

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

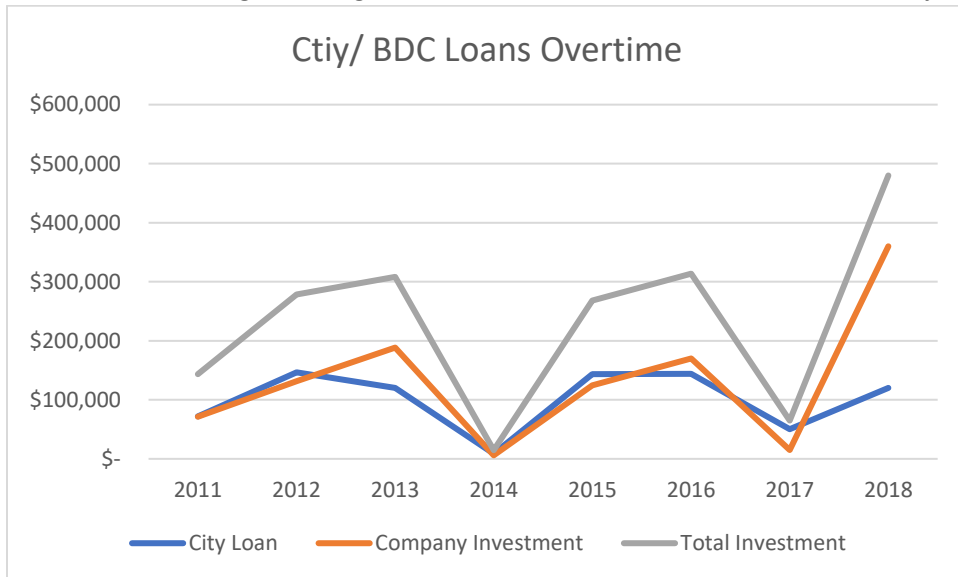
**Local Public Authority Name:** Batavia Development Corporation

**Date:** December 13, 2018

**2018 Measurements and Results:** The last Measurement Report for the organization was filed in 2012. The goals below are directly from the 2012 Performance Measurement document required by the Authorities Budget Office, however the results reflect recent activity.

**1. Manage the City of Batavia’s revolving loan fund, increase loan approvals, reduce loan delinquencies, and recapitalize the fund as needed.**

- a. Result: Six small business loans were closed in 2018. \$120,000 was loaned to these six businesses generating \$360,000 in investments and 14 new full-time jobs committed.



	<b>CITY/ BDC LOAN</b>	<b>COMPANY INVESTMENT</b>	<b>TOTAL INVESTMENT</b>	<b>JOBS</b>
<b>2011</b>	\$ 72,000	\$ 71,500	\$ 143,500	8
<b>2012</b>	\$ 146,555	\$ 131,787	\$ 278,342	21.5
<b>2013</b>	\$ 120,000	\$ 188,300	\$ 308,300	21
<b>2014</b>	\$ 8,750	\$ 6,000	\$ 14,750	1.5
<b>2015</b>	\$ 143,500	\$ 124,600	\$ 268,100	28
<b>2016</b>	\$ 144,000	\$ 169,820	\$ 313,820	30
<b>2017</b>	\$ 50,000	\$ 15,000	\$ 65,000	4
<b>2018</b>	\$ 120,000	\$ 360,000	\$ 480,000	16
<b>TOTAL</b>	<b>\$ 804,805</b>	<b>\$ 1,067,007</b>	<b>\$ 1,871,812</b>	<b>130</b>

**2. Coordinate the City’s economic development grants.**

- a. With the Downtown Revitalization Initiative (DRI) award of \$10 million to the City the BDC is playing a critical role in overseeing and advancing DRI projects. Currently the

BDC is working with all of the DRI project owners and multiple state agencies to coordinate and assist projects in the City. The BDC launched the Batavia DRI Building Improvement Fund \$600,000 grant fund in 2018 to assist building owners in the Batavia Business Improvement District (BID).

- 3. Commit New York Main Street (NYMS) funds to achieve program metrics and administer the City's Building Improvement projects funded by NYMS (2012).**
  - a. The BDC was awarded the Batavia DRI Building Improvement Fund in 2018 that mimics a NYSMS grant program for downtown.
  
