2018 Projects

Some examples of the business owners we have worked with this year:

**Sterling Custom Canvas**
- Business Expansion
- Location: Fair Haven
- Assistance: Business Plan / Site Information
- Jobs Created: 1

Josh Sanders and his dog, Tennessee, needed more room for their growing custom canvas workshop in Fair Haven. CEDA provided assistance, and in Fall 2018, they opened a larger location expanding their services.

“We will continue to reach out to CEDA for guidance and advice as we continue to grow!”
- Josh Sanders, Owner, Sterling Custom Canvas

**Aurora Ale & Lager Co.**
- Business Expansion
- Location: King Ferry
- Project Cost: $198,975
- Incentives: $130k County Loan
- Jobs To Be Created: 8
- Timeline: Spring/Summer 2019

Aurora Ale & Lager Owners Mark Grimaldi and Joe Shelton received financing to expand from a 2bbl brewing system to a 5bbl system, as well as upgrade their facility and other equipment to increase production and canning capacity. This expansion will allow the brewery to increase wholesale distribution, as well as increase to-go beer sales for customers visiting the tasting room.

**Aurora Restoration Services, LLC**
- Business Startup
- Location: Cayuga
- Referrals: Cayuga-Onondaga BOCES (logo design) / Onondaga SBDC Rural Pitch Competition (2nd Place Winner) / SCORE Simple Steps for Starting Your Business Workshops
- Assistance: Business Plan / Marketing
- Jobs Created: 1

Brian Chappell, Owner of Aurelius Restoration Services, restores and recreates pre-civil war lighting fixtures. Brian came to CEDA for business advice and was a cash prize winner in the Cayuga County “Rural Pitch” competition held at 2 State Street.

**Cayuga Veterinary Services**
- Business Expansion
- Location: Aurelius
- Project Cost: $1,360,000
- Incentives: CCIDA Sales & Use Tax Exemption and Mortgage Recording Tax Exemption
- Jobs To Be Created: 11
- Timeline: Spring/Summer 2019

Cayuga Veterinary Services is building a new facility that more than doubles their working area. The new facility will allow the business to increase client capacity, provide more community services, and continue to expand.

Visit www.cayugaeda.org/projects for a complete listing of projects on which we have assisted.
Projects “to watch” in 2019

Keith Titus Corporation (Page Trucking)
- Business Expansion
- Location: Town of Brutus
- Project Cost: $10.8m
- Incentives: ESD grant / CCIDA incentives
- Jobs to be Created: 41

Page Trucking plans to expand its facility with a training center, as well as a health and wellness center for traveling drivers. This award will also help the company purchase additional equipment to expand operations. In addition to the state application process, CEDA has been assisting with workforce development needs.

Volpi Manufacturing USA
- Business Expansion
- Location: Auburn
- Project Cost: $1.9m
- Incentives: ESD grant / Excelsior Jobs Program
- Jobs to be Created: 20

Located in Auburn’s Tech Park, Volpi, a maker of optoelectronic modules for the medical industry, will be renovating a portion of its existing facility to improve its processes and expand its capabilities.

Currier Plastics
- Business Expansion
- Location: Auburn
- Project Cost: $9.9m
- Incentives: CCIDA tax incentives
- Jobs to be Created: 6

In the village of Aurora, the latest construction project is happening at the former Shakeretton Funeral Home, where the Inns of Aurora have utilized tax incentives from the Cayuga County Industrial Development Agency to restore the house and create its fifth inn.

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Inns of Aurora
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Supporters
We would like to thank the following organizations for their support.

Auburn Industrial Development Authority
City of Auburn
Auburn Local Development Corporation

2018 Board of Directors

Executive Committee:
Kevin Miles - Chair
Sue Edinger - Vice Chair
Cynthia Aikman - Treasurer
Kelley Gridley - Secretary
Raymond Lockwood - At-Large, Executive Committee

Director
Sullivan Center for Business Entrepreneurship, Wells College
General Manager
Inns of Aurora
Owner
North Star Management
Vice President of Commercial Banking
Tompkins Trust Company
Chair
Cayuga County Industrial Development Authority

J. Justin Woods - County Administrator, Cayuga County Legislature
James Dacey - Chair, Auburn Industrial Development Authority
Jeff Dygert - City Manager, Auburn New York
Brian Hartwell - District Superintendent, Cayuga-Onondaga BOCES
Tom Herbert - Owner, Bo-Mer Plastics
Susan Higgins - Owner, Heart & Hands Wine Company
Grant Kyle - Owner; North Brook Farms, IGK Equestrian, KyleCroft Development
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Tom Minicucci - Chair, Cayuga County Chamber of Commerce
Monika Salvage - Owner, Communicate THIS

Team
Tracy Verrier - Executive Director
Maureen Riester - Economic Development Specialist
Derek Simmonds - Business Development Specialist
Samantha Frugé - Economic Development Technical Specialist
Devon Roblee - Marketing Coordinator
Teresa Auchman - Office Manager
Beonca Louis - Communications Coordinator

Staff bios at www.cayugaeda.org/about-us/staff-members

Selection of Partners
Auburn Downtown Business Improvement District (BID)
Auburn SCORE
Cayuga Community College
Cayuga County Chamber of Commerce
Cayuga County Office of Tourism
Cayuga-Onondaga BOCES
Cayuga Works
CenterState CEO
Central New York International Business Alliance (CNY IBA)
Central New York Regional Economic Development Council
CNY Regional Planning & Development Board
Cornell AgriTech
Cornell University Cooperative Extension, Cayuga County
New York Small Business Development Center (SBDC)

A CEDA Success Story... Simple Roast Coffee

“...I was looking for grant money for a startup, so I went to Maureen Riester at CEDA and was told that there was no free money but that she could definitely help me network and negotiate through the rules and regulations to get the shop open.

...she was a huge valuable source for networking and meeting people and getting the word out about what our business was and what we were doing and getting new customers.

...in the expansion of our business we were looking for a second location.... I was able to find multiple locations and multiple options, and she was able to connect me with those people.... And if I hadn't come in and just had a ten minute conversation, I wouldn't have known that. ... I think it's definitely pushed me in the right direction towards making the right, sound business decisions.”

-Matt Peirson, Owner, Simple Roast Coffee