

Wyoming County Business Center, Inc. Annual Report

Accomplishments and Objectives January 1, 2012 - December 31, 2012



*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 2012 Annual Report. The WCBC celebrated its sixth year anniversary and has made tremendous strides in furthering the growth of our organization and the economic development of Wyoming County.

The year of 2012 was a very busy year with assistance being provided to several existing business and new business startups. In 2012, 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 sixth year. In 2010, Jim Pierce was appointed to serve as a full time President for the WCBC and continued in this capacity in 2012.

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 2012

- 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 (PT)

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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 the development of 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 partnership with the IDA in 2012.

2012 Economic Development Projects

- **Once Again Nut Butter** – The WCBC worked with the business leaders of this manufacturing operation headquartered in Nunda. The company had been looking for existing space to serve as their warehousing and distribution facility because of excessive crowding at the current location. The company was close to a deal for leasing a building in Mt. Morris, when a final proposal was put forward by the WCBC and the building owner of the Perry Commerce Center. The company committed to a five year lease on 25,000 sq. ft. that brought the warehouse and distribution business here to Wyoming County along with 10 jobs.
- **Biggest Loser Resort-** The WCBC and IDA worked with Synder Corp. after it was learned that they had reached an agreement to re-brand and expand the facility known as Beaver Hollow to the Biggest Loser Resort. The \$3.5 million project called for updates to the facility, a fitness center and a pool. The project created 75 jobs.
- **API Heat Transfer-**The WCBC worked with company executives from API Heat Transfer, Arcade’s plant who outgrew their space. With information and assistance being provided by the WCBC, several options were weighed including building 10,000 sq. ft. on to their existing building, having Krog Development Corp build them a building on the adjoining lot in the Arcade Business Park and the third option was to lease the building next door that was vacated by API SMD. In the end, they decided to lease the SMD building next door and moved in the 20,000 sq. ft. building. The project resulted in the creation of 30 new jobs.
- **Kioke Aronson-**With the Arcade portion of the IDA’s Wyoming County Rail initiative now complete the door was opened for Koike Aronson’s to begin their next expansion project, this phase of the project called \$3.5 million in capital investment for a 20,000 sq. ft. expansion, the project will also result in the creation of 15 new jobs. The IDA provided a PILOT and sales tax exemption assistance.
- **Upstate Door-**Assistance was provided by the WCBC in providing site assistance and identification of entities with potential resources and incentives to assist the Warsaw based company to purchase and relocate Sun Dor a manufacturing business from Kansas into Wyoming County. The IDA assisted by securing a grant/loan from Empire State Development and NYS Office of Community Renewal. This project resulted 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. The IDA partnered with the Bank of Castile to help finance the project which has created 10 new jobs.
- **Upstate Chevrolet-**The WCBC and IDA partnered to assist this Attica based dealer with an expansion project that was being mandated by GM. Several meetings with the owner were held to identify resources. The IDA provided some

- tax abatements for the expansion that will help create 7 new jobs.
- **Steel & O'Brien** of Arcade was assisted by the WCBC to locate space within Wyoming County that would accommodate their need for 50,000 sq. ft. for their warehouse and distribution business for stainless imported steel parts for the food and pharmaceutical industries that they recently started. The company committed to a 5 year lease at the former Foamex Building on Liberty Street. If the business is successful the company will consider expanding on their existing building for this operation. The project resulted in 20 new jobs.
 - **LVM Materials** - The WCBC provided assistance to LVM Materials when the company purchased a wood recycling business and was trying to identify a suitable location for the operation that makes saw dust. The company decided that they would build a new 21,600 sq. ft. building at the parent company (R.S. Maher and Son) site in Eagle. Capital investment for the project was \$880,000. The IDA provided assistance with a PILOT, sales tax exemption and partnered with the Bank of Castile to a help with financing the project. Four new jobs were created.
 - **Byrnclyff Resort and Conference Center**-The WCBC assisted the owner with identify resources for converting a house near the golf course to a bed and breakfast and to make some improvements to the clubhouse, a total capital investment of \$1.15 million. The IDA provided assistance including financing for the project in partnership with the Bank of Castile. The project resulted in the creation of 10 new jobs.
 - **Athletica**- The WCBC and IDA worked with representatives from Athletic when they identified a need to purchase new equipment for their Perry location. The new equipment and project created 3 new jobs.
 - **Jacked 24/7 Fitness Club**-The WCBC assisted this business by providing a business loan for this startup business that resulted in filling a vacant store front in downtown Warsaw and it created 2 jobs.
 - **Little Red Caboose** – The WCBC provided assistance to this business after they had purchased a caboose/ice cream rail car from Pennsylvania and did not have a location for it. The original plan was to place it in Yorkshire (Cattaraugus County). The WCBC found a suitable site in Arcade that would place the business closer to the A & A Railroad and create new jobs here while keeping the sales taxes in Wyoming County. The Little Red Caboose expanded their food offerings resulting in more staffing needs for this seasonable business. The business employs 14 part time employees that equates to 7 full time equivalents. The business is open from May-October.

