

Annual Report

Wayne County Industrial Development Agency
Wayne Economic Development Corporation
Wayne County Civic Facility Development Corporation

Introduction

The Wayne County Economic Development staff provide services to the County Industrial Development Agency (IDA) and the Wayne Economic Development Corporation (WEDC). The WEDC provides services including management of several loan funds and the IDA provides benefits to companies locating or expanding in Wayne County who meet certain qualifying criteria.

Economic Development

In July 2019 the Department staff continued to focus our efforts and measure progress of economic development efforts with a focus on 3 key economic development areas including:

□ Business Retention and Expansion- Several ongoing projects are under development including Optimax Systems new 60,000 square foot expansion which includes 59 new jobs and IEC Electronics new 150,000 square foot Corporate Headquarters which includes 362 new jobs. Both are well underway to those job creation numbers, even though their construction projects are still underway.

In 2019 the County also saw growth and expansion at several additional companies including the relocation and expansion of Hansford Parts and Products from research forest to Wayneport Road, Sessler Environmental's relocation to the property formerly occupied by Hansford, with several additional projects on the slate for completion in 2020. Staff continue to meet with companies to discuss issues, concerns, and future plans in an effort to be proactive and foster relationships with our employers.

□ New Business Development- New business development continued to be a focal point of our efforts in 2019 with the start of our Kickstart Wayne County Initiative. This effort is aimed at developing an entrepreneurial culture in the County with specific programs aimed at assisting with development of new small businesses. The first program under this initiative was the inaugural Pitch Competition where concept or early stage business submitted executive summaries of business plans, and finalist were chosen for a live pitch-fest where participants made 3 minute "pitches" to a panel of judges. With support from the WEDC and several sponsors, the winner was awarded a \$40,000 prize to accelerate their start up. The program was a great success and staff continue to follow up with all participants to drive resources and assist in their development outside of the competition.

□ Shovel Ready Sites- Discussion around the development of a site inventory, as well as identifying un-marketed sites continue. In 2018 the department initiated the County Derelict Property Study, managed by planning staff, to refine our understanding of the problem County-wide and develop strategies for implementation through Economic Development staff, as well as the newly created Land Bank. In 2019 we initiated several additional efforts including a Strategic Plan for the Ontario Midland (OMID) Railroad, owned by the County and Leased to OMID (the operator), and a County Brownfield Inventory. Both will result in a significant amount of data, as well as identification of priority sites for redevelopment. These efforts will help focus resources in the areas of the County where it's most needed, or will provide the largest impact.



□ Workforce Development- The Director is a member of the Finger Lakes Advanced Manufacturing Entity's (FAME) executive committee. FAME continues to work with educators on the need for STEM training and basic communication skills in order to fill numerous job openings in advanced manufacturing. Through FAME, staff was introduced to Edge Factor, an online platform that uses story-driven tools to tackle workforce development, inspire students, reach parents, and build relationships between local schools and companies. In 2019 the County IDA sponsored development of 20 career videos highlighting career paths at companies in the County and is also sponsoring a County Community Hub on the Edge Factor platform where anyone in Wayne County can see the career videos for free in an effort to expose students, parents, teachers, career counselors, and others to career opportunities in the County through stories told directly by people in those positions. The platform address is www.edgefactor.com/wayneny.

Staff has also been working closely with Finger Lakes Community College (FLCC) for development of training programs aimed directly at skills needed by our local employers. Several programs are currently under development, with the Fundamentals in Manufacturing Program slated to be kicked off in early 2020.

□ Opportunity Analysis and Marketing Strategy- Staff continue to refine and implement strategies as opportunities present themselves. The County billboard campaign has generated a significant “buzz” and is fostering a significant amount of civic pride. Staff will continue to refine locations and content, which is shifting seasonally to promote companies and activities in the County.

□ Partnership Development- Monthly meetings with our public and quasi-public partners continue through our “Streetbeaters” meetings where staff discuss new programs and opportunities to assist County businesses. This has proven to be a good way of maintaining and developing professional relationships as well as maintaining a pulse on business development opportunities.

□ Agriculture Development- In 2017 the GAIN! Financing program provided over \$600,000 in financing and staff continue to revolve those funds to agricultural or value added ag companies. Staff continues to discuss attraction of additional capital to this popular finance program.

□ Financing- Staff continues to refine our financing programs, with increases in 2019 of the amounts of funding each loan fund can provide. The WEDC is currently managing a loan portfolio consisting of 14 loans totaling over \$1,393,000, with approximately \$1.5 million in additional financing available. The WEDC main loan funds were capitalized with CDBG grants from the County in 1983 and 1994 and continue to revolve utilizing initial capital and accrued interest payments.

□ Industrial Development Agency (IDA)- The IDA continues to provide project assistance in the form of tax benefits for projects meeting qualifying thresholds including job creation and significant real estate investments. Staff is currently managing 39 PILOTS, with a few expiring every year. In 2019 the IDA closed on PILOT agreements for IEC Electronics and Optipro, as well as several solar projects.

□ The Civic Facilities Development Corporation did not have any activity in 2019.