



# 2019 MCIDC Annual Board Report

December 10, 2019

# Mission Statement

The mission of the Monroe County Industrial Development Corporation is to provide resources to qualified for-profit businesses and not-for-profit organizations that result in the retention and creation of jobs and employment opportunities in Monroe County.



**Promote and provide Economic Development opportunities**







**Provide additional employment and job opportunities**



**Promote scientific research**

# 2019 Results

## Goal Results

New Programs	
Outreach	
Small Business	
R&D Programs	



## 2019 Overview

For the third year in a row, MCIDC programs have exceeded previous years. Job growth through our programs was up 36% vs. 2018 and exceeded 2017 by 144%. Total private investment in 2019 exceeded 2018 by \$300 million dollars! Financing incentive programs were strong, with MCIDC loans followed by Bonds and SBA 504 Loans. All exceed 2018 results.

# 2019 Performance Measurements



# 2019 Programs – YTD November

Program	Projects	New Jobs	Company Investments
Great Rates	27	64	\$7,123,000
Great Rebates	45	62	\$7,673,100
Manufacturing Rewards	15	0	\$540,3671
Monroe of the Job!	12	0	\$54,579
Monroe Manufactures Jobs	19	0	\$0

 118 Projects vs. 82 in 2018

 Job creation up third year in a row!

 Company investments over \$15 million

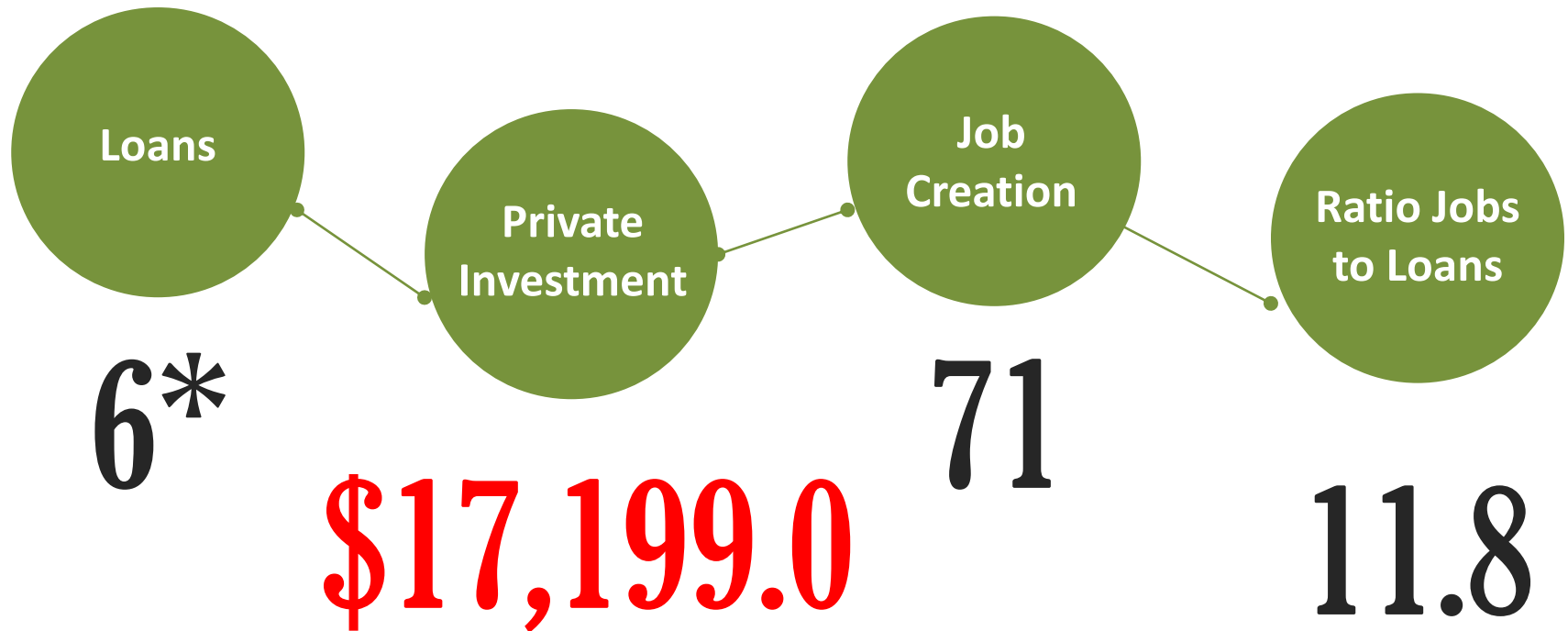
# MCIDC 504 Portfolio

## 2019 Performance Measurement



The U.S. Small Business Administration (SBA) was created in 1953 as an independent agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation.

