



Herkimer County: *Fertile Ground for Cultivating Food Manufacturing Businesses*

Located in the heart of New York State, Herkimer County is a welcoming, cost-effective place to do business with easy access to major east coast markets—within 300 miles of one-quarter of the population of the U.S. and Canada.

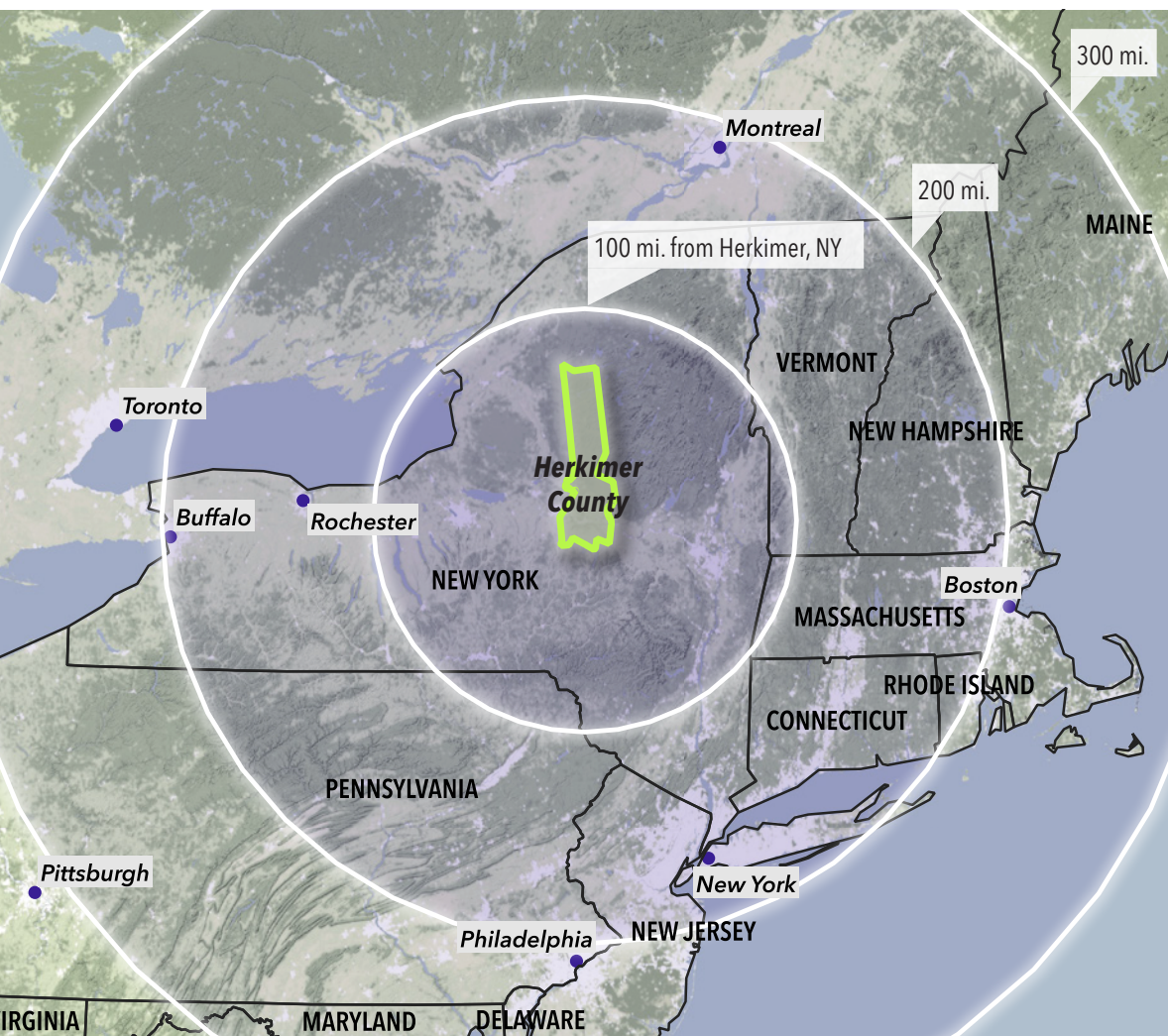
Herkimer County is already known for its deep agricultural heritage and robust regional food and beverage manufacturing sector. The county's surrounding region boasts nearly 300 businesses active within the food manufacturing, distribution, and related business sectors, with more than 5,000 experienced food and beverage manufacturing employees.

With the help of the Herkimer County Industrial Development Agency (HCIDA) and our regional and state-level economic and workforce development partners, you'll find committed and proactive collaborators to support your business from its founding to its success and growth.



Location is Everything

With a robust transportation network, a productive agricultural region, and access to 25% of the population of the U.S. and Canada within 300 miles, Herkimer County offers food manufacturers an optimal home for their operations.



