



# 2023 | YEAR IN REVIEW



Steelworkers Way, Renaissance Commerce Park  
Lackawanna, NY

We provide resources that encourage investment, innovation and international trade - creating a successful business climate that improves the quality of life for the residents of Erie County.



John Cappellino, ECIDA President & CEO



## LETTER FROM THE PRESIDENT/CEO

The Erie County Industrial Development Agency is well-known for administering tax incentives that help Erie County employers grow their businesses. ECIDA tax incentives also enable the redevelopment of blighted, abandoned buildings, revitalizing the surrounding neighborhood and creating lasting community benefit. The measurable economic benefits created by ECIDA incentives are hundreds of new quality jobs, historic commercial structures that are given new life, and hundreds of millions of dollars in private investment funds poured into our community by Erie County employers.

But that is just part of our efforts. Over the years our board and staff have taken a leadership role in implementing a wholistic, quality-of-life enrichment approach to economic development, focusing on creating stronger communities and economic opportunities for all. For the first time in many decades the population of our county is increasing, and in order to fuel the growth of the future we must continue to provide great places for people to work, live and play. It is not just about job creation or construction; rather, the new frontier of economic development is the competition for *people*.

In the post-pandemic world of hybrid/remote offices, rising costs of living and changing economic landscapes, ensuring that our region presents attractive live-work-play options will continue our region's healthy growth. The ECIDA plays a critical role in this competition for local workers, who are the economic foundation for our restaurants, shops, attractions, and other amenities that make Erie County a resilient, vibrant community. To encourage this type of community growth, our Board, Policy Committee and staff have reviewed and improved on our policies to go beyond just the development of sites and projects, but also to enrich the lives of the people who live, work and play in those places:

- **In 2023 the ECIDA launched an enhanced PILOT benefit to increase hiring opportunities for minority and women-owned businesses**
- **Our lending arm, the Regional Development Corporation (RDC) rolled out special lending terms for MWBEs, and a new Line of Credit product designed to encourage growth in targeted industries including licensed daycare facilities**
- **Our land development arm, the Industrial Land Development Corporation (ILDC), has added an ambitious proposal for a passive park lakeview overlook at the Renaissance Commerce Park site**
- **To increase market opportunity for our thousands of regional farms, ILDC took a big step forward in development plans for a 240-acre agribusiness park in the Town of Evans**

ECIDA incentives encourage local capital expansions, local economic growth, local development, job creation, and local return on investment. For every \$1 of ECIDA incentives approved in 2023, Erie County received \$20 in economic benefit returns.

The ILDC is helping to attract and retain local jobs by developing shovel-ready sites in Erie County for advanced manufacturing and agribusiness employers. Renaissance Commerce Park in Lackawanna, located where the former Bethlehem Steel campus once stood, is now home to several active businesses that employ hundreds of workers. In March of 2023 we celebrated the commemorative naming of Steelworkers Way, a new road connecting Dona Street Extension with the interior parcels to the north on the site, and cut the ribbon on Uniland Development's 8 Dona Street, a fully-leased warehouse/distribution facility that sits on the corner of Dona and Steelworkers Way. For more information on Renaissance Commerce Park and the ILDC's exciting new agribusiness park development in the Town of Evans, please visit page 9.

To address the need for inclusion and encourage minority and women-owned business (MWBE) growth, the ECIDA also developed a new opt-in enhanced PILOT (Payment in Lieu of Taxes) policy. For details on this and other community benefit efforts, please visit page 10.

I thank our team, Board of Directors, and many partners and collaborators from both the public and private sectors for helping us achieve so much in 2023. We look forward to continuing our efforts toward even greater goals in 2024.

