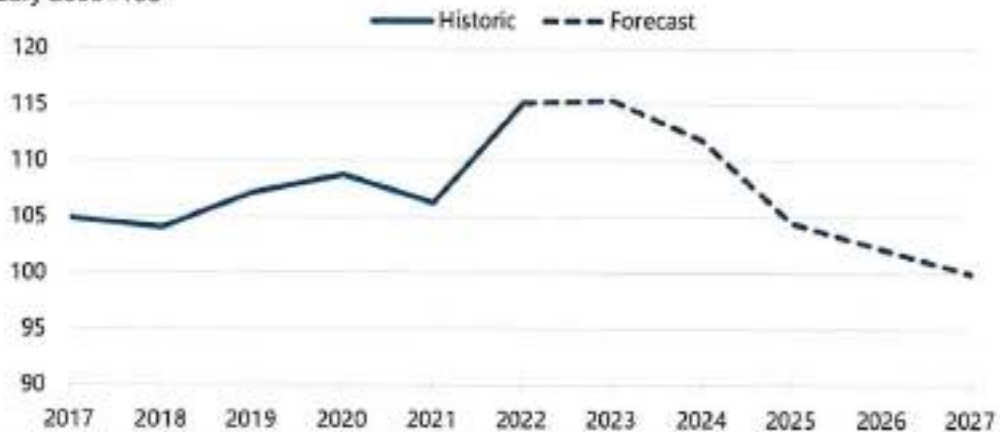
Below is an overview of the strongest drivers of the industry.

Trade-Weighted Index

The Trade-Weighted index, otherwise known as the Nominal Broad US Dollar Index, measures the strength of the US dollar compared to the currency values of the nation's trading partners and is calculated by comparing exchange rates to the magnitude of trade with other nations. When the Trade-Weighted Index is higher, the relative value of the dollar is stronger, meaning exports are less competitive in the global market.

While the index increased in 2022, it is expected to gradually decline through 2027. A lower trade-weighted index in the coming years would improve the competitiveness of the United States' exports, creating further opportunities for the forestry and lumber sector to access international markets.

Trade-Weighted Index
January 2006=100



Source: IBISWorld, based on the Economic Research Division of the Federal Reserve

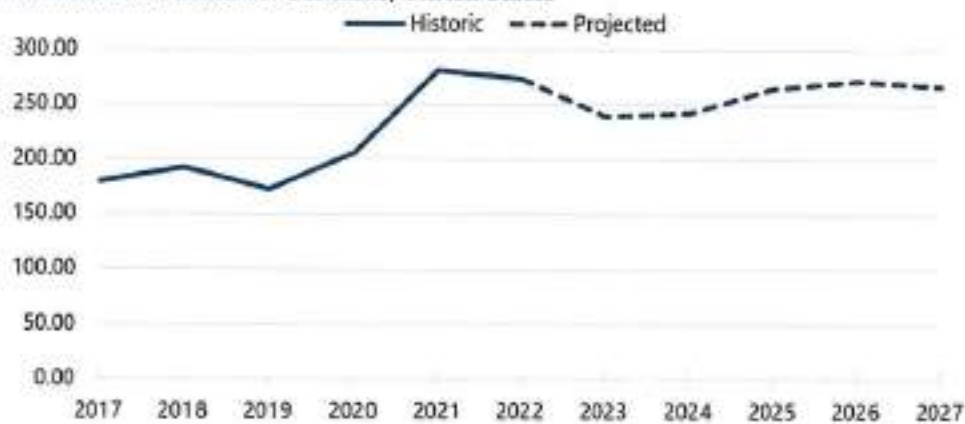
Price of Sawmill Lumber

The price of sawmill lumber has competing impacts on different segments of the forestry and lumber sector. While rising prices serve as a boost to revenues for industries like Logging and Sawmills, it deals a short-term blow to industries like wood product manufacturing that use lumber as a primary input.

The price of sawmill lumber has been somewhat volatile in recent years, spiking through 2021 and growing 52% from 2017-2022. Over the next five years through 2027, prices are expected to

remain somewhat stable, declining slightly by 2%.

Producer Price Index for Sawmills, United States

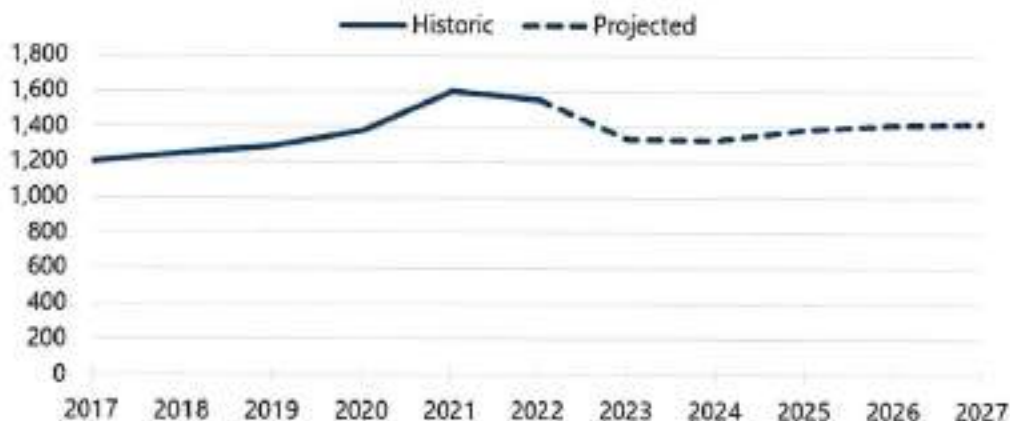


Source: IBISWorld, based on the U.S. Bureau of Labor

Housing Starts

Housing starts represent the number of new privately-owned housing units that started construction during the year, including both single-family and multifamily units. Housing starts are a good indicator of demand for residential building materials and lumber. Housing starts spiked in 2021, reaching 1.6 million units amid the COVID-19 pandemic and favorable borrowing conditions. However, starts are expected to decrease in 2023 and slow in the next five years as the housing market cools. Additionally, high interest rates are creating unfavorable borrowing conditions for homeowners and home builders.

New Private Housing Starts (Thousands), United States



Source: IBISWorld, based on the U.S. Census Bureau

Workforce Trends and Labor Challenges

Workforce is a major challenge to stability and growth in the forestry and lumber-related sectors. In 2022, the top occupation in the sector was Logging Equipment Operators, which accounted for 33,592 jobs and 9% of total employment in the sector in 2022. Individuals who work in this occupation operate a wide range of equipment but tend to operate heavy machinery used in forestry activities. Overall, 95% of Logging Equipment Operators work in forestry and

Top 10 Occupations in the Forestry and Lumber Sector

SOC	Description			2017-2022 Change	% of Total Jobs in Industry Group	Share of Workers in All Sectors	Median Hourly Earnings
		2017	2022				
48-4022	Logging Equipment Operators	16,249	33,592	(2,551) -7.3%	9%	95%	\$21.50
51-7041	Sawing Machine Setters, Operators, and Tenders, Wood	10,900	20,854	(2,046) -6.0%	3%	88%	\$16.04
51-2099	Miscellaneous Assemblers and Fabricators	18,890	25,019	6,150 32.6%	7%	2%	\$17.57
53-7002	Laborers and Freight, Stock, and Material Movers, Hand	21,782	23,135	1,353 6.2%	6%	1%	\$15.01
51-7042	Woodworking Machine Setters, Operators, and Tenders, Except Sawing	22,404	22,030	(374) -1.7%	6%	34%	\$17.35
53-3032	Heavy and Tractor-Trailer Truck Drivers	17,478	17,121	(357) -2.0%	6%	1%	\$28.14
53-7051	Industrial Truck and Tractor Operators	13,600	14,979	1,178 8.5%	4%	2%	\$18.44
51-9198	Paper Goods Machine Setters, Operators, and Tenders	13,529	14,148	(1,301) -8.9%	4%	15%	\$21.55
51-1011	First-Line Supervisors of Production and Operating Workers	11,019	11,503	485 4.4%	3%	2%	\$29.01
45-4011	Forest and Conservation Workers	8,427	8,966	3,339 35.1%	3%	50%	\$14.95

lumber. Source: Lightcast

However, other top occupations are not as concentrated within the sector. In fact, many of the top occupations face significant competition for labor across other industries. These include Laborers and Freight, Stock, and Material Movers or Heavy and Tractor Trailer Truck Drivers, with about 1% of these workers in the forestry and lumber sector.