52.6 million

U.S. residents within 300 miles

Multi-modal

transportation network, including I-90, state highways, freight rail, and commercial airports

Farmers in Herkimer County and its 10 surrounding counties produce and sell

\$565 million

in **milk** and

\$21 million

in **vegetables**

Lower Natural Hazard Risk than 77% of NY Counties

according to **FEMA Expected Annual Loss** ratings

“

Travel to remote clients via multiple airports, rail, and interstate travel allows us to mobilize quickly and efficiently.....The proximity of Herkimer County to a variety of high population markets has allowed us to position ourselves for efficient support of our B2B food manufacturers serving those areas.”

Vice President of Operations
JBF Stainless LLC

Infrastructure Ready to Power Your Business Forward

In addition to its ideal location and robust transportation infrastructure, Herkimer County has the resources and utilities food manufacturing businesses need to launch and grow.



Abundant, publicly-owned **water and sewer** capacity across the county, ready to accept new hook-ups, and available to keep your facility running efficiently and up to the highest food safety standards



Widespread existing **natural gas** hook-ups with room for expansion, serviced by National Grid



Some of the most affordable and sustainable **electricity** in the nation, much of which is supplied by hydropower and Herkimer County's rapidly growing solar sector—serviced through a combination of municipally-owned utilities and National Grid



Readily available **broadband and fiber** coverage serviced through Spectrum and Northland Communications

With this winning combination of existing and available utility capacity, as well as ongoing investment in enhancing the sustainability of its utilities, Herkimer County is a place where your food manufacturing business can set up now, and thrive well into the future.

The People Your Business Needs Now, and Into the Future

Herkimer County's workforce is job-ready, available, and has the experience needed to help businesses grow. The region's robust network of educational institutions and workforce development organizations enthusiastically support local businesses' efforts to recruit, train, and retain the people needed to meet and exceed their business goals.

Herkimer College & MVCC partner with businesses

to create employer-specific training programs for onboarding and upskilling employees.

Relevant Majors and Certificate Programs at Area Schools:

Herkimer College, SUNY Polytechnic, and Mohawk Valley Community College

- Air Conditioning and Refrigeration
- Electrical Service Technician
- Welding Technology
- Chef Training
- Culinary Arts Management
- Food Service Administration
- Quality Assurance
- Supply Chain Management
- Electrical, Mechanical, and Computer Engineering & Engineering Technology
- Mechatronics
- Accounting
- Business Administration
- Digital Media and Marketing
- SUNY Manufacturing Apprenticeship Program

Working Solutions is the county's one-stop shop

for employee recruitment and specialized training—and works with businesses to reimburse training wages.

“

*When we started our journey to hire and staff this team, we were thrilled with the turnout. A lot of the applicants had experience at distribution centers or in manufacturing—they came to us with the foundation that we needed to make this successful. **Working Solutions has been an excellent resource for us**, to make sure we can hire and maintain the staff we that need to support the growing business.”*

General Manager
Tractor Supply Company in Herkimer County

More than

5,000

people employed in food & beverage manufacturing in Herkimer County and its 10 surrounding counties

\$35,613

Mohawk Valley median wage for all production occupations

21%

Herkimer County residents who have attained B.A. or higher, while

over half

have completed some higher education

1 in 7

Mohawk Valley manufacturing workers are employed by food businesses

5.3%

Herkimer County unemployment rate (Feb. 2022)

A Dynamic, Diverse, and Growing Food Manufacturing Cluster

When businesses choose to locate in Herkimer County, they're joining a vigorous ecosystem of food manufacturers and essential suppliers operating locally and across the region. With firms servicing every leg of the supply chain, the region's food manufacturing cluster offers a breadth of business operation options unrivaled in such close proximity to the East Coast's biggest markets, and others around the globe.

Nearly 300 food & beverage manufacturing, distribution, and related businesses are located in Herkimer County and its surrounding region.

Food manufacturing is the Mohawk Valley's **third largest manufacturing sector**, with **4.6% growth** projected from 2018 to 2028.

Herkimer County boasts a concentration of food & beverage manufacturing jobs **nearly double the national average**.

Manufacturing and food business innovation intersect in the Mohawk Valley.

The region is home to a **robust network of food business incubators and innovators**, including:

- The Farm and Food Business Incubator and Institute for Rural Vitality at SUNY Cobleskill
- The Center for Agricultural Development and Entrepreneurship (CADE)
- The Food Systems Institute, Grain Innovation Center, and Center for Craft and Food Beverage at Hartwick College (Oneonta, NY)
- The Brewing Fundamentals Certificate Program at Mohawk Valley Community College (Utica, NY)

Major food manufacturers and key support businesses operate in the region, including:

- Chobani
- Kraft Foods
- HP Hood
- Beech-nut
- Byrne Dairy
- Dairy Farmers of America
- Sovena USA
- JBF Stainless
- Feldmeier Equipment
- Tractor Supply

The Advanced Institute for Manufacturing (AIM)

supports small and mid-sized manufacturers to develop new products, reduce costs, and increase efficiency and profits.

