

2022

Annual Report



Schuyler County Partnership for Economic Development
216 N Franklin Street | Watkins Glen, NY 14891
www.flxgateway.com

"The only way to THRIVE is to innovate. It's that simple."

~ Alex Tabarrok

The Schuyler County Partnership is striving for success and accelerating all aspects of economic development, including community development, agricultural diversification, and entrepreneurialism. This success translates into palpable improvements in our community and would not be possible without the support of our investors, businesses, governments, non-profits, and residents. The financial support, coupled with the volunteer hours, and active engagement from the Partnership Board members has provided our organization with an opportunity to make a difference in the communities we serve and prepare them to thrive.

We had an incredibly active year in 2022 with new investments from the State of New York, the Schuyler County Legislature, new entrepreneurs, and national investment firms capitalizing projects in our County. The Partnership team continued to support the DRI Revitalization Fund projects resulting in a 508 to 1 dollar ratio of private to public dollars, authored Restore NY applications, administered the Schuyler County Downtown Facade program, created a new small business loan program with ARC funding, attracted a new tenant to the business park, submitted applications for agricultural diversification projects, and submitted a Forward NY application for the Village of Odessa. We celebrated the 10th Anniversary of the Project Seneca Initiative, hosted Majority Leader Hon. Chuck Schumer, hosted the NYS Secretary of State, Hon. Robert Rodriguez as well as the Federal Co-Chair of the Appalachian Regional Commission, Gayle Manchin.

We have been running at break-neck speed to accomplish all the tasks necessary to enable our community to thrive. Thank you to the teammates who played critical roles in 2022, including Anne Mace, Yvonne Zhao, Michelle Dove, and Kerri Green. My continued gratitude for the wisdom and assistance provided by Leslie Connolly, Becky Gould, and Kristin VanHorn.

I am grateful for the opportunity to participate in this transformational time in Schuyler County and wish to thank all our supporters with special recognition for Schuyler County, Corning Enterprises, Cargill, Lisa Ferrero, Harter Seacrest & Emery LLP, Schuyler Hospital, US Salt LLC and Welliver Inc. for their continued financial support.

**Message from Executive Director,
Judy McKinney Cherry, CEcD, FM**



The Schuyler County Partnership Board of Directors is pleased to offer this overview of our work outlined in the following 2022 Annual Report.



Some highlights from the year include providing over 1,450 hours of economic development support to members, individuals, and businesses in Schuyler County. Our staff worked on 12 Downtown Revitalization Initiative projects, which represent millions of dollars of both public and private investment in the Village of Watkins Glen. Additionally, we partnered with the Schuyler County Legislature with the Downtown Improvement Fund, supported through funding received from the American Rescue Plan (ARPA). This program has already allocated over \$200-thousand dollars into the downtown villages of Burdett, Montour Falls, Odessa, and Watkins Glen.

Our Board of Directors has been hard at work, specifically, the Business Development Committee. Led by Committee Chairman, Jon Beckman, they have worked on several projects, including securing the final tenant at the Schuyler County Business Park, looking at proposals and pursuing options for Camp Monterey, the Seneca Lake Trollies project, Clash Endurance, providing assistance to a medical services company looking to expand to Watkins Glen, and the Upstate Brewing expansion. In addition to these noteworthy projects, the BDC spends many hours providing support, research, and cultivation of potential projects for Schuyler County.

As you will note our 2022 Membership Investments have stayed consistent and many thanks to our Membership Chair, Norma Burris, for her leadership and to staff member Michelle Dove for her assistance. Grants, donations, and membership investments are how the Schuyler County Partnership maintains its office, and staff and supports the work of Schuyler County. Our financial overview for 2022 shows another year of positive investment, conservative spending, and a strong position as we head into 2023. Thank you to our Treasurer, Rebecca Gould, for her expertise and oversight in working with our Executive Director. Together they work with our board to ensure that every dollar spent aligns with our mission, budget, and strategic plan.

Thank you, to our Executive Director, Judy McKinney Cherry, for her leadership, and consistency, and for always working hard to pursue opportunities that will benefit Schuyler County for years to come. I hope you enjoy our 2022 Annual Report, and please look for additional information on our website: flxgateway.com.



