2020 Year-End Summary
2020 Transaction Overview

In 2020, the Suffolk County IDA Closed on Transactions for Nine Projects

Total Private Capital Investment: $97,349,951

Total Jobs Created or Retained: 2,500

Total Annual Payroll: $165,800,000+
THE IDA’S WORK IN ACTION
Success Stories

The Hampton Business District (245 Rogers Way) – Warehouse/office facility

- Began work with the IDA in 2009.
- This is now the fourth building to be approved to receive IDA assistance.
- Amazon, Inc. will occupy a 91,000 square-foot warehouse facility at 245 Rogers Way as a “last-mile” fulfillment center.
- Creation of 100 new full-time jobs.
- Average salary between $34,100 and $60,000.

HBD’s Growth with the IDA

Currently Built Out:
- Three Buildings - 200, 215, 220 Rogers Way

Companies Include:
- Tate’s Bake Shop
- Duggal Visual Solutions
- Technical Glazing Solutions
- Niosi Firearms
- ADS Management
- AC Electric
- Carrier Enterprises
- Westhampton Beach Brewery

Total local expenditures in excess of $23 million annually!

Tax Generating Hub! This property was previously untaxed county land generating no tax revenue and zero additional direct/indirect benefits prior to its recent development.
Success Stories

Contract Pharmacal Corporation – Manufacturer of pharmaceuticals/other supplements

• Family-owned business since 1971 that continues to expand in the Innovation Park at Hauppauge with the IDA’s assistance
• $3.6M investment to expand an existing 73,000 square-foot facility
• Adds 40 more full-time positions with an average salary of $63,000
• Pushes company’s total headcount on Long Island to nearly 1,400

More about CPC Relationship with IDA

• Considered a move to Florida in 2010.
• SCIDA deal kept 450 jobs on LI with a promise to add 175 more.
• Two years later, job commitments more than doubled bringing total to 900.
• Since 2018, the company’s headcount has grown by 20%.

Source: Newsday/Jeremy Bales
Huntington Hotel – Revitalization of historic building for use as a boutique hotel

- The 110-year old, Old Huntington Town Hall Building, located at 227 Main Street, will be transformed into a boutique hotel.
- Represents a $23 million investment into the renovation of the previously vacant location.
- The 53,636 square-foot building will be the site of an 80-room boutique hotel.
- 100 construction-phase jobs will be created.
- Upon completion, 14 new full-time jobs will be created.

Assisting in the revitalization of local historic landmarks, creating jobs for Long Island residents, and attracting tourists to our local downtowns

Credit: Huntington Village Hotel Partners LLC
SUPPORTING BUSINESSES & FOSTERING RELATIONSHIPS
Launch of COVID-19 Resources Page

Helping Local Businesses Connect with Valuable Information

• ‘Business as usual’ came to a halt due to the COVID-19 pandemic and companies were turning to us for aide and guidance.
• The Suffolk IDA collaborated with the Department of Economic Development and Planning as well as the Department of Labor to provide information on safety guidance and funding opportunities.
• Once page was launched, SCIDA emailed all clients with the information.
COVID-19 Sales Tax Equipment Relief Program

Easing the Financial Burden on Our Businesses

• To help ease the unforeseen expenses businesses incurred due to the pandemic, the IDA created the COVID-19 Sales Tax Equipment Relief Program.
• The first program of its kind, which has since been modeled by other State IDAs.
• The IDA granted sales and use tax exemptions to manufacturers, suppliers, and distributors of personal protective equipment (PPE) and healthcare and medical providers, first responders, home health aids, patients and for residents’ personal use.
• The sales tax exemptions were put towards:
  • Medical and hospital equipment
  • Disinfectants, sterilizers and sanitizer equipment
  • Products and chemicals
  • Medicine and pharmaceutical products and over-the-counter drugs to be used in the treatment and prevention of COVID-19
Connecting with Local Businesses and Industry Groups

Ascertaining the Impacts of COVID-19 On Businesses

• The Suffolk IDA partnered with Nassau IDA and Hofstra University to distribute an economic impact survey to businesses throughout Long Island.

• The survey was critical in helping local governmental officials assess and address the needs of businesses struggling from the effects of the pandemic.

• In a similar vein, we also helped to organize manufacturing stakeholders, regional IDA’s, Ignite, ESD, Adapt, MTRC, LI_MEPC, HIA-LI for discussions with the Commissioner of Economic Development and Planning on behalf of the County Executive to discuss COVID-19 response with businesses impacted by the shutdown.

COVID-19 Impact Survey distributed to manufacturing stakeholders and IDA clients.
Suffolk IDA & Nassau IDA
COVID-19 Economic Impact Report

Measure of Real-Time Economic Impact of COVID-19 On The Regional Economy

- Suffolk IDA and Nassau IDA joined forces with HR&A to develop a dynamic approach to measure the real-time economic impact of COVID-19
- The economic impact report was broken down into three sub-topics:
  - Initial economic shock
  - Rates of Recovery
  - Projection of the “new normal”
- Purpose was to understand the specific geographies, populations and business sectors that have been disproportionately impacted by the crisis and how this might, in turn, impact local governments.
- Findings informed local decision making, requests for resources and near- and long-term resiliency planning.
The Suffolk IDA and Nassau IDA Partner With Discover LI

• The Suffolk County IDA partnered with the Nassau IDA and Discover LI to launch a free, mobile-exclusive Long Island Downtown Deals Travel Pass.
• The goal of these efforts was to encourage local tourism and economic prosperity by marketing small businesses and other downtown attractions, restaurants, breweries, shops and more!
• More than 46,000 people have viewed the program since its inception.
Long Island Economic Development Collective

Long Island’s Eight IDA’s Worked Together To Support Regional Economic Growth

• Long Island’s eight IDA’s and Discover Long Island, the region’s official Destination Marketing Organization, have united to spur business attraction at a time quality of life is driving workplace decisions.
• The Long Island Economic Development Collective (LIEDC) is a proactive marketing approach capitalizing on Long Island’s talented workforce, advanced industries, intellectual capital, and proximity to New York City.
• The group launched a marketing campaign to draw more attention to the region’s pro-business climate and unparalleled quality of life.

Results of LIEDC Efforts:
• 3.89 million Google Search impressions
• 24,000 clicks
• .62% click-through rate (CTR)
• 13,677 website users

County Executives Steve Bellone and Laura Curran join Long Island’s eight IDAs, Discover LI and the LIA to announce the creation of the LIEDC.
Long Island Intelligence Report

Regional Partnership with Site Selection Magazine

- In the September 2020 issue of Site Selection magazine, Long Island was featured in the publication for the first time.
- Suffolk IDA had a full page ad included in the September issue, promoting the benefits of conducting business in Suffolk County.
- Site Selection magazine provides over 44,000 readers with extensive research and information on business expansion planning information. The reader demographic includes:
  - Corporate Executives
  - Site Selection Consultants
  - Real Estate Professionals
  - And More
New York State Comptroller’s Report

Suffolk County Leads The Way In Job Creation

• In its annual review, the New York State Comptroller found that Suffolk County once again led the way in job creation (based on 2018 data).
• According to the report, 137 of the Suffolk IDA’s active projects resulted in the creation of 12,881 – the second largest number of new jobs in the state, trailing only behind the New York City IDA.
• A single project, Broadridge Financial Solutions Inc., was responsible for the creation of 1,219 jobs.
• NYS’s average tax assistance per job created was $4,378. SCIDA was $901, which is the lowest in the state.

Source: Broadridge Financial Solutions Inc.