

Annual Report 2019



B L D C

BINGHAMTON LOCAL DEVELOPMENT CORPORATION
EcoDev@CityofBinghamton.com ♦ (607) 772-7161



September 1, 2018 - AUGUST 31, 2019

John Saraceno, President/Treasurer

Arthur Smith, Vice-President

Ron Sall, Secretary

Richard David, Director

Chuck Shager, Director

Ken Frank, Director

Per Stromhaug, Director

Mary Jacyna, Director

Chris Papastrat, Director

Juliet Berling, Director

Dani Cronce, Director

Betsy Koffman, Director

Staff

Robert Murphy, Executive Director

Joel Boyd, Assistant Director

Lesley Cornwall, ED Specialist Financial Analyst

Yongabi Ngoh, Administrative Assistant (left October 2018)

MISSION

The Binghamton Local Development Corporation (BLDC) was founded in 1982 as a public benefit corporation to promote employment and economic development in the City of Binghamton. Its mission as adopted by the BLDC Board of Directors is:



To further sustainable development in the City of Binghamton by attracting new business, retaining and growing established businesses, building industrial and commercial capacity, promoting employment and fostering entrepreneurship and innovation.

GOVERNANCE

The BLDC is a 501(c)(3) non-profit corporation directed by a board of municipal and business leaders. Of the twelve Directors appointed to the Board in 2018, four serve by virtue of their elected or appointed positions in City government: The City of Binghamton Mayor, the City of Binghamton Director of Planning Housing & Community Development, the City of Binghamton Finance Director/Comptroller and the City of Binghamton Corporation Counsel. Five additional Directors are appointed by the Mayor to serve two-year terms. The President of the Binghamton City Council appoints two members to serve one-year terms, one each from the majority and minority party. The City of Binghamton Director of Economic Development serves as the BLDC's Executive Director. In the 2018-2019 fiscal year, the BLDC Board held 10 regular meetings and the annual meeting.

COMMITTEES

The purpose of the Finance Committee is to oversee the BLDC's loan funds and debt practices and to recommend policies concerning the BLDC's issuance and management of debt and to review and provide recommendations regarding BLDC loan financing.

The purpose of the Governance Committee is to keep the Board informed of current best practices in corporate governance and update the BLDC's governance principles and practices.

The purpose of the Audit Committee shall be to assure that the corporation's board fulfills its responsibilities for the corporation's internal and external audit process, the financial reporting process and the system of risk assessment and internal controls over financial reporting.

The purpose of the Strategic Priorities Committee is to develop on behalf of and in collaboration and consultation with the Board, key strategic goals and actions, such as identifying and pursuing grant opportunities and recommending the BLDC's annual marketing plan.

Each year the City of Binghamton executes an agreement with the BLDC to manage the City's low-interest loan fund, grant programs and economic development activities. The BLDC's revenue sources include the annual Community Development Block Grant (CDBG) allocation for BLDC operations, interest income and commitment fees generated from CDBG loan fund, interest income and commitment fees generated from the Urban Development Action Grant (UDAG) loan fund, as well as grant programs such as the New York State Main Street Grant and the New York State Entrepreneurial Assistance Program.

Loan Programs

MICROENTERPRISE LOAN PROGRAM

The Microenterprise Loan Program targets small and start-up businesses. Loans are offered in an amount less than \$25,000 with a 5-year term and a fixed interest rate of prime rate (per rate published in the Wall Street Journal) plus 0.5%. Microenterprise loans can be used for the purchase of fixed assets, working capital and inventory. UDAG funds provide the source for Microenterprise loans.

MINI- MICROENTERPRISE LOAN PROGRAM

The Mini-Microenterprise Loan Program is an expedited small business assistance loan for items such as equipment, signs or working capital. Loans are offered in an amount up to \$5,000 with up to a 3-year term and a fixed interest rate of prime rate (per rate published in the Wall Street Journal) plus 0.5%. In an attempt to make our loan program more accessible to new business owners, M/WBE and Veteran-owned start-ups under Mayor David's leadership, the BLDC authorized the Executive Director and President to authorize these rapid response loans not to exceed \$5,000 to businesses who meet BLDC objectives and the general requirements of the Microenterprise Loan applications. UDAG funds provide the source for Microenterprise loans.

COMMERCIAL FAÇADE IMPROVEMENT LOAN PROGRAM

The Commercial Façade Improvement Loan Program targets exterior building improvements particularly in the City's historic districts. The BLDC finances up to 75% of total project capped at \$100,000, at prime rate up to a 5-year term; prime plus 0.5% up to a 10-year term (prime rate as published in the Wall Street Journal). Borrower's equity contribution and non-BLDC funding must be invested and documented prior to any BLDC funds being advanced; 1/3 draw can be made with presentation of verifiable invoices, interest only payments begin on aggregate principal advanced; the second 1/3 draw with verifiable invoices; final 1/3 draw following invoices and inspection by City Building Department; then, principal and interest payments begin. UDAG funds provide the source for Commercial Façade Improvement loans.

