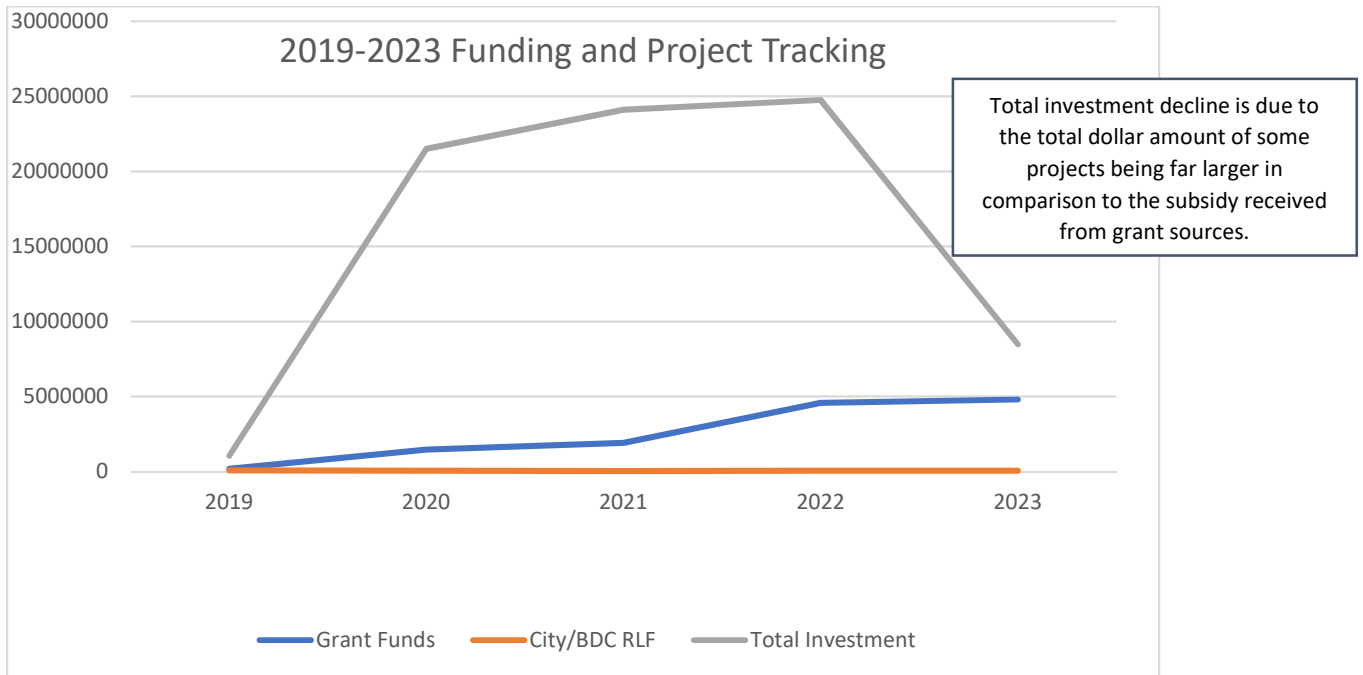


Authority Self-Evaluation of Prior Year Performance

Local Public Authority Name: Batavia Development Corporation

Date: December 4, 2023

2023 Measurements and Results: The last Measurement Report for the organization was created in January of 2023 for the year of 2022; it will be reviewed and updated annually. The goals from 2023 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
2022	\$4,569,577	\$60,000	\$24,759,833	42
2023	\$4,797,600	\$60,000	\$8,471,800	31
<u>TOTAL</u>	<u>\$12,944,677</u>	<u>\$281,000</u>	<u>\$79,888,750</u>	<u>223</u>

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

Results: For 2023, BDC/City project wins, across 12 projects, totaled an estimated investment dollar amount of \$8,471,880. The BDC sales funnel and highly likely projects total over \$27 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 31 new jobs, while also retaining 15 jobs and created roughly 63 temporary construction jobs. Again, with the highly likely projects in our sales funnel, we are projecting another 33 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 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 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 monitor 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 one project remaining in the program yet to be completed. The Director communicates with the project managers regularly and state officials as needed to ensure compliance and deadline management. The 2019 NYMS Program has been completed to include the monitoring questionnaire with HCR. In addition to these programs, the 2021 NYMS Anchor Grant project has begun its completion phase.

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

Results: 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. In 2023, the BDC procured conveyance of the Town of Batavia owned portion of the parcel and immediately conveyed it to Creek Park Batavia LLC (CPBLLC). Together, the parcels owned by the CPBLLC, City of Batavia and County of Genesee will be environmentally tested to determine eligibility for the Brownfield Cleanup Program. Should it be eligible and application will be submitted where upon approval by NYS DEC will make the parcel more 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 2023. 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. 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 multiple walking tours for State and local partners and administered a Developers Tour throughout the City for developers and professionals in the commercial arena. She also attends 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 Mall and 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 businesses in 2023 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 successfully completed and the Reuse Analysis procured from it has already begun to be utilized.