

# BUILDING FOR TOMORROW:

Advancing Technology  
and Future Growth

STEUBEN  
COUNTY IDA

INDUSTRIAL DEVELOPMENT AGENCY



ANNUAL  
REPORT  
2024



Meeting with Federal Reserve Bank of NY President John Williams ^



Public input session for NY Forward grant v

**Planning is bringing the future into the present so that you can do something about it now.**

**– Zig Ziglar**



HP Hood Plant, Arkport, NY v



## EXECUTIVE DIRECTOR'S MESSAGE



**Entering 2024, I told our leadership that the upcoming year would likely be one of uncertainty as businesses faced global economic challenges and the lack of clear policy direction created by every presidential election cycle. This assessment held true as business investment and new growth opportunities slowed. The IDA took this as an opportunity to build capacity to prepare for future growth opportunities.**

Early in the year we worked with Steuben County to create a staff position to provide additional capacity to communities as they looked to invest in their community infrastructure and downtown corridors. This effort helped leverage over \$30 million dollars in private investment in communities like the Villages of Bath and Wayland. In addition, the IDA helped lead the successful NY Forward effort in the Town of Urbana and Village of Hammondsport which is expected to advance millions of dollars of new investment in those communities.

The IDA also helped lead a regional effort to identify and position the Southern Tier for significant private sector investment in next generation technologies in cleantech manufacturing, clean energy production, and supply chain opportunities in this field. The Southern Tier Cleantech Strategy looks to harness the innovation, manufacturing, and clean energy assets of the region to induce future investments in this growing sector.

This effort is already paying dividends in the county as the IDA was awarded nearly \$16 million this year to work with Alstom and Norfolk Southern to develop the next generation freight engines while leveraging research assets at the New Energy New York Battery Tech Hub at Binghamton University.

Finally, the IDA also engaged in two separate site corridor analyses in 2024, first as a partner to develop a strategy for future development at the Painted Post Foundry Site and then as the lead organization in assessing the Route 54 corridor in Bath for future industrial development opportunities.

Entrepreneur and motivational Speaker Zig Ziglar once said “Planning is bringing the future into the present so that you can do something about it now.” The work we have done preparing for the future is already paying dividends today and we look forward to the opportunities we will be presented with tomorrow.

**James C. Johnson,  
Executive Director**



## CHAIRMAN'S MESSAGE



Lent Hill Ag-Grid Digester

**As I reflect on my first year as Chair of the IDA, I am proud of our accomplishments in 2024. This year has been marked by significant achievements and progress, reflecting our commitment to fostering economic growth and development within Steuben County.**

Key investments in our downtown corridors, infrastructure, and expansion of the county's renewable energy portfolio helped drive our economic growth in 2024. Staff also remained engaged with our key employment sectors to help drive investments in our manufacturing base at companies such as Corelle Brands, HP Hood, and Siemens Energy.

As exciting as our growth was this past year I am just as excited to see our future successes. The IDA remains focused on our mission to promote economic development and improve the quality of life in Steuben County. We are excited about the opportunities that lie ahead and are confident that we can achieve even greater success in the coming years.

The Southern Tier Cleantech Strategy and the Route 54 Industrial Corridor Study will pave the way for future investments like the recently announced Alstom-Norfolk Southern partnership to develop new freight train technology in Steuben County. By harnessing our regional assets and strong workforce, the IDA is prepared to attract more developments like this to our county.

In closing, I would like to extend my heartfelt thanks to our board members, staff, partners, and community for their unwavering support and dedication. Together, we are building a brighter future for Steuben County.

**Dean Strobel  
Chair,  
BelGioioso Cheese Inc.**

## SOUTHERN TIER CLEANTECH STRATEGY



The United States is making unprecedented investments into clean energy technology with the passage of the Inflation Reduction Act (IRA) which paves the path to accelerate private investment in clean energy solutions in every sector to drive the global clean energy economy forward.