REVOLVING LOAN PROGRAM

The Revolving Fund Loan Program is available to a proprietorship, partnership or a corporation engaged in commercial activity. BLDC will finance up to 40% of total project cost capped at a maximum of \$250,000. Loans are collateralized by fixed assets for a term compatible with bank lending or depreciable life of machinery/equipment based on specific projects up to 20 years, at an interest rate of 75% of prime rate as published in the Wall Street Journal. The rate is fixed on the date of formal Board approval. Jobs hiring individuals from low-to-moderate income brackets as defined annually by HUD must be created within 3 years of securing funding at a ratio of 1 job per \$35,000 of funds borrowed. Loans may be used for buying a building, purchasing machinery or fixtures; development, rehabilitation, renovation or improvement of land, buildings and facilities; or other eligible activities within the project scope. CDBG funds provide the source for Revolving Fund loans.

SPECIAL PROJECT LOAN PROGRAM

The Special Project Loan Program provides flexibility for the BLDC to partner in projects that have a significant economic impact, meet a defined need or address a strategic focus, such as mixed use development, blight reduction, or green/sustainable development that may not fit into one of the other loan programs. Special Project loans may be structured more creatively to take advantage of other funding sources and project scenarios. The interest rate is 75% of prime rate as published in the Wall Street Journal, typically up to \$200,000.00 but can be higher if project provides an anchor to other development, highlights a use or technology or creates or retains substantial number of jobs. The rate is fixed on the date of formal Board approval. UDAG funds provide the source for Special Project loans.

BUSINESS RESTART LOAN PROGRAM

The Business Restart Loan Program is a special reserve account of \$100,000 to provide below market rate loans to small businesses impacted by natural disasters that are in need of assistance with reopening their businesses. By BLDC Resolution 11-7, this loan program was created initially as a temporary fund in response to the significant flooding event on September 7, 2011 which affected the operations of many small businesses. The Restart Loan Program provides local qualified businesses up to \$10,000 to cover restart costs including the purchase/ repairs of business equipment, paying fees for professional service related to flood damage and covering capital shortfalls as a result of the flood. BLDC waives the usual application fees and no equity investment is required under this program. The rates are 1% fixed interest for the 1 year term and 3% fixed interest for terms greater than one-year. All loans will include deferment of principal and interest payments for the first three months from the date that the loan proceeds are disbursed. The loan balance then will be amortized over the remaining term of the loan.

AMOUNT OF FUNDING AVAILABLE (as of August 31, 2019)

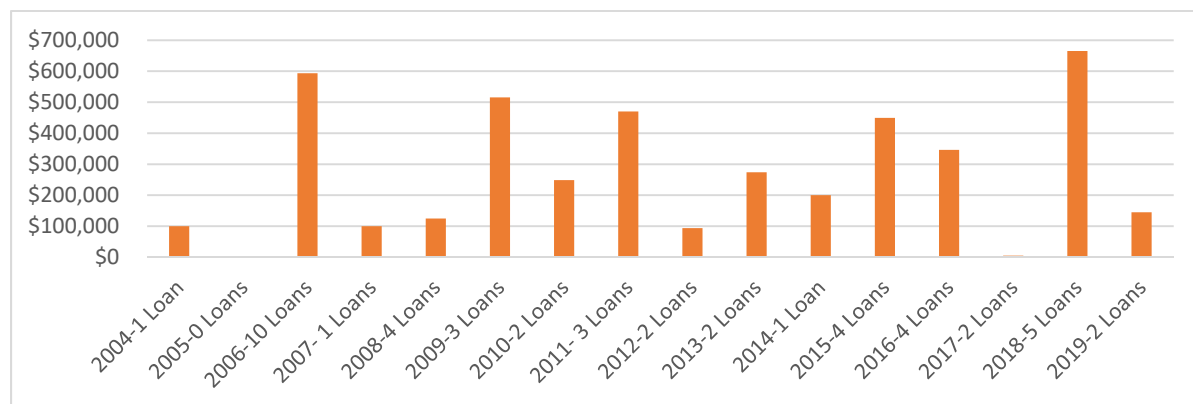
Restricted Account (Revolving loans):

\$1,125,794.80

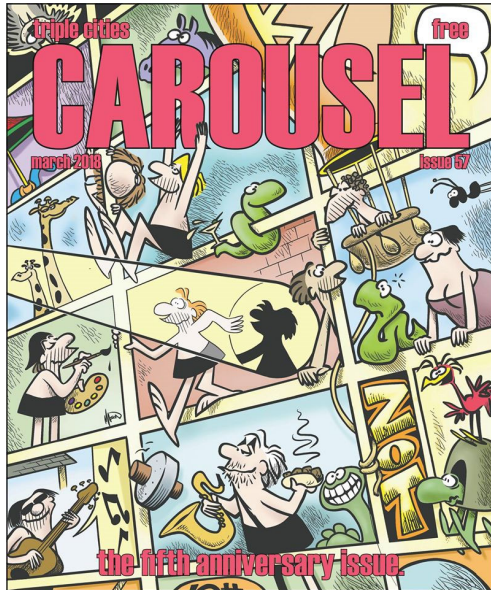
UDAG Account (Mini-Micoenterprise, Microenterprise, Façade and Special Revolving):

\$840,285.03

HISTORY OF BLDC LOANS 2004-PRESENT



2018-2019 BLDC LOANS



Tom Haines received a Mini-Microenterprise loan in the amount of \$5,000 on May 21, 2019 to help with the preservation of the Carousel Magazine which is an important part of the City of Binghamton music and arts scene. The Carousel Magazine was used to promote Porchfest, First Friday and many other music, art, theater and food events in the area.