John Cappellino

# 2023 YEAR IN NUMBERS

**\$2 BILLION**  
IN OVERALL ECONOMIC IMPACT

**\$17 MILLION** IN TAX BENEFITS

INCENTIVIZED

**\$339.3 MILLION**  
IN PRIVATE INVESTMENT

EVERY **\$1** IN ECIDA INCENTIVES =  
**\$20** IN ECONOMIC BENEFIT TO ERIE COUNTY



**13 PROJECTS**

**\$2 BILLION**

IN OVERALL ECONOMIC BENEFITS FOR ERIE COUNTY

PRIVATE INVESTMENT GENERATED

**\$339.3 MILLION**

INCENTIVES APPROVED

LIMITED SAVINGS ON FUTURE TAXES FOR THE PROJECT

**\$17 MILLION**

## JOBS CREATED THROUGH ECIDA INCENTIVES

JOBS RETAINED

**1,097** FULL-TIME

JOBS CREATED

**246** FULL-TIME

AVG SALARY OF CREATED/RETAINED JOBS

**\$76,117**

CONSTRUCTION JOBS CREATED

**1,651**

TOTAL ANNUAL PAYROLL

**\$226** MILLION

SPENT LOCALLY BY THE PRIVATE BUSINESSES THAT RECEIVE ECIDA BENEFITS

## ECIDA TAX EXEMPT BONDS

JOINT SCHOOLS CONSTRUCTION BOARD **\$65** MILLION

WESTCHESTER PARK **\$22.3** MILLION

The ECIDA Board of Directors approved approximately \$17 million in tax savings (limited savings on future taxes related to the project) for 13 projects, generating **\$339.3 million in private investment for Erie County**, with an additional **\$226 million in annual payroll invested locally** when the projects are completed. The estimated long term ripple effect for Erie County's economy will be approximately **\$2 billion**.

The ECIDA's lending arm, The Regional Development Corporation, spurred an additional \$10.4 million in private investment through 8 loans totaling \$3.1 million.

The ECIDA's land development affiliate, The Industrial Land Development Corporation [ILDC] serviced 8 small business loans totaling \$280,000 through administering Erie County's Microenterprise Loan program.

The ECIDA issued two tax-exempt bonds: \$65 million issued for refinancing the City's Joint Schools Construction bonds, and \$22.3 million issued for the Westchester Park affordable housing development.



## BUSINESS LOANS

**8** LOANS APPROVED TOTALING

**\$3.1** MILLION

PRIVATE INVESTMENT GENERATED

**\$10.4** MILLION



## ERIE COUNTY MICROENTERPRISE LOAN/GRANT PROGRAM

**8** ERIE COUNTY MICROENTERPRISE SMALL BUSINESS LOANS TOTALING

**\$280,000**



*The Erie County Industrial Development Agency [ECIDA] was created by the New York State Legislature in 1970 to administer tax incentives to qualifying businesses in Erie County. Incentives help businesses remain competitive and invest more private money back into growing their companies and creating more jobs right here in Erie County. A business cannot obtain ECIDA incentives without making the required private investment. ECIDA tax incentives keep Erie County competitive with similar economic incentive programs offered by other cities, states and countries.*

## ROSINA FOOD PRODUCTS West Seneca, NY

Rosina began selling manufactured sausage products from a single Buffalo storefront in 1963. The company grew over the years and launched its immensely popular precooked meatballs in 1981, eventually expanding to include filled pasta, eggplant products, entrees and pizza toppings. Today their frozen food products are sold worldwide in retail stores and restaurants.

Rosina has successfully partnered in the past with the ECIDA to expand its local operations, ensuring Rosina remains viable in the fiercely competitive food processing industry. Rosina turned again to the ECIDA for help financing a \$16 million new ravioli production line; Rosina was approved for approximately \$218,789 in real property tax savings, \$455,000 in sales tax savings, and up to \$75,000 savings on the mortgage recording tax.

The project will expand the pasta manufacturing plant at its 75 Empire Drive location by 12,000 square feet to accommodate the new ravioli production line, renovate existing office space and renovate a vacant building at the 130 Empire Drive location into an office building, for an additional 15,000 square feet for office use.

When completed, the project will add 15 new jobs with average annual salaries over \$41,000, and preserve 274 full-time and two part-time positions.

## LACTALIS AMERICAN GROUP, INC. Buffalo, NY



Photo courtesy of Lactalis

**Lactalis will undergo a \$44.5 million modernization and expansion**

Lactalis American Group is a valued, longtime employer in Buffalo, processing more than 750 million pounds of milk each year at its Buffalo facility. As part of a global dairy processing company with plants around the world, Lactalis' local growth is important to Buffalo's economic resilience. To accommodate a 30% increase in production capacity, Lactalis will undergo a \$44.5 million modernization and expansion here in Buffalo. The ECIDA Board approved approximately \$1.2 million in sales tax savings on project-related materials and purchases for the project.

The project will add 27 new jobs with estimated average annual salaries at approximately \$47,500, and retain 375 jobs with estimated average annual salaries of \$77,000.