# MCIDC 504 – 2019 Review

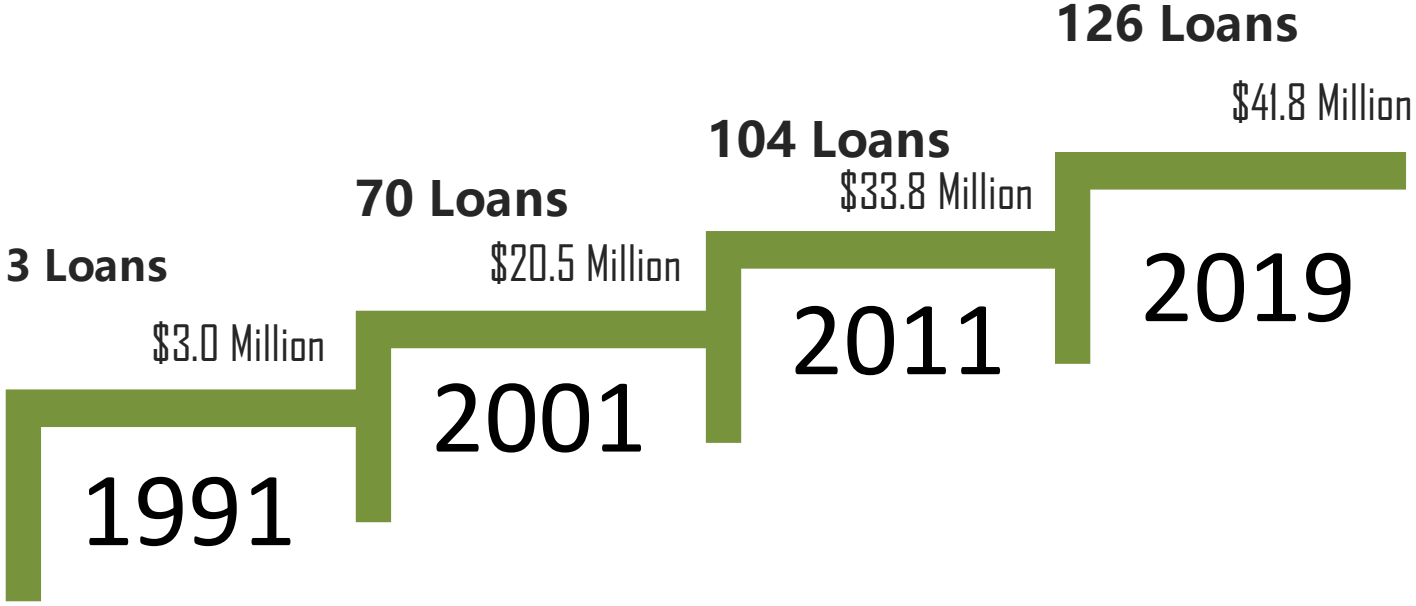


2019 Loans results to date have outpaced 2018 results, despite active competition in the marketplace. This is a repeat of 2018 results.

