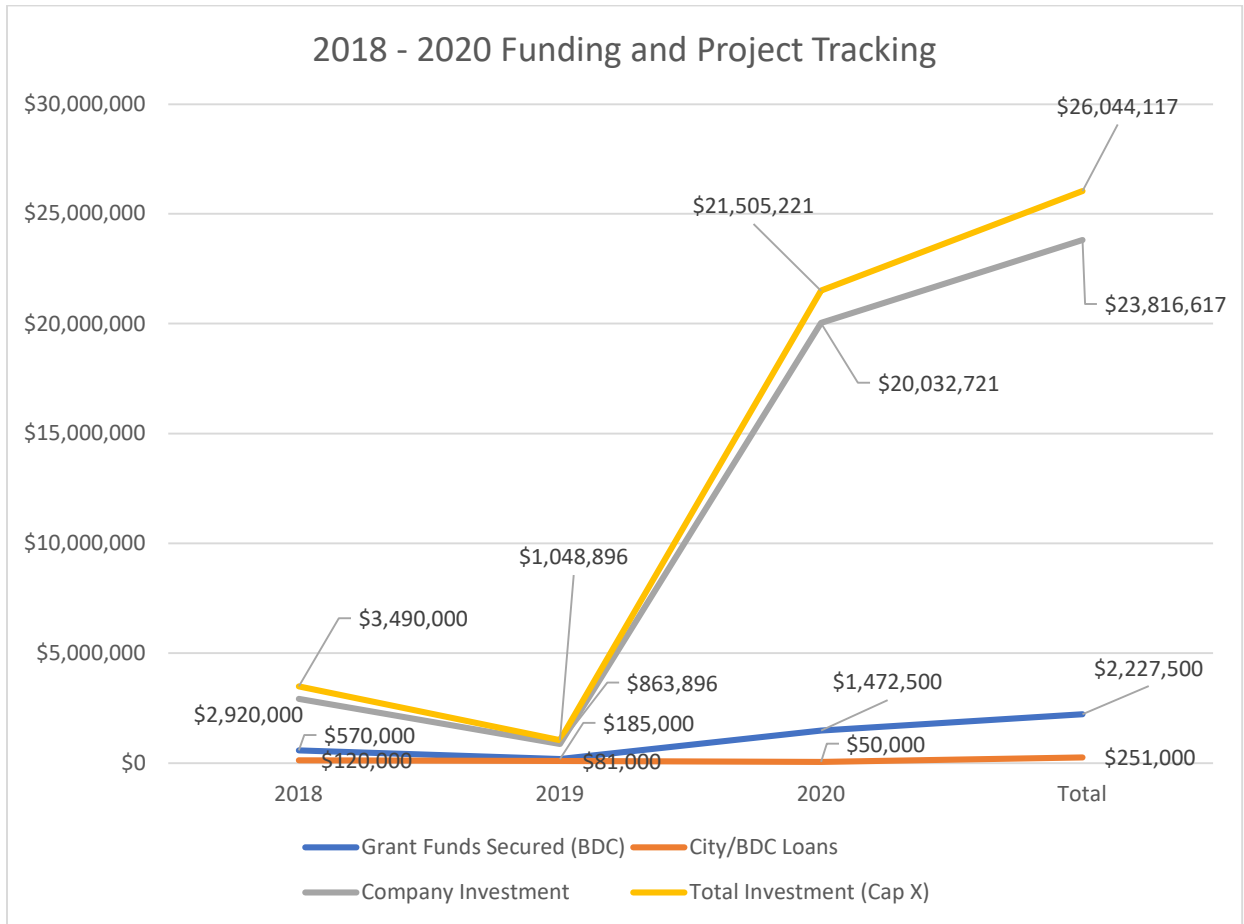


Authority Self-Evaluation of Prior Year Performance

Local Public Authority Name: Batavia Development Corporation

Date: January 11th, 2021

2020 Measurements and Results: The last Measurement Report for the organization was created in December of 2019 and will be reviewed and updated annually. The goals from 2020 are listed below.



Year	Grant Funds Secured (BDC)	CITY/BDC LOANS	COMPANY INVESTMENT	TOTAL INVESTMENT (CAP X)	NEWJOBS
2018	\$570,000	\$120,000	\$2,920,000	\$3,490,000	38
2019	\$185,000	\$81,000	\$863,896	\$1,048,896	2
2020	\$1,472,500	\$50,000	\$20,032,721	\$21,505,221	88
TOTAL	\$2,227,500	\$251,000	\$23,816,617	\$26,044,117	132

1. 1. Secure capital/business investments of \$2.5 million.

Result: For 202, BDC/City project wins, across 12 projects, totaled an estimated investment dollar amount of \$21,505,221 well exceeding our goal. The BDC sales funnel and highly likely projects total over \$77 million dollars in future projects and investment. Many of these projects will be closing in the next 1-3 years, leading to substantial growth in the City of Batavia.

