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.

Economic Developer as Community Partner

Attracting new businesses to the area, job creation, and small business support are a big part of what we do at CEDA. We also work in partnership with many local organizations in support of these goals. Throughout 2021, we combined our resources with those of our partners to develop and assist with workforce training, support for local entrepreneurs, job site tours for students, marketing to outside talent and industry considering relocating to our area, supporting small businesses in economic recovery and COVID-19 mitigation, and much more. CEDA acts as an active intermediary among public and private sector organizations locally and regionally. Together we work to strengthen our networks and support the growth of our local economy. We are grateful to be a benefactor of and play a part in this symbiosis. You can learn more and view a listing of our partners and affiliates on our website: cayugaeda.org/partners.

NYS Consolidated Funding Application Assistance

Each year, CEDA offers free and confidential assistance for businesses and organizations applying for New York State funding through its Consolidated Funding Application (CFA). In 2021, CEDA assisted businesses and organizations with six of the 17 CFAs submitted to NYS. In December, the State released its list of awardees in Round XI of the Regional Economic Development Council Initiative, and Cayuga County projects were awarded over $1.4m.

Auburn Downtown Revitalization Initiative Small Project Grant Fund

The second round of the Auburn Downtown Revitalization Initiative Small Project Grant Fund (“DRI Grant Fund”) launched in 2021. The DRI Grant Fund is intended to assist property owners/developers, for-profit businesses, entrepreneurs, and nonprofit entities in the DRI boundary with investments that will help to meet certain goals that benefit the downtown corridor. CEDA worked with the City of Auburn to administer the grant to 11 projects in order to provide support to businesses and improve resiliency and sustainability through the impacts of COVID.

Microenterprise Program

After a successful pilot program, the City of Auburn initiated a second round of their Microenterprise Program in Fall 2021. The program targets startups of under two years and entrepreneurs who qualify as microenterprise and are low-to moderate-income city residents. CEDA implemented the program providing educational sessions, mentoring, and networking opportunities to 15 participants. At the end of 2021, the program had awarded $25,000 to grant-eligible participants.

Photo caption: Cayuga Economic Development Agency Business Development Specialist Meg Goloub and Microenterprise Program participants pose for a photo at the Cayuga Museum Carriage House Theater in Auburn after presenting their business pitches Dec. 2. From left are Meg Goloub, Cynteia Smith, Shawonna Williams, Chevelle Carson, Erika Barrett, Kathleen Walsh and Jeff Richardson.

Visit cayugaeda.org/news for the latest updates and information from our organization.
Some examples of the businesses we worked with this year. Visit cayugaeda.org/projects for more listings.

**Business Expansion**

**New Age Renewable Energy, LLC**

*Location:* King Ferry  
*Assistance:* CCDC Loan / Referrals / Technical  
*Jobs Created:*  6

New Age Renewable Energy began distilling whey and milk permeate in March 2020, starting by selling most of it as hand sanitizer. They also looked for industrial ethanol customers and possible markets for consumable alcohol. CEDA wrote a letter of support for their application for a NYS license to sell consumable alcohol. They also made a connection with a dairy nutritionist, who could help them begin selling a yeast byproduct to put into dairy rations. CEDA connected NARE with several potential customers for their hand sanitizer product. We also connected NARE with several businesses that use large quantities of fresh water, another byproduct of their process. NARE is currently an industrial distiller that is looking to expand its productions into the beverage market. In 2021, NARE secured an equipment loan from Cayuga County Development Corporation (CCDC) to expand their semi-automatic bottling line operations.

**Business Expansion**

**D&R Landscaping**

*Location:* Auburn  
*Assistance:* Business Plan  
*Incentive:* $5k Microenterprise Grant

Owner Rob Barnes participated in the Microenterprise Pilot Program. He used the classes, networking and grant award to stabilize his business model. Rob was able to improve his internal processes, which allowed his full-range landscaping business to grow and expand.

**Business Expansion**

**Quilts by Commission**

*Location:* Auburn  
*Assistance:* Auburn Small Business Assistance Program (SBAP)

Quilts by Commission is an artisan workshop, gallery and classroom dedicated to traditional and modern quilting. Owner Stephanie McCall is a certified quilt historian who has been making quilts by commission since 2006. She decided to open her brick-and-mortar on Genesee Street in September of 2021. An integral part of the opening of Quilts by Commission was the addition of a long arm quilting machine which required additional funding. Stephanie worked with CEDA staff to secure gap financing through the SBAP to purchase the machine.

CEDA has been a wonderful support system for my small business startup. I participated in the ... Microenterprise Program. This dynamic learning experience had helped me build community with other entrepreneurs in my area and strengthened the foundation of my business with 1:1 mentoring and informative live hybrid classes. Our family business has grown with CEDA’s continuous support and we are so grateful for the efforts of this organization.

~Beonica Louis; Owner; Louis Legacy, LLC

**Business Startup**

**Global Common Energy, LLC at Spruce Haven Farm**

*Location:* Union Springs  
*Assistance:* Cayuga County Industrial Development Agency Incentives  
*Jobs Created:*  2

The project will involve anaerobic digestion of dairy manure at Spruce Haven Farm and will produce approximately 6 MMBTU per hour of pipeline quality renewable natural gas (RNG). The biogas produced by the digester will be upgraded to pipeline quality, then injected into a NYSEG gas pipeline adjacent to Spruce Haven Farm. RNG projects reduce waste and long-term greenhouse gas emissions, while also increasing the use of renewable energy. This project is expected to be completed in the second half of 2022.

