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

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 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.

Visit cayugaeda.org/news for the latest updates and information from our organization.
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

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

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

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

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

Cayuga County Sales Tax Revenue

$17.95M more sales tax revenue than 2012

Visit cayugaeda.org/news for the latest updates and information from our organization.
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

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.

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.

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.

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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.
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 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
Bookeeper/Office Manager

Identifying opportunities, facilitating connections and growing businesses

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