

Genesee County: Ready for the Future



Annual Report **2021**



**Genesee
County
Economic
Development
Center**

Friends of Genesee County,

We are pleased to share our 2021 Annual Report and our appreciation to our stakeholders and wider community.

This past year was filled by significant milestones made possible by years of dedicated work. Investments into infrastructure and site readiness. Partnerships to build direct and deep workforce pathways, redevelop downtowns, and to sustain businesses during the COVID pandemic.

Governor Kathy Hochul said it best in helping to kick off Plug Power's \$232 million project at STAMP in October.

"We're ready for the future because of these investments."

That's the spirit behind the GCEDC as we tackle even more activity in 2022.

Plug Power's selection of the STAMP mega site for North America's largest green hydrogen manufacturing project led a wave of activity and interest at Genesee County's shovel-ready sites.

Dozens of businesses have already activated over 75% of the available acreage at GCEDC developed sites in Batavia, Bergen, Le Roy, and Pembroke. More are actively looking to join them, and to employ the talented residents of our county and region.

They are drawn to Genesee County because we are truly open for business. 2021 saw the latest phase of Liberty Pumps' growth in Apple Tree Acres, investments along the Saile Drive corridor with LandPro Equipment and New York Bus Sales, and the launch of projects like Ellicott Station and building improvements through our downtowns.



"We're ready for the future because of these investments"

These projects will have a significant and positive impact in our community well into the future.

We conservatively estimate that the 9 projects advanced through the GCEDC in 2021 have a total economic impact of \$647 million, including investments directly to their facilities and shared infrastructure, 171 new jobs, and significant future property tax base growth.

As we enter 2022, all signs are pointing to more growth in our county and region.

The partnership of our board of directors, professional staff, and leaders like Gov. Hochul, our state and federal legislators – and most importantly, the people of Genesee County – prove that Genesee County is ready for the future!

Sincerely,

Peter Zeliff, Board Chairman
Steven G. Hyde, President and CEO

2021 Projects

9
Total
Projects

171
Jobs
Created

89 ACRES
Activated at
Business Parks

348k
SQ FT Built or
Improved

\$343.5M
Investment

75
Housing Units

\$647M
Economic Impact



Plug Power brings green hydrogen manufacturing to STAMP

"This will be the first large-scale green hydrogen network - not only in New York, not only in the U.S., but around the world."

Plug Power CEO Andry Marsh, joined by Gov. Kathy Hochul and leaders from across New York, kicked off the largest business investment in Genesee County history in October – and affirmed the Western New York Science & Technology Advanced Manufacturing Park's role in scaling technological advancements.

Plug Power is now under construction on a \$232 million facility at STAMP, where the manufacturer is build both their operations and an electrical substation with capacities available to serve the entire 1,250-acre mega site.

Plug Power's site location decision is credited to STAMP's unique ability to deliver large-scale, 100% renewable energy at under \$0.04/kwh and the completion of a 1 million gallons per day water supply at STAMP.

New York's proactive investment in infrastructure and the completion of all site-level environmental and pre-project due diligence allowed Plug Power to quickly break ground.

"Let me put an explanation point on that – we're ready for the future because of these investments," Gov. Hochul said at the project's October kickoff.

Plug Power's investment and construction brings new attention to the assets available at STAMP and across the Buffalo-Rochester Tech Corridor. Site selection experts weighed in April during a virtual "State of Site Selection" event.

"The ability to land that community-changing project takes years of due diligence, and the efforts by the leaders just to continue to see it through," said John Longshore, now the Senior Managing Director at Newmark Global Corporate Services. "(Genesee County) has done that very strategically. The strong, focused effort has been very evident."

Longshore, along with Global Location Strategies President Didi Caldwell and Senior Consultant Andrew Ratchford, noted that STAMP's operational competitiveness already outpaced peer sites.

The site selection experts say the announced construction of STAMP's electric substation, and bid-readiness of major water, wastewater and natural gas expansion place our region even higher on the list of ideal locations.

