



# CAYUGA ECONOMIC DEVELOPMENT AGENCY

## 2022 ANNUAL REPORT

Our goal is to attract, grow and expand businesses in Cayuga County - all with the aim of creating jobs and improving quality of life. We support local businesses and entrepreneurs ensuring they are able to harness all of the benefits and assets that Cayuga County has to offer.

### From Executive Director, Michael Miller

2022 was another year in which Cayuga County and the world at large continued to endure the impacts of COVID-19. Thankfully, with vaccine development and relaxed protocols, businesses and workers have begun adjusting to the new work environment. However, supply chain bottlenecks in addition to rising inflation, which reached as high as 9.1% in 2022 (1), put significant strain on residents and businesses within the county. Employers felt the impact of skilled labor shortage affecting nearly every industry despite wage increases of 5.1% (2). In the face of all of these challenges, CEDA and its resource partners worked to secure a \$21M investment, assisted over 70 businesses, and gained commitments to create over 153 new jobs for Cayuga County. We are collaborating collectively with our resource partners around the momentous opportunity brought by Micron and their historic investment in our neighboring county of Onondaga. While 2022 was a transitional year at CEDA, our team remains committed to the attraction, growth, and expansion of businesses of all sizes in our shared community. We look forward to serving the community in 2023 and executing on our mission to ultimately increase the prosperity of our residents.

*Thank you for your continued support and partnership.*

Sources: (1) Statista (2) BLS

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*...staff from CEDA have been a resource for our members for several years. At our Cayuga County Farm Bureau Annual meeting, CEDA served as our keynote speaker...CEDA plays an important role in seeking out businesses to come to Cayuga County, provide jobs and complement the existing resources in our county.*

*– Jon Patterson  
President  
Cayuga County  
Farm Bureau*



### Consolidated Funding Application (CFA) Assistance

NYS offers incentives through its Consolidated Funding Application (“CFA”) on a quarterly basis. CEDA provides free and confidential assistance for businesses with an eligible project. In 2022, CEDA assisted with the submission of 6 applications, 4 of which have been awarded for a combined amount of \$5.1M in Empire State Development Grant Funds, and \$2.64M in tax credits through its Excelsior Jobs Program. Awarded applicants included Finger Lakes Fish, Inc., Cayuga Milk Ingredients, LLC, New Age Renewable Energy, and Owners-Brockway Glass Container Inc. Announcements for the remaining 2 applications will be in 2023.

Visit [cayugaeda.org/news](https://cayugaeda.org/news) for the latest updates and information from our organization.

# American Rescue Plan Act (ARPA) Funding

## City of Auburn

Auburn City Council appropriated \$500k of their ARPA funds to support small businesses in the City of Auburn affected by COVID. Applications were accepted from 3/18/22 – 4/30/22. A total of 54 businesses applied and 26 were awarded grants of \$1,600 - \$40,000 with an average of \$17,300. CEDA assisted with program guidance, marketing and outreach, application intake, document verification, scoring, disbursement of funds, and program reporting to meet ARPA regulations.

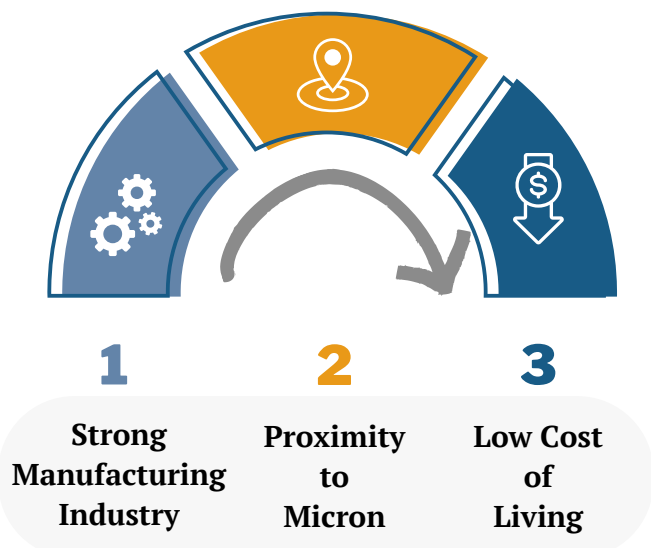
## Cayuga County

Cayuga County appropriated \$500k of their ARPA funds to support small businesses throughout Cayuga County affected by COVID. Applications were accepted from 11/1/22 – 12/31/22. A total of 128 businesses applied. Only 54 applications were considered and 37 were awarded. A total of \$182,093 was awarded to 20 businesses in Auburn, with \$116,363 awarded to 17 businesses throughout the County, for a grand total of \$298,455. CEDA worked collaboratively with the County's Working Group to develop the program guidelines and online application. CEDA lead the marketing and outreach efforts, application intake, documentation verification, vetting of legitimate businesses, and the scoring process. CEDA also assisted with program reporting and follow-up. CEDA will provide this assistance for a second round of funding in 2023.

