

Annual Report 2020



B L D C
BINGHAMTON LOCAL DEVELOPMENT CORPORATION
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September 1, 2019 - AUGUST 31, 2020

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 (left December 2019)
Phillip Strawn, Director (started January 2020)
Juliet Berling, Director
Dani Cronic, Director (left December 2019)
Joe Burns, Director (started January 2020)
Betsy Koffman, Director

Staff

Robert Murphy, Executive Director (left November 2019)
Joel Boyd, Assistant Director
Lesley Cornwall, ED Specialist Financial Analyst

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 2019-2020 fiscal year, the BLDC Board held 11 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. Loan 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 the 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.

COVID-19 EMERGENCY SMALL BUSINESS LOAN PROGRAM

The Binghamton Local Development Corporation Emergency Loan Program was introduced in March 2020 and is intended to help small to mid-sized companies (50 employees or less)



located in the City of Binghamton who were negatively impacted by the COVID-19 pandemic. Eligible borrowers are small to midsized businesses (50 employees or less) operating successfully within the City limits of Binghamton. The intent of the program was to provide operating capital for businesses due to hardships caused by impacts of the Coronavirus. The loan amount is \$15,000.00 or less and owner equity is not required. The maximum loan term is 12 months with no interest for 12 months and Wall Street Journal prime rate thereafter if the balance is not paid in full after 12 months.

AMOUNT OF FUNDING AVAILABLE (as of August 31, 2020)

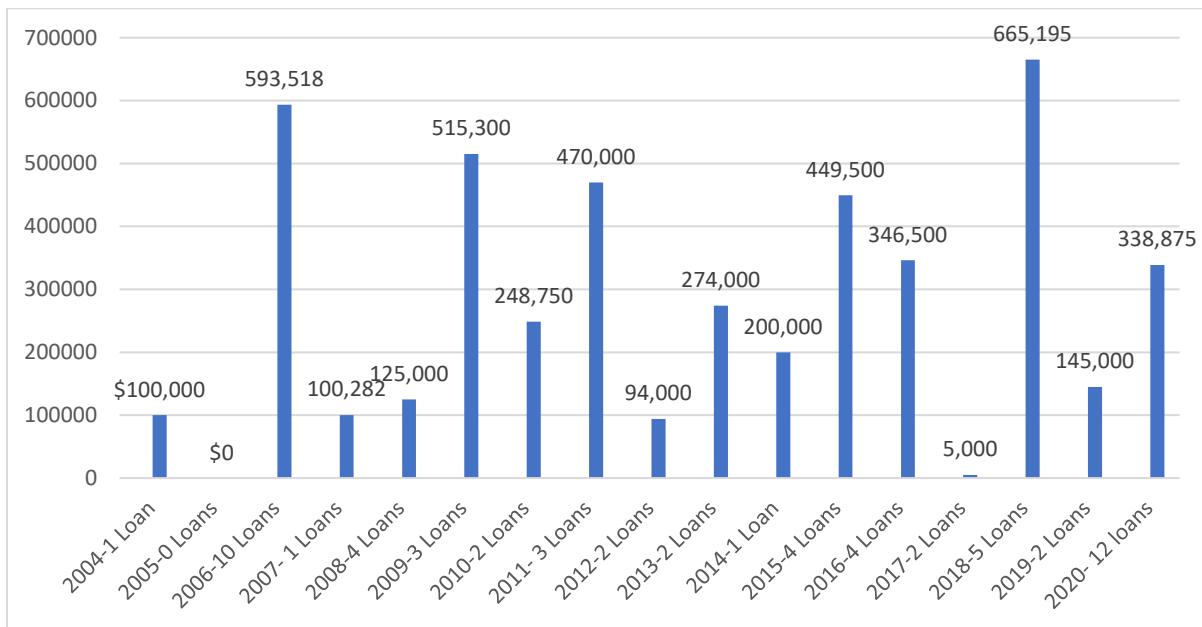
Restricted Account (Revolving loans):

