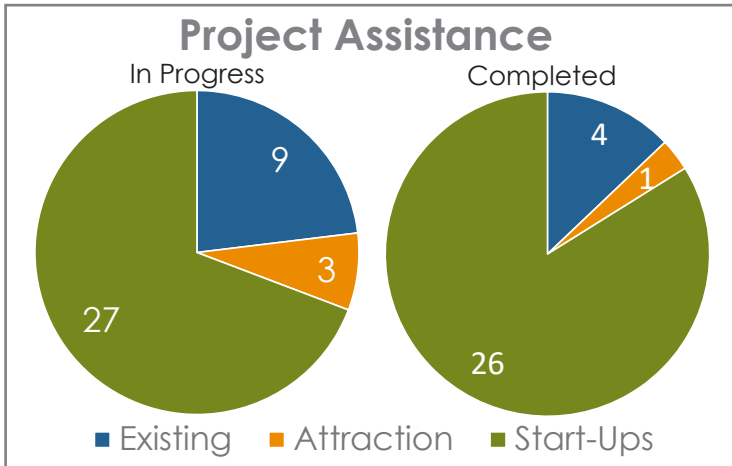


2017 Dashboard



2017 Incentives Awarded \$8,832,112

To be invested in Land, Facilities & Equipment \$42,916,249

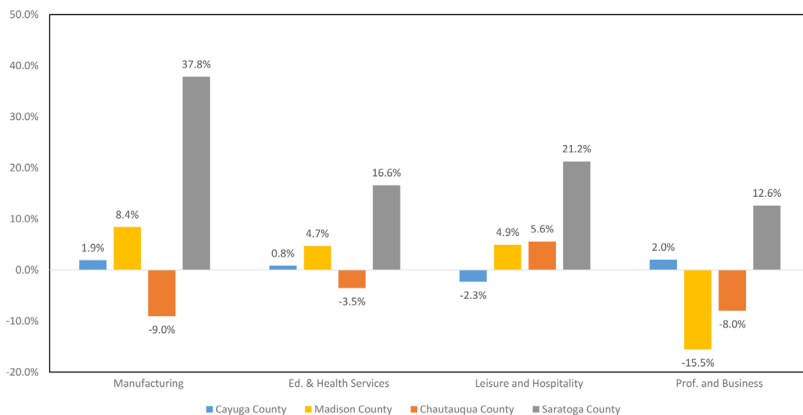
Number of Jobs to be Created (projected) 283

Economic Indicators

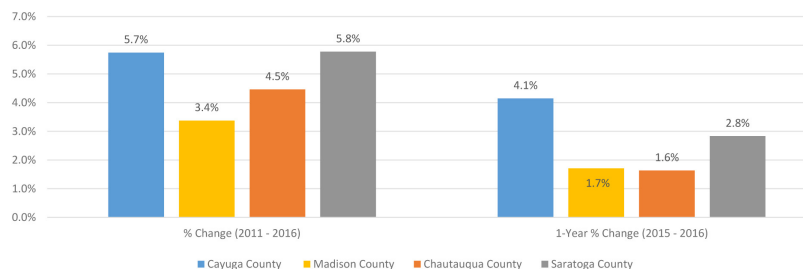
Change in Sales Tax Revenues
5-Year Pct. Change (2011-2017)



5-Year Private Job Growth By Sector (2011-2016)



Change in Taxable Value



Visit www.cayugaeda.org/scorecard for more indicators.

2017 Projects

Auburn Hotel Ventures, LLC - Holiday Inn Auburn

● Business Retention
Location: Auburn
Project: \$5.1M
Incentives: Sales & Use Tax Exemption
Jobs To Be Created: 7
Timeline: Summer 2018

Cayuga Training Associates (Health & Safety Training)

● Business Startup
Location: Cayuga County
Referrals: Cayuga-Onondaga BOCES (logo design) / Onondaga SBDC Rural Pitch Competition
Assistance: Business Plan Development / Marketing
Job Created: 1

Copper John Corporation

● Business Expansion
Location: Auburn
Project: \$1.4M
Incentives: \$280K ESD grant / \$100K Excelsior Jobs Program
Other Assistance: Technical Assistance Referral
Jobs To Be Created: 12
Timeline: Winter/Spring 2018

Currier Plastics, Inc.

