

# THE AGENCY

BROOME COUNTY IDA / LDC

## WHAT IS THE AGENCY?

The Agency governs the Broome County Industrial Development Agency (IDA) and the Broome County Local Development Corporation (LDC). Our mission is to serve as a catalyst, partner, and investor that delivers job opportunities, development sites, and enhanced quality of life. The Agency promotes and leverages all available resources to foster economic growth in Broome County. Our job, simply put, is to create a climate of opportunity for business to thrive.

## WHO IS THE AGENCY? MESSAGE FROM THE DIRECTOR

The Agency is your first call for economic and business development assistance in Broome County. Whether you are considering Broome County for relocation or to expand your existing business, we have an array of financing tools and resources to help you reach your goals.

Last year, we launched a new brand to support our vision to serve as the dynamic and approachable driver of economic development in Broome County. Our goal is to impact all parts of the economy - from large industrial and manufacturing projects, working with small to mid-size businesses on their expansion needs, and building an entrepreneurial ecosystem with our regional partners.



## WHAT IS AN IDA?

An IDA is a public-benefit corporation established by article 18a of the General Municipal Law of New York State. The IDA is a 501(c) 3 non-profit organization. The Broome County IDA receives no tax-payer dollars. Our revenues are generated by fees from development projects and from lease payments from IDA-owned property. The most widely used financing tools used by IDAs are property tax abatement programs and revolving loan fund programs.

## WHAT IS AN LDC?

An LDC is a 501(c)3 established by Not-for-Profit Corporation Law of New York State. Broome County created the Broome County Local Development Corporation in 2010 to promote and conduct economic development on behalf of Broome County. The LDC most commonly provides assistance through the issuance of bonds for larger non-profit projects.

## GOVERNING STRUCTURE

The Agency is governed by a nine-member Board of Directors that is appointed by the Chairman of the Broome County Legislature. This Board governs the activities of both the IDA and the LDC.

### BOARD OF DIRECTORS

Terrence M. Kane / Chairman  
Wayne L. Howard / Vice Chairman  
James G. Rounds, Jr. / Secretary  
John J. Stevens / Treasurer  
John M. Bernardo  
Richard A. Bucci  
Stephen P. Feehan  
Diane M. Marusich  
Lamont T. Pinker

### DEVELOPMENT TEAM

Kevin McLaughlin / Executive Director  
Tom Gray / Senior Deputy Director of Operations  
Stacey Duncan / Deputy Director, Community/Economic Development  
Carly Campon / Operations Manager  
Natalie Abbadessa / Administrative Assistant

# HOW DOES THE AGENCY SUPPORT ECONOMIC DEVELOPMENT?

The Agency provides financial assistance for economic development projects by administering a property tax abatement program; revolving loan programs; issuing bonds for large-scale manufacturing and non-profit projects; identifying potential state programs to assist businesses; and providing technical and general business assistance.

In 2013, the BCLDC issued \$22 million in bonds to the BCC Housing Development Corporation for the construction of **Student Village** on the SUNY Broome Community College Campus.



The agency provided PILOT assistance for the **Skye View Heights** project in Endicott. This includes the construction of maintenance-free townhomes for individuals 55 and over.



The Agency provided assistance for the purchase of a new building and equipment, and access to the NYS Excelsior Jobs program for **Engineering Manufacturing Technologies**. This assistance will enable EMT to expand its current operations in the Village of Endicott.



The Agency approved a PILOT to Chenango Empire, LLC to redevelop 19-25 Chenango Street in the City of Binghamton. This project includes an investment of more than \$21 million and the restoration of the historic Press Building, once nearly destroyed by fire. This project will transform these properties into **The Print House** apartments for students and young professionals and provide new commercial space on the first floors.

## LOAN PROGRAMS

The Agency administers three programs for the purpose of assisting small to medium size business retain or expand their employment base. Since 2013, our loan programs have provided \$1.5 million in assistance to leverage more than \$5 million in private investment. The Agency can serve as a direct lender to a business or can work with a multitude of lending institutions to partner on loan financing.

*"There's no way I could've expanded my business without their help. It has been a great experience." – Joe Roberts*



The Agency provided loan assistance to Joe Roberts, owner of **Roberts Stone** to construct a new building and purchase equipment at his stone quarry in the Town of Conklin. This assistance will also enable Roberts Stone to add seventeen new jobs.



The Agency worked with Gene Mazza, owner of **MS Machining** on purchasing new equipment at his facility in the City of Binghamton. Mazza purchased the contract manufacturing business in 2003 to retain local jobs.

