

Niagara County
Center for Economic Development

niagara county
**production
program**



February 29, 2024



PROGRAM OVERVIEW

ABOUT THE PROGRAM...

Matching grants available up to \$50,000 for the purchase of machinery and/or equipment that provide some of the benchmarks below:

- Optimizing performance
- Reduce production cost
- Increases efficiencies through automation or increased production
- Supports sustainability of the company
- Expands the use of green technologies
- Enables the company to enter new markets or attract new customers
- Incorporates the upskilling of employees or hiring additional employees
- Increases the safety of employees during production



PROGRAM OVERVIEW

WHO'S ELIGIBLE?

- Projects must be located in Niagara County
- Must be a For-Profit business that has been operating since before January 2020
- Must meet small business standards of the SBA
- Must be a business that is primarily a manufacturer



PROGRAM OVERVIEW

ELIGIBLE EXPENSES...

Eligible purchases for this program must be for machinery or equipment that can be integrated into the business' manufacturing process that will ultimately help reach program goals of efficiency, etc.



PROGRAM OVERVIEW

INELIGIBLE EXPENSES...

- Equipment purchases for temporary or seasonal businesses
- Machinery or equipment that is easily removable or transportable from the site
- Fees associated with routine services (legal, consultant, accounting, etc.)



Application submission dates are as follows:

1 ROUND ONE: APRIL 26

2 ROUND TWO: JUNE 28*

3 ROUND THREE: SEPTEMBER 27*

*Subject to the available funds remaining



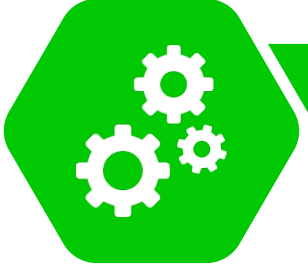



PROJECT TIMELINE

Application will only be considered if the application package is completed in full.

Awardees will be notified within 30 days of application submittal.

PROJECT SELECTION

The following individuals will comprise the selection committee for awarding projects.

-  [REDACTED]
NIAGARA COUNTY MANAGER
-  [REDACTED]
NIAGARA COUNTY ECONOMIC DEVELOPMENT COMMITTEE CHAIRMAN
-  [REDACTED]
BUFFALO MANUFACTURING WORKS REPRESENTATIVE
-  [REDACTED]
REPRESENTATIVE FROM THE BANKING COMMUNITY
-  [REDACTED]
NIAGARA COUNTY DEPT. OF ECONOMIC DEVELOPMENT COMMISSIONER
-  [REDACTED]
NIAGARA COUNTY IDA ASSISTANT DIRECTOR

PROGRAM OVERVIEW

FUNDING PARAMETERS...

- Project must fall within the guidelines of the Coronavirus State and Local Fiscal Recovery Fund (CSLFRF)
- Project must exhibit how your business was affected by COVID
- Must show how this project will assist in the recovery from COVID



PROGRAM OVERVIEW

PROJECT ADMINISTRATION...

- Grant agreement
- Reimbursement package
 - project summary and expense report
 - Certificate of completion
 - Warranties: if provided please submit all applicable warranties
 - UCC Filing



PROJECT SUMMARY & EXPENSE REPORT FORMS



Niagara County Production Program
Project Summary & Expense Report

Business Name: _____

Business Address: _____

Phone Number: _____

Email: _____

Grant Award Amount: _____

Project Summary: Provide a detailed description of all work that was completed related to your project.

Budget Reimbursement: Complete the table with the required information for each portion of work completed on your project. An example has been provided for you.

Example

Vendor	Purchase or Work Description	Amount	Proof of Payment
123 Machining	Lathe	\$150,000	Invoice & Cancelled Check

Enter information related to your project in the table below

Vendor	Purchase or Work Description	Amount	Proof of Payment

Total Project Cost _____

You are required to submit proof of payment of the **entire project cost**, not just for your grant award amount. Acceptable proof of payment must include the paid invoices accompanied by copies of cancelled checks (front & back required), credit card statements, or proof of ACH transactions showing payment has been made. **Reimbursement requests will not be processed without these documents and proper certification of the completion of the project.**

CERTIFICATE OF COMPLETION

CERTIFICATE OF COMPLETION

Business Name: _____

Business Address: _____

Equipment Name & Serial #: _____

APPLICANT'S AFFIDAVIT

I CERTIFY that the work under the above project address, has been satisfactorily completed, professionally inspected, and accepted by me; that all charges or bills for labor or services performed or materials furnished, and other charges against the subcontractors, have been paid in full and in accordance with the term of the contract; that no liens have attached against the property and improvements of applicant; that no notice of intention to claim liens is outstanding that no suits are pending by reason on the project under the contract; that all Worker's Compensation claims have been settled and no public liability claims are pending.