Heavy and Tractor-Trailer Truck Drivers, for example, were the sixth-most in-demand occupation over the last 60 months^[3], with over 4 million unique job postings. Laborers and Freight, Stock, and Material Movers represented the eighth-most in-demand occupation during the same time period, with 3.4 million unique job postings. This being said, the forestry and lumber sector faces steep labor competition for its top occupations and likely will continue to struggle to fill these roles in the near future.

Challenges and New Horizons in Forestry and Lumber Products

The forestry and lumber sector will face various challenges in the next several years, which it will need to overcome in order to see growth.

- **Projected Revenue Declines:** Revenues are projected to decline through 2027, driven by steep contractions in Paper Mills (\$8.7 billion). Revenue for **Paper Mills** has been on a steep downward trend nationally for the past 15 years, falling from \$75.8 billion in 2005 to \$36.1 billion in 2022. Rising e-commerce, online business operations, and global competition have threatened the industry's performance, prompting diversification of products. Other key industries like **Sawmills and Wood Production** have seen rising success in recent years thanks to new construction fueled by COVID-19. However, rising interest rates, declining housing starts, and trade disagreements between the US, Mexico, and Canada will hamper future growth in the coming years.
- **Workforce:** As explored above, the sector is expected to increasingly rely on occupations that face significant labor competition, such as Heavy and Tractor Trailer Truck Drivers, Freight and Material Movers, various machine operators, and more. Not only will businesses within the forestry and lumber sector compete for these workers, but they will also compete with many other sectors throughout the economy for these highly transferable workers and skills.
- **Climate Change:** Changing climate will impact the way forestry operations are able to be undertaken in the future. Warmer winters will lead to shorter time periods where logging trucks can operate on frozen logging roads. Other impacts include wildfires and storms, new invasive species and insect outbreaks, and more.

Despite these challenges, several new opportunities exist on the horizon for the forestry and lumber sectors.

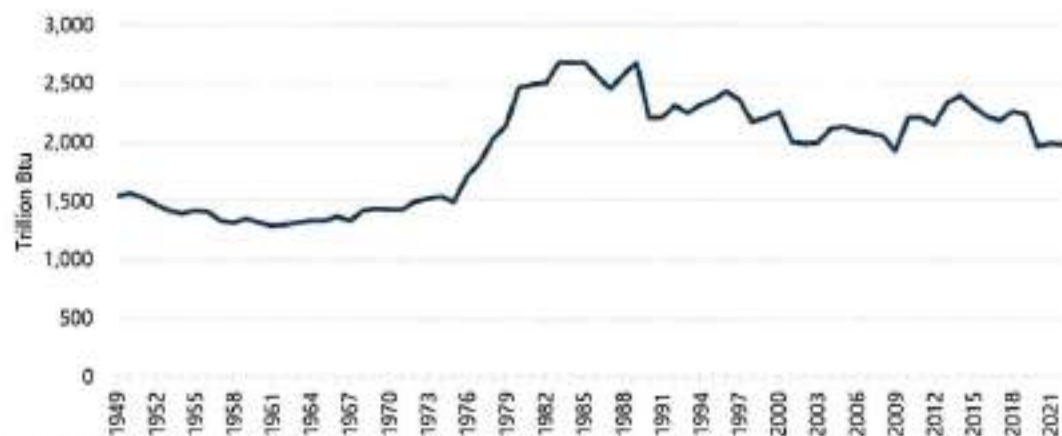
- **Mass Timber, Structural Round Timber, and Cross-Laminated Timber:** Mass Timber is a new category of wood product, comprised of multiple solid wood panels nailed or glued together, which provide exceptional strength and stability. It's a strong, low-carbon alternative to concrete and steel. Mass timber includes cross-laminated timber (CLT), nail-laminated timber, glulam, mass plywood panels, dowel-laminated timber, and laminated veneer lumber. It can be used in a range of construction, including mid-rise construction common in so many New England cities. Structural Round Timber (SRT) is mass timber that uses minimally processed whole trees for the construction market. SRT is 50% stronger than a milled piece of lumber of the same diameter, with a weight-to-strength ratio equal to steel in tension[4]. What is more, because the outer fibers of the tree are left intact when fabricated for SRT applications, the variability curve for this structural material is closer to that of steel than milled wood. It is a more predictable material when left un-milled, and thus a wide range of often less marketable or lower value species can be sold to high-value applications at very attractive prices that represent a significant value uplift for local timber suppliers[5].

Currently, mass timber is more commonly used in the Midwest and Pacific Northwest, though recent activity, including in Maine, is occurring in the Northeast.

- **Nanocellulose and Cellulosic Fiber:** Cellulose and nanocellulose are derived from natural materials, including wood pulp. They have a wide array of potential applications and can be used to create materials with high strength but low weight. Additionally, they can be made from lower-quality wood that cannot be used for lumber or furniture. The US Forest Service notes that nanocellulose has the potential to be used in applications spanning from concrete reinforcement, electronic components, food preservation, and more.[6]
- **Biomass and Biofuels:** Wood biomass offers a renewable, less carbon-intensive alternative to fossil fuels and other biomass and biofuels. Interest in woody biofuel has gained traction in recent years as new technologies have improved the efficiency of wood fuels. These include wood pellets and compressed wood bricks, which can be made with wood by-products like wood chips and sawdust and burn with higher efficiency and

lower particle emissions. In 2022, about 2.1% of US annual total energy consumption was from wood and wood waste — bark, sawdust, wood chips, wood scrap, and paper mill residues.^[7] Wood biomass accounted for approximately 2,000 trillion BTU of energy consumption in 2022, approximately 15% of overall renewable energy consumption in the United States. Wood biomass consumption expanded in the 1970s and 1980s and has remained around 2,000 trillion BTU per year in the last two decades.

Total Wood Biomass Consumption in the United States



Source: U.S. Energy Information Administration

Takeaways for Business and Economic Developers

Focusing on forest and lumber products for targeted business and economic development is not for every area. A region must have reasonable proximity to forest land.

However, while the Northeast, Pacific Northwest, and Southeast have high concentrations for forest land, other areas of the country have some forest areas and/or proximity to lumber and wood-related product inputs.

