



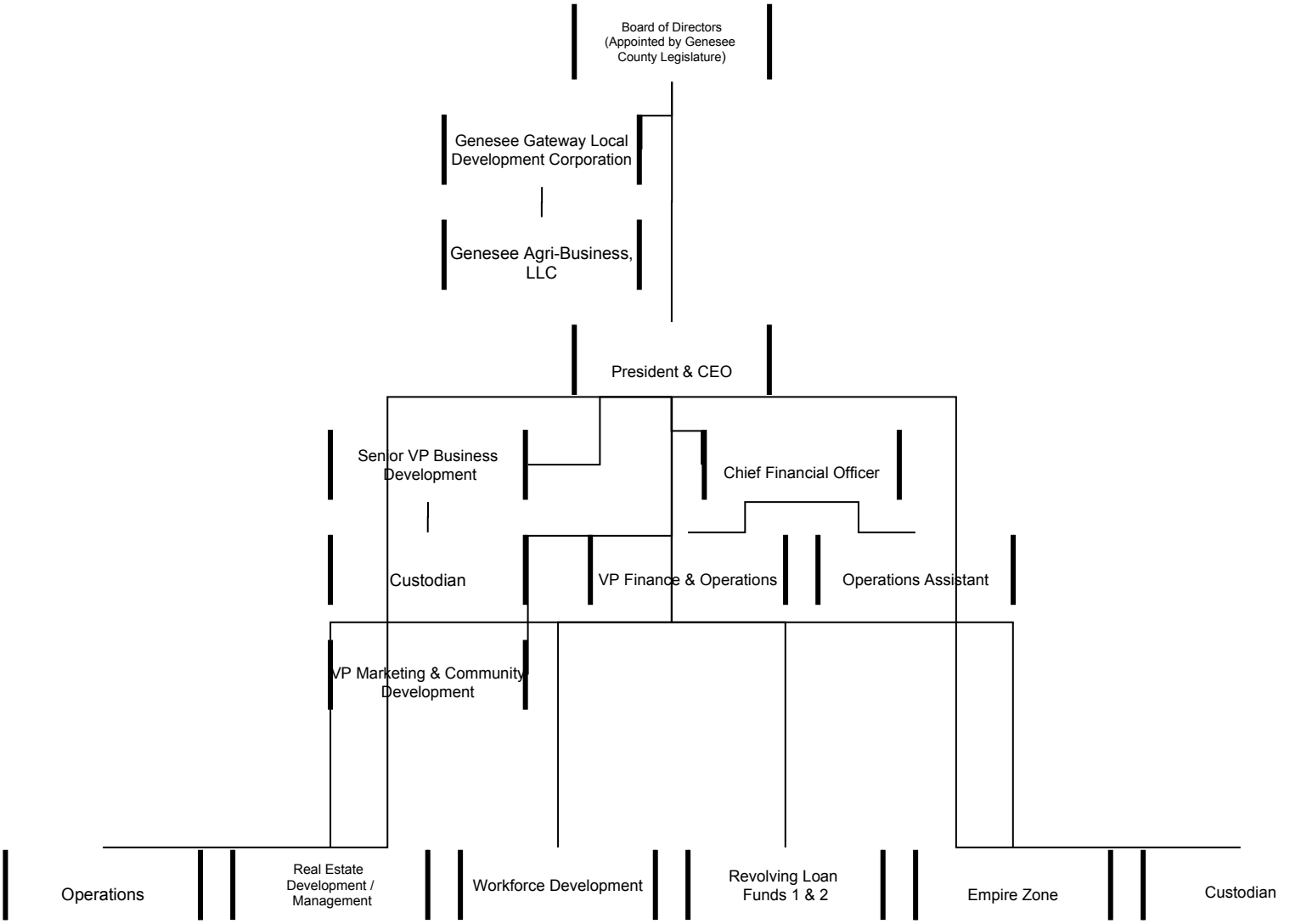
**Genesee County
Economic Development Center**

2010

PROGRAM BUDGET

GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER

ORGANIZATIONAL CHART



DEPARTMENT DESCRIPTION

The Genesee County Legislature established the Genesee County Industrial Development Agency (GCIDA) in 1970 as a public benefit corporation under New York's General Municipal Law. Since 1970 the GCIDA, d/b/a Genesee County Economic Development Center (GCEDC), has been the sole organization responsible for the economic development program throughout Genesee County.

