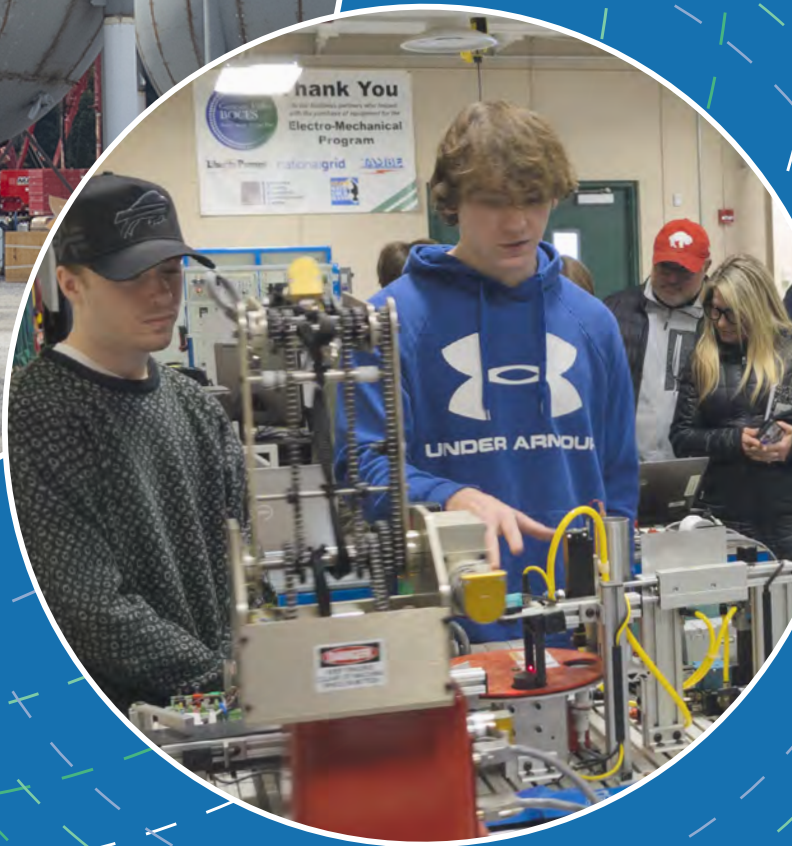


**Genesee
County
Economic
Development
Center**

Annual Report 2022



#GrowingGenesee

Thank You for Growing Genesee

Friends of Genesee County, we are pleased to share our 2022 Annual Report.

We also share deep appreciation to our stakeholders and wider community.

With your support, the activity of our present and the success of our future are growing. As they have for over two decades, the benefits to our workforce, communities, and region spread like ripples in the water.

We conservatively estimate that the 12 projects that we record as 2022 project wins will generate over \$140 million of economic activity. It's exciting to share these wins with you. They are a credit to Genesee County being business friendly, project ready, and innovative.

At STAMP, we are ready for implementation, as more than \$500 million of private investment is responding to years of dedicated preparation.

Land at Genesee County's shovel-ready business parks is being activated at a growing pace. The scale of activity in the Town of Pembroke, our Economic Development Partner of the Year, is an example of the potential that is spreading far beyond our sites and into ready adjacent acreage.

Workforce development activities are accelerating with overlapping opportunities that are engaging, training, and growing awareness for over 1,200 young people in the GLOW region annually.

In our center city, investments in our quality of life are visible with facilities for healthcare and healthy lifestyles underway to match the energy of the revitalization in our Main Streets and downtowns.

Every one of these activities is possible because Genesee County, our municipalities, and leaders at the state and federal governments are committed to the high value that economic development brings. This journey began more than 20 years ago, and you've been with us every step of the way.

As we look to 2023 and beyond, we optimistically believe these investments, like those into infrastructure, housing, education, and shovel-ready sites, will continue to grow in value to our communities, our families, and our economy. We're grateful that our mission to make sure your support becomes Genesee County's success.



Peter Zeliff
Board Chairman



Steven G. Hyde
President and CEO



We view Genesee County, and the Buffalo-Rochester region, as just a great place to populate this factory with everybody from operators and assemblers, right through to management. The local cooperation from all of the (workforce and business) entities has just been outstanding. It's reinforced our decision to come to this area."

Scott Balaguer, Global Vice President,
Business Development, Edwards

GE Renewables unveiled first-of-its-kind research and development for wind turbine base technologies in the US is underway at Apple Tree Acres in Bergen with an Earth Day celebration.