In supporting and growing opportunities in these sectors economic and business developers should:

- Develop industry-driven workforce initiatives to bring new people into the workforce, given the importance of workforce and its existing challenges. Commit to training through the development of apprenticeships and recruitment of participants, including among non-traditional populations. Community colleges are the most typical source of apprentices in these industries but other models exist as well.
- Develop and foster partnerships among industry and research and development entities, including university research centers. Innovations in the use of wood for advanced materials, mass construction, and energy are occurring rapidly. This changes markets and creates new opportunities.
- Work with industry groups in both the wood and forest product industries but also in the Greentech and clean energy fields. Funding support at all levels is increasing in both of these fields.
- Support existing industry using B2B development through market analysis and trade show support. A list of suggested trades shows is indicated in the following table:

Product Trade Shows

<u>Sector for Show</u>	<u>Name of Show</u>
Machinery and Equipment	Forest Products Machinery and Equipment Expo
Machinery and Materials	Holz-Handwerk
Millwork	Timber Processing and Energy Expo (TP&EE)
Pulp and Paper	Fastmarkets Forest Products North America Conference
Timber	International Mass Timber Conference
Woodworking	AWFS Fair
Woodworking	International Woodworking Fair (IWF)
Woodworking	IWPA World of Wood Convention
Woodworking	Ligna Hannover: World Trade Fair
Woodworking	Wood Pro Expo Illinois
Woodworking	Wood Pro Expo Lancaster

Industries Included in this Analysis

Code	Title	Description
11311	Timber Services	Manage timber lands and sell timber to downstream wood, pulp, and paper producers
11331	Logging	Cut/fell trees to produce sawlogs for use in sawmills and pulp mills
11531	Forest Support Services	Assist downstream timber and logging operators in timber valuation, forestry
32111	Sawmills & Wood Production	Saw dimension lumber, boards, beams, bolts, poles, shingles, siding, and wood chips from logs; also, chemically treat lumber to preserve and protect it from fire
32121	Wood Paneling Manufacturing	Manufacture veneer, plywood, engineered wood, or reconstituted wood products
32199a	Prefabricated Home Manufacturing	Produce manufactured (mobile) and modular (prefabricated) homes and buildings
32199b	Wood Product Manufacturing	Includes wood product manufacturing not produced by sawmills or by manufacturers of veneer, engineered wood, millwork, and mobile homes; also includes wood ladders, cabinets, kitchenware, broom handles, kiln-dried lumber, reels, and toothpicks
32211	Wood Pulp Mills	Manufacture pulp without processing it into paper or paperboard
32212	Paper Mills	Manufacture paper from pulp

Source: IBISWorld

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[1] Unless otherwise noted, data for this section is derived from forestry and lumber economic performance from IBIS World Industry Reports, www.ibisworld.com. Data is for 2022 and represents 12-month data unless otherwise specified.

[2] Concentration is measured by location quotient (LQ), which compares the concentration of employment in an industry within a state to the overall concentration of the industry's employment nationally. Values greater than 1.0 indicate that the industry is more concentrated in the state than on the national level.

[3] June 2018-June 2023

[4] Research conducted at the USDA Forest Products Laboratory (Madison, WI) indicates the superior strength of un-milled timbers. SDRT are 50% stronger in bending than an equivalent square section of milled lumber (Wolfe, 2000)

[5] Manufacturing Facility Feasibility Analysis, November 2022, Camoin Associates prepared for the Town of Ashland, ME, and Original Mass Timber Maine (OMTMaine)

[6] Murray, Lara and Androff, Amy. "The Greener World of Tomorrow: Build with Revolutionary Wood Products," US Forest Service. 21 Oct 2021.

[7] Monthly Energy Review, April 2023, U.S. Energy Information Administration

The Growth, Decline, and Rebirth of the American Shopping Mall: Part 2

November 13, 2023 [Karen Meier](#)

This article is the second installment in a four-part series examining the role and importance of the shopping mall within the US economy and their popularity, decline, and revival. [Read the first article in the series, published in October 2023.](#)

Welcome to the second chapter of my in-depth four-part series exploring the ever-evolving landscape of the American shopping mall. In this edition, I'll build on the historical context provided in the first article and shift the focus to individual malls that have undergone incredible transformations, evolving into thriving hubs for community engagement, economic rejuvenation, and adaptive innovation.

In my previous article, I mentioned the shopping malls in my hometown of Richmond, VA, and how they are undergoing redevelopment to remain relevant in the evolving retail landscape. While remarkable shopping mall redevelopment projects are underway across the United States, this article features one of the malls in my local area. My personal connection to this mall and witnessing its recent transformation initially sparked my interest in exploring this topic in more detail.

Regency Square Mall: Peak, Downturn, and

Revival



"[Regency Mall](#)" by [Mike Kalasnik](#) is licensed under [CC BY-SA 2.0](#)

Regency Square Mall, located in Henrico County, VA, opened its doors in 1975. Spanning 850,000 square feet across two levels, this enclosed shopping mall welcomed shoppers with anchor stores like JCPenney, Sears, Miller & Rhoads, and Thalhimers (later acquired by Hecht's in 1990 and then converted to Macy's in 2006). In 1987, the mall added a food court, and in 2003, a children's play area.

Throughout the 1980s and 1990s, Regency Square Mall was more than just a shopping destination; it was a social epicenter. Families and friends could spend entire days hanging out, shopping, dining, and enjoying entertainment, and it thrived with over [70 retailers](#) at its peak.

As the retail landscape transformed and online shopping gained ground, Regency Square Mall encountered challenges, echoing a nationwide trend known as the "Death of the American Mall," including:

- The opening of nearby outdoor malls in 2003, such as Short Pump Town Center and Stony Point Fashion Park, intensified competition.
- In spring 2016, Macy's closed both stores at Regency Square. Then Sears closed in summer 2017 and JCPenney in fall 2020 leaving the mall without its anchor tenants.
- Signs of wear and tear emerged due to declining foot traffic, fewer stores, and vacant storefronts.

But in 2015, Regency Square Mall's story took a new turn when Thalhimers Realty Partners and The Rebke Company [acquired it for \\$13.1 million](#) and embarked on an ambitious [\\$30 million renovation plan](#).

Today, there is renewed hope for Regency Square Mall with redevelopment projects in progress that aim to breathe new life into the spaces where major retailers once thrived. By repurposing and diversifying the space, Regency Square Mall is striving to redefine its role in the Richmond community. Let's take a closer look at this transformation and how these spots are discovering new life and purpose.

A Student, Construction Worker, and Nurse Walk Into a Shopping Mall



Every day Camoin Associates' engagement professionals hear from business executives about their industry's urgent workforce availability and training needs. It's a topic that resonates with many businesses seeking diversification and growth. The recent transformation of part of Regency Square Mall into an [adult education center in 2023](#) is directly addressing this vital concern.

Repurposing abandoned shopping mall spaces into adult education centers breathes new life into neglected structures and reinvigorates economies. These once-bustling storefronts, now transformed, will serve as hubs for diverse adult education programs, including vocational training, workforce development, adult literacy classes, and continuing education courses. At Regency Square Mall, these repurposed storefronts are arranged around a common area on the lower level outside of the former JCPenney's where students can collaborate on projects or socialize. The mall's strategic location also offers students the convenience of dining and shopping in the same area.

These adult education centers promote inclusivity, encouraging individuals of all backgrounds and ages to continue their learning path and develop marketable, in-demand skills. By adapting empty mall space into adult education centers, communities gain access to a wealth of opportunities for skill enhancement, career progression, and personal enrichment.