Emma Street, LLC received a \$140,000 Special Projects Revolving loan on April 1, 2019 for the purpose of purchasing 4 Emma Street to house their business **All Phase Electric**.

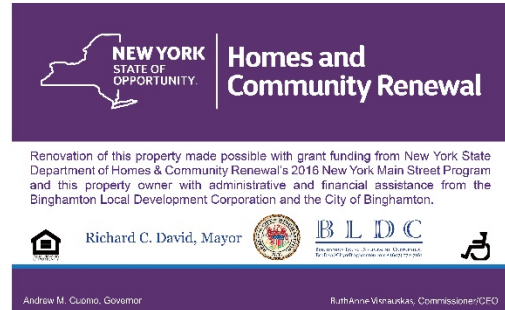


All Phase Electric & Maintenance, Inc. began in 1999 after both owners, Scott Nejeschleba and Thomas Furch, were laid off from Anitec Corporation in Binghamton, NY due to the large business shutting their doors. All Phase Electric started as a two man business located in a small garage in Johnson City, NY. Present day, the business is operated by the two original owners and employs six additional craftsmen for a total of eight employees. All Phase Electric is

a proud member of the National Electrical Contractors Association (NECA). Based on this membership, Scott and Tom are able to provide top scale wages and benefits to all their employees. All Phase was located at 6 Emma St in the First Ward where Scott grew up, but their space was split in two different parts of the building. As a small business operating in the First Ward for over 16 years, the owners chose to relocate their property across the street to 4 Emma Street offering a smooth transition to move the business.

2016 NY Main Street Grant

The BLDC is closing out a 2016 NY Main Street Grant that was obtained to address commercial building façades and residential needs in and near the intersection of Front and Main Street at the western approach to the Court Street Bridge and downtown Binghamton. The project began with a 19-property area and concluded with 7 owners with mixed-use buildings concentrated near the eastern end of Main Street. Most of the selected 19th century properties are part of the Susquehanna Urban Cultural Park and are local landmarks or adjoin this local landmark district. The project scopes of work were reviewed by the Binghamton Commission on Architecture & Urban Design (CAUD) and the NY State Historic Preservation Office and received State approvals. In the process a few structures were identified as eligible for the State & National Register of Historic Places which if completed would make their owners potentially eligible for future historic tax credit financing. In compliance with State guidelines environmental studies were completed and trade and MWBE contractors were engaged to complete the renovation work. The majority of the structures had experienced disinvestment in the last 50 years that followed broader economic challenges in Greater Binghamton and Upstate New York. Nonetheless the target area is seeded with a number of restaurants and taverns and the project met with enthusiasm from property owners and the surrounding neighborhood. The goal of the project was to improve the visual attributes of this western approach to our downtown and thereby to make the commercial spaces more attractive for tenant businesses while improving upper-story residential capacity to foster a live-work population. Restoration of the spaces augmented the storefronts in the adjacent downtown Court Street State and National Register Historic District and economic transformation. The project included streetscape improvements with planters, bicycle racks and repair stations, a historic kiosk and a series of 32 street banners commemorating historic and modern-day personages ranging from Rod Serling to Dick Stack, King Rice, Gen. Edward Jones, Bobby King and Ofc. Lee Barta. Since the project completion a Greek eatery/takeout relocated to one of the vacant commercial spaces. One of the existing property owners expanded their tavern operations to their renovated second floor space and the new third floor apartments are rented. A new tavern is opening a few doors away.





Business Visitations

In 2018-2019, the BLDC continued the Business Visitation Program and met with numerous businesses. The program provides the BLDC with the opportunity to learn about local businesses' products and services, challenges with business growth and satisfaction with municipal services. The BLDC office visited businesses in varying industries and also worked with many minority and women owned businesses helping them with relocating, expanding or starting their business in the City of Binghamton. Through our growing awareness of these businesses' products and services we were able to promote their services to other businesses in the City and surrounding areas.

Entrepreneurial Assistance Program

In 2018-19, the BLDC continued as the grant administrator for the New York State Entrepreneurial Assistance Program of Empire State Development Corporation. The prime contractor for this program is the Broome Enterprise Triad consisting of SUNY Broome Community College, the Broome County Urban League and Broome-Tioga Workforce New York. The 60-hour class was conducted by SUNY Broome staff and



contract professionals covering a range of topics including marketing, finance, and market analysis which result in participants producing a completed business plan. The program provides individualized and specific assistance to start-ups and newly opened businesses and ongoing support through weekly and monthly meetings with the client advisory group. There were 24 people enrolled and 10 graduates this year.

