

## 2022 Annual Report Summary

This report is being submitted in accordance with the PAAA of 2005.

### Operations and Accomplishments

#### Operations

The Niagara County Development Corporation (the "NCDC") is a not-for-profit corporation established under Section 402 of the Not-for-Profit Corporation Law of New York. The NCDC operates for the benefit of Niagara County and its populace. Specific powers and duties are conferred to the NCDC, and such purposes are mandatory and exclusive upon this corporation pursuant to said Section 1411. Those purposes are: to relieve and reduce unemployment, to promote and provide for additional and maximum employment, to maintain job opportunities and to better said job opportunities, to lease, purchase or otherwise acquire real property to be utilized and developed for commercial and industrial purposes to construct new industrial or manufacturing plants or new research and development plants and acquire machinery and equipment deemed related thereto, or acquire, rehabilitate, and improve for use by others, industrial or manufacturing plants within Niagara County, New York, to assist financially in such construction, acquisition, rehabilitation and improvement and to maintain such plans, buildings and equipment for others, to study and promote, either alone or in concert with other local officials and interested local groups, the economic growth and business prosperity of the County of Niagara, and the solution of other civic problems within the County of Niagara, to instruct or train individuals to improve or to develop their capabilities for jobs, to carry on scientific research for the purpose of aiding the community or geographical area by attracting industry to the community or area, or by encouraging the development of business concerns including small business. The public objective of each and every of the purposes enumerated above is to promote the general and public welfare of the people of the County of Niagara.

The Mission of the NCDC is to undertake projects and programmatic initiatives in furtherance of and to advance the job opportunities, health, general prosperity and economic welfare of the people of the County and to improve their recreation opportunities, prosperity and standard of living. In addition, and in doing so, the NCDC shall adhere to its adopted policies and applicable statutory requirements, including PAAA, PARA, OML, FOIL, and SEQRA. The NCDC's goals include continued compliance with current obligations and responsibilities associated with ongoing loan programs, in addition to identifying new loan projects that will achieve the NCDC's purposes and Mission.

## Accomplishments

In 2022, the NCDC closed forty-six (46) grants

The Niagara County COVID Relief for Small Business Grant funds were made available to provide resources to support small businesses that were negatively impacted by the COVID pandemic to assist in the revitalization of the Community. Awards to businesses ranged up to \$50,000. Eligible businesses qualified as private for-profit business located in Niagara County with under 25 employees who could show they were negatively affected by COVID and could use the funds to continue their business and create or retain at least one full-time equivalent low-to-moderate income individual.

1. **Chateau Niagara Winery** is a winery located in Newfane selling wine by delivery and on-site consumption. They have been in business 13 years. A \$50,000 grant was provided and used for furnishings, fixtures and equipment and working capital. The company created 2 full-time positions.
2. **Hahn Sales & Service LLC** is a retail garden center along with pond service and installation in Cambria. They are a family-owned business operating for over 30 years. A \$50,000 grant was provided and used for inventory for their expanded retail section. The company created 2 part-time positions.
3. **Impressive In Print, Inc.** operates as an embroidery company that imprints company logos on shirts and other materials for promotional and sales events. They are located in North Tonawanda and have been in business 11 years. A \$50,000 grant was provided and used for fixtures, machinery and inventory. They have created 2 full-time and 2 part-time positions.
4. **Mike Dan Motors** is a pre-owned vehicle dealership and detail shop located in Wheatfield. They have been in business 6 years. A \$50,000 grant was provided and used to increase pre-owned vehicle inventory as well as inventory for the detail shop. The business created one full-time position.
5. **The Johnnie Ryan Company** is a family-owned business in Niagara Falls that has produced glass-bottled and fountain cane sugar sodas for over 85 years. A grant for \$50,000 has been provided and used for increased raw material inventory. The company has created 2 full-time positions.
6. **Flip Burger Inc.** is a casual restaurant that has been in business for 6 years on Prospect Street in Niagara Falls. A \$50,000 grant was provided and used for working capital and inventory. They were able to create 4 full-time and 4 part-time positions.