Affidavit is made to induce Niagara County and the Niagara County Production Program to accept work as being completed.

Applicant's Signature

Print Name

Date

STATE OF NEW YORK)
) ss:
COUNTY OF NIAGARA)

On the ____ day of _____, in the year ____ before me, the undersigned, personally appeared _____, personally known to me or proved to me on the basis of satisfactory evidence to be the individual whose name is subscribed to the within instrument and acknowledged to me that he executed the same in his capacity, and that by his signature on the instrument, the individual, or the person upon behalf of which the individual acted, executed the instrument.

Notary Public Signature

UCC FILING FORM

Niagara County Production Program UCC Filing Acknowledgement Form

This document should be completed by Program Applicant

Business Name: _____

Business Address: _____

Grant Award Amount: _____

Description of Niagara County Production Program Improvements:

This Acknowledgement is made and executed this _____ day of _____, _____.

WHEREAS, the undersigned is authorized to execute documents on the owner(s) and/or Board of Directors behalf; and

WHEREAS, the Applicant acknowledges that the Machinery and/or Equipment has been purchased in full or in part with funding from the Grant Assistance provided by Niagara County ("County") to _____ ("Company") under the Niagara County Production Program ("Program");

NOW, THEREFORE, the Applicant hereby declares that for a period of two (2) years ("Regulatory Period"), which commences on the certified completion date and terminates two years from said completion date, ("Termination Date"), the Company shall at all times be operational and utilizing equipment purchased in part through this grant. Furthermore, during the Regulatory Period, the Applicant hereby declares the Machinery and/or Equipment shall not be sold, moved, demolished or materially altered without the prior written consent of Niagara County.

The grant recipient hereby acknowledges that a general security position for the machinery and/or equipment purchased in whole or in part with proceeds from the Niagara County Production Program; as evidenced by the filing of financing statements in accordance with the Uniform Commercial Code. Such filing will be release after a period of 24 months from the certified completion date.

In the event the Company shall breach any such grant, covenant, term, provision or condition, the Company must return the Grant Assistance to Niagara County, for recapture by the County. The amount to be recaptured shall be determined by reducing the original amount of Grant Assistance disbursed to the Owner by one-half (1/2) for each year of the Regulatory Period the Owner was in compliance hereunder. Repayment will be calculated in accordance with the following schedule:

Months 0-12:	100% repayment due
Months 13-24:	50% repayment due
and beyond:	0% repayment due

IN WITNESS WHEREOF, this instrument has been signed the day and year set forth above.

Signature

Printed Name

STATE OF NEW YORK)
) ss:
COUNTY OF NIAGARA)

On the _____ day of _____, in the year _____ before me, the undersigned, personally appeared _____, personally known to me or proved to me on the basis of satisfactory evidence to be the individual whose name is subscribed to the within instrument and acknowledged to me that he executed the same in his capacity, and that by his signature on the instrument, the individual, or the person upon behalf of which the individual acted, executed the instrument.

Notary Public Signature

PROGRAM OVERVIEW

DISBURSEMENT PROCESS...

- This program is a fully reimbursable program
- No progress payments will be provided to substantiate costs:
 - Copies of paid invoices accompanies
 - Copy of front and back of cancelled checks or credit card statements or ACH statements
 - Signed copy of certificate of expense form
 - Project summary and expense form



CERTIFICATE OF EXPENSE

CERTIFICATE OF EXPENSE

Business Name: _____

Business Address: _____

Equipment Name & Serial #: _____

APPLICANT'S AFFIDAVIT

I CERTIFY that the individual submitting this request to Niagara County, Niagara County its counsel will rely on the representations made in the application, summary report, reimbursement request, and all other related documents submitted to the Niagara County Production Program. The undersigned, hereby represents that the statement made herein does not contain any untrue statement of material fact and does not omit to any material fact necessary to make the statements contained herein.

Affidavit is made to induce Niagara County and the Niagara County Production Program to accept expenses as being true and authorized.

Applicant's Signature

Print Name

Date

STATE OF NEW YORK)
) ss:
COUNTY OF NIAGARA)

On the ____ day of _____, in the year _____ before me, the undersigned, personally appeared _____, personally known to me or proved to me on the basis of satisfactory evidence to be the individual whose name is subscribed to the within instrument and acknowledged to me that he executed the same in his capacity, and that by his signature on the instrument, the individual, or the person upon behalf of which the individual acted, executed the instrument.

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PROGRAM OVERVIEW

FINAL INSPECTION...