The Center solicited donations for prize money for the annual business plan competition, which took place on January 15-16, 2019. Donations were solicited from Tioga State Bank; Dan Mori, LLC; Visions Federal Credit Union; Tioga County Economic Development & Planning; NBT Bank; DDM Supply-Lynne Deamer; Bonnie Drumm-Permanent Cosmetics of NY; Construction Management Associates, LLC-Sheila Neville; Jan Hertzog; Darlene Kanuk; and North Point Technologies, LLC -Lisa Lee.

Winners of the Business Plan Competition for Class XV were:

1st Place: prize of \$750.00 – Mark O’Hern

2nd Place: prize of \$500.00 – Ameisha Blackwell - who had an existing business

In addition, five individuals filed DBAs or incorporated to start their businesses during the program year.

Technical Assistance

The Binghamton Local Development Corporation staff serve as a concierge for businesses starting and expanding in the City. Services include:

- Location Assistance
- Business Visitation Program
- Monitoring and Facilitating Review by the Planning Commission, Zoning Board, Commission on Architecture & Urban Design and Department of Building and Code Enforcement
- Assistance Navigating Local, State and Federal Grant and Loan Programs
- Business Plan Workshop
- The BLDC works closely with the Small Business Development Center, the Entrepreneurial Assistance Program at SUNY Broome and SCORE to assist clients in developing solid business plans and financial projections to ensure success.

MARKETING AND SPECIAL EVENTS:

Binghamton Children’s Choir

The Binghamton Children’s Choir is a recreational community choir program focused on music and movement offered free of charge to children living in the Greater Binghamton area. Students will have the chance to sing, dance and play simple percussion instruments and participate in choreographing songs in preparation for end-of-session performance. Singing solos is encouraged! Participation in the Binghamton Children’s Choir is FREE of charge and registration is open to children aged 7-12.



Binghamton Ice Festival



In 2019, Broome Winterworks, the non-profit organizer of the annual Binghamton Pond Festival expanded their annual hockey tournament held at Chenango Valley State Park to include a downtown **Binghamton Ice Festival**. The BLDC sponsored event showcased ice sculptures, ice-carving demos, an ice fire tower in the Metrocenter Courtyard and Animal Adventure's portable petting zoo along with a chili cooking competition among 15 local restaurants competing for the title of best local chili.

Binghamtoneconomicdevelopment.com



In November of 2016 the BLDC began working with Freshy Sites to build an entirely new website for the BLDC and Binghamton Economic Development Office. Since going live on May 10th 2017 the new website has been a convenient resource for current residents as well as businesses and individuals looking to locate in Binghamton.

Binghamtoneconomicdevelopment.com features descriptions of all BLDC loan programs, downloadable loan application forms and Economic Development events throughout the year. The website's map feature allows visitors to search for businesses in the City of Binghamton by category and location. Visitors to the website can also read about the BLDC's successful loan borrowers, available commercial space, and projects currently underway in the City of Binghamton.

BLDC Business Plan Competition

The BLDC hosted its 9th Annual **BLDC Business Plan Competition** in partnership with the Broome Enterprise Triad's Entrepreneurial Assistance Community College which awarded a \$5,000 prize with over \$5,000 in additional services from several community businesses. Started by the BLDC in 2009, the purpose of



2019 BLDC Business Plan Competition winner, Joe Rigoroso, owner of Infiniti Greens

the competition is to grow local businesses, raise awareness about BLDC financing programs and highlight resources for business development. The winner of the 2019 Business Plan Competition was Infiniti Greens whose business is located at 75 Travis Ave in Binghamton. Founded in a dorm room at Binghamton University, Infiniti Greens specializes in growing microgreens — young vegetable greens that have concentrated nutrients and flavor. The company cultivates microgreens indoors year-round and sells the product at local farmers markets and through direct delivery. Infiniti Greens also works with local restaurants which have added the greens as ingredients.

LUMA

The fifth annual **LUMA Projection Arts Festival** took place on September 6th and 7th in downtown Binghamton. The festival attracted over 50,000 people from all over the country to watch the 3D projected animations of several downtown classical building facades. Created by artists from all over the world, each sound and light installation was a fantastic display of human imagination and effort that celebrated the built environment of our center city. Promoted once again by the BLDC, the event has become one of the largest events to draw people to Binghamton.



Binghamton First Fridays



First Fridays began in 2004; the first Friday of every month features a small cultural festival in downtown Binghamton with art gallery showings, small performances and extended hours for bars and eateries. The Economic Development Office supports the event by attending meetings of the organizer, **Gorgeous Washington Street Association**, promoting via social media and directing municipal services to support the event.

Porchfest



The 5th Annual **Porchfest** took place August 25th on the West Side of Binghamton drawing people from the Greater Binghamton region to stroll between houses to listen to music on the porch – ensembles and vocalists performing classical, pop, rock, jazz, country and bluegrass. The event took place at 53 locations and featured over 100 musical acts. Promoted again by the

BLDC, Porchfest was an opportunity to celebrate Binghamton’s diverse culture and quality of life.

