



ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY



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

LETTER FROM THE PRESIDENT/ CEO



John Cappellino
ECIDA
President & CEO



The events of 2020 challenged all of us to think and work in new ways. The ECIDA and its collaborative partners will continue to bring new innovative programs and resources to help Erie County recover and prosper.

The Erie County Industrial Development Agency marked its 50th year in 2020, and the unprecedented events of 2020 challenged all of us to work and think in new ways. At the ECIDA, we added economic triage and business recovery to our mission to help businesses grow and create jobs. In the face of this global pandemic, we are exceptionally proud of our collaboration with many community partners, which continues to bring valuable resources and assistance to the business community.

Our staff and Board of Directors worked diligently in remote environments and modified workspaces to meet these challenges, and made significant achievements in helping our region survive the aftereffects of the COVID shutdown:

- ECIDA Board members and staff participated actively in the WNY Business Task Force, created by Erie County Executive Mark Poloncarz, to address the economic crisis created by the pandemic. The Task Force created a very successful buy-local gift-card campaign that infused more than \$1 million directly into the local small business economy; and a CARES Act grant program that distributed \$20 million to Erie County businesses, among other resources to aid in the economic recovery.
- ECIDA lending affiliate the Regional Development Corporation (RDC) developed two new loan products to provide some relief for businesses in need of working capital. The RDC Board of Directors approved 7 loans in 2020 for a total of \$3.2 million, which helped preserve 116 jobs and create an additional 15. In addition, the RDC worked with our existing borrowers to provide flexible payment terms to help them manage the impacts of the pandemic. Turn to pages 6 & 7 for more details on how the RDC encouraged private investment with these and other loan programs.
- In response to new legislation passed by New York State, ECIDA staff created a PPE Reimbursement Grant program that helped 56 businesses, including nonprofits, recover expenses incurred acquiring PPE equipment or making modifications. For more on our COVID Disaster Emergency Grant Program, see page 5.

Despite the trials endured during 2020, the ECIDA Board of Directors demonstrated their collective leadership and commitment with the approval of incentives for 13 projects, prompting private businesses to invest \$328 million in Erie County. The ECIDA Policy Committee, chaired by Board Vice Chair Richard Lipsitz, and the Board of Directors chaired by Brenda McDuffie, adapted quickly to the “new normal” of virtual public hearings, remote board meetings and processes. All ECIDA project applications in post-COVID 2020 received the same thorough, public review and approval process, in spite of the logistical challenges during the lockdown.

The Industrial Land Development Corporation (ILDC), which is the development affiliate of the ECIDA, also achieved significant milestones during these extraordinarily challenging times. As the ILDC and Erie County continued developing a commerce park on 148 acres of the former Bethlehem Steel site in Lackawanna, manufacturer TMP Technologies broke ground as the first tenant in 2020. The cleaning products manufacturer celebrated a socially-distanced “topping off” ceremony for its new 290,000 sq. ft. facility in August, beginning an important new economic life for the site. The ILDC also completed a purchase of the former Eden-Angola Airport, in preparation for creating a future Agricultural Commerce Park south of Buffalo. Please see pages 8 & 9 for more details on the ILDC.

Finally, the ECIDA said goodbye in March to our former President, Steve Weathers. We wish him well in his new endeavors and thank him for his seven years of leadership. I was honored to be asked to step into the President and CEO role in April, and I want to personally thank the Board of Directors for their confidence, and the staff for a seamless transition.

As we reflect on the changes, challenges and successes during the past year, I am confident that the ECIDA and our collaborative partners will continue bringing new innovative programs and resources to help the businesses and residents of Erie County recover and prosper.

- John Cappellino

The ECIDA Board of Directors approved approximately \$13.4 million in incentives for 13 projects, including two amended projects, generating \$328,472,889 in private investment for Erie County. The estimated long term ripple effect for Erie County's economy will be approximately \$2.1 billion. The ECIDA's lending arm, The Regional Development Corporation, spurred an additional \$8,784,000 in private investment through seven loans totaling \$3.2 million.

