

Town of Lockport Economic Development 2024 Annual Report

Overview

2024 was a moderately active year throughout the Town of Lockport for all segments of economic development including retail, industrial, office and residential. No major projects /business openings occurred but organic growth was obvious as were a handful of expansions and relocations.

A number of projects under active consideration and support by the Town of Lockport IDA became active in 2024 including the RPNY 7Mw solar installation and Cornerstone FCU back offices. A handful of other projects remain under development including SIVA Wind. Additional land was sold to Bison Bag for their warehouse expansion anticipated for 2025.

A lack of developable industrial land remains a major challenge for the IDA. With the sale of 5 acres to Bison Bag and to SIVA Wind the IDA has very few parcels that are development ready. To mitigate this challenge the Town of Lockport IDA is working through a number of predevelopment studies on the proposed IDA Park South funded in part by the FAST grant through Empire State Development. Studies completed in 2024 include an updated wetlands delineation and a limited Phase 1B Cultural Resource study. Parcel layout and utility planning will occur in 2025.

Workforce challenges remain a key hurdle and a limiting force for all segments of the Town of Lockport economy. Restrictive/tight financing from area banks is also making expansion in all segments other than residential difficult.

Performance Goals

The Town's vision is to chart a path to achieve local job growth and capital investment by businesses by accomplishing key goals contained in our Strategic Plan.

1 Provide a stable tax base for the Town of Lockport

- a. Increase commercial, office and industrial real property tax base annually. *Total assessed value in 2024 of supported businesses under a PILOT equals \$90,900,000. This includes the addition of \$1,393,000 for the RPNY Solar project and the loss of \$1,000,000 with Mulvey Construction cycling off their PILOT.*

- b. Increase retail sales opportunities in order to provide a growing source of sales tax revenue. *Sales tax revenue received in the Town of Lockport through 11 months of 2024 shows an increase of @ \$13,000 over the same period in 2023. While this is only slightly ahead of the prior year 2023 was a very strong year in retail sales. There were very few lost businesses in the Town in 2024 with a significant number added – see Retail Development Chart. There are a number of pending retail losses in 2025 including Valu, and Big Lots.*

2. Increase Employment

- a. Assist in the creation of and/or retention of **100 jobs annually**

3. Increase Business Investment

- a. Assist in the construction and expansion of **\$5million annually** in new capital investment (buildings, machinery, and equipment).

2024 ACTION PLAN

Marketing initiatives undertaken by the Town of Lockport Economic Development office include:

- Participation with Invest Buffalo Niagara (IBN). The Administrative Director sits on the IBN Board. 9 projects were presented but many proved N/A given request for existing buildings or acreage in excess of 10 acres.
- 6 personal-contacts and prospects via commercial realtors including possible sales and land marketing questions. Updated monthly our listings in LoopNet including the Ruhlmann Rd commercial property. . We continue to see an increase in informal outreach and property inquiries from Commercial Realtors
- Meet with 6 Transit Road and other retail establishments building owners to discuss future retail growth and prospects. Welcome all new retail businesses to the Town. Introductions included: Kaleida Health, Cornerstone FCU Branch, Quesadilla Co., GPO Logistics, RESA Power and Adecco.
- Maintain an up-to-date Lockport Economic Development website, update offices Facebook page and use Constant Contact for occasional business emails.
- Work with existing IDA Park tenants on their expansion plans or change in leadership. Face to Face or virtual meetings held with 100% of supported businesses and park tenants. Assisted CLI's transition into the former

Polycom facility and Watson Enterprises leasing of the former Emerson Renwick site.

- Continue to deepen relationships with peer County and Regional IDA EDOs. Includes attendance at quarterly Niagara County Economic Alliance meetings, participation in Niagara County EDS Task Force and 2 Niagara County Business Webinars. Attended 4 INVEST Board meetings, 2 Workforce Niagara Job Fairs and local NYSCAR continuing education sessions.
- Identify at risk businesses (2) and coordinate visits with Niagara County for assistance. Seeking retention visits with Mahle, GMCH and TEMASYS.
- Attend NYS Economic Council annual meeting and winter conference (both in person in 2024).

Given the persistent workforce challenges, we remain active with Niagara County WorkSource One to assist our businesses with training grants, OJT grants, apprenticeships, and employment assistance. Meetings with staff at the new Adecco Office in the Town also occurred. It is exciting to learn of the expansion of DREAM IT DO IT into Niagara County in 2025 including participation by Lockport High School.

RETAIL/SERVICE DEVELOPMENT

Project	Address	Capital Investment	Jobs Created	Status
Tractor Supply	6289 S Transit	\$2.9M	2 new and others retained	Relocation to new standalone store
Starbucks	5789 S Transit	\$1.9M	15	Under construction
Take 5 Oil Change	5687 S Transit	\$900,000	8	open
Classic Car Showrm - Basil	6157 S Transit	\$700,000	2	Under construction
Cornerstone Branch	5810 S Transit	\$3.5M	10	open
Quesadilla and Co.	6230 Shimer Dr	\$15,000	15 part time	open

TOTAL **\$9,915,000** **44**

OFFICE DEVELOPMENT

Project	Address	Capital Investment	Jobs Created	Status
Kaleida Health Outpt Ctr	6009 S Transit	\$2M	31	Under construction
Addecco	5903 S Transit	\$15,000	6	Open
Lockport Music Ctr	5996 Snyder	\$40,000	0	Sold to Kevin McCabe now for sale/lease

Cornerstone Back Offices 5810 S Transit \$2M 10 Open

TOTAL \$4,055,000 47

INDUSTRIAL

Project	Address	Capital Investment	Jobs Created	Status
Sale of Yahoo Land/Buildings to H5 Data Ctrs	Enterprise and Crown Dr	\$50M	15 jobs transferred to H5, 140 retained with Yahoo	December 2024
CLI purchase of Polycom	4921 Ida Park Dr	\$80,000	5 new jobs	Complete and operational
RESA Power Lease of	4907 IDA Park Dr	\$20,000	5 new jobs	leased from Gen Wires
Sale of former Yahoo land to Bison Bag(5.5 acrea)	1000 Junction Rd	\$110,000	0	Closed December 2024

TOTAL \$50,210,000 10

RESIDENTIAL

Project	Address	Capital Investment	Jobs Created	Status
Lincoln Woods - Severyn	Woodhaven Dr	@\$500,000	0	4-5 built in 2024
Curtis Ct - Marrano	Curtis Ct	@\$500,000	0	New patio homes 4 built
Heather Woods - Marrano	Rebecca Rd	@\$425,000	0	Continue to build - 7-8 in 2024
Clarkview Estates Phase 2 - Sparks	Clarkview Dr	@\$400,00/home	0	Phase 2 to begin - 2 built
Westcott Estates	Raymond Rd	?	0	Townhomes – site work underway