✓ **In 2010 the GCEDC continues its commitment to promote development in Genesee County:**

- Continuing to be fiscally conservative and stretch every dollar of funding secured in support of our development efforts.
- Develop and market, along with the GGLDC, its collection of shovel ready parks including the Gateway I & II Corporate Parks and the Upstate Med & Tech Park, all in the Town of Batavia, as well as Apple Tree Acres in Bergen. Near shovel ready sites include The Buffalo East Technology Park, North and South (the former Pembroke Commerce Park) Campus in the Town of Pembroke which needs sewer and was at the center of much activity in 2009.
- Efforts in 2010 are expected to include \$6M of infrastructure installation at the Genesee Valley Agri-Business Park, completion of the \$7.2M, 43,000 sq ft Upstate MedTech Centre which will house the GCEDC's offices, UMMC's physical therapy program, GCC's nursing program and 6,100 sq ft of

commercialization space for emerging Life Sciences companies and continued planning for WNY STAMP, a 1,340 acre mega-site. Phase II planning is expected to be funded by a \$1M grant from NYS Senate, along with \$350K of expected grant funding from National Grid.

✓ **The GCEDC is a Strong Revenue Generator for the County by enabling growth in the tax base:**

- A 2008 report revealed that Empire Zone Total Property Tax Credits claimed for 2007 totaled \$1.08 Million – of that total approximately **\$250,000 in real property taxes was paid to Genesee County** with the remainders of the property taxes paid to other municipalities within the county. In addition, \$23.5 Million in capital investments were made across 44 zone certified businesses countywide, creating 91 new jobs and generating an overall payroll of \$87 Million. 2008 numbers are not yet available due to the state’s modifications of and intent to dissolve the program as we know it.
- GCEDC/GGLDC continues to play an active role developing all facets of our economy. Several projects that were completed in the City of Batavia in 2008 including assisting a \$8.5M senior housing project sponsored by UMMC, on the upper floors of the former St. Jerome’s hospital, a \$6.7M assisted living project sponsored by Depaul and a \$2M cross dock project undertaken by Genesee Valley Transportation (our community’s short-line railroad.)

✓ **Focused on:**

- **Achieving the business park / shovel-ready strategic imperatives from our Strategic Plan:**
- Established in our community’s Economic Development Strategy published in 2003 as a part of the County’s Comprehensive Planning process, the GCEDC and GGLDC continue to expand infrastructure in many of our corporate parks including those in Bergen, Batavia and Pembroke.
- **Receiving grants monies to advance Strategic Industries.** The EDC received \$5.4M in grant funding commitments in 2008, including a \$3M City by City grant that was officially awarded in October of 2008. That grant was then split into two grants with \$2M being used for infrastructure for the Genesee Valley Agri-Business Park. The GCEDC continues to work with the Governor’s office to secure the additional \$1M for the Ag Park and \$1M for the Ag Park and \$1M for the design phase of WNY STAMP.

✓ **The GCEDC is recognized on a national basis:**

- In 2009, for the fifth year in a row, based upon GCEDC’s 2008 “Project Wins”, Site Selection Magazine’s Governors Cup committee ranked the Batavia Micropolitan area, as one of the top 10 fastest growing Micropolitan areas in the nation in terms of economic development activity. The Batavia Micropolitan area has now achieved #1 fastest growing Micropolitan community in the Northeast the last 4 years running.

STRATEGIC FRAMEWORK

Vision

The Genesee County Economic Development Center's vision is to foster increased economic activity for our community providing for a high quality of life for our residents and their families. The GCEDC will enable this by progressively marketing our community to businesses facilitating business capital investment that contributes to the creation and retention of quality jobs.