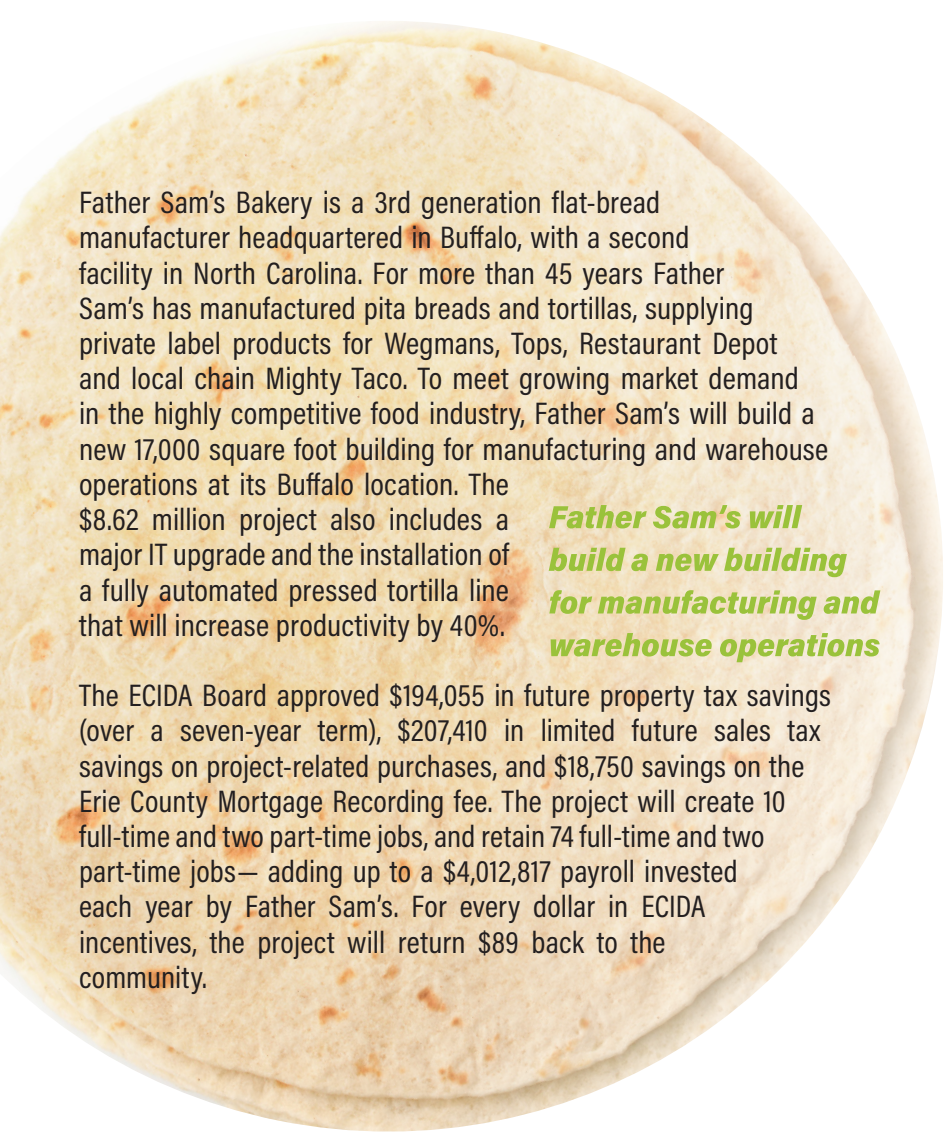


Photo courtesy of Lactalis

By helping Lactalis expand its global headquarters here in Buffalo, every ECIDA dollar in incentives approved will return \$318 back to the community in direct and indirect economic benefits.

In 2023, the ECIDA Board encouraged **\$339.3 million in private capital investment** in Erie County, approving **\$17 million in future tax savings** for 13 projects in Erie County. These private businesses investing hundreds of millions in capital in Erie County will generate an additional **\$2 billion in other indirect economic benefits**, including new tax revenue and **\$226 million in annual payroll** after the projects are completed.

## FATHER SAM'S BAKERY Buffalo, NY



Father Sam's Bakery is a 3rd generation flat-bread manufacturer headquartered in Buffalo, with a second facility in North Carolina. For more than 45 years Father Sam's has manufactured pita breads and tortillas, supplying private label products for Wegmans, Tops, Restaurant Depot and local chain Mighty Taco. To meet growing market demand in the highly competitive food industry, Father Sam's will build a new 17,000 square foot building for manufacturing and warehouse operations at its Buffalo location. The \$8.62 million project also includes a major IT upgrade and the installation of a fully automated pressed tortilla line that will increase productivity by 40%.