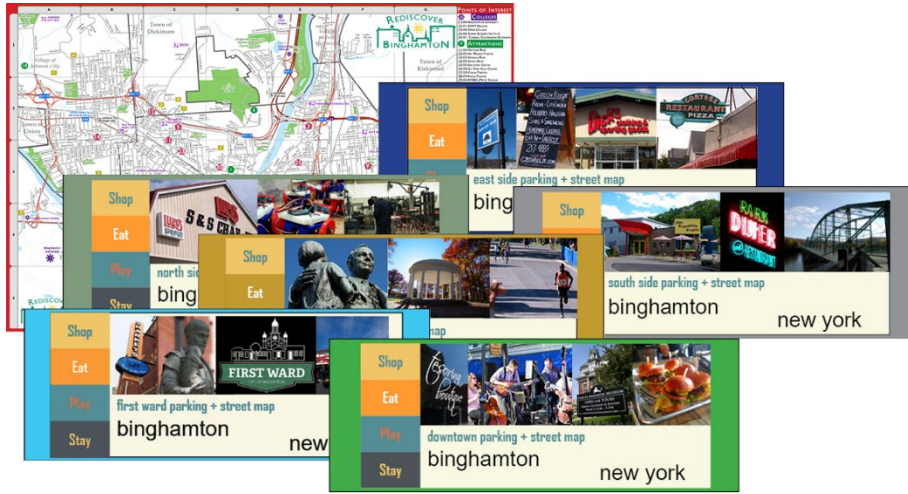
Coffee and a Conversation

Coffee & A Conversation is a public event that began on October 12th, 2016 and continues to be held every two weeks at Strange Brew in downtown Binghamton. The BLDC sponsors free coffee for these events which take place from 7:30am to 9:00am every other Wednesday. Members of the community, business owners and local stakeholders are welcome and encouraged to discuss topics, business ideas, or ask questions of BLDC staff. This is an opportunity for people doing business and living in Binghamton to collaborate with each other as well for BLDC staff to have one-on-one conversations with business owners and professionals. These bi-weekly meetings are regularly attended by entrepreneurs and small business owners.



Tourist Maps

The office maintained the tabloid size Binghamton and regional map with points of interest



including the campuses of Binghamton University and SUNY Broome as well as a full set of neighborhood parking and dining/shopping guides for the Downtown, West Side, East Side, North Side, South Side and First Ward which are distributed to hotels and eateries.

Available Property Brochure

An available property brochure has been created to feature all commercial properties available for sale or lease. This brochure is also available on the Economic Development website in order to market the opportunities Binghamton has to offer.

Binghamton

Commercial Space Available



218-224 Water Street, Hull-Grummond Cigar Factory
Beautifully renovated 10,000 SF 4th floor of historic cigar factory. Subdividable space with high ceilings, hardwood floors, exposed brick.

31 Chenango Street
31 Chenango Street: available at \$495,000.00, ca. 1892, 23,900 SF, 3-story former theater located in the State and National Historic Court Street Historic District, built in 1891 for banker, Charles F. Stone, designed by Sanford O. Lacey under supervision of famous area architect, Isaac Perry in the Richardsonian Romanesque style with rough-cut stone. One of area's first Vaudeville theaters, the Stone stage featured performances by Sarah Bernhardt, Ethel Barrymore and Lily Langtry. In 1903, fire destroyed the interior. It was rebuilt in a year and hosted plays, symphony orchestras, and opera. By one account, Theodore Roosevelt made a whistle stop campaign address from the second floor balcony (since removed). In 1901, it was converted to the "Riviera" Movie Theater, a single screen movie theater part of the Comedrol movie chain. Later the theater was combined with the "Strand" movie theater next door.

Current condition: the theater was heavily modified in the 1930s into a single big-screen movie hall. Eclipsed in the following decades by radio, television and suburban multiplexes, the theater last screened X-rated films and went bankrupt in the 1970s. The building fell through successive owner disinvestment, was remodeled to support three bays of first floor retail spaces and the theater was closed off. The hall expounded further deterioration, seats were removed and a falling roof led to the elements.

Development potential: the building retains a historic facade worthy of careful restoration. The cavernous shell needs hold rethinking, perhaps not for a single purpose, but as a mixed use structure with a fusion of amenities that are sought by increasing numbers of younger downtown residents seeking something beyond the ordinary.