Message from Board Chair, Leslie Connolly

Meet Our Team



JUDY MCKINNEY CHERRY, CECD, FM

EXECUTIVE DIRECTOR

Judy has been the Executive Director of the Schuyler County Partnership since 2014. Through her leadership and advocacy, Schuyler County has received tens of millions of dollars in grant funding, special projects, and private investment dollars. Her expertise in entrepreneurship, government relations, and business attraction and retention has yielded many exciting projects and programs. Judy is a seasoned leader and a highly sought-after colleague, who serves on a variety of boards and organizations that contribute to the economic well-being of Schuyler County.



KERRI GREEN

SENIOR ECONOMIC & COMMUNITY DEVELOPMENT SPECIALIST

Kerri joined the Schuyler County Partnership in September 2022. She comes to us with over 20 years of economic development experience, including government relations, grant writing, business consulting, and project management. Kerri is a fierce advocate for small businesses and has successfully won several grants and development projects. Kerri's expertise in public relations and marketing has positively elevated the profile of Schuyler County. Kerri is a proud US Army Veteran, and we welcome her to the team.



MICHELLE DOVE

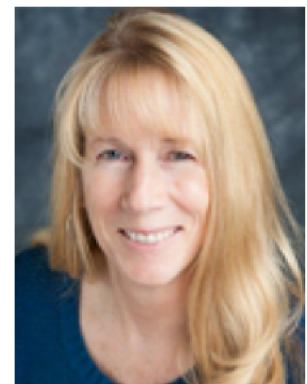
OFFICE MANAGER

Michelle Dove has been with Schuyler County Partnership since March 2022. She comes to us with 35 years of experience in accounting primarily in manufacturing and hospitality. Michelle holds a certificate in Aviation Management, and Hydraulic Applications and is currently enrolled at Cornell University working on a certificate in Project Management 360. Michelle enjoys using her experiences to contribute to the exciting new things that happen daily at SCOPED. In her free time, Michelle and her husband enjoy hiking at the State parks and enjoying the beautiful waterfalls and scenery that Upstate New York has to offer.

*Thank you to the following
team members who
contributed to our work in 2022*



Yvonne Zhao, MPA



Anne Mace



Our Mission

Our mission is to leverage our collaboration with public and private partners to foster a vibrant and diverse rural economy and workforce focused on building high-value-added production businesses and innovation hubs while taking advantage of Schuyler County's natural and cultural environment to create a prosperous community and raise the standard of living for our residents.

We know that collaboration is the best way to successfully lead long-term, sustainable economic development in Schuyler County. We are fortunate to have ongoing partnerships with FLX Gateway Community Development Corporation(CDC), Locate Finger Lakes, Schuyler County Industrial Development Agency(SCIDA), Watkins Glen Area Chamber of Commerce, Cornell University, State of New York, Southern Tier Regional Economic Development Council, REDEC, Schuyler County, our towns and villages, private businesses, and other non-profits.

We provide many services: site selection, financial assistance, connections to critical resources, entrepreneurial support, business continuance advisement, grant writing and management, small business loans, and business transition support.



Investors 2022

Platinum (\$25,000+)

Corning Enterprises, Inc.



Gold (\$10,000 - \$24,999)

Cargill Inc.



Silver (\$5,000 - \$9,999)

Ferrero, Lisa
Harter Secrest & Emery LLP
Schuyler Hospital
US Salt LLC
Welliver Inc.

*Thank you to our
2022 Investors!*

Bronze (\$1,500 - \$4,999)

Blowers, Carl & M. Suzanne
Carpenters Local Union #277 (NERCC)
Chemung Canal Trust Company
Corning Credit Union
Corning Museum of Glass
Famous Brands Inc.
Finger Lakes Railway
Harris Beach LLP
HUNT Engineers Architects
Insero & Co. CDLM
Ithaca Neighborhood Housing
Services, Inc
Lakewood Vineyards
Larson Design Group
NYSEG
Taylor, The Builders
Three Rivers Development
Tompkins Trust Company

Granting Agencies

Appalachian Regional Commission
Empire State Development
NYS Dormitory Authority
NYS Office of Home and
Community Renewal
NYS Department of State
NYS Market New York
Watkins Glen Area Chamber
of Commerce

Investors 2022

Friends (\$100 - \$1,499)

