



6560 Dysinger Road  
Lockport, New York 14094-7970

Tel (716) 439-9535  
Fax (716) 439-9715

[www.LockportEconomicDevelopment.com](http://www.LockportEconomicDevelopment.com)  
Email: [LED@elockport.com](mailto:LED@elockport.com)

## **2016 TOWN OF LOCKPORT ECONOMIC DEVELOPMENT ANNUAL REPORT**

### **OVERVIEW**

The Executive Director of the Town of Lockport IDA David Kinyon retired January 3<sup>rd</sup>, 2016. The new Executive Director Marc R. Smith moved into this position after 10 years as the Town of Lockport Supervisor.

Two projects were placed under PILOT agreements in 2016. Gooding Printing Company commenced a 10,000 square foot expansion to their existing facility at 5568 Davison Road in the Town of Lockport. This \$700,000 expansion was projected to help retain 38 existing jobs while creating 6 additional full time jobs.

Lacey Heavy Equipment entered into a PILOT agreement with the Town of Lockport IDA in 2016. Lacey Heavy Equipment is a new employer for the Town of Lockport. Lacey specializes in large construction equipment repair for the trucking, mining and road construction industries. Lacey purchased an underutilized storage building and land in the Town of Lockport in 2015. The project calls for an \$825,000 investment into the existing building plus a 9,000 square foot addition. Ultimately the site will host up to 2 additional businesses plus Lacey Heavy Equipment. The project estimates that it will bring 9 existing full time jobs and create 3 additional full time jobs.

New land identified as "IDA Park South" was under environmental review during 2016. Our Generic Environment Impact Statement was well underway in 2016. The estimated completion date for the environment review is March 31<sup>st</sup>, 2017. This review is required before any new occupant may start a project in on the land. This project dramatically increases the resale of the land to future occupants. This GEIS was projected to cost the Town of Lockport IDA \$72,000 with \$19,000 to be reimbursed under a grant to the Town of Lockport by NYS.

### **TOWN OF LOCKPORT ECONOMIC DEVELOPMENT STRATEGY**

The Town's vision for charting a path for local job growth and business investment furthered the accomplishment of key goals contained in the three-year Strategic Plan. The current Strategic Plan is guided by the following goals and objectives:

1. Provide a stable tax base for the Town of Lockport
  - a. Increase commercial and industrial real property tax base annually
  - b. Increase retail sales opportunities in order to provide a growing source of sales tax revenue

2. Increase employment
  - a. Assist in the formation of 300 new jobs
3. Increase business investment
  - a. Assist in the construction and expansion of \$30 million in new capital investment (buildings, machinery and equipment)

**2016 ACTION PLAN**

Marketing initiatives undertaken by the Town of Lockport Economic Development Department included:

- Investment as a Partner in Buffalo Niagara Enterprise
- 24 personal-contact prospects; 12 prospects identified by Buffalo Niagara Enterprise; 2 contacts presented by commercial realtors.
- 7 retail and office locations site visits.
- Print ad in the Economic Development Section of “Business First’s” Book of Lists
- Update of Lockport Economic Development website
- Personal site visits to each IDA Park Tenant facility and Custom Laser
- First IDA Park Tenants meeting held at the Lockport Yahoo! facility
- Partnership meetings with Orleans County Economic Development and Genesee County
- Attend NYS Economic Council annual meeting
- Met with several regional development companies to speak about Lockport Opportunities

The Town of Lockport worked collaboratively with the Niagara County Center for Economic Development on business retention and marketing initiatives, including participation in the Niagara County Economic Development Alliance.

**RETAIL/SERVICE DEVELOPMENT**

Transit North had another successful development year with the addition of Harbor Freight, Pop Balloons, Cricket Wireless, Joost Vapor, Tater Cakes, KS Roth Insurance, Blue Door Salon, and Evans Bank all opening new locations within the district.

Additional businesses opening in the Town of Lockport were:

- Transit Drive-In expansion of a 4<sup>th</sup> screen
- Willow Creek Farms
- Lacey Heavy Equipment
- Moley Magnetics – moved into a larger facility

<b>Project</b>	<b>Address</b>	<b>Capital Investment</b>	<b>Jobs Created</b>	<b>Status</b>
Harbor Freight	5770 South Transit Road	\$225,000	15	Complete
Pop Balloons	5987 South Transit Road	\$15,000	2	Complete
Cricket Wireless	5778 South Transit Road	\$25,000	6	Complete
Joost Vapor	5770 South Transit Road	\$12,000	2	Complete
Tater Cakes	5714 South Transit Road	\$18,000	2	Complete
Blue Door Salon	Davison Road Ext	\$35,000	6	Complete
<b>TOTAL</b>		<b>\$330,000</b>	<b>33</b>	

## OFFICE DEVELOPMENT

KS Roth Insurance opened a location within the Transit North Corridor. They purchased this building and moved from an existing location within the town. Evans Bank opened a retail banking location within the Evans Insurance building in the Transit North Corridor.

<b>Project</b>	<b>Address</b>	<b>Capital Investment</b>	<b>Jobs Created</b>	<b>Status</b>
KS Roth Insurance	5880 South Transit Road	\$235,000	0	Complete
Evans Bank	5688 South Transit Rd	\$30,000	2	Complete
<b>TOTAL</b>		<b>\$265,000</b>	<b>2</b>	

## INDUSTRIAL DEVELOPMENT

Gooding Company continues to be in the forefront of the printing industry. Their specialty with printed documentation for prescriptions continues to be a profit center. If you ever see those multi folded directions and wonder how they can be folded so small that is the Gooding Co. niche in the printing market.

Lacey Heavy Equipment purchased land and a building in the Town of Lockport in 2015. They began construction in 2015 on a 9,000 square foot edition and are now finishing the interior. The building will house Lacey Heavy Equipment and up to two additional office/retail tenants.

The Town of Lockport Industrial Park continues to be a sought after location for manufacturing. Two existing buildings were sold during 2016. Titanium Demolition building was sold to the Canadian firm General Wires. General Wires manufactures CAT-4 through CAT-8 computer cables. The former Schwan's Frozen Foods building was sold to a construction company and they are expected to take possession in 2017.

There are two other existing buildings available in the IDA Park, with multiple interested parties.

This will leave approximately 20 acres of developable land within the park at which time we will need to concentrate on development in the new IDA Park South area of 90 acres. The Town of Lockport IDA is completing the GEIS Generic Environmental Impact Statement on the 90 acres. The GEIS is expected to be finalized March 31<sup>st</sup>, 2017.

<b>Project</b>	<b>Address</b>	<b>Capital Investment</b>	<b>Jobs Created</b>	<b>Status</b>
Gooding Co.	5568 Davison Road	\$700,000	6	Incomplete
Lacey Heavy Equip	6621 Dysinger Road	\$825,000	5	Incomplete
<b>TOTAL</b>		<b>\$1,525,000</b>	<b>11</b>	

## IDA PROJECTS

The Town of Lockport Industrial Development Agency provided incentives to assist in the development of the following projects:

- Lacey Heavy Equipment
- Gooding Company