

# IURA Economic Development Performance Measurements

10/17/2014

## 2011-2014: Actual vs. Goal

3-YEAR TOTALS:							
Year	# ED Loans Issued	Loan Amount	Total # FTE Jobs Created/Retained	Living Wage jobs (Goal: 75% of total)	\$ Leveraged Investment	# Fill Vacant Storefronts	Job Training Leading to Job Placement
Rolling 3-Year Goals	8	\$400,000	36	75%	\$2,000,000	3	15
2011-2014 Actual:	8	\$884,500	50	7   13%	\$4,011,000	5	4
Goal Met:	YES	YES	YES	NO	YES	YES	NO

## OUTCOMES BY YEAR

Year	# ED Loans Issued	Loan Amount	Total # FTE Jobs Created/Retained	Living Wage jobs (Goal: 75% of total)	\$ Leveraged Investment	# Fill Vacant Storefronts	Job Training Leading to Job Placement
2007	1	\$60,000	4.4	NA	\$160,000	1	26
2008	2	\$102,750	15.7	NA	\$326,000	1	15
2009	5	\$104,965	37.5	NA	\$2,193,000	3	0
2010	6	\$730,000	8	8	\$2,953,800	2	0
2011	3	\$235,000	28	15.77	\$2,314,000	1	4
2012	4	\$579,500	38	0	\$3,281,000	4	0
2013	2	\$150,000	10	2	\$360,000	0	0
2014	2	\$155,000	1.5	4.5	\$370,000	2	4
8-Year Total	25	\$2,117,215	143.1	30.27	\$11,957,800	14	49
Yearly Average	3	\$264,652	18	6   34%	\$1,494,725	2	6

Year-By-Year Loan & Job Training Detail

			<u>OUTCOMES</u>				
<u>Year</u>	<u>Borrower</u>	<u>Loan Amount</u>	<u>Total Jobs</u>	<u>Living Wage</u>	<u>\$ Leveraged Investment</u>	<u>Fill Vacant Storefront</u>	<u>Notes</u>
2010	e2e Materials	\$100,000	5	5	\$311,000	0	
2010	Mimi's Attic	\$40,000	3	3	\$12,800	1	
2010	Plantations Building	\$490,000	0	0	\$2,500,000	0	See Mia Noodle Bar
2010	Finger Lakes Wine Ctr	<u>\$100,000</u>	<u>0</u>	<u>0</u>	<u>\$130,000</u>	<u>1</u>	closed
		<b>\$730,000</b>	<b>8</b>	<b>8</b>	<b>\$2,953,800</b>	<b>2</b>	
2011	Argos Inn	\$100,000	10	2.77	\$1,559,000	0	
2011	Petrune Manufacturing	\$35,000	2	0	\$355,000	0	
2011	Mia Noodle Bar	<u>\$100,000</u>	<u>16</u>	<u>13</u>	<u>\$400,000</u>	<u>1</u>	
		<b>\$235,000</b>	<b>28</b>	<b>15.77</b>	<b>\$2,314,000</b>	<b>1</b>	
2012	Lot 10	\$64,500	6	0	\$130,000	1	
2012	Art & Found	\$15,000	2	0	\$24,000	<u>1</u>	
2012	State Theatre Found.	\$400,000	0	0	\$950,000	1	
2012	Neighborhood Pride	<u>\$100,000</u>	<u>0</u>	<u>0</u>	<u>\$2,177,000</u>	<u>1</u>	closed
		<b>\$579,500</b>	<b>8</b>	<b>0</b>	<b>\$3,281,000</b>	<b>4</b>	
2013	Seventh Art. Corp.	\$50,000	7	1	\$65,000	0	jobs retained
2013	Ithaca Coffee Co	<u>\$100,000</u>	<u>3</u>	<u>1</u>	<u>\$295,000</u>	<u>0</u>	
		<b>\$150,000</b>	<b>10</b>	<b>2</b>	<b>\$360,000</b>	<b>0</b>	
2014	Sunny Days of Ithaca	\$50,000	1.5	1.5	\$75,000	1	
	Finger Lakes Reuse	\$105,000	<u>3</u>	<u>3</u>	<u>\$295,000</u>	<u>1</u>	loan issuance: 12/14
			<b>4.5</b>	<b>4.5</b>	<b>\$370,000</b>	<b>2</b>	

Job Training for Trailing 3-Year Period

<u>Year</u>	<u>Grant Amount</u>	<u>Job Readiness</u>	<u>Credentials</u>	<u>On-the-Job Experience</u>	<u>Job Placement</u>	<u>Notes</u>
2010	HI Work Preserve	<u>\$38,220</u>	<u>17</u>	0	<u>17</u>	0
		<b>\$38,220</b>	<b>17</b>		<b>17</b>	<b>0</b>
2011	TCA JobsBuild	\$30,000	2	0	2	0
2011	KTC Next Steps	\$80,000	3	0	3	0
2011	HI Work Preserve	<u>\$30,867</u>	<u>9</u>	<u>0</u>	<u>9</u>	<u>4</u>
		<b>\$140,867</b>	<b>14</b>	<b>0</b>	<b>14</b>	<b>4</b>
2012	KTC Next Steps	\$60,000	3	0	0	0
2012	HI Work Preserve	\$30,000	15	0	0	0
2012	FLReuse training	<u>\$20,000</u>	<u>12</u>	<u>0</u>	<u>2</u>	<u>2</u>
		<b>\$110,000</b>	<b>30</b>	<b>0</b>	<b>2</b>	<b>2</b>
2013	HI Work Preserve <sup>2</sup>	\$78,500	21	0	21	0
2013	Hospitality Training	\$86,000	20	0	20	2*
2013	Supported Employ	<u>\$52,776</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>2</u>
		<b>\$217,276</b>	<b>41</b>	<b>0</b>	<b>41</b>	<b>2</b>