\$949,647.24

UDAG Account (Mini-Microenterprise, Microenterprise, Façade, COVID-19 Emergency and Special Revolving Loans):

\$891,978.02

HISTORY OF BLDC LOANS 2004-PRESENT



2019-2020 BLDC LOANS

COVID-19 EMERGENCY SMALL BUSINESS LOANS:



Borrower: Arena Hotel Corporation
(The Holiday Inn Arena)

Loan Amount: \$15,000.00

Loan Program: COVID-19 Emergency
Small Business Loan Program

Rate: Zero percent (0%) Interest Rate
and no repayment of principal for the
first 12 months. Payment of principal
and interest at the Wall Street Journal
Prime Rate for any extension

Term: 12 months

Collateral/Guarantors: Personal
Guaranty of Ally Visram and Amin
Visram

The Holiday Inn Arena, a subsidiary of Vista Property Management, LLC, located at 2-8 Hawley Street, Binghamton, New York has been owned by Ally Visram and Amin Visram for over 26 years. The Holiday Inn Binghamton Hotel and Conference Center is a 225 room hotel with 10,000 square feet of meeting space to accommodate groups of 10-300, an indoor heated pool, 24 hour fitness and business center, and full service restaurant and lounge in the heart of downtown Binghamton.

The company used the BLDC funds for operating supplies, PPE for staff members and to pay property insurance premiums.



Borrower: Foam It Insulation, LLC

Loan Amount: \$15,000.00

Loan Program: COVID19 Emergency Small Business
Loan Program

Rate: Zero percent (0%) Interest Rate and no repayment of
principal for the first 12 months. Payment of principal and
interest at the Wall Street Journal Prime Rate for any
extension

Term: 12 months

Collateral/Guarantors: Personal Guaranty of Jonathan
A. Norton

Foam It Insulation, LLC has been in business for over 14 years and is located at 19 Emma Street, Binghamton, New York. The business is a residential insulation company that covers a 30-mile radius. The company specializes in spray foam insulation, air sealing and home energy audits for NYSERDA programs, Empower and Assisted Home Performance with Energy Star. Foam It Insulation is a Gold Star BPI contractor and member of the Southern Tier Home Builders and Remodelers Association, Efficiency First, and many other organizations. The average income of their clients are below 60% of NY's median income. They have over 100 contracts underway with lower income residents with incomes under \$30,000. These services allow for families to stay in their homes comfortably, further it helps reduce family heating and air-conditioning expenses, fuel use (and therefore greenhouse gas emissions) and reduces local power consumption.

The company used the BLDC funds for payroll, rent, utilities and health care.



Borrower: Kell Enterprises, Inc. dba Tom's Coffee, Cards and Gifts

Loan Amount: \$15,000.00

Loan Program: COVID19 Emergency Small Business Loan Program

Rate: Zero percent (0%) Interest Rate and no repayment of principal for the first 12 months. Payment of principal and interest at the Wall Street Journal Prime Rate for any extension

Term: 12 months

Collateral/Guarantors: Personal Guaranty of Thomas M. Kelleher

Tom's Coffee, Cards & Gifts is a locally owned craft gallery and gift shop located at 184 Main Street, Binghamton, New York. The business features craft works from over 350 artisans. For more than 38 years, Tom's Coffee, Cards & Gifts has offered a diverse selection of rare merchandise, jewelry, pottery, decorative art pieces, blown glass, coffee, clothing, and gourmet food. Tom's also carries over 35 local food products including Little Venice, Lost Dog, Theo's, and Chef William. They also have become a regional destination for Prom dresses, selling 500 Prom dresses a year, with customers from upstate NY and northeastern Pennsylvania.

The business was established in 1982 as a small craft store at the former Cyber Café. In 1997, after achieving a significant amount of growth, the owner expanded the business operations by moved to a larger retail space two doors away. In 2005, the owner purchased the adjacent parcel (186 Main Street) in order to provide convenient exclusive parking to accommodate its growing clientele.

