

## Room to Grow



*“My family has done business in Geneva for generations. When it was time to grow, the City and its partners stood ready with critical financing to support our growth.”*

*–Bill Legott, Owner, Club 86*

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Retaining and growing our existing business is our highest priority. When your existing business in Geneva is ready to grow, the City and our partners stand ready to support you in your expansion efforts.

### **Financing**

As your expansion plans firm up, the City can facilitate the financing you need to achieve your growth goals. Whether it's making a connection with a local lender, facilitating a loan with one of our partners, or supporting you through our own Revolving Loan Fund program (or all of the above!), we can help you put

together a financing package that makes sense to your bottom line.

The City's [Local Development Corporation](#) manages investments in business growth through our Revolving Loan Fund. These funds can be used to support equipment acquisition, facility rent, payroll, or working capital. Funds are locally-managed and the application and funding processes take as little as a few weeks to complete.

The City also has an extensive network of partners who can support projects through low-cost financing. [Ontario County's Economic Development Corporation](#) offers its own revolving loans, which can be paired with City funds to complete a financing package. Additionally, the City regularly partners with the Small Business Administration [Small Business Administration](#) and local not-for-profit [PathStone](#) on financing opportunities for expanding firms.

The City's [Industrial Development Agency](#) can also support your expansion through a number of locally-developed incentives. Qualified projects can be eligible for property tax phase-ins, mortgage and sales tax abatements, and land-cost write-downs. Contact [Matt Horn](#) to discuss your project and evaluate these incentives for your expansion.



## Buildings and Sites

There are a wide range of public and private sector opportunities for growing your business in a new location.

The [Geneva Industrial Park](#) is a 150-acre publicly owned site, with available parcels ranging from 5 to 25 acres. It is fully served with electric, natural gas, fiber optics, water, and wastewater.

The City and our partners are pleased to offer two production incubator spaces. The [Cornell Agriculture and Food Technology Park](#) is home to a Food and Agriculture incubator, which offers low-cost office, laboratory, and production space. Contact [Gordon Maynard](#) to schedule a tour of the space. The City operates an additional incubator at the Geneva Enterprise Development Center, which is home to production, financial services, food and beverage, and information technology firms. Contact [Bob Brown](#) to discover opportunities at this site.

There are also a host of opportunities in downtown Geneva to get your business moving. Contact the [Geneva Business Improvement District](#) for information on available spaces downtown.