"With these improvements, (STAMP) jumps far and above the rest of its competitors," Ratchford said.

Craft Cannery shows recipe for success

Restaurants, grocery stores, and start-ups looking to market family recipes are all finding their way to Genesee County and the team at Craft Cannery.

A location at Apple Tree Acres enables the nimble contract manufacturing operation to service a variety of sauces, dressings and marinades in pilot programs, small batch, and mid-size production runs.

Supported with a loan approved in October by the Genesee Gateway Local Development Corporation, Craft Cannery more than doubled its production capacity with new filling equipment added at the end of 2021.

With popular products like Guglielmo's Home Grown Marinara Sauce and Coach Tony's Buffalo Wing Sauce, the increased production is another tasty benefit of Genesee County's food and beverage expertise.



Gateway I and II Corporate Park

LOCATION: Batavia, NY at Interstate 90 and NYS Route 98

SITE: 110 acres

RECENT PROJECT: Gallina Development – 33,000 SQ FT Distribution Center (2022)

INDUSTRIES: Distribution, Manufacturing, Hospitality, Healthcare

AVAILABLE: Build-to-Suit Lease Facilities

www.gallinadev.com/property/7995-8003-call-parkway/

Genesee Valley Agri-Business Park

LOCATION: Batavia, NY at NYS Routes 5 & 63 (<5 Miles to Interstate 90)

SITE: 250 acres

RECENT PROJECT: HP Hood – 100,000 SQ FT Expansion (2017)

INDUSTRIES: Food & Beverage, Agri-Business

AVAILABLE: 30, 20 & 3 Acre Parcels Available

www.gcedc.com/agpark



Le Roy Food & Tech Park

LOCATION: Le Roy, NY at NYS Route 19 (<4 Miles to Interstate 90 & 490)

SITE: 75 acres

STATUS: Greenfield

INDUSTRIES: Food & Beverage, Manufacturing, Distribution

AVAILABLE: 75 Acres Available, Subdividable

www.gcedc.com/leroy

Shovel-ready sites



Apple Tree Acres

LOCATION: Bergen, NY at Interstate 490 and NYS Routes 33 & 19

SITE: 185 acres

RECENT PROJECT: Liberty Pumps – 107,000 SQ FT Expansion (2021)

INDUSTRIES: Manufacturing, Distribution, Food & Beverage

AVAILABLE: 40 Acre, 17 Acre & 1 Acre Parcels Available

www.gcedc.com/bergen

Upstate MedTech Park

LOCATION: Batavia, NY at MedTech Drive (<3.5 Miles to Interstate 90)

SITE: 34 acres

RECENT PROJECT: MedTech Center – 42,000 SQ FT Office (2011)

INDUSTRIES: Office, Medical, Light Industrial, Mixed-Use

AVAILABLE: 9.4 Acres Available, Subdividable; and Lease Space at MedTech Center

www.gcedc.com/medtechpark



Buffalo East Tech Park

LOCATION: Pembroke, NY at NYS Routes 5 & 77 and Interstate 90

SITE: 65 acres

RECENT PROJECT: J&R Fancher – 52,000 SQ FT Distribution Center (2022)

INDUSTRIES: Food & Beverage, Distribution

AVAILABLE: 10 Acre Parcel Available

www.gcedc.com/pembroke



Western New York STAMP

LOCATION: Alabama, NY at NYS Routes 63 & 77 (<5 Miles to Interstate 90)

SITE: 1,250 acres

RECENT PROJECT: Plug Power - \$232 Million Manufacturing Project (2021)

INDUSTRIES: Advanced Manufacturing, Renewables Manufacturing, Semiconductor Manufacturing

AVAILABLE: 20 to 1,250 Acres Available, Subdividable

www.wnystamp.com

F.A.S.T. growing talent pipeline

2021 was a year of acceleration in building talent across Genesee F.A.S.T. careers – Food & beverage manufacturing, Advanced manufacturing, Skilled trades, and Technicians.