Thomas M. Kelleher is a local entrepreneur with over forty years of experience working in the food service industry, retail management, and craft merchandising. In 1982 he opened Tom's Coffee, Cards & Gifts, which has gained local and national recognition as quality craft and gifts

store. In 1985, Mr. Kelleher incorporated to become: Kell Enterprises, Inc. where he holds the positions as president and sole director of the company.

The company used the BLDC funds for payroll and utilities.



Borrower: Matzo Signs

Loan Amount: \$15,000.00

Loan Program: COVID19 Emergency Small Business Loan Program

Rate: Zero percent (0%) Interest Rate and no repayment of principal for the first 12 months. Payment of principal and interest at the Wall Street Journal Prime Rate for any extension

Term: 12 months

Collateral/Guarantors: Personal Guaranty of John Matzo, IV and Eric Lee

The Matzo Signs has been in business at 40 Homer Street, Binghamton, New York for over 38 years. The business designs, manufactures, installs and services signs all throughout the greater Binghamton area and beyond. All signs are built in Binghamton, NY by hand with quality materials. The signs are installed by an experienced crew who are equipped with a crane and bucket trucks to ensure proper installation.

The business is owned by John Matzo, IV at 75% ownership and Eric Lee at 25% ownership. John Matzo started and has owned the business for 38 years and Eric Lee has been with the business for over 25 years.



Borrower: DPG Holdings, Inc. dba Park House Bed and Breakfast

Loan Amount: \$15,000.00

Loan Program: COVID19 Emergency Small Business Loan Program

Rate: Zero percent (0%) Interest Rate and no repayment of principal for the first 12 months. Payment of principal and interest at the Wall Street Journal Prime Rate for any extension

Term: 12 months

Collateral/Guarantors: Personal Guaranty of Pamela F. Wik-Grimm and David Grimm

In 2015, David and Pamela Grimm opened a bed and breakfast on the West side of Binghamton at 85 Park Street. Park House Bed and Breakfast is conveniently located just a few minutes from Binghamton University and the downtown area. This charming and elegant B&B offers a quiet urban oasis for the business and pleasure traveler. Designed for relaxation and comfort, this classic 19th century traditional home welcomes guests to enjoy beautifully appointed rooms, personalized service, and gourmet breakfasts.

The owners indicate they have made modest growth in bookings and revenue over the past few years and were on track for their best year ever when COVID-19 closures were announced.

The \$15,000 loan helped cover mortgage, tax and utility payments.



Borrower: Champz of Binghamton, LLC dba Peterson's Tavern

Loan Amount: \$15,000.00

Loan Program: COVID-19 Emergency Small Business Loan Program

Rate: Zero percent (0%) Interest Rate and no repayment of principal for the first 12 months. Payment of principal and interest at the Wall Street Journal Prime Rate for any extension

Term: 12 months

Collateral/Guarantors: Personal Guaranty of Nathan Jachimowicz, Liam P. Burns, Josh Elwood and John Burns

Peterson's Tavern was established in October 2017 at 11 Main Street, a once deteriorated structure at the corner of Front & Main Street. Since its inception it has become a Binghamton restaurant and tavern/gastropub staple in the City of Binghamton. Prior to the COVID-19 virus Peterson's offered live music, entertainment, events, nightlife and more. During the shutdown due to the COVID-19 virus they continued to offer quality top notch food for delivery and pick-up.

The company used the BLDC funds for working capital for payroll, lease, inventory, equipment upkeep and other ordinary operating expenses.



Borrower: Newtab, LLC dba The Relief Pitcher

Loan Amount: \$15,000.00

Loan Program: COVID19 Emergency Small Business Loan Program

Rate: Zero percent (0%) Interest Rate and no repayment of principal for the first 12 months. Payment of principal and interest at the Wall Street Journal Prime Rate for any extension

Term: 12 months

Collateral/Guarantors: Personal Guaranty of Tabatha Newton

The Relief Pitcher has been in business at 193-197 Conklin Ave, Binghamton, New York for over 34 years. The business is a sports bar that also has on site banquet rooms for catered events such as wedding and baby showers, retirement parties, holiday parties, and fundraisers.