Among the career-related Henrico County Public Schools (adult education courses) offered are:

- Virginia Pharmacy Technician Program
- Medical Billing and Coding
- Computer Literacy
- Woodworking
- Practical Nursing Program
- Basic Furniture Reupholstery
- ServSafe Manager and Food Handler
- Virginia Principles of Real Estate

Grand Opening of the Adult Education Center at Regency

Entertainment Beyond Shopping and a Movie



Introducing new entertainment options to vacant shopping mall spaces plays a pivotal role in fostering economic growth and revitalization. It transforms neglected structures into vibrant hubs, attracting locals and visitors, generating foot traffic, and luring a wide range of businesses, from retail to dining establishments. This stimulates spending and job creation in the leisure and hospitality sectors. Diversifying the spaces beyond shopping fosters a sense of community, encourages longer stays, and cultivates a dynamic environment.

Several new entertainment options have transformed vacant stores and the spacious upper and lower sections left vacant by Macy's at Regency Square Mall.

- Surge, an indoor trampoline park, [opened in 2020](#).
- Riddle Me This Escape Room, an immersive game of real life adventure, where players will have 60 minutes to find hidden clues and solve puzzles to complete a mission, [opened in 2019](#).
- NOVA of Virginia Aquatics swimming program [opened in 2021](#).
- A pickleball venue from Performance Pickleball RVA has plans to open [in 2023](#).

Permanent Sleepover in the Shopping Mall



The closure of Sears in 2017 dealt another major blow to Regency Square Mall. Developers were initially uncertain about what to do with the space but have since demolished it and replaced it with a 320-unit apartment complex, The Rise at Regency.

Converting vacant mall spaces into housing is a powerful tool for driving economic growth, revitalizing communities, and creating thriving, mixed-use environments. These renovations breathe new life into otherwise underutilized areas, boost property values, increase property tax revenue, and generate local economic activity.

By creating residential spaces within or near commercial districts, the local economy gains a steady influx of residents who not only contribute to the vitality of the area but also support nearby businesses, restaurants, and services.

A Broader Perspective: Shopping Mall Development Across the Nation

While Regency Square Mall's transformation is inspiring, it's not an isolated success story. Similar mall redevelopment projects are happening across the United States, each with its own unique vision. The list below highlights a few of the many malls that are now reemerging as vital community hubs.

Education Center Redevelopments

Iowa: Des Moines Area Community College opened a 65,000-square-foot Center for Career and Professional Development where JCPenney once operated.

Texas: Austin Community College has transformed the former Highland Mall in Austin into an open-plan learning lab where students can access classes and academic help in the same space, helping them to succeed and persist in their studies.

Michigan: Grand Rapids Community College (GRCC) has transformed a former JCPenney store in The Shops at Westshore Mall into a new 52,000-square-foot Lakeshore Campus in Holland, consolidating classes, resources, and programs that were previously offered at four different locations over the past two decades.

New York State: A group of teens are participating in a program that provides job training and hands-on internships with stores at the Palisades Center Mall in West Nyack. The program, called Promoting the Acquisition of Lifelong Skills (PALS), helps students develop "soft skills," such as communication and critical thinking, while giving them the opportunity to explore potential career interests through internships.

"Mall to Medicine" Redevelopments

Tennessee: Vanderbilt University Medical Center has leased more than half of Nashville's 100 Oaks Mall to expand its facilities, adding approximately 440,000 square feet for outpatient clinics, offices, a fitness center, and a childcare center, providing convenient access to medical services and easing congestion at their main campus.

New York State: UR Medicine plans to build a \$240 million, 330,000-square-foot orthopedic center in the former Sears space at The Marketplace Mall in Henrietta featuring exam rooms, operating rooms, and therapy, sports training, and wellness services.

Georgia: Emory Healthcare is set to lease 224,000 square feet of space at the struggling Northlake Mall in Atlanta making it part of the mall's transformation that includes new retail outlets and restaurants.

Texas: The former Sears location at Red Bird Mall in Dallas will be transformed into a 154,000-square-foot UT Southwestern Medical Center outpatient facility, offering nationally ranked cardiology, cancer, neurology care, and other health services to the local community.

Entertainment Venue Redevelopments

New Jersey: Dave & Buster's has transformed part of the Sears space at the Willowbrook shopping center in Wayne into a bar, restaurant, and game arcade, drawing millennials and offering entertainment for both adults and kids.

Pennsylvania: Park City Center in Lancaster will fill the entire 77,380 square feet of a former Sears' main floor with an entertainment venue called Round1, featuring bowling, arcade games, billiards, karaoke, ping pong, darts, and more.

Ohio: Scene75 is set to open its largest location at the Mall at Tuttle Crossing in Dublin offering a 225,000-square-foot indoor entertainment center with a wide range of attractions, including an indoor roller coaster, go-karts, laser tag, arcade games, and more, along with a themed restaurant and bars.

Michigan: High Caliber Karting and Entertainment has transformed an 80,000-square-foot space within the Meridian Mall in Okemos into an indoor entertainment center, offering go-kart racing, ax throwing, an arcade, pocket soccer, and a bistro and bar, with a focus on creating a clean adult entertainment venue while appealing to kids as well.

Multi-Family Residential Housing Redevelopments

Rhode Island: The Arcade Providence, the nation's oldest indoor shopping mall built 188 years ago in Providence has [transformed its shops into 48 micro-apartments](#) catering to the growing number of single people living in cities.

Washington: A former shopping mall in Lynnwood, north of Seattle is being [transformed into the Avalon Alderwood Place, a 300-unit apartment complex](#), reflecting the shift in focus from traditional retail to housing.

Illinois: Westfield Old Orchard Mall in Skokie [has revealed plans for a major redevelopment](#) that will include modern residences, additional retail spaces, health and wellness amenities, and a public park for local events. The project is expected to begin in 2024, with opening phases scheduled for 2026.

Pennsylvania: Construction is set to commence on [approximately 600 luxury apartments at the former Boscov's location near the Oxford Valley Mall in Langhorne](#). The development project is expected to attract young professionals and older adults to the business-oriented area, with four-story buildings planned for construction.

Next month, in the third article in this series, I will take a closer look at the redevelopment of another Richmond-area mall that is also being repurposed. I will also share examples from similar projects across the nation, continuing to show how malls are changing and helping communities and economies.

Salamanca Press

RocketCup Coffee set to revitalize the world from Cattaraugus

- By DEB EVERTS Press Reporter



RocketCup Coffee Company was started about a year ago by co-founders Tom Cullen (left), Steve McClain and MacKenzie Bush (not pictured). Their mission is to revitalize the world by supporting great projects through their specialty coffee.

CATTARAUGUS — A new business in the village, RocketCup Coffee Company at 18 N. Main St., is making an impact from the local community it serves to students in Ecuador.

Co-founders Tom Cullen, Steve McClain and MacKenzie Bush are on a mission to revitalize the world through their specialty coffee. With their slogan in mind, "Drink Coffee. Revitalize the World," they craft premium coffee that supports their efforts to make the world a better place environmentally, emotionally and economically.

RocketCup's mission is to revitalize the world by supporting great projects. Cullen said they have chosen several local projects and RocketCup's first international project, Mission Revitalize the World, providing computers to an elementary school in Tulipe, Ecuador.

