

The Department of Economic Development promotes commercial activity by working with new or existing City businesses, all commercial realtors, lenders, State and Federal government. We find office or manufacturing space or land for development. We make low interest loans through our Binghamton Local Development Corporation with funds from Community Development Block Grants of the U.S. Department of Housing and Urban Development (HUD) or from our loan portfolio.



### How do you get your business started?



A **written business plan** is an important first step so potential bankers and suppliers can decide whether lending or providing services or supplies on credit is a manageable risk. You need to be able to answer:

- ✓ Who are your target customers?
- ✓ What product or service will you provide?
- ✓ Who are your competitors? What is unique about your product or service?
- ✓ What are your projected revenues and costs?
- ✓ How long will it take before you show a profit?
- ✓ What relevant experience do you have?

### New York will help write your business plan.

Under a cooperative arrangement with the State University and the US Small Business Administration, New York State operates the **Small Business Development Center**

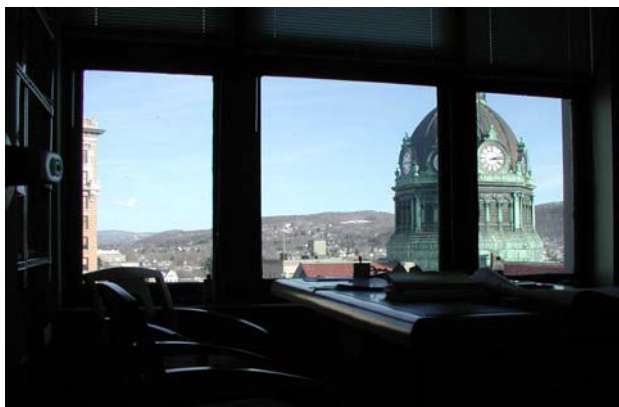


([www.sbdcbinghamton.edu](http://www.sbdcbinghamton.edu)) located on the 3<sup>rd</sup> floor of the Artco Building (pictured) at 218-224 Water Street (607) 777-4024. There's *free* confidential counseling on startup, marketing, bookkeeping, human resources, and identifying capital sources.

### Need help finding space? Call us at 772-7161.

Binghamton offers a wide variety of retail, office or industrial sites from historical to modern. Our office works with *all* realtors, landlords or property owners and maintains a database of available sites. Our sole purpose is to bring buyers and sellers together, in Binghamton - at no fee to you.

**Make it in Binghamton.**



**Broome County Industrial Development Agency** offers a powerful array of financing to assist with the purchase, construction or equipment for commercial, manufacturing or warehouse facilities, call Richard D'Attilio, Executive Director at (607) 584-9000, or visit [www.bcida.com](http://www.bcida.com):

- Tax-exempt revenue bonds
- Taxable Industrial Revenue Bonds
- Lease-backs
- Southern Tier East Economic Development (STEED) Revolving Loan Fund
- Economic Development Administration (EDA) Revolving Loan Fund

**Greater Binghamton Coalition**, is a public-private partnership that creates and implements economic development strategies to improve the community and generate more and higher skilled jobs. GBC hosts a portal website, [www.greaterbinghamton.com](http://www.greaterbinghamton.com) to provide information about area resources. Contact Darcy Fauci, GBC Coordinator/Broome County Economic Development Director at (607) 778-2939 or [dfauci@co.broome.ny.us](mailto:dfauci@co.broome.ny.us).



### Office of Economic Development

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 (607) 772-7161 ♦ (607) 772-7244 FAX  
[EcoDev@CityofBinghamton.com](mailto:EcoDev@CityofBinghamton.com)  
[www.CityofBinghamton.com](http://www.CityofBinghamton.com)



### Office of Economic Development Binghamton Local Development Corporation

Get your business started with:

- ✓ Low-Cost Office or Manufacturing Space
- ✓ Low-Interest Financing
- ✓ Technical Assistance, Ideas
- ✓ Empire Zone Benefits
- ✓ Skilled, Diverse Workforce



### We're here to help you get started.

Economic Development is important to our City's growth. Business success affects jobs, population, municipal services, neighborhoods and quality of life we enjoy, so it's important to retain and attract new business.



