

Consolidated Revenue

Contracts	\$ 95,000
Grant/Misc	\$ 32,691
Reimbursement	\$ 21,061
TOTAL	\$148,752

Consolidated Expenses

Salary & Benefits	\$ 65,043
Insurance	\$ 6,585
Office	\$ 408
Travel & Training	\$ 3,133
Marketing & PR	\$ 2,399
Professional Svcs	\$ 34,270
TOTAL	\$111,838
Operating Income	\$ 36,914

Non Operating

Real Property	\$167,200 <small>real estate value</small>
Grant Pass Through	\$111,494 <small>revenue/expense</small>
Change in NET	\$204,114

NET End of Year	\$258,411
NET CASH	\$ 89,044 <small>March 2017</small>

GRANT MANAGEMENT

USDA Rural Development	\$ 67,825	freshLAB FF&E expenses
NY Main Street Anchor	\$ 500,000	Newberry renovations, freshLAB & new housing
National Grid Main Street	\$ 100,000	Newberry adaptive reuse
Empire State Development	\$1,900,000	Ellicott Station capital
<i>Completed during fiscal year:</i>		
Empire State Development	\$ 15,000	Harvester Center Plan
CDBG Microenterprise	\$200,000	Small business expansion (4) & start-up (3), 9 jobs

BOARD OF DIRECTORS

2016 –2017

Past President	Ramon Chaya, term expired December 2016
President 2017	Pier Cipollone, past City Councilman
Vice President	Peter Casey, Del Plato Casey Law
Past Treasurer	Susie Boyce, term expired December 2016
Treasurer 2017	Mary Valle, Valle Jewelers
Past Secretary	Kathy Ferrara, Batavia's Original Restaurant
Secretary 2017	Jay Sackett, Merrill Lynch

Ex-Officio	Jason Molino, City Manager
Director	Barbara Shine, entrepreneur & retired teacher
Director	Steve Pies, Owner, Max Pies Furniture
Director	Kevin DeMars, Owner, Thermory USA
Director	Wesley Bedford, Manager, M&T Bank

Staff Julie Pacatte, Economic Developer



**\$100 Million
I'M ALL IN!**

Early 2017, BDC and City dialogue lead to the City Council adopting one (1) foundational goal:

To achieve \$100 million public-private investments by 2022.

BDC is All In!

ANNUAL REPORT

Batavia Development Corporation & Ellicott Station LLC

April 2016 - March 2017

Our Organization

The BATAVIA DEVELOPMENT CORPORATION (BDC) works to improve the quality of life within the City of Batavia through planning, collaboration and programming that will encourage retention and development of small business, promote additional and maximum employment opportunities, retain and enhance the community's fiscal base and attract new business through research-based marketing.

Foster an entrepreneurial spirit.

Ripen the real estate market.

Become a friendlier City.

The BDC has assumed extraordinary responsibilities on behalf of the City of Batavia economic development efforts. As such, the BDC has taken exceptional risk to form a strategic organizational entity, Ellicott Station LLC, in order to accept ownership of real property disposed by the City, access State tax incentives and market a priority brown-field redevelopment site for investment. Doing so, expenses, such as real property taxes and insurance, are carried by the BDC. April 2016-March 2017 represents the first fiscal year to reflect a Consolidated Financial Statement which includes income and expenses for both the BDC and Ellicott Station LLC, BDC being sole member of this disregarded entity created solely for redevelopment purposes. See Consolidated Financials on last page, visit www.BataviaDevelopmentCorp.org for audit reports.

Our accomplishments demonstrate the effectiveness of marshalling the professional expertise of our agency, City, County & NY State leaders through mutual support of a shared vision.

- Ramon Chaya, President 2011-2016

- Pierluigi Cipollone, President 2017

BATAVIA DEVELOPMENT CORPORATION

In This Report

- Ellicott Station project advances with \$1,900,000 ESD grant
- Newberry Place architect & contractor selection
- Entrepreneur support expands via Microenterprise program & START-UP Genesee
- Consolidated Financial Statement: BDC & Ellicott Station LLC



Newberry Place & freshLAB begin construction. Photo credit: Howard Owens



Ellicott Station awarded a \$1,900,000 Empire State Development Capital grant.

Batavia Opportunity Area

Ellicott Station, 40-70 Ellicott Street, Batavia, NY

Finger Lakes Regional Economic Development Council Support

A Consolidated Funding Application (CFA) prepared and submitted by the BDC in June 2016 resulted in an Empire State Development grant award of \$1,900,000 to advance the Ellicott Station project, a priority City of Batavia Brownfield Opportunity Area (BOA) site. City, County and State Agency advocacy cemented the regional support.