AI HUA ZHU
Alpern, Lori
Atwater Estate Vineyards, LLC
Barnstormer Winery
BB Construction of Syracuse LLC
Beckman, Jon -Works Design Group
BMS Manufacturing, Inc.
Cabezas Engineering, PLLC
Chicone Builders
Chutas, Don
Community Bank
CSS Workforce New York
DeNardo, Laurie
Desrochers, Donald
E&H Hospitality, Inc
E.C. Cooper Inc.
Fagan, Dennis
Finger Lakes Distilling LLC
FOOR & Associates
Frank, Jeannette
Franzese Disposal
Glenora Wine Cellars
House of Hong
Incubatorworks
J.R. Dill Winery LLC
Jeff's On-Site Services Inc.
JG Franzese Enterprises, LLC
John Jr. Project Management

*Thank you to our
2022 Investors!*

LaBella Associates DPC
Lucky Hare Brewing Co
Marks, Ted (Edible Finger Lakes)
Oliver, Susan (B&L PCS)
Pike, Wayne
Pyramid Brokerage Co.
Red Newt Cellars
S & S Enterprises
Seneca Harbor Wine Center
Solid Rock Construction
Specc's Chocolate & Gifts
Taber, Carl
The Krog Corporation
The Montour House LLC
Watkins Glen International
Watkins Glen Yacht Club
Watkins Lumber
Your Office Biz, Inc.





Board Members 2022

Chair | Leslie Connolly, Retired

Vice Chair | Hon. Carl Blowers, Schuyler County Legislature

Treasurer | Rebecca Gould, Schuyler County Hospital

Secretary | Kristin VanHorn, Director of Planning,
Schuyler County, Ex-Officio

Hon. Mark Rondinaro, Schuyler County Legislature, Ex-Officio

Hon. James Ryan, Mayor, Village of Montour Falls

Hon. Norma Burris, Town of Orange

Hon. Don Desrochers, Westview Farms

Carl Taber, Schuyler County Industrial Development
Agency, Ex-Officio

Chris Bond, HUNT Engineers

Steve Harrold, Corning Inc.

Beth Duane, Corning Museum of Glass

Johanna Anderson, INHS

Anne Welliver-Hartsing, Welliver

Ben Stamp, FLX Gateway Community Development Corporation

Nigar Hale, Watkins Glen Area Chamber of Commerce

Nathan Scott, Cornell Cooperative Extension

Wayne Pike, Corning Inc. (retired)