7. **716 Supreme Subs** is fast-food restaurant offering delivery and pick up service. They are located on Buffalo Avenue in Niagara Falls and have been in business for 3 years. A \$50,000 grant was provided and used for equipment, inventory and marketing. The business has created 2 full-time and 1 part-time position.

8. **Ameri-Cut Tool Grinding Inc.** is a small family-owned company in North Tonawanda that manufacturers precision cutting tools. They have been in business over 40 years. A grant for \$50,000 has been provided and used for increased inventory and repair and maintenance of machinery. The business has created one full-time position.

9. **Jacob's Ladder, LLC** is a manufacturer of cardio exercise equipment located in the Town of Wheatfield. They have been in business since 2004. A grant for \$50,000 was provided and used for production inventory and equipment. They have created 2 full-time positions.

10. **Nate's Typewriters & Computers, Inc.** is a full-service tech company in Niagara Falls providing sales and support for business technology, personal computer, and office needs for over 38 years. A \$50,000 grant was provided and used for equipment, furniture and inventory as well as marketing. The business created one full-time position.

11. **Great Lakes Iron Inc.** specializes in the erection of miscellaneous metals, stairs, and fencing for commercial and institutional projects. They are located in Ransomville and have been in business over 4 years. A grant for \$28,000 was provided and used for specialty equipment. The company is owned by a low-to-moderate income individual.

12. **Salon Nouveau Day Spa, LLC** is a full-service salon located in Wheatfield for over 10 years. A grant for \$45,000 was provided and used for fixtures, furniture, inventory, and marketing. They were able to create 1 part-time and 1 full-time position.

13. **Sunset Stables** is a working farm in Sanborn that specializes in boarding horses, including stable rental, horse care and riding areas. They have been in business for 15 years. A grant for \$26,000 was provided and used for inventory and replacing and repairing equipment. The business is owned by a low-to-moderate income individual.

14. **Niagara Shores Campground & Conference Center LLC** is a campground offering camping and lodging accommodations as well as a 10,000 sq ft Convention Center for special events. They are located in Appleton and have been operating over 4 years. A grant of \$50,000 was provided and used for working capital and inventory. The business was able to create 4 part-time positions.

**15. Donovan Orchards LLC** is a fruit orchard as well as a producer of hard ciders with a tasting room in their Barker location. The fruit and ciders are also distributed in local grocery chains and restaurants. They have been in business 15 years. A grant for \$50,000 was provided and used for production equipment and supplies. The company created one full-time position.

**16. Village Inn** is a small established restaurant and bar on Oliver Street in North Tonawanda for over 30 years. A grant for \$50,000 was provided and used for furniture, inventory and other working capital. The business was able to create 3 part-time positions.

**17. Escarpment Arms, Inc.** is a veteran-owned business located in Lockport for 4 years that sells and manufactures regulated products for law enforcement as well as offering training and safety courses. A grant of \$50,000 was provided and used for inventory and working capital. The business created 2 new full-time positions.

**18. Calhoon's Pub of Newfane, Inc.** has been in the restaurant business since 1976 and the current owner is the third generation of the Calhoon family. A grant for \$50,000 was provided and used for furnishings, equipment, inventory and working capital. They were able to retain 5 part-time positions.

**19. The Craft Kitchen & Bar LLC** serves pub food and a wide variety of local craft beers and presents local concert events. They have been in business over 5 years in the Niagara Falls Third Street business district. A grant for \$50,000 was provided and used for working capital and inventory. They created 3 full-time positions.

**20. 708 E Market Street Niagara Falls Inc.** has operated as Gagster's restaurant in Niagara Falls for over 20 years. A grant for \$50,000 was provided and used for inventory and working capital. They were able to create 2 part-time positions.

**21. The Why Coffee Shop LLC** is a family-owned business and a traditional neighborhood coffee shop that has served residents and visitors to the Niagara Falls neighborhood for over 30 years. A grant for \$36,000 was provided and used for inventory, working capital and equipment maintenance. The business was able to retain 3 part-time positions.

**22. T's Younique Hair and Beauty, LLC** is a retail beauty supply store located on Main Street in Niagara Falls for 3 years. A grant for \$26,000 was provided and used for inventory, furnishings and working capital. The owner is a low-to-moderate income individual.

