



ANNUAL REPORT **2018**

BUILDING ON SUCCESS. PREPARING FOR STRATEGIC GROWTH.

Over the past three years, Ontario County has experienced a level of economic growth that sets it apart from other counties in the state, as well as from similar-size counties across the country. While that level of success might surprise some, it comes as no surprise to those who know the many advantages Ontario County has to offer. And it's not luck—that success is the result of strategic planning, a culture of cooperation, and timely implementation of policies and initiatives designed to create an environment that encourages businesses to expand here, all while enhancing the quality of life that makes our county so special.

Being in year four of our five-year Economic Development Strategic Plan, we're poised to leverage the gains we've made with new opportunities to increase business retention and expansion. From workforce development and infrastructure upgrades to supporting innovation hubs, we've worked to maintain our position as a premium location for economic development by focusing on the many opportunities found here in the county.

Attracting and Retaining Top-Tier Talent

Ontario County is blessed with a natural beauty that attracts visitors from around the world. From our pristine lakes and trails to our many cultural attractions and award-winning vineyards, breweries and restaurants, our quality of life also attracts the kind of top-tier talent in demand by forward-thinking industries. In 2019, we'll continue to work with our strategic industries and academic partners to provide the workforce development that will enable businesses to rapidly pivot and expand to meet changes in the market. This commitment to workforce development is one of the reasons why we saw a 27.6 percent growth in jobs in engineering-intensive manufacturing last year, far surpassing the national average of 8 percent and New York State's average of 20.9 percent.

Building a Strong Sense of Place

Office of Economic Development's mission includes providing economic development assistance to help create quality of place. An example is our support of Factory 243, a renovation of a former industrial site that has been vacant for more than 50 years. This \$16.7 million project will renovate 80,000 square feet of existing structure to create a mixed-use commercial and residential building that will feature 88 market-rate apartments with fiber-optic telecom services in every unit. Another example is the work being done to expand the conference and event capabilities at The Inn on the Lake. When completed in 2020, the inn will be able to offer conference planners enhanced audio/visual capabilities—a must-have for conference organizers—and a new four-season, timber-frame event barn with seating for up to 500 attendees. This standalone, 5,800-square-foot structure's environmental systems will operate on alternative energy. At OCIDA, we will continue to work with businesses that seek to expand here in ways that further enhance our overall quality of life.

The Ontario County Difference

Big projects make the headlines, but we're just as committed to the smaller projects businesses present. Unlike many counties, we see the potential in every-size project and we take the time to truly listen to the needs and plans of every business we work with, big and small. Time and again, companies report that it was our personal approach and meticulous attention to detail that were the deciding factors in their decision to expand here.

Ontario County is a great place to live, work and grow. The Office of Economic Development is committed to protecting that quality of life and ensuring the future economic vitality of our community.



A handwritten signature in black ink that reads "Mike Manikowski". The signature is fluid and cursive, written in a professional style.

Mike Manikowski
Economic Director
Ontario County Office of Economic Development

2018 ECONOMIC DEVELOPMENT PROGRESS REPORT

Ontario County 2018 Scorecard

Project	Funding Source	Jobs Created/ Retained	Private Sector Investment	Public Sector Investment
Hollerhorn Distilling	Local	3	\$10,161	\$10,161
AgroTechnologies	Local/State	6	\$487,000	\$220,000
LaBarge Media	Local	12	\$57,800	\$175,000
FF Thompson Health	Local	90	\$22,390	\$22,390
Amcore Power Solutions	Local	6	\$300,000	\$250,000
Redcom Laboratories	Local/State	30	\$11,125	\$11,125
Star Cidery	Local/State	4	\$355,000	\$220,000
Real Eats America	Local/State	75	\$666,000	\$1,134,000
Vertex Optics, Inc.	Local/State	8	\$1,416,000	\$300,000
BioWorks, Inc.	Local	60	\$300,000	\$200,000
7910 Lehigh Crossing	Local	4	\$3,434,000	\$583,000
LSI Solutions	Local	340	\$8,000,000	\$1,034,000
Factory 243	Local	4	\$15,629,000	\$2,109,000
Inn On the Lake	Local/State	102	\$40,505,339	\$1,875,000
TOTAL		744	\$71,193,815	\$8,143,676

Note: Closings USA, which provides services to the mortgage finance industry, moved to Ontario County in 2018. The above statistics do not reflect the 150+ jobs it added.

Ontario County is the first government organization to receive the ETHIE Award, presented to Rochester regional organizations that exemplify high standards of ethical behavior in their everyday business practices and in response to crises or challenges.