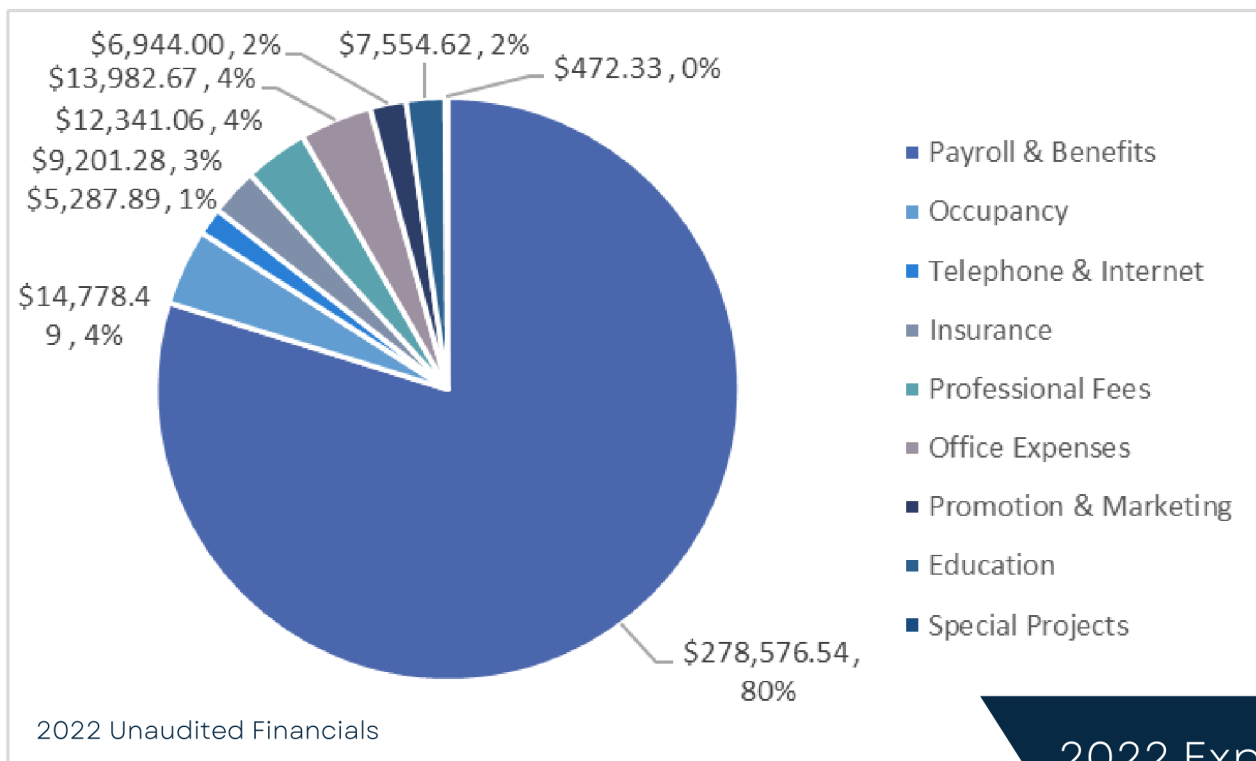
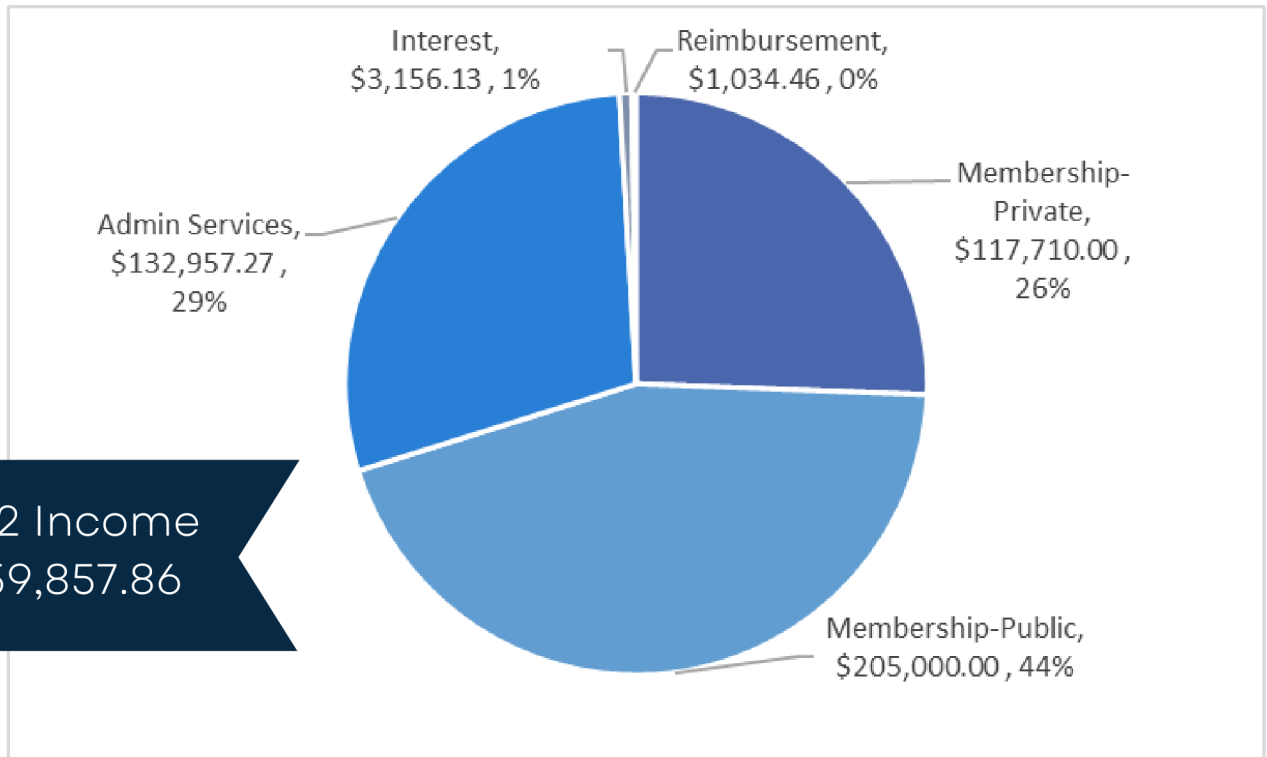
Governance 2022

