



Cayuga Economic Development Agency 2019 Annual Report

Our goal is to attract, grow and expand business in Cayuga County – all with the aim of creating jobs and improving quality of life. That means supporting local businesses and entrepreneurs and making sure they are able to harness all of the benefits and assets that Cayuga County has to offer.

Some examples of the business owners we have worked with this year:

Business Startup Simply Cookie



Location: King Ferry
Assistance: Business Plan / Referrals
Jobs Created: 2 full-time, 15 part-time

Susanne 'Cookie' Wheeler, owner of Simply Cookie and a recent client of Auburn SCORE and CEDA, opened her food service company Spring 2019. In addition to catering weddings and other events, Simply Cookie provides a daily lunch menu and runs the concession stand for events at Treleven Winery. 'Cookie' came to SCORE and CEDA for help in opening her new food-service venture. She had a location and the financing that she needed, so the assistance provided by SCORE and CEDA wasn't loans or grants but business mentoring.

Having most of the resources she needed to get started, we served as a sounding board of which she could bounce ideas off and helped her to organize her plan.

Although I have been in the restaurant business for over 40 years (as a chef and manager), starting one is a different story. I enjoyed having someone to throw ideas to, and the feedback that they provided. I was able to start my business quickly and was well prepared to open my doors.



-Susanne "Cookie" Wheeler, Owner, Simply Cookie

Business Expansion DuMond Ag, LLC



photo credit: Matt Champlin

Location: Town of Fleming
Project Cost: \$3,277,000
Incentives: ESD grant
Jobs to be Created: 30

DuMond Grain, a subsidiary of the 6,250-acre farming operation DuMond Ag, LLC, expanded into

the soymeal market by building a non-solvent soybean processing plant, bringing locally-grown product from seed to feed for livestock. The project constructed and equipped a new facility, with soymeal and cornmeal extruding and oil pressing equipment, silos for storage, and a barn. This business expansion allows NY soybean farmers to have their soybeans processed in NY State and NY livestock farmers (primarily dairy and swine) to buy NY grown and extruded non-solvent soymeal for their livestock.

CEDA assisted with the development of the business plan for their new operation and provided guidance with the Consolidated Funding Application process. CEDA continues to connect DuMond Grain with other development opportunities and will assist with local incentives as the project progresses.



Select Economic Development Impacts

Projects assisted with IDA and Loan Incentives since 2014



\$80m+
investment

\$8m
incentives

New York State CFA Grants - 9 Rounds



\$59m
awarded to Cayuga
County projects

Navigating the world of economic incentives is daunting. There are so many programs with countless nuances that made me question the cost/benefit of the process. CEDA offered one stop shopping for answers. If they didn't have the answer, they knew who did and that makes all the difference to someone wrestling with limited time.

~Douglas A. Springer, Copper John Corp.



600+ jobs

created or to be created by
projects assisted by CEDA

Additional State Investment in Cayuga County



\$10m
Auburn Downtown
Revitalization Initiative



\$10m
Upstate Revitalization Initiative
Equal Rights Heritage Center

Property Assessments and Taxes

Assessed Property Value



Assessed property value
increases associated with
CEDA assisted projects
since 2014

CEDA-assisted development of
vacant buildings and land



96,000+ sq ft
Vacant building
renovations and
reuse



29+ acres
Vacant land
developed into
active use

Reducing the Tax Burden for
Cayuga County Residents

\$129,400

Total additional
property tax revenue
from CEDA assisted
projects in 2019*



*compared to
no project

Sales Tax Revenue



8%
increase in full year sales tax
2014-2019



\$3.6m
more total sales tax revenue
in 2019 than in 2014

2019 Events

CEDA 101 for Lenders



Opportunity Zone Presentation



ESD Funding for Potential Projects



Student Career Fair



Workforce Development for Employers



Startup Connect



Projects "to watch" in 2020



Here are some developments you may have already noticed, or can look forward to this year. Some of the larger, more transformative projects have been in the works for years, and CEDA's relationship will carry on as these businesses continue to grow. To stay updated on these and other exciting developments in Cayuga County, subscribe to our email list. Visit cayugaeda.org, and click the "subscribe" button at the bottom of the page.

Business Startup

Kelloggsville Farm Winery

Location: Niles

Assistance: Business Planning / Referrals

Jobs to be Created: 2 full-time, 2 part-time

Gail Morse and Robert Gallasch are planning to open Kelloggsville Farm Winery in Summer of 2020. They will produce ciders and wines from their own cider apple orchard, local orchards, and New York State grapes. Their products will be sold out of their tasting room, which additionally will sell their willow and turned wood products. Their cider and wine will also be available at selected local establishments.

