

STEUBEN COUNTY IDA
INDUSTRIAL DEVELOPMENT AGENCY

50 YEARS
1972-2022

Annual Report 2022

www.SteubenCountyIDA.com





Executive Director's Message

James C. Johnson, Executive Director



Through an act of the New York State Legislature in June of 1972, the Steuben County IDA was formed with a simple mission to advance job opportunities for the residents of Steuben County. Over the past half century, the IDA has successfully leveraged more than \$2 billion in new investment, creating thousands of new jobs and touching every major economic development project in the county.

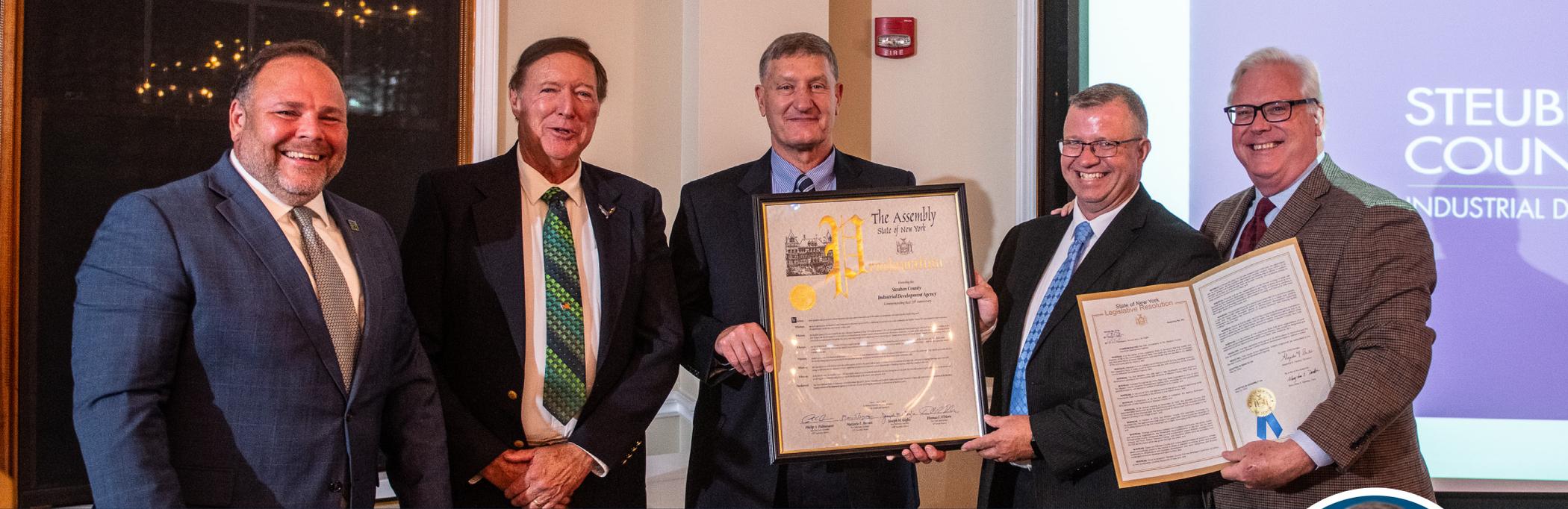
In the last 25 years alone, the IDA has attracted \$1.2 billion in new investment, resulting in more than 3,000 new jobs. In addition, the organization saw its focus evolve as the economic development industry became more holistic in its approach, shifting from traditional industrial projects and broadening its efforts. While industrial development remains a major emphasis, the IDA has also focused on other sectors such as tourism, housing, and renewable energy to better expand the county's economic base.

This expanded focus is the driving force behind the IDA's current successes. In 2022, the organization had the best year in its history realizing nearly \$1 billion in new investment. Projects ranged from

large scale renewable energy to infrastructure development supporting investments by companies like Amazon. The IDA was also successful in attracting LP Building Solutions' new finishing facility for its wooden siding division which will create 61 new jobs in Bath.

To help support this growth, the IDA is once again seeing its role expand as staff work on issues related to workforce development, housing, energy infrastructure, state and local government policy, and the redevelopment of community assets in municipalities throughout the county.

During its first 50 years, the IDA has successfully attracted new investments and jobs to the county. During the next 50 years, the organization will build on its mission to advance the job opportunities, general prosperity, and economic welfare of the people of the county by continuing to focus on growing the business assets of Steuben County, NY.