# SITE SELECTION ASSISTANCE

The Agency can work with developers or investors to identify the right location for their desired project goals. These goals may vary widely. While one project may need immediate access to highway transportation systems, another project may look to be located in the urban core. We work with our municipal and real estate partners to identify just the right location to ensure a projects success.



The Agency worked with Larry Regan of Regan Development Corporation to identify properties suitable for an adaptive reuse project in Broome County. Regan will redevelop two former EJ buildings into the **Century Sunrise** project in the village of Johnson City. The properties are immediately adjacent to the planned Binghamton University School of Pharmacy and Pharmaceutical Sciences. The project, which is estimated at more than \$30 million will be considered for PILOT assistance this year.

## COMMUNITY INVESTMENTS

The Agency has been a direct investor on projects with significant public benefit. The Agency is an investment partner in the construction of the **Southern Tier High Technology Incubator** in downtown Binghamton and the **Regional Farmers' Market** in the Town of Dickinson. These projects will support the expansion of two significant industry sectors; smart energy technology and agriculture.



## INNOVATIVE INITIATIVES

The Agency is a partner and facilitator on a number of exciting and innovative initiatives aimed at transforming the Broome County economy.

**76West** - The Agency is working with NYSERDA and the Southern Tier Startup Alliance to facilitate and promote the 76West Clean Energy Business Plan Competition. Launched by Governor Cuomo this year, 76West is one of the largest clean energy business plan competitions in the nation. \$20 million in cash and service prizes will be awarded to clean energy companies looking to locate or connect with the Southern Tier supply chain.

**Greater Binghamton Innovation Ecosystem Initiative** - Part of the Southern Tier's \$500 million award-winning Upstate Revitalization Initiative plan, the Greater Binghamton Innovation Ecosystem Initiative will create distinctive innovation districts in the City of Binghamton, Village of Johnson City, and the Village of Endicott. This initiative will create dynamic live, work and play communities to attract the next generation Broome County residents.

## ENTREPRENEURSHIP

In 2015, The Agency jumped into the entrepreneurial ecosystem through the launch of **The Center**: built for small business growth. The Center is our small business startup incubator aimed at fostering small business start-ups in the region. The Center provides the physical infrastructure and support systems for new businesses to grow vibrantly into the local economy. The Center is a **member of the Southern Tier Startup Alliance**, a regional consortium of business incubators in Binghamton, Elmira/Corning, and Ithaca. The Center is also designated as START-UP NY space and can provide tax benefits through the Innovation Hot Spot program.



*"The Center is a critical anchor for the entrepreneurial community for Binghamton and the Southern Tier. It provides a space to convene the entrepreneurial community and support and celebrate innovation. The Center and The Agency have been invaluable allies, and have helped our region as a whole inspire and support the budding business leaders of the future"*

- Tom Schryver, Executive Director of the Southern Tier Startup Alliance

# 5 SOUTH COLLEGE DRIVE – A NEW BUILDING, A NEW OPPORTUNITY.

A Dynamic Business and Economic Development Center Leading Broome County to Thrive.



## PARTNERS IN THE BUILDING INCLUDE:

The Agency Broome County IDA/LDC  
Alliance for Manufacturing & Technology  
Greater Binghamton Chamber of Commerce  
National Development Council

New York Business Development Corporation  
The Center: built for small business growth  
Visions Federal Credit Union  
and other municipal and business development organizations

Economic development is about communication. It's about understanding where we are and where we need to be. It's about understanding that we're all in this together.

The Agency has assisted projects of all sizes and across industry and have pursued initiatives that will build a diverse and sustainable economy for the residents of Broome County. We'd like to work with you.

## ECONOMIC DEVELOPMENT IS A CONVERSATION

## INTRODUCING IN 2016...

## THE CONVERSATION

AN ECONOMIC DEVELOPMENT PODCAST SERIES

JOIN US FOR **CANDID CONVERSATIONS** WITH SOME OF BROOME COUNTY'S MOST **DYNAMIC** INFLUENCERS IN BUSINESS, AS WELL AS ECONOMIC AND COMMUNITY DEVELOPMENT.



## THE TALK

AN ENTREPRENEURIAL DISCUSSION SERIES

JOIN US AS WE CROSS THE SPECTRUM OF TOPICS AND HEAR FROM SOME OF THE REGION'S MOST **DYNAMIC INFLUENCERS** IN THE ENTREPRENEURIAL MOVEMENT.