- Niagara County reserves the right to inspect the machinery or equipment at any time
- Awardee must agree to maintain ownership of the purchased equipment for a period of no less than 24 months
- Recapture of funds if equipment is sold or transferred before the end of the 24 month period.
 - Months 0- 12 100% repayment of grant funding
 - Months 13- 24 50% repayment of grant funding
 - And Beyond 0% repayment



BUFFALO



MANUFACTURING WORKS

OPERATED BY **EWI**



ABOUT EWI AND BUFFALO MANUFACTURING WORKS...

- An advanced engineering services provider
- Serve as an extension of our client's team
- Help clients identify, develop and implement technical solutions to client's complex challenges

150+ STAFF

Working together to
find solutions

\$60+ MILLION

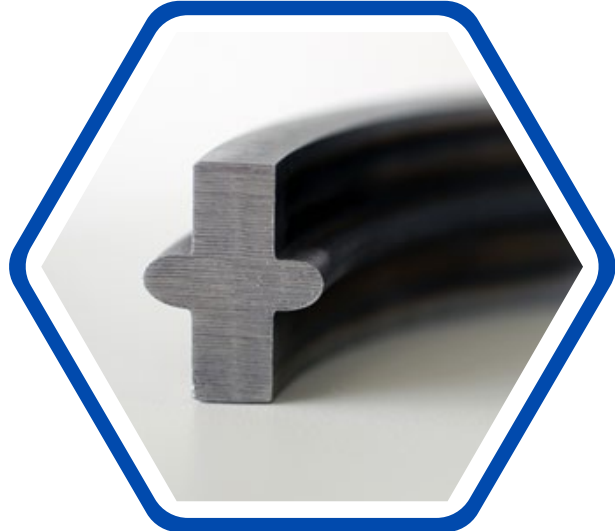
IN STATE-OF-ART
CAPITAL EQUIPMENT

\$35 MILLION

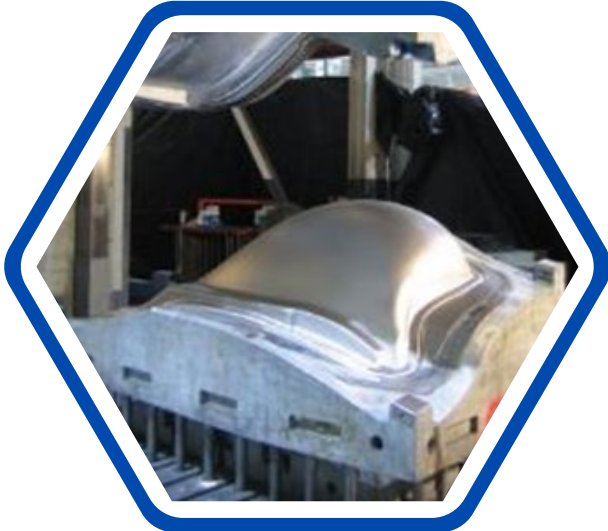
ANNUAL REVENUES
ACROSS RANGE
SECTORS



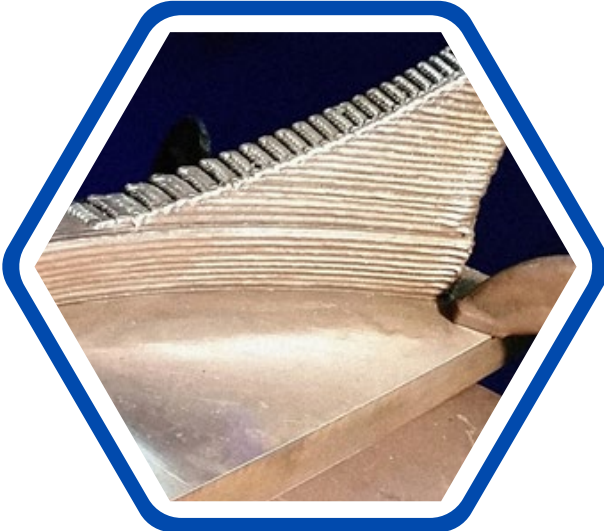
TECHNICAL EXPERTISE...