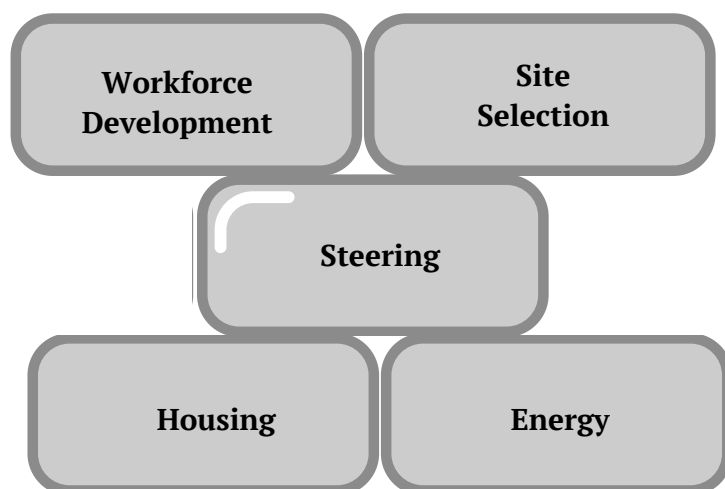
## Micron

In October of 2022, Micron announced their intent to invest up to \$100 billion over the next 20 years in our neighboring county of Onondaga. This investment will create over 50,000 new jobs in the region, 9,000 of which will work directly for Micron. Construction for the mega-fab site in the town of Clay will begin in 2024. Upon hearing the news of this generational investment, we and our partners have participated in the creation of committees around this opportunity. CEDA and our partners will advocate and prepare our area businesses to service both Micron and its suppliers as well as identify areas for development. Each committee continues to assess the resources and opportunities throughout Cayuga County and their respective impacts.

### Cayuga County Assets



### Micron Committees for Foundational Success



Visit [cayugaeda.org/news](https://cayugaeda.org/news) for the latest updates and information from our organization.

# 2022 Projects Assisted with Financial Incentives

## Project Demographics



**12**

Projects  
Completed

6 CFA  
1 SBAP  
3 CCIDA  
2 AIDA



**\$22.1M**  
investment

**\$6.3M**  
incentives

IDA incentives = \$5M  
Local Loans = \$498k  
Other Loans = \$966k\*

*\*Includes DRI, EIDL,  
NY Seed Grant, and  
Pandemic Recovery Grant*



**153 jobs**

committed to be created



**146 jobs**

committed to be retained

## Existing Businesses Assisted



**73**

Businesses Assisted

## Entrepreneurs Assisted



**58**

Businesses  
Assisted

**5**

New Businesses  
Opened



**6**

New Jobs Created

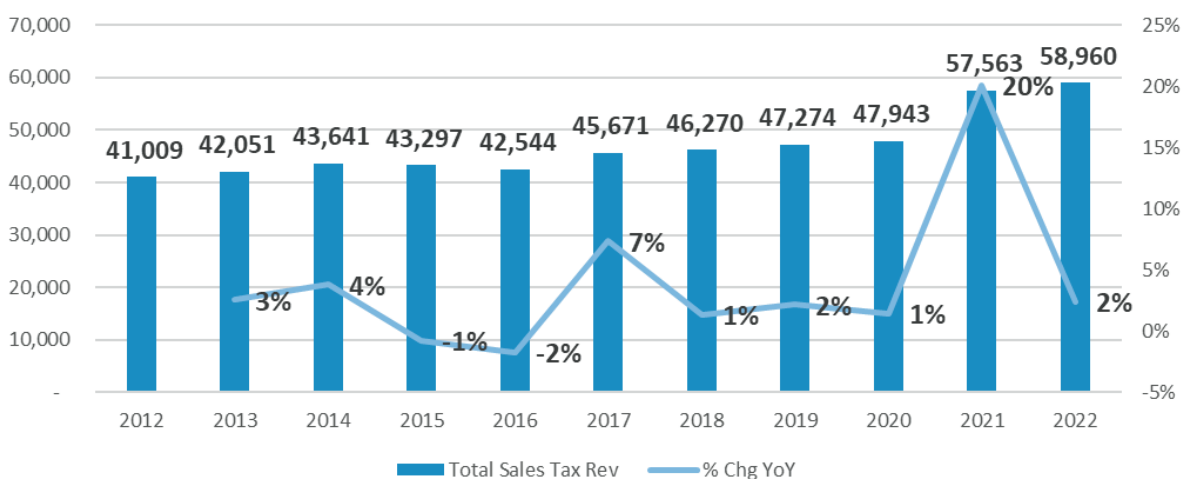
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*CEDA staff are continually seeking out ways to create alignment amongst different industries in order to attract new businesses while supporting existing companies...CEDA's staff have promoted Cayuga County as a great place to operate a business while highlighting the great quality of life that our area offers.*

*- Kelly O'Hara  
Cayuga Milk Ingredients*

## Cayuga County Sales Tax Revenue

Total Sales Tax Revenue: Cayuga County



**\$17.95M**  
more sales  
tax revenue  
than 2012

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### PG MOB, LLC



- Location:** Auburn
- Assistance:** CCIDA Incentives
- Jobs To Be Created:**
  - 7 Full Time
  - 19 Construction



Photo Credit: The Citizen

In November 2022, CCIDA closed on a PILOT agreement with PG MOB, LLC in Auburn for construction of a new oncology and radiology center located next to the Auburn Memorial Hospital. The \$14 million project will provide services for cancer radiation oncology and provide over 7 full time jobs and 19 construction jobs. This new center will be the first of its kind in Cayuga County, providing its residents access to care within their own municipality.