Tabatha Newton purchased the restaurant in 2019 after working there since 1990 as head server and banquet manager. Since purchasing the restaurant she has created a new menu and transformed the smaller of the two banquet rooms into a modern dining room with a garage door for outdoor seating.

The company used the BLDC funds for rent, payroll and utilities.



Borrower: Vista Property Management, LLC

Loan Amount: \$15,000.00

Loan Program: COVID19 Emergency Small Business Loan Program

Rate: Zero percent (0%) Interest Rate and no repayment of principal for the first 12 months. Payment of principal and interest at the Wall Street Journal Prime Rate for any extension

Term: 12 months

Collateral/Guarantors: Personal Guaranty of Ally Visram and Amin Visram

Vista Property Management, LLC, located at 2-8 Hawley Street, Binghamton, New York has been owned by Ally Visram and Amin Visram for over 22 years. Vista Property Management is a management company that specializes in the ownership, management and development of hotels, resorts and related commercial real estate in the United States and Canada. One of its subsidiary companies includes the Holiday Inn Arena in Binghamton. The business employs 12 full time staff.

The company used BLDC funds to pay for operating supplies and PPE for staff members.

MINI-MICROENTERPRISE LOANS:



Borrower: Ariel Hendricks CPT LLC dba Fitness RX

Loan Amount: \$5,000.00

Loan Program: Mini-Micro

Rate: WSJ Prime rate plus .5%

Term: 3 years

Collateral/Guarantors: Personal Guaranty of Ariel Hendricks

Ariel Hendricks is the owner of Fitness RX which has been in business at 151 Clinton Street for over 2 years. The business is a private fitness facility that provides programs such as exercise instruction, nutrition and supplementation counseling, client coaching and professional coaching. She has recently begun a lease purchase agreement for the building and the equipment. The building is split into two separate training rooms, one for strength and the other for high intensity interval training.

Prior to Fitness RX, Ariel worked full time as a trainer of the staff at Stupski Fitness. Most of her members she has worked with for over 3 years and have become like family to her.

The company used the BLDC funds to pay for payroll, rent, professional sanitizing services, marketing and advertising and supplies. Gyms were allowed to open on August 24, 2020 with 33% maximum capacity and other safety precautions that the business is observing all regulations.



Borrower: PA Every Architect, PLLC

Loan Amount: \$5,000.00

Loan Program: Mini-Microenterprise Loan Program

Rate: WSJ Prime rate plus .5%at the Wall Street Journal Prime Rate for any extension

Term: 3 years

Collateral/Guarantors: Personal Guaranty of Patricia A. Every

PA Every Architect, PLLC has been in business at 31 Oakridge Drive, Binghamton, New York for over 10 years. The business is owned 100% by Patricia Every who has extensive experience working with engineering and architectural firms for over 30 years

Patricia A. Every has worked in project management and architecture since 1986 and earned her NYS license in 2006 while working at Hawk Engineering. She left Hawk to expand her private practice and joined Opportunities for Broome in a part-time, 4-year temporary position as Facilities Director. At OFB she prepared funding applications for renovation work at OFB's apartment buildings and Head Start Facilities working with NYSERDA, HHAC and small local non-profits. Work included preparation of bidding documents and construction oversight. Projects included renovation of OFB's new office at 5 West State Street, extensive work on 85 Liberty Street Apartment Renovations and permeable asphalt parking lot with a grant from the City of Binghamton.