- Schuyler County Partnership entered into an agreement with the Finger Lakes Gateway Community Development Corporation to move the primary office to their new co-working space on Franklin Street, Watkins Glen. SCOPED will manage and administer the co-working space through a profit-sharing agreement with FLX CDC.
- The Schuyler County Partnership agreed to provide financial support for Clash, USA, which produced its inaugural triathlon and related documentary filmed in the Town of Dix, Seneca Lake, Village of Watkins Glen, and Watkins Glen International.

Financial Overview



2022 Income
\$459,857.86



2022 Expenses
\$349,138.68

Strategic Initiatives

Schuyler County Partnership is currently in the second year of a three-year strategic plan. The following pages outline developments and achievements as it relates to those goals.



Goal #1:

The attraction of New Year-Round Business



Goal #2:

Village Downtown, Historic District, Canal Redevelopment



Goal #3:

Industry Cluster Support

(Agriculture, Manufacturing, Tourism, Lumber)



Goal #4:

Strengthening Workforce Development, New Resident Attraction



In October 2022, Schuyler County Partnership applied for a grant with the NY Farm Viability Institute to conduct a research study as to the viability of growing chickpeas in Schuyler County. If awarded, we will receive \$90K to test varieties with farmers in Schuyler County. The expected announcement is in early 2023.

Taber Hill Farms has been identified as a local farmer who will support this research grant, if awarded.

Strategic Initiatives

Schuyler County Downtown Improvement Fund

The Schuyler County Legislature provided funding, through money received as part of the American Rescue Plan (ARPA), to begin the "Downtown Improvement Fund Grant Program", with administrative assistance from the Schuyler County Partnership. This match grant program (\$25K max grant) assisted building owners in the villages of Montour Falls, Burdett, Odessa, and Watkins Glen. At the close of 2022, the program has allocated over \$200,000 in matching grants to provide public-facing improvement to these downtown areas. The program will continue in 2023 until available funds have been expended. *Below are examples of recent projects.*



Bleachers, located at 413 N Franklin Street (Watkins Glen), received a matching grant for \$25,000 to improve their building facade, expansion of their outdoor deck, and covering.



1800 House, located at 3281 Main Street (Burdett), received over \$15,000 to transform their structure including new siding, window replacement, soffit, and fascia repair among the scope of work.



Burdett House B&B, located at 3789 Main Street (Burdett), received over \$13,000 (\$26K total project) to renovate their front porch including skirting, lighting, porch ceiling, paint and signage.

Strategic Initiatives



Downtown Revitalization Initiative Completed Projects

30 N Franklin Street

Village Lofts at Watkins Glen and Fitness Center

The redevelopment of the former VFW into four market-rate apartments and a fitness center was completed in October 2022. The total private/public investment totaled \$1.8 million dollars. This project was made possible through a DRI grant from Empire State Development and through private funding. This project is the latest investment from the Krog and Hart Partnership into the Watkins Glen Harbor Hotel 'Hospitality Campus' and addressed the housing gap in Watkins Glen.



15 N Franklin Street

Crystal Sundance Emporium

Redevelopment of the former "Li'l Joe's Service Station" was a top project for the Watkins Glen DRI, and identified early on in the process. With funding from the DRI through NYS Homes and Community Renewal and financing from Elmira Savings Bank, this project was made possible.

Construction began in October 2021, and the Schuyler County Partnership was thrilled to coordinate the official ribbon cutting just one year later! The main building features a spacious first-floor retail space and a 2nd-floor apartment. The secondary building is the new home of Upstate Brewing Company, now open!

Strategic Initiatives



Downtown Revitalization Initiative Completed Projects

204 N Franklin Street Graft Wine+Cider Bar



With funding from the DRI, Graft Wine+Cider was able to create a larger commercial kitchen, more seating, and a second-floor event space to accommodate their growing business. Renovations were completed in 2022 and once final paperwork has been filed with the state, we look forward to an official ribbon cutting in 2023.