Business Expansion

Prison City Brewing

Location: Auburn

Incentives: \$900,000 ESD / AIDA Tax Incentives

Jobs to be Created: 25

Prison City Brewing has purchased and is in the process of renovating an existing building and constructing a new, additional brewery space. The brewery will utilize this as additional brewery space to increase production from 900 BBLs to 10,000 BBLs annually. The location will also include a tasting room, retail area, event space, and a canning line.



Business Startup

Mobile Sharpener Lady

Location: Auburn

Assistance: Business Plan / Referrals / Cayuga-Onondaga BOCES (logo design)

Jobs Created: 1

Margaret Sullivan is in the process of opening 'Mobile Sharpener Lady', a mobile shear-sharpening business. She plans to focus primarily on sharpening beauty, barber, and pet grooming shears while she grows her business.

Business Startup

Wild Nectar Mead, LLC

Location: King Ferry

Assistance: Business Plan / Referrals

Jobs to be Created: 2

David Lane plans to open Wild Nectar Mead in the Town of Ledyard in early summer of 2020. Using locally sourced honey, he's planning to produce an assortment of mead styles and will add to the expanding craft beverage options available in Cayuga County.



Business Startup

Octane Social House

Location: Auburn

Assistance: Auburn Small Business Assistance Program

Jobs to be Created: 10

Octane Social House will be a centrally-located community craft coffee and beer café, specializing in providing high quality espresso-based drinks and offering a selection of local craft beers and wines. Their focus is to provide an alternative to the typical bar scene' for individuals to gather and enjoy in a relaxed atmosphere.



CEDA is a great starting point for new small businesses. Having someone to call or email with any question from organization to raising capital or even real estate information is an invaluable resource. We will continue to reach out to CEDA for guidance and advice as we continue to grow!

~Josh Sanders, Owner, Sterling Custom Canvas

Supporters

We would like to thank the following organizations for their support.



AIDA Auburn Industrial
Development Authority



2019 Board of Directors

Executive Committee:

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Sullivan Center for Business
Entrepreneurship, Wells College

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North Brook Farms, IGK Equestrian,
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North Star Management

Kelley Gridley
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Raymond Lockwood
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Chair
Cayuga County Industrial Development
Agency

Crystina Brooks - Solutions Manager, DuMond Ag

James Dacey - Chair, Auburn Industrial Development Authority

Jeff Dygert - City Manager, Auburn New York

Brian Hartwell - District Superintendent,
Cayuga-Onondaga BOCES

Tom Herbert - Owner, Bo-Mer Plastics

Susan Higgins - Owner, Heart & Hands Wine Company

Tom Minicucci - Chair, Cayuga County Chamber of Commerce

Demetrius Murphy - Vice President, Branch Manager;
Lyons National Bank

Team

Tracy Verrier - Executive Director

Danielle Szabo - Economic Development Specialist

Derek Simmonds - Business Development Specialist

Samantha Frugé - Economic Development Technical Specialist

Devon Roblee - Marketing Coordinator

Jessica Hargarther - Office Manager

Ashlee Saret - Communications Coordinator

Staff bios at www.cayugaeda.org/about-us/staff-members

Selection of Partners

Auburn Downtown Business Improvement District (BID)

Auburn SCORE

Cayuga Community College

Cayuga County Chamber of Commerce

Cayuga County Office of Tourism

Cayuga-Onondaga BOCES

Cayuga Works

CenterState CEO

Central New York International Business Alliance (CNY IBA)

Central New York Regional Economic Development Council

CNY Regional Planning & Development Board

Cornell AgriTech

Cornell University Cooperative Extension, Cayuga County

New York Small Business Development Center (SBDC)

Starting a business can be a little scary. [Derek Simmonds] was very encouraging and insightful to help give me the confidence I need to be successful. He was genuinely interested in helping me start a small business and offered valuable information.

~Susan Garrigan, Owner, Gracey's Break n Bake

CEDA was very helpful in connecting us with local businesses so we could enlist their help in meeting the requirements of our grant application. In addition CEDA's expertise and advice helped us better meet the application goal. We will continue to work in concert with them on future endeavors.

~David Sperduti, E. John Gavras Center

Working with a Specialist at CEDA was amazing. I really am impressed with the organization as a whole. I'm impressed with the knowledge they bring to the table and the guidance that they gave us across the board from the Executive Director to the Specialists everybody was just really supportive and helpful and if they didn't know the answer they could find it for me or point me in the direction to find it. So, it was really a positive relationship that continues on.

~Crystina Brooks, Solutions Manager, DuMond Ag



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Partner Organization of Cayuga Strategic Solutions, Inc.

Our mission: To foster a sustainable quality of life in Cayuga County through job retention, expansion, and attraction.