A team of 20 professionals are working to implement and optimize 3D-printed concrete that can significantly improve sustainability and efficiency in renewable energy construction.

Along with Plug Power's green hydrogen, New York Bus Sales' electric school buses, and a growing base of renewable energy generation, Genesee County is turning green ideas into green growth.

2003-2022 Results

527 Project Wins

5,193
New Jobs Pledged

\$2.01 B
Capital Investment

5 M SQ FT
New and Renovated Facilities



“The idea is to get young people connected with work that is exciting. The way to do that is to have them experience that,” State Labor Commissioner Roberta Reardon said as over 1,000 students experienced GLOW With Your Hands : Manufacturing in September. “Where are the workers of the future? They’re right here.”

Welcoming Edwards and the "Factory of the Future"

As America's semiconductor fabrication production ramps to meet consumer demands and national interests, manufacturing equipment produced by Edwards at STAMP will be an essential component.

Edwards announced in November that it will build the semiconductor industry's "Factory of the Future" on 50 acres at STAMP. The British-based company is the world leader in semiconductor vacuum and abatement equipment, supporting the highly sensitive clean room manufacturing environment needed to produce semiconductor chips.

"This is going to be a flagship factory for this organization and probably one of the biggest that we've ever built," Edwards Vice President of Global Business Development Scott Balaguer said in a January appearance on the Bell Ringer podcast.

Edwards chose STAMP to access the region's abundant hydropower and talent. With global ambitions on carbon reduction and increasing the diversity of the semiconductor workforce, the ability to operate with renewable energy at STAMP and grow in a region with strong workforce training and engineering universities was an ideal fit.

"(Genesee County) had a great site that was all prepared, ready to go for us," Balaguer said. "So from a timing perspective, it made a tremendous amount of sense. And in addition to that, we think the workforce here is going to be great."

The \$209 million Phase I for Edwards' planned \$319 million project at STAMP projects to generate \$644 million of future payroll and future municipal revenues.

Edwards plans to hire 343 professionals in Phase I for an operation that will supply all of the company's North American customers.

As construction nears, Edwards has already started to make a strong first impression with the students and programs training future mechatronics and CNC machining professionals. From the Genesee Valley BOCES to the Rochester Institute of Technology and the Northland Workforce Training Center, STAMP's talent base is ready for Edwards.



Stamp



Officials from Edwards semiconductor division joined GCEDC officials for a tour of STAMP soon after the November announcement that the semiconductor dry pump manufacturing "Factory of the Future" would fulfill the growing industry's needs from Genesee County.



Powered by the New York Power Authority and National Grid, the STAMP campus substation is under construction to build 600 megawatts of capacity at the northern edge of Genesee County's 1,250-acre mega site.



"It's here. It's real. We're super excited about this and there's more to come."

Sanjay Shrestha, Chief Strategy Officer at Plug Power, shared construction updates from the green hydrogen innovator's 45 ton per day manufacturing campus at STAMP during Plug's annual symposium in October.

The STAMP site will generate renewable-fueled capacity to make transformational improvements in logistics. 50,000 forklifts, or 1,000 Class-A trucks, or 7,500 light commercial vehicles could be fully powered from a day's production at North America's leading green hydrogen investment.

STAMP's Capacity for Growth

Site development at STAMP is achievement we're excited to continue in 2023.

The journey to take a concept and make it a reality through rigorous planning and permitting, construction of essential baseline infrastructure, and the design and engineering of the high-capacity infrastructure, has proven to be worthwhile.

The more than \$500 million being invested by the first phases projects at Plug Power and Edwards comes with the expanding readiness for even more investment.

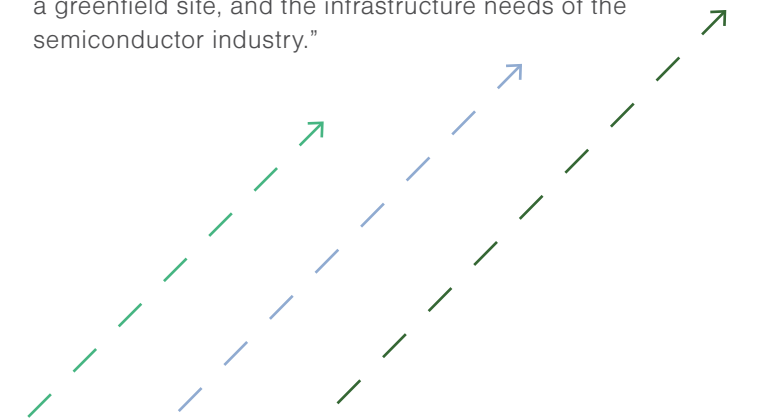
More than 400 buildable acres are now available at STAMP, including a 310-acre site in an ideal location for the types of semiconductor and renewables manufacturing projects STAMP is designed to serve.

