

INVEST
EXPAND
LIVE
THRIVE



How do you define economic development? Is it to secure the location of dynamic large-scale projects from nationally renowned companies? To support the expansion of manufacturing companies for the retention of jobs? To foster new and modern urban living opportunities? Is it to embrace and support the next generation of entrepreneurs who are building tomorrow's companies today? Or is economic development identifying and addressing the needs of a 21st century workforce to attract talented professionals and skilled workers?

We think economic development is all of that as well as the unapologetic pride in our community, in our businesses, and in our people. We are at the beginning of a very exciting time in Broome County. Knowledge, vision and opportunity are colliding to create impactful partnerships and dynamic economic opportunity.

Broome County truly provides a good life and it is a privilege to support and grow our economy. With the support of our Board of Directors, our development team has pursued a bold path to understand our workforce, housing, and transportation needs so that we can continue to expand our existing businesses and attract new business to Broome County.

Great results require great partners. We are proud to work with the multitude of organizations that believe in Broome County like we do. There is much work to do, but together we are unstoppable.

Investment. Workforce. Talent. Start Up. All of these things are defining Broome County.

KEVIN MCLAUGHLIN

Executive Director / The Agency

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

GOVERNING STRUCTURE

BOARD OF DIRECTORS

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

DEVELOPMENT TEAM



KEVIN MCLAUGHLIN
EXECUTIVE DIRECTOR



TOM GRAY
SENIOR DEPUTY DIRECTOR OF OPERATIONS



STACEY DUNCAN
DEPUTY DIRECTOR, COMMUNITY/ECONOMIC DEVELOPMENT



NATALIE ABBADESSA
BUSINESS DEVELOPMENT COORDINATOR



CARLY NORTON
OPERATIONS MANAGER



CARRIE HORNBECK
ADMINISTRATIVE ASSISTANT

THE TEAM

THE MISSION

The Agency is a catalyst, partner and investor that delivers clear benefits including job opportunities, development sites and enhanced quality of life. The Agency promotes and leverages all available resources and Broome County's strengths to foster economic growth and create prosperity in an ethical and transparent manner.

INVEST

Thinking about starting a project in Broome County? Let us help you identify your project's critical needs such as available sites, funding opportunities, access to public infrastructure, or workforce and demographic data. We have the expertise to help you plan for success.

EXPAND

Our BR&E program is designed to stimulate investment in local businesses. We help identify potential funding resources, address challenges, and look for opportunities for growth.

LIVE

We boast about the excellent work/life balance. We are spreading this idea to enhance the perspective of Broome County, and foster strong pride of place.

THRIVE

We are confident that locating or expanding in Broome County will not only provide business success, but help you achieve the ideal work-life balance. You'll find quality education, affordable homes, and abundant arts and recreation opportunities. That's why so many are choosing Broome County because good is a choice.

THE SERVICES

The Agency has an array of services whether you want to expand, or relocate your business, or find a commercial property that's just right for you.

We work hard every day to deliver customized business development services, innovative strategies and financing tools to support a thriving business climate in Broome County, NY.



PROJECT DEVELOPMENT INCENTIVES & TECHNICAL ASSISTANCE

The Agency has an array of services to help move your project from start to completion. In addition to traditional tax, loans, and financial assistance, we will provide knowledge and assistance for all of your project's needs.



TALENT / WORKFORCE

The Agency is the link between your company and the next generation workforce.

BR+E

BUSINESS RETENTION & EXPANSION

SO YOU CAN FOCUS ON THE PRESENT,
WHILE **WE DESIGN YOUR FUTURE.**

TOOLS

WHAT IS BR+E

Our BR&E program will help stimulate investment locally, identify potential funding resources and address challenges and opportunities for growth.

HOW WE DO IT

- Set up a face-to-face meeting at your location
- Identify partners and additional resources to assist your business

LOAN FINANCING

We currently administer three revolving loan programs to help you retain or expand your employment base.

DEAL STRUCTURING

We can partner with local lending institutions, municipal economic development organizations or other resources to help you achieve success.

EXPANSION ASSISTANCE

Looking to expand? Let us work with you to identify the right location for your future success.

ACCESS TO STATE PROGRAMS

With our experience, we can help you navigate the wide array of state funding programs that can assist with your business needs.

TAX INCENTIVES & EXEMPTIONS

For eligible projects we can provide; Payment-in-Lieu- of Taxes (PILOT), an 8% NY State Sales Tax exemption and a 1% Mortgage Recording Tax Exemption.