2018 ECONOMIC DEVELOPMENT PROGRESS REPORT

Fiber Ring Offers Advanced Connectivity

Businesses operating in Ontario County stay ahead online by connecting to a 200-plus-mile, dark-fiber network. This 100 percent fiber-optic service provides advanced connectivity for telecom carriers, B2B companies, educational institutions, health care and technology industries, and residents, with fiber-optic, high-speed internet, digital TV, phone and security solutions. Built in 2005 by Access Ontario, it was sold in 2018 to Empire Access, a leading telco service provider based in the Finger Lakes, privatizing the network. Recognized as a national broadband model and regarded as the epitome of 21st-century public infrastructure, the Ontario County fiber-ring network continues to expand, putting the county on a fast track to greater economic development and global competitiveness.



Strong Start with START-UP NY and FLCC

START-UP NY is an initiative to help new and expanding businesses by offering the opportunity to operate tax-free for 10 years on or near eligible university or college campuses in New York State. Partnering with these schools gives businesses direct access to advanced research laboratories, development resources and experts in key industries while providing students with marketable, real-world experience. Quick to embrace the idea, the Ontario County Economic Development can now point to numerous success stories of businesses teaming up with Finger Lakes Community College, a great and respected partner. These businesses include Construction Robotics, advancing construction through the use of new technologies and advanced manufacturing principles; Vertex Optics, a precision manufacturing company; Idea Boxx, which designs and creates automated processes for the food industry; Vacuum Innovations, manufacturer of high-quality equipment for the optical industry; and Star Cidery, a family-run, hard-cider production facility, tasting room and learning center in Canandaigua.

Canandaigua Airport Continues to Soar

Canandaigua Airport, which provides the Finger Lakes region with a cost-effective, ease-of-access point for private aircraft, underwent a series of improvements in 2018 that allowed it to expand its services. In July, MFC Aviation Services—a division of Mercy Flight—became a fixed-base operator, providing services to aircraft, crews and passengers daily, seven days a week, with on-call services after hours. OCIDA recognized the need for an on-site manager to coordinate and integrate grant-based initiatives. Bob Mincer was hired to fill the position of manager of strategic assets with the primary responsibility of overseeing Canandaigua Airport. Improved airfield operations include a formalized maintenance program, a snow-control plan and emergency response procedures. The augmented services and structural enhancements will attract more travelers and new tenants that will benefit from the region's economic competitiveness. A new airport website is currently being developed.

ONTARIO COUNTY

— GROWING BY THE NUMBERS —

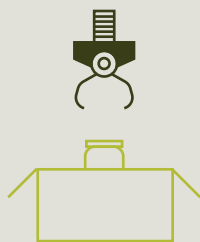
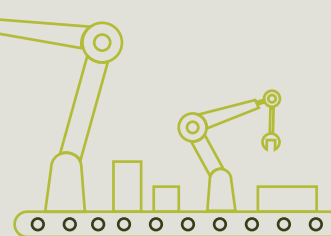


6.0%

Total Employment Change

27.6%

Increase in Engineering-Intensive²
Manufacturing jobs



10.0%

Increase in Food Processing¹
and Manufacturing jobs



53.9%

Gross Regional Product
Change Per Person in Ontario County



41.6%

Gross Regional Product
Change Per Person in New York State

31.6%

Population over the Age of 25
With Bachelor's Degree or
Higher in Ontario County



34.2%

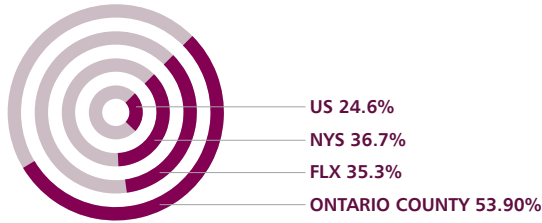
Population over the Age of 25
With Bachelor's Degree or
Higher in New York State

1. As defined by the US Cluster Mapping Project 2. As defined by the Council for Community & Economic Research

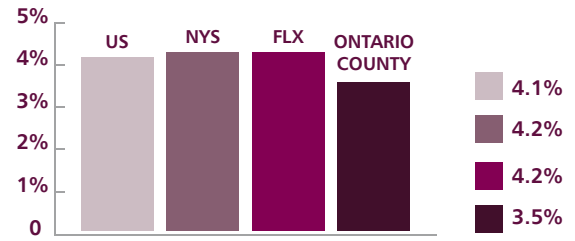
GROWING BY THE NUMBERS

ECONOMIC VITALITY

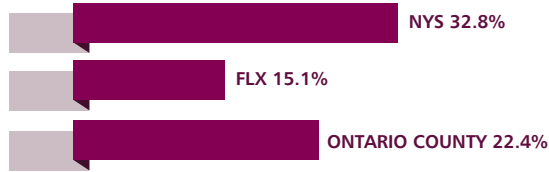
CHANGE IN GROSS PRODUCT PER PERSON 2008-2018



