

2024 Year-End Summary

Past 3-Year Transaction Overview

Total Number of Projects: 21

Total Private Capital Investment:

\$403,310,981

Total Jobs Created and Retained:

3,295

Total Annual Payroll:

\$282,185,096





SUCCESS IN VARIOUS INDUSTRY SECTORS

Success Stories

Fieldstone at Commack II, LLC.

- Fieldstone at Commack II, LLC re-engaged with the Suffolk County Industrial Development Agency (SCIDA) to embark on an ambitious project aimed at enhancing affordable housing options for Long Island's 55 and over population.
- The Suffolk IDA, following the lead of the Suffolk County Legislature, recently introduced an affordable housing policy, making it the first of its kind among IDAs in the State.
- The development comprises the construction a 111,223 square-foot, garden-style rental community on a 5-acre parcel located at 1098-1120 Jericho Turnpike in Commack, NY.
- This \$41 million project will consist of 98 apartments and is the first project to utilize the Suffolk IDA's new affordable housing policy.

The planned community will offer a fully amenitized living environment with a mix of one and two-bedroom units, catering to diverse resident needs.



Source: Fieldstone at Commack LLC.

Success Stories

Modern Aviation LLC

- Modern Aviation LLC is a reputable Fixed-Based Operator (FBO) located at Gabreski airport, along with other locations at JFK, LaGuardia, MacArthur, and Republic airports. In response to the growing regional demand for air travel and other aviation services, the company sees this as an opportunity to expand its operations.
- The project includes the replacement of the older hanger with a larger, better-equipped building to expand the company's service offerings to customers.
- With the SCIDA's support, the project applicants will construct a 35,200-square-foot building on five acres of land that represents a \$15.5 million investment that will also create 13 new employment opportunities within the first two years.

The project will feature updated fuel storage tanks and a new pumping system, which will increase fuel storage capacity. The investment will also allow them to offer their clients office and hanger rental space, aircraft parking as well as de-icing, ground handling, catering, lavatory and concierge services.



Source: Modern Aviation LLC.

Success Stories

Promotional Solutions Inc.

- Founded in 1996, Promotional Solutions Inc., currently operating as PPD&G, has emerged as a pioneer in the custom manufacturing sector. The company specializes in printing, packaging, displays, and gift items.
- The project included the purchase and renovation of a 39,947 square-foot building located at 145 Kennedy Drive, Hauppauge, NY. With SCIDA's support, Promotional Solutions Inc. will move its current operations in Farmingdale and invest more than \$8.49 million to purchase and renovate a larger facility that will serve as the company's headquarters.
- At present, the company has 52 employees in Suffolk County, with an annual payroll exceeding \$2.6 million.

To accommodate for continued growth, PPD&G will relocate to a larger facility to meet increasing demand and broaden their range of services, which will also function as their new headquarters. The new facility will expand from 21,700 square feet to 39,947 square feet, representing a growth of more than 18,000 square feet.



Source: Long Island Business News, 145 Kennedy Drive
Hauppauge / Courtesy of Premier Commercial Real Estate

Success Stories

Citation Healthcare Labels LLC

- Founded on Long Island in 1963, Citation Healthcare Labels is an industry leader in technologically advanced in-house manufacturing of clinical trial labeling solutions. The company specializes in high-quality expedited services for the Pharmaceutical, Biotech, Contract Research Organization (CRO) and Contract Packaging industries.
- With the IDA's support, Citation Healthcare Labels will keep its existing facility, located at 55 Engineers Road in Hauppauge and expand into the neighboring facility, located at 65 Engineers Road.
- The \$3.5 million project will allow for the renovation and equipping of the new 23,000 square-foot facility that will support the company's growing need for manufacturing and warehousing space, while increasing its overall headcount from 126 to 151 full-time employees within two years.