The 310-acre site is adjacent to the STAMP substation currently under construction and the central utility area that will host STAMP's wastewater treatment facility and connections to the distribution lines for electricity, water, and natural gas. This flat, rectangular parcel by itself is the larger than any other GCEDC shovel-ready site!

On-demand infrastructure and project readiness are the most critical on-site assets requested by major projects. In 2023, construction of a wastewater force main and bid-readiness for water, wastewater treatment, and distribution lines for natural gas and electric feeders give STAMP the ability to readily serve utility-intensive projects ahead of their demand timelines.

These technical achievements are just one of the ways that STAMP is ready for investment. With the support of Genesee County, the Town of Alabama, New York State and our utility partners, there is growing confidence that STAMP is the ideal place for growth.

As one semiconductor industry project leader shared to colleagues in February 2023, "We found the STAMP folks to be the most knowledgeable into the timeframe, developing a greenfield site, and the infrastructure needs of the semiconductor industry."



GCEDC Sites

Apple Tree Acres

LOCATION: Bergen, NY at Interstate 490 and NYS Routes 33 & 19
RECENT PROJECT: Apple Tree Acres LLC – 50,000 SQ FT New Build (2022)
INDUSTRIES: Manufacturing, Distribution, Food & Beverage
AVAILABLE: 40 Acre, 17 Acre & 1 Acre Parcels Available
www.gcedc.com/bergen

Buffalo East Tech Park

LOCATION: Pembroke, NY at NYS Routes 5 & 77 and Interstate 90
RECENT PROJECT: Brickhouse Commons – 17,000 SQ FT Mixed Use Building (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
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

Genesee Valley Agri-Business Park

LOCATION: Batavia, NY at NYS Routes 5 & 63 (<5 Miles to Interstate 90)
RECENT PROJECT: HP Hood – 100,000 SQ FT Expansion (2017)
INDUSTRIES: Food & Beverage, Agri-Business
AVAILABLE: 30 Acre, 20 Acre & 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)
STATUS: Greenfield
INDUSTRIES: Food & Beverage, Manufacturing, Distribution
AVAILABLE: 75 Acres Available, Subdividable
www.gcedc.com/leroy

Upstate MedTech Park

LOCATION: Batavia, NY at MedTech Drive (<3.5 Miles to Interstate 90)
RECENT PROJECT: MedTech Center – 42,000 SQ FT Office (2011)
INDUSTRIES: Office, Medical, Light Industrial, Mixed-Use
AVAILABLE: 9.4 Acres Available, Subdividable
www.gcedc.com/medtechpark



2022 Projects

O-AT-KA Milk Products is investing \$3.1 million to construct a 3,200 square-foot expansion to a food and beverage processing facility in Town of Batavia with 2 projected new jobs created with support from the GCEDC.

Apple Tree Acres LLC (4) is investing \$3.15 million to construct a 50,000 square-foot industrial building in the Town of Bergen at Apple Tree Acres with 7 projected new jobs created with support from the GCEDC.

Trousdale Solar LLC is investing \$7.8 million to construct a 5-MW community solar farm in the Town of Batavia with support from the GCEDC.

Trousdale Solar 2 LLC is investing \$7.0 million to construct a 4-MW community solar farm in the Town of Batavia with support from the GCEDC.

Brickhouse Commons LLC (1) is investing \$1.7 million to construct a 14,000 sq. ft. mixed-use building with 6 market-rate apartments and commercial space in the Town of Pembroke at Buffalo East Tech Park with support from the GCEDC.

Rochester Regional Health (2) is investing \$42.0 million to construct a 161,540 sq. ft. medical facility in the Town of Batavia with 70 projected new jobs created with support from Genesee County Funding Corporation bonding.

Mega Properties is investing \$8.5 million to purchase and renovate a 147,000 square-foot industrial building in the Town of Batavia at Gateway I Corporate Park with 14 projected new jobs created with support from the GCEDC.

