

Authority Self-Evaluation of Prior Year Performance

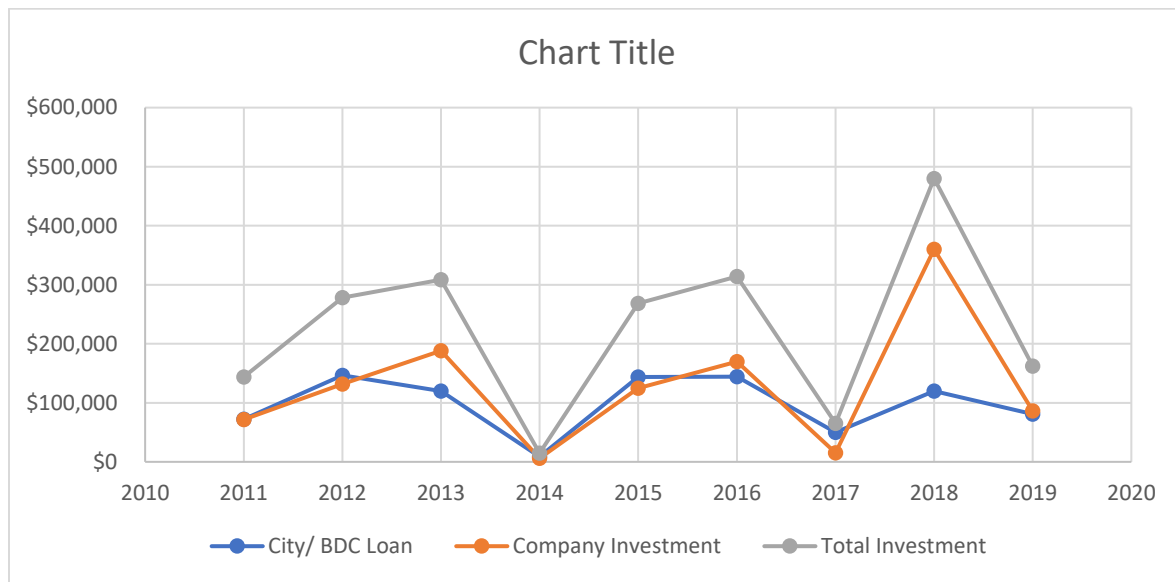
Local Public Authority Name: Batavia Development Corporation

Date: December 9th, 2019

2019 Measurements and Results: The last Measurement Report for the organization was created in December of 2018. The goals from 2018 are listed below.

1. Secure capital/business investments of \$5 million.

- a. Result: For 2019, City project wins, across 14 projects, totaled a dollar amount of \$1,048,896, leaving us short of our goal. However, our sales funnel and highly likely projects total over \$63 million dollars in investment. Many of these projects will be closing in the next 1-5 years, leading to substantial growth in the City of Batavia.



| | CITY/ BDC LOAN | COMPANY INVESTMENT | TOTAL INVESTMENT | JOBS |
|--------------|---------------------------|-------------------------------|-----------------------------|-------------|
| 2011 | \$ 72,000 | \$ 71,500 | \$ 143,500 | 8 |
| 2012 | \$ 146,555 | \$ 131,787 | \$ 278,342 | 21.5 |
| 2013 | \$ 120,000 | \$ 188,300 | \$ 308,300 | 21 |
| 2014 | \$ 8,750 | \$ 6,000 | \$ 14,750 | 1.5 |
| 2015 | \$ 143,500 | \$ 124,600 | \$ 268,100 | 28 |
| 2016 | \$ 144,000 | \$ 169,820 | \$ 313,820 | 30 |
| 2017 | \$ 50,000 | \$ 15,000 | \$ 65,000 | 4 |
| 2018 | \$ 120,000 | \$ 360,000 | \$ 480,000 | 16 |
| 2019 | \$ 81,000 | \$ 86,000 | \$162,000 | 2 |
| TOTAL | \$ 885,805 | \$ 1,153,007 | \$ 2,033,812 | 132 |

- 2. Secure business pledges to create 25 new jobs.**
 - a. Results: the projects that were secure created 18.5 new jobs, while also retaining 22 jobs and created roughly 7 temporary construction jobs, leaving us short of the new job creation goal. Again, with the highly likely projects in our sales funnel, we are projecting another 156 new jobs created in the next several years.
- 3. Secure a micro-enterprise grant/loan program for the City of Batavia to foster new start-up business.**
 - a. Results: A micro-enterprise grant/loan program was not secured; however, a Revolving Loan Grant Fund was created to increase business curb appeal and increase tax base, in addition to the existing Revolving Loan Fund, which can be applied for by businesses' deemed "micro", which typically has 5 or fewer employees. This fund would allow micro-enterprises to apply, but also larger organizations as well broadening the scope.
- 4. Achieve the BDC's 2019-2020 budget from a bottom line financial operating performance (EBITDA) standpoint.**
 - a. Results: Although the fiscal year is not completed, we are on track to remain a bottom line, balanced budget by fiscal year end.
- 5. Successfully administer and implement the Batavia DRI Building Improvement Fund.**
 - a. Results: The BDC and its directors have been successful, thus far, in administering the DRI BIF fund. The BDC has reviewed 26 applicants for grant funding and selected 8 high scoring projects that focus on renovations, façade work and residential creation/upgrades in the down town Batavia area in compliance with goals of the program. Offers have been extended and architectural work has begun. Although no projects are completed, they are on track.
- 6. Encourage, enable and incentivize the downtown building owners to add new upper floor apartments and new residential living in the City of Batavia.**
 - a. Results: The DRI BIF fund has some selected applicants that are proposing residential creation or upgrades to down town Batavia. The Ellicott Station is something the BDC has helped to administer and continues to make progress in creating a mixed income apartment complex. The RLF that was created can also incentivize the creation of housing in down town with grant funding available to worthy applicants. In other collaborations with the City of Batavia, the BDC will continue to focus on encouraging, enabling and incentivizing the creation of upper floor apartments and residential living.
- 7. Participate in the City's environmental investigation and planning around the BOA Creek Park site.**
 - a. Results: The BDC has helped the city investigate and plan around the BOA Creek Park site. As the city continues their feasibility study, the BDC will be there to support their efforts in administration as well as public outreach.
- 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.**
 - a. The BDC's value and outreach has increased in 2019. It has created 2 new programs in conjunction with the City of Batavia to increase its outreach and available programs to all types of applicants. 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, 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.