"Our belief is if we can inspire one person to do something, then it will inspire the next person. We're trying to create a lot of sparks that will help progress grow," he said. "If you look at the village here, the renaissance is happening. Five new businesses have started up in this village within the last few months."

Lovers of RocketCup's fine coffee can subscribe online at rocketcupcoffee.com to order the specialty blends, available in beans or ground, that are mailed directly to their homes. A dollar from every bag sold goes directly toward community projects around the world. RocketCup Coffee also gives \$1,000 launch grants to people around the world to help do revitalization projects in their communities.

In addition, RocketCup is also focused on creating and providing high-quality coffee for wholesale customers to serve in their office buildings as well as other cafés, restaurants and bars.

Cullen said the building where they are headquartered is their first big revitalization project. He said the building is a hub where they package the coffee and ship it out. It's also where they conduct their research and development. Their business customers come there to learn how to use the equipment, brew coffee better and about taste-testings.

The café is an extension of the coffee business. The space has been beautifully redone with trendy, exposed brick walls that display local art from watercolorist Robin Clark and photographer Michael Weishan. Local musicians come occasionally to perform.

"People can join our Mug Club, choose a mug and hang out at the café to support a project," Cullen said. "The mugs are all handmade by local potters Elliott Hutten of Hog-Shed Studio Pottery, Eric Holbein of New Albion Clay Works and Ed Doherty of Horn Hill Pottery."

TO FIND the finest coffee beans to produce their premium-grade coffee, the trio went to three farms in Brazil, Honduras and Colombia where they did hundreds of tastings and found specific coffees that they really loved. Then they took those three beans and blended them to create their own unique blends.

According to Cullen, coffee is one of the biggest commodities in the world, claiming 73% of people have drunk coffee in the last 24 hours. It touches people in all parts of the world from the poorest to the wealthiest, he said, and is also a social thing because it brings people together. It's healthy and brings energy and vitality to those who drink it, he said.

"Coffee is the perfect thing to help us get the word out and help grow our mission of revitalizing the world," he said. "We are starting here in Western New York and we ship our beans across the country every day."

Originally from Cattaraugus, Cullen returned about five years ago after living in Chicago for 18 years. Upon his return, he was determined to bring new life into the community and area. He had a business in Chicago and sold it before moving back, but he knew he wanted to get into the coffee business.

McClain hails from Olean and Bush lives in Orchard Park. Cullen said the three of them met while helping to set up Laine Business Accelerator, which is a program designed to support entrepreneurs in growing their businesses.

The trio started their wholesale coffee business about a year ago, then opened the café Oct. 21 to promote their business locally. Cullen said the café has been very well-received by the community.

"Our community has been amazing. The support has been incredible. We feel very grateful," he said. "I think when people come in here they get a vibe; they get a feeling for who we are and what we have to offer. The café is part of revitalizing the community because people have a place to meet and connect."

For more details about RocketCup or to place an order, visit online at rocketcupcoffee.com or email hello@rocketcupcoffee.com. A phone number will be available soon.

(Contact press reporter Deb Everts at salpressdeb@gmail.com)

Report Outlines Risks to Grid Reliability

NYISO's 2023-2032 *Comprehensive Reliability Plan (CRP)*, which sets forth a plan for the bulk electric system over a 10-year horizon, finds growing risks to reliability on the grid, including: generator deactivations, extreme weather, uncertain demand trends due to electrification, and slow or delayed development of new generation resources.



Changing Conditions

- ✓ The grid is undergoing unprecedented transformation. **The pace of fossil generator retirements exceeds the pace of new resource additions.** Further, **the intermittency of new, cleaner resources** makes the continual balance of supply and demand more challenging.
- ✓ **Growth in demand, driven by electrification of heating, cooking, and transportation, is forecasted to have profound impacts** on how the grid operates. If demand grows at a rate greater than the build-out of generation and transmission, deficiencies could arise throughout the ten-year horizon.
- ✓ **The ability to serve forecasted demand in New York will be more challenging as the grid transforms from a summer to a winter-peaking system within 10 years.** Deficiencies arise as early as winter 2027-28 for an extreme winter cold snap coupled with a gas supply shortage.
- ✓ **The reliance on dual-fuel resources will increase** into the next decade to support winter system reliability.



Added Risks

- ✓ **Added demand from new, large industrial customers** (microchip fabrication and data centers, primarily in western and central New York) **creates the potential for a statewide resource deficiency** within the planning period.
- ✓ **New York Power Authority's small natural gas plants will be phased out by December 2030**, as directed by recent legislation. This will impact already thin reliability margins in New York City without additional resources to take their place.
- ✓ **Extreme weather conditions** such as heatwaves, cold snaps, and storms, pose additional threats to reliability in the absence of more resources, especially in New York City.
- ✓ **Planning for more extreme system conditions** of heatwaves, cold snaps, and fuel availability is currently beyond established reliability design criteria.
- ✓ **The NYISO's quarterly Short-Term Assessments of Reliability** will continue to provide timely analysis of evolving risks to the grid.

Report Outlines Risks to Grid Reliability

Road to 2040 Reliability



NYISO-administered wholesale electricity markets are an important, **proven tool** to mitigate risks by leveraging appropriate price signals for new market entry and retention of resources that assist in maintaining reliability.



Significant public and private investment in research and development will be required to identify the most efficient, cost-effective, emissions-free technologies.

Significant resource development will be required to achieve CLCPA energy targets. The installed capacity to meet policy objectives is projected to triple by 2040, while the system will need to be more resilient to the impacts of severe weather.



**111-124 Gigawatts
NEEDED BY 2040**



Additional transmission investment is necessary to deliver renewable energy across the state and address constraints. Delays in the planned 2026 in-service date for **Champlain Hudson Power Express**, bringing 1,250 MW clean power from Hydro Quebec to NYC, would impact reliability as early as 2026.

In addition to supplying energy, many fossil generators provide reliability services that are essential to keep the grid in continuous balance. As fossil generators deactivate, the reliability services they provide must be identified and replaced.



Follow NYISO Continued Reporting

- ✓ The NYISO will continue to assess the reliability of the bulk grid through the **quarterly Short-Term Assessment of Reliability (STAR)**.
- ✓ In 2024 our **Reliability Needs Assessment (RNA)** will cover the study period through 2034

Essential Role of Competitive Markets

Markets shift the risk of investment from consumers to electricity suppliers.

The NYISO is leading the way in innovating market design to drive and incentivize:

- » **New technologies** such as: advanced nuclear, long-duration storage, hydrogen-fueled generators, and other emissions-free resources.
- » **Grid reliability services** such as operating reserves, ramping, regulation, voltage support, and black start.
- » **Balancing the intermittency** of renewable generation.
- » **Increased energy efficiency** and programs that reduce demand, especially when it is most critical for system reliability.



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 **New York ISO**
Independent System Operator

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Dem governor withdraws electric vehicle mandate in stunning blow to environmentalists

'Common sense has prevailed,' says Connecticut Senate GOP leader



By [Thomas Catenacci](#) Fox News

Published November 28, 2023 2:38pm EST

[Nobody wins in this push for electric vehicles besides China: Lisa Boothe](#)

"The Big Weekend Show" co-hosts weigh in on Transportation Secretary Pete Buttigieg admitting to a shortage of EV chargers amid the United Auto Workers strike.

[Democrat Connecticut Gov. Ned Lamont](#) is withdrawing his plan to mandate future electric vehicle (EV) purchases after the proposal received bipartisan pushback from lawmakers on a key legislative panel.