209 N Franklin Street ARC of Schuyler

Improvements to this space included a number of infrastructure improvements as well as a new awning and sign.



414 N Franklin Street Famous Brands

With the decline of traditional brick-and-mortar, locally-owned retail locations, the Watkins Glen Community showed tremendous support for the upgrades and improvements to Famous Brands, located in the heart of the DRI area. Improvements included refacing of the brick, paint, handrails, windows, and energy efficiency upgrades.



Strategic Initiatives

Downtown Revitalization Initiative Nearly There! Projects in Process



110-112 N. Franklin Street

The conversion of the Glen Theater event space is in the final stages. This space will have the ability to host large meetings and events, and will be a community gathering space.

202 S. Franklin Street

Owned by Lin-Zhu Commercial Company, this project is in the final stages and construction is expected to be completed in 2023. Once completed this site will feature a 2-story mixed-use building, ideally placed across from the main entrance of Watkins Glen State Park.

216 N. Franklin Street

FLX Works, a co-working space, will be open in Q2 of 2023. This will also be the new home of the Schuyler County Partnership. This space will attract remote workers and offer educational opportunities, training, and conference meeting space. FLX Gateway CDC thanks building owner, Jim Guild, for his support and flexibility.

307 N. Franklin Street

Owner, Lori Aplen, is looking forward to the final conversion of this former antique store to an art gallery storefront. This project is still under construction and should be completed in 2023.

607 N. Franklin Street

This building is getting a refresh with new siding, replacement of porch and staircase, replacement of 1st and 2nd-floor entry doors, a new boiler, a metal roof, and interior apartment upgrades.

609 N. Franklin Street

Similar to its neighbor, this building is also getting a new look and infrastructure improvements. Improvements include a new shingle roof, vinyl siding, gutter replacement, fixing water-damaged building sheathing, the addition of a cultured stone facade to the foundation, and conversion of an unheated storage room into a completely weatherized addition, ideal for office space.

513 N. Franklin Street

This property is located at the corner of 6th and Franklin Street. One a blighted property, this newly remodeled structure will now be a mixed-use building with retail space on the first floor and three apartments on the second floor, which will create long-term rental opportunities in Watkins Glen.



**Downtown
Revitalization
Initiative**

Welcome!

Hon. Robert J. Rodriguez,
Secretary of State visits Watkins Glen
August 2022



CLASH ENDURANCE is supported by:

Schuyler County Legislature
Schuyler County Partnership (SCOPED)
Watkins Glen Area Chamber of Commerce
Village of Watkins Glen
Watkins Glen Parks Department
Lilly Broadcasting/WENY
Lakewood Vineyards
Glen Beacon DBA Watkins Glen Theater

Why was the documentary undertaken?

This documentary provided an opportunity to showcase the Finger Lakes and specifically, the Watkins Glen, Schuyler County area. CLASH ENDURANCE knows that if more amateur and professional athletes were aware of the beauty of the area, they will take advantage of the event location in the years to come.

Will this be an annual event?

There is a multi-year commitment to hold this three-day event in the area through 2024. If the public response is as great as anticipated, then this will be an annual event with additional distances.

How many visitors do you expect over the course of the event?

If the response is as anticipated, in 2023, it is expected over 1,000 athletes will experience the region and bring another 1,000-2,000 supporting individuals.

What was the economic impact?

For the 2022 event, the economic impact to the County was a minimum of \$720,000. The impact from the documentary, airing of the 30-second ad and earned media has not been calculated.

Details of Event

1.5-mile swim in Seneca Lake
50-mile bicycle race through Towns of Dix, Reading, Tyrone, Orange, and Urbana
10.5 mile run on Watkins Glen International track
Middle distance Duathlon (Bike+Run Option)

**Business Services and Support.
Helping Schuyler County Grow.**

- ✓ Grant Writing
- ✓ Business Consulting
- ✓ Business Plans
- ✓ Marketing
- ✓ Operations
- ✓ Project Management
- ✓ Lead Follow-up
- ✓ Research
- ✓ Loan Programs
- ✓ Funding Resource
- ✓ Government Relations
- ✓ Advocacy

