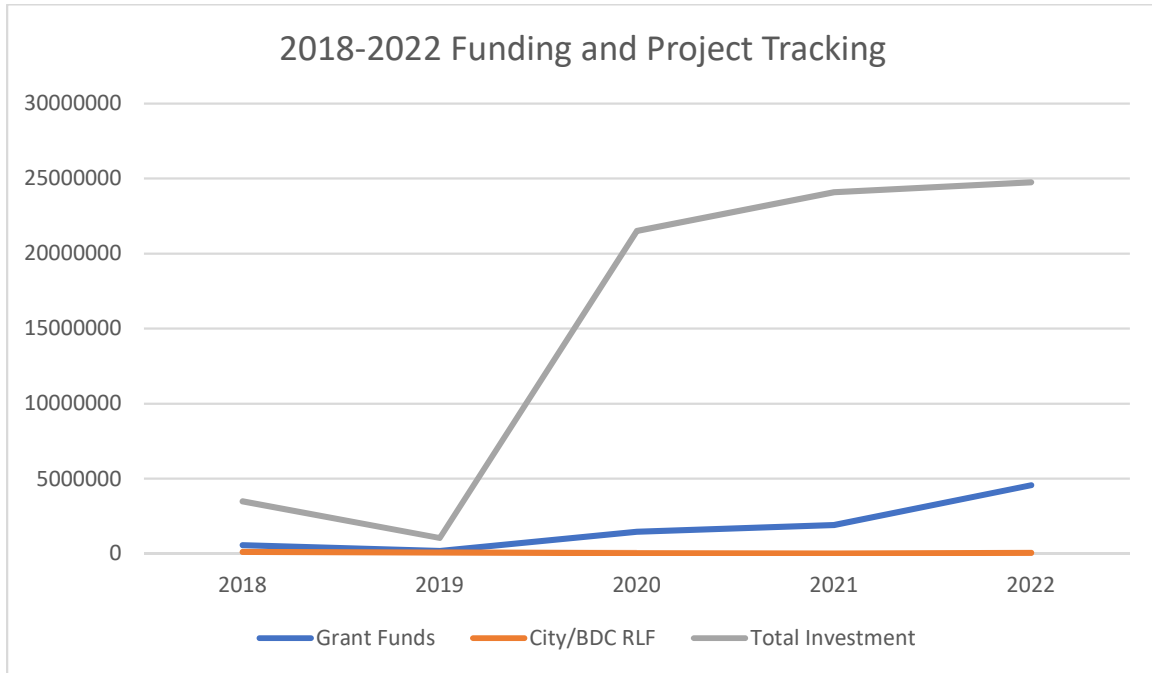


## Authority Self-Evaluation of Prior Year Performance

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

**Date:** January 19, 2023

**2022 Measurements and Results:** The last Measurement Report for the organization was created in December of 2021 and will be reviewed and updated annually. The goals from 2022 are listed below.



Year	Grant Funds Secured (BDC)	CITY/BDC LOANS	TOTAL INVESTMENT (CAP X)	NEWJOBS
2018	\$570,000	\$120,000	\$3,490,000	38
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
2022	\$4,569,577	\$60,000	\$24,759,833	42
<b>TOTAL</b>	<b>\$8,717,077</b>	<b>\$341,000</b>	<b>\$74,906,950</b>	<b>230</b>

**1. Secure new capital/business commitments of \$30 million.**

Results: For 2022, BDC/City project wins, across 12 projects, totaled an estimated investment dollar amount of \$24,759,833. The BDC sales funnel and highly likely projects total over \$24 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 20 new jobs.**

Results: The projects that were secured created an estimated 60 new jobs, while also retaining 65 jobs and created roughly 259 temporary construction jobs. Again, with the highly likely projects in our sales funnel, we are projecting another 22 new jobs created in the next several years.

**3. Facilitate Revolving Loan Fund 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 7 RLF Grants. The BDC Directors' goal is to focus on the BOA eligible projects in the pipeline, like Batavia City Centre and 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. This expectation is also fueled by the BDC Director working to eliminate any unnecessary expenses and do as many tasks in-house as possible. The BDC Director will continue to explore avenues of reducing expenses for needed services.

**5. Successfully administer and implement the 2018 Batavia DRI Project, Building Improvement Fund and 2019 New York Main Street Program.**

Results: The DRI Building Improvement Fund (BIF) program has been making excellent progress with 2 projects in the construction phase and 3 projects completed. The Director communicates with the project managers regularly and state officials as needed to ensure compliance and deadline management. The RLF Grant has seen 3 new projects be approved and 1 project with an extension is preparing to close. As stated above, this program is finite and with limited funds available. In order to maximize effectiveness, the goal is to vet the proposed projects prior to recommending a submission or referral to the Small Business Workgroup for review.

**6. Implement strategic plan to acquire parcels in the Creek Park LLC and secure a developer to build market rate apartments.**

Results: Through the DRI program, it is expected to create an additional 86 apartments within our downtown. 14 of these units are completed, 57 are currently under construction and the remaining 15 are within the Carr's Reborn Redesign. 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. 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.

**7. 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 2022. 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 the local media. Events have been held to promote our DRI and DRI-BIF projects coming to fruition which were emceed by Directors Brett Frank and Tammy Hathaway. Both directors Frank and Hathaway have been guests on WBTA and speak with local media often to promote the BDC accomplishments in the City of Batavia. Director Hathaway has built relationships with project owners and architects and speaks with NYS Dept of State and NYS Homes and Community Renewal reps often. Director Hathaway has also strengthened the BDC's relationship with the various local organizations, the mall merchants and the Genesee Farmers Market. She has hosted the DRI Local Planning Committee, Empire State Development and additional partners for walking tours. She also 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. Director Hathaway has forged a relationship with a Buffalo news network and also created and maintains the organization's social media.

**8. Assist the City of Batavia with Jackson Square National Grid grant, BOA pre-development of the Mall & Harvester Center and Brisbane Mansion Technical Assistance grant.**

Results: Continually, the BDC keeps the line of communication open as the liaison between the City of Batavia and National Grid. The Harvester Center has new occupants coming in this next year due to its relationship with the BDC. The City Centre concourse has increased activity and the BDC is assisting the City in determining the value of City owned parcels to aid in marketing them for new ownership/occupants. The Brisbane Mansion TA grant is progressing with an expected completion in 2023.