The acquisition of the adjacent site brings Citation Healthcare Labels local footprint from 36,000 square feet to 59,000 square feet. The investments into the facility will feature state-of-the-art technology and machinery allowing the company to remain on the cutting edge of its industry. Additional facility improvements also include upgrades to the existing heating, ventilation, and air conditioning (HVAC) system to ensure the properties are supported with an ideal temperature and humidity-controlled storage environment



Source: Newsday / James T. Madore

THOUGHT LEADERSHIP & EVENT PARTICIPATION



36th Annual HIA-LI Trade Show

Each year, the HIA-LI hosts their annual trade show event & conference to bring over 4,500 business professionals together.

- Hosted at Suffolk County Community College's Grant Campus, the event had representation from industries including Energy/Environmental, Technology, Manufacturing, Finance, Hospitality, Health Care, Media/Advertising, Education, Government & Workforce Development.
- The Suffolk IDA was a proud gold sponsor of the 36th Annual HIA-LI Trade Show. As a lead sponsor, SCIDA had a prominent presence, helping other Long Island businesses learn how they can work with us to help their business succeed in Suffolk County.



Solar-Up Suffolk Program

Suffolk County is leading the charge towards a sustainable and environmentally conscious future!

Suffolk County is leading the charge towards a sustainable and environmentally conscious future. County Executive Ed Romaine's administration has launched 'Solar-Up Suffolk,' a new multipronged program to encourage solar power use by Suffolk residents and businesses.

The Suffolk IDA has recently passed its groundbreaking Solar Policy. This initiative aims to motivate businesses to explore the use of renewable energy in their projects. Through this policy, the IDA will provide support, including enhanced PILOT incentives for those who decide to implement this technology.



Solar-Up Suffolk Program

Solar Up Suffolk aims to achieve the following goals:

- *Encourage Long Island businesses and residents to utilize solar energy through a series of educational initiatives.*
- *Emphasize the importance of practicing proactive environmental stewardship and utilizing renewable energy as a community.*
- *Lead the charge for a more sustainable and environmentally conscious future.*

Advancing Suffolk County's Clean Energy Future

The Suffolk IDA and the Long Island Business Development Council recently held a successful dinner event, bringing together leaders in government, energy, and business to discuss renewable energy opportunities for Suffolk County.

Edward P. Romaine, Suffolk County Executive

- Introduced the Solar-Up Suffolk initiative to expand commercial solar opportunities and proposed a Renewable Energy designation for The Long Island Innovation Park at Hauppauge, the nation's second-largest industrial development hub.
- Emphasized collaboration with LIPA to align efforts on the new water treatment plant, ensuring efficient roadwork and pipeline installations.
- Encouraged business leaders to complete the Suffolk IDA's renewable energy survey and explore new financial assistance programs for solar and geothermal HVAC projects.

Key Takeaways:

- Renewable energy is a critical priority for Suffolk County, with exciting opportunities for businesses to lead the charge.
- Collaboration among local leaders, energy providers, and businesses is key to achieving a sustainable future.
- Tools like the IDA's financial assistance programs and renewable energy survey help make the transition easier for businesses.



(L-R) Melissa Schlosberg, Office of the County Executive, Kelly Murphy, Executive Director/CEO of the Suffolk IDA, Edward P. Romaine, Suffolk County Executive, and Irwin R. Krasnow, Mayor of the Village of West Hampton Dunes.

Long Island Business News – 2025 Outlook

- Included in the January 3rd edition of the paper.
- Sarah's insights were part of a broader feature study which included entries from dozens of regional businesses leaders and executives.
- The Suffolk IDA is poised for another successful year in attracting and retaining businesses, to generate significant private capital investments into our economy and to create jobs for our residents.

Sarah Lansdale

Chairperson

Suffolk County Industrial Development Agency



Suffolk County's economy is once again projected for continued growth in 2025, building on a successful 2024. The Suffolk County Industrial Development Agency (IDA) remains focused on fostering economic expansion through strategic financial assistance that leads to transformative investments for local communities.

