

**Town of Lockport**  
**ECONOMIC DEVELOPMENT**  
**2022 ANNUAL REPORT**

**OVERVIEW**

Surprisingly even in 2022 COVID was impactful to the Town and supported businesses be it infection rate spikes or difficult and entrenched workforce challenges. Business education and the provision of resources to supported businesses continued but with a shift in topics. Very little COVID related support was provided rather the focus was workforce, recruitment, and retention. We did provide updates on the Employee retention tax credit. We continued to market all open, developable parcels in the IDA Park with a particular focus on the 10-acre parcel on Junction/Enterprise Dr. with serious negotiations with SIVA wind as 2022 wound down. Pressures on the retail sector also shifted away from COVID to perhaps the most strained workforce challenges in years up to and affecting hours of operations. Work towards closing the IDA's first community solar PILOT also took up much of Q4 in 2022.

**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. *Total assessed value of supported businesses under a PILOT in 2022 equals 93,349,000. This represents on average a 15% increase in value 2021 to 2022. A major element of the increase was Bison Bags Warehouse Expansion project..*
- 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 12 months of 2022 shows an increase of nearly \$465,00 over 2021. While the # of lost businesses was relatively minor, the overall economic retail activity was slightly muted due to workforce/staffing challenges. Select businesses closed for periods of time or reduced their hours. Lost retail include Teds, S Transit BBQ and Ashley's Culinary Creations( change in business model and relocation).*

**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.**

## 2022 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. Over 8 projects presented but many N/A given request for existing buildings or acreage in excess of 10.
- 8 personal-contact prospects (commercial realtors); 8 prospects identified by Invest B/N. Updated our listings in INVEST CLS software and updated monthly our listings in Loopnet. We saw an increase in informal outreach and property inquiries from Commercial Realtors
- Meet with 6 Transit Road building owners to discuss future retail growth and prospects and effects of post COVID workforce challenges. Included Atlas Barber, Lockport Hospital, 5 Below, Cutting Crew and Tater Cake Bakery.
- Update the Lockport Economic Development website, update offices Facebook page and use Constant Contact for 3 newsletters per year. Eliminated stand-alone Transit North website and assimilated into Town website.
- Continue to distribute new IDA Park brochure (prospective businesses and new commercial realtor contacts).
- 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 EDOs Includes attendance at quarterly Niagara County Economic Alliance meetings, participating in 4 Niagara County Business Webinars. Attended 4 INVEST Board meetings and local NYSCAR continuing education sessions.
- Identify at risk businesses (2) and coordinate visits with Niagara County for assistance.
- Attend NYS Economic Council annual meeting and winter conference (both in person in 2022)
- Meet with several regional commercial realtors and property owners to speak about Lockport opportunities. (6 commercial Realtors, 2 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, OJT grants, apprenticeships and employment assistance. Connected nearly a dozen supported business to WorkSource One given extreme workforce challenges. Regular communication with the Niagara County SBDC and further developed relationship with their new Executive.

## RETAIL/SERVICE DEVELOPMENT

Transit North and related retail zones in the Town had a moderately successful retail development year. These gains were offset by the loss of 5 retail establishments during the pandemic

Project	Address	Capital Investment	Jobs Created	Status
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Atlas Barber	5748 S. Transit Rd.	\$40,000	4	Approved and complete
Modern Suites	6445 Dysinger Rd.	\$75,000	6	Complete
Applebee's Drive Thru	5822 S Transit Rd	\$195,000	2	complete
Cornerstone FCU	5810 S. Transit Rd.	\$4,000,000	10	Under Construction
Carson's Deli Drive Thru	5668 Old Saunders Settlement	\$38,000	1	Complete
Lockport Memorial Hosp	Shimer Dr/Ruhlman Rd	0	0	Under Construction
<b>TOTAL</b>		<b>\$4,348,000</b>	<b>23</b>	

### OFFICE DEVELOPMENT

Gantry Inc	6409 Dysinger Rd	\$ 20,000	2	Complete
Cornerstone Services Group	6409 Dysinger Rd	\$20,000	2	Complete
Medical Office Renovations - Roswell	6000 Brocton Dr	\$100,000	0	ongoing
<b>TOTAL</b>		<b>\$140,000</b>	<b>4</b>	

### INDUSTRIAL DEVELOPMENT

Project	Address	Capital Investment	Jobs Created	Status
Bison Bag Warehouse Expansion	5404 Crown Drive	\$2,000,000	10	Nearly complete
Temasys	5300 Crown Dr	\$110,000	2	Nearly complete
JR Products	5299 Enterprise Dr	\$45,000	11	Complete
<b>TOTAL</b>		<b>2,155,000</b>	<b>23</b>	

### ANNUAL TOTAL

Projects	INVESTMENT GOAL	INVTMENT	JOB GOAL	JOBS CREATED
<b>11</b>	<b>\$5,000,000.00</b>	<b>\$6,643,000</b>	<b>100</b>	<b>50</b>

