OUR STRATEGY FOR GROWTH

Friends of Genesee County, we are pleased to share our 2020 Annual Report to the Community as we embark on a year of continued business, infrastructure, and community development.

On behalf of the Genesee County Economic Development Center’s board members and staff, we thank every leader, entrepreneur, and worker that stepped forward during Genesee County’s comprehensive response to COVID-19. Together, we addressed incredible challenges with the same energy and cooperation that have powered economic development.

A number of factors ensured that Genesee County could respond quickly. Our business parks are home to a strong base of industries that were truly essential, including manufacturing, distribution, and food and beverage. Having those companies continuing to safely operate powered the start of our economic recovery and enabled our business development, workforce development and local government partners to develop effective plans for long-term economic growth.

We thank every member of the Genesee County Economic Recovery Task Force, and every business who worked with the GCEDC and our partners to find solutions during the sustained reopening of the economy.

In addition to these efforts, Genesee County’s economic development activities continued in 2020. Companies pledged an additional $82.8 million in new investments in our county, supporting 85 jobs and significant property tax base growth. Our conservative projection show $83.8 in additional economic impacts from these 18 projects, and signal that Genesee County remains open for business.

Additional highlights include the expansion of HP Hood and the Upstate Niagara Cooperative’s investments at the Genesee Valley Agri-Business Park, the commencement of major infrastructure projects to service future tenants at STAMP, the initiation of targeted housing growth policies, and the launch of more downtown redevelopment projects in Batavia, Bergen and LeRoy.

As we enter 2021, Genesee County and our municipalities are moving forward with the strong support of our partners, including Gov. Andrew Cuomo and Lt. Gov. Kathy Hochul, the New York State legislature, Senate Majority Leader Charles Schumer and our federal representatives.

Genesee County is open for business, and ready to build even greater opportunities for our neighbors and future generations!

Sincerely,
Peter Zeliff, Board Chairman
Steven G. Hyde, President and CEO
With the support of Genesee County, the town of Alabama and New York State, we are achieving critical infrastructure developments milestones at STAMP’s 1,250-acre mega site.

Construction of new water lines launched in 2020 complete STAMP’s first wave of significant utility infrastructure and bring capacities to 1 million gallons per day, along with design and permitting for delivery of all high-capacity infrastructure at STAMP on track to be completed in Spring 2021.

This means projects with high-level utility needs can move forward with confidence at STAMP, knowing their site and all of their utilities will be available well within their project’s build cycle. STAMP’s 100% renewable and reliable power can also soon be delivered at prices as low as 3.5 cents per kilowatt hour.

STAMP’s utility infrastructure is designed, permitted, and ready to initiate bidding and construction. This gives projects flexibility to work with Genesee County and our partners to achieve high-capacity, efficient infrastructure delivery aligned with their planned facility and operations.

WESTERN NEW YORK SCIENCE AND TECHNOLOGY ADVANCED MANUFACTURING PARK (STAMP)

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2020 PROJECTS

THE ‘PLACE’ FOR DOWNTOWN REDEVELOPMENT

A wave of investment is rapidly adding more vibrancy in Genesee County’s downtowns, including the transformation of the Ellicott Place building in Batavia. The $3 million project is transforming the downtown Batavia building with 10 newly constructed market-rate apartments, 18,000 square feet of space available for lease, and façade improvements.

“(My father Vito) had a vision of creating a mixed-use development, combining commercial, retail and high-quality residential apartments on the second floor,” VJ Gautieri Constructors president Victor Gautieri said at a ground breaking ceremony in October. “(His) vision for this property is now becoming a reality.”

Visionary projects like Ellicott Place reached construction or the final pre-construction planning phases through New York’s Downtown Revitalization Initiative. Over $60 million of new investment is proposed across Batavia, aligned with the GCEDC’s downtown placemaking and housing priorities.

2020 GCEDC EXPANSION PROJECTS

V.J. Gautieri Constructors (Ellicott Place)
Redevelopment of a Batavia building to add new commercial, residential and retail facilities.

Fraser Branche Property LLC
Redevelopment of Batavia building to expand pediatric, commercial and non-profit operations as part of Batavia Pathway to Prosperity.

Yancey’s Fancy
Extended PILOT supports growth of Buffalo East Tech Park food & beverage processor and shared infrastructure in Pembroke.

Six Flags Darien Lake
Sales tax abatement supports planned new ride at County’s largest tourism hub.

