

Town of Lockport
ECONOMIC DEVELOPMENT
2021 ANNUAL REPORT

OVERVIEW

Much to everyone's surprise and frustration a great deal of 2021 continued to have mild to moderate impact from the COVID-19 pandemic. The early part of year was still taken up by a great deal of business education and information and resource sharing especially as vaccines became available. A second Paycheck Protection opportunity, EIDL's and select NY programs offered by Empire State Development were promoted to supported businesses. We continued to market open parcels in the IDA Park with multiple expressions of interest in the 10-acre parcel on Junction/Enterprise Dr. Thankfully losses of retail/commercial business slowed down in the Town and especially the *Transit North* retail corridor. The end of 2021 saw dramatic uptick in workforce challenges and some supply chain issues for supported businesses.

PERFORMANCE GOALS - TOWN OF LOCKPORT ECONOMIC DEVELOPMENT AGENCY

The Town's vision is to chart a path for local job growth and business investment by accomplishing key goals contained in our *three-year* Strategic Plan.

1. Provide a stable tax base for the Town of Lockport

- a. Increase commercial, office and industrial real property tax base annually.
Increase in assessed value of supported businesses from 2020 to 2021 was \$ 2.2M. This involved the completion of Custom Laser and minor increases in the assessed value of a few other supported businesses. There were little changes in the Town's commercial assessments.
- 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 2021 shows an increase of \$151,612 compared to the prior year. This increase is likely the result of new retail businesses and strong economic activity in existing Town businesses

2. Increase employment

- a. Assist in the formation of and/or retention of 300 new jobs. **100 jobs annually.**

3. Increase business investment

- a. Assist in the construction and expansion of \$15 million in new capital investment (Buildings, machinery and equipment). **\$5 million annually.**

2021 ACTION PLAN

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

- Participation with IBN (Invest Buffalo Niagara), the Administrative Director sits on their Board. 7 projects presented but many N/A given request for existing buildings. The Town of Lockport IDA was a finalist for Project Jammin and consideration of our 10-acre parcel was active.
- 6 personal-contact prospects (commercial realtors); 7 prospects identified by Invest B/N - updated our listings on the new CLS software with IBN and monthly updated our listings on Loopnet.
- Assist Hanna CRE market the former JNR Door facility on Crown Dr in the IDA Park. Work included discussions around lowering rental rate.
- Meet with 8 Transit Road building owners to discuss future retail growth and prospects and effects of COVID pandemic. These included the open house for WellNow Urgent Care, Kith and Kin, Crawford Monuments, Sky Smoke Shop and Popeyes
- Update the Lockport Economic Development website, create and post to Facebook page.
- Continue to distribute new IDA Park brochure (strong interest by commercial realtors).
- Work with existing IDA Park tenants on their expansion plans. Face to Face or virtual meetings held with 100% of supported businesses and Park Tenants.
- Deepen relationship with peer County and regional IDA executives including attendance in person and virtually with Niagara County Economic Development Alliance and 2 NYS EDC Conferences/Trainings.
- Identify at risk businesses (1) and coordinate visits with Niagara County for assistance.
- Attend NYS Economic Council annual meeting and fall IDA Academy (in person or virtual)
- Meet with several regional commercial realtors and property owners to speak about Lockport opportunities. (8 commercial Realtors, 4 property owners)

The Town of Lockport works collaboratively with the Niagara County Center for Economic Development on business retention and marketing initiatives, including participation in the Niagara County Economic Development Alliance. In addition, we are expanding our links with Niagara County WorkSource One to assist our businesses with training grants, classes and employment assistance. Communication with the Niagara County SBDC continued in 2021 especially given the change in leadership.

RETAIL/SERVICE DEVELOPMENT

Transit North and related retail zones in the Town had a moderately successful retail development year. The only significant loss was Direct TV and their Call Center which relocated to Clarence and employed over 25 employees.

Project	Address	Capital Investment	Jobs Created	Status
Sky Smoke Shop	5770 S. Transit Rd.	\$15,000	3	Approved and open
S. Transit BBQ	6703 S. Transit Rd.	\$25,000	8	Complete and open
Kith and Kin Expansion	5850 S. Transit Rd.	\$20,000	0	Under construction

The Plumber	6523 S. Transit Rd.	\$750,000	6	Complete
Crawford Monument	6509 S. Transit	\$225,000	3	Complete and open
Happy Homes Exterior	6000 Snyder Dr	\$205,000	6	Complete and open
Wrights Corners Pharmacy	6478 Ridge Rd	\$350,000	0	Under construction
Cusimanos	6277 Robinson Rd	\$50,000	Retain 8 pt	Open but now closed for renovations into a pizzeria
6005-6007 Brockton St (former self defense/salon)		\$300,000	0	No current plans
Upstate Bottle Recycling	6620 Lincoln Ave	\$240,000	5	Complete and open
TOTAL		\$2,180,000	39	

OFFICE DEVELOPMENT

Kaleida Health Lab draw	5858 Snyder Dr	\$ 10,000	4	Complete
Dysinger Town Square sale of 5 condos	6405-6445 Dysinger Rd	\$650,000	0	4 condos sold and 1 under renovation as a beauty salon
TOTAL		\$660,000	4	

INDUSTRIAL DEVELOPMENT

Project	Address	Capital Investment	Jobs Created	Status
Bison Bag Warehouse expansion	5404 Crown Drive	\$2,000,000	10	Construction underway/site work complete
Land Sale – Concept Concrete	1030 IDA Park Dr	\$0	0	Sale fell through at year end

Allegheny Manufacturing (Fabric Building over shingle recycling)	5638 Old Saunders Settlement	\$36,000	2	Complete
EZ Industries (former Anzalone Electric)	6117 Robinson Rd	\$200,000	2	Unclear what ultimate plans are at this point
TOTAL		2,236,000	14	

ANNUAL TOTAL

Projects	INVESTMENT GOAL	INVTMENT	JOB GOAL	JOBS CREATED
15	\$5,000,000.00	\$5,076,000	100	57