THE YEAR IN NUMBERS



There are 3 common types of tax incentives:

SALES TAX INCENTIVES	These are applied to limited future purchases such as construction materials, furniture & fixtures and equipment, related to the qualifying project.
MORTGAGE RECORDING TAX ABATEMENT	This allows a one-time reduction in the fee for recording the project mortgage in Erie County.
PILOT (PAYMENT IN LIEU OF TAXES)	This is a formula-based discount on future property taxes for a limited period of time, usually seven to ten years. The discounted property taxes paid by the applicant gradually increase over the PILOT period until the PILOT term expires, after which full property taxes are paid.

ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY



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 retain jobs, remain competitive, invest more private money into their companies and create more jobs. A business cannot obtain ECIDA incentives without making the required private investment. Tax incentives also help Erie County compete for jobs and business attraction with other cities, states and countries, which have their own incentive programs.



Photo courtesy of Douglas Development Corporation

IN 2020, THE ECIDA BOARD APPROVED INCENTIVES FOR **13 projects**

GENERATING
\$328.4 MILLION
IN PRIVATE INVESTMENT

ECIDA CLIENT HIGHLIGHTS

JEMAL'S SENECA, LLC – Buffalo, NY

Redevelopment is underway on a \$45 million renovation of the Seneca One Tower and two annex buildings in downtown Buffalo, creating nearly 300 construction jobs. Developer Douglas Jemal was approved for approximately \$337,500 in one-time savings on the mortgage recording tax for the 38-story building, which now houses M&T Bank's tech department, and entrepreneur competition 43North. The ECIDA has partnered with Jemal and the City of Buffalo to create a "PILOT Increment Financing" agreement, or PIF, that will allow City of Buffalo PILOT payments to be directed to the Accelerator Fund for downtown improvements. The City of Buffalo estimates the Fund's tax revenue over a 25-year term will generate \$40 million toward streetscape and infrastructure upgrades.

LIFE TECHNOLOGIES – Grand Island, NY

The ECIDA Board approved approximately \$2.2 million in future sales tax savings on construction and equipment purchases and approximately \$226,000 in future property tax savings for a \$90 million expansion of Life Technologies' Grand Island facility. The premier global supplier of cell culture products will add 50,000 sq. ft. to its current footprint, and improve 12,000 sq. ft. of existing space by purchasing \$25 million in new manufacturing equipment. The expansion will create 60 jobs at an average annual salary of \$46,000, and retain 818 jobs at an average annual salary of \$60,000.

ELMWOOD SQUARE APARTMENTS – Buffalo, NY

Developer Related Affordable, LLC was approved for approximately \$332,000 in future sales tax savings on the purchase of construction equipment, and a one-time savings of approximately \$67,000 on the mortgage recording tax, for the purchase, renovation and upgrading of Elmwood Square Apartments in Buffalo. The 138-unit multi-family rental property will undergo \$15.8 million in individual unit updates, roof replacement, elevator upgrades, repaving, landscaping and mechanical upgrades. Related Affordable LLC will also utilize a \$9 million tax exempt bond approved through the ECIDA to finance the purchase of the building. The developer plans to maintain all the units as affordable for people with incomes at or below 60% of the Area Median Income (AMI).

The ECIDA launched the **COVID-19 Disaster Emergency Grant** program in August to help small minority, women and veteran-owned businesses and nonprofits recover PPE expenses. Qualifying businesses applied for up to \$10,000 in reimbursement grants to help pay for PPE equipment and modifications required by state social distancing and emergency health mandates.

In 2020, 58 Erie County businesses and nonprofits were awarded a total of \$372,218.82 in reimbursements out of the grant's \$500,000 fund. The grant program will continue to accept applications until the initial funding is allocated, with a second round of \$500,000 in funds anticipated in 2021.