**23. Hydraulic Race Co. Inc.** is also known as the Lockport Cave & Underground Boat Ride which has operated since 1977 and the Niagara Zipper which is a zipline ride over the canal which began in 2017. A grant for \$50,000 was provided and used for equipment, training and marketing. The company created 4 part-time positions.

**24. Willie A. Price Speaks, LLC** is a Niagara Falls business that provides physical, personal and financial development workshops to youth and families in at-risk living situations. The majority of the programs are co-sponsored by community organizations and schools. The business has been serving the community for 10 years. A grant for \$6,000 was provided and used for technology equipment, training and working capital. The owner is a low-to-moderate income individual.

**25. R & B Rock Gym, Inc.** operates as Niagara Climbing Center in North Tonawanda, which is a rock climbing and fitness facility that has been in business over 20 years. A grant of \$50,000 was provided and used for working capital. The business created 2 part-time positions.

**26. Willber & Company Business Solutions, Inc.** operates Wilbur's Bar on Cayuga Drive in Niagara Falls. They also serve food and present music events. They have been in business over 7 years. A grant for \$35,000 was provided and used for inventory and working capital. The business created 2 part-time positions.

**27. Ventry's Pizza Shop** is the original Ventry's on Buffalo Avenue in Niagara Falls that has been operating over 30 years. A grant of \$25,000 was provided and used for inventory, working capital and marketing. The business owner is a low-to-moderate income individual.

**28. Urban Legend Studio, LLC** is a professional photography studio in Youngstown offering photography services for events such as weddings, family portraits and other events. They have been in business 9 years. A grant of \$40,000 was provided and used for specialty equipment and technology and working capital. The business created one full-time position.

**29. Alpha Omega Janitorial, Inc.** is a franchise for Coverall Commercial Cleaning and is located in Lewiston. They have been in business for 10 years. A grant for \$40,000 was provided and used for working capital. The business created 2 part-time positions.

**30. Ultimate Physique, Inc.** is a fitness facility located in the City of Lockport for over 25 years. A grant of \$50,000 was provided and used for working capital, inventory and marketing. The business was able to create one full-time position.

**31. Gonzalez Boxing LLC** operates as Fight Night Boxing Club in Niagara Falls. They are a fitness center offering personal training, strength and core training, and training in boxing. The company has been in business over 3 years. A grant for \$47,000 was provided and used for equipment and working capital. They created one full-time position.

**32. 87Buf LLC** operates as the 87Buf Sports Bar on Buffalo Avenue in Niagara Falls. They have been in business over 4 years. A grant for \$50,000 was provided and used for equipment, inventory and working capital. The business created 2 part-time positions.

**33. Iroquois Energy Group, Inc.** is an energy consultant and fuel and energy supplier to Native American fuel stations providing gas, diesel, propane, home heating fuel and kerosene. They have been in business in Niagara Falls for 3 years. A grant for \$30,500 was provided and used for working capital, technology equipment and inventory. The company created one full-time position.

**34. Niagara Apothecary, Inc.** is a locally-owned community pharmacy in the Town of Niagara that has been in business over 25 years. A grant for \$50,000 has been provided and used for working capital, technology upgrades and marketing. The business created one full-time position.

**35. Kathryn Broeker, LMT Inc.** is a massage therapy business providing therapeutic and other health and wellness specialized massage services. They have been in business over 4 years in the Town of Niagara. A grant for \$35,000 was provided and used for furnishings, working capital and inventory. The owner is a low-to-moderate income individual.

The Niagara County Microenterprise program provides resources to support and foster the development of microbusinesses by providing grants in conjunction with capacity building and entrepreneurial assistance. Awards to individual businesses will range up to \$25,000. Eligible businesses qualified as private for-profit business located in Niagara County with five or fewer employees that are a start-up or expanding business. They need to contribute at least 10% in cash equity of the total project and create a job for at least one full-time equivalent low-to-moderate income individual or show the business is owned by a low-to-moderate income individual.