As a state leader in clean energy generation, Steuben County Industrial Development Agency partnered with the seven other county economic development organizations in the Southern Tier to identify and position the region for significant private investment in next generation technologies in cleantech manufacturing, clean energy production and supply chain opportunities.

To lead the development of the strategy, the region hired Newmark, a global site selection and economic development strategy firm, to provide a regional business development plan to take advantage of the area's nationally recognized academic and research universities focused on advancing innovation in this space and the region's position in renewable energy generation.

### The Newmark work will include:

1. An analysis of Clean Energy and Cleantech industry growth potential in the Southern Tier.
2. Creation of a Southern Tier asset inventory for the Clean Energy and Cleantech industry.
3. Development of a Regional SWOT Analysis for Clean Energy and Cleantech opportunities.
4. A comprehensive review and cataloging of available industrial sites in the Southern Tier that will include a readiness assessment for the region's most promising sites.
5. Recommendations for improving the Southern Tier's existing Clean Energy and Cleantech sector growth prospects.



WAGABOX unit at the Bath landfill

Caption

## CRISI GRANT FOR NEXT-GENERATION TRAINS



The federal government announced in October that a collaborative effort between Alstom, Norfolk Southern Railway, and Steuben County Industrial Development Agency (IDA) had secured a \$16 million grant through the U.S. Department of Transportation's Consolidated Rail Infrastructure and Safety Improvements (CRISI) program aimed at revolutionizing freight train technology. This initiative will focus on rebuilding two test trains with cutting-edge hybrid diesel-battery engines to significantly reduce carbon emissions and pave the way for a more sustainable future in rail transportation.

The project will be located at Alstom's Kanona plant in Bath, currently used to refurbish older rail cars. The plant is now poised to play a crucial role in the development of the next generation of trains, making Steuben County the hub for the development of this next generation technology.

A key partner in this effort is Binghamton University's New Energy New York (NENY)

program, which serves as a tech hub for battery storage. NENY will assist Alstom to enhance the performance and reliability of the new hybrid systems.

The grant represents a significant step forward in the push for greener transportation solutions and aligns with the regional cleantech business development strategy being led by Steuben County IDA and its regional economic development partners.

This effort is a true public-private partnership bringing together economic development, education, and the private sector to leverage the region's assets in the cleantech sector. Final system design will take place through mid-2025, with the rebuild and testing extending through the end of 2027 at which point the technology will go to market as a solution to upgrade the nearly 10,000 locomotives in the United States built before 2000.

### CRISI Program Partners:



## HP HOOD IS DOING HELUVA GOOD!



HP Hood in Arkport, NY

HP Hood’s facility in Arkport, NY is the home of Heluva Good Dip. In 2024, the company invested in a 2,400 sq. ft. expansion to support an increase in product demand across the United States. The new space will accommodate a state-of-the-art dip blending system and processing equipment and will lead to the hiring of five new employees.

The expansion will also impact regional dairy farms that supply the plant with milk. An additional 30,000 gallons of milk per week will be used by the plant to support the increase in production. That’s the equivalent of keeping another 600 cows employed!

The IDA assisted HP Hood in the receipt of funding for the project through Empire State Development.



Fire main loop installation

## SIEMENS ENERGY

Supporting the existing manufacturing base is a critical mission of the Steuben County Industrial Development Agency. Siemens Energy has made substantial investments in its Painted Post facility over the past 24 months as the company repositions its New York operations. To support this growth, the company has needed to upgrade its onsite water system to accommodate growing fire suppression needs.

The IDA supported this effort by providing a sales tax benefit for the installation of a fire main loop, fire pump house, and ancillary piping/fittings to upgrade the existing system. Through this support the IDA helped retain a portion of the 530 jobs at the facility.



## MOMENTUM OF WESTERN NY BREAKS GROUND ^

Construction crews broke ground in October 2024 on Momentum of Western NY’s new material recovery and recycling facility in Bath, marking a significant step toward enhancing our region’s sustainability efforts.

