



**STEUBEN
COUNTY IDA**
INDUSTRIAL DEVELOPMENT AGENCY

**“Good fortune
is what happens
when opportunity
meets with
planning.”**

- Thomas Alva Edison

**ANNUAL
REPORT
2023**



Executive Director's Message

We entered 2023 after the celebration of 50 years' worth of accomplishments and a record year of new projects for the Steuben County IDA. But 2023 saw rising interest rates, global conflicts, and public policy shifts which caused uncertainty in the economy. While the Steuben County economy was not immune to these challenges, we were able to benefit from the previous year's success.

During the course of 2023, we saw several projects come to completion including LP Building Solutions, Amazon's regional distribution center, and Alstom's new car shell manufacturing facility. We also saw continued investments in renewable energy with both Baron Winds (Phase 1) and Eight Point Wind energizing their projects. Investment into housing also occurred this past year with the construction of new single family homes at the former Northside Blodgett School site in Corning and the Dana Lyon project securing funding for the redevelopment of the school into workforce housing in the Village of Bath.

Even with this success, our leadership recognized the importance of planning for the future by committing resources to identify and prepare new development sites in the Village of Painted Post and along the Route 54 corridor in Bath. We also took a leadership role serving on the Steuben County Comprehensive Planning Committee helping provide economic development policy direction.

The IDA will be working with the Broome County IDA on the development of a Clean Tech/Clean Energy Strategy for the Southern Tier. This effort will identify and position the region for significant private sector investment in next generation technologies in clean tech manufacturing, clean energy production, and supply chain opportunities. This will allow us to leverage our region's position as a leader in clean production with unique manufacturing assets committed to investing in future clean energy technologies.

Thomas Edison once said, "Good fortune is what happens when opportunity meets with planning." The combined efforts of site development, sound policy, and economic development strategies to leverage our regional assets combines the opportunities in front of us with a plan for growth into the future. As we close 2023 and look to 2024, we look forward to leveraging the work that is underway to take advantage of the opportunities presented to us.

James C. Johnson,
Executive Director



Chairman's Message

Three years ago, when I assumed the role as Chair of the Steuben County IDA, I looked forward to leading the organization as it continued its mission of promoting business development opportunities in Steuben County. I never imagined that during my time, the IDA would attract record investments, become a state leader in clean energy production, and see unemployment rates fall to record lows. All of this was done during a global pandemic when the IDA became a key resource for many businesses and organizations in the County.

During 2023, we saw several key projects along Route 54 in Bath and record investments into renewable energy throughout the county come to fruition. We also saw continued growth in the transportation and food production industries while working with communities on renewed efforts to revitalize downtowns. Assistance provided in communities such as Wayland, Urbana/Hammondsport, Bath, Prattsburgh, and Atlanta will serve as a catalyst for future investment opportunities.

Even with this success, global economic uncertainty is placing pressure on our local economy, but the staff and leadership of the IDA are prepared to advance efforts to continue to leverage new investment opportunities. The board has directed support for site development efforts in Bath and the Village of Painted Post while committing resources to the development of a regional strategy to leverage our clean energy assets. New opportunities in the energy sector such as green hydrogen and clean biogas could help attract future manufacturing opportunities, but we need to be prepared to take advantage of these prospects.

As I step down as Chair, I want to thank the entire board for their confidence in my leadership. I look forward to continuing to serve as a board member knowing that we are positioned well for the future and have staff who have a vision for success.

Thank you for your support.

Mark R. Alger,
Chairman, County Resident



Weis Vineyards

Craft Beverage Awards

In 2023, New York State Empire State Development announced the Craft Beverage Micro Grant Program. The new program focused on projects intended to increase the production capacity, business infrastructure, and profitability of licensed craft beverage producers; several Steuben County producers applied for funding. Five county projects were funded, which led the region.

Tub Town Brewing (\$50,000) will purchase and implement a five-barrel, self-contained brew system, increasing production capacity and enhancing the customer experience.

Dr. Konstantin Frank Winery (\$50,000) will expand its existing wine cellar to allow for storage of additional oak barrels. The project will allow the winery to increase production capacity, ensuring a steady supply of wines to meet market demand.

