


Tompkins County Development Corporation

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**TOMPKINS COUNTY DEVELOPMENT CORPORATION
BOARD OF DIRECTORS MEETING**

• **Thursday, May 12, 2016** •

4:00 PM

**Governor Daniel D. Tompkins Building
Legislative Chambers
121 E. Court Street
Ithaca NY 14850**

AGENDA

- 1. CALL TO ORDER**
- 2. PRIVILEGE OF THE FLOOR**
- 3. BUSINESS**
 - Quarterly Budget Report
 - TCAD Funding Request for Revolving Loan Fund
- 4. STAFF REPORT**
- 5. APPROVAL OF MEETING MINUTES – April 14, 2016**
- 6. ADJOURNMENT**

**Tompkins County Development Corporation
Quarter #1 Financial Report**

	2016 Budget	January - March 2016
Starting Balance	\$ 373,462	
Income		
Fees from Projects	\$ 107,540	\$ 20,000
Interest	\$ 100	\$ 73
Total	\$ 107,640	\$ 20,073
Expenses		
Administration	\$ -	\$ -
Employee Training Program Feasibility Study	\$ 7,000	\$ 4,140
Industrial Park Site Plan	\$ 35,000	\$ -
Airport Revenue Guarantee	\$ 10,000	\$ -
Total	\$ 52,000	\$ 4,140
Projected Ending Balance	\$ 429,102	

Notes:

WGA Fee for 2015 deposited in 2016

Employee training - check written in 2015, cashed in 2016

Airport Revenue Guarantee approved 4/14/16



Memorandum

To: Tompkins County Development Corporation
From: Heather McDaniel, Vice President & Director of Economic Development Services
Date: 5/12/16
Re: Funding Request - TCAD Revolving Loan Fund Program

I am submitting a request for your consideration to grant TCAD \$200,000 to recapitalize the TCAD Loan Fund Program. The primary goal of the program is to create quality employment opportunities and strengthen the tax base by helping entrepreneurs start new businesses, helping existing businesses expand, or attracting businesses to Tompkins County. The program provides gap financing, particularly for early stage and start up companies where traditional sources of funding are not accessible.

TCAD has a strong track record managing the program. Since 1989, TCAD has loaned \$2 million to 57 companies that have created over 900 jobs. The overall default rate is less than 3% of funds loaned. A board appointed committee oversees the program. I earned the Economic Development Finance Certification from the National Development Council, a rigorous series of courses that enables me to successfully manage this program.

There are 19 active loans totaling \$1.3 million. Loans range in size from \$50,000 to \$150,000. Recent loans include Rosie Applications, a company started by Cornell entrepreneurs that has generated 40,000 orders and sold over \$4 million in groceries on its on-line supermarket platform in less than 2 years. In just one year, Rosie has created 15 jobs. Ithaca Beer is completing its second expansion in five years, increasing production capacity from 40,000 to 90,000 barrels. TCAD's loan financed bottling equipment that would not otherwise have been funded by the bank. Ithaca Hummus is a two-year-old company that produces all natural, Lebanese style hummus at an underutilized facility in the Town of Groton. The company boasts Wegmans and Whole Foods as its primary customers.

The program is comprised of seven different funds that have been capitalized by a variety of sources, the majority of which have restrictions on the type and/or location of business that can be served. The balances in the majority of the funds are under the \$50,000 minimum loan amount that program would support. I am requesting \$200,000 for the TCAD Loan Fund, which has the most flexibility to serve eligible businesses over the next two years.

TCAD Revolving Loan Fund

Loan Fund	Balance
TCAD Loan Fund	\$35,469
Countywide Loan Fund	\$142,312
Dryden Loan Fund	\$52,487
Minority/Women Loan Fund	\$74,120
Sustainable Business Loan Fund	\$14,900
USDA RBEG (inside City only)	\$39,277
USDA IRP	\$45,000

I look forward to discussing this further at the TCDC meeting on May 12.

**Tompkins County Development Corporation
Board of Directors Meeting Draft Minutes
April 14, 2016
Tompkins County Legislative Offices
121 E. Court Street, Ithaca, NY**

Present: Jim Dennis, Rich John, Jennifer Tavares, Will Burbank, Martha Robertson

Staff Present: Heather McDaniel, Ina Arthur

Guests Present: Jeff Daily, Danielle Chase (William George Agency), Rick Snyder (TC Finance), Stacy Black, Marcus Williamee (Union Representatives), David Hill (Ithaca Journal), Robert Sprole III, Leo McGratten (Therm, Inc.)