**1. 3 Sisters Garlic LLC** is a farm that grows garlic as well as using it to make a variety of products. They are located in the Town of Cambria and have a location on the Niagara Wine Trail. They have in business over 7 years. A grant for \$25,000 was provided and the funds were used for expansion to create a Fusti Bar for tasting infused oils and vinegars, as well as other product tasting, marketing, and additional inventory. The company is owned by a low-to-moderate income individual.

2. **Cornelius Construction Co. Inc.** provides retail and commercial carpentry services. The business was started in 2021 and is located in Middleport. A \$25,000 grant was provided and used for expansion to purchase specialty equipment to increase job size and performance. The company has created one full-time position.

3. **Covey's Cove Inc.** is a bar/restaurant located in Olcott and has operated since 2018. A \$25,000 grant was provided and used for expansion for fixtures, equipment and inventory to expand their menu and update for increased patrons. The business is owned by a low-to-moderate income individual.

4. **Creekside Income Tax LLC** is a tax preparation and bookkeeping business located in Appleton which was recently acquired from a family member. A \$14,000 grant was provided and used for working capital and updated equipment to offer increased services. The business is owned by a low-to-moderate income individual.

5. **Gabrielle Enchanted LLC** operates as Enchanted Florist in Lewiston which was recently acquired from the previous owner. A grant for \$25,000 has been provided and used for inventory and supplies to increase business through offering a larger variety of services. The company has created one full-time position.

6. **Halligan's Niagara LLC** is a restaurant and bar that serves drinks and tavern food in a casual atmosphere located in Cambria. It has been in operation since 2021. A \$25,000 grant was provided and used for working capital and inventory to expand food and entertainment offerings. They were able to create 2 part-time positions.

7. **I Eudaimonia, Inc.** operates as Jacobsen Chiropractic & Wellness. The business has operated for 22 years in Niagara Falls and has recently moved to a larger location on Military Road in the Town of Niagara. A \$25,000 grant was provided and used for inventory, working capital and marketing to expand their services to include preventative health and nutritional awareness. The business has created one full-time position.

8. **MHG Food and Event Services, LLC** operates as Gypsy Kitchen, which is a personal chef and private event catering company specializing in small events. They are a small start-up business started in July 2021. A grant for \$20,000 has been provided and used for inventory and supplies, working capital, and equipment. The business is owned by a low-to-moderate income individual.

9. **Ruff Rock Mining LLC** is a traveling gemstone and mineral mining business for educational and entertainment purposes. This is a start-up business located in Newfane that began in January 2022. A grant for \$13,000 was provided and used for inventory, supplies, and equipment. They have created one full-time position.

**10. Spoons! 716 LLC** is a baby café that will manufacture healthy baby food for onsite consumption or frozen purchase. They are located in Lockport, NY. A \$25,000 loan that will convert to a grant upon meeting grant obligations was provided and will be used for equipment, furnishings and inventory. The business will create one full-time position.

**11. Youngstown Marketside LLC** is a start-up business that serves as a grocery store, café and bake shop. They are located in Youngstown and the business was established in 2020. A grant for \$25,000 was provided and used for equipment, fixtures and marketing. They have created two full-time positions.



**2022 Niagara County Development Corporation Annual Report**

**CERTIFICATE OF CHAIRMAN AND THE EXECUTIVE DIRECTOR**

Niagara County Development Corporation

The undersigned, being the duly appointed Chairman and Executive Director of the Niagara County Development Corporation (the "NCDC"), hereby certify, pursuant to subdivision 3 of Section 2800 of the Public Authorities Law, as follows:

The financial information provided within the Annual Report of the NCDC, dated as of March 22, 2022, is accurate, correct, and does not contain any untrue statement of material fact. The Annual Report does not omit any material fact which, if omitted, would cause the report to be misleading in light of the circumstances under which the report and any such statements made therein are made. The Annual Report fairly represents in all material respects the financial condition and results of operations of the Corporation as of, and for, the period presented in said report.

The Annual Report is hereby approved.

IN WITNESS WHEREOF, the undersigned Chairman and Executive Director have executed this Certificate as of the 22nd day of March, 2022.



Mark Onesi, Chairman



Susan C. Langdon, Executive Director