Just Chez Realty is investing \$450,000 to renovate a downtown building to create 2 market-rate apartments in the City of Batavia with support from the GCEDC.

Gateway GS LLC (3) is investing \$660,000 to construct a 6,600 square-foot expansion to a flex building in the Town of Batavia at Gateway II Corporate Park with support from the GCEDC..

J & R Fancher Property Holdings, LLC purchased 17 acres from the GGLDC to support future projects at Buffalo East Tech Park.

Apple Tree Acres LLC purchased 1.5 acres from the GCEDC to support future projects at Apple Tree Acres.

YMCA Healthy Living is investing \$22.4 million to construct a 78,000 sq. ft. medical and community facility in the City of Batavia with 31 proposed new jobs created including structured finance support and business case review/input helping facilitate project capitalization.

12

Total Projects Closed

117

New Jobs Pledged

\$97.29 M

Capital Investment

\$141.1 M

Economic Impact

(1)



(2)



(3)



(4)



Workforce

In our conversations with companies, training centers and the over 1,200 students we supported at events this year, we could see the wheels turning.

Careers pathways appeared in young minds. Future leaders appeared in employers' visions. And volunteers and community partners pushed these connections forward.

Genesee County has a plan for F.A.S.T. careers – Food & Beverage Manufacturing, Advanced Manufacturing, Skilled Trades, and Technicians – and in 2022 F.A.S.T. accelerated to a wider and more energized group of participants than ever before.

At GLOW With Your Hands: Manufacturing, we welcomed our largest ever group of students and business exhibitors, and introduced skilled trades experiences to 7-to-13 year old racers with the re-launch of our local box car derby. Genesee Valley Pre-Apprenticeship Bootcamp, Cornell in High School, and Finger Lake Youth Apprenticeships are all expanding as more kids see they can succeed in these careers. And we're not slowing down.

With over 30,000 engineering and engineering technicians in our region, 1.1 million people in our 30-minute commute, and more and more students completing training programs, companies are taking notice.

We're ready for the growth of our manufacturers, the additions of Plug Power and Edwards, and we're going to continue to move F.A.S.T.!

Chris "Coach SwazZ" Suozzi

GCEDC Vice President,
Business and Workforce Development



2022 Milestones

In 2022, the **Genesee CARES Business Recovery Fund** provided \$875,000 to strengthen 22 small businesses in the economic recovery from COVID-19. Administered by the Genesee Gateway Local Development Corporation, Genesee CARES supported investments into restaurants, micro-enterprises, business-to-business providers and Main Street businesses.

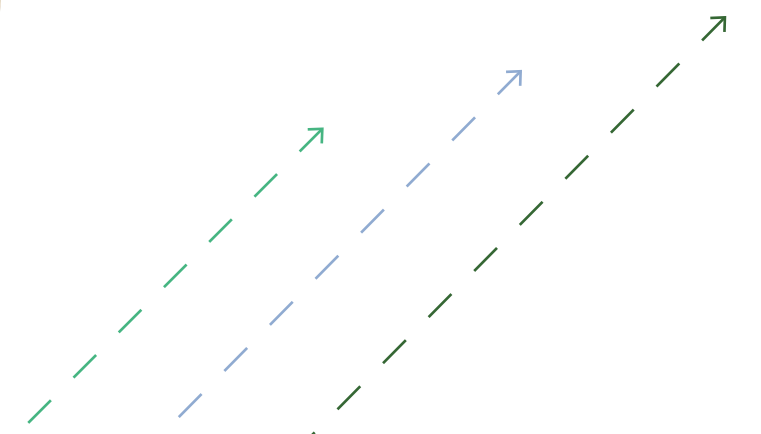
Approved projects reported 64 full- or part-time workers were added or retained through the grants.

Craft Cannery, a contract food manufacturer based at Apple Tree Acres in Bergen, won \$500,000 in the **Grow-NY** competition as part of an international search for innovative food and beverage and agricultural businesses ready to accelerate in Greater Rochester and surrounding regions.

Genesee County Legislators received the GCEDC's Annual **Tax Base Analysis** in September. The 74 active and 100+ completed projects in the GCEDC's PILOT portfolio generated \$6.11 million in property tax and PILOT revenue for Genesee County, local municipalities, and schools.

