

ANNUAL REPORT

of the

DEVELOPMENT CHENANGO CORPORATION

Presented at the

ANNUAL MEETING

March 27, 2019

Annual Report of the Development Chenango Corporation

Benchmarking Performance Against Performance Goals:

The following goals benchmarking Development Chenango's performance were reconfirmed by the Board of Directors during 2018.

1. Provide assistance to companies expanding in Chenango County
2. Provide assistance to companies locating in Chenango County
3. Provide assistance to companies to retain jobs in Chenango County
4. Support projects that will increase available employment opportunities in Chenango County
5. Facilitate an increase in the availability of a well-trained and skilled workforce in Chenango County
6. Participate in downtown revitalization efforts throughout Chenango County
7. Support efforts to attain necessary infrastructure to sustain business activity throughout Chenango County
8. Reduce the number of dilapidated/blighted commercial properties throughout Chenango County

Business Assistance Loan Fund

Supports goals 1-4, 8

- Support projects that will increase available employment opportunities in Chenango County
- Provide assistance to companies expanding in Chenango County

Borrowers of the BALF funds are expected to retain and/or create new jobs, or other community/economic development benefits. Development Chenango Corporation (DCC) ended 2018 with eleven BALF loans in its portfolio. One loan was paid off.

Micro-Enterprise Revolving Loan Fund

Supports goals 1-4

- Projects will increase available employment opportunities in Chenango County
- Provide assistance to companies expanding in Chenango County

Under the Micro-Enterprise Program there is one remaining loan, which is in default. Recipients of the microenterprise loan funds were either low-moderate income business owners, or are expected to retain and/or create new jobs. No new Micro-enterprise loans were made in 2018.

Agricultural Revolving Loan Fund

Supports goals 1, 3, 4

- Support projects that will increase employment opportunities in Chenango County, and/or increase agricultural production.
- Provide assistance to companies expanding in Chenango County

Borrowers from this loan fund are expected to create jobs, add cows, crops, or otherwise expand and increase agricultural processing capacity at their farms or manufacturing business in Chenango County. At 2018 year-end there were three active loans, with one being created in that year.

Downtown Development

Supports goals 6, 8

- Participate in downtown revitalization efforts throughout Chenango County
- Reduce the number of dilapidated/blighted commercial properties throughout Chenango County

In 2018 the City of Norwich agreed to endorse a 2019 Commerce Chenango application for the Downtown Revitalization Initiative, which could yield a multi-million dollar grant for revitalization in downtown Norwich.

Upstate Revitalization Initiative/Consolidated Funding Applications,

Supports goals 1 – 4, 7, 8

These are programs of the Regional Economic Development Council (REDC). The executive director of Development Chenango Corporation represents Chenango County on the REDC, as the designee of the Chair of the Board of Supervisors. The executive director also serves on the board of the Southern Tier Region Economic Development Corporation (STREDC), which administers loan funds capitalized by Empire State Development CFA grants.

Contract staff provided support and guidance to the following projects:

- Greene Strategic Plan and Feasibility Study
Development Chenango Corporation, in partnership with the Town and Village of Greene, The Raymond Corporation, and other stakeholders, will create the first-ever economic development strategic plan tailored to the needs of the Village. The plan will address workforce development, place-making, attraction of capital and maximizing the impact of idle and underutilized economic and community assets.

Small Business Guidance

Supports goals 1, 2, and 4

- Provide assistance to companies expanding in Chenango County
- Provide assistance to companies locating in Chenango County
- Support projects that will increase available employment opportunities in Chenango County

Contract staff provided guidance to 15 clients, totaling 100 hours and ultimately aiding in the creation of three new businesses in Chenango County.

Corporation Financial Information

The assets, liabilities, expenses and disbursements for all general, restricted and unrestricted financial activity for the Development Chenango Corporation's fiscal year

January 1, 2018 through December 31, 2018 can be found in the attached Financial Statements (unaudited).

Personnel

Alex Larsen serves as Economic Development Coordinator. Steven Craig is Executive Director.

A copy of this Annual Report has been filed with the records of the Corporation and shall be entered in the minutes of the proceedings of the Annual Meeting.