What could it become?
A trendy spot with many things:

- Indoor Climbing Gym
- Microbrewery
- Distillery
- Loft apartments
- Walk-in health clinic
- Small theater/performing arts
- Office space
- Artist studios/galleries
- Archery range
- Fencing studio
- Restaurant/cafe
- Indoor market

Charles Street Business Park
30 Charles Street

33-acre industrial park (16 acres remaining) located at 30 Charles Street and operated by the Binghamton Local Development Corporation is zoned for industrial use, adjacent to 48 MW co-generation plant. The City of Binghamton will provide financial and technical assistance to significant commercial/industrial proposals for this site, which further citywide economic development efforts. Graded, shovel-ready, site of former GAF (Anitec) film plant deemed by NYS Dept. of Environmental Conservation as "cleaned to unrestricted use". Located a mile from downtown on northwest side near residential area, Clinton and Main Street shops and eateries. Less than a mile from Interstate 81 and 0.5 mile from Interstate 86 (NY Route 17); 7.4 miles from Binghamton Regional Airport; located on Broome Transit (bus) route; NYS Department of Transportation ROWs in place for direct access to I-86 (NY Route 17). Electric/gas from New York State Electric & Gas; municipal water/sewer; Verizon - phone grid; fiber optic available from Spectrum, NYSEG, Sprint or AT&T. Located over one of the largest aquifers in NYS with 10-20 million gallons per day capacity. For more information, please contact the Economic Development Office at ecodev@cityofbinghamton.com (607) 772-7161

Headquarters of SaveAround, opened 2018

view north view SaveAround 48 MW cogeneration plant

Binghamton Economic Development Office 607-772-7161

Columbus Day Parade and Italian Festival

The 60th annual event began Monday, October 14th at 9:00 AM outside of Binghamton City Hall where the Italian Flag was raised. Shortly after, the parade began at the intersection of Main and Arthur Street with six high schools participating in the Tournament of Marching Bands from Northeast Bradford, Athens, Williamson, Whitney Point, Unions Endicott and Johnson City. The Italian festival was held on Water Street with food provided by The Sons of Italy and St. Mary's Parish.



Restaurant Week



Since its founding in September 2010, **Binghamton Restaurant Week** has brought in over \$125,000 in donations to charity partners. This year a percentage of all meals purchased in the Spring promotion benefitted Showers for Hope and proceeds from the Fall promotion went to LUMA. Fall 2019 participants include: 205 Dry, Alexander's Café, Burger Mondays, Citrea, Cortese Restaurant, Craft, Dos Rios, Garage Taco Bar, House of Reardon, Little Venice, Loft at Ninety-Nine, Lost Dog Cafe, Lupo's S&S Charpit, Peterson's Tavern, Remlick's, River Bistro, Sake-Tumi, Spotlight, Social on State, South City Publick House, Taj Tandoor, Thai Time, The Colonial, The Shop, Thirsty's Tavern, Whole In The Wall. Sponsors include: Binghamton University Student Association, City of Binghamton, Hinman

Howard & Kattell, Idea Kraft, Freshysites, Visions Federal Credit Union, SUNY Broome and Pepsi.

PROJECTS

FEMA Grant



October of 2018 saw the City of Binghamton kick off a wave of demolitions, continuing a 2016 Federal Emergency Management Agency (FEMA) grant that targeted blighted, flood prone properties. Approximately \$1.5 million was used to cover appraisals, land surveys, relocation assistance, property acquisition, and other associated demolition expenses for 14 properties.

After demolition, the properties were required to become permanent open green spaces to enhance flood hazard mitigation. The City leased several parcels to VINES, the Binghamton-based nonprofit focused on urban gardening and access to local foods, to expand its downtown Urban Farm. In its efforts, the City worked with landlords and tenants to find and secure housing, and partnered with Family Enrichment Network, Continuum of Care, Broome County Department of Social Services, Opportunities for Broome, and the Broome County Urban League.

Binghamton Vines Urban Farm



VINES Urban Farm is located in the heart of the city at 16 Tudor Street in a flood-prone area that was formerly a series of four abandoned houses. Youth employees contribute to the farm's tremendous growth each summer with the maintenance of greenhouse and outdoor vegetables and plants and help create a thriving community. **Grow Binghamton** is a 6 week summer youth employment program designed for teenagers, ages

14-21, to build life skills while growing food for the community. In 2020 Grow Binghamton will hire 25 young people from our community.

50 Front Street Luxury Apartments



Construction was completed in early 2019 for a new \$30 million, 114,000 square foot apartment building at 50 Front Street. The site was previously occupied by a Sheraton Hotel built in 1959 that dominated the skyline with its back to downtown and later as the 178-room Renaissance Plaza nursing home that closed in 2011. The attractive new 112-unit apartment structure embraces its Chenango riverfront location and features a secure package locker room, 24-hour

gym, keyless doors, and even a dog washroom. Residents began moving in April and the building is almost at 100% occupancy. The structure complements downtown Binghamton, site of many properties financed by the BLDC.

7 Hawley Street-Parking Garage



Hawley Street Garage & Mixed Use Building
Conceptual Rendering
February 21, 2018



This 0.74 acre surface parking lot owned by the Binghamton Urban Renewal Agency is located in the center of the downtown and is site of a new 304-car parking ramp and 20+ car surface lot. Originally conceived as a mixed use development, the parking facility meets significant downtown parking needs. Following diligent City efforts over several years the project received \$2.1 million in grant funding

from Empire State Development that helped lower the project cost and potential parking rates borne by downtown businesses, customers and visitors. The City is working closely with the architects Clark Patterson Lee to assure that the project stays on track for completion by the end of 2020.