**Father Sam's will build a new building for manufacturing and warehouse operations**

The ECIDA Board approved \$194,055 in future property tax savings (over a seven-year term), \$207,410 in limited future sales tax savings on project-related purchases, and \$18,750 savings on the Erie County Mortgage Recording fee. The project will create 10 full-time and two part-time jobs, and retain 74 full-time and two part-time jobs— adding up to a \$4,012,817 payroll invested each year by Father Sam's. For every dollar in ECIDA incentives, the project will return \$89 back to the community.

## THERE ARE THREE COMMON TYPES OF TAX INCENTIVES:

- 1** *Sales tax incentives are applied to limited future purchases such as construction materials, furniture & fixtures and equipment, related to the qualifying project.*
- 2** *Mortgage recording tax abatement allows a one-time .75% reduction in the County fee for recording a mortgage in Erie County.*
- 3** *A PILOT, or Payment In Lieu of Taxes, is a formula-based discount on a portion of the project's future property taxes for a limited term, usually five to seven years. The reduced property tax payments paid by the applicant to the municipality, schools and County increase over the PILOT period until the PILOT term expires, after which full property taxes are paid. The goal of a PILOT benefit is to encourage private employers to invest in expansion, by making the increase in property taxes due to capital improvements gradual over a limited term.*

## STARK TECH Tonawanda, NY

Stark Renewables designs and manufactures equipment to capture and eliminate harmful methane in the atmosphere, and produces clean energy from renewable sources. As Stark adds battery energy storage to its manufacturing capabilities, they have outgrown their current 30,000 square foot facility. To help Stark complete financing for a major \$16.25 million renovation of an existing 125,000 square foot facility in Tonawanda, the ECIDA Board approved \$371,875 in project sales tax savings and \$82,500 in savings on their Erie County Mortgage Recording fee.

The project will retain Stark's 50 jobs and add 120 full-time and 10 part-time positions, with estimated salaries of \$106,800 for the full-time positions and \$50,000 for the part-time jobs. When the project is completed and the new jobs are filled, Stark will invest more than \$410 million in payroll alone into Erie County. For every dollar in incentives, Stark's private investment will return more than \$854 back into the community.



*The Regional Development Corporation (RDC) is the lending arm of the ECIDA. The RDC shares a Board and staff with the ECIDA, administering low-interest loans for up to \$2 million to help Erie County businesses. In alignment with the ECIDA mission to encourage economic opportunities for minority and women-owned business enterprises (MWBEs), in 2023 the RDC began offering special terms for MWBEs and created a Line of Credit option for up to \$100,000. Eligible Line of Credit applicants must belong to one of four target industries:*

- Commercial Construction Contractors
- Commercial Building Trades
- NYS-Licensed Stand-Alone Day Care Centers
- Non-cannabis agribusinesses

*During 2023, the RDC approved **\$3.1 million in loans**, incentivizing eight employers to invest **\$10.4 million into growing their businesses**. The economic growth made possible by the RDC and Microenterprise loans created **67 new jobs** in Erie County.*

### EL ENCANTO CAFE Buffalo, NY

Restaurant owner Melissa Morales needed to finance the reopening of her popular Cuban-themed El Encanto Cafe—Morales had shuttered its previous location on Niagara Street in 2021 due to the pandemic and landlord issues. She applied for a \$100,000 RDC loan to help with the \$150,000 cost of reopening at 257 Virginia Street in Buffalo. Morales plans to add four new jobs in the new space, which opened its doors in 2023.



Photo courtesy of El Encanto Cafe

### LINITA DESIGN AND MANUFACTURING Lackawanna, NY

Linita Design and Manufacturing serves the Hydro Dam industry by providing water control gates, hoists, trash rack cleaners and other services for dam operations. To address growing demand for their services, Linita applied for a \$750,000 working capital loan. The funds will allow Linita to pay for freight, materials, supplies and subcontractors for upcoming projects at two of the largest hydro dams in the United States. The company will also hire 15 new employees.

### GREAT BRITISH PANTRY, LLC Cheektowaga, NY



*The RDC loan will help finance the purchase of the manufacturing business, equipment, customer database and website*

The Great British Pantry was a favorite source of frozen British meat pies, sausages, fish and chips and British tea in South Buffalo for 15 years, until owner Damian Parker sold the South Park Avenue location in 2022. Frequent customers Emma Reynolds and Michelle Potter, both British ex-pats, offered to purchase and reopen the business at 495 Aero Drive in Cheektowaga. The RDC approved a \$300,000 loan to help finance the \$2.58 million purchase of the frozen food manufacturing business, all equipment, customer database, and website. The new location, scheduled to open in early 2024, will create seven new jobs.