The total of new jobs created in 2012 for the projects listed above is 208

Active Economic Development Projects

- **Base Tech**-This electronic manufacturer from Arcade acquired a company from California and moved their equipment into their current location in the Arcade Business Park. This has caused some overcrowding and discussions have started with the WCBC, the company and the building owner about possibly occupying the remaining vacant space in their building, another 8,000 sq. ft. The acquisition of the California business has increased employment from 13 to 20 jobs.

- **Dragow, Inc.**-This production machine company from the town of Wethersfield has outgrown their production facility. The WCBC provided some guidance with a Consolidated Funding Application (CFA) and the company was successful in securing a \$125,000 grant. This will allow the company to expand by 10,000 sq. ft. and add 6 new jobs. The IDA provided assistance for the project including a financing partnership with the Bank of Castile.
- **American Heritage Homes**- The WCBC is working with a former manufacturer of modular homes who is looking to restart the business and are considering locations in Wyoming County. The company is in discussion with a possible new partner who is a home builder. At the end of 2012 the company, which still needs to get together their financing, is considering leasing 50,000 sq. ft. of space in the town of Castile. The WCBC provided assistance with site considerations, introduction to their potential new partner and with a CFA. The CFA was successful and the company secured from Empire State Development an award a \$1.1 million in Excelsior Job Tax Credits that can be used for the anticipated 100 jobs to be created.
- **Hillside Inn**-The WCBC and IDA have been in discussion with the new owners of the Hillside Inn located in the town of Middlebury. The initial plan is preserve the historic inn and build next to it 50-100 adult residential and assisted living units. The project is continuing to evolve and it's anticipated they will be seeking IDA incentives to make the project viable and profitable.
- **American Classic Outfitters**-The company who manufactures sportswear, owned by Liebe, Inc. out of St. Louis, Missouri is advancing a potential merger with a division of a New Jersey company now operating in El Salvador, that would potentially bring one half of their production back to U.S. to be produced at American Classic Outfitters in Perry. The WCBC and IDA are identifying potential resources to help the deal come together. If the project materializes it would result in 105 new jobs for Perry.
- **Call Center**-A site consultant based in Texas has a client that may be interested in establishing a call center here in Wyoming County. The WCBC has provided a great deal of information about the County, business environment, workforce and buildings for the site consultant's client to consider.
- **Maple Equipment & Supplies**-A Vermont based maple equipment & supply business continues their due diligence in finding a suitable location in order to establish a dealership/retail presence in Wyoming County. The WCBC has provided business sites and tour of facilities in and around Warsaw for their consideration. The project has been put on hold until after this spring's sugaring season.
- **Small Animal Veterinarian Practice** – The WCBC is continuing to work with a two veterinarian from Erie County who would like to establish a small animal practice in Warsaw. The WCBC identified and toured the vets through a several buildings. They are now conducting a feasibility study of Warsaw as a viable location for the area.

- **Markin Tubing** – Markin is a manufacturer of tubing for the auto and refrigeration industries. The WCBC has met with the COO of the company on several occasions to try and advance a potential project that would add two additional production lines to the facility. The WCBC brought in representatives from National Grid and Empire State Development to identify programs and resources that would support the business growth, including National Grid’s willingness to increase the availability of power for the additional load. The lack of available power has long been a reason for the lack of growth for the company. If the project moves it would create 12 new jobs.
- **Themory USA**- This manufacturer of moisture resistant wood flooring and decking is currently located in Estonia. Currently North American ash lumber is shipped to Estonia to be kiln dried with an innovative process and then shipped back to the USA for sales and distribution. The company is developing plans that may include building a manufacturing plant here.