Lamont ultimately pulled the proposal just four months after unveiling it and characterizing it as "decisive action to meet our climate pollution reduction targets." In July, Lamont unveiled the proposal, tethering Connecticut's [emissions standards to those set in California](#), which mandates that every passenger vehicle sold is electric by 2035, the most aggressive target of its kind nationwide.

"Common sense has prevailed," Connecticut Senate Republican Leader Kevin Kelly said in a statement. "The Governor's decision to withdraw the regulations is a reasoned approach to address the growing concerns raised by working and middle-class families. Adopting California emission standards which ban the sale of gas-powered cars is a substantial policy shift which must be decided by the General Assembly."

"There are too many questions regarding the capacity of our electric grid, the cost and location of grid improvements, and the negative impact on urban, rural and working poor families," Kelly added. "More than 90% of our pollution comes from outside the control of Connecticut. We need a national – and international – approach to improve our air quality. A state-by-state strategy will only prolong the attainment of cleaner air."

NEW REPORT UNMASKS TRUE COSTS OF ELECTRIC VEHICLE MANDATES: 'REMAIN MORE EXPENSIVE'



"Connecticut and our neighboring states are taking decisive action to meet our climate pollution reduction targets," Democrat Connecticut Gov. Ned Lamont said after releasing the proposal in July. (AP Photo / Jessica Hill / File)

Kelly is one of the Republican members of the Connecticut General Assembly's 14-member bicameral Legislative Regulation Review Committee, which is tasked with approving regulations proposed by state agencies.

The GOP minority leader and other Republicans on the panel led opposition to the proposed EV mandate over the last several months. After Democrats on the committee voiced concerns with the regulations, Lamont ultimately pulled the proposal from the agenda of a committee hearing Tuesday, when lawmakers were set to vote on it.

BEIJING-BACKED GREEN ENERGY FIRM IS EXPANDING IN US, POSING SERIOUS NATIONAL SECURITY RISK: REPORT

"This is a prudent step," said Connecticut state Sen. John Kissel, the panel's GOP co-chair. "The people's elected representatives are the ones who should be making this decision. Something so life-changing – something that will take our choice away – needs to be decided by the full state legislature."

"Ask anyone on a Main Street anywhere in Connecticut those questions," he added. "They will tell you that they – the people – should get to decide. It should be the people's choice. The people of Connecticut deserve credit for speaking out. I thank my colleagues on the committee – and the governor – for withdrawing these regulations."

Another Republican on the panel, state Sen. Paul Cicarella, said Democrats realized "there was no plan to implement" the EV mandate proposed by Lamont.



Opponents of Lamont's proposal said Connecticut lacks the proper charging infrastructure to support a future EV mandate. (Eric Thayer / Bloomberg via Getty Images / File)

In addition to the EV mandate mirroring California's regulations, under Lamont's proposal released in July, 75% of trucks and buses would need to be electric by 2035. The passenger car mandate was enabled by a bill passed by the Connecticut legislature in 2003 that ties the state's clean air rules to California's program. The latter mandate impacting trucks and buses was enabled by the 2022 Connecticut Clean Air Act.

Last year, the Environmental Protection Agency reinstated California's authority under the Clean Air Act to implement its own emission standards and electric vehicle sales mandates, allowing other states to also adopt California's rules. The state then approved its 2035 mandate, which states such as New Mexico and New Jersey have followed.

BIDEN'S AMBITIOUS EV PLANS COULD MAKE US MORE DEPENDENT ON CHINESE SUPPLY CHAINS, EXPERTS WARN

Lamont's decision to halt the proposal marks a setback for the EV industry and is an unexpected blow to environmentalists who have advocated for such mandates nationwide. Democrats have dominated control of the Connecticut General Assembly for years and maintain a large majority in both the state Senate and House of Representatives.

"The Committee's failure to advance these regulations aligns Connecticut's environmental policy with that of Alabama, Mississippi and West Virginia rather than Massachusetts, New York, Rhode Island and the dozen other states we've been proud to call our clean air partners," Charles Rothenberger, climate and energy attorney with Connecticut-based Save the Sound, told Fox News Digital.

"Unfortunately, we will now lose one more critical year in which the environmental, health and economic benefits of this program are not enjoyed by Connecticut's residents," Rothenberger said. "And there will be less consumer access to cutting-edge, low-cost clean vehicles as these vehicles are shipped elsewhere."



California Gov. Gavin Newsom's administration implemented a 2035 EV mandate after the EPA reinstated his state's authority to implement its own emission standards. The move also allowed other states to mirror the aggressive regulations. (Patrick T. Fallon / AFP via Getty Images / File)

The Sierra Club Connecticut, Conservation Law Foundation, Acadia Center, Union of Concerned Scientists, Nature Conservancy, Environment Connecticut and Connecticut League of Conservation Voters also ripped Lamont's action Tuesday.

"It is outrageous that members of the regulations review committee overstepped their bounds to roll back environmental progress and block important clean air regulations," said Lori Brown, executive director of the Connecticut League of Conservation Voters. "If our state fails to move forward, it will be due to partisan politics and not what is best for the people of Connecticut."

MORE THAN 3,000 AUTO DEALERS SIGN LETTER OPPOSING BIDEN'S ELECTRIC VEHICLE MANDATE

The environmentalists also blamed the fossil fuel industry for waging a lobbying campaign in Connecticut to block the mandate from passing the committee.

But energy industry and right-leaning groups in the state praised the failure of the proposal to move forward as a win for consumers.



This image shows a charging station on the Merritt Parkway in Connecticut. (Andrew Holbrooke / Corbis via Getty Images / File)

"This is a victory for consumers who would have paid a big price tag for the state's efforts to ban gas-powered cars and trucks in the future," said Connecticut Energy Marketers Association President Chris Herb. "However, the battle may not be over. It's unclear what

could happen next, but CEMA will continue to be vigilant in our opposition to this reckless policy. This is too much too fast, and we are not ready for an EV-only future."

According to the group, the plan may effectively be killed, replaced with a watered-down version or be put up for a vote in the state legislature.

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"This is a victory for Connecticut's people, who have the right to choose what cars and trucks they will drive – especially when there's been no showing these burdensome, expensive regulations would actually improve the environment," Carol Platt Liebau, the president of conservative Connecticut think tank Yankee Institute, said in a statement to Fox News Digital.

"People overwhelmingly opposed the regulations because they would have placed significant costs on our state's consumers and businesses and strained our energy infrastructure, without providing the global environmental benefits proponents claim. Innovation, developing technology and individual choice in the marketplace should guide car and truck sales in Connecticut – not government mandates."

Lamont's office didn't respond to multiple requests for comment.

Thomas Catenacci is a politics writer for Fox News Digital.



Southern Tier's natural gas eyed for extraction (again)

By David Lombardo Published On: December 5th, 2023 Categories: Capitol Notes, Capitol Pressroom

Nearly nine years after the state officially put the kibosh on controversial fracking plans for the Southern Tier, a business with ties to the fossil fuel industry is offering a new – potentially environmentally friendly – process of getting New York's methane and turning it into power.

Southern Tier Solutions is hoping to secure at least 100,000 acres of land in Broome, Chemung, and Tioga counties, with the long-term goal of landing 1 million acres, which they would develop for "closed-loop drilling" that would pump carbon dioxide into the ground and remove methane, the primary component of natural gas. Instead of piping the gas around the state, the company wants to build 10 power plants in the region, which would pump any byproducts back into the ground.

