

Memorandum

To: Tompkins County PDEQ Committee

From: Michael Stamm

Date: December 1, 2017

Re: County Funding for TCAD for 2019 – 2023

TCAD currently operates with the support of a five-year contract with Tompkins County (copy attached). The contract expires at the end of 2018 and provides about 1/3rd of TCAD's annual revenue requirements. The other 2/3rds comes equally from fee-based income and investment from employers throughout Tompkins County and the region.

A key part of TCAD's Work Plan for 2018 includes another employer investment campaign that, if successful, will provide funding for 1/3rd of TCAD's revenue requirements for 2019 – 2023. A consultant has been engaged to determine the feasibility of another five-year campaign. Assuming the feasibility study results are positive, and we have every reason to believe they will be, the campaign will be launched in mid-March of 2018.

The 2014 – 2018 investor campaign was very successful, and that success is directly attributable to the County's five-year commitment to TCAD; we had that in hand as we met one-on-one with local and regional employers. We strongly believe the same will be the case for our 2019 – 2023 campaign: having the County's formal commitment in hand will leverage an equal or greater commitment from employers.

TCAD believes now is the time to begin the conversation about the County's financial support of TCAD for the 2019 – 2023 period. Our unique partnership has yielded extraordinary results in the past. We look forward to an even stronger and more productive partnership in the future.