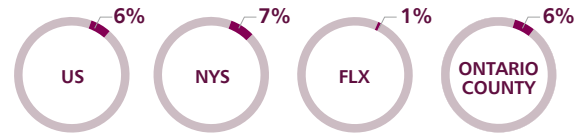
UNEMPLOYMENT RATE JULY 2018



CHANGE IN ASSESSED VALUE 2008-2017²

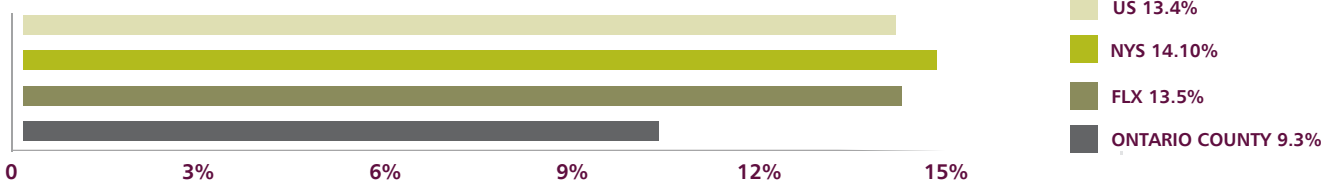


CHANGE IN TOTAL EMPLOYMENT 2008-2018



HUMAN CAPITAL

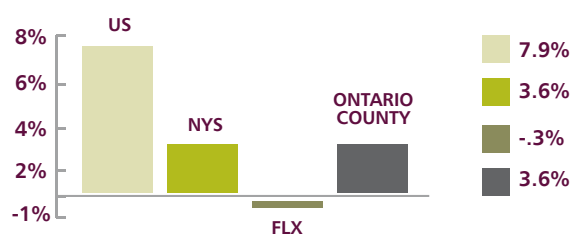
POPULATION IN POVERTY 2017



POPULATION OVER 25 WITH BACHELORS DEGREE OR HIGHER 2008-2018

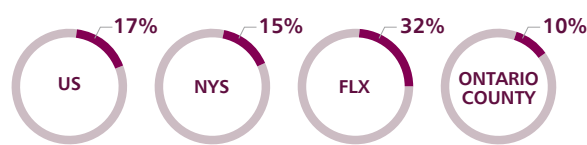


POPULATION CHANGE 2008-2018

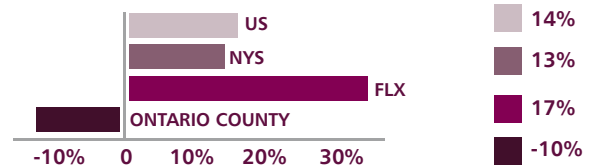


ENGINES OF INNOVATION

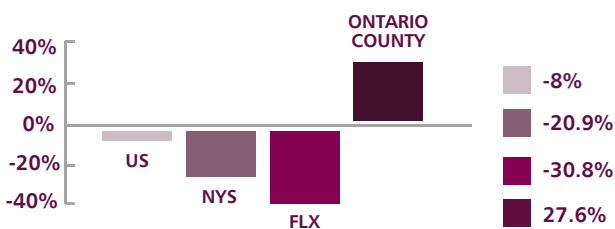
FOOD PROCESSING AND MANUFACTURING CHANGE IN JOBS 2008-2018⁴



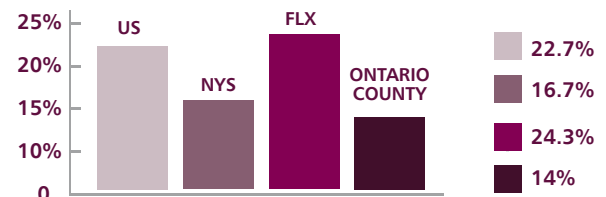
KNOWLEDGE INTENSIVE BUSINESS SERVICES 2008-2018³



ENGINEERING-INTENSIVE MANUFACTURING CHANGE IN JOBS 2008-2018³



CHANGE IN GROSS REGIONAL PRODUCT FOR AGRICULTURE, FORESTRY & FISHING 2008-2017⁶



1. As defined by the US Census Bureau, Small Area Income and Poverty Estimates (SAIPE) 2. Derived from data from NYS Department of Taxation & Finance 3. As defined by the Council for Community & Economic Research 4. As defined by the US Cluster Mapping Project 5. The counties of the FL Region except Monroe 6. Derived by EMSI from BEA and BLS data

THANK YOU

Thank you to the Ontario County Board of Supervisors for its relentless work to strengthen Ontario County, and to the generous county residents who volunteer their time to help grow the county as members of the OCIDA and OCEDC boards.

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Suzanne Vary, *Economic Development Specialist*

Michael Wojcik, *Senior Fiscal Manager*

Jessica Kazmark, *Finance Clerk II*

Brigitte Larson, *Senior Clerk*

Jim Armstrong, *Business Retention and Outreach Contractor*

Robert Mincer, *Strategic Asset Manager*



Great opportunities grow here. 

CONTACT US

20 Ontario Street, Suite 106B | Canandaigua, NY 14424
Phone (585) 396-4460 | Fax (585) 396-4594
www.co.ontario.ny.us