Materials Joining



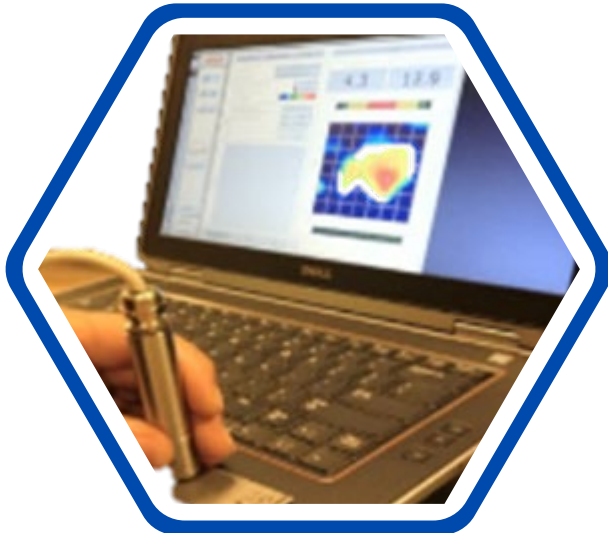
Forming



Additive
Manufacturing



Materials & Structural
Integrity



Inspection
Technologies



Testing &
Characterization



Advanced
Automation

OUR ROLE IN THE “INNOVATION ECOSYSTEM” ...

Buffalo Manufacturing Works is part of the innovation infrastructure to help companies adopt existing established AND new cutting-edge manufacturing technologies

- Improve product quality, reliability, cost competitiveness
- Develop new products and open new markets
- Grow their business
- De-risk the process of innovation

Existing established manufacturing technology adoption

- Identify and Implement
- Integrated model of unique assessments, hands-on workshops, on-the-shop-floor manufacturing technology planning and adoption projects

New cutting-edge manufacturing technology adoption

- Identify, Develop and Implement
- Provide companies with expertise and access to equipment to successfully develop, and implement emerging technologies for their applications





INVESTING IN TOMORROW'S TECHNOLOGY **TODAY**

SHIFT

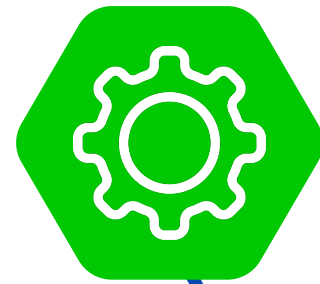
2.0

THE CHALLENGE

INDUSTRY 4.0 AND THE MANUFACTURING REVOLUTION

Manufacturers are facing a manufacturing revolution

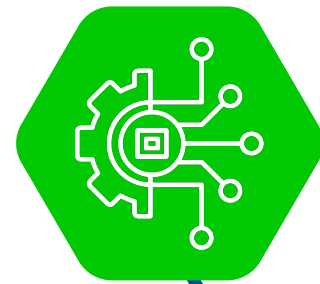
- Only 25% of manufacturers think they are improving faster than their industry peers
- Pace of change today leads to a general sense of overwhelm and avoidance
- Small and medium-sized manufacturers impacted especially hard



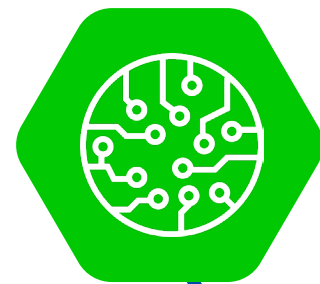
Industrial Revolution, mechanical production, water & steam power



Mass production, electric power, labor, division and assembly line



Production automation electronics and IT



Digital manufacturing and smart production, 3D printing, digitization & capital efficiency

WHAT IS SHIFT 2.0?

HELPING WESTERN NY- BASED MANUFACTURERS BUILD RESILIENCE, INNOVATE, AND SCALE WITH TECHNOLOGY

HOW WE DO IT...



1. Complete a Business Assessment to evaluate your key business risks and capacity for innovation.



2. Join industry and business experts in peer groups, capital assessments and trainings to learn about the latest technological innovations and how to position your business for growth



3. Participate in a On-Site Audit with specialized engineers to identify new opportunities for innovation.



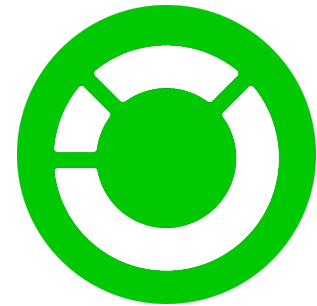
4. Implement innovations and improvements with the help and support of Buffalo Manufacturing Works

In addition, we will offer networking opportunities with peer manufacturers, regional OEMs, funders, and technical assistance providers

WHY SHIFT 2.0?