The positive tax base impact will continue to grow, with **Plug Power** set to become the single largest non-utility taxpayer in Genesee County as part of the green hydrogen manufacturer's investments at STAMP.

Following the success of **GLOW With Your Hands: Manufacturing**, volunteers launched a **GLOW With Your Hands: Healthcare initiative** that plans to give 600 high school students hands-on experiences in medical and first responder careers on March 24, 2023.



GCEDC Staff

- Steve Hyde, President & CEO**
- Mark Masse, Senior Vice President, Operations**
- Chris Suozzi, Vice President, Business & Workforce Development**
- Lezlie Farrell, Chief Financial Officer**
- Jim Krencik, Senior Director, Marketing & Communications**
- Penny Kennett, Operations Manager**
- Lauren Casey, Financial Assistant**



GCEDC Board of Directors

- Peter Zeliff, Chairman**
- Matthew Gray, Vice Chairman**
- Paul Battaglia, Boardmember**
- Todd Bender, Boardmember**
- Chandy Kemp, Boardmember**
- Craig Yunker, Boardmember**
- Marianne Clattenburg, Legislature Liaison**



GGLDC Board of Directors

- Don Cunningham, Chairman**
- Thomas Felton, Vice Chairman**
- Sarah Noble-Moag, Secretary**
- Gregg Torrey, Treasurer**
- Jonathan Tretter, Boardmember**
- Not Pictured:**
- Todd Bender, Boardmember**
- Paul Battaglia, Boardmember**
- Craig Yunker, Boardmember**
- Peter Zeliff, Boardmember**



GCFC Board of Directors

- Peter Zeliff, Chairman | Matthew Gray, Vice Chairman | Tom Turnbull, Secretary | Hollis Upson, Treasurer**
Maureen Marshall Torrey | William Lapple

GCEDC Partner of the Year: Town of Pembroke

Through their vision and dedication, Genesee County's municipalities create and expand the capacity for economic growth. With a commitment to smart growth, the leadership and people of the Town of Pembroke have earned a reputation as an ideal place to invest and grow businesses, housing, and careers.

In 2022, NEXGistics, the first of several planned investments in the corridor between State Route 5 and the New York State Thruway was approved by the GCEDC Board that as of March 2023 project to be adding nearly 2 million new square feet of business and logistics facilities.

With the support of the town, the GCEDC has been able to build both a shovel-ready site, and infrastructure improvements that enable Yancey's Fancy to continue to produce good jobs and award-winning artisanal cheese enjoyed across our region. In 2022, the Buffalo East Tech Park saw construction of Brickhouse Commons to increase capacities for market-rate apartments and future commercial spaces.

The confidence shown by these companies is shared by the GCEDC as we look to the future and economic activity in the Town of Pembroke.

Past GCEDC Partner of the Year Recipients: National Grid (2013); Genesee Community College (2014); Genesee County (2015); City & Town of Batavia & Batavia Development Corporation (2016); National Fuel Corporation (2017); Town of Alabama (2018); Genesee Valley Educational Partnership (2019); and HP Hood (2020).



Genesee County's Business Growth is Top 10 in US

Led by the success of projects at the STAMP Green Manufacturing Mega Site, Site Selection Magazine has recognized Genesee County as the top performing micropolitan community in the northeastern U.S. for business development.

Genesee County has been ranked in the Top 10 nationally in Site Selection's Conway Projects Database for 19 consecutive years. The rankings are focused on new corporate facility projects with significant impact, including headquarters, manufacturing plants, R&D operations, and logistics sites. Qualifying projects must either have a capital investment of over \$1 million, create 20 or more new jobs, or add at least 20,000 square feet of new floor area.

"These rankings confirm what site selectors and business decision-makers have validated again and again – that Genesee County's shovel-ready sites, ready infrastructure, and robust regional workforce enable the Genesee County Economic Development Center and our partners to deliver positive outcomes for our communities, our employers, and our workforce," said Steve Hyde, President and CEO of the GCEDC.



Our Mission for Genesee County's Growth

The GCEDC is the primary economic development agency in Genesee County, NY. The GCEDC's mission is to facilitate local economic growth and development which fosters investment and job creation for the benefit of our residents and children.

We do this by offering financial assistance, real estate solutions, workforce development programming and placemaking options in order to build back local and regional manufacturing and by supporting the continued growth and success of our local businesses all across Genesee County.





**Genesee
County
Economic
Development
Center**



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