

## **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)

### **2024 Measurements and results:**

1. Secure capital / business investment commitments of \$48 million (not including any project over \$50 million in capital investment).
  - A. 2024 result was \$144 million (the total for the year was \$1.044 billion if the over \$50 million in capital investments, Hecate Energy Cider Solar, are included).
2. Secure pledges to create 93 jobs.
  - A. 2024 result was 96 pledged jobs to be created (the total for the year remains 96 if the over \$50 million in capital investments, Hecate Energy Cider Solar, are included).
3. Achieve the GCEDC 2024 budget from a bottom-line financial operation performance (EBITDA) standpoint.
  - A. The GCEDC will exceed the 2024 operating budget from a bottom-line standpoint. For the Operating Fund, recognized Project Origination Fee Revenue exceeded the budgeted amount. The GCEDC recognized \$10.4 million in Project Origination Fee Revenue as compared to the \$450,000 budgeted for 2024. Almost \$8.8 million of revenue was recognized from the Hecate Energy Cider Solar project, of which \$4.125 million will be collected over a 15-year period.
4. Continue an active outreach campaign. Continue engagements with state, federal, regional, local and educational partners focused on advancing the GCEDC's development strategy enabling local/regional economic growth and quality job opportunities for our residents and children.
  - A. The GCEDC continued its efforts in 2024 to provide enhanced communications and outreach with federal, state and local government officials and staff on various economic development issues. This has been accomplished through direct communications with these officials, but also through our activities with and appointments to various civic, government and private sector entities which allows for constant interaction with our federal, state and local government representatives and staff.
    - i. Federal:
      - Provided guidance on market conditions and needs during the implementation of the CHIPS and Science Act with Senate Majority Leader Schumer's regional and economic development policy staff, as well as Rep. Morelle's regional and economic development policy staff. This added a critical focus on the supporting shovel-readiness for strategic sites, including STAMP, and connections with potential industry supporters.
      - Made requests to our congressional delegation to make outreach to key federal agencies regarding support at STAMP, including federal reviews and approvals of required site and infrastructure development.
    - ii. State/Regional:
      - Coordinated state and local support enabling Edwards Genesee's permitting, site planning and construction, construction of a campus-wide substation at STAMP, and permitting for infrastructure funded by the \$56 million FAST-NY award.
      - Continued to explore funding opportunities at STAMP through discussions with the Governor's office, including Empire State Development, and members from the

Rochester and Finger Lakes delegation to the New York State Legislature following the approval and deployment of grants for infrastructure to support active and future projects at STAMP.

- Continued to financially support the economic development initiatives of the Greater Rochester Enterprise (GRE) and Invest Buffalo Niagara (IBN). These investments include a seat on the board of directors of both organizations and active support for sales and marketing outreach.
- The GCEDC's CEO serves on Finger Lakes Regional Economic Development Council (FLREDC). Several members of the GCEDC staff also serve on workgroups for the FLREDC.
- Members of the GCEDC staff also serve on Invest Buffalo Niagara's Industrial Real Estate Strategy Taskforce, including site readiness and marketing workgroups.

iii. Local (County, City, Towns):

- Continued to increase outreach and dialogue with local municipalities. In 2024, these conversations included updates on activities at STAMP and the status of renewable energy projects and opportunities for infrastructure support. Municipalities where projects under consideration of the GCEDC board are contacted before and after board actions, and before and after public hearings, including project applications, public hearing minutes, and project summaries.
- The GCEDC has engaged with towns, villages, and the city of Batavia to identify areas that have zoning, utilities and local support for housing developments in conjunction with the GCEDC's targeted housing development initiative. This includes the development of an 8-acre area in the City of Batavia for future housing development, support for two developments adding 176 market-rate housing units, and the awarding of Batavia Home Fund grants to generate housing stock improvements.
- In addition to project communications, the GCEDC engages with municipalities and local government officials through participation in local board meetings and discussions on potential projects, long-term developments, and properties and buildings that can be marketed for investment. This includes the GCEDC's participation in Genesee County's Comprehensive Plan update process.
- The GCEDC staff also participates on many community boards relevant to economic development, business, and community development across the County.

iv. Educational Institutions

- Our workforce partners included K-12 Schools, GV BOCES, BEA, GLOW WIB and Genesee County Career Center, Genesee Community College, and regional institutions. All are critical partners to our economic development initiatives, especially our efforts to bring new businesses to our shovel-ready parks and enable the growth of existing businesses.
- Superintendents, teachers, counselors, and students across the Genesee Valley BOCES(GV BOCES) districts have been working with the GCEDC to increase STEM programming in the classroom and gaining awareness of skill-based career choices.
- Building on the launch of The GLOW With Your Hands program, the GCEDC and partners held a second GLOW With Your Hands: Healthcare program in March and a fifth GLOW With Your Hands: Manufacturing.
- 11th and 12th grade Electro-mechanical, or "Mechatronics" has been an asset. The youth apprenticeship and pre-apprenticeship bootcamp have given students

connections to local companies. Both programs have leveraged the \$800,000 of new equipment sponsored by GCEDC/GGLDC for the mechatronics lab at GV BOCES.

