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

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 Andy 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 building 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.

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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.

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

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

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

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/

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

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

Craft Cannery shows recipe for success
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.

Revitalized downtowns

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

Chris Suozzi
GCEDC Vice President, Business and Workforce Development
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: $8,200,000
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 – ELICOTT 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 50.97 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.
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.
Address

Dr. Bruce A. Holm
Upstate Med & Tech Centre
99 MedTech Dr., Suite 106
Batavia, NY 14020

Telephone

OFFICE: 585-343-4866
FAX: 585-343-0848

Online

WEBSITE: www.gcedc.com
EMAIL: gcedc@gcedc.com