1,475

***THE NUMBER OF HOURS SCOPED STAFF
WORKED ON VARIOUS PROJECTS IN 2022.***

**Highlights of Grants and Projects SCOPED
collaborated on in 2022**

**Project Tinkerbell
Project Sleeping Dragon
NY Forward - Village of Odessa
NY Forward - Village of Montour Falls
Restore NY - Schuyler County
Restore NY - Village of Watkins Glen
Restore NY - Village of Montour Falls**

Strategic Partners

FLX Gateway Community Development Corporation



Board of Directors

Chairperson | Ben Stamp
Vice Chairperson | Brian Kenney
Treasurer | Bruce Boughton
Secretary | Michaela Christensen

Ian Conboy
Chris Duane
Jerakah Heady
Sarah Houck
Abby Lane

2022 Initiatives:

- Spring Community cleanup day.
- Seasonal decorations in downtown communities.
- Finalizing plans, construction, and creation of **FLX Works**
- Researched the viability of an incubator kitchen.
- Reviewing grant opportunities for economic growth and innovative opportunities in Schuyler County.

Questions about co-working?

Checkout our new website:

flxworks.org

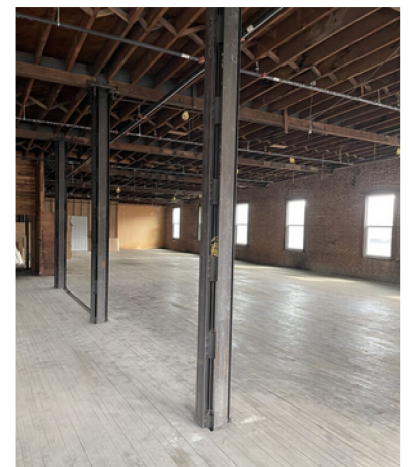
Email us at flxworks216@gmail.com



Community Cleanup Day 2022



**Future Home of
FLX Works
216 N Franklin Street**



Strategic Partners



Schuyler County Industrial Development Agency

Mission |

The Schuyler County Industrial Development Agency (SCIDA) was created to promote the prosperity of its residents through the creation of jobs (new or retained), increased private investment, additional housing, competitive educational resources, notable recreational, and other economic opportunities in Schuyler County. The Agency will achieve these goals through the use of various tax incentives provided by the Agency, which shall be proportional to jobs, economic activity projected, or opportunities provided to the citizens of Schuyler County.

| Board Members

Carl Taber, Chair

John Terry, Vice Chair

Hon. Carl Blowers, Schuyler County Legislature

Margaret Lawrence, Treasurer

Laury Ward, Secretary

Mark Taylor, Member

Chad Hendrickson, Member

Kristin VanHorn, Ex-Officio

Kevin Murphy, Emeritus

The SCIDA Meets on
the 2nd Wednesday of
the month at 5:00 p.m.

To access meeting
records and project
information, visit:

flxgateway.com

"Industrial
Development Agency"

Strategic Partners



Schuyler County Industrial Development Agency

| 2022 Highlights

- The SCIDA approved financial assistance for the LIN-ZHU Commercial Company INC. This is a DRI project that removes a long-term vacant mobile home from a key corner lot in the Village of Watkins Glen and replaces it with a brick, two-story mixed-use project that includes two apartments and rentable commercial space on the first floor.
- The SCIDA approved additional financial assistance of up to \$325,000 in reimbursements for qualified project expenditures incurred by FLX Gateway Enterprises, LLC. in connection with completing the construction of the project.
- The SCIDA publicly noticed the opportunity for a business to lease the former Village Marina Restaurant that is under a sublease from Schuyler County. Four proposals were received and the lease was awarded by the SCIDA to Lilly Bros. Brewing, LLC on March 9, 2022. The lease start date was amended to June 3, 2022, due to the requirements of the State Liquor Authority.
- The SCIDA approved the reallocation of a \$30,000 investment to match an ARC Grant awarded to the FLX Community Development Corporation (FLX CDC). This redirection of the investment will be used to support the infrastructure buildout of the FLX CDC Co-working facility located at 216 North Franklin Street.

Thank you for your continued support of the Schuyler County Partnership for Economic Development!

www.flxgateway.com

schuylercountypartnership@gmail.com

(607) 535-4341

Visit us at our brand-new location:
216 N Franklin Street, Watkins Glen!

