



**Authority Budget Office – Performance Measurement Analysis
REDCO Fiscal Year Ended September 30, 2017**

Performance Goals:

- (1) REDCO owns a 31,878 square foot light manufacturing facility which is leased to Melles Griot, Inc., a high-technology optical manufacturing company which employs 82 people. REDCO built the facility in 1989 and leased it to Melles Griot, Inc, the predecessor company to CVI, Laser, LLC. During FYE 9/30/15, REDCO invested approximately \$15,000 in repairs and improvements to the facility in the recent past.
- (2) Continue to provide US Small business Administration loans to assist small businesses in the community which cannot gain access to conventional financing: For the FYE 9/30/16, REDCO approved two SBA 504 loan applications and closed one SBA 504 loans for City businesses. These projects approved to Intellimetal, Inc., and Staach, Inc., are expected to result in \$12,783,242 in new investment, with 68 new jobs expected to be created, and 78 jobs to be retained. A total of \$1,373,296.40 in SBA 504 loans leveraged \$9,199,945.60 in private investment. One SBA 504 loan closed to Ultra Tool and Manufacturing, Inc., for \$224,340. The economic development benefits associated with this project include the retention of 12 jobs and the projected creation of 3 additional positions over the next three years. The total investment of the SBA 504 deal was \$560,850.
- (3) Market and fund loans or grants from the Philip J. Banks Small Business Investment Program to assist businesses in under-served markets in the City of Rochester. No new loans were approved for FYE 9/30/16.
- (4) Continue to market loans and grants from the Revolving Loan Fund Program in order to stimulate new business investment, job creation, and job retention within the City of Rochester: For the FYE 9/30/17, REDCO approved one loan to Intellimetal, Inc., for \$300,000, and closed one loan during REDCO's fiscal year to 183 East Main Street, LLC, for \$2,000,000. These projects will result in \$34,500,000 in new investment, with 66 jobs being retained and 61 new jobs expected to be created. In regards to 183 East Main St, LLC., the commercial tenants are expected to employ 20+ individuals.
- (5) Many companies who applied for the NYS Empire Zone Program and became certified businesses continue to receive economic development benefits under the program. REDCO previously employed a part-time staff person to maintain these functions no longer has an employee who administers this program. Results of this program is tracked through New York State. Approximately 250 companies were certified as a result of this program.



- (6) REDCO continues efforts to assist the City of Rochester in its economic development activities through the use of REDCO's available capital resources. REDCO continues to own a 24,000 sq ft facility at 448 Smith St which is leased to the city of Rochester and used by the Rochester Rhinos professional soccer team. REDCO employs one part-time individual who administers the NYS Empire Zones Program for the City of Rochester as well as assisting the City's Neighborhood/Business Development Department with project management.
- (7) The Kiva Rochester Matching Loan fund which REDCO contributed a \$100,000 investment to in May, 2016, providing crowd funded micro-lending has been extremely successful. Since its inception, the KIVA program has funded 39 loans, for \$201,525 having an average loan size of \$5,167. This micro lending has assisted an underserved market with 51% of individuals loaned to earning less than \$30,000 annually. Over 75% of those loaned to were to minority owned businesses. This has been an integral part of micro lending assisting early stage businesses within the city of Rochester, and a needed economic development tool.
- (8) REDCO assisted in the Rochester School Modernization Program (RSMP) by closing 3 loans worth \$29,720. This loan fund was created to provide assistance to eligible contractor and subcontractors providing work and/or materials in connection with Phase II of the Rochester Schools Modernization program. The program assists with needed workforce development activities benefiting city of Rochester residents/workers.