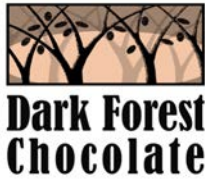


## ERIE COUNTY MICROENTERPRISE LOAN/GRANT PROGRAM

Under the ECIDA's ILDC affiliate, RDC staff also administer Erie County's Microenterprise Loan program, funded through U.S. Community Development Block Grant (CDBG) funds. The 50/50 loan/grant program offers financing from \$5,000 to \$35,000 for qualified business loan applicants located in Erie County, outside of where the City of Buffalo offers its own small business loan program.

In 2023 the RDC/ILDC approved eight Microenterprise loans, including four women-owned businesses, totaling \$280,000.

### DARK FOREST CHOCOLATE MAKERS, INC. Lancaster, NY



Dark Forest has been making its unique chocolate directly from cocoa beans for eight years. The company serves more than 20 retail partners and has received international awards for its rich and complex chocolate. Owner JoAnne Sundell was approved for a \$35,000 loan to purchase specialized chocolate-making equipment and increase their market share.



### BEAUTY BLENDS TATTOO & SPA INC. Boston, NY



**A \$35,000 loan is for working capital, to cover rent, supplies, inventory, and utilities**

Beauty Blends offers a range of aesthetic services including tattoos, skin care and pedicures. Owners Anibal Mercado and Sandra Fuentes were approved for a \$35,000 loan for working capital, to cover rent, supplies, inventory and utilities.

### URBANOWICZ ACRES Evans, NY



**Urbanowicz Acres offers locally-produced honey, Cornish game hens, eggs, jam, chicken sausage and goat milk soaps**

Popular farm stand Urbanowicz Acres offers locally-produced products including honey, Cornish hens, eggs, jam, chicken sausage and goat milk soaps. In 2023 they expanded to include ice cream, and in the fall customers can stroll through two acres of sunflowers or enjoy a hay ride. Owner Elaine Urbanowicz was approved for a \$35,000 loan for working capital, including the purchase of a sausage maker, a greenhouse, and meat mixer.

*“Shovel-ready” sites that allow manufacturers and warehouse/distribution businesses to accommodate growth and logistics needs are in great demand, but creating available sites to retain and attract advanced manufacturing employers has been a challenge in Western New York.*

## RENAISSANCE COMMERCE PARK Lackawanna, NY

In May of 2023, County Executive Poloncarz led the ceremonial unveiling of Renaissance Commerce Park's grand entryway sign, symbolizing a new era for the site, and for the Lackawanna community.



## ERIE COUNTY AGRIBUSINESS PARK Town of Evans, NY

The ILDC is in the Masterplan design phase of redeveloping the former Eden-Angola airport site in the Town of Evans. The future Erie County Agribusiness Park will serve as a 240-acre regional hub for food processors and distributors, attracting jobs and economic opportunities for the 7,000 farms in the surrounding area. A completed Masterplan is expected in mid-2024, followed by the start of roadway construction. The ILDC began marketing the site in 2023, and expects to break ground on its first tenants in 2025.



The ECIDA's land affiliate, the **Industrial Land Development Corporation (ILDC)** is addressing the need for shovel-ready sites by leading development efforts on two large-scale, shovel-ready campuses for advanced manufacturing and agribusiness employers in Erie County.

Renaissance Commerce Park (RCP) in Lackawanna, located where the shuttered Bethlehem Steel campus once stood, is now home to several active businesses that employ hundreds of workers. In March of 2023 the ECIDA joined Uniland Development as stakeholders cut the ribbon on 8 Dona Street, a fully-leased warehouse/distribution facility that sits on the corner of Dona and Steelworkers Way. Uniland is nearly finished with a second spec building located at 2 Steelworkers Way, adjacent to 8 Dona, to be completed in 2024. Thanks to the ILDC and its Board Chair County Executive Mark Poloncarz and our many partners, four thriving manufacturers now occupy approximately 80 acres at RCP and adjacent parcels, breaking nearly forty years of inactivity on the formerly decaying, abandoned Bethlehem Steel land.

That same month, ECIDA, the City of Lackawanna, Empire State Development and County Executive Mark Poloncarz celebrated the commemorative naming of Steelworkers Way—a new road at RCP that connects Dona Street with the interior parcels to the north on the site. The name was chosen to honor the thousands of local workers who labored at the steel mill during its 80 years in production.

