

## **Town of Hamburg Industrial Development Agency**

### 2020 Annual Report

#### **Description of the Agency**

The Town of Hamburg Industrial Development Agency is a not-for-profit, public benefit corporation that provides tax incentives and other economic development services to the Town of Hamburg and businesses located in the Town. In accomplishing its mission, the HIDA does not receive any operational funding from the federal, state, or county sources. The HIDA relies primarily upon administrative fees charged to those companies that utilize products and services.

#### **Mission Statement**

Consistent to the authority granted by the State of New York, it is the mission of the Town of Hamburg Industrial Development Agency to advance the job opportunities, wellness, general prosperity, and economic welfare of the people of the great Town of Hamburg, New York. This is accomplished by enthusiastically working to promote, attract, encourage, and develop recreation, economically sound commerce, and industry for the purpose of maximizing employment and property value for the Town and its residents.

#### **Guiding Principles**

The Town of Hamburg Industrial Development Agency will achieve this mission, utilizing the powers granted by New York State, through providing financial assistance to qualified projects. This assistance shall include conduit bond financing, lease/leasebacks, exemptions from taxation, and support to organizations with similar missions. The board and staff of the Town of Hamburg Industrial Development Agency are charged to carry out this mission guided by the tenets of Transparency, Integrity, Accountability, and Exemplary Customer Service.

### Operations and Accomplishments

#### **Operations**

The Hamburg IDA is managed by a nine member Board of Directors appointed by the Hamburg Town Board. Included on the nine member Board are representatives from the Town of Hamburg, Village of Hamburg, Village of Blasdell, the Frontier School District and the Hamburg School District.

The mission of the Hamburg IDA is consistent to the authority granted by the State of New York, it is the mission of the Town of Hamburg Industrial Development Agency to advance the job opportunities, wellness, general prosperity, and economic welfare of the people of the great Town of Hamburg, New York. This is accomplished by enthusiastically working to promote, attract, encourage, and develop recreation, economically sound commerce, and industry for the purpose of maximizing employment and property value for the Town and its residents.

### **Industrial Revenue Bonds**

The HIDA is authorized to issue Industrial Revenue Bonds to assist with our goal of stimulating economic growth in Hamburg. Industrial Revenue Bonds are available to finance the purchase and improvements of land, buildings, property and equipment for firms engaged in light manufacturing, office construction, warehousing/distribution, research and development and some commercial activities.

Similar to conventional mortgages, local banks, insurance companies and/or pension funds purchase the bonds issued by the HIDA. The rates, terms and conditions are all set by the purchaser and are backed by the full faith and credit of the borrower, not the HIDA.

### **Tax Exemptions and Tax Abatements**

The HIDA provides real property tax abatements for 7 to 10 years or more on increased valuation in addition to state and local sales tax exemptions on equipment and materials for qualified projects.

### **Enhancement Area Program**

A project submitted to the Town of Hamburg Industrial Development Agency for consideration under this program will be considered an enhancement project if it meets the following criteria as determined by the Agency Board of Directors:

1. The project is located in a designated enhancement area.
2. The project as proposed would not be feasible without Agency assistance.
3. If the project involves retail sales of goods or services to customers who personally visit the site of the business, the project must offer goods or services not readily accessible to residents living in the vicinity of the site.

It is the goal of this program to encourage small locally owned businesses to invest in their physical assets such as building and modern equipment allowing them to be more productive and competitive. This will be accomplished by offering tax incentives through the Hamburg Industrial Development Agency at a cost that is not prohibitive to local businesses. The Hamburg Industrial Development Agency will review each project application on an individual basis and determine eligibility based on the goal of the program. The tax incentive available through this program is a sales tax exemption on any eligible items purchased for the project.

### **Adaptive Reuse Program**

The Adaptive Reuse Program aims to encourage the process of adapting old structure or sites for new purposes.

Adaptive Reuse Project present unique challenges to development by private market activity, among these are:

Higher costs associated with development of sites and structures

- Environmental Remediation Issues
- Building Code Issues
- Physical Development Costs
- Local real estate values that do not support increased upfront development costs

These structures also present many governmental and regional growth issues for the county.

- Public safety concerns from abandoned and deteriorating structures
- Significant costs to local governments for demolition or remediation of sites and buildings that end up in public ownership through abandonment or tax delinquency
- Increased public infrastructure costs associated with new site and building development

The adoption of proactive Adaptive Reuse Policy and strategy will create many benefits to the region, including:

- Redevelopment of blighted sites and or structures
- Promoting infill development that utilizes existing public infrastructure, controlling costs for local government support of infrastructure
- Supporting the Framework for Regional Growth Plan
- Creating new economic activity at difficult sites and buildings, helping to eliminate neighborhood slum and blight
- Promoting a green development strategy, recycling existing buildings and sites
- Helping maintain neighborhood fabric and historic nature of area structures

The tax incentives available through this program are (1) Exemption from real property taxes (2) Exemption from sales tax (3) Exemption from mortgage taxes

### **2020 Accomplishments**

In 2020 the Hamburg Industrial Development Agency focus shifted from new development activities; to assisting existing businesses remain open and profitable through the pandemic. In May 2020, the agency approved a resolution to waive extension fees on current projects under construction. This resolution came about as labor was shut down; impacting the construction progress and supply chain materials held up progress. In 2020 the agency waived over \$70,000 in agency fees to assist four active projects with extensions.

- Upstate Steel, Inc.
- Oaks at South Park, Inc.
- GAAL Holdings, LLC
- Billy-Lee, LLC

In addition, the agency provided businesses in the Town of Hamburg consultative services to apply for PPP Loans, COVID reimbursement grants and increased its sponsorship levels with the Town Chamber of Commerce to support small and local businesses in the Town of Hamburg.

With a decline in applicant activity, the Board of Directors took time to review and update all agency policies in 2020.

The Hamburg IDA approved 2 projects in 2020 with investment totaling \$4,860,447

<u>Project</u>	<u>Dollar Amount</u>
290 Lake Street Holdings, LLC	\$3,160,447
Staub Precision Machine	\$1,700,000

The Hamburg IDA refinanced the following projects totaling \$785,000

<u>Project</u>	<u>Dollar Amount</u>
RDGM, LLC	\$785,000

- The HIDA continues to work with the other IDA's in Erie County on revisions to the Countywide Eligibility Policy. The revised policy is expected to be approved in 2021
- The HIDA serves on various planning and development committees:
  - Hilbert College Advisory Board
  - Frontier School District Strategic Planning Committee
  - Pitch Hamburg – Business Startup Program
  - Town of Hamburg – Comprehensive Plan Committee
  - Southtowns Regional Chamber of Commerce Board
- The HIDA serves on the Village of Hamburg Economic Development Committee. The mission of the committee is to foster private development, increase the financial stability of the community and limit tax increases.
- The HIDA established and implemented a pandemic response plan in 2020