

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)

2015 Measurements and Results:

1. Capital / business investment goal of \$35 million.
 - a. **2015 actual amount was \$54 million.**
2. Job creation goal of 205 pledged jobs.
 - a. **2015 actual amount was 179 jobs pledged to be created.**
3. Achieve the GCEDC 2015 budget from a bottom line financial operation performance (EBITDA) standpoint.
 - a. **It is projected that the GCEDC will exceed the 2015 budget from a bottom line standpoint. Detailed financial statements focusing on budget vs. actual comparisons and variations are reviewed with the Audit & Finance Committee on a monthly basis. Explanations are provided for any line items that are significantly over budget.**
4. Advance STAMP's development:
 - a. Funding:
 - i. Ensure "Track 1 Infrastructure funding (\$33M)" is readopted in the 2015-2016 NYS budget
 1. **Amount was readopted.**
 - ii. Secure funding, including access to some or all of the \$33M, to advance critical development activities thereby improving timelines and site readiness.
 1. **\$5 million dollars approved at 11/19/15 ESD Board meeting.**
 - b. Shovel ready status:
 - i. Land acquisition/site control: make progress in acquiring the remaining real estate at the site.
 1. **Have acquired 198 acres in 2015 bringing total acreage to 1,071 acres owned.**
 - ii. Advance the planning activities for infrastructure deployment: water/sewer engineering activities, permitting and approvals; electric infrastructure engineering studies; demolition and site prep of select land parcels; make progress advancing the environmental permitting processes (wetlands permitting), working with US Army Corp of Engineers (USACE) and NYS Department of Environmental Conservation (NYSDEC), with the goal of proceeding in the permitting process to Public Notice.
 1. **Started the design and engineering for the route analysis for the offsite sewer project, authorized the completion of the SIS study with National Grid, have completed a pre demolition asbestos survey on one parcel, have completed the Public Notice period of the permitting process.**
 - iii. Evaluate and apply as appropriate for NYS "Shovel Ready Site Certification".

1. **In process as we complete the necessary design and engineering for the necessary on site and off site infrastructure to service potential tenants needs.**
 - c. Business Development: Continue active sales and marketing activities to attract companies to the campus.
 1. **Were successful in attracting the first tenant to STAMP in 1366 Technologies.**
5. Bring LeRoy shovel ready “greenfield” development project to a “GO”/“NO GO” decision.
 - a. Gas supply availability to support site development. **Received base information on upgrade necessary, more work is needed to determine what the potential upgrades will need to be along with the amount of gas that can be provided.**
 - b. Economics (development cost of infrastructure and funding availability). **Worked with the Town’s of LeRoy and Bergen on the America’s Best Communities grant application that could award monies to help cover the cost of the engineering for the gas line and supply issues but could also potentially help cover the cost of the upgrades.**
6. Enhance GCEDC’s municipal outreach program. Develop presentation and messaging for county and regional stakeholders with a particular focus on engagement of (visits with) municipalities and school districts.
 - a. **The GCEDC continued to enhance the agencies municipal outreach strategy in 2015. Multiple meetings with key municipal and school officials took place throughout the year. Continued strategy integration with Genesee County was realized in 2015 including continued collaboration with the County Legislature, County Manager and Assistant Manager, County Water Resources Board, the Office for the Aging, County Department of Transportation, Planning Department, and County Parks and Recreation Department. Public presentations included the GCEDC’s Annual Meeting, annual update to the Legislature, County Comprehensive Plan Economic Development Focus Group presentation, and the annual tax base analysis that was enhanced through a built-out analysis outlining the additional new square feet GCEDC projects added to the tax base over the past decade. Major achievements and strategy implementation with local municipalities included the Batavia Pathway to Prosperity strategic PILOT Increment Financing (PIF) strategy formulation aimed at redeveloping the Batavia Opportunity Area; America’s Best Communities grant competition that brought Bergen and LeRoy together to formulate a common pro-business/ pro-growth strategy; Town of Pembroke and Village of Corfu engagement to further infrastructure and business attraction at the Buffalo East Tech Park; continued engagement with the Town of Batavia on the Genesee Valley Agri-Business Park, Med and Tech Park/ MedTech Centre/ Innovation Zone; and the Town of Alabama with regard to the first tenant of the STAMP site, 1366 Technologies. Local college and primary/secondary school engagement has yielded many new opportunities for residents of all ages including a new Associate Degree in Nanotechnology jointly offered from Genesee Community College and Erie Community College; a new college pathway in nanotechnology offered at the WNY Tech Academy; new STEM career awareness programing at Oakfield-Alabama; a new multi-regional Mechatronics Training Course to assist local companies; as well as a new CNC Machining course that will be offered at the Genesee Valley Educational Partnership this coming year.**