The ILDC is also spearheading a years-long effort to create a passive park overlook at the Renaissance Commerce Park site, which would allow public access to Lake Erie on the former steel plant property for the first time in more than 100 years. Our first public meeting describing some of the design and development options was held in Lackawanna in January of 2023, and we look forward to collaborating with the City of Lackawanna, Erie County, Empire State Development and many other stakeholders to realize this meaningful vision for the community.



Left photo, Ribbon-cutting, 8 Dona Street: (L-R) ECIDA President and CEO John Cappellino; City of Lackawanna Mayor Annette Iafallo; Joe Wolkiewicz, Chief Operating Officer, Total Quality Assurance; Erie County Executive Mark Poloncarz; Mathew Loh, President and CEO, Max Advanced Brakes; Empire State Development Regional Director, WNY, Karen Utz; and Uniland Development CEO Michael Montante. Right photo, Naming Steelworkers Way: (L-R) Former Bethlehem Steelworker Charlie Poloncarz; Erie County Executive Mark Poloncarz; City of Lackawanna Mayor Annette Iafallo; Empire State Development Regional Director, WNY, Karen Utz; and ECIDA President and CEO John Cappellino.



# Policy & Community

*The ECIDA and RDC launched two new programs in 2023 designed to increase economic growth opportunities for Minority and Women-Owned Business Enterprises (MWBEs) and small businesses in targeted industries.*

## Economic Inclusion Policy - Enhanced PILOT Benefit

In April of 2023, the ECIDA Board of Directors adopted the Economic Inclusion Policy (EIP), a new enhanced PILOT (Payment in Lieu of Taxes) benefit for projects that agree to meet MWBE contract and Minority & Women employment goals. The policy was more than a year in the making, developed through a special MWBE committee convened by ECIDA Chair Brenda McDuffie and ECIDA Vice Chair/Policy Committee Chair Richard Lipsitz. Applicants who qualify for a standard ECIDA PILOT benefit may opt-in to the EIP program at the time of Board approval of their project benefits.

The goal is to encourage more contract and employment opportunities for minorities and women on ECIDA-incentivized projects. Projects must meet MWBE contract construction goals and post-construction MWBE goals focusing on Minority and Women employment and Diversity, Equity and Inclusion (DE&I) metrics. If the applicant meets the agreed-upon MWBE goals, they will receive the enhanced PILOT benefit over the PILOT term, saving as much as 25% over the standard ECIDA PILOT term. For more information on the Economic Inclusion Policy, please visit [www.ecidany.com](http://www.ecidany.com) and click on the Policy tab.

## Line of Credit, Special Lending Terms for MWBEs

The ECIDA's lending arm, the Regional Development Corporation (RDC) also launched a new lending product to encourage growth opportunities for small businesses in targeted industries. Qualified businesses in one of four industry categories may apply for a Line of Credit up to \$100,000, with special terms for MWBEs:

- Commercial construction contractors
- Commercial building trades
- New York State licensed stand-alone day care centers
- Non-cannabis agribusiness

Lines of Credit qualified uses include working capital, inventory and supplies. The RDC also offers special loan terms for MWBE businesses. For more information about RDC lending services please visit [www.ecidany.com/loans](http://www.ecidany.com/loans)

## GRANT SERVICES

ECIDA staff provide expert guidance to municipalities and/or qualified organizations who are pursuing state, federal and private grant funding opportunities for priority projects. In 2023, five grants were awarded for a total of \$6,360,000. ECIDA Grant staff also provided ongoing technical/administrative support for nine active grants totaling \$12 million in 2023.

### EMPIRE STATE DEVELOPMENT GRANTS

- ❖ **\$1,272,513** • Village of Angola • Restore NY Round 7  
Funding to support the rehabilitation of two commercial properties in the Village of Angola Business District
- ❖ **\$4,750,000** • Industrial Land Development Corporation (ILDC) • FAST NY  
Funding to support final design and construction associated with relocating railroad infrastructure from the Wye Yard to the Poco Yard at the former Bethlehem Steel site

### U.S. DEPARTMENT OF AGRICULTURE GRANT

- ❖ **\$255,584** • Village of Lancaster • Forest Service Urban & Community Forestry Inflation Reduction Act  
Funding to support a tree planting program in the Village of Lancaster to include tree maintenance, community engagement, and education