HERE'S WHAT THEY ARE SAYING...



TO LEARN MORE ABOUT OUR SUCCESS STORIES GO TO theagency-ny.com

THE PERFECT LOCATION

247,777

Binghamton MSA population

BROOME COUNTY IS THE PERFECT SIZE FOR OPPORTUNITY.

The Greater Binghamton economy is Upstate New York's sixth largest generating nearly \$7 billion in economic activity per year. The region is ranked in the top 10 for creativity among communities its size in the United States.

\$47,744

Area Median Income

EDUCATION

Binghamton University is ranked among the nation's top 50 public universities, and was recently named the number one out of state value by Kiplinger's. Our K-12 system includes some top ranked schools in New York and the U.S.

SUNY Broome Community College is recognized as one of the finest community colleges in the United States.

93,047

Total Employment by Industry

TOP EMPLOYERS

- Binghamton University
- United Health Services
- BAE Systems
- Lourdes Hospital
- Dick's Sporting Goods
- Maines Paper & Food Service

INDUSTRY

- Agriculture
- Smart Energy
- Food Production
- Pharmaceuticals

CONNECTING CUTTING EDGE RESEARCH OUT OF BINGHAMTON UNIVERSITY

- Center for Advanced Microelectronic Manufacturing (CAMM)
- Small Scale Systems Integration and Packaging (S3IP)
- Smart Energy Research Facility
- Koffman Southern Tier High Technology Incubator
- School of Pharmacy and Pharmaceutical Science

#1

Overall ranking for Employment in Engineering & Sciences (Southern Tier)