In 2024, SCIDA-supported projects drove almost \$157 million in private capital investment while retaining 1794 jobs and creating 110 new positions, supporting an annual payroll of more than \$198 million. The agency's 143 active projects, valued at \$2.6 billion, have created 13,085 jobs, placing Suffolk County second in the state, just behind New York City. All of these new projects represent a continued commitment to revitalize underutilized properties and/or improve existing ones into thriving tax and employment generators.

Addressing workforce needs, SCIDA continues its support for the development of additional housing units through our first-of-its-kind Affordable Housing Policy, which launched in 2023 with the purpose of expanding housing options. The policy prioritizes veterans and individuals with intellectual or developmental disabilities, ensuring equitable opportunities for Suffolk's diversity of populations.

Renewable energy initiatives will also drive growth in 2025. Through County Executive Edward Romaine's leadership, Solar Up Suffolk program launched in 2024. The SCIDA partnered with Suffolk County to enhance support for solar energy projects, aiming to make renewable energy more accessible for businesses. By offering incentives like enhanced PILOT agreements, the program encourages solar adoption, fostering sustainability and economic resilience.

SCIDA ADVERTISEMENTS: Haugland Group Testimonial



Click on the
photo to view the
testimonial video

SCIDA ADVERTISEMENTS



DRIVING LONG ISLAND'S ECONOMY with Precedent-Setting Projects & Policy

The Suffolk IDA is moving the region forward by attracting forward-thinking companies, creating good-paying jobs, creating more housing opportunities, and improving quality of life.

The Suffolk IDA's numbers from the past three years tell the story:



Total Private
Investment
\$527,123,865



Total Jobs
Created/Retained
4,892



Total Annual
Payroll
\$350,100,312

FIRST-OF-ITS-KIND HOUSING POLICY

Creating greater access to affordable housing has been a goal of Long Island regional planning boards and local government for decades. The Suffolk IDA's Affordable Housing Policy is doing just that. This precedent-setting policy offers incentives for multi-family projects that set aside 10% or more of total units for renters with income at or below 80% of the area medium income level. Enhanced incentives for protected classes such as Veterans and intellectual or developmental disabilities are considered.



Learn more about how the Suffolk IDA is driving Long Island's economy. Call or email us today.

631-853-4802 • info@suffolkIDA.org

www.suffolkIDA.org

As seen in:

- *HIA-LI Reporter*
- *Long Island Business News*
- *NY Mets Yearbook*
- *LI Ducks Banner*
- *Nassau and Suffolk County Building and Construction Trades Directory*
- *Annual NYS Economic Development Council Conference*

WE'RE HITTING IT OUT OF THE PARK FOR BUSINESSES IN SUFFOLK COUNTY

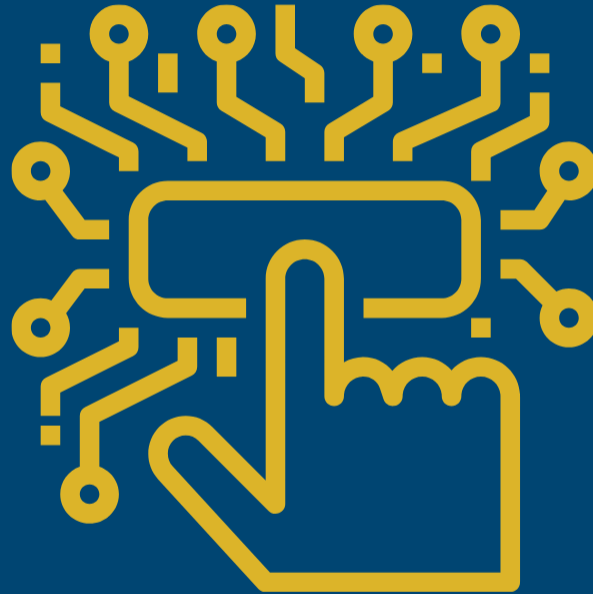
Growth leads to expanding your business' footprint, whether that's expanding your existing facility or moving to larger space. There are costs to consider. Human resource issues to navigate. Governmental regulations to address. At the Suffolk County IDA, our economic development professionals can assist you in all these areas and more. We'll guide you to all available local and state financial resources, utility incentive programs, and the many workforce training assets our region has to offer. We'll help cut the red tape in accessing all these resources that are designed to help your company thrive in Suffolk County. Discover why the pharma, bio-tech, healthcare and small to medium size manufacturing sectors are booming in Suffolk. You can too.

