

# Wyoming County Business Center, Inc. Annual Report

## Accomplishments and Objectives January 1, 2011 - December 31, 2011



*The Lead Entity for Economic Development in  
Wyoming County*



## President's Message:

On behalf of the Board of Directors of the Wyoming County Business Center (WCBC), I proudly present to you the 2011 Annual Report. The WCBC celebrated its fifth anniversary and has made tremendous strides in furthering the growth of our organization and the economic development of Wyoming County.

The year of 2011 was a very busy year with assistance being provided to several existing and new business startups. In 2011, the WCBC was also very active in micro lending nearly depleting all of the available funds that were set aside for loans.

The success of the WCBC and our work in Wyoming County would not be possible without the hard work and dedication of our Board of Directors, a sound strategy and the involvement of many supportive partnering entities such as the Wyoming County - Board of Supervisors, Industrial Development Agency, Planning, Chamber of Commerce & Tourism, Business Education Council and the Small Business Development Corporation.

Thank you to everyone who has played a role in the WCBC and our collective work to improve the economic viability of Wyoming County. I also want to thank the Board of Directors for the privilege of serving as its President.

Sincerely,

James Pierce  
President

*Mission: The Business Center provides opportunities for business growth by promoting and assisting economic development projects that result in capital investments and job creation and retention in Wyoming County.*

### **Introduction**

The Wyoming County Business Center (WCBC), Inc. was established in 2006 by the Wyoming County Board of Supervisors to become the lead economic development agency in Wyoming County. The WCBC is a private, not-for-profit local development corporation that is in its fourth year. In 2010, Jim Pierce was appointed to serve as a full time President for the WCBC and continued in this capacity in 2011.

The WCBC is co-located and works with our development partners the Wyoming County Industrial Development Agency (IDA), Wyoming County Planning, Wyoming County Chamber of Commerce and Tourism, Small Business Development Center and the Wyoming County Business Education Council.

### **Board of Directors 2010**

- Mark Merrill, Chairman
- Richard Fish Sr., Vice Chairman
- James Fleischman, Secretary
- James Brick
- Frank Vitagliano Jr.

### **Staff:**

- James Pierce, President
- Patricia Hellwig, Administrative Support/Bookkeeper

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### **WCBC Economic Development Activities**

The WCBC primary economic development objectives include assisting in the retention and expansion of our existing businesses, the recruitment of new businesses to Wyoming County through proactive business attraction marketing. We also have a key role in developing entrepreneurs, micro lending and real estate re-development projects that are focused on creating shovel ready sites and buildings for business expansion or relocation

opportunities. Listed below are economic development activities that were assisted by the WCBC in 2011.

### **Economic Development Projects**

- Upstate Door-The WCBC provided site assistance and identification of entities with potential resources and incentives to assist the Warsaw based company to purchase and relocate a door manufacturing business from Kansas into Wyoming County. The IDA is providing incentives and has facilitated assistance from Empire State Development and NYS Office of Community Renewal. This project will result in the creation of 15 jobs.
- NY Pizzeria-This Warsaw based restaurant business has felt that their ability to grow has been slowed in recent years by the availability of parking at 12 N. Main Street and a building that was in need of some renovations. The owner of the business renovated an existing building farther north on Main Street in Warsaw and relocated the restaurant. The WCBC worked with the owner to identify alternative sites near the hospital and financing and potential incentives possible, including possible sales tax and mortgage recording tax incentives from the WCBC. Many different financing scenarios were explored until a package finally came together.
- Upstate Chevrolet-The WCBC and IDA partnered to assist this Attica based dealer with a proposed expansion project that is being mandated by GM. Several meetings with the owner were held to identify resources and to get project information put together for an IDA application. The project is scheduled for the Spring of 2011.
- W. Glenn Sedam- The WCBC worked with this business to identify possible incentives for an addition to their building that will allow for garage space to repair tractor trailers. The IDA was brought into and has provide financial assistance for the project.
- B. B.&B Enterprises – The WCBC worked with this business to identify possible locations in Wyoming County to house an operation that manufactures miniature straw bales for the retail craft industry. A purchase was made and an offer has been accepted on a building in Arcade.
- The Dance Company and Attica Wine and Spirits- The WCBC worked with the owners of these two businesses when they acquired an adjoining building demolished and rebuild on the same footprint allowing for the expansion of both businesses on Main Street.
- The WCBC worked with Creative Food Ingredients from Perry, a contract manufacturer, to assist with a project that improved their bulk ingredient handling and created a new mixing line. The capital investment is estimated at \$1 million and created 10 new jobs.