Buffalo Niagara Enterprise (BNE) and Greater Rochester Enterprise (GRE) Business Leads and Active Projects

- **Project Gladys**-The WCBC responded to business lead shared by the GRE known as Project Gladys. A site location was package was presented to the GRE to be carried forward to the animal nutrition company that is looking for a viable existing facility of 15,000-25,000 sq. ft. with 2 dock doors to support their manufacturing operation. It is expected that this operation will create approximately 40 jobs within 5 years. No decision has been made by the end of 2012.
- **Project College2**-The BNE shared a business lead for Project College2. This is a Canadian manufacturer who is looking for 10,000-25,000 sq. ft. of lease to own space. A site location was provided based on the prospect’s needs. No decision has been made by the end of 2012.
- **Project Shadow**- The BNE shared a business lead for Project Shadow, a downstate company executive who is exploring the ideas of bringing his company's manufacturing back to the U.S. from overseas. The company is considering cost effective locations that have available 50,000 sq. ft. of space to lease or purchase. The WCBC provided a site location package for consideration. The company executive is still performing his due diligence so more details on needs are to come.
- **Project Sully**- Buffalo Niagara Enterprise shared a business lead for a startup manufacturer looking to identify available sites for 14,000 sq. ft. of space with 15’ ceiling heights, 2 docks and a grade level door. The WCBC provide a site location package to BNE’s project manager to share with their prospect. The project has been slowed by the company’s ability to develop financing.

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 in 2012 went through 10 fast paced and challenging classes over a 10 week period that resulted in the development of their business plans. A total of eighteen graduated from the program in 2012 and of those the following types of businesses have been started:

FastTrac New Venture – Businesses Started

Business	Type of Business	Town/Village	Project Type	Jobs Created
Dulcimer Maker	Manufacturer	T/Castile	New Startup	1
*Hoof Trimming	Service	V/Silver Springs	New Startup	1
*Clothing Consignment	Retail	V/Attica	New Startup	3
Restaurant	Retail	V/Arcade	New Startup	7
Embroidery	Retail	T/Arcade	New Startup	.5
Professional Writer	Service	V/Warsaw	New Startup	1

*Micro loan recipient from the Wyoming County Business Center

FastTrac New Venture participants Fall 2012



Left to right, Jeff Fitch Program Facilitator, Peter Wade, Kelly Dahl, Tom Coppini, Liz Kibler, Barret Hebrank, Linda Demars and Mike Fitch, Program Facilitator (other participants declined for the photo for confidentiality reasons).



Pictures left to right first row: Jim Pierce, Program Director, Shirley LaGeorgia, Lindsay Shearing, Justus Ryan, Larry Hoyt, Linda Demers, Jeff Fitch, Facilitator, back row: Mike Fitch, Facilitator, Ken Kibler, Frank Hollister, Glenn Gebhardt, Katelynne Mallon and Suzanne West. (other participants declined for the photo for confidentiality reasons).

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 2012:

1. ***Twice is Nice Boutique, LLC**-The funding provided this consignment store business the opportunity to purchase a building on Main Street in Attica and startup their new business. Two jobs were created.
2. **Jacked 24/7 Fitness Club, LLC**-Financing from the program gave this startup fitness business the opportunity to open in a building located on West Buffalo Street, occupying a store front in the central business district that was vacant for over 10 years. One job was created thus far.
3. ***Shearings Hoof Trimming, LLC**- Financing was provided for the purchase of a hoof trimming chute and some working capital for this startup business. One job was created thus far.

A total of \$78,500 of financing was provided to these businesses in 2012.

**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 few years assumed the responsibility for environmental investigation 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 2012 the WCBC worked to advance the project further which resulted in the removal of nine transformers from the site including one that had a high level of PCB. Because of escalating remedial investigation costs the project was removed from the NYS's Brownfield Cleanup program. Enough environmental investigation was conducted however, to receive a determination from the DEC that the property is not a significant threat to the environment and public. One small area where some petroleum tanks were once buried remains the only contamination at the site and for that reason the site is listed on the hazardous spill list and now is the responsibility of the DEC to do the remediation. A contract for the remediation was awarded by the DEC with work to begin in the spring of 2013. 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 2012 the marketing activity centered on the industry targets of alternative/renewable energy and agribusiness.

The WCBC website, www.wycobusiness.org has become one of the most important economic development marketing tools for Wyoming County. In 2012 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.