

Conor Eckert
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Mr. Jeffrey Crist, Chairperson
Orange County Industrial Development Agency
Orange County IDA Headquarters
4 Crotty Lane
New Windsor, New York 12553

Re: Balchem Expansion & Retention Project

Dear Chairman Crist and Orange County Industrial Development Agency:

I am writing in enthusiastic support of the proposed Balchem expansion & retention manufacturing project. My support is based upon the critical direct impact and unique indirect and induced impact the proposed project will have on our local community and broader economic development goals. Business retention and expansion is the backbone of economic development - according to the International Economic Development Council, 80% of new jobs and investment come from companies that already exist within a community.¹ This data point shows the critical role the expansion and retention function plays in the localized and national economic development landscape.

The proposed Balchem project will supply direct economic benefits to the local community by way of new tax revenue, local labor construction activity, and the retention of local jobs and innovation in Orange County. In particular, the project is expected to generate over \$2 million in new revenue for the local community, as compared to only \$651,000 during the same time period with no project. This represents a nearly **200%** increase in revenue for the local community. In addition to the new revenue, this project will preserve 36 well-paying *local* manufacturing careers with robust benefits, provide ongoing sales tax and payroll tax revenue, and support the local retail and service business industry in and around the Town of Walkkill. Supporting and growing the manufacturing sector is a key tenet of our long-range economic development strategy. By supporting Balchem, we are further validating our market as a dynamic location for manufacturing - particularly food and beverage and life science-oriented activity, which are emerging sector opportunities for Orange County.

Our team at the Orange County Partnership and partners have been working with Balchem on this competitive project and site selection process, stemming from an outdated and inadequate manufacturing facility in Slate Hill. The state of the facility has caused Balchem to relocate production from Orange County to other areas of the country - the proposed \$36 million manufacturing facility will retain local jobs, put local construction professionals to work, provide new tax revenue for the community, and potentially lead to the return of relocated production and R&D activity back to Orange County and the State of New York. Importantly, IDA incentives are necessary

¹ [IEDC Why and Impact BRE NEW.pdf](#)

to ensure Balchem proceeds with the new facility investment in the Town of Wallkill, as opposed to continuing the trend of relocating operations outside of the community.

In 1967, Balchem located their first facility in Slate Hill – since that time, the company has become publicly traded and has scaled manufacturing operations across the world. Today, we have an opportunity to play a key role in retaining and supporting this home-grown Orange County company and critical presence in our innovation ecosystem as they seek to invest in a modern facility that ensures Balchem *remains* in Orange County.

Sincerely,



Conor Eckert
President & CEO

CC: Bill Fioravanti
Executive Director, Orange County IDA