- 4. Encourage existing business retention and expansion while developing new business.**
  - a. The BDC assists individual business owners in location consulting, expansion plans, financing (loans and grant), business planning and how to "start-up". Eight small businesses closed projects this year and there are over a dozen new start-up businesses working with the BDC as various stages of the process.
  
- 5. Establish a benchmark for the overall business climate.**
  - a. Benchmarking for the overall business climate in Batavia can be based on many factors and measurements. The following will be a good indicator of a strong economy. Increase in tax base, number of projects closed including (capital investment and jobs), poverty and unemployment, employment, number of jobs in the City, as well as others. An annual presentation on these factors can be created to inform the City and the BDC.
  
- 6. Consistently and diligently visit local businesses to understand the needs and provide direction for services.**
  - a. The small business committee is committed to visiting local businesses and understanding their needs and directing businesses owners to the appropriate services.
  
- 7. Collaborate with other agencies and property owners for business recruitment efforts.**
  - a. 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, New York State Small Business Development Center (SBDC), Genesee Community College (GCC) through the START-UP Genesee business assistance network. There is also a great rapport and relationship with the local commercial realtors.
  
- 8. Focus on redevelopment of underutilized real estate City-wide, and participate in the City's central corridor Brownfield Opportunity Area (BOA) program.**
  - a. The BDC is focused on the re-development of underutilized real estate City-wide through the DRI projects including the Building Improvement Fund, the Batavia Opportunity Area (BOA) site redevelopment plan implementation, and working with the City to implement recommendations for the Comprehensive Plan.
  
- 9. Investigate sites to determine viability.**

- a. Site viability studies for re-development across the City continues. A phase II has been completed on the Ellicott Station brownfield site. In 2019/2020 the BDC anticipates a phase II will be completed on the Creek Park site, the Harvester Campus, and the Healthy Living Campus (YMCA/ UMMC). Understanding the environmental conditions in the soil and buildings will help the BDC understand what type of tax credits and incentives will be available for site re-development.

**10. Identify and develop marketable concepts for specific real estate.**

- a. Concepts and marketing material can be further developed in 2019.

**11. Project Win Tracking**

Number	Projects	Project Owner	Project Description	Estimated Total Project CapX	DRI Award	Building Improvement Fund Eligible	Jobs (new)	Jobs retained	Temporary Construction Jobs	BDC Fee
<b>Project Wins 2018</b>										
1	Revival Salon	Jessica Levins	New salon space with rentals on Rt. 63	\$20,000	\$ -	no	4	0	0	\$0
2	Bell Boyz	Roy Bell	New barber shop at home on Buell St.	\$15,000	\$ -	no	1	0	0	\$0
3	Eden	Judy Hysek	FreshLAB Tenant - Vegan Restaurant	\$40,000	\$ -	no	3	0	0	\$0
4	The Wild Rican	Victor Figueroa	FreshLAB Tenant - Puerto Rican Cuisine	\$40,000	\$ -	no	3	0	0	\$0
5	Eli Fish and Fresh Lab	Matt Gray	Rehabilitation of the Newberry Building	2670000	\$ -	yes	15	0	0	\$0
6	Key Bank Building	Scott Neff	Rehab of Key Bank Branch on Summit St. Facilitated a \$50,000 Ngrid grant, GCEDC incentives will not be used.	\$300,000	\$ -	yes	8	2	5	\$0
7	Project Float	Gary VanValke nburg	Create a float center with three float tanks in the City of Batavia. GCEDC approved loan for \$100,000 and they are looking for BDC loan for \$30,000 in working Capital. The BDC is the final piece of funding on the project.	\$355,000	\$ -	no	3	0	8	\$0
8	Massage and Facial Business	Karen Phelps	purchase of 121 Washington near Bank St. to open a massage health and wellness business. Consulting to help Karen through City Planning approvals.	\$50,000	\$ -	no	1	1	0	0
				<b>\$3,490,000</b>			<b>38</b>	<b>3</b>	<b>13</b>	<b>\$0</b>