



West Seneca Chamber of Commerce

950-A Union Road, Suite 5 | West Seneca, New York 14224 | www.WestSeneca.org | 716-674-4900

ECONOMIC DEVELOPMENT COORDINATOR REPORT

Quarterly Report

April, May, June, July, 2018*

*Quarter was extended to July as the coordinator was out of the office April to mid-May.

485 B Incentives for 2017

Included as an attachment is a chart identifying the first year tax savings for businesses taking advantage of our accelerated 485B plan. Due to time constraints, the assessor was not able to give a 10-year savings amount.

In addition to their tax incentive (485B), Synchronet obtained an energy grant from NYSEG for \$50,000 toward fixtures.

Addition of School District

Follow-up discussion with board members and officials should shortly result in the district's decision to pass a resolution allowing the school taxes to be part of the current 485B program. This will afford an even greater savings for businesses going forward and result in a greater competitive advantage for businesses seeking to locate or expand in West Seneca.

Inquires/Meetings

- Ebenezer Rail Car - May 30, 2018 - (Minutes Attached)
- CPI Process Systems - June 14, 2018 - (Minutes Attached)
- Solar Park Energy - June 18, 2018 - (Minutes Attached)
- Dependable Mechanical Systems - June 18-19, 2018 - (Minutes Attached)
- J Nowatka - update Gardenville Commercial Center
- Inquiry 1505 Union Road - Price and Zoning
- NYS Antiques - Available Space Inquiry
- Michele Pusatier - New Business Start-Up Resources Available
- Current Projects - Megan Wneck - Moodys Report (See Attached)



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Chamber Office Hours

- Office hours are scheduled 8-3 Wednesday and Thursday subject to attendance at meetings or other appointments related to economic development.
- Coverage provided to chamber includes:
 - Answering phone calls/message
 - Providing town information or contacts
 - Notifying chamber director about requests involving chamber activities (dues payments, reservations, new member inquiries)
 - Distribution of chamber renewals (those relevant to economic development opportunities)
 - Handle walk-ins
 - Issue "Certificates of Origin" for local businesses with international sales

Time Sheets

Completed weekly, on file, in chamber office.

Notation

The coordinator was out of office for a period of six weeks; but remained available for calls, texts, and e-mails. A portion of office time in June was spent shredding remaining documents and payroll/health benefits reports from previous LDC records. Packing and moving of files, supplies, and furniture related to this office was completed.

See attachments:



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Meeting: May 30, 2018

Subject: **Ebenezer Rail Car**

Attending: Joel Marsh, CFO

Grant Lesswing, ECIDA

Gene Hart, West Seneca Council

Gerald Hathaway

Summation:

Ebenezer Rail Car is looking to expand their current West Seneca location to include a new 85,000 square foot building. The project is projected to create 25 new jobs over a five-year period. Additional jobs will be transferred to West Seneca from their current leased site in Lackawanna.

ECIDA will be able to offer tax incentives based on information provided. Pilot will be applied to improved value added by the expansion. A seven or ten- year pilot will be determined based upon jobs created. Incentive to include sales tax exemption, mortgage tax exemption, and tax abatements. Joel was encouraged to use the ECIDA website worksheet to view projected fees and net savings.



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Meeting: June 14, 2018

Subject: **CPI Process Systems**

Attending: Andy Christie, Owner CPI

Grant Lessing, ECIDA

Gene Hart, Town Council

Gerald Hathaway

Summation:

CPI Processing is expanding from their current leased facility within the Industrial Park to a new building consisting of 13,000 square feet. This will be a new build on three acres previously purchased in the park. ECIDA can extend sales and mortgage tax exemptions, as well as, a seven-year tax pilot. NYSEG will also be approached to provide an energy grant program for lighting fixtures. This 1.5-2 million dollar investment will be one-third office and two-thirds warehouse.

Follow up meetings to be scheduled as needed. Coordinator will monitor progress. Chamber will be notified for a possible grand opening ceremony.



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Meeting: June 18, 2018

Subject: **Solar Park Energy**

Attending: Thomas Guzek, Managing Partner

William Hanley, Town Council

Gene Hart, Town Council

Gerald Hathaway

Summation:

Solar Park Energy is seeking to develop a large scale solar farm (30 to 40 acres) connected directly to the grid to provide low cost power to West Seneca residents. The park can only service low use or lighting only for small businesses. They currently have three sites on Grand Island. Leased space is for a 40-year term (25 years with option for three to five-year extensions). Lease holder would receive \$75,000 annually with periodic contract raises.

Discussions ensued as to possible locations. Industrial Park may be a candidate if numbers make sense to lease. Jerry will arrange a meeting with North America Park developers.

Follow-up meetings to be scheduled with developer and ECIDA to seek state assistance if available.