### ERIE COUNTY GRANTS

- ❖ **\$38,800** • Village of Angola • Municipal Planning Grant  
Funding to update zoning ordinance for the Village of Angola to promote revitalization
- ❖ **\$30,000** • Village of Lancaster • Municipal Planning Grant Program/Erie County Environment & Planning  
Update Village of Lancaster and Village of Depew Comprehensive Planning Document

The Erie County Industrial Development Agency Board of Directors is a 19-member, all-volunteer board made up of 14 ex-officio seats, and five seats jointly appointed by the County Executive and the Chair of the County Legislature. The Regional Development Corporation, which is the lending arm of the ECIDA, shares the same Board of Directors with the ECIDA. The Industrial Land Development Corporation, which is the land development arm of the ECIDA, is overseen by a separate board, Chaired by the Erie County Executive. The ECIDA, RDC and ILDC Boards meet monthly, and agendas and minutes can be viewed/downloaded at [www.ecidany.com](http://www.ecidany.com)



## ECIDA/RDC BOARD OF DIRECTORS



<b>MS. DENISE ABBOTT *</b> President, Buffalo Central Labor Council, AFL-CIO	<b>HON. DIANE BENCZKOWSKI<sup>II</sup></b> Supervisor, Town of Cheektowaga	<b>REV. MARK BLUE *</b> President, NAACP, Buffalo Chapter
<b>HON. BYRON BROWN *</b> Mayor, City of Buffalo	<b>MR. JAMES DOHERTY *</b>	<b>HON. JOE EMMINGER *</b> Supervisor, Town of Tonawanda
<b>MS. DOTTIE GALLAGHER *</b> President & CEO, Buffalo Niagara Partnership	<b>MR. MICHAEL HUGHES *</b> Senior Vice President, NFTA	<b>HON. HOWARD JOHNSON *</b> Chair, Economic Development, Erie County Legislature
<b>MS. TYRA JOHNSON **</b> WNY Operations Director, LISC	<b>HON. BRIAN KULPA *</b> Supervisor, Town of Amherst	<b>MR. RICHARD LIPSITZ, JR. **</b> <b>VICE CHAIR</b> President Emeritus, Western New York Area Labor Federation
<b>MS. DENISE McCOWAN *</b> President, Erie County Association of School Boards	<b>MS. BRENDA McDUFFIE **</b> <b>CHAIR</b> Retired, Buffalo Urban League	<b>HON. GLENN NELLIS **</b> Retired
<b>HON. BRIAN NOWAK *<sup>I</sup></b> Supervisor, Town of Cheektowaga	<b>HON. MARK POLONCARZ *</b> County Executive, County of Erie	<b>HON. DARIUS PRIDGEN<sup>II</sup></b> Common Council President, Buffalo Common Council
<b>HON. CHRISTOPHER SCANLON *<sup>I</sup></b> Common Council President, Buffalo Common Council	<b>MR. KENNETH SCHOETZ **</b> Vice President, Healthcare Association of Western & Central New York	<b>MR. PAUL VUKELIC *</b> President & COO, Try-It Distribution

\* Ex-Officio: members who serve by virtue of their office, according to New York State statute    \*\* Jointly appointed by Erie County Executive & Chair of Erie County Legislature    <sup>I</sup> Incoming    <sup>II</sup> Outgoing

## ILDC BOARD OF DIRECTORS



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

## ECIDA STAFF

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

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

# 2023 PROJECTS

## ECIDA TAX INCENTIVES

- 1 John Kam Malt House
- 2 Commitment 2000/  
Father Sam's
- 3 Moog, Inc.
- 4 Wood and Brooks  
Properties, LLC
- 5 50 Gates Circle
- 6 Rosina Food Products Company
- 7 Stark Renewables
- 8 BPS Commissary Kitchen
- 9 Trautman Associates
- 10 IMA Life North America
- 11 Westchester Park
- 12 Cedarland Development
- 13 Lactalis American Group