IT'S A PLACE
TO START



IT'S
ACHIEVABLE



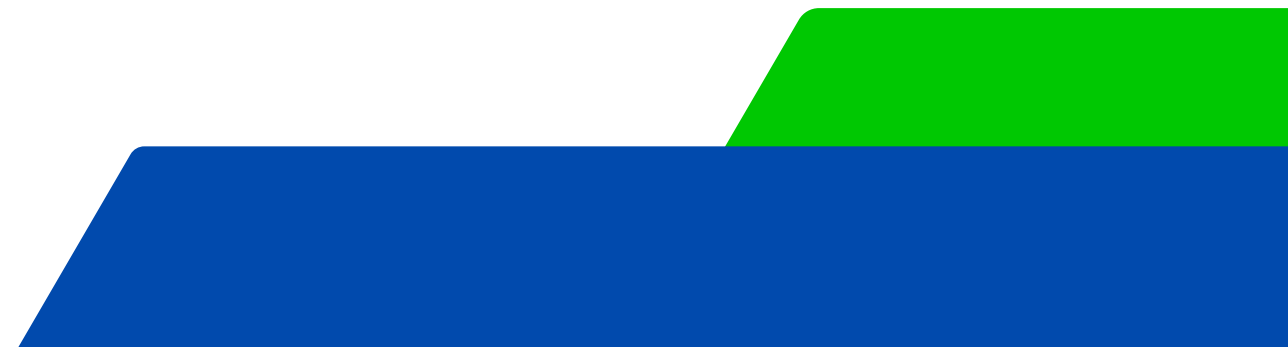
IT'S
ACCESS



IT'S A
COMMUNITY



IT'S NO
ADDITIONAL COST
TO YOU



PROGRAM ELIGIBILITY...

- Small to Medium Sized Manufacturer
- Located in the 5 counties of Western New York





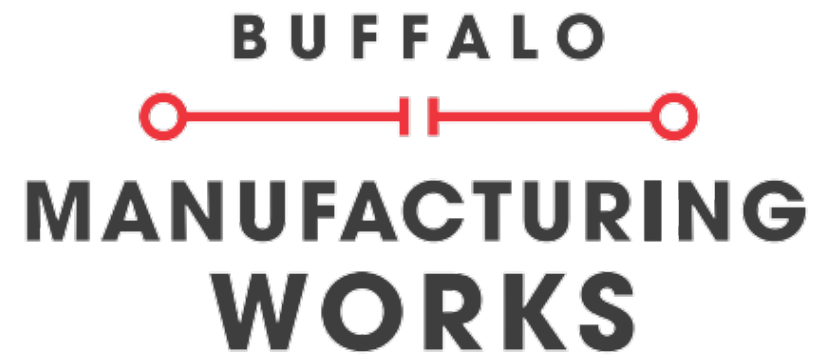
“With so many improvement projects in the works at STI-CO we appreciated how the Shift innovation audit helped us identify and prioritize several quick-win and high-value opportunities that aligned well with our strategy.”



KYLE SWIAT

PRESIDENT & CEO, STI-CO





OPERATED BY **EWI**



For any questions about our organization please contact:

Liz Callahan

Director, External Relations & Special Programs

 716-984-7660

 ECallahan@ewi.org

 ewi.org





INSYTE'S BACKGROUND...

- Non-profit 501c(3) consulting company
 - Manufacturing process improvement
 - Entrepreneurial support
- Founded in 1982
- 10 employees
- Serving the five counties of WNY:
 - Niagara, Erie, Chautauqua,
 - Cattaraugus & Allegany
- SHIFT 2.0 Partner with Buffalo Manufacturing Works and Launch NY.



INSYTE'S MISSION...

“..to transform our region by stimulating the growth and creation of dynamic companies to provide a superior standard of living for our residents.”