2020 GCE DC BUSINESS ASSISTANCE PROJECTS

CONSULTING & ADDITIONAL GRANTS

Upstate Niagara Cooperative
Expansion of operations supported by $734,000
NYS Office of Community Renewal Grant/Loan

HP Hood
Expansion of operations supported by $734,000
NYS Office of Community Renewal Grant/Loan

Rochester Regional Health
Regional refinancing of $331,000,000 in bonds including $42,000,000 in Genesee County

Secured Resolutions
Site location assistance supports project locating at the Harvester Business Incubator

LAND SALES

Upstate Niagara Cooperative
Purchase of 6.7 acres at the Genesee Valley Agri-Business Park

HP Hood
Purchase of 22.5 acres at Genesee Valley Agri-Business Park

REVOLVING LOANS

KEGO, LLC
$120,000 loan supports mixed-use renovation of downtown LeRoy building

Liberti Valvo
$100,000 working capital loan for small business

2020 GCEDC RENEWABLE ENERGY PROJECTS

3104 Batavia Solar, LLC: 3 MW
3104 West Main Street Road, Batavia

3232 Batavia Solar, LLC: 4 MW
3232 West Main Street Road, Batavia

241 Knapp Solar 1 LLC: 5 MW
241 Knapp Road, Pembroke

241 Knapp Solar 2 LLC: 5 MW
241 Knapp Road, Pembroke

Townline Batavia Solar 1, LLC: 5 MW
3104 West Main Street Road, Batavia

Bright Oak Solar, LLC: 4 MW
3104 West Main Street Road, Batavia

26
Megawatts Constructed

$27.68
Capital Investment (Millions)

$2.48
Approved 15-Year Tax Revenues (Millions)
Genesee County’s business community has access to incredible regional assets, from the over 4,000 engineering graduates from universities like the Rochester Institute of Technology and Cornell, to expanding training hubs in Buffalo and Rochester. What sets Genesee County’s companies ahead of their peers is also getting local resources and talent delivered directly from Genesee County’s workforce development and training centers into their facilities through Genesee F.A.S.T.

To our younger audiences and families, we’re promoting F.A.S.T. Careers – the Food & beverage manufacturing, Advanced manufacturing, Skilled trades, and Technicians – that are all in-demand and growing rapidly in our region.

For our businesses, we are offering talent that is trained, ready, and integrated into your growing operations with the efficiency that the GCEDC provides for financial incentives, permitting and construction.

Genesee F.A.S.T. did slow down because of the pandemic. We accelerated. Our GLOW With Your Hands event brought over 800 students from our high schools into hands-on experiences with over 50 careers in advanced manufacturing, agribusiness, clean energy and the skilled trades in 2019. Brining that level of connectivity to GLOWWithYourHandsVirtual.com enabled our companies to reach more students in an on-demand platform.

As we look to 2021, the relationship is flipping back to in-person. We had dozens of students training in CNC machining, welding, and mechatronics at the Genesee Valley BOCES interview remotely with our manufacturing employers, and 19 were just selected in the first round youth apprenticeships. Staging an NFL-style draft is just one of the ways that more our workforce is connecting with companies.

Chris Suozzi
GCEDC Vice President, Business and Workforce Development

In 2004, C.H. Wright Distributing Corp.’s spectacular growth created an opportunity and a challenge. The distribution business needed to accommodate an expanding inventory that included hundreds of recognizable alcoholic and non-alcoholic beverage brands.

Landlocked at their Batavia facilities, C.H. Wright worked with the professionals at the GCEDC to identify, purchase, and renovate a larger facility in Le Roy. The location was a success with the workforce and transportation assets available in Genesee County and their new home.

With the C.H. Wright’s growth hitting another milestone in 2019, the company worked with the GCEDC to support another expansion. C.H. Wright added a 139,000 square-foot facility that after extensive renovations showed immediate benefits.

With consumer consumption shifting from large-capacity events to smaller, safer gathering, C.H. Wright was ready with the flexibility for an evolving market and quickly expanded its workforce beyond initial goals.

In 2020, the GCEDC Board of Directors initiated a countywide housing incentives policy to accelerate construction of clustered market-rate developments at sites identified by our municipalities with build-ready zoning and infrastructure.

Genesee County has the housing demand, job growth, utility and transportation infrastructure, and favorable incentives to support capital-intensive construction.
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.

Financial Incentives
Property, sales and mortgage tax abatements support companies making capitol-intensive investments.

Revolving Loans
support manufacturing, commercial, and mixed-use redevelopment projects with gap financing for new construction and expansions.

Tax Exempt Bonds
support non-profits and for-profits in financing.

State & Utility Assistance Programs
support workforce and facility investments.

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