**Business Expansion**

**Currier Plastics, Inc**

*Location:* Auburn  
*Assistance:* Auburn Industrial Development Authority Incentives  
*Location Jobs Created:*  25

Over the next five years, Currier Plastics in Auburn will be expanding in the medical market. Currier received Auburn Industrial Development Authority (AIDA) incentives to construct a 90,000 square foot building and purchase additional production equipment. CEDA provided Currier assistance with expanding their location for the construction of a new building and provided technical assistance to Currier in applying for AIDA benefits.

**Business Expansion**

**Veterans Memorial Park Association**

*Location:* Auburn  
*Assistance:* Consolidated Funding Application  
*Incentive:* $300k Empire State Development Grant

Veterans Memorial Park Association is in the process of rejuvenating the Babe Ruth League Field into a tournament level softball field. Veterans Memorial Park Association is a nonprofit seeking grant funds to be able to complete all of the necessary work to convert the fields. CEDA staff helped to prepare the association for grant financing with the Emerson Foundation, as well as the New York State Consolidated Funding Application (CFA). The CFA funds have been secured and the additional grant funds are pending.

**Project to Watch**

**Terrapin**

*Location:* Auburn  
*Assistance:* AIDA, CCDC Loan / Referrals / Technical  
*Jobs to be created:*  40-100

CEDA assisted Terrapin, a Colorado based cannabis company, in finding a location for a new production facility near Auburn. Terrapin selected a lot in the Auburn Technology Park to locate and build and are in the process of purchasing it from the Auburn Industrial Development Authority. The project would be a $120 million investment creating 100 jobs. Terrapin is a second chance employer that is working with Nick’s Ride, CAP, and several other local nonprofits to understand the community’s needs.
Projects Assisted with Financial Incentives

Project Demographics

- **21 Projects Assisted**
  - 9 completed
  - 4 nearly complete
  - 8 in-progress or not started

- **$32.5m+ investment**

- **$4m incentives**

  - IDA incentives = $3.1m
  - DRI incentives = $723k
  - Local loans = $353k

61 jobs committed to be created

240 jobs committed to be retained

Existing Businesses Assisted

- **118 Businesses Assisted**

Entrepreneurs Assisted

- **66 Businesses Assisted**

- **6 New Businesses Open**

- **9 New Jobs Created**

Total Sales Tax Revenue (City+County+Towns+Villages)

- **$19.3m**
  - 20.1% increase in full year sales tax 2020-2021

- **26% increase in full year sales tax 2017-2021**


- **$38,220,739**
- **$39,872,846**
- **$41,008,687**
- **$42,050,565**
- **$43,296,786**
- **$45,671,283**
- **$46,269,711**
- **$47,273,813**
- **$47,942,641**
- **$47,942,641**
- **$57,562,601**
We would like to thank the following organizations for their support:

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 Career Center
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)

CEDA contracted with MRB Group in 2021 to conduct a supply chain analysis of the Cayuga County economy. The goal of the analysis was intended to identify:
- Gaps in supply chains that could be ideal targets for business attraction and startup
- Opportunities for additional intra-county trade
- Areas where there are supply surpluses or byproduct recycling that can create new market opportunities

CEDA will use this analysis to inform our targeted approach to business development and attraction, and thus grow a base of businesses that are a good fit for our community.

The 2021 Cayuga County Supply Chain Analysis is available to view and download on our Strategy and Reporting page on our website: cayugaeda.org/about/strategy-and-reporting/

...what a refreshing experience working with Danielle Szabo and [CEDA]. ...By presenting us with opportunities for land development and long-term relationships with the community, we were able to quickly make a decision on a location for our industrial expansion project. ...Danielle and CEDA played a critical role in our decision. They are surely an asset to the county’s mission of attracting businesses and connecting projects with the right resource partners and supports.

~Chris Woods, Owner/CEO, Terrapin

Team

Tracy Verrier - Executive Director
Danielle Szabo - Economic Development Specialist
Meg Goloub - Business Development Specialist
Taylor Symes - Economic Development Technical Specialist
Devon Roblee - Marketing Coordinator
Javani Portipilo - Communications Coordinator
Kim Taggerty - Office Administrator

Staff bios at cayugaeda.org/about/staff

Supporters

Selection of Partners

2021 Board of Directors

Executive Committee:

Kevin Miles
Chair
Director
Sullivan Center for Business Entrepreneurship, Wells College

Grant Kyle
Vice Chair
Owner
North Brook Farms, IGK Equestrian, KyleCroft Development

Ryan Pine
Treasurer
Partner & Investment Officer
Genesee Capital Advisors

Demetrius Murphy
Secretary
Vice President, Branch Manager
Lyons National Bank

Raymond Lockwood
At-Large, Executive Committee
Chair
Cayuga County Industrial Development Agency

Crystina Brooks - Partner, MICA Consulting Group
James Dacey - Chair, Auburn Industrial Development Authority
Jeff Dygert - City Manager, City of Auburn NY
Sue Edinger - Chief Operating Officer, Inns of Aurora
Dr. Brian Hartwell - District Superintendent, Cayuga-Onondaga BOCES Regional Education Center
Susan Higgins - Owner, Heart & Hands Wine Company
Mitch Mannicia - Chair, Cayuga County Chamber of Commerce
Aileen McNabb-Coleman - Chair, Cayuga County Legislature
Doug Springer - President, Printerly.com
Gwen Webber-McLeod - Owner; Gwen, Inc.

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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.