- This workforce development effort is intended to provide employers with a skilled workforce, as well as build a worker pipeline for the future companies attracted to our region, including businesses we are recruiting to bring to the STAMP Campus.
5. Continue site development activities at the tech and industrial parks which facilitates achievement of our jobs and investment goals. Initiate environmental scan for potential next generation shovel ready park development.
    - A. 2024 results for the STAMP site are the deployment of the FAST NY funding through assuming construction of the 345 KV to 115 kV substation and design, engineering and pursuing bids for an on-site water storage tank. The GCEDC also progressed design and engineering of a forcemain to Oakfield wastewater treatment facility, and progressed design and engineering of the Crosby Road rebuild. Edwards Vacuum has started construction of a 240,000 sq. ft. semiconductor dry pump manufacturing facility scheduled to be completed in 2025.
  6. Continue active participation with the City of Batavia, Batavia Development Corp., County, School districts, Finger Lakes REDC, New York State and related community partners with respect to revitalization activities and projects in the City of Batavia to include development and implementation of the Batavia DRI Strategic Investment Plan. This will include the importance of the development and support of Placemaking activities/housing.
    - A. The GCEDC built on placemaking initiatives including engagement with local stakeholders and project managers for strategic Downtown Revitalization Initiative projects at the Healthy Living Campus, Carr's Reborn, and others. The GCEDC provided active guidance in the redevelopment of BOA sites at the City Center/mall and Creek Park.
  7. Continue active sales and marketing efforts focused on company attractions, expansions and retentions to achieve our investment and jobs goals and continued focus on economic expansion.
    - A. In 2024, the GCEDC had 13 wins, 96 jobs committed, and \$1.044 billion in capital investment committed. The results exceeded the GCEDC's goals. The GCEDC had 10 company attraction projects which included GE Bergen Owner, LLC and 9 Lent Avenue, LLC. The selling activity continued to be robust, and the sales funnel remains very active. The GCEDC sales and business development team responded to 79 leads in 2024. Two of those leads converted to projects and were approved for incentives/funding support from either the boards of GCEDC/GGLDC/GCFC and/or New York State.
  8. Continue workforce development activities with our education partners focused on worker pipeline enhancement enabling growth by our existing base of businesses and supporting company attractions to the community/region.
    - A. Throughout 2024 our efforts have focused on both Higher Education and especially K-12 with the goal to influence students' interest in STEM careers and career paths in the skilled trades.
      - Managed the "Genesee --> F.A.S.T." (Food Processing, Advanced Manufacturing, Skilled Trades & Technicians) Workforce Development team in the region.
      - Continued to fine tune workforce programs. Coach's Corner column with the Batavia Daily News, Video News Service, and The Batavian. Articles were published 11 times throughout 2024. Also, "Coach Swazz" appeared on frequent Facebook and TikTok social media videos. The goal is to reach parents/students on careers in their backyard.
      - As Co-Founder of "GLOW with Hands", the GCEDC's Executive Vice President of Business and Workforce Development was instrumental in the coordination of the event to include 3 regional IDA's and workforce support teams, 30 school districts. As the sponsorship committee leader, the GCEDC's VP of Business and Workforce

Development led the way to raise over \$247,805 in the first six years. This year (2024), we were successful with 1200 students and 65+ vendors in attendance.

**Continue GV BOCES Involvement:**

- Advisor of WNY Tech Academy, Computer Graphics, Mechatronics, Metal Trades, & Building Trades
- Led the growth of another Pre-Apprenticeship bootcamp program for youth ages 18-24 with 10 students completing a combined 960 hours of mechatronics lab training and 1,000 hours of on-the-job training at participating companies.
- Youth Apprenticeship Program – Led the charge to coordinate the program along with Finger Lakes Youth Apprenticeship [www.fingerlakesyouthapprenticeship.com](http://www.fingerlakesyouthapprenticeship.com) team. The program established 11<sup>th</sup> grade CTE students to job shadow and in 12<sup>th</sup> grade a paid internship at local manufacturing companies. In 2024, 40 students participated in youth apprenticeships.
- As an active executive board member of the Business Education Alliance, Chris was instrumental in the Genesee County Premier Workforce Membership Program. The program is an up-selling technique to dramatically increase the membership dues to strategic organizations. The highlights of the program include an easy one payment sponsorship for all workforce related events including participating in a Senior Job Fair, Lunch N Learn, GLOW with Your Hands Gold Level Sponsorship and Video recording. Ten companies for the Premiere Membership were secured raising \$47,500 in total.