2. Secure business pledges to create 25 new jobs.

Results: The projects that were secured created an estimated 88 new jobs, while also retaining 5 jobs and created roughly 44 temporary construction jobs, exceeding the new job creation goal. Again, with the highly likely projects in our sales funnel, we are projecting another 152 new jobs created in the next several years.

3. Secure Revolving Loan Funds/Grants for the City of Batavia to foster new start-up businesses and promote repairs to commercial and mixed-use buildings.

Results: A Revolving Loan Grant Fund was created in 2019 to fund business ventures and rehabilitation of our buildings in the city to spur economic growth and increase tax base. The BDC has secured 1 RLF Grant this fiscal year thus far. Discussion for further applicants has happened, however the parameters of the program are specific to only certain types of eligible projects. These funds are limited and need to be considered and given judicially, however there are three projects that have been awarded since inception. The BDC Directors' goal would be to focus on the BOA eligible projects in the pipeline, like Harvester or Creek Park, to incentive larger scale projects that can transform our city and generate substantially more revenue to the City and the BDC while also working with smaller projects that are eligible and worthy of consideration into the finite program and funding.

4. Achieve the BDC's 2020-2021 budget from a bottom line financial operating performance (EBITDA) standpoint.

Results: The BDC is on pace to come in below the budgeted expenses and exceed in the budgeted revenue category. This is due to the Director doing as much as possible in house and not seeking professional services unless necessary. It is also due to the GCEDC partner fee when projects submit for their incentives that the BDC refers. The director will continue this approach until it is necessary to seek professional services and continue to push all eligible projects to incentivize with GCEDC as it is a "win – win – win" meaning BDC receives referral fee, GCEDC receives projects and closing costs, and projects receive incentives thus making their projects a reality with long term positive impacts on our community.

5. Successfully administer and implement the Batavia DRI Building Improvement Fund and Revolving Loan Fund Program.

Results: The DRI Building Improvement Fund (BIF) program has been making excellent progress with 3 projects in the construction phase, 1 more ready to bid out for construction and 1 just completed all the necessary environmental testing's. The Director communicates with the project owners regularly and state officials regularly to ensure compliance and progress to complete these projects in 2 years while being very hands on in the paperwork and submission process. The RLF Grant has seen 4 projects been approved, Cedar Street rentals closed their project successfully in April of 2020. A different RLF Grant project is on pace to do the same by the end of the 20-21 fiscal year. Go Art secured an RLF grant and is getting started on their project and the BDC will establish an Opportunity Zone fund that will appeal to developers and investors. As stated above, this program is finite and with limited funds available. In order to maximize effectiveness, the goal is to vet the projects proposed prior to recommending a submission or referral to the Small Business Committee to review.

6. Close or receive commitments for 5 RLF Loans.

Results: The BDC has fallen short of the 5 BDC loan closings or commitments. COVID-19 has created an unprecedented time and a difficult time for businesses. This essentially shut down businesses, reduced employment, limited capacity and increased costs for many in 2020. The SBA had created programs to address the need for funding that were much stronger, quicker and more forgiving than what the BDC's loan could offer. In addition, the BDC and GCEDC discussed similar programs, but with limited resources and funds available, it did not make sense to duplicate SBA efforts as ours could not match. The BDC did secure a loan for \$50k this year to one entity that was in need of the funding to be successful in the DRI program. Loans will be vetted more carefully in the future to ensure the finite funding available is leveraged well to with potential applicants.

7. Encourage, enable and incentivize the downtown building owners to add new upper floor apartments and new residential living in the City of Batavia.

Results: The DRI-BIF, we are promoting an additional 8 apartments in our downtown. Through the 2019 NYMS program another 3 apartments shall be created. Through the RLF grant another 2 apartments. Home Leasing has begun their construction of Liberty Square which will add 33 affordable and veteran units to the city. Through the DRI program, we are poised to an additional 65 apartments to our downtown. In the sales funnel that are not in the grant programs that could add another 4-5. We have strong leads interested in BOA sites throughout the city that could potentially add another 150-200 units in the next 3 years. Identifying BOA sites in 2014 has poised us to continue this trend at an even greater level that carries much more complexity and impact to our city for large scale developments. Through all the projects the BDC has helped through the recent grant programs, we have a commitment of 73 new downtown apartments with potential for many more. With developing Creek Park, that site alone could possibly add 200 more apartments.

8. Participate in the City's environmental investigation and planning around the BOA Creek Park site.

Results: The BDC has been working diligently on planning and developing the Creek Park site, creating an internal strategic plan and soliciting developers to present concepts and designs while promoting the build of high-end market rate apartments, which was addressed as a need in many of our studies. The 3 municipal owned parcels will be environmentally tested with a goal of them being transacted into the Creek Park LLC which was created in 2018. Once transacted, the goal is to have a Brownfield Cleanup Program Application submitted and approved by NYS DEC which will be very appealing to developers. The impact of this development and potential project is beyond substantial to our local economy.