Steuben Brewing Company (\$50,000) will expand the production facility and acquire new brewing and cellar equipment. The increased production space, brewing capacity, and cellar equipment will be designed to create a more efficient space for increased production.

Living Roots Wine & Co. (\$49,775) will expand the new Urbana facility and purchase a bottling and labeling line. In-house bottling will allow Living Roots to operate with much greater efficiency and save money spent by utilizing a mobile bottler.

FLX Grapes/Weis Vineyards (\$50,000) will purchase five new tanks and a new lees filter press to expand production capacity and efficiency in both the wine making operation as well as their newly formed distilling operation. This new equipment investment will enable increased wine production and custom crush services for smaller wineries in the area.

The IDA was pleased to assist many of these projects directly and through its involvement on the Southern Tier Regional Economic Development Council.



Dr. Konstantin Frank



Tub Town Brewing



Living Roots Wine & Co.



FLN Advances Project

Since 2016, Family Life Network (FLN) has been looking for a location to construct a new corporate headquarters and 2,000-seat performing arts center. In 2018, FLN selected a location along Town Center Road in the Town of Erwin for this \$40+ million investment. After several starts and stops including a global pandemic, the project officially got underway in 2023. The new facility will house FLN's corporate offices, education and training space, and the Family Life Radio Network which reaches over 7.1 million listeners. In addition, the 2,000-seat theater is anticipated to bring up to 80,000 people annually for major events such as concerts, theatrical productions, and conferences.

During the year, IDA Staff worked with the Town of Erwin and the FLN team to secure the necessary zoning variances and site plan approval. Site work began in August with construction anticipated to begin in early 2024. Upon completion, the facility will support 57 full-time and eight part-time employees and 600 volunteers generating over \$25 million in local economic benefit over the first three years of operation.



LP Ribbon Cutting >

It took just two years and one day to go from site access agreement to ribbon cutting for the new LP Building Solutions facility in Bath. IDA staff, project partners, and LP's corporate management and local team celebrated the accomplishment in October with a commissioning event. The 90,000 sq. ft. facility is now operational and will begin to ship its Smartside ExpertFinish Trim & Siding to customers throughout the Northeast.

As a result of this investment, the IDA was able to partner with the B&H Railroad to leverage funding through the New York State Department of Transportation and the Appalachian Regional Commission to support a \$2 million upgrade to the rail line serving the site. This infrastructure investment will include a gated and signaled road crossing on NY Route 415 and upgraded rail to increase safety along the section of the track leading to the new facility.

The IDA is proud to have supported the LP project from start to finish, which resulted from years' worth of planning and development to create a shovel-ready site with railroad access.



Northside Place Breaks Ground >

Riedman held a groundbreaking in late December of 2022 officially kicking off the redevelopment of the former Northside Blodgett School property in the City of Corning. The redevelopment effort called for the construction of 25 single family homes providing much-needed workforce housing in the city.

The homes are a combination of two and three-bedroom units with garages. Five houses were completed and leased in 2023 with the remaining properties in various stages of construction.

The project was originally intended to provide homes for sale, however, due to commodity price increases and the economics of the housing market in the city, the sale model did not make sense. To induce this project, the IDA and Riedman structured an incentive that supported a lease model similar to multi-tenant housing projects the IDA has assisted with in the past.



LP Ribbon Cutting ⤴

Northside Place ⤵



Clean Tech Corridor

During 2023, Steuben County became one of the largest producers of solar and wind generation in the state with the completion of the Baron Winds (Phase I) and Eight Point Wind projects. These projects increased renewable generation to nearly 500 MW with an additional 825 MW under development. The Southern Tier saw over \$1 billion in new renewable investments between 2018 and 2002, mostly in Steuben County.

Understanding there are multiple avenues for renewable energy investment, IDA staff spent time throughout the year investigating other opportunities. When paired with wind and solar generation in the county, green hydrogen could be generated efficiently and its application is being researched by Steuben County companies including Alstom and Corning Incorporated. Renewable natural gas will be created through the conversion of methane from the Steuben County landfill by Waga Energy, the first project of its kind in the US. And a partnership between Ag-Grid Energy and Lent Hill Dairy in Cohocton will result in a 2 MW anaerobic digester capable of turning manure and farm waste into electricity.