Isn't it time to discover how your business can thrive in Suffolk County?

Let's talk about what the Suffolk IDA can do for your business. Call or email us today.
631-853-4802 • info@suffolkIDA.org



IMPROVING DIGITAL ASSETS



Social Media

In 2024, the Suffolk Industrial Development Agency committed to enhancing its outreach to its target audience via social media channels.

Strategy Overview:

- This involves connecting with current clients and partners while also drawing in new clients through multiple social media platforms.
- The emphasis of the social media content is to create and execute targeted material specific to the industry and location, while also aiming to generate new leads through shared social content.

By the Numbers:

**Metrics tracked on a monthly basis.*



Suffolk Industrial Development Agency

1,114 Followers

1k-4k – Avg Impressions



Suffolk IDA | facebook.com/suffolk.ida/

770 Followers

1k-2k – Avg Impressions



@suffolkida

839 Followers

1k-5k – Avg Impressions



@suffolkida

129 Followers

2.6% Impressions

Email Marketing Analytics

In 2024, the Suffolk County IDA delivered 13 email campaigns to its more than 4,500 mailing list subscribers, equating to a total of **55,443 individual emails**.

These emails had a **32.1% open rate**, peaking at 40.3% with Prospect Sports.

Subscribers **clicked attached links 7.1% of the time**, with the “Who Are We?” email sporting a 17.5% click rate.

Only 0.24% of recipients unsubscribed throughout 2024.

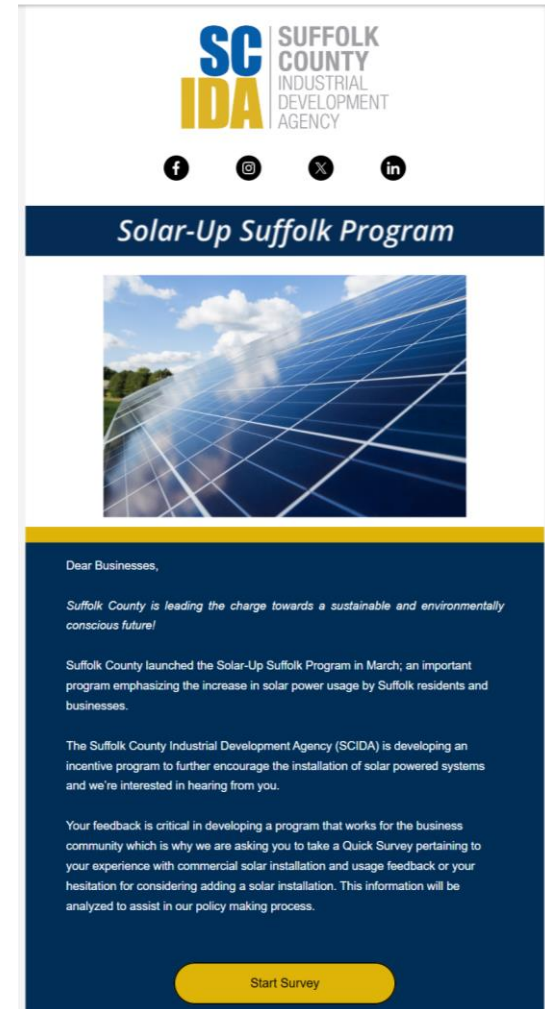


Email Marketing

In July 2024, the Suffolk Industrial Development Agency launched a new series of email marketing campaigns.

