

### **Business Services**

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**Tompkins County Industrial Development Agency (TCIDA) / Ulysses Solar** – A 2 Megawatt community solar project was approved in the Town of Ulysses. Located on Trumansburg Road, the project will be built and maintained by a local company, Renovus Solar, and supply a local option for clean, renewable power generation. The project would have been exempt from property taxes under Real Property Tax Law 487, however the Town asked the developer to pay taxes under a Payment in Lieu of Tax (PILOT) agreement and requested the IDA negotiate and deliver the payment structure.

**Tompkins County Development Corporation (TCDC) / Ithaca College Bond Refinance** – The TCDC was approached by Ithaca College to refinance a 2011 series bond. The TCDC is the conduit to the tax-exempt bond market, which provides low cost financing for education and not-for-profit projects. The TCDC does not provide any credit enhancement. The original bond proceeds were for College Circle Apartments. Ithaca College is leveraging historically low interest rates with the refinance to lower payments. The County Legislature will need to approve the bond issuance and it will be on the PDEQ agenda for discussion. The TCDC's biggest competitor is the Dormitory Authority of New York State. By choosing TCDC, issuer fees stay local and support economic development in our community.

### **Economic Development Leadership**

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**Ithaca Tompkins Regional Airport** – As part of a teleconference with key NYS DOT staff, TCAD created materials describing the economic impact of a State investment in our airport. We continue to work collaboratively with Cornell University and airport staff to pursue funding for critical projects at our airport.

**Corporate Co-location Consulting Project** – TCAD and the College of Agriculture and Life Sciences will be hosting a consultant, Silverlode Consulting, in Ithaca for interviews with faculty and staff the first week in October. The consultant will put together an asset map and strategic business attraction program. The goal is to attract divisions of companies R&D, prototyping, etc., that would benefit from a location near the research facilities at Cornell.

**TCAD Succession Planning** – In keeping with its formal Succession Plan, TCAD has created a Presidential Search Committee to begin the process of replacing Michael Stamm after his retirement. The Committee is comprised of key community stakeholders.

### **Workforce**

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**Tompkins County Workforce Development Board** – TCAD delivered an overview of our economy and some of the challenges we face to the Tompkins County Workforce Development Board. Utilizing unique in-house capabilities, we created and presented information about specific sectors, wages in those sectors, and the regional workforce.

### **Tourism**

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**2017 Stewardship Award** – Friends of Stewart Park presented the Tompkins County Tourism Program with the 2017 Stewardship Award. Martha Armstrong, Program Administrator for the Tourism Capital Grants Program, and Anne Gossen, Chair of the Strategic Tourism Planning Board, accepted the award, which recognizes Tompkins County Tourism Program's generous support of planning and capital improvements in Stewart Park and its role in many park revitalization successes achieved by Friends of Stewart Park and the City of Ithaca.

### **Public Relations, Marketing, and Development**

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**Marketing** – Cayuga Radio Group is currently running a number of spots recorded by Heather McDaniel that highlight what TCAD does and how TCAD's efforts benefit the local community. The TCAD Marketing Committee recommended the radio spots based on TCAD's marketing strategy, with the goal of increasing brand awareness of TCAD amongst priority audience segments including investors, government, and the community.