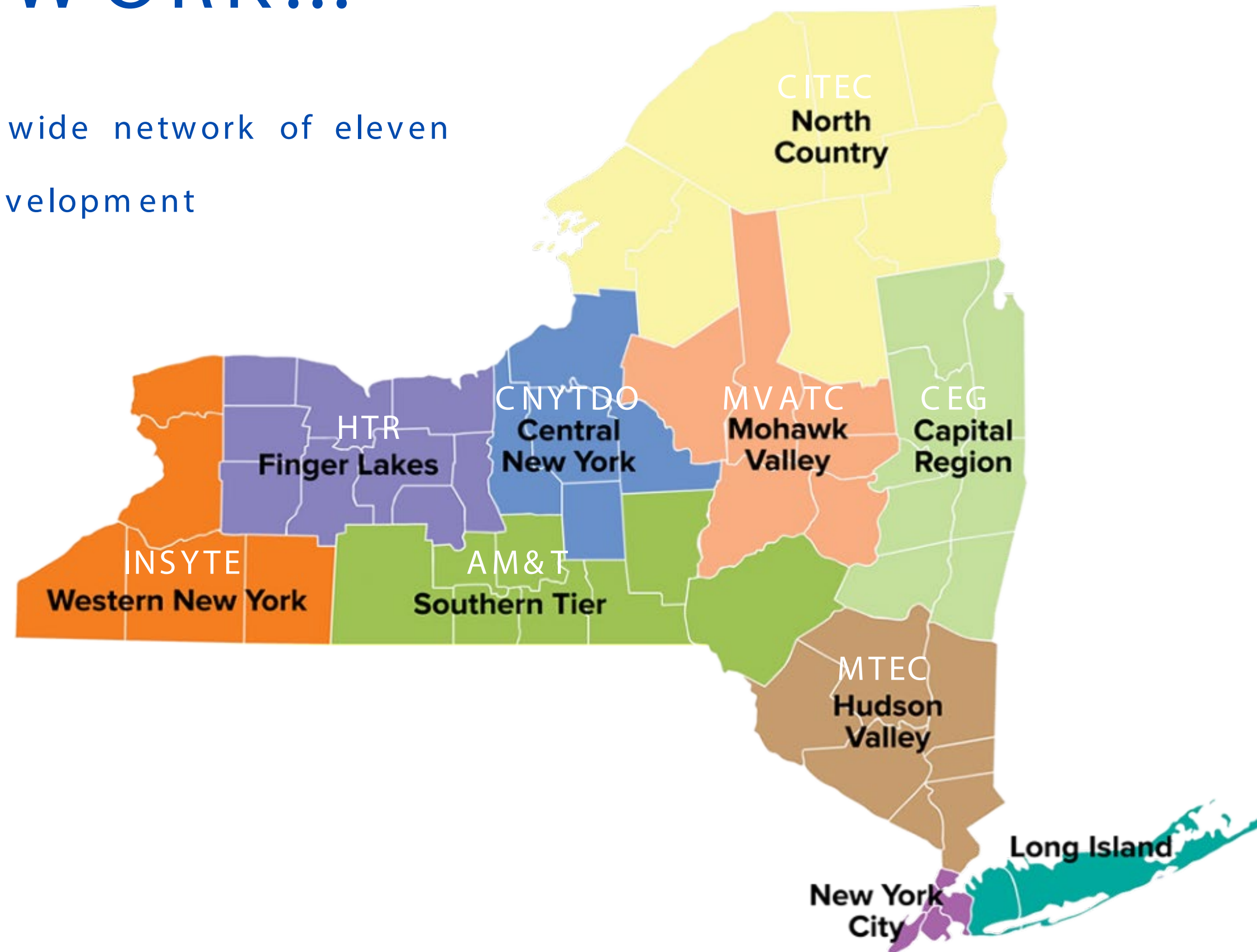
INSYTE'S NATIONAL NETWORK...

- Insyte is part of a national, non-profit network that provides consulting services for smaller manufacturers (<500 employees)
 - Under Manufacturing Extension Partnership (MEP) program administered by the U.S. Department of Commerce
 - Centers in every state and Puerto Rico with 400+ locations



INSYTE'S NYS NETWORK...

- Insyte is part of a New York State-wide network of eleven regional centers under Empire State Development
- Once known as Regional Technology
- Development Centers (RTDCs)
- RTDCs co-terminus with ESD regions
- FuzeHub is the only "statewide center"

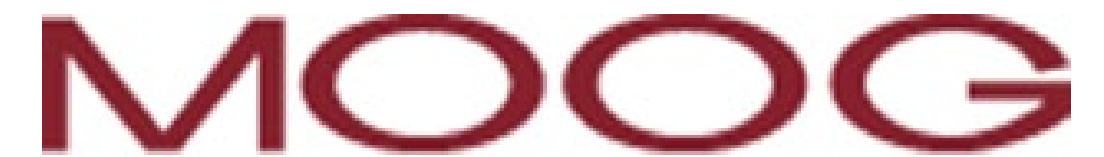


INSYTE'S MARKETS & SERVICES...

We serve a wide range of markets with a variety of services, including:



INSYTE'S CLIENTS...



INSYTE'S NATIONAL NETWORK...

- Over \$4.9 billion in Economic Impact *
 - \$3.1B+ in New or Retained Sales
 - \$177M+ in Cost Savings or Avoidance
 - \$621M+ in New Investments
- Including 20,651 Jobs Created or Saved
 - Direct manufacturing jobs in WNY
- Top MEP Performer Nationwide
 - Avg Impact per Federal dollar 2013-2017

* SOURCE: GOVERNMENT- FUNDED, QUARTERLY INDEPENDENT SURVEYS OF OUR CLIENTS FY 2000- 2023





For any questions about our organization
please contact:

Benjamin Rand
President

 716-636-3626

 brand@insyte-consulting.com

 insyte-consulting.com





DONALD J. JABLONSKI
DIRECTOR

TRAINING RESOURCES...