Strategy Overview:

- *This involves connecting with current clients and partners while also drawing in new clients through email marketing.*
- *The email marketing content concentrate on regionally targeted information and IDA-related content, all aimed at generating new leads or re-engaging previous clients.*
- *The target audience primarily consists of IDA clients, regional partners, and local businesses and media.*



Email Marketing: By the Numbers



Suffolk IDA Supports

Prospect Sports Partners LLC and Agape Community Sports Services Kings Park LLC.



Destination KP, a mixed-use sports and medical complex, will be the largest of its kind in the tristate area and create over one hundred jobs for the region

The Suffolk IDA has greenlit support of the development of the largest privately-owned, mixed-use sports and medical complex in the Tri-State Region. Destination KP, which is being developed by Prospect Sports Partners LLC and Agape Community Sports Services Kings Park LLC, will turn 44.5 acres of land—located at 350 Old Northport Road, Kings Park, NY—into a state-of-the-art regional tourist destination for sporting events, camps and tournaments.

The new property will feature top-notch facilities such as:

- Seven outdoor playing fields which includes: six multi-purpose playing fields & one practice field.
- A 63,900 square-foot indoor sports and recreation facility, including 10 regulation basketball courts, three indoor multi-purpose fields and a concession complex.
- A 50,000 square-foot medical office building.

The approximate \$92 million project is expected to generate more than 100 permanent jobs as well as 150 construction jobs while increasing tax revenue by attracting hundreds of thousands of visitors per year.

"This groundbreaking project aims to provide our local youth, especially those encountering socio-economic obstacles, with access to organized sports opportunities that were once unavailable to them. The Suffolk IDA is proud to support this project that fulfills a significant need for our children and families, while providing high quality job opportunities as well as substantial revenue generation for local businesses and taxing jurisdictions."

- Kelly Murphy, Executive Director of the Suffolk IDA.

[Learn More About the Prospect Sports Park LLC Project](#)

Prospect Sports

40.3% - Opens

1,866 - Opens

5.8% - Clicks

14.4% - Clicks per unique opens



**Wishing You a Happy Labor Day
from the Suffolk County IDA!**



From all of us here at the Suffolk County Industrial Development Agency, we want to take this opportunity to wish you a Happy Labor Day! Our greatest asset is our people, and they are what drives the success of our companies and the region's economy. As we celebrate this important holiday, we want to extend our sincere thanks to all the dedicated workers across our county who contribute to our community's strength and growth.

Suffolk County, the Suffolk IDA, and our partners are proud to support an exceptional workforce and provide meaningful career opportunities.

One of our key partners, the Haugland Group, exemplifies this commitment through their outstanding apprenticeship programs in civil construction and union labor. These programs offer a clear path for individuals looking to build a career in these vital industries. By combining hands-on experience with expert training, Haugland Group helps shape the future leaders of our workforce, ensuring they are well-prepared for long-term success.



Whether you're just starting your career, seeking new opportunities or hiring new talent, Suffolk County is the place to grow. With the support of our partners, we continue to invest in the development of a strong, skilled workforce that drives innovation and prosperity in our region.

Thank you for being part of our community. We wish you and your family a safe and enjoyable Labor Day!

Labor Day

37.6% - Opens

1,725 - Opens

3.8% - Clicks

10.2% - Clicks per unique opens

IN CLOSING...
HARD WORK PAYS OFF



New York State Comptroller's Report Findings

Suffolk County Leads The Way In Job Creation

- In its 2024 annual review, the New York State Comptroller found that Suffolk County once again led the way in job creation (2022 data).
- According to the report, 143 of the Suffolk IDA's active projects resulted in the creation of 10,401 – the second largest number of new jobs in the state, trailing only behind the New York City IDA.
- Projects value more than \$2.6 billion.



Leveraging Partnerships and Fostering Holistic Approach to Business Development

Improving Services by Maximizing Potential Resources for Clients