CALL TO ORDER

Jim Dennis called to order the meeting of the **Tompkins County Development Corporation** at 4:05 PM

PRIVILEGE OF THE FLOOR

None.

ADDENDUM TO AGENDA

Acceptance of TCDC Audit and PARIS Report – moved by Will Burbank, seconded by Martha Robertson, approved 5-0.

Consideration of Revenue Guarantee for Ithaca Tompkins Regional Airport – moved by Rich John, seconded by Jennifer Tavares, approved 5-0.

BUSINESS

William George Agency for Children's Services, Inc. Application

Ms. McDaniel introduced the application. The \$2.6M bond will be for a 24 bed residential unit at the William George Agency.

Ms. Robertson asked about the job section of the application. Ms. McDaniel explained that TCDC Bonds are not tied to job creation thus there is no information in the section of the application. However, Mr. Daily explained that 40 new jobs should be created due to the new housing unit.

Ms. Robertson encouraged the applicant to review and consider energy efficient building practices. She also highlighted programs on renewable energy systems that are offered through the County.

Mr. John highlighted Energize NY programs. Ms. McDaniel commented that this program focuses on renovations.

Mr. Burbank asked about the name change from George Junior to William George Agency and if that signified an education model change. Mr. Daily stated that an education model change happened in the 1970s and was not tied to the name change from George Junior to William George Agency that happened more recently.

Jim Dennis moved to send the William George Agency bond application project to a public hearing. Will Burbank seconded the motion. The motion passed 5-0.

Ms. McDaniel commented that the public hearing would be held in the Town of Dryden and then the bond will be considered by the County's PDEQ Committee and Legislature before returning to the TCDC Board for final approval.

Acceptance of TCDC Annual Audit and PARIS Reports

Ms. McDaniel commented that the annual audit for the TCDC is linked with the TCIDA audit and both are part of the County's Audit for economy of cost. The auditors found nothing out of the ordinary in their review and offered a clean opinion with nothing of significance to report.

Jim Dennis moved to accept the 2015 TCDC Annual Audit. Rich John seconded the motion. The motion was approved 5-0.

Ms. McDaniel highlighted the reports from the PARIS system – these reports are created based on information in the audit.

Jim Dennis moved to certify the PARIS reports for the TCDC Annual Audit. Martha Robertson seconded the motion. The motion was approved 5-0.

Consideration of Revenue Guarantee for Ithaca Tompkins Regional Airport

Ms. McDaniel reported that the Ithaca Tompkins Regional Airport is applying for a Federal Grant focusing on marketing and a revenue guarantee to assist in obtaining a dedicated airline flight from Ithaca to Chicago. The grant asks for a community match for the revenue guarantee to the airline (the guarantee would be money that would be paid to the airline if they could not make a certain level of revenue on flights for a set period of time). The community match is \$200,000. TCAD and the Chamber of Commerce are going to the business community to raise this match – to date \$40,000 has been raised. This request to the TCDC is for \$10,000.

Mr. Dennis asked if the TCDC fund balance would support this request. Ms. McDaniel replied yes.

Mr. John asked what the time frame for the guarantee to the airline would be. Ms. McDaniel replied most likely 1-2 years.

Mr. John commented that there was a flight out of Elmira NY to Chicago, but it recently stopped.

Ms. Tavares stated that the idea is to replace flights to a location that are not doing well. Perhaps flights from Ithaca to Chicago would be a better fit for an airline – there is a much better link to international flights from Chicago.

Ms. McDaniel commented that current flights from Ithaca such as to Philadelphia and Newark are in the NE weather pattern. This is an effort to get a flight that is not in that pattern.

Mr. Dennis commented that Elmira had a lot of workers that came for fracking efforts – that has since moved to PA.

Ms. McDaniel said that this is just a pledge of money – there may be no need to actually use the money.

Ms. Robertson asked why the short time frame with this request. Ms. McDaniel stated that the grant application just came out and is due May 4th.

Mr. Dennis commented that this is a small amount of money that could benefit many.

Will Burbank moved to approve the request for \$10,000 to be set aside as a revenue guarantee in support of a Federal Grant in support of the Ithaca Tompkins Regional Airport to pursue an airline route to another hub. Jennifer Tavares seconded the motion. The motion passed 5-0.

STAFF REPORT

None.

MINUTES

Martha Robertson moved to approve the draft minutes from the January 14, 2016 TCDC Board meeting. Will Burbank seconded the motion. The motion passed 5-0.

Mr. Dennis closed the meeting of the TCDC at 4:40 pm.