

Authority Self-Evaluation of Prior Year Performance

Local Public Authority Name: Genesee County Industrial Development Agency d/b/a Genesee County Economic Development Center (GCEDC)

2022 Measurements and results:

1. Secure capital / business investment commitments of \$35 million (not including any project over \$50 million in capital investment).
 - A. **2022 result was \$33 million (the total for the year is \$97 million if the over \$50 million in capital investments, RRH and YMCA Healthy Living Campus, are included).**
2. Secure pledges to create 90 jobs.
 - A. **2022 result was 16 pledged jobs to be created (the total for the year was 117 if the over \$50 million in capital investments, RRH and YMCA Healthy Living Campus, are included).**
3. Achieve the GCEDC 2022 budget from a bottom-line financial operation performance (EBITDA) standpoint.
 - A. **The GCEDC will exceed the 2022 budget from a bottom-line standpoint. For the Operating Fund, Project Origination Fee Revenue collected exceeded the budgeted amount. The GCEDC collected \$405K in Project Origination Fee Revenue as compared to the \$375K budgeted for 2022. Several operating expenditure line items will come in significantly under budget as well.**
4. Continue an active outreach campaign. Continue engagements with state, federal, regional, local and educational partners focused on advancing the GCEDC's development strategy enabling local/regional economic growth and quality job opportunities for our residents and children.
 - A. **The GCEDC continued its efforts in 2022 to provide enhanced communications and outreach with federal, state and local government officials and staff on various economic development issues. This has been accomplished through direct communications with these officials, but also through our activities with and appointments to various civic, government and private sector entities which allows for constant interaction with our federal, state and local government representatives and staff.**

1. Federal:

- Provided guidance on market conditions and needs during the development of the CHIPS and Science Act with Senate Majority Leader Schumer's regional and economic development policy staff, as well as Rep. Morelle's regional and economic development policy staff. This added a critical focus on the supporting shovel-readiness for strategic sites, including STAMP, and connections with potential industry supporters.
- Made requests to our congressional delegation to make outreach to key federal agencies regarding support at STAMP, including federal reviews and approvals of required site and infrastructure development.

2. State/Regional:

- Coordinated state and local support enabling Plug Power's investments into a green hydrogen project and construction of a campus-wide substation at STAMP.
- Continued to explore funding opportunities at STAMP through discussions with the Governor's office, including Empire State Development, and members from the Rochester and Finger Lakes delegation to the New York State Legislature following the

approval and deployment of grants for infrastructure to support active and future projects at STAMP.

- Continued to financially support the economic development initiatives of the Greater Rochester Enterprise (GRE) and Invest Buffalo Niagara (IBN). These investments include a seat on the board of directors of both organizations and active support for sales and marketing outreach.
- The GCEDC's CEO serves on Finger Lakes Regional Economic Development Council (FLREDC). Several members of the GCEDC staff also serve on workgroups for the FLREDC.
- Members of the GCEDC staff also serve on Invest Buffalo Niagara's Industrial Real Estate Strategy Taskforce, including site readiness and marketing workgroups.

3. Local (County, City and Town):

- Continued to increase outreach and dialogue with local municipalities. In 2022, these conversations also included a successful partnership with the towns of Elba and Oakfield, and Genesee County, to negotiate financial agreements that are estimated to generate \$87 million in revenue from the Hecate Energy Cider Solar project. Municipalities where projects under consideration of the GCEDC board are contacted before and after board actions, and before and after public hearings, including project applications, public hearing minutes, and project summaries.
- The GCEDC has engaged with towns, villages, and the city of Batavia to identify areas that have zoning, utilities and local support for housing developments in conjunction with the GCEDC's targeted housing development initiative. This includes the development of an 8-acre area in the City of Batavia for future housing development.
- In addition to project communications, the GCEDC engages with municipalities and local government officials through participation in local board meetings and discussions on potential projects, long-term developments, and properties and buildings that can be marketed for investment.
- The GCEDC staff also participates on many community boards relevant to economic development, business, and community development across the County.

4. Educational Institutions:

- Our workforce partners included K-12 Schools, GV BOCES/BEA, GLOW WIB and Genesee County Career Center, Genesee Community College, and regional institutions. All are critical partners to our economic development initiatives, especially our efforts to bring new businesses to our shovel-ready parks and enable the growth of existing businesses.
- Superintendents, teachers, counselors, and students across the Genesee Valley BOCES. (GV BOCES) districts have been working with the GCEDC to increase STEM programming in the classroom and gaining awareness of skill-based career choices.
- Building on the launch of The GLOW With Your Hands program, the GCEDC and partners continued online GLOW With Your Hands Virtual website available to all Genesee County high school students in addition to an in-person GLOW With Your Hands program.
- 11th and 12th grade Electro-mechanical, or "Mechatronics" has been an asset. The youth apprenticeship and pre-apprenticeship bootcamp have given students connections to local companies. Both programs have leveraged the \$800,000 of new equipment sponsored by GCEDC/GGLDC for the mechatronics lab at GV BOCES
- This workforce development effort is intended to provide employers with a skilled workforce, as well as build a worker pipeline for the future companies attracted to our region, including businesses we are recruiting to bring to the STAMP Campus.