Since leaving Opportunities for Broome Inc. in 2010, Ms. Every continued self-employment in a full-time capacity at 31 Oakridge Drive, Binghamton. She adopted the business name of P.A. Every Architect in 2010, and in 2013 the firm became a Professional Limited Liability Corporation. In 2012, her firm became a NYS-certified Woman Business Enterprise. Her projects include working with NYSHPO-guided historic restorations of 86 and 88 Carroll Street for which she received a 2019 award from PAST; addition and renovation work for the Village of Port Dickinson fire and municipal buildings; and a number of custom homes and additions for private clients in the Greater Binghamton area.

The company used the BLDC funds to bridge the gap until the company receives payment from Opportunities for Broome.

REVOLVING LOANS:



Borrower: Broome County Council of Churches (The Northside Market)
Loan Amount: \$150,000.00

Loan Program: Special Projects Revolving Fund Loan (Restricted)

Rate: 75% of Prime rate published in the Wall Street Journal

Term: To be re-paid in full when borrower receives State Funding from DASNY Grant in the amount of \$150,000

Collateral/Guarantors: Proceeds from DASNY grant

Binghamton's North Side has been without a grocery store for 26 years. The Northside Market project was undertaken to address this need with a collaboration among the City of Binghamton, BLDC, Your Bargain Grocer of Utica, NY and the Broome County Council of Churches. The grocery store will be located on the first floor of the Binghamton Housing Authority's Canal Plaza 48-unit housing complex which is nearing completion at 435 State Street. The market will be a 5,083 square-foot neighborhood store offering fresh fruits and vegetables, meats and dairy products that will be offered at discounted prices. State Street and West State Street surround the building with multiple entrances to a large parking lot for customers to use. The market will serve Canal Plaza residents as well as the Town and Country Apartment complex.

According to the Broome County Council of Churches population data indicates there are approximately 1,800 Northside residents with just over 46% of its residents living in poverty and require government assistance to meet their food needs. Due to the economic demographics the market will accept EBT, SNAP, WIC, credit cards and cash. The only stores within a mile radius of this area is the Family Dollar, CVS and various small mini-markets and corner bodegas. Although these stores do sell limited amounts of eggs, milk and bread they do not sell fresh meat, fruit and vegetables.

HUD rules for job creation for this loan is five employees, three of which is to be of low/moderate income level. The market will focus on hiring residents from the Northside to staff the store. The store will hire eight part-time workers who will be paid \$12 per hour and will work the cash registers and help stock the store. In addition, they will hire three store managers at \$45,000 per year that will report to the Executive Director of the Broome County Council of Churches. These managers

will run the operations, ensure quality, run advertising and report sales to the Finance Director of the Council of Churches. The store will also utilize eight volunteer positions for inventory stocking and cleaning. These volunteers will primarily be CHOW Works employees through the Welfare to Work program that is paid through a contract with the Department of Social Services. Benefits and salaries will be reviewed and administered by the Broome County Council of Churches.

The \$150,000 BLDC loan was created to provide bridge financing to Broome County Council of Churches for completion of the project until it received reimbursement from a grant from the Dormitory Authority of the State of New York (DASNY) which was approved by the NYS Legislature.

FACADE LOANS:



Borrower: The Garland, LLC

Loan Amount: \$58,875.00

Loan Program: Façade Loan

Rate: WSJ Prime Rate plus .5%

Term: 10 Years

Collateral/Guarantors: Personal Guaranty of Sherry Eaton and 1st position mortgage on 116 Washington Street

The BLDC loaned \$58,875.00 to Sherry Eaton of The Garland, LLC for her commercial property and building located at 116 Washington Street.

The total estimated cost of the façade work was \$78,500.00 with BLDC Commercial Façade Improvement Loan participation of \$58,875.00 or 75.0% of the total exterior project costs.

The façade financing was in response to deterioration of the exterior brick on the four-story

building located in the heart of downtown Binghamton.

