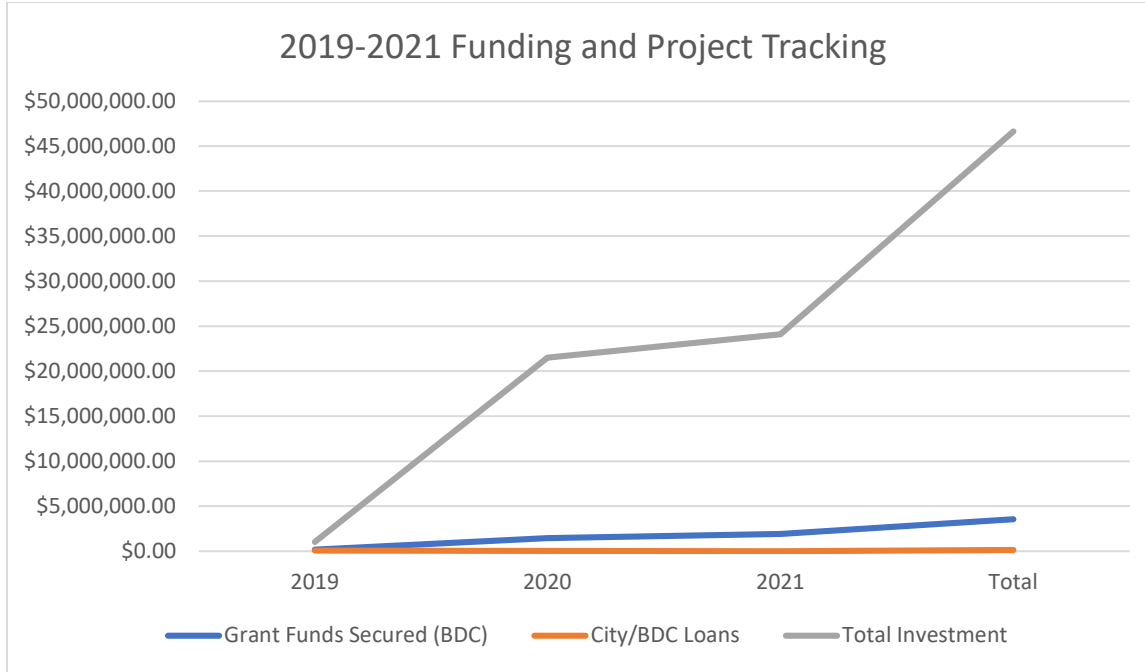


**Authority Self-Evaluation of Prior Year Performance**

**Local Public Authority Name:** Batavia Development Corporation

**Date:** January 15, 2022

**2021 Measurements and Results:** The last Measurement Report for the organization was created in December of 2020 and will be reviewed and updated annually. The goals from 2021 are listed below.



Year	Grant Funds Secured (BDC)	CITY/BDC LOANS	TOTAL INVESTMENT (CAP X)	NEWJOBS
2019	\$185,000	\$81,000	\$1,048,896	2
2020	\$1,472,500	\$50,000	\$21,505,221	88
2021	\$1,920,000	\$30,000	\$24,103,000	60
<b>TOTAL</b>	<b>\$3,577,500</b>	<b>\$161,000</b>	<b>\$46,657,117</b>	<b>150</b>

**1. Secure capital/business investments of \$50 million (DRI & \$1 million other)**

**Result:** For 2021, BDC/City project wins, across 6 projects, totaled an estimated investment dollar amount of \$24,103,000. The BDC sales funnel and highly likely projects total over \$58 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 75 new jobs.**

Results: The projects that were secured created an estimated 66 new jobs, while also retaining 8 jobs and created roughly 159 temporary construction jobs. Again, with the highly likely projects in our sales funnel, we are projecting another 59 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 4 RLF Grants. The BDC Directors' goal is to focus on the BOA eligible projects in the pipeline, like Harvester or Creek Park, to incentivize larger scale projects while working with smaller projects that are eligible.

**4. Achieve the BDC's 2022-2023 budget from a bottom line financial operating performance (EBITDA) standpoint.**

Results: The BDC is on pace to come in below the budgeted expenses in numerous accounts and exceed in the budgeted revenue category. This is due to the GCEDC partner fee when projects submit for their incentives that the BDC refers and payment of \$81,000 for Ellicott Station LLC.

**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, 242 Ellicott Street & 45-47 Ellicott Street closed their project successfully in December 2021. 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. Encourage, enable and incentivize downtown building owners to add new upper floor apartments and new residential living in the City of Batavia.**

Results: Through the DRI-BIF, the BDC is promoting additional apartments in our downtown. Through the 2019 NYMS program another 3 apartments shall be created. Through the RLF grant another 2 apartments. 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 half dozen apartments. 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 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 over 50 new downtown apartments with potential for many more. With developing Creek Park, that site alone could possibly add 200 more apartments.

**7. 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 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.

**8. 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 2021. 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 were emceed by Directors Andrew Maguire & Brett Frank. Director Frank has been a guest on WBTA and speaks with local media often to promote the BDC are accomplishments in the City of Batavia. Director Frank has built relationships with local contractors and speaks with NYS Dept of State and NYS Homes and Community Renewal reps often. Director Frank has also strengthened the BDC's relationship with the various local organizations such as Genesee Farmers Market, attends all BID and Chamber meetings as well as GCEDC, City Council and Planning Development Committee meetings when BDC projects or economic development is discussed.