**THE AGENCY**  
BROOME COUNTY IDA / LDC

**START THE CONVERSATION TODAY.**

[theagency-ny.com](http://theagency-ny.com) 607.584.9000

#thrivenow #jointheconversation

# FINANCIAL HIGHLIGHTS

## STATEMENT OF NET POSITION

	2015	2014
Current Assets	\$11,792,202	\$13,115,026
Capital Assets	12,428,049	13,483,312
Other Non-Current Assets	2,538,493	1,917,498
<b>Total Assets</b>	<b>26,758,744</b>	<b>28,515,836</b>
Current Liabilities	65,118	1,582,901
Other Long-Term Liabilities	~	~
<b>Total Liabilities</b>	<b>65,118</b>	<b>1,582,901</b>
Net Position		
Net Investment in Capital Assets	12,428,049	13,483,312
Restricted	2,624,511	2,818,978
Unrestricted	11,641,066	10,630,645
<b>Total Net Position</b>	<b>\$26,693,626</b>	<b>\$26,932,935</b>

## Statement of Revenues, Expenses, and Change in Net Position

	2015	2014
Operating Revenues	\$2,506,372	\$3,097,391
Operating Expenses	(3,163,745)	(2,443,867)
<b>Income From Operations</b>	<b>(657,373)</b>	<b>653,524</b>
Net Non-Operating Revenues:		
Investment Income	37,743	7,137
<b>Net - Operating Revenues</b>	<b>37,743</b>	<b>7,137</b>
Change in Net Position	(619,630)	660,661
Net Position, Beginning of Year	27,313,256	26,652,595
<b>Net Position, End of Year</b>	<b>\$26,693,626</b>	<b>\$27,313,256</b>

As a useful indicator of a government's financial position. In the case of the Agency, assets exceeded liabilities by \$26,693,826 at December 31, 2015. This represents a decrease of \$619,630 over 2014.

The unrestricted net position is \$11,641,066, which is an increase of \$1,010,421 or 9.5% over 2014.

The Agency continues to benefit from significant rental income of \$1,190,061 from a couple lessors. In addition to the rental income, the Agency also received \$868,855 in fees income during the year.

A large portion of the Agency's net position reflects its investment in its revolving loan funds with a balance of \$2,624,511 at December 31, 2015. There has been a \$194,467 decrease in the loan fund balance from 2014 of \$2,818,978. The loan funds are restricted funds and dedicated to provide subordinate debt to assist small businesses with their expansion projects.

#### **Significant Events:**

In April 2012, the Agency along with a coalition of regional partners including Binghamton University, Broome Community College, economic development partners and the private sector proposed to construct a high-technology incubator within the urban center of the region in downtown Binghamton. This incubator will provide a unique entrepreneurial ecosystem for emerging high technology companies. The Binghamton University Foundation has formed a not-for-profit entity, the Southern Tier High Technology Incubator, Inc., to construct, own and manage the incubator on the Hawley Street, Canon Street and Lisle Avenue properties in downtown Binghamton. The Agency committed \$2,000,000 to develop the shovel ready site that includes acquisition, demolition, leveling, clean-up and site utilities including grading, storm water and paving. The Agency restricted \$2,000,000 for this project. During 2013 the Agency acquired all the parcels necessary for the project to move forward. The Agency has entered into a ground lease with the Southern Tier High Technology Incubator, Inc. This project has received funding approval in the amount of \$7,000,000 from the Southern Tier Regional Economic Development Council and secured an additional \$2,000,000 from the US Department of Commerce, Economic Development Administration to assist with this project. The project is now under construction and is scheduled to be completed in September 2017.

The Agency worked with Broome County on a year round Regional Farmers Market. The Agency made a commitment to invest \$250,000 for the development of the market. Broome County Planning Department has secured \$500,000 in grants to assist in the project as well. The project is now underway and will be completed in 2016.

#### **Capital Assets and Debt Administration:**

##### **Capital Assets:**

At December 31, 2015, the Agency's net investment in capital assets is \$12,428,049.

	<u>2015</u>	<u>2014</u>
Land	\$2,659,639	\$3,424,551
Construction in progress	2,021,096	413,291
Buildings and improvements	11,695,516	14,002,335
Equipment	58,543	63,789
	<hr/>	<hr/>
	16,434,794	17,903,966
Less: Accumulated depreciation	4,006,745	4,040,333
	<hr/>	<hr/>
	\$12,428,049	\$13,863,633