



City Hall Room 005A
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Rochester, New York
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**Authority Budget Office – Performance Measurement Analysis
REDCO Fiscal Year Ended September 30, 2015**

Performance Goals

- (1) Continue to manage NYS Empire Zones Program so that certified businesses continue to receive economic development benefits under the program: REDCO employed a part-time staff person whose main function is to continue to administer and oversee the EZ program. This person collected all information required by NYS from all EZ certified businesses and forwarded this to NYS to ensure that these companies will remain eligible to receive benefits. These benefits are an essential component in encouraging substantial existing and on-going capital investment by businesses in the City of Rochester. REDCO services approximately 250 certified companies in the City of Rochester.
- (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 9/30/15, REDCO approved three SBA 504 loan applications and closed four SBA 504 loans for City businesses. These projects are expected to result in \$8,142,000 in new investment, with 149 new jobs expected to be created, and 182 jobs to be retained. A total of \$2,300,684 in SBA 504 loans leveraged \$5,300,684 in private investment. Of the approved loans, two loans will be used for the purchase of 70,000 square foot manufacturing facility and the purchase of new production equipment by an existing optics manufacturing business. The third loan will assist with the management buyout of an existing manufacturing/distribution business, ensuring that the business will remain operational. Of the closed loans, one loan was used by a minority-owned food business to expand through the purchase of new equipment. Another closed loan assisted in a change-of-control transaction in which an existing industrial welding business was acquired by a precision machining business, allowing the machining business to expand its production capabilities. Another closed loan was used as part of an acquisition of an existing metal manufacturing business by a new owner from an existing owner who had decided to retire from the business. Another closed loan assisted with the purchase of a building by a child care business in a distressed census tract in the City of Rochester.
- (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: For the FYE 9/30/15, REDCO approved a \$50,000 loan for a real estate development company which invested substantial funds into the renovation of a popular downtown coffee shop/café to create new retail space for a new retail beverage business. The project will result in \$179,115 in new investment and five new jobs to be created
- (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 9/30/15, REDCO approved two loans totaling \$600,000 for the acquisition/renovation of an existing

mixed-use commercial property and the renovation of an historic waterway system located in the City of Rochester High Falls District. The projects will result in \$2,444,000 in new investment, with 4 jobs being retained and 27 new jobs expected to be created.

- (5) Investing in Manufacturing Community Partnerships (IMCP) Loan Fund- During the fiscal year ended 9/30/15, REDCO created this new loan fund in connection with the City of Rochester's designation by the federal government as an Investing in Manufacturing Community Partnership community. The program provides low-interest loans for equipment purchases to companies in the optics, photonics, and advanced manufacturing industries. REDCO approved one loan for \$200,000 to a manufacturer to assist with the purchase of an existing manufacturing facility and the purchase of new production equipment. The project will result in \$5,337,000 in new investment, with 124 jobs being retained and 121 new jobs expected to be created.
- (6) Continue 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.

REDCO also owns a 31,878 square foot light manufacturing facility which is leased to CVI Laser, LLC, a high-technology optical manufacturing company which employs 79 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 over \$279,460 in repairs and improvements to the facility and also entered into a new three-year lease with CVI Laser, LLC.