Students involved in year-long career and technical training programs have increased 30% since the launch of GLOW With Your Hands! Participants in our Finger Lakes Youth Apprenticeship Program grew 73% from 2021 to 2022!

There's real momentum in Genesee County and 2022 will have even more activity. Both the summer's Genesee Valley Pre-Apprenticeship Boot Camp and fall's GLOW With Your Hands continue to expand engagement. In June, we are adding up to 40 students for Cornell in High School, a one-week boot camp that will certify and connect students to careers at the Genesee Valley Agri-Business Park.

"We're building a workforce that's trained, excited, and ready for the future!"



Chris Suozzi

GCEDC Vice President,
Business and Workforce
Development



Revitalized downtowns

The Buffalo-Rochester Tech Corridor's economic recovery from the COVID-19 pandemic progressed from stability to growth in 2021, as projects highlighted by Batavia's Downtown Revitalization Initiative have Main Streets poised for new life.

The Batavia Development Corporation has identified 9 projects projected to accomplish major milestones in 2022, including major brownfield redevelopments, investments in public performance spaces, new apartments overlooking downtown, and the Healthy Living Campus.

The \$51.6 million of milestone projects, and over a dozen projects supported by the Downtown Revitalization Initiative, New York Main Street Program and Building Improvement Fund, are quickly reshaping the look and activity in downtown Batavia.



© Mark Gutman/Daily News

Demolition began in November at Ellicott Station, a \$22.4 million project at the connection point of the Ellicott Street and the Ellicott Trail. Supported by the GCEDC, BDC, and New York, the critical redevelopment project will add 55 residential units and a brewery-restaurant at a formerly neglected brownfield.

See the energy of the Buf-Roc Tech Corridor



© Steven Falitico/Genesee County Chamber of Commerce



Ready

1.1 Million Population in
Genesee County's 30-Minute
Commute Zone



Connected

52,000 Commuters Cross
NY's 2nd & 3rd Largest Metros
in Genesee County



Trained

7,500+ Students Graduate
from Technical Training
Programs Annually



Educated

7,000+ Students Graduate
Engineering & Engineering
Technician Programs Annually

Apple Tree Acres welcomes latest Liberty Pumps expansion

Building on the success created by a strong workforce and forward-looking leadership, businesses in Genesee County's shovel-ready sites continue to expand beyond their initial projects.

Liberty Pumps broke ground in October on the family and employee-owned manufacturer's \$13.5 million Materials Center.

The project is the third major expansion for Liberty Pumps since 2000 at Apple Tree Acres, enabling more space to serve customers worldwide from Bergen, NY with the support of the GCEDC's site development, project incentives, workforce development investments, and Foreign Trade Zone benefits.

"We're excited to begin another project that will benefit our approximately 300 employees, and add to our presence in Genesee County," Charlie Cook, CEO & Chairman of

Liberty Pumps said at the groundbreaking.



1 – LAND PRO EQUIPMENT

JOBS PLEDGED: 5 **NEW CAPITAL INVESTMENT:** \$9,200,000
PROJECT DETAILS: Construction of a new 50,000 SQ FT facility to service western New York customers from central location near Interstate 90.

2 – PLUG POWER INC.

JOBS PLEDGED: 68 **NEW CAPITAL INVESTMENT:** \$285,709,880
PROJECT DETAILS: Construction of North America's largest green hydrogen project at STAMP as the lead of a national network of green hydrogen infrastructure.

3 – GATEWAY GS LLC

JOBS PLEDGED: 21 **NEW CAPITAL INVESTMENT:** \$2,306,000
PROJECT DETAILS: Construction of a 27,000 SQ FT logistics facility as the third of five planned buildings at Gateway II Corporate Park.