\*Through November 2019

# SBA 504 Portfolio Growth

MCIDC

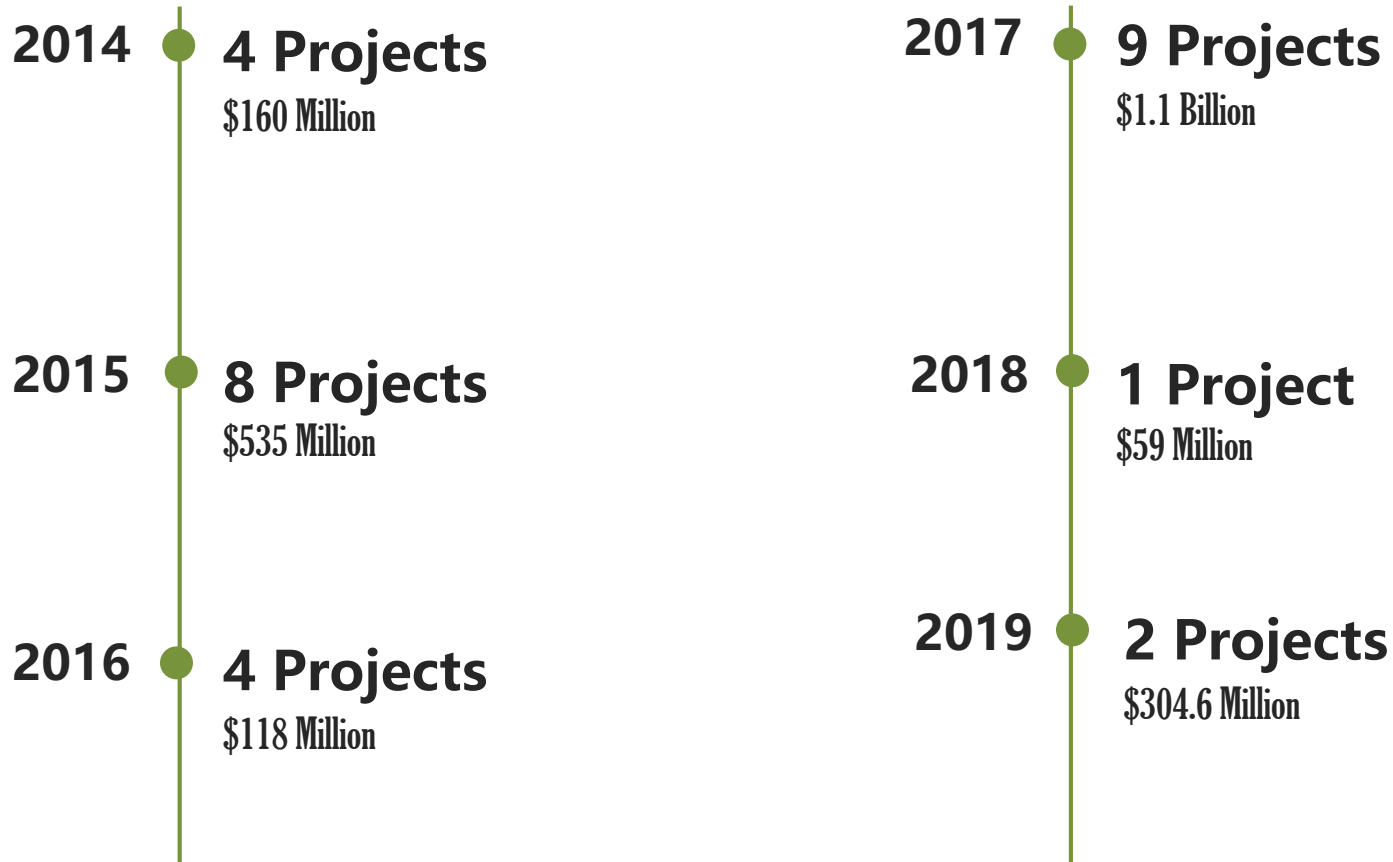


Our restructured Economic Development Team will allow us to provide improved customer service and speed of delivery.



# 2018 Bond Update

Bond Business improved in 2019



# 2019 Budget

	2017	2018	2019	2020
<b>INFLOW</b>	\$2,139,800	\$510,600	\$307,000	\$217,000
SBA 504 Loan Income	202,600	214,800	250,000	200,000
Bond Income	\$1,854,200	\$208,700	- 0 -	- 0 -
<b>OUTFLOW</b>	835,900	1,443,800	1,307,000	1,558,700
Incentives Expense	532,800	422,200	452000	502000
General and Administrative Expense	111,800	104,400	114200	114200
Economic Development Expense	102,400	532,900	496300	680500
<b>CHANGE IN NET ASSEST</b>	+ \$1,303,600	- \$993,200	- \$1,000,000	- \$1,314,700
<b>CURRENT ASSETS</b>	\$8,821,800	\$7,902,600	\$7,149,700	\$5,805,000

Investments in new programs are driving increased outflow. Make Monroe Home, Second Chance, Rockets, CDL License Program, Big Brothers/Big Sisters

\*Actual through 11/20/19

# MCIDC Programs Update

- Make Monroe Home
- Second Chance Monroe
- BOCES Same
- CDL Licensing

# Make Monroe Home

- 4611 Mt. Read house is completed and listed for sale @ \$129,900
- 3 Wedgewood Court (Student Built House)
  - Zoning approval 12/5/19
  - In the process of obtaining a permit
  - Foundation scheduled to be dug
  - House will be moved to foundation upon completion of foundation



# Second Chance Monroe

- 73 participants serviced over 7 cohorts combined at Monroe Correctional Facility and Monroe County Jail
- 25 reported to have employment post release
- 23 trained in Serve Safe; 4 trained in construction
- 42 completed the 5 Steps to Rapid Employment (soft skills program)

# BOCES SAME

## Summer Advanced Manufacturing Experience (SAME)

- 24 graduates this year, all receiving 3 credit hours (TAM 141) at MCC.
- Also, have 90 hours of hands-on experience with advanced manufacturing tools and machines.
- 9<sup>th</sup> year at Monroe 2-Orleans BOCES (WEMOCO)
- 3<sup>rd</sup> year at Monroe #1 BOCES (EMCC)



# CDL License

- Partnership between Monroe County, BOCES 2 Center for Workforce Development and Genesee Valley Education Partnership.



- Training includes 10 weeks (Tuesday evenings) of classes with individual drive time with instructors.
- August 27<sup>th</sup> - 9 graduates
- All graduates found employment
- Current cohort is about 14 to 15 people This class started in October 2019 and will be finished in Mid-December.

# 2019 Forward

## Goals & Objectives

- Strategy focus:
  - Job Growth
  - Private Investment
  - Workforce Ready
- Create programs aligned with our mission statement
  - Creating Jobs
  - Training
- Marketing campaign focused on value of MCIDC programs
  - Manufacturing and technology
  - Agriculture and food production
  - Entrepreneurship