Affordable Housing- North Side Canal Plaza Project



The demolition of the former Big Lots Plaza once located at 435 State Street cleared the way for a planned \$20 million affordable housing project spearheaded by the Binghamton Housing Authority and 3D Development Group, a private

real estate firm from Amherst, NY. The four-story housing project will include 15,000 SF of commercial space on the first floor and a total of 48 one- and two-bedroom apartments on the upper floors. In May 2018, Binghamton received \$4.7 million in state tax credit funding for the affordable housing project. The project is on track for opening mid-summer 2020 with the roof just completed prior to the onset of winter weather. An exciting aspect of this project is a 5,083 SF social purpose grocery store that will locate on the first floor. The project is sponsored by the Broome County Council of Churches and CHOW, and will not only provide affordable fresh food for underserved neighborhood but also provide training and employment for younger neighborhood residents. The grocery store expects to start its buildout in spring 2020.

Anso Camera Factory Apartments- 6 Emma Street



In August, 2017 Mayor Richard David announced plans for a mixed use development building for 6 Emma Street. Paulus Development, a privately owned real estate development firm in Syracuse, New York, will advance a \$20 million historic rehabilitation and adaptive reuse of the former General Cigar Company - Anso Camera factory building in Binghamton's First Ward. The four-story building has commercial space totaling

35,000 square feet occupied (in-part) by former BLDC loan borrowers and 100 market-rate lofts above. Groundbreaking took place in September, 2018.

Charles Street Business Park-30 Charles Street

This original 33-acre industrial park located at 30 Charles Street in Binghamton's First Ward was the site of the former GAF (Anitec) film manufacturing plant. Purchased from International Paper by Kodak Polychrome in 2001, 1.1 million square feet in 37 buildings largely housing film manufacturing equipment were razed and the site was prepared by Brandenburg Industrial Service Company. According to the Department of Environmental Conservation, the site was cleaned to unrestricted use and any remaining environmental threats were deemed as inconsequential for future industrial development. Located a mile from the downtown business district, on the City's northwest side, the site is near residential areas, Clinton and Main Street shops and eateries. In addition it is located 0.93 miles from Interstate 81; 7.4 miles from Binghamton Regional Airport; and adjacent to a Broome Transit (bus) route. The site has one 7-acre tenant, Save Around which markets coupon books to cities nationwide. The industrial park was previously owned by the Broome County Industrial Development Agency. Under a new agreement reached in 2019, the Binghamton Local Development Corporation agreed to purchase and manage the park from the BCIDA in accordance with administration goals of aggressively developing the industrial acreage and the adjoining 48-MW cogeneration plant.

Binghamton

Commercial Space Available



Charles Street Business Park
30 Charles Street

33-acre industrial park (16 acres remaining) located at 30 Charles Street and operated by the Binghamton Local Development Corporation is zoned for Industrial use, adjacent to 48 MW co-generation plant. The City of Binghamton will provide financial and technical assistance to significant commercial/industrial proposals for this site, which further citywide economic development efforts. Graded, shovel-ready, site of former GAF (Anitec) film plant deemed by NYS Dept. of Environmental Conservation as "cleaned to unrestricted use". Located a mile from downtown on northwest side near residential area, Clinton and Main Street shops and eateries. Less than a mile from Interstate 81 and 0.5 mile from Interstate 86 (NY Route 17), 7.4 miles from Binghamton Regional Airport; located on Broome Transit (bus) route; NYS Department of Transportation ROWs in place for direct access to I-86 (NY Route 17). Electric/gas from New York State Electric & Gas; municipal water/sewer; Verizon - phone grid; fiber optic available from Spectrum, NYSEG, Sprint or AT&T. Located over one of the largest aquifers in NYS with 10-20 million gallons per day capacity. For more information, please contact the Economic Development Office at ecodev@cityofbinghamton.com (607) 772-7161

ACCESS ROUTE FROM NY 17

48 MW COGENERATION PLANT

Headquarters of SaveAround, opened 2018

south view southeast view north view SaveAround 48 MW cogeneration plant

Binghamton Economic Development Office 607.772.7161

Performance Measures

Performance Measure 1:

To provide programs promoting maximum employment, improved job opportunities and training within the City of Binghamton. We commit to creating more opportunities for employment annually to small, minority, and women owned businesses in the City.

- The BLDC offers a Microenterprise Loan Program, Revolving Loan Program and Special Projects Loan Program that incentivizes new job creation and assists existing businesses retain and expand their workforce.
- The BLDC approved a \$140,000 loan to Emma Street, LLC retaining 8 jobs and helping retain a business in the City of Binghamton.
- 14 students graduated from the Entrepreneurial Assistance Program which involves 60 hours of training for to start-ups and newly opened businesses resulting in a completed business plan. In addition, 16 clients were assisted with their M/WBE certification applications with 7 becoming certified.
- The BLDC also worked in conjunction with Binghamton University for interns working on various economic development projects throughout the City.

Performance Measure 2:

To provide funding for startup businesses through loans and our business plan competitions.