Chairman's Message

As the IDA celebrated 50 years of economic development in Steuben County, it did so while having a record year of leveraging new investment and promoting job creation in the community. Staff began the year with the announcement that LP Building Solutions had chosen Steuben County to site its northeast finishing facility for its wooden siding division. In addition, the IDA helped leverage significant investments into renewable energy development making Steuben County the largest producer of onshore renewable energy in the state. The organization also supported investments by Amazon, Alstom, BelGioioso, and many others by providing direct support or serving in a secondary role to help induce new growth and investment.

Not only did staff lead the way locally, but they did so while serving to promote development throughout the state. In 2022, IDA Executive Director James (Jamie) Johnson was appointed Chair of the New York State Economic Development Council to help direct economic development policy by working with his peers throughout the state. In addition, Deputy Director Jill Staats led statewide conversations around IDA best practices for solar development and the economic impacts of the state's climate protection policies.

Mark R. Alger, Chairman, County Resident



Through the efforts of the staff and leadership of the board, the IDA also led local efforts on workforce development, infrastructure investment, and the redevelopment of sites like the former Philips Lighting property. Work like this will continue to set Steuben County apart and help lead the way for future growth and development.

When the organization was established 50 years ago, it would have been hard to estimate the level of impact the IDA would have on the community. We do know that going forward the board and staff are prepared for the opportunities in front of us and we look forward to future successes.



LP Building Solutions



2022 started off with the announcement that LP Building Solutions had selected Bath for the construction of a new SmartSide ExpertFinish finishing facility. The company selected the IDA's industrial park location in Bath after a northeast search for sites to support the new \$24 million investment which will create 61 jobs.

The IDA worked closely with its community and utility partners, including New York State's economic development team from Empire State Development, to develop a financial incentive package that encouraged this investment in Steuben County. This included funding from Empire State Development, the Department of Homes

and Community Renewal, New York State Electric & Gas, and the New York Power Authority. In addition, Bath Electric Gas and Water Systems, the B&H Railroad, and Steuben County made utility investments to help support the project. The IDA also provided direct incentives in the form of property tax assistance and sales and mortgage tax exemptions on the development of the new facility.

In its effort to capture market demand, LP had a short timeline for a decision to meet its 2022 planned construction schedule. As a pre-permitted industrial park, the site had preliminary approvals in place. However,

within 60 days the IDA was able to assure utility capacity, line up the final local approvals, and negotiate the various incentives offered to the company.

At a groundbreaking ceremony, LP Vice President of Siding Manufacturing Tony Hamill expressed LP's excitement to join the Bath community and establish its first facility in New York. Hamill also expressed his thanks for the efforts of the IDA and community, saying that the coordinated efforts of the local team was a major factor in their decision to select the Bath location.

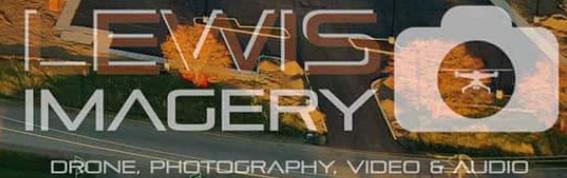
LP plans to open the facility mid-year 2023 and will utilize the IDA-owned short line railroad, B&H Rail, to receive its exterior home siding product from its production mills. The material will then be painted, packaged, and distributed via LP's existing network throughout the northeast and beyond.

The initial 80,000 sq. ft. facility was designed with future expansion in mind and the IDA looks forward to supporting that growth in Steuben County.





Route 54 Corridor



Momentum of Western NY

The Route 54 corridor in the Town of Bath has become a hotbed of activity this past year with more than \$30 million in new investment underway. The IDA is working closely with each project to help advance these developments.

This new activity started nearly two years ago when Amazon announced it was considering a facility on Industrial Park Road in the Town of Bath for a regional distribution center.

To facilitate the Amazon project and address concerns raised by New York State Department of Transportation (DOT) regarding public safety, the IDA agreed to construct a new turning lane from Route 54

into Industrial Park Road in 2022. In partnership with Amazon, DOT, surrounding property owners, and Steuben County, the IDA developed a financial package to pay for the work including a \$100,000 contribution from Steuben County.

Working with Hunt Engineers, the IDA's construction manager, Dalrymple Contracting was hired to perform the \$833,000 project in August to allow Amazon's development to move forward.

Finishing touches are now underway on the 100,000 sq. ft. Amazon facility which will begin operating in the first quarter of 2023.

Construction of the turning lane allowed the Amazon project to move forward and improves transportation safety along the corridor impacting several other projects underway along Route 54.