A Member of the ECIDA Financing and Development Group

REGIONAL DEVELOPMENT CORPORATION

The Regional Development Corporation (RDC) is the lending arm of the ECIDA. Funded by federal grants, the RDC was created in 1979 to administer low-interest business loans to higher risk businesses in Erie County. The funds are restricted by federal regulations, including a qualification requirement that businesses must first be turned down by a traditional lending institution. These regulations were relaxed in 2020, to accommodate more businesses affected by COVID-19.



Everything Elmwood store in the City of Buffalo
Photo courtesy of Everything Elmwood



In response to the economic crisis caused by COVID-19, the Regional Development Corporation created The COVID Impact Loan program to help businesses in Erie County. With approval and funding from the U. S. Economic Development Administration, the RDC established a \$5 million loan fund for businesses impacted by the COVID 19 pandemic. These loans offer favorable terms including no payments due in year 1, interest-only payments in year 2, and a 1% interest rate. The program launched in December 2020, and is poised to be fully allocated by summer of 2021.



IN 2020,
THE RDC APPROVED

7 loans TOTALING **\$3.2 million**

AND LEVERAGING MORE THAN

\$8.7 MILLION

IN PRIVATE INVESTMENT

RDC CLIENT HIGHLIGHTS

HIGHWAY REHAB CORP – Cheektowaga, NY

The RDC Board of Directors approved a \$1.6 million loan for road paver Highway Rehab Corp. (pictured below), to allow two executives of the company to purchase the business from its current owner. By keeping the business locally-owned and operated, new owners Tom Colella and Michael Haggerty will preserve 21 permanent and 34 seasonal full-time jobs.

UPSCALE IMAGES / EVERYTHING ELMWOOD – Buffalo, NY

Everything Elmwood, a popular gift shop on Elmwood Avenue in Buffalo (pictured on opposite page), was approved for a \$50,000 working capital loan. Owners Gary and Kelly LaMartina experienced financial hardship due to the COVID pandemic, State-mandated closures, and a shortened holiday season created by the later Thanksgiving weekend in 2020. The LaMartinas closed a second Williamsville location in June of 2020, retaining six full-time jobs as the LaMartinas focus on the flagship Elmwood Village store.

MEDLAB, INC. – Cheektowaga, NY

Medlab is a NYS Department of Health Certified Medical Laboratory focusing on toxicology testing for drug abuse. Their primary customers are drug rehabilitation centers, hospitals, local government and courts and probation offices. As the need for COVID-19 testing grew, Medlab, Inc. owners Terry Courtney and Rick Muller were approved for a \$400,000 working capital and equipment loan to allow them to conduct COVID-19 testing at their facility. The loan will help Medlab retain 7 full time jobs and create 13 new jobs.



Highway Rehab fleet • Photo courtesy of Highway Rehab Corporation



INDUSTRIAL LAND DEVELOPMENT CORPORATION

The Industrial Land Development Corporation (ILDC) is the land development and tax-exempt bond issuance arm of the ECIDA. The ILDC provides development services for properties in partnership with Erie County, and also administers the Erie County MicroEnterprise Loan program. In 2020, ILDC staff processed four MicroEnterprise loans for Erie County, totaling \$140,000. The loans helped retain and create a total of eight jobs for the small business applicants.

The former Bethlehem Steel site remains a priority on the agenda for the County Executive and ILDC.

FORMER BETHLEHEM STEEL SITE – Lackawanna, NY

In 2018, the ECIDA's land development arm, the Industrial Land Development Corporation (ILDC), purchased 150 acres along Route 5 from owner Tecumseh Steel to create an advanced manufacturing commerce park. The purchase was the culmination of six years of planning and negotiation by Erie County Executive Mark C. Poloncarz, who also serves as the Chair of the ILDC.