- The BLDC approved a \$5,000 loan to Tom Haines to help with the preservation of the Carousel Magazine which is an important part of the City of Binghamton music and arts scene. The Carousel Magazine was used to promote Porchfest, First Friday and many other music, art, theater and food events in the area.
- The 2019 Business Plan Competition resulted in six finalists. Infiniti Greens was the winner and received a \$5,000 grant to expand their business in the City of Binghamton.

Performance Measure 3:

To disseminate information; furnish advice, technical assistance, and liaison with federal, state, and local authorities for small businesses.

- The BLDC hosted an informational workshop to support local businesses: the Business Plan Development Workshop in connection with the BLDC Business Plan and the Digital Marketing for Small Business Workshops.
- The BLDC assisted multiple businesses with its concierge service, in the planning review process, CAUD approvals, Waterfront Advisory Committee approvals, and building and construction permitting and review.
- The BLDC responded to dozens of inquiries regarding site location assistance in the city resulting in multiple business openings and re-locations.
- The BLDC responded to inquiries related to SBA programs, NYBDC backed funding, NYSERDA programs and met with representatives of state and local government to learn about and advocate for business development programs.

- The BLDC visited with numerous businesses to learn about the firm's products, level of satisfaction with City services and the various programs that the BLDC offers. The BLDC has also reached out to businesses in other cities and states to bring new business to the City.
- An available property brochure has been created to feature all commercial properties available for sale or lease throughout the City of Binghamton. This brochure is also available on the Economic Development website in order to market the wonderful opportunities Binghamton has to offer.

Performance Measure 4:

To cooperate and coordinate with municipalities and local governments, community groups, agencies, and other non-profit corporations to further the mission of the BLDC.

- The BLDC regularly participated in SUNY BEST, a consortium of workforce development, economic development and higher education stakeholders in Greater Binghamton.
- BLDC regularly coordinates economic development activities, including existing and potential loan and grant opportunities with Binghamton University, SUNY Broome, SCORE, NYS Small Business Development Center, the Agency - the Broome County IDA, the Southern Tier Regional Economic Development Council, the Greater Binghamton Chamber of Commerce and local financial institutions.
- Worked with STREDC team in numerous scoping and project identification meetings held at BU, Buffalo and Albany.
- The BLDC worked with the City and private volunteers to plan, coordinate and fund the fourth LUMA festival in downtown Binghamton which resulted in audience of over 50,000 and a huge success.
- The BLDC sponsored the Ivory Christmas on Washington Street to celebrate the season and launch a new tradition of cheer in Downtown Binghamton.

Performance Measure 5:

Provide funding for construction, building improvements and other uses, industrial, commercial, or manufacturing buildings or plants within the City of Binghamton.

- Emma Street, LLC received a \$140,000 Special Projects Revolving loan on April 1, 2019 for the purpose of purchasing 4 Emma Street to house their business All Phase Electric. All Phase Electric & Maintenance, Inc. began in 1999 after both owners, Scott Nejeschleba and Thomas Furch, were laid off from Anitec Corporation in Binghamton, NY due to the large business shutting their doors. All Phase Electric started as a two man business located in a small garage in Johnson City, NY. Present day, the business is operated by the two original owners and employs six additional craftsmen for a total of eight employees. All Phase Electric is a proud member of the National Electrical Contractors Association (NECA). Based on this membership, Scott and Tom are able to provide top scale wages and benefits to all their employees. All Phase was located at 6 Emma St in the First Ward where Scott grew up, but their space was split in two different parts of the building. As a small business operating in the First Ward for over 16 years, the owners chose to relocate their property across the street to 4 Emma Street offering a smooth transition to move the business.
- Through its concierge service, the BLDC provided technical assistance and support to multiple projects involving construction and renovation during the planning review process.

Section 2800 (1)(a)(9) and Section 2800 (2)(a)(9) of Public Authorities Law require all public authorities to complete an annual assessment of the effectiveness of their internal control structures and procedures.

The importance of an adequate system of internal control is to: (a) promote effective and efficient operations so as to help the authority carry out its mission; (b) provide reasonable, but not absolute, assurance that assets are safeguarded against inappropriate or unauthorized use; (c) promote the accuracy and reliability of accounting data and financial reporting to ensure transactions are executed in accordance with management's authorization and recorded properly in accounting records; (d) encourage adherence to management's policies and procedures for conducting programs and operations; and (e) ensure compliance with applicable laws and regulations. Furthermore, a successful system of internal control includes performing an annual assessment to identify potential weaknesses in policies or procedures and to implement corrective actions.

Internal controls are the policies, practices, attitudes, guidelines and other actions adopted by the authority that, when followed, provide reasonable assurance that staff understand and properly carry out their responsibilities, that appropriate professional and ethical conduct is observed, and that the authority will honor its purpose and mission.

This statement certifies that the Binghamton Local Development Corporation followed a process that assessed and documented the adequacy of its internal control structure and policies for the fiscal year ending August 31, 2019 and that management and staff throughout the organization understand and are aware of the policies and practices in place to ensure that the authority is effective and to address the risks that are relevant to the operation. To the extent that deficiencies were identified, the authority has developed corrective action plans to reduce any corresponding risk.