1. **Momentum of Western NY** – With the need for non-hazardous industrial and commercial waste management growing, a new company has spun off from the existing T&R Environmental. Momentum of Western NY, a material recovery and recycling company formed in 2022, will fill a growing need locally and nationally to separate recyclable parts from the waste stream, with the goal being to decrease the amount of waste going to landfills. Management is currently working through the site plan review process with the Town of Bath. They anticipate construction starting in spring 2023 on the company’s land behind the Amazon building on Industrial Park Road.

2. **Finger Lakes Community Health** – Finishing crews are in full swing on the site of the organization’s new medical facility at the corner of Routes 54 and 113. This new healthcare facility containing six medical rooms and six dental rooms will be finished by the end of 2022 and open its doors to the public shortly thereafter.

3. **Goodrich Auto Works** – Excavation work has begun for the company’s second location across from Simmons Rockwell on Route 54. The company will relocate its automotive graphic design division from the existing location in Bath to a new, 8,000 sq. ft. building due to growing demand.





Northside Place



Over the past 50 years, economic development efforts in communities have evolved from traditional business attraction to focus on building entire communities to support business growth. In Steuben County, housing availability has long been an issue for businesses looking to attract talent. The IDA has been involved in several multi-tenant residential projects to aid in this effort for the past ten years. These projects typically involved rehabilitation of historic structures or were part of a downtown redevelopment effort to construct rental apartments.

In 2022, the IDA was presented with an opportunity to support a new type of development – single family rental homes. In 2020, Riedman, an upstate New York real estate developer, had planned to construct 25 single family homes at the site of the former Northside Blodgett School in Corning. Due to changes in market conditions and commodity pricing, Riedman determined that the original financial model no longer worked as designed.

After examining the market, the company proposed constructing the same homes but

offering them as long-term rental options. To make the project financially viable, the company sought assistance from the IDA in the form of property tax assistance and sales and mortgage tax exemptions. Because the project was being offered through a rental structure owned by a single entity and a there was a proven demand in the market to support talent attraction needs, the IDA approved the project in July.

Construction started on the first of 24 homes in late 2022 and Riedman expects to have the first home completed in early 2023.



Renewable Energy

DID YOU KNOW
Steuben County has been producing wind energy since 2009 which now totals 196 MW annually

As you drove through Steuben County this year, you likely passed trucks hauling long windmill blades or cylindrical turbine components. Truckloads of parts and materials have been making their way to the western side of the county for construction of Baron Winds (Phase I) and Eight Point Wind. Upon completion, these projects will have the capacity to provide a combined 224 MW of electricity, enough to power over 90,000 homes for one year. They will invest more than \$300 million and provide \$40.3 million in new revenue through PILOT payments to the taxing jurisdictions over 20 years.

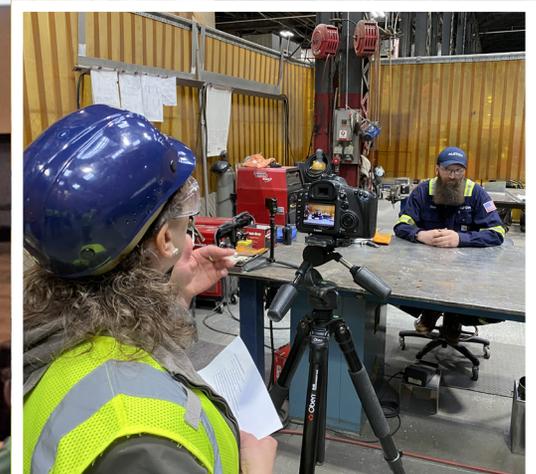
Three additional wind projects are working through various stages of approvals for

development in Steuben County. Baron Wind Phase II, Canisteo Wind, and Prattsburgh Wind would provide an additional 560 MW of generation, making the county the largest onshore wind producer in the state.

In terms of solar development, eight community solar projects generating up to 37 MW of power have been approved for IDA benefits. Several utility-size projects (20 MW or larger) are being proposed in Addison, Woodhull, Cohocton, and Wayland. These projects have the capacity to generate 240 MW of electricity.

The IDA is not only working on development of renewable energy projects; staff are working diligently behind the scenes to make

sure the county's infrastructure can handle the increased load and that all these projects are part of a comprehensive plan to address the state's renewable energy goals. As such, IDA staff are working with NYSEG on a solution to overcome the designation of the Hornell territory as an "Area of Concern" for transmission according to the 2021 Power Grid Study. The agency has also disseminated information regarding the state's Draft Scoping Plan and commented on its aggressive climate goals in the hopes of slowing proposed recommendations until staff are assured that renewable sources can safely and cost-effectively deliver reliable power to all users in New York.



Workforce Development

If our 50 years in service has taught us anything, it's that today's economic development crosses paths with community development. The agency is now involved in issues such as housing, placemaking, and, of course, workforce development.