"No methane is released into the atmosphere through this process. No carbon dioxide is released into the atmosphere," Southern Tier Solutions President Bryce Phillips told The Capitol Pressroom.

You can hear his full interview below.

Phillips stresses that this process is completely different from the high-volume, hydraulic fracturing that was banned in 2014 by the Cuomo administration. The company hopes to develop a handful of "proof-of-concept" wells this spring, if it can amass enough property leases and secure the necessary regulatory approval.

Asked about the potential of hostile state policymakers and a drawn out regulatory process in New York, Phillips said they will pursue the project as long as "we feel like the needle is moving." The company has already reached out to about 6,000 property owners and has begun holding informational sessions in the Southern Tier.

NEWSBREAK



US Updates

National Grid's New Smart Meters: What Upstate New York Residents Need to Know

1 day ago



National Grid plans to install new 'smart meters' for its 1.7 million customers in Upstate New York. The process, which started in August, will take four years. These smart meters, costing millions of dollars, will provide real-time energy usage data, even for individual appliances. The aim is to help consumers use energy more efficiently.

The smart meters could benefit both National Grid and its customers. The company could cut labor costs and respond faster to outages. Customers will get detailed energy usage information, potentially leading to efficiency. However, the effectiveness of these meters in improving efficiency relies on new initiatives like energy monitoring apps and variable electric rates.

The smart meters, made by Landis + Gyr, are more advanced than older models. They use low-frequency radio signals to communicate with a wireless network, removing the need for National Grid to manually read each meter. The meters can also receive software updates wirelessly. They will provide real-time usage data and can identify potential issues like a failing transformer or tree limbs on a line.

The smart meters could save National Grid money. The company won't need to send meter readers for billing data collection, and the meters will allow the utility to adjust voltages to reduce losses and maintain service levels. The meters will also help manage the grid as more customers install electric heat pumps, solar panels, and battery systems. Service disconnections can be done remotely, saving time, labor, and reducing truck emissions.

However, it's unclear if the smart meters will change how consumers use energy. The meters might help lower peak demand, reducing costs for all. But it's uncertain if individuals will change their energy habits. The success of the smart meters in changing energy usage will depend on customer reactions to the new technology and their incentives to reduce usage, particularly during high demand periods.

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Business Wire

The Crippling Economic Costs of Green Energy Subsidies

By **Jonathan Lesser**

December 05, 2023

The green energy subsidies in the **Inflation Reduction Act (IRA)** have been justified by the Biden Administration as a booster of U.S. economic growth and jobs. But when the subsidies are tallied and the overall impacts evaluated, the IRA is a job and economic growth killer.

Under the IRA, the lion's share of subsidies will be paid to wind and solar developers. The subsidies will not expire until electric industry carbon emissions fall by at least 75% below 2005 levels, after which they will gradually decrease. Even the most optimistic forecasts prepared by the U.S. Energy Information Administration (EIA) show that this will not occur until at least **2046**. Thus, the subsidies for wind and solar will continue unabated for decades. In total, the subsidies will far exceed what the U.S. government spent in today's dollars to combat the Great Depression.

The single largest subsidy is the federal investment tax credit (ITC). Most wind and solar projects will be able to claim a minimum 30% ITC, plus be eligible for an additional 10% credit if the projects rely on domestic manufacturing for components.

The EIA's optimistic forecast **projects** about 900,000 megawatts (MW) of solar photovoltaics, 350,000 MW of onshore wind turbines, and 24,000 MW of offshore wind by 2046. If all of this generation is built, it will result in direct ITC subsidies totaling between \$500 billion and \$1 trillion, depending on construction costs. The greater the costs, the larger the subsidies. Although wind and solar proponents still claim costs are falling, the reality is the opposite. Offshore wind developers, especially, are clamoring to renegotiate contracts they signed previously, including guaranteed price adjustments for increasing costs, and relaxing the domestic content requirement so they can claim the additional 10% ITC.

Despite spiraling deficits – almost **\$2 trillion** in the fiscal year that ended this past October – green energy subsidies will be financed with still more government debt. With the increase in interest rates to normal levels, financing costs will soar, adding an estimated \$500 to \$800 billion to the bill costs, almost as much as the subsidies themselves.

The envisioned spending and subsidies for green energy, several hundred billion dollars annually just for wind and solar generation, will distort energy markets. First, they will crowd out more productive private investment in the energy sector and reduce the resources available for more efficient forms of generation, especially small modular reactors. Second, as the deficit increases further, higher interest rates will crowd out private investment in more productive private sectors of the economy.

Along with the Administration's push to "electrify" the economy, such as higher vehicle mileage standards that act as a *de facto* mandate for electric vehicles and proposed bans on natural gas appliances, the result, as has been experienced in Europe, will be soaring electricity prices. Those higher prices will reduce economic growth and employment, far more so than the green energy investments can boost it. Although the subsidies will benefit wind and solar developers, but the overall economic impacts for the country will be crippling.

One gauge of the adverse economic impacts of green subsidies is the cost to taxpayers to create the promised thousands of green energy jobs, especially for offshore wind. Using offshore wind developers' claimed employment impacts, the average subsidy for each green job created will be over \$2 million *per year*. Forcing taxpayers to pay millions of dollars each year for each job created, while claiming that doing so will bolster the U.S. economy, is *Alice in Wonderland* economics.

Politicians who promote green energy and their own short-term self-interests may prefer to ignore basic economic realities, but those economic realities will have their revenge. Eventually, the profligate spending on low-value green energy will collapse under its economic weight, having inflicted much socioeconomic damage.

Sadly, this is not an experiment that the U.S. needs to undertake; European experience and basic economics tell us all we need to know. But as the lyrics from the old song begin, "fools rush in ..."

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How Unelected Local Officials Dole Out Wind and Solar Tax Breaks

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How Unelected Local Officials Dole Out Wind and Solar Tax Breaks

County and municipal economic development agencies play a key role in New York's wind and solar buildout — but some say it's not their job.

[Julia Rock](#) · November 7, 2023



The Thomas L. Kelly covered bridge in Allegany State Park. Cattaraugus County residents worry wind turbines will become an eyesore in the Allegany Mountains. [Photo: Mark K. via flickr](#)

[Illustration: Maia Hibbett](#)

WHEN NEW YORK'S largest planned wind farm threatened to come to town, lawyer and farmer Ginger Schroder took on her local industrial development agency — by joining it.

“Why should the developer that’s getting billions of dollars in public subsidies — they’re already getting taxpayer money — why should we give them a free ride on their property tax bill?” said Schroder, who in 2019 built a successful run for the Cattaraugus County legislature around her opposition to the project and its requested millions in property tax breaks. She scored an appointment to the IDA, the economic development agency where the developer sought subsidies, and pushed it to establish a moratorium on tax breaks for wind and solar projects.



[To Meet Climate Mandate, New York Needs to Learn How to Build Clean Energy Again](#)

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As Schroder had hoped, this became a hurdle for the Alle-Catt Wind Project, which seeks to traverse three counties and generate enough energy to power more than 130,000 homes. It has reached so-called Payment in Lieu of Taxes (pilot) agreements with two of those counties, but years later, it still

wants one with Cattaraugus, where the wind and solar moratorium is scheduled to expire at the end of the year.

