

## Appendix 1: 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 loan to Mountain Fresh Dairy, a project that is expected to result in 98 full-time jobs within a 3-year period.
- The BLDC's provided a Main Street grant to State Street Ventures, resulting in the creation of one new business and at least 6 new jobs.
- 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.

### Performance Measure 2:

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

- The BLDC approved a \$200,000 Revolving Fund Loan to Mountain Fresh Dairy, a producer of kosher dairy products.
- The 2014 Business Plan Competition resulted in seven finalists, one of which will receive a \$5,000 grant to create or expand a 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 two informational workshops to support local businesses: the Business Plan Development Workshop and the Digital Marketing for Small Business Workshops.
- The BLDC disseminated information via two media campaigns that advocated for buying local.
- 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.

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- 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.

### 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, the Small Business Development Center, the Broome County IDA, the Southern Tier Regional Economic Development Council, the Greater Binghamton Chamber of Commerce and local financial institutions.

### 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 a \$200,000 loan to a kosher dairy plant through the Revolving Loan Fund Program.
- The BLDC provided a \$90,000 grant for the complete rehab of one commercial space and four residential units through the Main Street Program.
- The BLDC provided one \$15,000 grant and one \$5,000 grant for the improvement of the facades of two commercial spaces through the Main Street Program.
- Through its concierge service, the BLDC provided technical assistance and support to multiple projects involving construction and renovation during the planning review process.