● Business Expansion
Location: Auburn
Project: \$9.9M
Incentives: \$1.8M ESD grant / \$180K Excelsior Jobs Program
Other Assistance: Technical Assistance Referral
Jobs To Be Created: 20
Timeline: Summer/Fall 2018

DuMond Grain, LLC

● Business Expansion
Location: Town of Fleming
Project: \$3.2M
Incentives: \$655K ESD grant / \$224K Excelsior Jobs Program
Other Assistance: Business Plan Development
Jobs To Be Created: 20
Timeline: Fall 2018

Martens Companies, LLC

● Business Expansion
Location: Port Byron
Project: \$4.7M
Incentives: \$940K ESD grant / \$240K Excelsior Jobs Program
Jobs To Be Created: 100
Timeline: Fall 2018

Prison City Brewing

● Business Expansion
Location: Auburn
Project: \$4.5M
Incentives: \$900K ESD grant
Jobs To Be Created: 20
Timeline: Summer/Fall 2018

Uncrated Love (Customized In-Home Pet Care & Dog Walking Services)

● Business Startup
Location: Cayuga County
Referrals: Cayuga-Onondaga BOCES (logo design) / Onondaga SBDC Rural Pitch Competition (3rd Place Winner) / SCORE Simple Steps for Starting Your Business Workshops
Assistance: Business Plan / Marketing / Accounting
Job Created: 1

2017 Board of Directors

Executive Committee:

Sue Edinger Chair	General Manager Inns of Aurora
Kevin Miles Vice Chair	Director Sullivan Center for Business Entrepreneurship, Wells College
Tom Lewis Treasurer	Chief Financial Officer Johnston
Kelley Gridley Secretary	Assistant Vice President Tompkins Trust Company
Raymond Lockwood At-Large Member	Chair Cayuga County IDA

Cynthia Aikman - Owner, North Star Management
Keith Batman - Chairman, Cayuga County Legislature
John Currier - President, Currier Plastics
James A. Dacey - Chairman, Auburn Industrial
Development Authority
Jeff Dygert - City Manager, City of Auburn
Susan Higgins - Heart & Hands Wine Company
Kelly O'Hara - Oakwood Dairy
Ryan Pine - Chair, Cayuga County Chamber of Commerce
Steve Zabriskie - At-Large Member

Partners

Auburn Downtown Business Improvement District (BID)
Auburn Industrial Development Authority (AIDA)
Auburn Local Development Corporation (ALDC)
Auburn SCORE
Cayuga Community College
Cayuga County Chamber of Commerce
Cayuga County Government
Cayuga County Industrial Development Agency (CCIDA)
Cayuga County Office of Tourism
Cayuga-Onondaga BOCES
CenterState Corporation for Economic Opportunity (CenterState CEO)
Central New York Regional Economic Development Council (REDC)
City of Auburn, New York
CNY Regional Planning & Development Board
Cornell University Cooperative Extension, Cayuga County
New York Small Business Development Center (SBDC)

Team

Tracy Verrier - Executive Director
Maureen Riester - Business Development Specialist
Bruce Sherman - Economic Development Specialist
Joseph Sheppard - Economic Development Technical Specialist
Devon Roblee - Marketing Coordinator
Rhonda Sheffield - Office Manager
Karen Tehan - Communications Specialist
Staff bios at www.cayugaeda.org/about-us/staff-members

It was refreshing to come here and have someone actually understand my business and have the knowledge as far as to point me in the right direction of resources. Expecting someone to NOT understand my business and NOT take the time to hear my story. I'm just glad my story got heard. Maureen Riester is an asset to the business community in Upstate New York.
-Brian Muldrow, Owner, The Muldrow Group

Navigating the world of economic incentives is daunting. There are so many programs with countless nuances that made me question the cost/benefit of the process. CEDA offered one stop shopping for answers. If they didn't have the answer, they knew who did and that makes all the difference to someone wrestling with limited time.
-Douglas A. Springer, Owner, Copper John Corp.

Our goal is to attract, grow and expand business in Cayuga County – all with the aim of creating jobs and improving quality of life. That means supporting local businesses and entrepreneurs and making sure they are able to harness all of the benefits and assets that Cayuga County has to offer.

Our mission: To foster a sustainable quality of life in Cayuga County through job retention, expansion, and attraction.



Partner Organization of Cayuga Strategic Solutions, Inc.

Cayuga Economic Development Agency | 2 State Street | Auburn, NY 13021

(315) 252-3500 www.cayugaeda.org