All of this is not without its challenges, as an aging electric grid has hampered speed to market for these initiatives and the expansion of wind and solar production in the county. A Public Service Commission ruling in October will allow NYSEG to make the appropriate investments to provide additional line capacity.

While the IDA focused on the generation side in 2023, the Southern Tier was building on its reputation for battery storage research. Nobel Prize

winner Stanley Whittingham and his Binghamton University consortium, New Energy New York (NENY), received \$1.5 million from the Appalachian Regional Commission to continue its mission: build the Southern Tier into a nation-leading battery development and manufacturing hub. More recently, NENY was designated a tech hub by the federal government which will unlock millions more to research and develop battery storage.

The combination of research into next generation, clean technologies and clean energy production has resulted in a partnership between the Steuben County IDA, Broome County IDA, and other IDA partners to develop a regional economic ecosystem leveraging the various academic, industry, and site-specific assets in the Southern Tier.

The effort will examine the region’s characteristics relative to the development of a long-term economic development strategy to attract investment in the clean energy and clean tech sectors. Work will include a sector shift analysis to determine how the region’s industries are evolving relative to clean energy and clean technology development. The study will also look at the region’s existing site development assets to establish a strategy for the attraction of new investment into the area.

By undertaking this effort, the regional IDAs plan to take advantage of the unprecedented federal investments approved through the Inflation Reduction Act into clean energy technology to achieve net-zero carbon emissions by 2050.



Baron Winds Energizes

RWE celebrated the completion and electrification of its Baron Winds (Phase I) project in November. Thirty-two wind turbines were constructed in the towns of Cohocton, Dansville, and Wayland with generation capacity of up to 122 MW of energy. A PILOT schedule through the IDA will result in almost \$16 million in payments to the taxing jurisdictions involved.

This project is the fifth large scale wind project to invest in Steuben County and raises the community’s profile in the state as one of the largest producers of wind energy with a combined generation capacity of 420 MW.



Baron Winds (Phase I) ⤴



⤵ Lent Hill Ag-Grid Digester



Bath Community Health



Plan for Momentum of Western New York Facility

Route 54 Corridor

The Route 54 corridor in the Town of Bath has been the epicenter of economic growth in Steuben County for the past two years with over \$30 million of new investment occurring in 2023. Companies such as Amazon, LP Building Solutions, Momentum of Western New York, Finger Lakes Community Health, and Goodrich Auto Works all chose the Town of Bath to grow their businesses resulting in the full build out of both the privately owned Bath Industrial Park and the IDA owned Business Development Park.