In 2019, Erie County funded and completed a public bike path and the extension of Dona Street into the property. The ILDC completed the relocation of a railroad track on the site and commissioned an infrastructure Master Plan. Buffalo cleaning products manufacturer TMP Technologies purchased 26 acres off the Dona Street Extension to build a \$22.7 million, 290,000 sq. ft. facility, making TMP the first official manufacturing tenant on the ILDC acreage. TMP's new project will add 20 new jobs and ensure the retention of 103 full time positions.

Redevelopment efforts continued in 2020 at the former Bethlehem Steel site (*pictured on opposite page*), which remains a priority on the agenda for the County Executive and ILDC. The U.S. Economic Development Administration awarded the ILDC a \$2.68 million grant this year for construction of sewer and water infrastructure.

TMP continued construction, with a targeted spring/summer 2021 ribbon cutting.

Marketing and branding efforts began, including survey of local community opinions on the property. Due to COVID restrictions, public hearings moved to a virtual process, and efforts continued marketing the site to potential businesses locally and worldwide. In spite of so many downturns in 2020, the former Bethlehem Steel site is poised to welcome two new businesses in early 2021, with more to follow as the commerce park takes shape.

FORMER EDEN-ANGOLA AIRPORT SITE – Town of Evans, NY

The ILDC and Erie County purchased the former Eden-Angola Airport property (*pictured below*) from a private owner in 2020. Located in the Town of Evans, the 240-acre site will be redeveloped into an agri-business park. The ILDC is currently working with designers on an infrastructure Master Plan, with initial remediation and infrastructure development slated to begin in the spring of 2021.



Former Eden-Angola Airport site
Town of Evans, NY



In late spring of 2020, Erie County Executive Mark C. Poloncarz created a volunteer Small Business Task Force to address the growing economic hardships created by the COVID-19 health crisis. Weekly meetings provided health crisis updates and information regarding public safety requirements. ECIDA President and CEO John Cappellino participated along with more than 40 community and business leaders, and ECIDA staff worked on various committees.



The Task Force main objectives were:

- Develop a \$20 million small business grant program that would get much-needed capital to struggling businesses
- Design a “Buy Local” campaign to support the local merchants, restaurants and other locally-owned businesses during a time when many consumers were turning to big-box stores and online purchases
- Create an information collaborative for community business leaders to share both economic and health issues, ideas and solutions to help Erie County residents during the height of the pandemic

BACK TO BUSINESS GRANT PROGRAM

The Task Force partnered with 43North to manage the extraordinary undertaking of distributing \$19.2 million in federally-funded CARES Act grants to 1,399 small businesses in Erie County, in amounts ranging from \$2,000 to \$45,000. More than 5,000 businesses submitted applications totaling nearly \$95 million.



According to 43North’s final report on the grant program, the need for working capital was critical:

- 80% of grantees had lost more than 25% of their annual revenue due to COVID at the time of their application
- 35% had lost more than 50% of their annual revenue
- 43% of awardees did not receive any PPP relief funding
- 59% of grant recipients are women-owned businesses
- 7% of grant recipients are located in distressed or Highly-Distressed zip codes

SHOP716 e-GIFT CARD PROGRAM



In partnership with the Amherst Chamber of Commerce and Visit Buffalo Niagara, the Task Force also implemented the Shop716 e-Gift card program, which offered a free \$25 e-Gift card with the purchase of a \$25 e-Gift card, good only at participating local merchants. The program was a great success, redeeming over \$1 million at more than 800 locally-owned small businesses in Erie County. The card program continues without the buy-one-get-one free option, encouraging consumers to keep shopping local.