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Meeting: June 19, 2018

Subject: **Dependable Mechanical Systems**

Attending: Rajesh Ahuja, President

Robert Malcolm, CFO

Grant Lesswing, ECIDA

Gene Hart, Town Council

William Hanley, Town Council

Joe Kirshmeyer, Chamber Director

Gerald Hathaway

Summation:

Dependable Mechanical Systems, Inc. is a Canadian company located north of Toronto. They are currently leasing space in West Seneca. They are mechanical and electrical contractors and fabricate materials for mechanical systems. They want to expand their current West Seneca operation and are seeking to purchase a 25,000-35,000 square foot building. Alternative would be to build. Concern is time to accomplish. Investment 2-2.5 million.

ECIDA can offer sales and mortgage tax exemptions for equipment and up to a ten-year tax pilot. All tax pilot savings are based upon improved value to a building or parcel. Excelsior Program may also be available based on new employment.

At conclusion of this meeting, the coordinator will take individuals on a tour of the prior Shell Fab building and locations in the Industrial Park. Site plans to be provided.

See update



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Update: July 2, 2018

Dependable Mechanical Systems

Shell Fab building is only 24,000 square feet and cannot be expanded because it was granted a non-conforming use designation. The option was to add 10,000 square feet to front of building and seek re-zoning. The clients are not interested in doing this.

Clients are currently looking at the investment numbers and working with a Canadian bank to determine total cost due to dollar valuation. Follow up will include a future meeting with a sales representative for North American Park to locate and price 3-4 acres. Site plan for park was sent to clients.



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Meeting: June 6, 2018

Subject: **New Business Start-Up**

Attending: Michele Pusatier
Gerald Hathaway

Summation:

Michele is starting a new business in West Seneca. She has a leased location and contract. Coordinator recommended Dale McCabe, a lawyer, to aid her in review of the contract prior to signing. She was also provided contact names and phone numbers for the SBA, SBDC, and SCORE as a means of attaining loan information, assistance with the development of a business plan and mentorship aid for her business.

Jerry Hathaway

From: Jerry Hathaway
Sent: Thursday, July 05, 2018 12:14 PM
To: 'mwneck@twyny.org'
Cc: Gene Hart (gene7746@ymail.com)
Subject: Economic Development

Megan, Gene Hart asked me to share some of the Economic Development pieces we have in place and projects we are working on:

Two years ago the Town committed to retaining a part time Economic Development Coordinator by funding a small grant to the West Seneca Chamber to continue a position previously funded and established by the former WS LDC. The purpose of the position is to promote economic development in the Town of West Seneca by attracting and retaining business in the community. The coordinator acts as a liaison between the business sector and the county and state economic development agencies to educate prospects as to available resources for relocation or expansion. This includes but not limited to, tax incentives, workforce development programs, energy savings, micro loan programs, and location services. The office also engages potential entrepreneurs by assisting with the identification of agencies and resources available to local start ups.

In March of 2017 the Town adopted an accelerated 485b tax incentive thus increasing the towns competitive advantage to attract business. This incentive is marketed to local businesses looking to expand or re-locate to West Seneca. This incentive covers the gap created by the ECIDA tax incentives that are limited to specific types of business. The 485b may be used for retail, service and back office operations not eligible for the ECIDA programs. We are currently in discussion with the WS School District to extend the tax incentive to include school taxes as well as town and county savings.

Current/recent developments coordinated through this office:

- >Synchronet-485b program and NYSEG Energy savings, 10,000 sq ft new build in North America Park (completed)
- >CPI Processing- ECIDA incentives, 12,0000 sq ft building in North America Park (pending)
- >Ebenezer Rail Car expansion-ECIDA incentives, NYSEG Energy Savings program, 85,0000 sq ft building (pending)
- >Dependable Mechanical Systems- expansion to US, 35,000 sq ft mfg project (pending)
- >Solar Park energy-new build, 40,000 acres(pending)
- >Buffalo Truck Ctr-10 acres North America Park (pending)

The town has recently received an inquiry by the developers of the North America Park to meet to discuss two major projects currently under consideration for location in the park.

Jerry Hathaway: office 674-4900, cell 445-9443.



**Dependable
Mechanical
Systems Inc.**

We Specialize in the Following Areas:

Plumbing
HVAC
Electrical
Communication
Process Piping

Fire Protection
Automation Design & Controls
Efficient Building Operating Solutions
Service and Maintenance Contracts
Design Build



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DMS

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Burlington, Ontario

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Testimonials

Courteous, team oriented and professional, we enjoyed working with DMS on both projects and would be pleased to work with them again in the future.

Jacqueline C. Rueping
ENSO Systems Inc.

Welcome to Our Company

Dependable Mechanical Systems Inc. provides complete design-build mechanical and electrical contracting services for the ICI sector in Ontario. Our vast experience and wealth of knowledge can be gauged from the multifaceted and challenging projects completed in the past and those underway.

From carrying out installations on multimillion dollar new construction projects to renovations and retrofits for heritage buildings and schools, we have always worked very closely with the construction team to provide each client with a quality finished product.

Our strengths are careful project management, highly qualified personnel and ownership of every project on behalf of the client.



ECRA/ESA Licence No.7010228

Latest News

DMS recognized as one of Canada's Best Managed Companies



The Canada's Best Managed Companies program recognizes excellence in privately-owned Canadian companies. Canada's Best Managed Companies embrace innovation, adapt to challenges and invest in their people. Learn more about our award recognition in the

National Post feature article.