Mission

The Genesee County Economic Development Center's mission is to be the driving force in fostering community economic success through growth, expansion and retention of our existing business base and to market a community based "business friendly" climate facilitating new business attraction for both start-ups and corporate re-locations.

Key 2009 Accomplishments: Through AUGUST 2009 (8 month activity)

- ✓ **Core Business/Business & Economic Development**
 - 12 Economic Development projects supported.
 - Job Creation: 58 committed job creation (next 3 years)
 - Job Retention: 56 jobs committed job retention.
 - \$28.8 M in committed Capital Investment (Induced/Approved)

- ✓ **44 Empire Zone Certified Businesses**
 - Comprehensive evaluations of Zone Certified Businesses performance has occurred with possible de-certification being considered for those that significantly under perform.

- ✓ **Financing / Grants:**
 - **Grants approved in 2009 to date exceed \$800,000:**
 - ✓ Secured a \$500,000 grant from the Department of Labor for continuation of our regional efforts in workforce development in the field of Life Sciences. This second year effort included several regional partners (GCC, Genesee Valley BOCES, Business Education Alliance of Genesee County and the University of Buffalo). The project is reaching teachers and students across a 10 county region.
 - ✓ \$93,000 in grants from National Grid and National Fuel to be used towards infrastructure improvements countywide, with another \$77,000 pending.
 - ✓ Strong Inter-municipal partnerships continue in support of Economic Development and Corporate Park Development initiatives:
 - \$400,000 grant from the Town of Pembroke toward the planning, design and construction of infrastructure related to the Buffalo East Technology Park.
 - ✓ Genesee County Legislature supports development through PILOT Increment Financing (PIF) valued at \$209,021 in 2010: (total ten year commitment \$2,122,880)
 - Development and deployment of municipal infrastructure supporting economic development of the Genesee Valley Agri-Business Park in the Town of Batavia.
 - Supports expansion of Village of Bergen Water Treatment Plant that provides services to business development (present and proposed) in the vicinity of Routes 33/490 Apple Tree Acres Corporate Park in the Town of Bergen.

- ✓ **Real Estate Development & Management:** GCEDC continues to commit itself to additional activities and investment with regard to real estate and corporate park development as well as select real estate re-development initiatives for existing buildings largely through its real estate and development affiliate the Genesee Gateway Local Development Corporation (GGLDC). The GGLDC is a federal and NY approved public charitable 501(C)3 not-for-profit private corporation that focuses on real estate development, building re-development, emerging market opportunities (Life Sciences and Advanced Manufacturing) as well as central business district / retail initiatives in order to enhance the economic base, tax base and jobs base for the residents of our community consistent with the mission of the GCEDC. In fact, because of the integrated nature of the organizations, the financial reporting of the GGLDC is consolidated, reviewed and audited as a part of the overall performance of GCEDC during the annual audit process.

- **2009 Corporate Park Development Status:**

- **Gateway II** – With the park being shovel ready, efforts were focused on marketing the park; enhances signage and landscaping improvements have occurred.
- **Buffalo East Technology Park** – The 305 acre park (merging the former Pembroke Commerce Park into the 238 acre Technology Park, producing a north and south campus) is being aggressively marketed as New York’s premiere high tech park receiving several site visits through our marketing partners at BNE, GRE and ESDC.
- **Upstate Med & Tech Park** – Efforts at the shovel ready park focused on the Upstate MedTech Centre, a \$7.2M, 43,000 sq ft building that will house the GCEDC’s offices, UMMC’s Physical Therapy program and GCC’s Nursing Program. Ground was broken in June with completion expected in 2010.
- **Apple Tree Acres** – Marketing and maintenance efforts of the site continue at the park in 2009.
- **Genesee Valley Agri-Business Park** – Bonding/financing for phase I infrastructure for the project, some \$3.5M has occurred with Farm Credit of WNY and is in place. Bidding for the infrastructure build-out, which will occur during the fall of 2009 and spring of 2010, is underway as we write this annual budget summary
- **WNY STAMP** – Land assembly continued as did efforts to obtain the \$1M grant awarded by the State Senate in October of 2008. We have received confirmation that the NY Senate has approved the funds to be used for Phase II (design) of the project.