BOARD OF DIRECTORS

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

MS. DENISE ABBOTT Interim President Buffalo Central Labor Council, AFL-CIO	HON. DIANE BENCZKOWSKI Supervisor Town of Cheektowaga	REV. MARK BLUE President NAACP
HON. BYRON W. BROWN Mayor City of Buffalo	MR. JAMES DOHERTY	HON. JOE EMMINGER Supervisor Town of Tonawanda
MS. DOTTIE GALLAGHER President & CEO Buffalo Niagara Partnership	MS. TYRA JOHNSON HUX Deputy Director LISC WNY	HON. HOWARD JOHNSON Chairman, Economic Development Erie County Legislature
HON. BRIAN KULPA Supervisor Town of Amherst	MR. RICHARD LIPSITZ, JR. VICE CHAIR President Western New York Area Labor Federation	MS. BRENDA McDUFFIE CHAIR President & CEO Buffalo Urban League
HON. GLENN NELLIS	HON. MARK C. POLONCARZ County Executive County of Erie	HON. DARIUS PRIDGEN President Buffalo Common Council
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MR. PAUL VUKELIC ** President & COO Try-it Distribution	MS. RENEE WILSON ** President Erie County Association of School Boards	MR. ART WINGERTER * President Univera Healthcare

* Outgoing/Partial Term 2020
** Incoming/Partial Term 2020

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.

Atiqa Abidi
SENIOR ACCOUNTANT

Dawn Boudreau
COMPLIANCE OFFICER

John Cappellino
PRESIDENT & CEO

Karen Fiala
**VICE PRESIDENT/MANAGER,
TAX INCENTIVE PRODUCTS**

Laurie Hendrix
ADMINISTRATIVE COORDINATOR

Carrie Ann Hocieniec
ADMINISTRATIVE COORDINATOR

Brian Krygier
SYSTEMS ANALYST

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Robbie-Ann McPherson
**DIRECTOR, MARKETING &
COMMUNICATIONS**