The Mohawk Valley Regional Economic Development Council identified the **agribusiness and food industry as one of three key drivers of economic growth** in the region.

Food manufacturing business operators point to the region's availability of key support industries—including agricultural producers, processors, equipment fabricators, packaging manufacturers, maintenance technicians, and distributors—as a major asset to Herkimer County businesses.

Herkimer County is the Place to Be

Herkimer County's family-oriented communities provide an excellent quality of life with an affordable cost of living and a comfortable small-town atmosphere in close proximity to outdoor wonderlands and cultural gems.

Beautiful landscapes and four-season recreation abound in Herkimer County, located in New York State's Mohawk Valley region, between the Adirondack Mountains and the Catskill Mountains. The Adirondack Park to the north offers hiking, camping, boating, mountain biking, snowmobiling, and skiing and snowboarding.

The annual Mohawk Valley Garlic and Herb Festival and Little Falls Cheese Festivals **celebrate the region's farmers, artisan food producers, and agricultural heritage.**

Herkimer County's small towns offer nearby opportunities for live music and cultural events. The Adirondack Bank Center and Turning Stone Resort and Casino host performances, and you can find art classes and concerts at the Mohawk Valley Center for the Arts.

Combined with a bustling local and regional economy, a welcoming network of K-12 schools, innovative colleges, and a robust cluster of medical and health services across the region, Herkimer County is home to the full wealth of experiences and resources that the Mohawk Valley Region has to offer, and a place within a tight-knit and vibrant community at the same time.



Little Falls Cheese Festival



Utica College men's ice hockey team at Adirondack Bank Center



"Loon in Motion" taken by Steve Barnum in northern Herkimer County



McCauley Mountain in Old Forge, NY

At Your Side Every Step of the Way

The Herkimer County Industrial Development Agency and our economic development partners across the county, region, and state aim to make it easy, efficient, and profitable to launch, expand, or relocate your business in Herkimer County.

HCIDA can assist qualified projects to access financing through local, state, and federal programs.

- **HCIDA Industrial Revenue Bonds:** Tax-exempt industrial revenue bonds encourage lenders to provide financing for land, buildings, machinery, and equipment at interest rates well below market
- **Herkimer County Small Business Revolving Loan / Grant Fund:** Low-interest loans and grants for businesses with fewer than ten employees

Herkimer County's per-capita local taxes are consistently among the lowest in New York State.

There are no local or state taxes on personal property or inventory and no local income tax. The combined state and local sales tax is 8.25%. Tax incentives include:

- **HCIDA Straight Lease Program:** HCIDA can hold a nominal title to a property, which allows a company exemption from sales and mortgage recording taxes and reduced real property taxes through a Payment in Lieu of Taxes (PILOT) arrangement
- **New York State Excelsior Jobs Program:** Firms in the Excelsior Jobs Program may qualify for the Jobs Tax Credit, Investment Tax Credit, Research and Development Tax Credit, and Real Property Tax Credit

“
Herkimer County IDA has been absolutely terrific to work with. In my travels around New York State, Herkimer County has been an outstanding partner... proactive, clear, to the point, and responsive.”

Agricultural Economic Program Director
Cornell Cooperative Extension, Oneida County

“
The IDA and Herkimer County workforce development partners are accessible and willing to help, with aligned goals to grow and maintain local manufacturing. They are community individuals, invested in making thriving local businesses, and have been eager to assist coordination with various available programs and incentives.”

Vice President of Operations
JBF Stainless LLC

Economic Development Partners

- Mohawk Valley Economic Development District
- Mohawk Valley EDGE
- National Grid Economic Development Grant Program
- NYS Empire State Development
- Pursuit CDC & Pursuit Community Finance
- US Department of Housing and Urban Development (HUD) Local Revolving Loan Funds

A Site and Setup for Every Business, Large and Small

Herkimer County's manufacturing economy is constantly moving—and things are moving fast. Our site inventory constantly changes as businesses move in and new properties become available.

Herkimer County IDA works aggressively to make sure our inventory of properties has something to offer businesses of every size. We will be your partner from the moment you learn about a parcel to your opening day and beyond.



For an up-to-date roster of available properties

with technical specifications and due diligence information, please visit the Herkimer County Industrial Development Agency's website at herkimercountyida.org/properties/ or call our office at 315-866-3000.

Welcome to Herkimer County—we look forward to doing business with you.