## ECIDA TAX EXEMPT BOND INDUCEMENTS

- 14 Westchester Park Preservation
- 15 JSCB Refinancing Bond

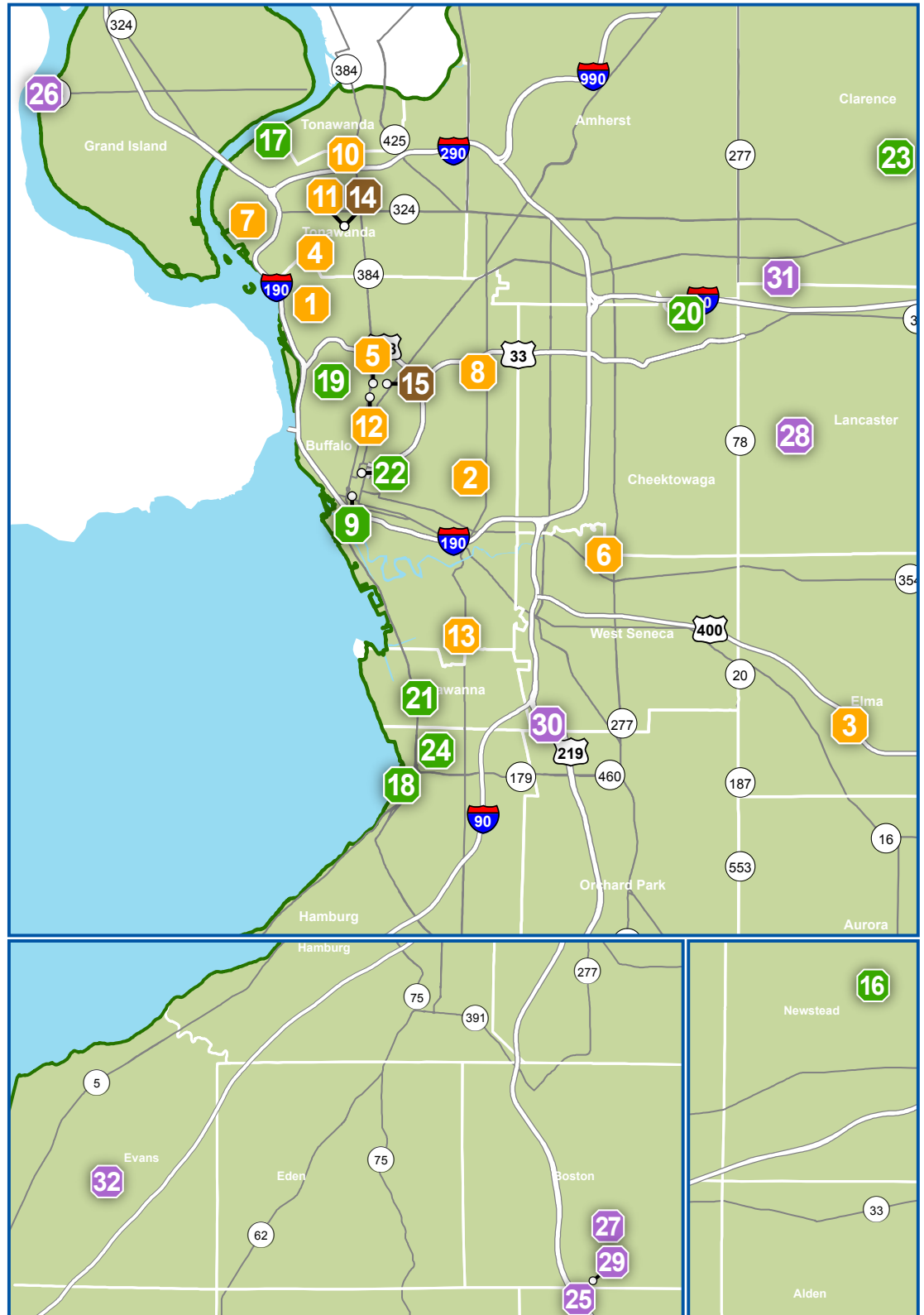
## RDC SMALL BUSINESS LOANS

- 16 Perry's Ice Cream, Inc.
- 17 A. Pratt Holdings, Sherex
- 18 Alchemy Buffalo
- 19 El Encanto Café
- 20 Great British Pantry LLC
- 21 Linita Design &  
Manufacturing Corp
- 22 Rust Belt Love, Inc.
- 23 Top Seedz
- 24 Tundra Transportation\*

## ILDC/ERIE COUNTY MICROENTERPRISE LOANS

- 25 Buffalo Firewood
- 26 Beaches Motorcycle  
Adventures
- 27 Beauty Blends Tattoo
- 28 Dark Forest Chocolates Inc.
- 29 Grapes Lawn and Landscape
- 30 J.P.'s Mobile Detailing LLC
- 31 Taylor'd Beauty LLC
- 32 Urbanowicz Acres

\* RDC CARES  
ACT LOAN



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



**Erie County Industrial  
Development Agency**

95 Perry Street, Suite 403  
Buffalo, NY 14203

(716) 856-6525

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