“

*Small business owners sometimes feel like they are on an island, where tying into support is so difficult. In my time of intense need, you (Maureen) and your agency delivered...Heartfelt thanks to CEDA and to you, for the invaluable and gracious assistance you provided.*

*– David Liseno  
36 Management, Inc.*

### Combgrown Mead



- Location:** Auburn
- Assistance:** SBAP Loan

Combgrown Mead is a unique producer of mead alcoholic beverages that include honey, grapes and other fruits. Owner, Elaine Ferrier, brought her small business with her to the Auburn community, which complements our strong and vibrant craft beverage industry. CEDA connected Elaine with the SBDC in her application to the SBAP loan program. Combgrown was awarded the required assistance, and she continues to utilize the support from all resources.

“

*"CEDA has been a very integral partner for explaining the world of economic development and helping 4M to navigate through it...We were able to secure more funds because of Maureen's dedication to the companies that CEDA supports and the knowledge that CEDA imparts on these companies...There are many families here at 4M, and countless other businesses and their families that have been directly and positively affected due to the work that CEDA is able to perform."*

*– Edith Moran, 4M*

### RJC Development

- Location:** Auburn
- Assistance:** Auburn Industrial Development Authority ("AIDA") Incentives
- Job Creation:** 57 Full Time over 3 Years

In the spring of 2022, AIDA worked with RJC Development, Inc. in providing AIDA incentives in the new construction of a 17,000 square foot facility that will provide room for retail, warehouse and office space for RJC's operations. RYCOE provides a variety of excavation services that includes landscape, hardscape, and land management for residential and commercial construction.

### EDA Grant & Land Development Agreements



**Location:** Aurelius



**Assistance:** Cayuga County Industrial Development Agency ("CCIDA") Incentives; EDA Grant Acquisition



**Jobs To Be Created:** 70 Full Time, 400 Construction



Photo Credit: The Citizen

In July 2022, the CCIDA was awarded a \$1.1 million grant by the Economic Development Administration in support of the planned sewer project in the Aurelius Industrial Park. Other grant funds in excess of \$200k have been secured by CCIDA for the project's build out. The project will provide the park's current tenants increased capacity and incentive for expansion and attraction of new businesses. The CEDA staff also worked with the Cayuga County Development Corporation (CCDC) to secure bridge financing to support the project. CCIDA approved the land purchase of parcels in the CCIDA Industrial Park by Cayuga Milk Ingredients ("CMI") and Eagle Drive Holdings. CMI's planned expansion to build out a new aseptic processing and bottling facility will create more than 70 full time jobs, up to 400 construction jobs, and will include an investment of nearly \$150 million for the project. The project will begin in 2023 and will increase capacity of producing 150,000 gallons of aseptic drinks, per day. CCIDA's sewer expansion project will assist CMI's requirements for their own expansion project.

# Thank you!

#### Supporters

We are grateful for your continued support.



#### Selection of Partners

Auburn Downtown Business Improvement District (BID)  
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)  
SCORE Central NY Chapter

## 2022 Board of Directors

### Executive Committee:

<b>Kevin Miles</b> Chair	Director Sullivan Center for Business Entrepreneurship, Wells College
<b>Grant Kyle</b> Vice Chair	Owner, North Brook Farms; IGK Equestrian; KyleCroft Development
<b>Ryan Pine</b> Treasurer	Partner & Investment Officer, Genesee Capital Advisors
<b>Demetrius Murphy</b> Secretary	Vice President, Branch Manager, Lyons National Bank
<b>Raymond Lockwood</b> At-Large Executive Committee	Chair, Cayuga County Industrial Development Agency
Crystina Brooks	Partner, MICA Group
John Currier	President, Currier Plastics
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
Mitch Mannicia	Chair, Cayuga County Chamber of Commerce
Aileen McNabb-Coleman	Cayuga County Legislator
Doug Springer	President, Printerly
Gwen Webber-McLeod	Owner, Gwen, Inc.

## Connect with CEDA



**Michael Miller**

*Executive  
Director*



**Maureen Riester**

*Economic  
Development  
Specialist*



**Paul Viggiano**

*Small Business  
Development  
Specialist*



**Lauren LaGreca**

*Marketing  
Manager*



**Peter King**

*Economic  
Research Analyst*



**Katie Moran**

*Bookkeeper/  
Office Manager*



*Identifying opportunities,  
facilitating connections and  
growing businesses*

Cayuga Economic  
Development Agency

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315-252-3500

[cayugaeda.org](http://cayugaeda.org)