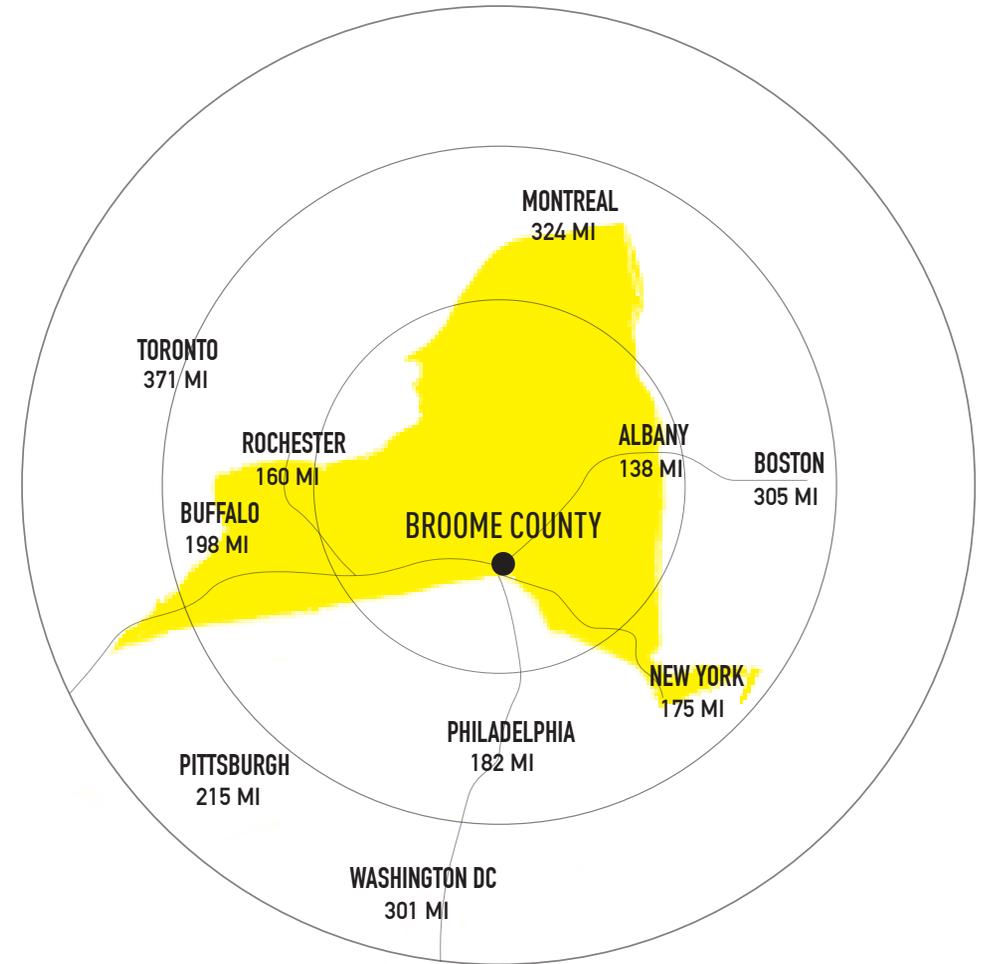
LOCATION

With major highway systems intersecting in Binghamton, the area has become known as the crossroads of the Southern Tier. The Southern Tier Expressway, NY Route 17 (future I-86), crosses the area in an east-west direction and places Binghamton on a direct, limited access route between New York City and major Midwestern cities, including Chicago and Cleveland.

The North-South Expressway, Interstate 81, ties the region to Canada, central New York, Pennsylvania and points South.

Interstate 88 links Binghamton directly to Albany, New York State's capital, and to other important northeastern markets, including Boston and Montreal.

Broome County is your gateway to the world via the Greater Binghamton Airport with domestic and international connections via Delta Airlines.



THE PROJECTS

The Agency has assisted projects across all industries. We have helped businesses, start, relocate, and expand. When asked, we've found answers.

Go to theagency-ny.com to learn about our latest projects, current properties, and more.

DOWNTOWN REVITALIZATION

Chenango Place
Twin River Commons
20 Hawley Street
The Printing House

PARTNERSHIP WITH HIGHER EDUCATION

Koffman Southern Tier Hi-Tech Incubator

LOANS FOR BUSINESS GROWTH

Sirgany Eyecare, LLC
T-Squared Custom Millwork, Inc.
Engineering Manufacturing Technologies

FINDING THE RIGHT LOCATION

ADEC Solutions
Tool Room Express

AGRICULTURE

Regional Farmer's Market
Broome County Agriculture Task Force

NEW CONSTRUCTION OR REDEVELOPMENT

Dick's Sporting Goods, Inc. Regional Distribution Center
50 Front Street Associates
Century Sunrise Redevelopment

DICK'S SPORTING GOODS REGIONAL DISTRIBUTION CENTER | CONKLIN



PACEMAKER STEEL | BINGHAMTON



ENGINEERING MANUFACTURING TECHNOLOGIES | ENDICOTT



CENTURY SUNRISE REDEVELOPMENT | JOHNSON CITY



FIVE SOUTH COLLEGE DRIVE | BINGHAMTON



50 FRONT ST ASSOCIATES | BINGHAMTON



THE PLACE TO CHOOSE

The Broome County a good life program was created to attract and retain talented and driven individuals to our area. People that not only enjoy great professional careers, but also love to live life. Ultimately, people that are seeking the perfect work/life balance.

broomeisgood.com #broomeisgood

BROOME COUNTY
a good life.™



MOVED BACK

stephen smyk

CEO - PERFORMANCE BRIDGE MEDIA

lives in: VESTAL

works in: BINGHAMTON



STAYED

jeff lake

REGIONAL PRESIDENT - NBT BANK

lives in: BINGHAMTON

works in: VESTAL

"we have an educated, talented, and stable workforce here that my national clients can count on"

"I feel it's important that I give back to the community that has given me so much, which is exactly what my job allows me to do."

THE CORE 4



MOVED BACK

maxwell bendert

ARCHITECT, AIA - DELTA ENGINEERS AND ARCHITECTS

lives in: PORT DICKINSON

works in: ENDWELL



RELOCATED

brittany hall

EXECUTIVE DIRECTOR - BINGHAMTON PHILHARMONIC ORCHESTRA

lives in: BINGHAMTON

works in: BINGHAMTON

"i get to have the best of both worlds, my dream job and still travel the world"

"No one can really tell you what a piece of music is about- it's all about that feeling you have when you listen. That's almost how I feel about Broome County. It's this wonderful, warm feeling that you know you're in the right spot."

BECOME *a good life* INVESTOR.

It is the choice of **INVESTMENT THAT GROWS**
WITH *your* BUSINESS & FOR *your* BUSINESS.

Learn more at broomeisgood.com.

The Broome County... *good life stories* is all about telling the *amazing stories of people who choose Broome County as the perfect work/life choice.*

These stories tell their journey in choosing Broome, showcases their career experiences and triumphs, and how much they enjoy a satisfying personal life here in our area.

The *good life stories* are featured on our Broome County...*a good life* website broomeisgood.com, our social media, and in our *good life series* with the Press & Sun Bulletin on pressconnects.com.