4 – LIBERTY PUMPS

JOBS PLEDGED: 30 **NEW CAPITAL INVESTMENT:** \$13,727,000
PROJECT DETAILS: Construction of a new 107,000 SQ FT materials center to service business growth and customers in the U.S. and international markets.

5 – VALIANT REAL ESTATE USA LLC

JOBS PLEDGED: 24 **NEW CAPITAL INVESTMENT:** \$4,500,000
PROJECT DETAILS: Construction of a 20,000 SQ FT facility as central location for New York Bus Sales to service and maintain school buses and electric buses.

6 – ELLICOTT STATION

JOBS PLEDGED: 20 **NEW CAPITAL INVESTMENT:** \$22,400,000
PROJECT DETAILS: Construction of a 55-unit workforce housing project and brewery/restaurant facility at the heart of a 60,908 SQ FT downtown brownfield redevelopment.

7 – BATAVIA SPECIAL NEEDS APARTMENTS

JOBS PLEDGED: 2.5 **NEW CAPITAL INVESTMENT:** \$3,750,000
PROJECT DETAILS: Construction of a 20-unit special needs housing project through the renovation of 20,100 SQ FT of facilities.

8 – HP HOOD LAND SALE

NEW CAPITAL INVESTMENT: \$1,521,000
PROJECT DETAILS: Purchase of 50.57 acres at the Genesee Valley Agri-Business Park to support growth of HP Hood.

9 – GATEWAY GS LLC LAND SALE

NEW CAPITAL INVESTMENT: \$400,185
PROJECT DETAILS: Purchase of 8.89 acres at Gateway II Corporate Park to support growth of projects and construction led by the Gallina Development Corporation.



1



2



5



Genesee County Economic Development Center

Mission

The GCEDC is the primary economic development agency in Genesee County, New York.

The GCEDC's mission is to provide the resources to foster community economic success and facilitate new business attraction in order to build a sustainable long-term economy.

This is done through growth, expansion and retention of our existing business base and marketing our community as "business friendly" to attract new businesses.

To accomplish its mission, GCEDC provides a variety of financial incentives, technical assistance and other forms of direct support to enable companies to succeed in the global economy.

GCEDC Board of Directors



Peter Zeliff, Chairman
Matthew Gray, Vice Chairman
Paul Battaglia, Boardmember
Todd Bender, Boardmember
Chandy Kemp, Boardmember
Craig Yunker, Boardmember
Marianne Clattenburg, Legislature Liaison

GGLDC Board of Directors



Don Cunningham, Chairman
Thomas Felton, Vice Chairman
Sarah Noble-Moag, Secretary
Gregg Torrey, Treasurer
Jonathan Tretter, Boardmember
Not Pictured:
Todd Bender, Boardmember
Paul Battaglia, Boardmember
Craig Yunker, Boardmember
Peter Zeliff, Boardmember



GCEDC Staff

FRONT ROW, LEFT TO RIGHT:
Penny Kennett, Operations Manager
Lauren Casey, Financial Assistant
Lezlie Farrell, Chief Financial Officer
Krista Galdun, Operations Assistant

BACK ROW, LEFT TO RIGHT:
Jim Krencik, Director of Marketing & Communications
Steve Hyde, President & CEO
Mark Masse, Senior Vice President, Operations
Chris Suozzi, Vice President, Business & Workforce Development

Nationally recognized for economic growth

Genesee County's record-setting year for business growth and project interest was confirmed by the Site Selection Governor's Cup rankings, which named our county among the best in the nation for the 18th consecutive year.

Site Selection has announced Genesee County as the 5th most active micropolitan in the United States for business growth in 2021, noting the financial investments, job commitments and economic impact of nine qualifying projects.

How does Genesee County continue to stand at the top of the Governor's Cup rankings?

"Genesee County continues to demonstrate that our community is a great place to work, live and recreate through the significant financial investments being made by the private sector," said Genesee County Chair Shelley Stein.





**Genesee
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Economic
Development
Center**



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