The Momentum project received its NYS DEC 360 permit in January 2024, paving the way for construction to begin. The new facility will focus on separating recyclable components

from industrial waste, significantly reducing the volume of materials sent to landfills.

This project will create twelve new jobs in the community, thereby contributing to the local economy, and will reduce landfill waste. Steuben County IDA provided property, mortgage, and sales tax assistance to support the investment.

## ROUTE 54 CORRIDOR STUDY

The Southern Tier is poised to take advantage of business development opportunities, however a recent analysis of available shovel-ready sites shows they are in short supply throughout the region.

Without a planned site with access to infrastructure, communities are not considered for large economic development projects. In Steuben County, the best site for development is found in Wayland, just off Exit 3 of I-390. Beyond a few, smaller sites, there are no developed spaces suitable for larger business attraction opportunities.

With remediation at the former Philips site almost complete and the purchase of an adjoining

property, IDA staff see an opportunity to assemble the acreage required for larger scale development along the Route 54 corridor in Bath.

The IDA received \$75,000 in matching funds from Appalachian Regional Commission for a corridor study to understand the opportunities and challenges of developing this land. McFarland-Johnson was hired in October to complete the engineering that will ultimately allow prospective companies to shorten their permitting timeline.

Preliminary desk work has begun; the field studies will start in January with a final report issued by August 2025.



Tubtown Brewing

## NORTHEASTERN WEALTH MANAGEMENT

Northeastern Wealth Management (NWM) has completed the construction of a state-of-the-art brewhouse for Tub Town Brewing in downtown Bath. This new facility will enable the brewery to increase its output by five times the current level, helping broaden its wholesale distribution to 30 additional locations within the next year.

In tandem with the brewhouse, NWM will transform the 4,000 sq. ft. vacant bank building on Liberty Street into a vibrant taproom. This

will provide a welcoming space for residents and tourists alike, further enriching the downtown. Renovations of this space are scheduled to begin in early winter and be completed by the end of the first quarter of 2025.

The project was made possible in part due to the support of Steuben County IDA which provided a sales tax benefit, making the financial framework of this project viable.

## BARON WINDS PHASE II

The second phase of the Baron Winds project received its final approvals in 2024 allowing RWE to move forward with its plans to construct an additional 26 turbines in the Town of Fremont. The project will add 123 megawatts of new generation to bring total generation capacity in Steuben County to nearly 600 megawatts.

This Phase II project will bring in an additional \$654,285 in new PILOT revenue annually for the County, Town of Fremont, and the Arkport, Avoca, Hornell, and Wayland Cohocton school districts. Over the course of the 20-year PILOT benefit, the project will generate \$15.8 million in new tax payment revenue.

In addition to the PILOT revenue, the project will generate host community payments and landholder lease revenue which will add to the total economic base of the county.



Baron Winds

## RESTORE NY AWARD VILLAGE OF BATH



### Dana Lyon School - Providence Housing

Preserving and redeveloping the vacant Dana Lyon School has been a long-time community priority since the school was closed in 2001.

In 2019, Providence Housing Corporation agreed to redevelop the property and worked closely with the Save the Lyon Commission, Steuben County IDA, Village officials, and the community to assemble project financing and a long-term redevelopment plan with the final funding awards being made in 2024 from Restore NY and the NYS Division of Housing and Community Renewal.

Construction of the \$29 million project is set to begin in late 2024 and will include 49 apartments and a new home to the Waterman Art Center.

## RESTORE NY AWARD - VILLAGE OF WAYLAND

### J.A. Palmer LLC

In March 2022, the Village of Wayland was devastated by a fire that damaged nearly one third of the downtown. Since that time, IDA staff have worked closely with Village officials and local developer John Palmer on a redevelopment plan for these properties.

In August 2024, NYS awarded \$1.2 million in Restore NY funds which will allow the developer to recreate eight upper floor apartments and three street level commercial spaces. In addition to the public and private investment, downtown focus, and addressing local housing needs, this project will also support the creation of a day care in one of the redeveloped commercial spaces.