DMS recognized as a regional finalist in the Canada's Best Managed Companies program



Canada's Best Managed Companies has been the mark of excellence for Canadian owned and managed companies for 22 years. Dependable Mechanical Systems Inc. was selected as a ... [Read More](#)

President of DMS interviewed on Scully The World Show



In this episode of Scully The World Show, Bob Scully discusses with Rajesh Ahuja, President of Dependable Mechanical Systems Inc, his entrepreneurial journey, including the ups and ... [Read More](#)

President of DMS interviewed on Scully The World Show

DMS honoured with The Vaughan Chamber Of Commerce Business Achievement Award

Video Highlights - 2015 Business Achievement Awards

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Building Sustainable Engineering Solutions

Jerry Hathaway

From: Kandace S. Wittmeyer <kwhittmeyer@TWSNY.org>
Sent: Wednesday, June 06, 2018 2:40 PM
To: Jerry Hathaway
Subject: RE: Report
Attachments: 485 B exemptions 2018.xlsx

Sorry... Here is the list . remember the first year its 50% off County and Town. Please call with any questions. 716 864-3442.

From: Jerry Hathaway [<mailto:JhLDCchamber@westseneca.org>]
Sent: Wednesday, June 06, 2018 7:53 AM
To: Kandace S. Wittmeyer
Subject: RE: Report

.Yes, If I can factor the 10 yr savings off the chart. If not I will need that figure as well. Thanks.

From: Kandace S. Wittmeyer [<mailto:kwhittmeyer@TWSNY.org>]
Sent: Friday, June 01, 2018 3:19 PM
To: Jerry Hathaway
Subject: RE: Report

Did you just want a list and the exempt amount for the first year?

From: Jerry Hathaway [<mailto:JhLDCchamber@westseneca.org>]
Sent: Wednesday, May 30, 2018 11:17 AM
To: Kandace S. Wittmeyer
Subject: Report

Hi Kandace. I hope you had a good holiday wknd. I just wanted to remind you that I would like time to write my report for the June Chamber mtg. I plan to begin working on it Monday June 4th. Thanks. Jerry

SBL	Property Owner	Address	Exempt Amount
124.16-2-40.12	Union Gate LLC	2339 Union	48200
124.19-1-10.3	SR Floors	3240 Clinton St	38500
134.13-2-34.2	SME Properties	100 Orchard Park	29372
135.05-4-1.112	JCB Group LLC	1800 North America Dr.	144950

Jerry Hathaway

From: J. NAWOTKA <cci3121@hotmail.com>
Sent: Wednesday, June 06, 2018 7:33 PM
To: Jerry Hathaway
Subject: Re: OFFICE SPACE FOR LEASE - WEST SENECA

Thank you!

Jeff Nawotka
Cypress Development

From: Jerry Hathaway <JhLDCchamber@westseneca.org>
Sent: Wednesday, June 6, 2018 4:47 PM
To: J. NAWOTKA
Subject: RE: OFFICE SPACE FOR LEASE - WEST SENECA

Jeff, we are planning to highlight WS properties on our new website and our weekly e-mail to members. I will make sure that this is one of our first listings.

From: J. NAWOTKA [<mailto:cci3121@hotmail.com>]
Sent: Wednesday, June 06, 2018 12:21 PM
To: Jerry Hathaway
Subject: OFFICE SPACE FOR LEASE - WEST SENECA

Hey Jerry! I've been told that AMR Ambulance is closing this facility.....

We have a Regional Training Center NOW AVAILABLE!

Check out our flyer below for more details and please keep this property in mind!

Thanks!

Jeff Nawotka
Cypress Development
(716) 861-3561

*Suite A2 (2100 sf.) - large open area, one office, lunch room, I.T. room**

Suite A7 (900 sf.) - one office, two exam rooms, private toilet (clinic is Article 28 compliant)

*Suite A4 (400 sf.) - two offices**

**Suites 2A & 4A could be combined for up to 2500 sf.*

- common lobby & restrooms*
- separate gas & electric (if applicable)*
- broadband available*
- parking ratio is 8 per 1,000 sf.*

NEW WEBSITE! Be sure to check us out at cypressdevelopment.co . The above listings are also posted on CoStar/Loopnet.

Please feel free to contact Jeff Nawotka at (716) 861-3561 for additional information or to schedule an on-site visit.

Thank you for your consideration!

*Cypress Development
3121 Clinton Street
West Seneca, New York 14224
Office: (716) 668-1068*

*DEVELOPMENT * DESIGN * CONSTRUCTION * MANAGEMENT*



GARDENVILLE COMMERCIAL CENTER (GCC)

3121 Clinton Street
NY 14224

West Seneca,

Professional Office Suites FOR LEASE!

Suite B1 (3300 sf.) - Training Center: lobby, two private toilet rooms, kitchenette area, seven offices, 440 sf. classroom, 850 sf. classroom. Up to 2500 sf. of additional space could be made available. (NEW!)