5. Continue site development activities at the tech and industrial parks which facilitates achievement of our jobs and investment goals.
 - A. **2022 results for the STAMP site are that the power line reroute, and the 345 kV to 115 kV substation have begun construction. The onsite water line, hold and haul tank, and the onsite construction storage yard have completed construction as well. The NYSDEC has issued the SPDEA permit for the WWTF and the final design and bidding package will be completed in 2023. The STAMP site is now at a market ready status for the large-scale infrastructure needed for mega sized projects.**

6. Continue active participation with the City of Batavia, Batavia Development Corp., County, School district, Finger Lakes REDC, New York State and related community partners with respect to revitalization activities and projects in the City of Batavia to include development and implementation of the Batavia DRI Strategic Investment Plan. This will include the importance of the development and support of Placemaking.
 - A. **The GCEDC built on placemaking initiatives including engagement with local stakeholders and project managers for strategic Downtown Revitalization Initiative projects at the Healthy Living Campus, Ellicott Station, Ellicott Place and others. The GCEDC provided active guidance in the redevelopment of BOA sites at the City Center/mall and Creek Park, as well as the deployment of the DRI's Building Improvement Fund.**

7. Continue active sales and marketing efforts focused on company attractions, expansions and retentions to achieve our investment and jobs goals and continued focus on economic expansion.
 - A. **In 2022, the GCEDC had 12 wins, 117 jobs committed, and \$97 million in capital investment committed. The results exceeded the GCEDC's goals. The GCEDC had 7 company attraction projects which included J & R Fancher Properties, LLC mixed use project at BETP. There were two expansion projects which were J Rental in Apple Tree Acres and Rochester Regional Health building adjacent to the Gateway II Corporate Park. The selling activity continued to be robust, and the sales funnel remains very active. The GCEDC sales and business development team responded to 111 leads in 2022. Eleven of those leads converted to projects and were approved for incentives/funding support from either the boards of GCEDC/GGLDC/GCFC and/or New York State.**

8. Continue workforce development activities with our education partners focused on worker pipeline enhancement enabling growth by our existing base of businesses and supporting company attractions to the community/region.
 - A. **Throughout 2022 our efforts have focused on both Higher Education and especially K-12 with the goal to influence students' interest in STEM careers and career paths in the skilled trades.**
 - Managed the "Genesee --> F.A.S.T." (Food Processing, Advanced Manufacturing, Skilled Trades & Technicians) Workforce Development team in the region.
 - Continued to fine tune workforce programs. Coach's Corner column with the Batavia Daily News & The Batavian. Articles were published three times throughout 2022. Also, "Coach Swazz" appeared on the Batavia Daily News online streaming of High School Sectional Football game in September. The goal is to reach parents/students on careers in their backyard.
 - The GCEDC's VP of Business and Workforce Development presented at 2022 NYATEP & NYSEDC Partners of Workforce & Economic Development Fall Conference on "How to become a Workforce Champion". Over 400 professionals attended the virtual webinar with over 20 in the actual break out room.
 - As Co-Chairman of "GLOW with Hands", the GCEDC's VP of Business and Workforce Development was instrumental in the coordination of the event to include 3 regional

IDA's and workforce support teams, 30 school districts. As the sponsorship committee leader, the GCEDC's VP of Business and Workforce Development led the way to raise over \$150k in the first four years. This year (2022), we were successful with 1000 students and 64 vendors in attendance.

Continue GV BOCES Involvement:

- Advisor of WNY Tech Academy, Computer Graphics, Mechatronics, Metal Trades, & Building Trades
 - Led the setup of a Pre-Apprenticeship bootcamp program for youth ages 18-24 with 7 companies planned to participate in 2022 with 4 students.
 - Youth Apprenticeship Program – Led the charge to coordinate the program along with Finger Lakes Youth Apprenticeship www.fingerlakesyouthapprenticeship.com team. The program established 11th grade CTE students to job shadow and in 12th grade a paid internship at local manufacturing companies. In 2022, the programs 33 students in Mechatronics to participate and 31 students were accepted in the program with 7 participating companies.
 - As an active executive board member of the Business Education Alliance, Chris was instrumental in Year 2 of the Genesee County Premier Workforce Membership Program. The program is an up-selling technique to dramatically increase the membership dues to strategic organizations. The highlights of the program include an easy one payment sponsorship for all workforce related events including participating in a Senior Job Fair, Lunch N Learn, GLOW with Your Hands Gold Level Sponsorship and Video recording. Eight companies were secured raising \$37,500 in total.
 - The “Cornell in High School” first year had 12 students graduate the 3-day bootcamp. We recruited students from a combination of GV BOCES Culinary program and local and regional schools. I was successful in securing a \$10k grant from WDI to support the overall cost of the program.
9. Commence strategic planning and related advocacy/communications activities regarding the need for additional investment to implement STAMP Phase II site and infrastructure development helping to make the 1,250-acre site globally competitive by better aligning infrastructure readiness timelines with market needs (market ready/shovel-ready).

The GCEDC has utilized the additional \$8M for STAMP Track 2 infrastructure and has completed the design, engineering and permitting that was needed to bring the main manufacturing portion of the STAMP campus to a Market Ready state that has significantly reduced the timelines as it relates to large infrastructure deployment. We are currently pursuing a FAST NY grant application to secure funds to begin construction of some of that large scale capacity infrastructure.