## Active Economic Development Projects

- Working with a manufacturer of modular homes who is looking at locations in Wyoming County. After exploring existing buildings to lease the company is considering building a new 60,000 sq. ft. building. Jim Pierce has provided them with some possible sites to consider and is working on coordinating some financing for the project that will initially create 60 jobs with a plan to increase to over 150 jobs in five years.
- Continue to work with representatives from a Nunda manufacturer who is looking 25,000 sq.ft. of warehousing space. They have a strong interest in the Perry Commerce Center building and company representatives have toured the building.
- Working with Steel & O'Brien of Arcade who is planning another expansion. They have ruled out building on their site. Jim P. has been helping them to identify space to lease that can accommodate a need for 50,000 sq. ft. of space. It looks very likely they will end up in the building that was formerly used by Foamex located on Rt. 98. Twenty new jobs would be created over the next three years.
- Jim P. and Mike Heftka along with ESD's Kevin Hurley met with the president and operation manager from Koike who is a 20,000 sq. ft. expansion project planned once the rail line is moved. The expansion will result in the creation of 15 new jobs bring their employment numbers to 130 by the end of the year.
- Continue to work with a newly graduated veterinarian and a partner from Erie County who are considering starting a small animal practice in Warsaw. The WCBC toured the vets through a couple of possibilities. They are mulling the ideas over about the buildings.
- The WCBC met with the new COO of Markin Tubing, located in the Town of Covington, to discuss some of his growth plans that he wants to implement providing sufficient power can be made available.
- Continue to work with the manufacturer of cabinets and countertops in Castile, the latest option is now focused on leasing space in Warsaw for a showroom.
- Working with representatives from API Air Tech in Arcade who are in need of an expansion to serve a new OEM customer. They are considering a 10,000 sq. ft. build out of their existing facility or leasing space from a neighboring building.
- Working with business leaders of Base Tech of Arcade who have recently acquired a small company in California and are slowly bringing the work here to the Arcade Business Park building. Job numbers have grown from 13 to 19 presently. There is a good possibility they will be knocking out a wall and expanding into the remaining vacant space.
- Working with the owners of an existing greenhouse in neighboring county that

would like to find a 100 acre site of flat land for a new greenhouse. Access to natural gas and a good road are essential. The first phase of the project calls for 20 acres to be under glass and the creation of 60 jobs.

- Working with a prominent dairy operation about project ideas for the energy produced from methane digesting. They have been paired with the greenhouse people to see if there may be some opportunities there
- Working with a recreational business in the Town of Sheldon on a proposed expansion project.
- Working with a real estate agent from Hastings Cohn out of Buffalo who is looking for 40,000 sq. ft. of space for a client that is a wood manufacturer. Jim Pierce submitted four possible sites for the company's consideration.
- Continue to assist Emkay Trading corporation with financing ideas that would allow this dormant Arcade company to refurbish the facility and get back in production of cream cheese products and create 35 jobs.
- Work continues with Line By Line Design, the plastic injection molding company from East Aurora who is still considering moving the company to Arcade. Krog Corporation, a local developer and owner of the Arcade Business Park, recently completed a building proposal for them.
- Continue to working with a company that recycles scrap wood and may be interested in locating in Perry. Four jobs would be created.
- Jim Pierce and Mike Heftka along with ESD's Kevin Hurley met with the controller from Prestolite who after already making some significant changes to facility is phasing in an estimated \$4 million in capital investment and improvements.
- Working with small food retail store that is interested in locating to Arcade. Possible sites were identified.

### **Buffalo Niagara Enterprise (BNE) Business Leads and Active Projects**

- Jim Pierce submitted two buildings (API SMD & Arcade Business Park) to the BNE for a project named Nike, a Canadian plastic injection molding operation looking to expand into the Buffalo Niagara region. The company seeks to hire 50 new employees over three years and wants to buy an existing building of 20,000 sq. ft. The sites two out of fifteen that were submitted in the region.
- Jim also submitted the Arcade Business Park building for a BNE lead known as Project Cereal a Canadian company who manufacturers a product another food product. They will employ 40 and are looking to lease 15,000 sq ft with room and flexibility to grow. The site is one of 18 submitted from the region.
- Submitted two sites for a BNE business lead known as Project Penguin, a food

processing operation looking for 10-16 acre site and 125,000-180,000 sq. ft. building. The Perry Commerce Center site and the former Foamex facility in Arcade were submitted. No job numbers or specific infrastructure needs were identified.

- Jim P. submitted the former Foamex Building in Arcade for a BNE lead, a Canadian baked food company considering a move into WNY. They are looking for 100,000 sq. ft. of building and would create 100 jobs. The site is one of 18 being considered by the company.