### Empire Zone Program Benefits

New York State has 82 zones targeted with development incentives. Most of downtown Binghamton and parts of the West, East and South sides are designated:

- **Wage Tax Credit** of \$1,500 or \$3,000 for five consecutive years for each newly created full time job.
- **Low Interest Loans:** Empire Zone Loans are available. Other loans are available from the City of Binghamton – Merry Harris (607) 772-7161 or the Broome County Industrial Development Agency (607) 584-9000.
- **Sales Tax Refund:** This refund applies to both State and County sales tax paid on purchases of building materials used in renovation and/or new construction of commercial or industrial buildings in the zone.
- **Sales Tax Exemption** a 10-year exemption on the State sales tax paid on nearly all taxable purchases of tangible property, including office supplies, computers and company vehicles. Exemption is available to Qualified Empire Zone Enterprises (QEZE)
- **Real Property Tax Credit:** available to QEZEs that pay real property taxes on property in an Empire Zone; based on wages, benefits paid to net new employees, and capital investments; tax credit cannot exceed real property taxes paid.
- **Tax Reduction Tax Credit:** a State income/franchise tax credit can shield up to 100% of a QEZE's taxable income generated from operations in a Zone from State taxation. Amount of credit is a function of employment increases. Benefit available up to 10 years.
- **New York State Electric & Gas rate reduction** on any added electric demand for existing customers or entire load for new customers. Added load must be a minimum of 25kw and applies to NYSEG service classes 2, 3, 7, 9. NYSEG should be notified *prior* to adding new load.
- **Investment Tax Credit (ITC)** of 8% or 10% is available to manufacturers for the purchase of production property and equipment. An Employment Incentive Credit, (30% of ITC), is available.
- **Verizon Discount:** 5% off your monthly phone bill. This applies to basic service fee and regional calls, only.

For Empire Zone information, call Margaret Scarinzi (607) 778-6001 or visit [www.broomezone.com](http://www.broomezone.com)

## Binghamton Local Development Corporation Loan Programs

Once you've completed a business plan, our Office can assist your enterprise with financing. We require owner participation up to 10% cash equity in the project cost for all loans and job creation goals (see below). BLDC loans are typically subordinate to bank financing; we work with any lending institution:

**Revolving Fund Loans:** available to a proprietorship, partnership or a corporation engaged in commercial activity:

- **BLDC will finance up to 40%** of total project cost to \$250,000.00
- **fixed interest: below prime rate\***
- **Loans are collateralized by fixed assets** for a term compatible with bank lending or depreciable life of machinery/equipment based on specific projects up to 20 years.
- **Low-to-moderate income jobs must be created within 3 years** of securing funding at a ratio of 1 job per \$35,000.00 of funds.
- **Loan uses:** for buying a building, purchasing machinery or fixtures; development, rehabilitation, renovation or improvement of land, buildings and facilities; or other purposes within the project scope.

**Façade Loans:**

- **BLDC will finance up to 75%** of total project cost up to \$100,000.00
- **fixed interest: below prime rate\*, up to 7-year term**
- 25% funds advanced with issue of Building Permit; 50% with receipts for initial 25% and verification of equity investment, final 25% on Building Permit close, with receipts.
- **Loan uses:** roof, door or window replacement; or exterior refinishing

**Micro Enterprise Loans:** available for a business of five or fewer employees (one job must be the owner):

- Up to \$20,000.00, 5-year term
- **fixed interest: below prime rate\***
- **Loan uses:** purchase of fixed assets, working capital or inventory; loan should result in the creation of one job



\* Interest rate based on prime rate published in Wall Street Journal. All BLDC loan programs subject to availability of funds.

### Federal & State Historic Preservation Tax Incentives Programs:

Many City buildings reside in State/National Historic Districts. Restoration work may qualify under Federal and State tax credit programs. NYS Historic Preservation Office manages both programs with the National Park Service and Internal Revenue Service.

- **20% federal tax credit** for certified rehabilitation of certified historic structures
- **10% federal tax credit** for rehabilitation of non-historic, non-residential buildings built before 1936
- **NYS tax credit – 3% of federal credit up to \$100,000**

Interior/exterior work qualifies as long as it follows City, state and federal preservation guidelines and/or approval.



### Entrepreneurial Assistance Program:

EAP is funded by Empire State Development through the City and is sponsored by the Broome Enterprise Triad consisting of Broome Community College, Broome County Urban League and Broome-Tioga Workforce Development Board. EAP offers 60-hour training sessions and individual counseling that leads to creating a written business plan. For more information, call Ginny Robert at (607) 778-5581 or visit, [www.sunybroome.edu](http://www.sunybroome.edu).

### Empire State Development:

ESD is New York's lead economic development agency with offices statewide and worldwide. ESD's focus is in attracting major commercial and industrial development that will encourage investment, job creation and economic prosperity in the State. For more information on ESD grants, loans or State incentives, call Robin Alpaugh at (607) 721-8605, [www.empire.state.ny.us](http://www.empire.state.ny.us)