Finding employees is top of mind for every employer in Steuben County, and across the country. There are several key players in the workforce development field with which the IDA partners to make sure employers have the staff needed to thrive and grow in the county.

At events in May and November of 2022, the IDA partnered with employers in Steuben County and staff at the Corning-Painted Post Middle School to highlight careers in manufacturing. Alstom, Instant Brands, Siemens Energy, Gunlocke, BelGioioso (formerly Upstate Farms Cheese), and Corning Incorporated worked with the IDA to

develop a series of videos in seven job categories that highlight positions within the companies to garner interest in the professions. The videos were shown to eighth grade students as part of a live event that also featured company demonstrations to make connections between school curriculum in their tech classes and the real world.

In June, the IDA partnered with Three Rivers Development Corporation to bring Lightcast Senior Labor Economist Ron Hetrick to the area. Hetrick presented his comprehensive look into the tight labor market to a tri-county audience eager for insight into the current workforce challenges. The research showed that the imminent retirement of the Baby Boom generation was sped up by the pandemic, with not enough young workers and immigrants to take their place. Further exacerbating the situation in some career fields is the fact that while many job openings

do not require a college degree, high school graduates are still broadly encouraged to attend college. To tame workforce stress, it was recommended that employers should consider:

1. Focusing on the goods or services provided well and shedding those that are not;
2. Automating services that can be;
3. Shortening the hiring and onboarding processes; and
4. Tapping into "hidden workers" such as ex-offenders, veterans, and people with healthcare challenges.

While there are no perfect answers to workforce challenges, the IDA remains engaged on several local boards tasked with tackling the issue while leading conversations on ways to encourage the disengaged populations to re-enter the workforce.



StudioNEXT

In October, the Corning Museum of Glass (CMoG) announced StudioNEXT, a project that will significantly expand the capacity of the museum's glassmaking studio. The \$53.5 million project will transform the studio into the preeminent international center for artists and students working in glass.

The project will enhance the studio facilities, including the creation of the only facility in North America for creating large-scale works in cast glass, expand the glassmaking education program, offer expanded residency opportunities, and serve more visitors each day.

The StudioNEXT project will more than double The Studio's footprint, expanding from 24,000 to 60,000 sq. ft. within the existing 1950s building, which has a storied history as the home of the product testing lab for Pyrex and many other iconic Corning consumer products.

The IDA was pleased to support the museum as a major economic driver by approving a sales tax exemption on taxable purchases related to the building renovations.

Infrastructure Support

Steuben County IDA staff continue to support development of important municipal infrastructure projects in the county.

After three and a half years of continuous work on funding, legal organization, and engineering, bids were opened on construction of the Village of Hammondspport's Downtown Business District Wastewater Project. Award of construction contracts by the end of the year should result in substantial completion of this project before the end of 2023. Wastewater service will be secured for all commercial properties in the core area around the village square.

In the Town of Bath, the IDA is a member of the team developing wastewater service for Lake Salubria and the nearby portions of NYS Route 415. With IDA involvement, a sewer district has been formed that will give the town legal authority to design, construct, and operate infrastructure to address chronic water quality issues in Lake Salubria and offer economic development and business growth opportunities along the NYS Route 415 corridor.

Alongside commitments to these specific projects, IDA staff have also consulted on other municipal infrastructure projects in Steuben County. Sharing insights and information learned from past projects benefits specific municipalities and the county community as a whole. Staff time to provide such services is not possible without support from the Steuben County Legislature. The IDA expects this partnership to become more important as municipalities compete for the new forms of infrastructure funds now being budgeted by state and federal governments.

2022 Statistics

58
ACTIVE
PROJECTS

6,709
JOBS
REPORTED



\$11,131,205
PILOT REVENUE

\$2,203,777
BENEFIT TO COUNTY

\$2,379,623
BENEFIT TO MUNICIPALITIES

\$6,547,805
BENEFIT TO SCHOOLS

\$926,102,687
IN PAYROLL

These projects supported

\$188,716,275

in new private sector investment

Steuben County IDA Staff

James C. Johnson
Executive Director

Jill Staats
Deputy Director of Operations

Stacy Housworth
Finance & Compliance Manager

JC Smith
Community Infrastructure Specialist

2022 Board of Directors

Mark R. Alger
Chairman
County Resident

Scott VanEtten
Vice Chairman
Steuben County Legislature

Tony Russo
Treasurer
Southern Tier Provisions

Dean Strobel
Secretary
BelGioioso Cheese Inc.

Michelle Caulfield
Corning-Painted Post
Area School District

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Davidson's Furniture

Christine G. Sharkey
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