- On-the-Job Training funding to reimburse 50-75% of your startup costs for the additional training a qualified new hire may need to get them over the learning curve and fill their skills gap
- Customized Training funds can assist in re-training your existing workers in areas such as on a new machine, program, or software. Up to 50% of your total training costs can be reimbursed



RECRUITMENT TOOLS...

- Weekly Recruitment Events where you can meet with up to 30 interested candidates to discuss your company's opportunities, even do pre-screen interviews
- Professional Opportunity Developers (POD) Group is your source for WNY's premier mid to upper management candidates ready to contribute their talent and expertise to further your company's strategic direction....no head-hunter fees involved
- Post and Promote Job Openings in high profile locations including the "Hot Jobs" page of our highly trafficked website




ADDITIONAL RECRUITMENT TOOLS...

- Review qualifications of local applicants through the Niagara's Talent candidate resume feature of our website
- Screen potential applicants qualified to match your specifications
- Open interview sessions as needed to meet your staffing demands
- Pre-employment Literacy or Skills Testing



For any questions about our organization
please contact:

Donald J. Jablonski
Director

 716-278-8148

 Donald.Jablonski@niagarcounty.com

 worksource1.com



A yellow power cord with a two-prong electrical plug on the left and a three-prong industrial-style plug on the right. The cord loops around the text.

EMPOWER NIAGARA

THE BENEFITS OF LOW - COST HYDROPOWER TO SMALL & MEDIUM- SIZED
BUSINESSES IN NIAGARA COUNTY

Niagara  County
Center for Economic Development

THE HISTORY...

- In 2007 NYPA signs a 50-year relicensing agreement to operate the Niagara Power Project in Lewiston,
- The agreement includes extensive environmental and financial commitments by NYPA to Niagara County, other Western New York municipalities and other entities
- In addition to monetary support, the licensing agreement allocates 32 MW of low-cost hydropower to the host communities, saving recipients as much as 75% of the cost of energy
- Niagara County, as a host community, received 9 megawatts of power from NYPA
- The Niagara County Legislature has earmarked 2.3 megawatts of the 9 megawatt allocation for economic development purposes
- The Niagara County Empower Niagara Program is established by the Niagara County Legislature to offer the benefits of low-cost power to small businesses that may not qualify for NYPA EP or RP

EMPOWER NIAGARA CRITERIA...

- Company must be located in Niagara County
- Company must not already be a recipient of low-cost power through NYPA programs, or receive an allocation from NYPA during the term of the Empower Niagara agreement
- Company is planning to acquire or expand an existing facility and/or add machinery/equipment that will increase electric demand
- Project will create at least 50 kW of new electric demand
- Project must result in the retention and/or creation of jobs
- Must complete project in 2 years, with construction beginning within year after application approval



ADDITIONAL QUALIFYING/ EVALUATION CRITERIA...

- Proposed use of power results in economic benefit to Niagara County
- Company must be willing to commit in writing to create and /or retain jobs
- Applications will be evaluated on a competitive basis based on capital investment; number of jobs created and/or retained; amount of net new load; and steps taken to reduce existing energy costs