The façade work included the following:

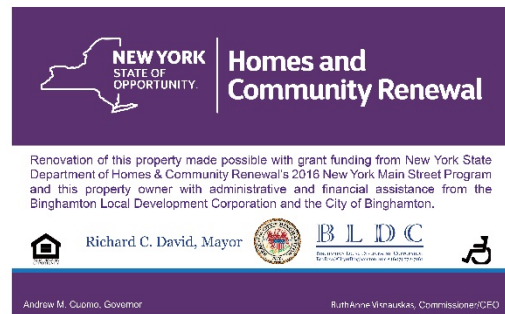
- Repointing of entire brick exterior with historically appropriate mortar mix
- Replacement of missing brick and re-bedding with period-correct brick salvaged from 19th century structures
- Re-glaze double hung windows, prime and repaint using previously approved paint colors
- Repair of 4th floor eastern pergola, prime and repaint
- Repair of roof escape hatch, seal, prime and repaint
- Steam clean and seal exterior brick with clear silicone sealer for waterproofing

The Garland Gallery building is a four story brick building on the east side of Washington Street. The building is a part of a triple row of 4-story Italianate style structures, and contributes greatly to the 19th century character of Washington Street. Built in 1868, 1872 City Maps shows the building as belonging to M. Stone; by 1885 #112, 114 and 116 were owned by C. M. Stone. Occupants of the building have included Donnelly's cabinet ware, furniture and liquor in 1872; cigar manufacturing with George Buchanan (1881); Kittle's Hotel (1890); probably as part of a temperance movement, the Union Rescue Mission located in the building by 1895. This was followed by dispenser of milder drink, Hoff and Wilkinson's ginger ale, mineral water and "sodas of all kinds".

Sherry Eaton and Patricia Johnson purchased the building in 1992 for \$125,000.00. Ms. Eaton obtained sole ownership of the building in 2000. The upper stories have been used throughout most of the building's history as apartments. Currently, there are six loft-style apartments, all with brick walls and gas stove fireplaces. The building is fully leased and owner-occupied. Sherry Eaton has been the sole proprietor of the Garland Gallery which is housed on the first floor since 2003. The Garland Gallery features fine custom framing, books, cards and gift.

2016 NY Main Street Grant

The BLDC closed 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 \$500,000 project which ultimately leveraged \$956,636 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 were part of the Susquehanna Urban Cultural Park local landmark district or adjoined the district. 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 was 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. The project included streetscape improvements with planters, bicycle racks and repair stations, a historic kiosk and a series of 32 street banners commemorating famous local residents 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 2019-2020, 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 2019-2020, the BLDC continued as the grant 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 December 18, 2019. Donations were solicited from Tioga State Bank; Visions

Federal Credit Union; Tioga County Economic Development & Planning; NBT Bank; BLDC; DDM Supply-Lynne Deamer; Bonnie Drumm-Permanent Cosmetics of NY; Construction Management Associates, LLC-Sheila Neville; bob & Lisa Lee – North Point Technology and Art Frenz, Ph.D. Clinical Psychologies.

Winners of the Business Plan Competition for Class XVI were:

1st Place: Stephanie Swart, Stay.Binghamton

2nd Place: Matt Strawn – Handle It! Handyman

3rd Place: Katherine Larson – Real Wood Rentals

4th Place: (Tie) Denise and Renee Kovac – Geneva Gelato

5th Place: John Hanyon – A&J Honey

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:

BLDC Business Plan Competition

BLDC's annual **Business Plan Competition** is normally held in a March-April timeframe every year. In 2020 the competition was cancelled due to the COVID-19 pandemic; it is hoped it will be resumed in Spring 2020. The event is made possible with a partnership with the Entrepreneurial Assistance Program at SUNY Broome Community College. The competition awards a \$5,000 prize with over \$5,000 in additional



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

services from several community businesses. Started by the BLDC in 2009, the purpose of 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, 75 Travis Avenue, 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.