Village of Wayland



**A ribbon cutting was held in October 2024 for the renovated Studio, a \$55 million expansion of the hands-on glassmaking facility for artists and students at the Corning Museum of Glass. The IDA provided a sales tax abatement to assist with the project's financial feasibility within the projected construction timeline.**



## NEW YORK FORWARD - HAMMONDSPORT URBANA

In March, the Town of Urbana and Village of Hammondsport were awarded \$4.5 million in New York Forward grant funds to support local community development projects.

Through a local planning process, \$5.7 million in municipally sponsored projects were identified as priority projects including the replacement of the Champlain Beach Pier, rehabilitation of the B&H Depot at Depot Park, improvements at Curtiss Park, and wayfinding signage and community branding. Another \$1.9 million

in privately sponsored projects were also recommended, including the redevelopment of the former Curtiss School into market rate apartments. Combined public and private projects will leverage additional funds of \$13.6 million, resulting in nearly \$21.3 million total investment.

The IDA helped lead this effort by co-chairing the local planning committee and will remain engaged in the process to assist with project development as funds are awarded in 2025.





## CORNING CHILDREN'S CENTER WEST

Residents in southeastern Steuben County now have a renovated, expanded option for childcare. Corning Children's Center West opened on Canada Road in Painted Post in September 2024.

Originally operated by Pathways, the childcare center faced closure in late 2023. However, the Corning Children's Center stepped in to revitalize the space, undertaking extensive renovations to enhance the facility for its young learners. But during the renovation process, contractors discovered mold, which increased both the duration and cost of the project.

Due to the additional costs, Steuben County Industrial Development Agency provided a sales tax abatement to cover the financial gap. The financial assistance was crucial in ensuring that the renovations proceeded without significant delays.

The newly renovated Corning Children's Center West boasts 15 spacious classrooms designed to accommodate up to 168 children at full capacity.

## STEUBEN COUNTY IDA – NEW HIRES



### Matthew Bull

In March 2024, the IDA welcomed Matthew Bull to the organization as Director of Community and Infrastructure Development, replacing JC Smith who retired at the end of 2023. In this role, Matt oversees downtown development and municipal infrastructure projects. He came to the IDA with 20 years of experience in economic and community development.

Matt has already been instrumental in the implementation of the NY Forward award for Urbana and Hammondsport, the certification of several municipalities under the Pro Housing Community state program, and the completion of ARC grant applications.



### Kelly Hortman

If you stop by the IDA office, you'll be greeted by the organization's new Administrative Assistant, Kelly Hortman. Kelly joined the team in June to oversee office operations and monitor compliance. She has over 20 years of experience in human service organizations and worked most recently at Steuben County Office for the Aging.

## 2024 STATISTICS



Active Projects  
**57**



Jobs Reported  
**5,705**



Total Payroll  
**\$790,346,975**



Total Private Investment  
**\$98,445,787**



Benefit to County  
**\$2,335,909**

+



Benefit to Municipalities  
**\$2,850,608**

+



Benefit to Schools  
**\$7,422,005**

=



Total PILOT Revenue  
**\$12,608,524**

## Steuben County IDA Staff

**James C. Johnson**  
Executive Director

**Jill Staats**  
Deputy Director of Operations

**Matthew Bull**  
Director of Community and Infrastructure Development

**Kelly Hortman**  
Administrative Assistant

## 2024 Board of Directors

**Mark R. Alger**  
Member  
County Resident

**Sarah Creath**  
Member  
BCK Partners, Inc.

**Michelle Caulfield**  
Member  
Corning-Painted Post Area School District

**Mike Davidson**  
Secretary  
Davidson's Furniture

**Kelly Fitzpatrick**  
Vice Chair  
Steuben County Legislature

**Tony Russo**  
Treasurer  
Southern Tier Provisions

**Dean Strobel**  
Chair  
BelGioioso Cheese Inc.





# STEUBEN COUNTY IDA

INDUSTRIAL DEVELOPMENT AGENCY

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