### **Inactive Projects**

- Worked with a realtor out of Buffalo to find a suitable location and incentive package in Perry for Premiere Credit, a 50-100 seat debt recovery call center, who was interested in the space at the Larkin Plaza in Perry, however a non-compete agreement signed by one of principals when he left Pioneer Credit Recovery prevented the company to locate in the county.
- Work to secure a fuel cell manufacturer from Long Island that is considering a move to Western New York has decided to look at a location in Erie County in order to be nearer to the colleges. Ten existing jobs would have moved with the company and 60-70 new jobs were to be created over three years. The president of the company was here for site tours and were most interested in the idea a
- Staroba Plastics located in Holland in Erie County, who the WCBC was working with, specializes in three very diverse activities that include plastic injection, molding, raw material compounding and custom tool molding development and repair. Has decided not to move one of their operations to the former Foamex building in Arcade, they lost a major customer that was necessitating the move.

### **FastTrac New Venture**

#### FastTrac New Venture – Entrepreneurship Development Program Growing Our Own Jobs

This Kauffman Foundation entrepreneurship program has proven to be very effective in Wyoming County for the development of sound business plans and getting new businesses started off on the right foot. Participants in the two offerings of the training program went through 10 fast paced and challenging classes over a 10 week period that resulted in the development of their business plans. As of the end of the year a total of twenty participants went through the program and thus far 6 participants have opened businesses in the county creating nine jobs. Two other participants have business openings planned for early summer 2012.

After graduation, additional technical assistance was made available to fully complete any unfinished business plans, examine financing options, assist with business locations if needed or provide further guidance.

FastTrac New Venture received sponsorship support for its program from the Wyoming County Board of Supervisors, the Bank of Castile and Complete Payroll Processing.



FastTrac Graduates Fall 2011



FastTrac Graduates Spring 2011

### **Micro Loan Program**

The Wyoming County Business Center administers a micro loan program utilizing grant dollars provided by the Wyoming County Board of Supervisors that were originally sourced from the NYS Office of Community Renewal. The following businesses have received financing for their small businesses in 2011:

1. Stang Tek Services, LLC-The funding provided this information technology business the opportunity to purchase a building and move their business from their home in Cattaraugus County to a more visible location on Liberty Street in Arcade. Aside from the owner the business created one job thus far.
2. Swept Away Hair Studio & Day Spa, LLC-Financing from the program gave this startup business the opportunity to open in a building located on Market Street in Attica. One job was created for the owner.
3. \*Cannan's Butcher Block, LLC- Financing was provided for the purchase of equipment for this startup butcher shop located on Main Street in Perry. In addition to the owner, two jobs were created.



4. Healing Hands Massage & Spa, LLC-Financing was provided to assist this existing Warsaw business with refurbishing and upgrading the equipment and décor. Two new jobs were created from this project.

5. \*Silver Trail Outfitters, LLC – Financing was provided to this startup outdoor store business located on Main Street in Perry for equipment, furniture, fixtures and working capital. In addition to the two owners, two new jobs were created.

A total of \$190,000 of financing was provided to these businesses in 2011 who collectively created 12 new jobs if you include the owners.

*\*FastTrac New Venture graduates*

### **A & A Metal Brownfield Cleanup Project**



A & A Metal Fabrication Site

The WCBC, with funding from the Wyoming County IDA, has for the past couple of years assumed the responsibility and is working towards the redevelopment of a contaminated and abandoned industrial site known as the former A & A Metal Fabricating site in Perry. In 2011 the WCBC worked to advance the project through the work plans of NYS Brownfield Cleanup program. This included conducting an RFP for development of Remedial Investigation work plan and implementation of the plan. This required a great deal of soil and water sampling and testing. TVGA consultants conducted the work and identified some areas of concern, most notably an area where petroleum was left behind in the soil where a tank farm once was located.

Limited resources and growing cost for additional sampling forced the WCBC to withdraw the site from the Brownfield Cleanup program. Subsequently NYS DEC has determined the site to be a hazardous spill site because of the petroleum product found and will now become the responsibility of the DEC to remediate it starting in the Spring/Summer 2012. Once remediated the WCBC which holds an assignment of the mortgage will work with a business prospect to foreclose on the property and redevelop the site for industrial use.

## **Business Attraction Marketing Activities**

The WCBC continued business attraction marketing efforts. In 2011 the marketing activity centered on the industry targets of alternative/renewable energy and agribusiness.

The WCBC website, [www.wycobusiness.org](http://www.wycobusiness.org) has become one of the most important economic development marketing tools for Wyoming County. In 2011 continual improvements were made to the website to provide the most important information that is desired by site selectors, commercial realtors and business prospects. The web page with available sites has been expanded and used frequently by the WCBC to send immediate responses to inquiries about available buildings.

The WCBC also has a strong relationship with two regional business attraction marketing entities the Greater Rochester Enterprise (GRE) and the Buffalo Niagara Enterprise (BNE). Wyoming County is part of each entity's service territory. The GRE and BNE both provide business prospect leads to Wyoming County and open the door for participation in events that involve decision makers on business relocation and expansion projects.

On-going efforts are also in place to market the availability of existing sites available in the Arcade, Warsaw and Silver Springs business parks.