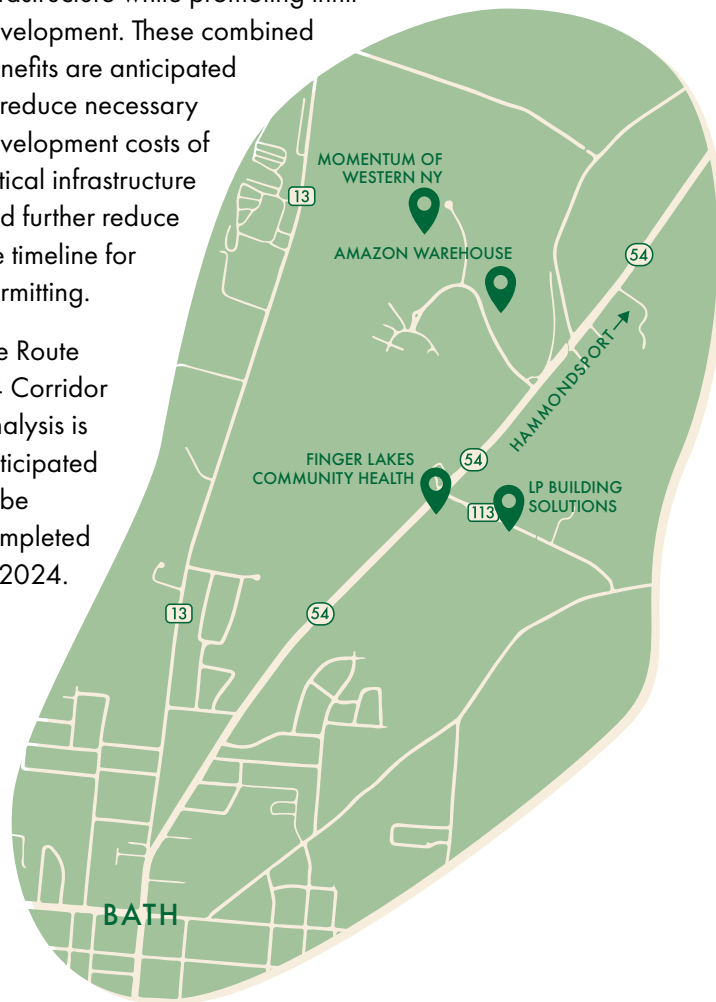
While this development has been positive for the community, two of Steuben County’s planned business parks are now full which led the IDA to advance an effort to look at additional land development opportunities along this corridor. In August, an application was submitted to the Appalachian Regional Commission (ARC) to perform a corridor analysis to identify and assess land for the potential of additional commercial and industrial development along New York State Route 54.

This project will assess existing vacant industrial property along this corridor and adjacent greenfield properties to revitalize the local economy by preparing a planned development in anticipation of future business opportunities. The effort will deliver a Draft Environmental Impact Statement to include traffic and infrastructure analysis and proposed site plan layout to maximize the land area for development.

Speed to market has become a top factor for businesses looking to expand. The proposed work will reduce the time it will take for development to occur by identifying and planning for maximum build out potential of land along the corridor. The work will identify any hurdles for development that may exist, allowing the IDA to address these in advance of business interest in this portion of Steuben County.

Route 54 has been targeted for this effort because of past growth but also because it is the location of the former Philips Lighting site which is in the final phases of an environmental clean-up effort. Work to re-purpose this property will allow the community to take advantage of investments into infrastructure while promoting infill development. These combined benefits are anticipated to reduce necessary development costs of critical infrastructure and further reduce the timeline for permitting.

The Route 54 Corridor Analysis is anticipated to be completed in 2024.



Downtown Hammondsport

Sewer project updates

The focus on community infrastructure plays a key role in creating solutions to address the unique issues municipalities and small businesses face in rural downtown areas. The IDA was able to bring impacted players to the table to formulate financially feasible results for a number of projects in 2023.

Hammondsport

Construction commenced on the Village of Hammondsport’s \$2.2 million Downtown Business District Wastewater Project in June 2023. Fineline Pipeline of Victor, the project contractor, worked closely with the Village to plan construction with minimal disruption in the downtown area during the busy summer season. Construction should be complete by the end of the year and under the approved budget, with the system coming online in early 2024. Nearly 35 properties representing 60 different small business activities will enjoy long term project benefits. The IDA’s JC Smith helped guide the project from the early stages of concept development through the final design of the system’s capacities.

Town of Bath

The Town of Bath continues to move forward with development of a public sewer system to address business community needs along NYS Rt 415 and water quality issues in Lake Salubria. Last winter, a substantial funding package was secured to cover the \$8.8 million project cost. This enabled public support needed to complete sewer district proceedings and begin survey and design work. With system design continuing, bidding and construction contracts could be awarded in 2024.

Town of Prattsburgh

Following Hammondsport’s model for a business district sewer system, the Town of Prattsburgh has discussed a similar, but smaller, project in its downtown area. The project will help secure Empire Access as a major employer in the town, as well as enable fuller use of various properties along the Main Street district. Town officials helped solve treatment site issues this past year, but inflation issues continue to make this a challenging project to fund. The town will be working on communication, planning, and funding needed to bring this valuable project closer to reality in 2024.