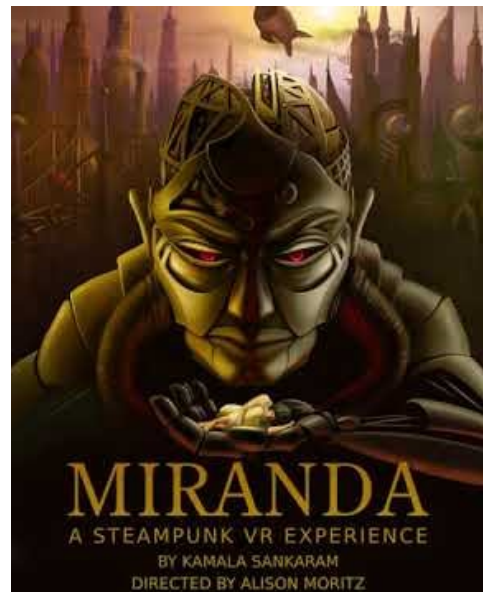
Unfortunately due to the COVID-19 Pandemic, the 2020 BLDC Business Plan Competition was postponed until the spring of 2021.

LUMA

Also cancelled in 2020 due to the COVID-19 pandemic, the annual **LUMA Projection Arts Festival** which last took place on September 6-7, 2019 in downtown Binghamton. The event attracted over 50,000 people from all over the country to watch the 3D projected animations on several downtown classical building facades. Created by artists from places such as Prague, Barcelona and New York, each sound and light installation was a fantastic display of human imagination and effort that celebrated the built environment of our center city. Promoted annually by the BLDC, the event has become one of the largest events to draw people to Binghamton.



Unfortunately due to the COVID-19 Pandemic, the 2020 LUMA Projection Arts Festival was postponed for in person viewing. The creative team behind LUMA devised a virtual festival and partnership with Binghamton's Tri-Cities Opera with the creation of "Miranda". This production brought online audiences face-to-face with a motley cast of would-be murderers—highly detailed 3D avatars controlled in real time by studio actors located in Binghamton, NY. The event was conceived by LUMA co-founder Joshua Bernard Ludzki. Each performance of Miranda was unique, but unlike live theater every viewer had a premium seat as they watched with only a few other audience members inside one of several hundred 'virtual rows.'



Ivory Christmas



Ivory Christmas returned to the City of Binghamton on November 30, 2019 transforming downtown's Washington Street into a holiday wonderland. 4 pianos were rolled out onto Washington Street to celebrate the season. The music didn't stop with pianos, Saxophone, guitar, a Capella, violin and many more joined the musical celebration. Families were also able to get their picture taken with Santa and Binghamton Police collected toys for Toys for Tots. Unfortunately, the 2020 event was cancelled due to COVID-19.

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.

Unfortunately due to the COVID-19 pandemic, the 2020 First Friday events were scaled down to less business participation.

Coffee and a Conversation

Coffee & A Conversation is a public event that began on October 12th, 2016 and was 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.



Unfortunately due to the COVID-19 Pandemic, the 2020 Coffee and a Conversation events have been postponed. The office is looking forward to restarting this event in the future.

Available Property Brochure

An available property brochure has been created to feature a number of 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

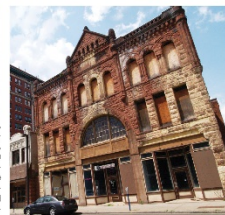


Beautifully renovated 10,000 SF 4th floor of historic cigar factory. Subdividable space with high ceilings, hardwood floors, exposed

31 Chenango Street



31 Chenango Street: available at \$495,000.00, ca. 1892, 23,000 SF, 3-story former theater located in the State and National Register Court Street Historic District, built in 1891 for banker, Charles F. Stone, designed by Silvestro D. Liscoy 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 Langtree. 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 1931, it was converted to the "Riviera" Movie Theater, a single screen movie theater part of the Cornerford 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 experienced further deterioration, seats were removed and a failing roof lot in the elements.