Key 2010 Goals:

1. Achieve 2009 initial economic development plan objectives:
 - a. A minimum of 10-15 economic development project “wins”
 - b. Minimum of \$13.8 M in community capital investment

2. Continue active economic development sales & marketing programs
 - a. Business attraction programs
 - b. Business retention & expansion programs
 - c. Shovel ready business parks
 - d. Empire Zone Consulting & Administration (until June 30, 2010 when the program is set to expire)
 - e. Enhance an active outreach program with municipal stakeholders & school districts in the community
 - f. Participate in necessary Public Policy issues as it relates IDA effectiveness and their ability to continue providing active economic development programs within their community.

3. Continue Real Estate Development and Management activities
 - a. **Gateway II Park** – Continue active sales, marketing and maintenance of this shovel ready site (32 acres).
 - b. **Apple Tree Acres** - Continued park enhancement, sales & marketing of shovel-ready acreage (50+ acres). Further extensions of infrastructure to open up added shovel-ready acres at park as required.
 - c. **Buffalo East Technology Park** – Continue pursuing funding opportunities to acquire 238 acre parcel under option and to make necessary infrastructure investments, including the development of a wastewater treatment solution for the Pembroke Thruway, to make this site shovel-ready. Continue actively marketing this site the Advanced Manufacturing attraction projects in concert with GRE, BNE and Empire State Development.
 - d. **Genesee Valley Agri-Business Park** – Deploy infrastructure at the site in 2010 making significant acreage shovel-ready. Actively market site to food processing and related Agri-Business opportunities.
 - e. **WNY STAMP** – Conduct Phase II design work regarding the site’s development.

4. Address the community’s need for new inventory as it relates to middle-income and senior housing:
 - a. Develop at least one housing project that can be used as a model to replicate county-wide as further demand develops.

BUDGET SUMMARY: GCEDC Consolidated

Appropriation by Object	Adopted 2008	Actual 2008	Adopted 2009	Estimated 2009	Approved 2010
County Support	\$280,285	\$280,285	\$280,285	\$280,285	\$266,271
Other Revenues (fees et. al.)	\$905,035	\$1,430,769	\$900,498	\$1,572,536	\$983,992
Total Revenue:	\$1,185,320	\$1,711,054	\$1,180,783	\$1,852,821	\$1,250,263
Expenses	\$964,906	\$1,020,877	\$1,180,783	\$1,533,202	\$1,264,277
EBITDA: MGMT P/L reporting	(\$29,347)	\$465,178	\$0	\$199,017	(\$14,014)
Strategic Investments	\$0	\$0	\$0	\$0	\$0
Net: P/L Total GCEDC ¹	\$0	\$554,686	\$0	(\$494,383)	(\$14,014)
Net: P/L Audit		\$267,667		TBD	
FTE'S	7	8	8	8	8

1 After year end recognition of non-cash expenses such as depreciation and cost of sales

BUDGET HIGHLIGHTS

- ✓ A “hold the line budget” request to County for funding:
 - A “Hold the line” county funding commitment (\$266,271) is foundational to GCEDC and funds a significant portion of baseline payroll costs of the GCEDC Operations organization. All other costs are funded by GCEDC directly.
 - ✓ **GCEDC** is a county affiliate organization and remains one of the few organizations which is a **Revenue Generator** for the County through growing the community’s long term property and sales tax bases.
 - ✓ 2010 offers modest baseline revenue growth of 8% vs. 2010 plan levels.
- Hired in July of 2009, Lezlie Farrell (CPA) will assume Steve Lockwood’s duties when he retires in October of 2009. This position has been re-aligned to a Chief Financial Officer position which will allow for some outsourcing of the grant writing needs of the GCEDC.