Steuben County Loan Fund Supports Downtown Redevelopment

Towns and villages across the county contain vacant or blighted buildings in need of rehabilitation. Spurring private investment in this high-cost environment is difficult, but the IDA hopes a new loan fund will do just that.

During COVID, resources were dedicated to support struggling businesses in the county. Now that these funds are being repaid, they are being redirected into a Downtown Redevelopment Loan Program to help finance the renovation of commercial and mixed-use buildings in downtown areas or community centers in Steuben County. The loan fund will be administered by REDEC in partnership with Steuben County and Steuben County IDA. What sets this loan fund apart from others is the forgiveness of half of the principal balance upon receipt of the Certificate of Occupancy and a tour of the building.

While the loan fund will not support the entire project, the IDA hopes this initiative will jump start private investment to reinvent downtown communities.



Downtown Prattsburgh



Growing Skilled Trades

The sounds of hammers, drills, soldering tools, and backhoes filled the Big Flats Municipal campus on April 27, 2023 when over 400 students participated in hands-on activities at the Growing Skilled Trades event. This first-ever event open to students from schools in the Greater Southern Tier BOCES system was designed to highlight the job opportunities available through various trades in the region. Twenty-eight exhibitors including the IBEW, the Iron Workers, Welliver, and the Sheet Metal Workers created hands-on activities for students to experience.

Careers in the trades have seen declining interest among students over the past decade making the need to educate students about the career opportunities available through these hands-on jobs so important. While the event focused on trades, it aimed to encourage students to learn more about these fields which provide individuals with numerous transferable skills.

Deputy Director Jill Staats served on the event's planning committee which was comprised of workforce, educational, and union representatives spanning the tri-county region. A regional approach allowed the event to reach more students in Chemung, Schuyler, and Steuben Counties. Committee members understand that educating all our students helps our regional economy grow and all our residents prosper.

The committee will be hosting the 2nd annual event in April 2024.





Board Member Chris Sharkey Retires

The Steuben County IDA says goodbye to its longest tenured board member in 2023. Chris Sharkey, President of Corning Enterprises, retired in November and stepped down from the IDA Board after 15 years. During her tenure on the IDA Board, Chris served on the Finance Committee, Nominating Committee, and most recently chaired the Governance Committee tasked with keeping the board informed of current best governance practices, reviewing corporate governance trends, and providing oversight on ethical issues and conflicts of interest.

While on the board, Chris was part of the leadership team responsible for establishing the county’s first Economic Development Plan and the attraction of several major investments from global manufacturers like Instant Brands, Alstom, BelGioioso, LP Building Solutions, and Amazon.

The IDA thanks Chris for her service and wishes her the best in retirement.



JC Smith Retires

In 2018, the Steuben County IDA entered into a partnership with Steuben County to provide municipalities with a resource to help advance infrastructure development projects. Since that time, James (JC) Smith has worked as the agency’s Community Infrastructure Specialist to advance key economic development initiatives throughout Steuben County.

JC will be retiring in December 2023. He played a critical role on several major infrastructure projects including a public sewer system to downtown Hammondsport, public parking and infrastructure improvements to support growth at Alstom, and rail safety improvements to support LP Building Solutions’ new manufacturing facility in Bath. During his tenure, he also laid the foundation for public sewer to I-86 Exit 39 in Bath and along Main Street in Prattsburgh. These projects would not have begun without JC’s persistence and administration.

Many thanks for your efforts, JC!