JOBS NOW BROOME



As the lead economic development driver for Broome County, The Agency recognizes that it is our responsibility to understand and respond to changes in the economic climate here.

The Broome Talent Task Force is our effort in **BRINGING TOGETHER ALL OF THE MAJOR EMPLOYMENT SECTORS** driving our economy including: **HEALTHCARE / EDUCATION / ENGINEERING MANUFACTURING / ENGINEERING AND DESIGN / TRANSPORTATION CONSTRUCTION AND SKILLED TRADES...TO NAME A FEW.**

The objective is to attract, retain, and continually build a strong workforce over the next decade.

Learn more about it on broomeisgood.com



Choosing a good life here in Broome *has everything to do with our community.* That is why, *partnering up with local organizations*, and being a strong presence at community events is essential in *connecting with everyone* who love it here, or who are exploring the possibility of choosing a satisfying life in our area.

We've been at Rumble Ponies baseball games, First Friday Art Walks, Bearcats basketball games, local job fairs, and many other events to *bring the fun*, the *pride*, the *giveaways*, and ultimately, to *showcase the excitement of choosing* Broome.

There are so many *amazing products* made in our area and that is why we created *Made in Broome.*

This program features not only the products, but the people behind the products.

The goal is to *promote locally made goods* and *RAISE THE DEMAND for these products*...because when we do this, we **BUILD** our **COMMUNITY OF ENTREPRENEURS** and our **LOCAL ECONOMY.**

These stories are showcased on broomeisgood.com, our social media, and in our *good life series* on pressconnects.com.



THE PLACE TO BE

The measure of a community is not just how you can start or expand your business, but how you can experience a high quality of life everyday. Broome County has everything you need to have an abundant **work/life balance**.

To learn more about Broome County, go to broomeisgood.com.



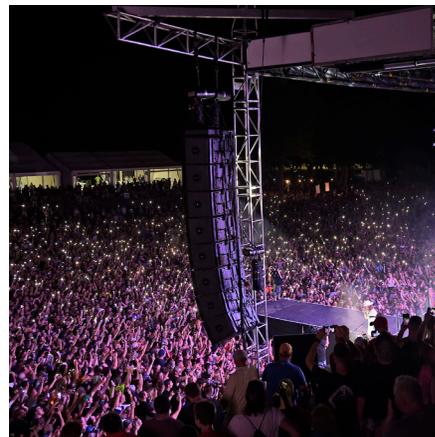
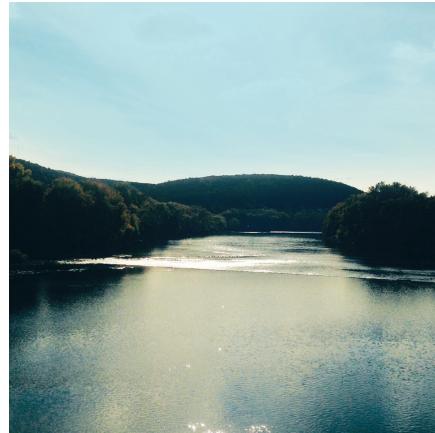
THE PLACE TO LEARN

Broome County boasts some of the **most competitive K-12 schools in New York State**, that excel in academic, athletic and extra-curricular performance. Rest assured, an education in Broome County will set a positive educational foundation for your child's future.

In addition, Broome County boasts **some of the nation's best higher education institutions** including:

- BINGHAMTON UNIVERSITY
- SUNY BROOME COMMUNITY COLLEGE
- DAVIS COLLEGE





THE PLACE TO LIVE

Our housing market is one of the **most affordable in the State** with an abundant inventory of **small starter homes, downtown lofts, or luxury homes.**

The average commuting time is 20 minutes or less, which can take you from one of our quaint rural towns to the center of Downtown Binghamton.

Median home value: **\$ 119,200**

Cost of living: **4.5%**

Students per Teacher in Broome County Schools: **12.6**

Average Commute Time: **18 MINUTES**

PLAY HERE.

Broome County has an array of activities. There is something to fit anyone's lifestyle. Our area brings:

- ARTS
- CULTURE
- GREAT CUISINE
- FESTIVALS
- SPORTING EVENTS
- PARKS
- HIKING TRAILS
- BIKING TRAILS
- AGRITOURISM
- SCENERY
- AND MORE.

THE AGENCY

BROOME COUNTY IDA / LDC

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THEAGENCY-NY.COM