In the eyes of New York's nascent renewable energy industry, property tax breaks are essential to the feasibility of wind and solar projects, giving IDAs — which offer and negotiate PILOT agreements — a critical role to play in the green transition. The state legislature and energy authority, too, have urged IDAs to boost renewables.

"The local tax burden ... is a very significant element in determining whether a project is financially viable," said Daniel Spitzer, an attorney who has represented both renewable developers and municipalities in tax negotiations. "These are projects that would not get built but for the IDAs, but for the pilots."

"If Google wanted to come put a headquarters somewhere, I would probably help them find land. But that's got jobs associated with it."

—WILLIAM BACON, LIVINGSTON COUNTY IDA

Yet the state's more than 100 IDAs have taken markedly different approaches to renewable energy. The unelected local economic development bodies wield "tremendous authority," according to the state Senate, doling out more than \$1 billion in tax breaks to a wide variety of industries each year. While a growing number have actively sought out renewable projects, others see little reason to provide tax breaks to wind and solar, which create few permanent jobs and are often fiercely opposed by vocal residents and the agriculture industry.

The state office overseeing IDAs has also questioned whether renewables should be in their purview. The Authorities Budget Office (abo) found that in 2020, just a quarter of wind and energy projects supported by IDAs were expected to create any full-time jobs.

“It’s questionable whether [renewables] fall under the mission of an IDA because of the lack of job creation,” said Jeff Pearlman, the abo’s director.

Amid the debate, New York is running out of time. In order to meet the goals the state outlined in its landmark climate law, it needs to build renewable energy infrastructure 10 times faster than it has in recent years.



Governor Kathy Hochul announces a large state investment in renewable energy in Long Island City on October 24. | Don Pollard / Office of Governor Kathy Hochul

NOT ALL COUNTIES see clean energy promotion as their job. In Jefferson County, the legislature passed a resolution

preventing the IDA from offering property tax breaks to developers.

“Their rationale is this: With the solar projects, other than the construction jobs, they don’t really create a lot of long-term jobs,” said David Zembiec, CEI of the Jefferson County IDA.

“The way our county sees the utility-scale projects, is they are just selling onto the grid — so there’s not any direct benefit to residents here.”

“There is no justification for any reduction in the real property tax burden,” the county noted in a policy statement on the resolution, adding that it would not “support these projects simply because they provide renewable energy generation and will create construction jobs.”

The state has had a default 15-year property tax exemption for renewables since 2014, but localities can opt out and continue to levy taxes or negotiate PILOTS. More than 300 taxing jurisdictions across 51 of the state’s 62 counties have opted out of the exemption, according to data from NYSERDA, the state energy authority. The agency has advised that “property taxes can have a significant impact on the financial viability of solar electric projects,” citing research from other states finding that solar development is lower in jurisdictions that have opted out of similar exemptions.



Long Island Politicians Claim Victory for Hochul Wind Power Veto Julia Rock

The opt-outs and differing approaches of DIAs create a complex regime that poses a primary risk to a rapid wind and solar buildout, according to developers. In order to limit the variability, the Alliance for Clean Energy (ace) New York in 2021 urged the state to adopt a standard appraisal methodology for property taxation of renewables.

The legislature did adopt a standard appraisal methodology, but most projects still negotiate pilots, according to Anne Reynolds, the executive director of ace, which serves primarily as a lobbying group for renewable developers. The legislature also expanded IDAs' legal mandate in 2021 to include promoting "the development of renewable energy projects to support the state's renewable energy goals."

This year, a report from the state comptroller on IDAs found that clean energy projects have "some of the highest net

exemptions per project,” but “may benefit their respective communities in ways other than creating jobs, such as energy generation or helping achieve the State’s carbon reduction goals.”

Industrial development agencies remain “very instrumental in project development,” Reynolds said. “It’s a question of the level of the **PILOT** payment, but even before that it’s their willingness to work on the **PILOT** negotiation. Some IDAs have basically signaled, ‘We’re not in favor of wind and solar, so don’t come around asking for a PILOT agreement.’”

William Bacon, the director of the Livingston County IDA, has tried to find a middle ground.

“When I get a call from a company that’s outside of New York state that says, ‘Can you help me find 1,000 acres for solar development?’ my response is, I can’t do that,” Bacon said. “We still believe that agriculture is the number one industry. It’s not an anti-solar stance at all, it’s more of a, you need to do that legwork on your own.”

“Some IDAs have basically signaled, we’re not in favor of wind and solar, so don’t come around asking for a PILOT agreement.”

—ANNE REYNOLDS, ALLIANCE FOR CLEAN ENERGY

“Conversely, if Google wanted to come put a headquarters somewhere, I would probably help them find land,” Bacon added. “But that’s a little bit different. That’s got jobs associated with it.”

Other IDAs have taken a similar stance, such as in Wyoming County, where the agency notes in its governing document that it “will not take any action to promote or discourage any wind energy project” and will only issue PILOTs if wind developers have already secured local approval. In Fulton County, the IDA prohibits property tax exemptions for wind and solar altogether.

Beyond the actual subsidy, developers see PILOT agreements as preferable because they set a fixed payment schedule for the course of the agreement, rather than taxes subject to annual reassessment, and because they can help developers win community support.

For large projects, developers often negotiate direct payments to the towns. Rather than paying property taxes, which are split between the county, town, school district, and other entities, when developers negotiate PILOTs with the county they typically negotiate separate “host community agreements” with towns. The county-level tax exemption frees up money for these agreements, which can help foster goodwill with communities impacted by projects.

“While PILOT agreements are not required to move a project forward, PILOT agreements are a way to deliver more revenue to project host communities by putting millions of dollars directly in the hands of the taxing jurisdictions,” said Sean Perry, project developer for Alle-Catt Wind Farm. While Invenergy, the company behind the Alle-Catt Wind Project, has not negotiated an agreement with Cattaraugus County, it has negotiated host community agreements with

two towns in the county, Freedom and Farmersville, that would be impacted by the project — agreements that will only apply if Cattaraugus agrees to a pilot. (Tax negotiations aren't the only thing holding the farm up; the long-planned project is still seeking its final permits after making modifications to mitigate impacts on residents, bird life, and wetlands.)



As School Funding Runs Dry, Riverhead Residents Call to Shut Down Economic Development Org

Arabella Saunders

These payments to towns have helped developers succeed in Steuben County, where wind and solar projects produce nearly 1,300 megawatts of power — with the enthusiastic support of the local IDA, according to James Johnson, its executive director.

“Because we’ve been in it so long, there has been normalization of this type of development,” Johnson said. “But I think the real driving factor locally is the amount of revenue these projects bring to our rural communities, which don’t

have the opportunity to generate that kind of revenue from a normal development stream.”

There might also be a political advantage to IDAs providing subsidies for renewables: It could help burnish their reputations at a time of mounting critique of their wider activities.

In response to a scathing state Senate investigation this spring, the Economic Development Council, a corporate lobbying group that also advocates for IDAs, produced its own study touting the economic activity induced by local tax subsidies and noting that IDAs are helping “support the state’s clean energy goals” by approving 233 wind and solar PILOTs since 2018, generating enough energy to power almost two million homes.

Senator James Skoufis, who spearheaded the investigation, isn’t convinced. “Given these projects are devoid of permanent job creation,” his spokesperson Karina Liriano said, “Senator Skoufis believes state incentives, to the extent further incentives are needed, are far more appropriate for these projects than property tax subsidies.”