

Town of Lockport Economic Development 2023 Annual Report

OVERVIEW

2023 was an active year throughout the Town of Lockport for all segments of economic development including retail, industrial and residential. Highlighting the year was the opening of the new Lockport Memorial Hospital run by Catholic Health.

Many of the projects under active consideration by the Town of Lockport IDA will not become active until 2024 including Renewable Properties Day/Slayton Settlement Solar project, Cornerstone FCU, SIVA Wind and SRI CV Plastics. The Day/Slayton Settlement 7MW solar project has all but completed construction but will likely come on line in January of 2024. Sadly, two of the original (1986) tenants of the Town of Lockport Industrial Park either closed or are in the process of closing – Avient Polyone and Emerson Renwick. Both buildings have already been sold with Avient Polyone facility acquired by Custom Laser and the Emerson Renwick facility purchased by a developer and soon to be leased to a new tenant.

As mentioned regularly in this report, a lack of developable land remains a major shortcoming. With the SIVA Wind and CV Plastics projects upwards of 8 additional acres will be sold and developed. The Town of Lockport IDA was successful in winning a FAST grant from Empire State Development of NY. These funds will allow key predevelopment studies to be completed on IDA Park South. The Town of Lockport IDA did repurchase from Yahoo approximately 15 acres late in 2023 and has preliminary discussions with a park tenant for some of that acreage.

Workforce challenges remain a key hurdle for all segments of the Town of Lockport economy in moving forward.

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 2023 of supported businesses under a PILOT equals \$92,226,000. This is a slight decrease from 2022 only due to Basil Toyota cycling off their PILOT. With Basil the total would have been \$95,619,000 or a 2.3% increase.*

- 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 10 months of 2023 shows an increase of nearly \$301,000 over the same period in 2022. There were very few lost businesses in the Town in 2023 with a significant number added – see Retail Development Chart.*

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).

2023 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 their Board. Over 8 projects presented but many N/A given request for existing buildings or acreage in excess of 10 acres.
- 6 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 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: All Smiles Smoke Shop, Lockport Energy House, Accessibility Solutions, New Elegant Spa and Roswell Park Care Network and Lockport Memorial Hospital.
- Maintain an up-to-date Lockport Economic Development website, update offices Facebook page and use Constant Contact for occasional business emails.
- Continue to distribute new IDA Park brochure (prospective businesses and new commercial realtor contacts).
- 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. Assist employees of Avient and Emerson Renwick when their companies closed/relocated.

- Continue to deepen relationships 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. Seeking retention visits with Mahle, GMCH and Integrity Machine and Fabrication.
- Attend NYS Economic Council annual meeting and winter conference (both in person in 2023).

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 half-dozen supported business to WorkSource One given ongoing workforce challenges.

RETAIL/SERVICE DEVELOPMENT

Project	Address	Capital Investment	Jobs Created	Status
Lockport Memorial Hospital	6001 Shimer Dr	\$60,000,000	@180	Opened October 2023
All Smiles Smoke Shop	6883 Akron Rd	@\$30,000	4-6	Open June 2023
New Elegant Shiatsu Spa	5714 S. Transit Rd	@\$10,000	4-6	Open – Fall 2023
Niagara Surgery Center (CHS)	5875 S. Transit Rd	@\$250,000	18-20	Assumed Operations from ENH Summer of 2023
La Vista Soul	6429 Dysinger Rd	@\$10,000	2-4	Opened as La Vista Bella – Spring 2023

Lockport Energy House	5714 S. Transit Rd	@\$10,000	4-5	Open – early 2023
T and K Martial Arts	5849 S. Transit Rd	@\$10,000	4-6	Open – summer 2023
Accessibility Solutions	5891 S. Transit Rd.	@\$20,000	3-5	Open – spring 2023
Amazing Grace Dance Studio	5899 S. Transit Rd	@\$10,000	5-7	Open – spring 2023 – relocation off Robinson Rd
Sunset Backyard Living	6703 S. Transit Rd	@\$10,000	3-4	Open-leasing space – summer 2023
Oak Room	4185 Lake Ave	@\$75,000	5-6	Open – summer 2023
Island Vybz Grocery	6334 Robinson Rd	@\$10,000	3	Under renovations

TOTAL **\$60,445,000** **234**

OFFICE DEVELOPMENT

Project	Address	Capital Investment	Jobs Created	Status
Roswell Park Care Network	6000 Brockton Dr	@\$500,000	6-8	Open – Fall 2023
Cornerstone FCU Back Office	5810 S. Transit Rd	\$4,000,000	10	Under Construction Feb 2024 opening
Catholic Health Physician Offices	6001 Shimer Dr	\$10,000,000	18-20	Open – Fall 2023 attached to new LMH

TOTAL **\$14,500,000** **34**

INDUSTRIAL DEVELOPMENT

Project	Address	Capital Investment	Jobs Created	Status
Renewable Properties 7 MW Solar	7068 Slayton Settlement Rd	\$15,000,000	0 permanent	Construction complete- online 1/24
SIVA Wind	1060 Junction Rd	\$3,000,000	18-20	Planning Bd approval

TOTAL

\$15,000,000

0