9. Project Win Tracking

| Number | Projects | Project Owner | Project Description | Estimated Total Project | | | | Temporary | |
|-------------------------------|---|--------------------------------|---|-------------------------|-----------|-------------|---------------|-------------------|---------------|
| | | | | CapX | DRI Award | Jobs (new) | Jobs retained | Construction Jobs | BDC Fee |
| City Project Wins 2019 | | | | | | | | | |
| 1 | Project Freeze | Joe Ludwig | Lease of 6 Treadeasy Dr. (7,000 sq. ft.) to expand existing business and add in manufacturing of ice. Location assistance and GCEDC RLF- Lease was signed 11/27/18- space occupied in 2019. BDC assisted with consulting. | \$125,000 | \$ - | 2 | 2 | 0 | \$ - |
| 2 | Coffee House Downtown "Coffee Karma" | Heather Casper | Wants to set up a coffee house in Downtown Batavia in Glass Roots front space. Wants to be open at night and serve local desserts. Client need to work on business plan, but she has years of restaurant experience. Renovation of space started in mid-November. BDC assisted with consulting. would like to explore if Carr's building would be a place to grow into. | \$30,000 | \$ - | 1 | 0 | 0 | \$ - |
| 3 | Double L Tent Rental | Lynda | Tent rental company operating out of the Harvester Business Incubator Center (BIC), Loan approved on January 23, 2019/ Closing February 28, 2019 | \$6,000 | \$ - | 0 | 5 | 0 | \$ - |
| 4 | Massage and Facial Business | Karen Phelps | Purchase of 121 Washington near Bank St. to open a massage health and wellness business, looking for potential BDC loan. BDC supported as a healthy Living business and issuance of a special use permit for the new business. | \$10,000 | \$ - | 0 | 0 | 0 | \$ - |
| 5 | Creek Park | City of Batavia/ BDC | Hockey, field house, recreation, market feasibility study grant CFA award from OCR to the City of Batavia. Private donors put up the match. BDC facilitated the Creek Park workgroup and also owns Creek Park LLC. on behalf of the City to accept property. | \$55,000 | \$ - | 0 | 0 | 0 | \$ - |
| 6 | City Centre | City of Batavia/ BDC/ GCEDC | Infrastructure feasibility study CFA grant award from ESD to the City of Batavia. Total project cost may increase with other grant matching funds. | \$40,000 | \$ - | 0 | 0 | 0 | \$ - |
| 7 | Harvester Theater 56 | Batavia Players | \$50K interest only state grant backed loan to begin construction on DRI project. Interest will add ~\$4,000 to city loan fund, and loan is due in two years. Anticipate loan closing in April 2019. | \$50,000 | \$ - | 0 | 0 | 0 | \$ - |
| 8 | Tenney Laundry | Paul Tenney | New equipment purchase for existing operations- referred to the GCEDC for sales tax savings on the purchase. | \$197,896 | \$ - | 0 | 0 | 0 | \$495 |
| 9 | Eat Well Grill | John & Jill Kratz | Healthy eating restaurant start-up inside of FreshLAB at Eli Fish. Loan will close at end of May, Grand Opening July 1st. | \$30,000 | \$ - | 2 | 0 | 0 | \$ - |
| 10 | 327 Ellicott St. | Bradley Trzeciecki/ Brakel LLC | Commercial storefront upgrades, windows, porch, siding, doors and remodel three bedroom interior apartment. Including electrical, plumbing, HVAC, and internal remodeling. National Grid Main St. grant applicant, did not accept DRI funds. | \$50,000 | \$ - | 0 | 0 | 2 | \$ - |
| 11 | Cedar St. | Guy Clark | New warehouse and storage building | \$165,000 | \$ - | 1.5 | 10 | 5 | \$412 |
| 12 | WNY/ Literacy West | Ernest Morris | Signed lease for Mill Street location to expend Literacy WNY. | \$75,000 | \$ - | 10 | 5 | 0 | \$ - |
| 13 | Taco Truck | Todd Bender and Sons | New Taco truck in the City of Batavia. BDC assisted with consulting. | \$50,000 | \$ - | 2 | 0 | 0 | \$ - |
| 14 | City Centre/ Mall | City | National Grid Urban Corridor Grant- \$40K to match the Feasibility Study funds and \$125 for City Centre/ Harvester Theater 56 building construction, exterior façade work, silos and awning improvements. | \$165,000 | \$ - | 0 | 0 | 0 | \$ - |
| Total | | | | \$1,048,896 | | 18.5 | 22 | 7 | \$ 907 |