Per a Development Agreement between the BDC and RFP respondent Savarino Companies, it is the intent of both parties to cooperatively pursue public finance and grant mechanisms to ensure project viability. The Round VI CFA award was actively pursued since October 2015 but recognized as a five year pipeline project by the Finger Lakes Regional Economic Development Council which implied a delayed grant. The BDC initiated a resolution of support adopted by Genesee County, the City of Batavia and Batavia City School District which restated the multi-year effort of many NY State agencies to include Department of State and Department of Environmental Conservation. An additional project packet illustrating support was assembled by the BDC and sent to regional stakeholders which seemingly was well received and caused immediate project support by way of the approved capital grant, December 2016.

While the significant grant is critically important, work continues to solidify other incentives as identified in the project proforma to overcome the extraordinary development costs and limited rents afforded in the market.

Entitlement approvals in 2017, construction is anticipated in 2018.

Harvester Center *Redevelopment Options*

A planning grant secured by the BDC was expeditiously and effectively coordinated. Two (2) distinct redevelopment opportunities emerged for the 20+ acre site.

Mancuso Business Development Group requested support to further explore BOA concepts that would attract investment to "right-size" the former industrial campus.

As such, the BDC was awarded an Empire State Development Planning grant in CFA Round V utilizing a Mancuso Group cash match with BDC in-kind coordination. In less than a year, a consultant was selected, commenced market research and prepared project proformas. Conversations ensued between the property owner, VIP Structures as consultant, GCEDC and the BDC leading to the two (2) favorable options.

1) Live-Work Redevelopment

Demolish obsolete, deteriorating buildings, reinvent innovation zones, introduce new creative retail spaces, add mixed-income loft housing flanked by creative courtyards.

2) Multi-Tenant Warehouse

Build a new 100,000+ sf building that will meet modern day requirements for today's industrial tenants.

Live/Work Redevelopment Est: \$ 30M

Multi-Tenant Warehouse Est: \$ 8M

Harvester Center plan funded, in part, by Empire State Development.

BDC coordinated the professional service request for proposal.

Consultant: VIP Structures, Syracuse

START-UP Genesee

Think–N–Drink social fosters relationships & entrepreneurial spirit

BDC is a founding organizer of START-UP Genesee, a cooperative effort to gather all small business support agencies in one place to meet-n-greet aspiring business owners.

The inaugural event took place at Harvester Center August 2016, followed by the GCEDC Innovation Zone event.

Early 2017, freshLAB was host to nearly 100 people to learn more about resources available to small business as well as the restaurant incubator initiative.

BDC Administered Microenterprise Program Completed

A \$200,000 CDBG grant was awarded the City of Batavia in December 2014 to be allocated by December 2016. The BDC was named sub-recipient to ensure proper program delivery.

The BDC achieved success - NY State program management was satisfied with results.

Assisted businesses:

- Amy's Fluffy Friends
- Batavia Brewing Company
- GAMS Sweet & Savory
- The Hidden Door
- T-Shirts Etc.
- Teddy Bear Daycare
- Trash Away



START-UP Genesee hosted at freshLAB drew a large crowd, February 2017.

Newberry Place *Restoration Underway*

A vacant iconic Main Street structure, the former JJ Newberry building, will be restored and fully utilized. BDC facilitated support is matched by a local investor.

Matt Gray, a Batavia High School graduate and long-time Batavia restaurant owner, has partnered with the BDC to mentor freshLAB start-up restaurateurs, a first of its kind



incubator in New York State. The program has Federal, State and local support validating the unique idea that will invite spirited Foodies to open a business, curb County-wide eating and drinking sales leakages and provide greater access to markets for area farmers.

More so, Matt, the vacant building owner, has thoughtfully approached the entire renovation of the former five and dime retailer located at 109-111 Main Street to house freshLAB, introduce new housing on the upper floors as well as preserve the historic character of the building. Significant public grants secured by the BDC total \$732,825 which initiated the estimated \$2.6M overall investment.

As typical condition of public support, the BDC was required to coordinate the architect and general contractor procurement processes.

Dozens of tradesmen attended the site tours over the winter receiving contractor interest from Utica to Buffalo. Six (6) construction bids were received wherein three interviews were conducted to discuss related experience, budget flexibility and commitment to achieve the delivery date by December 2017. Awarded:

Architect: TRM Architecture, Design & Planning PC, Buffalo

General Contractor: Thompson Builds, Churchville