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OFFICER**

Mollie Profic
**VICE PRESIDENT/
CHIEF FINANCIAL OFFICER**

Phil Riggs
RAIL & SITE MANAGEMENT

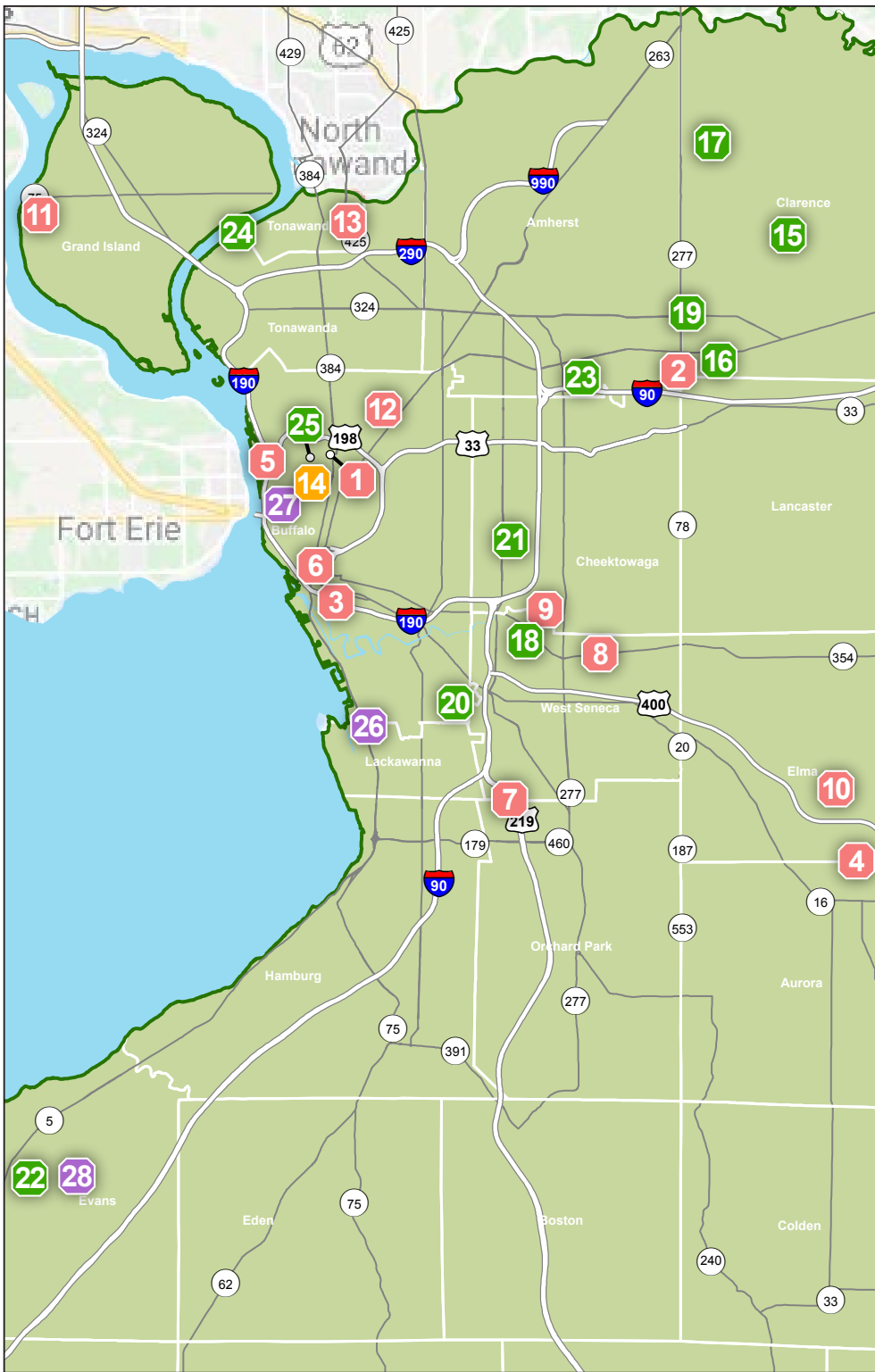
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For more details about these and other ECIDA projects, access the ECIDA project logs at www.ecidany.com

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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.

2020 PROJECTS

KEY / PROJECT NAME

ECIDA TAX INCENTIVES

- 1 1275 Delaware, LLC/637 Linwood LLC ^A
- 2 6700 Transit Road, LLC
- 3 Barcalo Living & Commerce / Barcalo Buffalo, LLC ^A
- 4 Fisher Price
- 5 Great Point Opportunity Fund B QOZB
- 6 Jemal's Seneca, LLC
- 7 Marathon Drains / MRP Supports
- 8 Raine Logistics / Kamax, LLC
- 9 Rosina Food Products, Inc.
- 10 Steuben Foods Incorporated
- 11 Thermo Fisher West Expansion
- 12 Tight Holdings / Mean Guppy ^A
- 13 Tonawanda Pirson Gear Motions

ECIDA TAX EXEMPT BOND

- 14 Related Affordable / Elmwood Square

RDC LOANS

- 15 Affordable Technology Solutions, LLC
- 16 BizWin Strategies, Inc. / Triad Healthcare Recruiting
- 17 Corporate Wellness Global, Inc. ^{**}
- 18 Crossroads Bar & Grill ^{**}
- 19 Fetch! Gourmet Dog Treats LLC ^{**}
- 20 Flex-E-Brick Products, Inc.
- 21 Highway Rehab Corporation
- 22 Kwilos Farms ^{**}
- 23 Medlab, Inc.
- 24 Sherex Fastening Solutions, LLC / Disc-Lock, LLC
- 25 Upscale Images, Inc / Everything Elmwood

ILDC

- 26 Former Bethlehem Steel site
- 27 D'Youville College ^{*}
- 28 Former Eden-Angola Airport site

^A Adaptive Reuse Projects

^{*} Bond Issuance

^{**} Erie County MicroEnterprise Loan administered through contract with ILDC/RDC