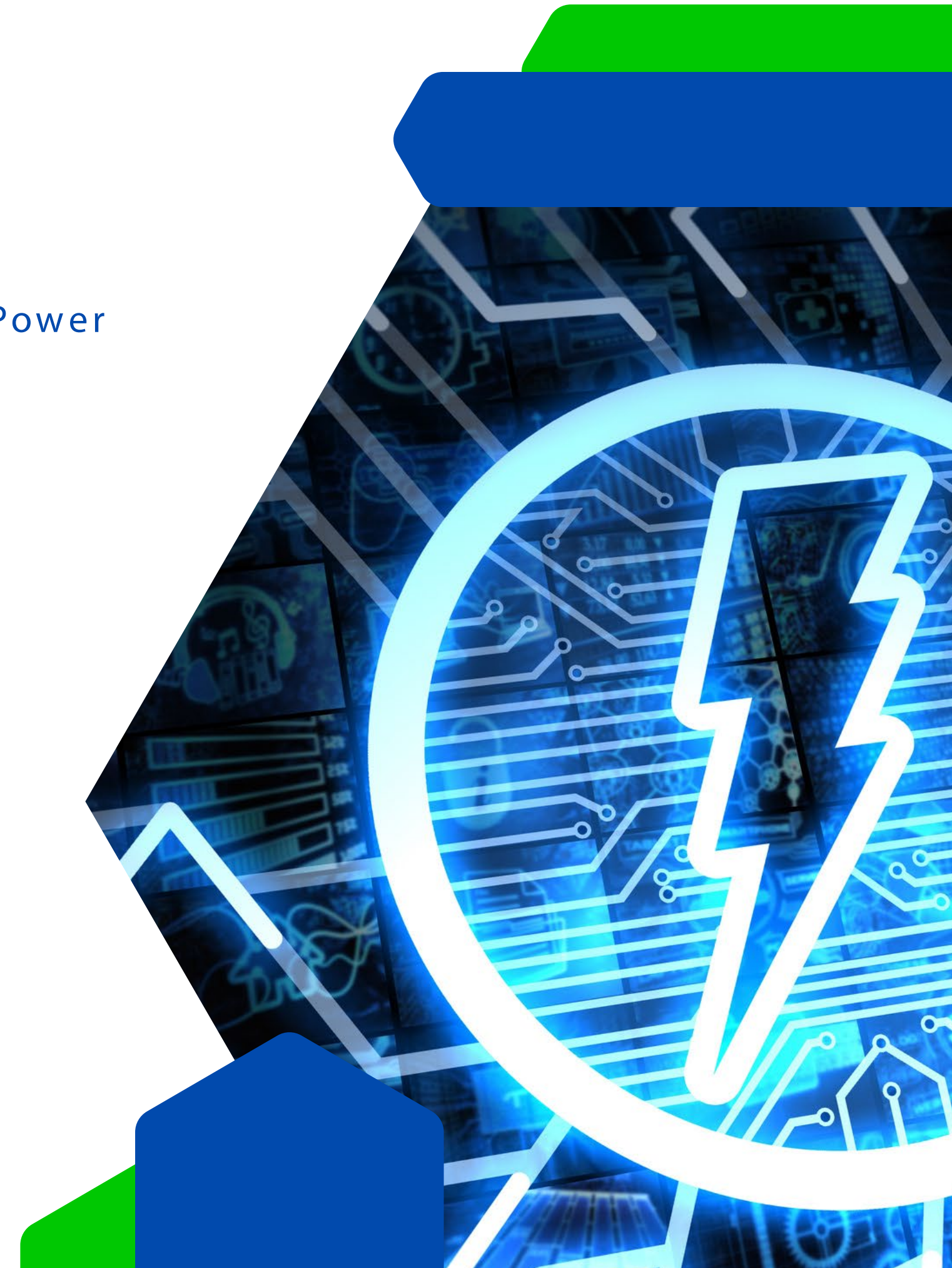
APPLICATION PROCESS...

- Online Application can be found at www.niagaracountybusiness.com/energy-incentives
- Company submits application to the Niagara County Department of Economic Development
- Staff submits application and back-up documentation to the Empower Niagara Board
- Empower Niagara Board sends its recommendation to the Niagara County Legislature's Economic Development Committee
- Economic Development Committee sends its recommendation to the Niagara County Legislature for final approval
- Empower Niagara Board will strive to commit a power allocation for a period of at least three years
- Process can take anywhere from 30-45 days to complete



2008- PRESENT...

- 19 companies have received all allocation of Em power Niag ara Power
- Those companies have invested \$58,690,600 into their facilities
- Those companies have retained 797 jobs
- Those companies have created 4 15 new jobs



EMPOWER NIAGARA COMPANIES INDUSTRY SECTORS...

- Manufacturing – 9
- Retail – 4
- Tourism – 3
- Agriculture – 2
- Warehousing & Distribution - 1

ARE YOU OUR NEXT EMPOWER NIAGARA
COMPANY?



For any questions about our organization
please contact:

Michael Casale

Commissioner, Niagara County Dept. of Economic Development

 716-278-8750

 Michael.Casale@niagarakounty.com

 niagarakountybusiness.com



PROGRAM OVERVIEW

LOW INTEREST LOAN FUNDS...

NCIDA offers low interest loan funds

- Funds are meant to be "gap" financing
- You need approval from the primary lender before applying to the NCIDA
- NCIDA funds take second position
- NCIDA interest rate is $\frac{1}{2}$ of prime plus 1%
- Application fee \$250
- Cannot exceed $\frac{1}{3}$ of the total project cost or \$250,000 whichever is less
- Loan term typically 7 years



THANK YOU!

For any questions about the program,
please contact:

Andrea Klyczek

Deputy Commissioner, Dept. of Economic Development
Assistant Director, NCIDA

 716-278-8761

 Andrea.Klyczek@niagaracounty.com

 niagaracountybusiness.com



Niagara County
Center for Economic Development

niagara county
**production
program**



Q & A