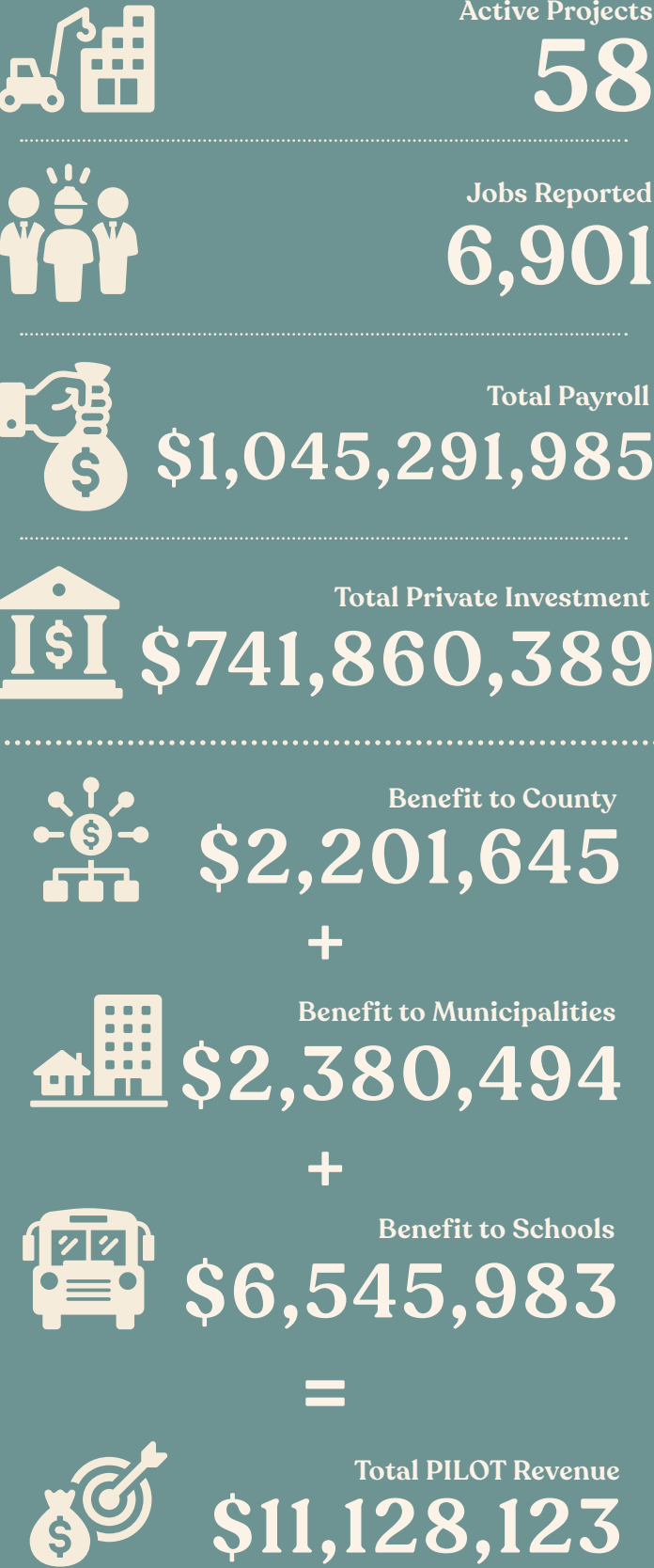
The Loss of a Leader

The IDA lost one of its founding fathers this past year with the passing of James (Jim) Griffin. Jim served as the Executive Director of the Hornell IDA for 48 years. He also helped establish the Steuben County IDA and served as its first paid employee during the early years of the organization.

Throughout its existence, Jim provided counsel and support to the Steuben County IDA and its staff until his passing in August. During his career in Hornell, Jim’s efforts: created over 5,000 new jobs, retained over 2,500 jobs, constructed seven industrial and commercial parks (five of which are fully occupied), constructed over four miles of new roads and streets, installed over seven miles of sewer and water lines, and applied for and received over \$20 million in state and federal construction grants and loans resulting in new private investment of over \$300 million.

Jim’s loss was felt throughout the community, but his legacy will live on through the efforts of the Steuben County IDA.

2023 Statistics



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

2023 Board of Directors

- Mark R. Alger**
Chairman
County Resident
- Scott Van Etten**
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
- Mike Davidson**
Davidson’s Furniture
- Christine G. Sharkey**
Corning Enterprises



STEUBEN COUNTY IDA

INDUSTRIAL DEVELOPMENT AGENCY

Steuben County IDA
7234 Route 54 North
PO Box 393
Bath, New York 14810-0393

Phone: 607-776-3316
Fax: 607-776-5039

Email: scida@SteubenCountyIDA.com
www.SteubenCountyIDA.com

© 2023 All Rights Reserved.