Development potential: the building retains a historic facade worthy of careful restoration. The cavernous shell invites bold 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



For more information: Please contact Eihan Cook, Pyramid Brokerage, ecook@pyramidbrokerage.com, (607) 725-9118

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 ecodv@cityofbinghamton.com (607) 772-7161



Headquarters of SaveAround, opened 2018



Binghamton Economic Development Office 607.772.7161

Columbus Day Parade and Italian Festival

The 60th annual event began Monday, October 14, 2019 at 9:00 AM outside of Binghamton City Hall with the raising of the Italian flag. 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.



Unfortunately due to the COVID-19 Pandemic, the 2020 Columbus Day Parade and Italian Festival was postponed.



<p>LUNCH</p> <p>\$10 house american lupo's s&s charpit relaxers tavern saw-lark whitely tavern</p> <p>\$12 american cafe citrea the corner craft garage l'italiano restaurant loft cog cafe relaxers tavern rher alibi saw-lark the shop spotlight trai rita whole in the wall</p> <p>\$15 cortese restaurant rher alibi relaxers</p> <p>coverage, tax, and gratuity excluded</p>	<p>DINNER</p> <p>\$20 american cafe saw-lark house the corner craft garage house american l'italiano restaurant loft cog cafe relaxers tavern rher alibi saw-lark spotlight relaxers</p>	<p>\$25 250 dry citrea cortese restaurant dos rios loft cog cafe social on state south city public house trai rita whole in the wall</p> <p>\$30 members</p>
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PROCEEDS TO BENEFIT 

LEARN MORE AT EATBING.COM












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 from the Fall 2019 promotion went to LUMA. Fall 2019 participants included: 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

7 Hawley Street-Parking Garage



This 0.74 acre former surface parking lot owned by the Binghamton Urban Renewal Agency is located in the center of the downtown and is the new site of a new 304-car parking ramp and 20+ car surface lot. 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 project was expected to open in December 2020 and had proven to stimulate commercial development interest in downtown Binghamton.

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 City of Binghamton, BLDC, 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 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. 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 an underserved neighborhood but also provide training and employment for

younger neighborhood residents. As of this report the project welcomed residential tenants in September 2020, the contractor was completing buildout of the Greater Good Grocery Store and other finishing touches.

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. Previously owned by the Broome County Industrial Development Agency, under an 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

Headquarters of SaveAround, opened 2018

Views: south view, southeast view, north view, SaveAround, 48 MW cogeneration plant

Binghamton Economic Development Office 607.772.7161



In April 2020, the BLDC entered into an agreement to sell the park to Syracuse-based Bowers Development to advance a \$25 million redevelopment project. Bowers plans to invest approximately \$25 million to restart the cogeneration power plant and build approximately 150,000 to 200,000 square-feet in prefabricated steel buildings for future commercial use, which may include office flex space, warehousing, distribution and light

manufacturing coupled with low-cost power onsite for tenants. Future development is expected to support 150 to 250 new jobs. Sale terms include a 12-month due diligence period for both Bowers Development and the City of Binghamton. Bowers Development has a successful record obtaining environmentally challenged properties and quickly bringing them back to a marketable state and targets properties for acquisition that are generally abandoned, blighted or contaminated.

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, Special Projects Loan Program and the COVID-19 Emergency Small Business Loan Program that incentivizes new job creation and assists existing businesses retain and expand their workforce.
- The BLDC approved a \$150,000 loan to the Broome County Council of Churches creating 12 jobs and helping to bring a much needed grocery store to the Northside of the City of Binghamton.
- 10 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, 8 clients were assisted with their M/WBE certification applications with all 8 becoming certified.

Performance Measure 2:

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

- 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, 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.
- An available property brochure has been created to feature all commercial properties available for sale or lease throughout the City of Binghamton.

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 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.

- The BLDC provided \$120,000 in financing to 8 businesses during the COVID19 pandemic. These emergency funds were used for payroll, rent, utilities and PPE for staff.
- The BLDC provided a \$58,875 loan to The Garland, LLC for façade work due to deterioration of the existing brick exterior building located at 116 Washington Street in the heart of downtown Binghamton.
- 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, 2020 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.