

CEDA

Cayuga Economic Development Agency, Two State Street, Auburn, New York 13021

**CEDA:
Operations Review
July 2010 to March 2011**

<p>Overall List of Operations and Duties:</p>	<ol style="list-style-type: none">1. Establishing office, staff, support staff2. Business visitations3. Business assistance clients – retention and expansion4. Start-Up and Entrepreneurial Assistance5. Public outreach/presence6. Strategic Plan7. Marketing Cayuga. Locally, regionally and beyond8. Regional outreach and engagement9. Site development and promotion10. Statistical database creation and maintenance11. Grants application and acquisition12. "Blue Sky" planning and thinking
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CEDA: Operations Review

Topic	Accomplishments and Status
“First Stop” Office Location Established	<ul style="list-style-type: none"> • CEDA establishes office at Two State Street in Auburn • “First Stop” economic development center • Co-locating with the Cayuga Chamber of Commerce , SCORE and NYS Small Business Development Center . • Additional partners will be a goal
Strategic Plan Moving Forward	<ul style="list-style-type: none"> • CEDA undertakes process to complete an Economic Development Strategic Plan in February • Consultants conduct county wide site visits, interviews and focus group sessions throughout March • Analysis and assessment phase in April with draft report due in late May. Final report June 15th. • Consultant John Rhodes to brief Cayuga Legislators on April 26th • Additional definitive material on Strategic Plan located in Annual Report
Coordinated Business Visitation Program	<ul style="list-style-type: none"> • CEDA has purchased the Synchronis Business Information System (SBIS) in order to support, record and analyze business retention and expansion. • Business visits will be conducted to offer support, assistance, encourage retention, expansions and potential relocations by suppliers or subsidiaries • This program was funded by shared contributions from Cayuga County Planning and City of Auburn. • Coordinated visits will include City of Auburn, New York State Economic Development and other appropriate agencies depending on the size and character of each business. •

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Retention Expansion Relocation	<ul style="list-style-type: none">• CEDA is assisting in the retention and expansion efforts for 3 mid-sized Cayuga businesses.• 2 small businesses have been linked with business loan providers (NYSBDC and SBDC)• 1 manufacturer received site selection assistance for temporary sub-lease space• 1 relocation inquiry was provided with NYS SBDC business counseling and site opportunities• 1 relocation inquiry is currently in service with sites and incentives being defined and delivered
Start-Up Business Assistance	<ul style="list-style-type: none">• CEDA has worked closely with SCORE and SBDC in meeting with all start-up inquiries CEDA has received.• Counseled 6 start-up business inquiries.• 3 deferred their plans. 2 met with SBDC. 1 received help with labor access.
Site Development	<ul style="list-style-type: none">• CEDA has created a first-ever county wide GIS based property database in cooperation with Cayuga Planning/IT departments.• The property database will be a part of the CEDA web site.• CEDA has been researching and lobbying to create or resurrect sites for job development• GE Auburn Site: CEDA is speaking with NYS DEC, NYS ESD and GE to ascertain progress of remediation.• CEDA has been in touch with local, state and regional entities about the potentials for two development sites within Cayuga County.• Identifying potential sites for positive development will be a part of the Strategic Plan.• A regional comparison of industrial parks is underway to analyze our standing and competitiveness

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CEDA Funding	<ul style="list-style-type: none">• Established a Development Committee to begin exploring alternative funding potentials.• Currently conducting a 10 county regional comparison of how EDA's are funded• Obtained a recent regional study of EDA funding sources.
Statistical Database	<ul style="list-style-type: none">• CEDA has acquired a List of Cayuga Businesses which will be a resource for inquiries and outreach efforts• CEDA has subscribed to Woods and Poole which collects and categorizes economic and demographic data.• Data from Strategic Plan will be fan additional foundation for a database.• Database will serve web site, analytical purposes, business investment inquiries, media inquiries, promotional strategies and content for promotional publications
Public Outreach/ Events	<ul style="list-style-type: none">• CEDA maintains many traditional forms of organizational outreach and representation.• Visited over 45 businesses and organizations• Held a Business Loan Informational Breakfast in December with plans for future informational events.• Attendance at CCIDA, AIDA, Tourism Board, Water and Sewer Commission,