

ANNUAL REPORT

of the

DEVELOPMENT CHENANGO CORPORATION

Presented at the

ANNUAL MEETING

March 25, 2020

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 2019.

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 2019 with twelve BALF loans in its portfolio. Otsego Medical Services was provided with a \$100,000 loan in February 2019.

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 2019.

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 2019 year-end there were three active loans. Since year-end Sunrise Family Farms has resumed payments and plans to make regular payments under a restructured agreement.

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 2019 the Development Chenango Board began to lay the groundwork for a 2020 DRI application for the City of Norwich, with the participation of local stakeholders.

Upstate Revitalization Initiative/Consolidated Funding Applications

Supports goals 1 – 4, 7, 8

These are programs of the Regional Economic Development Council (REDC). The former executive director of Development Chenango Corporation represents Chenango County on the REDC, as the designee of the Chair of the Board of Supervisors. The former 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.

In May 2019 DCC received an Empire State Development Economic Development Strategic Plan grant through the CFA for the Village and Town of Greene. The \$11,000 grant was matched by for a project total of \$22,000. A committee was formed and meetings held to determine a path forward and find the best consultants to carry the plan out.

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 extensive guidance to small businesses in the county, through meetings, phone calls, site visits, and email.

Supporting Infrastructure

Supports goals 4, 5, 6, and 7

Made a \$100,000 contribution to the Chenango Memorial Hospital's Chenango Medical Neighborhood Campaign in October 2019. This helped support an ongoing project to

upgrade emergency care, a new cardiac wing, and other facilities at Chenango County's only hospital.

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, 2019 through December 31, 2019 can be found in the attached Financial Statements.

Personnel

Kerri Green serves as the Executive Director. Alex Larsen supports economic development as the Economic Development Coordinator.

DCC is also supported by:

Audrey Robinson, Director of Communications & Tourism

Mary Miner, Director of Membership & Programs

Megan Brennan, Administrative Support

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.