

2009 Annual Report

From the Director

Although 2009 was historically a time of significant economic downturn, the Wayne County IDA was extremely busy. A notable amount of time was spent responding to announcements and opportunities for grant through the stimulus funds. Several studies were funded and kicked off, including the south east water quadrant water study; a Port of Lyons feasibility study; and a plan for long-term Sustainability, based in part on sustainable energy. These are long-term investments that will move infrastructure along. The IDA continued to be a lead participant in the series of Summits on Taxes to hold on-going discussions on how taxing jurisdictions can contain, consolidate, and coordinate functions to provide efficiency and possible savings.

The development of Business Builders and SCORE sites and services in Wayne County is the result of several years of networking and organizing. We thank the Rochester SCORE organization, Reliant and the Wayne County Business Council for their support in being Business Builders.

In a time of flux—the plan to end the Empire Zone, the dramatic moment by moment media coverage of the economy, the fear the language seemed to create—many businesses in Wayne County saw opportunities and acted on them. Others made across the board sacrifices to make sure their business would survive the downturn. Our business people are the heart of our sustainability as a region—creating the jobs and the investment to support families. As a community we need to support our businesses by welcoming the manufacturing, facilitating permitting, cultivating an atmosphere that will bring new business AND grow the businesses we have. Buy local and support agriculture and our historic downtowns.

Board of Directors

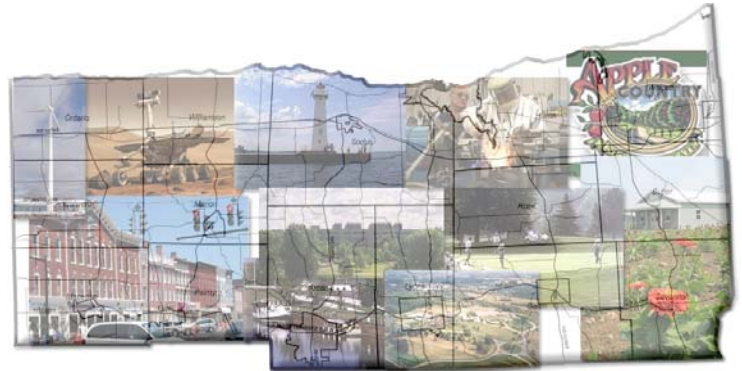
David Spickerman - Chairman

James Hoffman - Vice-Chairman

Willard Milliman - Treasurer

Marvin E. Decker – Secretary

Robert Havrilla - Asst. Secretary/Treasurer



2009 Activities and Projects

Payment-In-Lieu of Taxes (PILOTs)

- Completed Marshall Farms (Butler)
- Legendary Auto Interiors (Newark)
- Prime Development (Macedon)

Grants

- Small Cities for Clyde/Parker Hannifin of \$500,000 (awarded)
- Submitted a proposal to Small Cities for \$225,000 to assist R Brooks Associates in Williamson
- Proposal submitted to NYS Environmental Facilities Corporation under the Green Innovation Grant Program for funding to distribute both electricity and thermal into the north east existing area of Beh Park and the new 42 acre area of the Wayne Industrial Sustainability Park (WISP) in Ontario. (wasn't successful)
- Partnering with the Wayne County Water and Sewer Authority, Villages and Towns in the south east quadrant, and as Designated by the Strategic Plan for Economic Development, \$75,000 dollars was provided by the WCIDA as a match to obtain \$75,000 in grant funding for an intensive study of water use, hydraulics and distribution possibilities in this quadrant. (Study is underway)
- Multiple proposals for funding were made through Empire State Development for stimulus funding, mirroring and supporting requests from the County or from individual municipalities. The request to upgrade water lines within the Village of Wolcott to support the retention and future expansion of Electromark was sent to the Department of Health for review. (Wasn't successful)
- Submission to complete the Canalway Trail from Newark and the rest of the County was submitted with details still to be decided upon.
- Submitted a request through ESD for the expansion of the WISP, including an additional turbine and the bio digester. The request was sent from the Agency to New York State Energy Research & Development Agency.



Wayne County Industrial Development Agency
Economic Development Corporation \ Empire Zone



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2009 Activities and Projects...Cont.

Building Partnerships

The IDA continued its goal of developing a volunteer program to assist with advising and mentoring small businesses and start-ups. With Reliant and the Wayne County Business Council taking strong partnership in the program, this year Wayne County Business Builders/**SCORE** kicked off in Wayne County. There are five trained counselors on board from Wayne County. Led by the Rochester area chapter, **SCORE** holds an average of 1 ½ counseling sessions in Wayne County each week. Space supplied by the Town of Macedon on Wayneport Road provides a western SCORE and IDA satellite office. The IDA office on William Street provides another site and the Sodus Library offers a SCORE site as well. Counselors are also open to meet with clients at restaurants, libraries or municipal offices across the County.

As part of outreach to potential and existing businesses the Industrial Development Agency holds “**Business Tool Box**” events, highlighting State and regional agencies, banks, and other business funding and management experts. 2009 events were held at the Ohmann Theatre on September 24th. Organized by the same team that works with/on SCORE, this event was also in partnership with the **Lyons Main Street Program**. Earlier in the year Reliant hosted a similar event at its facility in Macedon.

The Wayne County IDA has supported the Western Erie Canal Main Street program and, since its designation in December 2008, the **Lyons Main Street Program**. Unlike the NYS Main Street program, this program works with National Trust Main Street to build the capacity of local communities, reorganizing and energizing volunteers to focus on four major points: Design, Promotion, Economic Restructuring and Organization. With the improvement in local capacity, money then available through the NYS Main Street program can be directed to make an even clearer impact.

We participate as members of FAME and the director sits on the executive committee for FAME—**Finger Lakes Advanced Manufacturers Enterprise**. This organization grew out of the frustrations and needs of the AMEs in the four county Finger Lakes Workforce Investment Board region. The group is lead by the manufacturers, not the economic development or workforce agencies. FAME is a regional skills alliance seeking to ensure that young people and a shifting workforce have the skills necessary to grow advanced manufacturing jobs. The pipeline of future workers is supported by this organization and its work to encourage entry into manufacturing.

In conjunction with the Agri Business Micro Loan program, the IDA this year provided funding to **FarmNet**, an organization which provides technical assistance specifically to agricultural businesses.

Staff of the WCIDA

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