9. Continue to enhance the BDC's value and build strong relationships with the City of Batavia Government, schools, businesses and residents, and other economic development organizations.

Results: The BDC's value and outreach has increased substantially in 2020. The BDC works in-sync with the City of Batavia's goals from a management standpoint, as well as with City Council. The BDC is proud of relationships fostered with the Genesee County Economic Development Center (GCEDC), the Batavia Business Improvement District (BID), the Genesee County Chamber of Commerce, the Harvester Center, GO-ART, Batavia Players New York State Small Business Development Center (SBDC), Genesee Community College (GCC) through the START-UP Genesee business assistance network, Genesee County Workforce Development, the Batavia City School District and Local Media. Events have been held to promote our DRI and DRI-BIF projects coming to fruition which we emceed by Director Maguire and garnished the attendance of the Lt. Governor Kathy Hochul. Director Maguire is a frequent guest on WBTA and speaks with local media very often to promote the BDC are accomplishments in the City of Batavia. Director Maguire has also joined several committees and membership groups including the Center for Creative Land Recycling, Green Genesee Strong Genesee Resiliency Team and City of Batavia's Community Rating Systems Team. Director Maguire also meets with National Grid, National Fuel and USDA Representatives often to review projects and potential grant/funding opportunities. Director Maguire has built relationships with local contractors and speaks with NYS Dept of State and NYS Homes and Community Renewal reps often. Director Maguire has also strengthened the BDC's relationship with the various local organizations such as; Genesee Farmers Market, attends all BID and Chamber BDC meetings as well as GCEDC, City Council and Planning Development Committee meetings when BDC projects or economic development is discussed. The BDC has also strengthened its relationships with the local commercial realtors, bankers and with many other local businesses, building and project owners.

10. "BDC/City Project Win" Tracking

Number	Projects	Project Owner	Project Description	Estimated Total Project	DRI/NYMS/BDC	Jobs	Temporary	
				CapX	Award	Jobs (new)	retained	Construction Jobs
City Project Wins 2020								
1	Dominos Pizza	Allan Erwin 307-250-3063	Rehab Coffe Culture - permits secured work underway - S/B open by 2021	\$600,000	\$ -	3		2
2	Wescott Motors	Jason Wescott	Purchasing 20 W. Main Street to open Automotive repair shop	\$35,000		2		1
3	Guliana's Diner	Confidential until Feb	New restaurant to be located in the old Sylvania's Restaurant	\$25,000		4		1
4	Romans	Derek Geib	Conversion of Ken's charcoal Hots to Italian restaurant. Rehab interior and Façade improvements	\$30,000		5		3
5	Cuttin Edge' Barber Shop	Zach Watts	Rehab Hidden Door and Polly Anna space at masonic temple into a barber shop	\$35,000		2		1
6	99 Main St.	Neppalli Holdings, LLC	First floor dental practices, second floor open concept commercial, third floor high-end market rate residential plus façade work.	\$1,165,000	\$137,600	2	5	10
7	Ellicott Place (Save-A-Lot)	Victor G	ESD incentive proposal received- Redevelop 38,000 sq. ft. of vacant space (retail, office, and housing). Meeting with GCEDC and HCR- will not pursue HRC CIF, not eligible for NGrid Main St. as the building is not completely vacant, however they can work with Grid on Energy Efficiency program. Project owner has hired a commercial real estate agent to market the property to prospective tenants. Design is complete, City Planning in the near future.	\$3,150,000	\$1,150,000	30	0	30
8	YWCA	Dr. Fraser	Rehabilitation of the YWCA into pediatric medical office space, keeping YW as tenant. Project is construction, build-out and new boiler and HVAC. 13,000 Sq. Ft. building. Possible incentives with the GCEDC. Linked client with National Grid and National Fuel for incentives on HVAC and boiler. Application submitted to the GCEDC.	\$1,405,000	\$ -			15
9	242 Ellicott St.	Vance Gap LLC.	Exterior repair to masonry, fixed fabric awning, windows and fiber cement panel and trim knee wall. Second floor full rehabilitation (residential), common area improvements, windows, lights.	\$80,000	\$47,300			6
10	Home Leasing	Adam Driscoll	"Liberty Square" Veterans and inclusive housing including senior units on Main next to Miss Batavia Diner. (RPTL 581a eligible) May 2019 HCR announces awards for funding. Zoning Board of Appeals extension granted on 9-27-18.	\$14,500,000	\$ -	30		30
11	109- 111 Main St. (Newberry Lofts)	Matt Gray/ AGRV Properties	Finish three third floor residential units and add a new awning and patio into Jackson Square, as well as lighting on front façade.	\$355,221	\$137,600			5
12	Secured Solutions	Roxanne Baker	Collections call center in a HUBZone. Site Selected, lease terms in progress. 26 Harvester Ave	\$125,000		9		2
Total				\$21,505,221	\$1,472,500	87	5	106
2020 GOALS				\$2,500,000		25	0	0

