

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)

2023 Measurements and results:

1. Secure capital / business investment commitments of \$47 million (not including any project over \$50 million in capital investment).
 - A. **2023 result was \$29 million (the total for the year was \$257 million if the over \$50 million in capital investments, Nexgistics and Atlas Copco, are included).**
2. Secure pledges to create 93 jobs.
 - A. **2023 result was 2 pledged jobs to be created (the total for the year was 348 if the over \$50 million in capital investments, Nexgistics and Atlas Copco, are included).**
3. Achieve the GCEDC 2023 budget from a bottom-line financial operation performance (EBITDA) standpoint.
 - A. **The GCEDC will exceed the 2023 operating budget from a bottom-line standpoint. For the Operating Fund, Project Origination Fee Revenue collected exceeded the budgeted amount. The GCEDC collected \$1.6M in Project Origination Fee Revenue as compared to the \$450K budgeted for 2023. Several operating expenditure line items will come in under budget as well.**
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 2023 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.**

1. 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.
- Provided guidance on market conditions and needs during the implementation of the Inflation Reduction Act with Senate Majority Leader's regional and economic development policy staff. This added a critical focus on the policies regarding renewable energy and green hydrogen production.
- 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.

2. State/Regional:

- Coordinated state and local support enabling Plug Power’s investments into a green hydrogen project, Edwards Genesee’s permitting and site planning, and construction of a campus-wide substation at STAMP.
- 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. This resulted in a \$56 million FAST-NY award to support infrastructure construction 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.

3. Local (County, City and Town):

- Continued to increase outreach and dialogue with local municipalities. In 2023, these conversations included updates on activities at STAMP and the status of renewable energy projects and the Ellicott Station project. 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 and the launch of the Batavia Home Fund 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.
- The GCEDC staff also participates on many community boards relevant to economic development, business, and community development across the County.

4. 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 launched the GLOW With Your Hands: Healthcare program in March.
- 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.
 - A. **2023 results for the STAMP site are that the power line reroute completed construction, and the 345 kV to 115 kV substation continued construction. The construction of the forcemain through the wildlife refuge was started. We continue to work with Niagara County Water District on the final design and bid packet preparation of the 1.5 MGD potable water for the STAMP site. The NYSDEC has issued the SPDES permit for the WWTF and the final design and bidding package will be completed in 2024. The STAMP site is now at a market ready status for the large-scale infrastructure needed for large and mega sized projects.**
 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.
 - 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, Ellicott Station, Ellicott Place and others. The GCEDC provided active guidance in the redevelopment of BOA sites at the City Center/mall and Creek Park, as well as the deployment of the DRI's Building Improvement Fund.**
 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 2023, the GCEDC had 10 wins, 348 jobs committed, and \$257 million in capital investment committed. The results exceeded the GCEDC's goals. The GCEDC had 9 company attraction projects which included Atlas Copco's manufacturing facility at STAMP and Nexgistics distribution and warehousing project in Pembroke. The selling activity continued to be robust, and the sales funnel remains very active. The GCEDC sales and business development team responded to 96 leads in 2023. Eleven 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 2023 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 three times throughout 2023. Also, "Coach Swazz" appeared on the Batavia Daily News online streaming of high school sports. The goal is to reach parents/students on careers in their backyard.

- As Co-Chairman of “GLOW with Hands”, the GCEDC’s VP 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 \$150k in the first four years. This year (2023), 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 setup of a 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 team. The program established 11th grade CTE students to job shadow and in 12th grade a paid internship at local manufacturing companies. In 2023, 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. Nine companies for the Premiere Membership were secured raising \$42,000 in total.
- The “Cornell in High School” fall class had 27 students graduate the 3-day bootcamp. We recruited students from a combination of GV BOCES Culinary program and local and regional schools. The GCEDC was successful in grants to support the overall cost of the program and funding directly to students following completion of the program.

9. Commence strategic planning and related advocacy/communications activities regarding the need for additional investment to implement STAMP Phase II site and infrastructure development helping to make the 1,250-acre site globally competitive by better aligning infrastructure readiness timelines with market needs (market ready/shovel-ready).

The GCEDC has utilized the additional \$8M for STAMP Track 2 infrastructure and has completed the design, engineering and permitting that was needed to bring the main manufacturing portion of the STAMP campus to a Market Ready state that has significantly reduced the timelines as it relates to large infrastructure deployment. The GCEDC was awarded a \$56 million FAST NY grant to support the Atlas Copco project as well as build additional capacities in water for future projects.