



2023
ANNUAL REPORT

FROM THE PRESIDENT & THE BOARD CHAIR

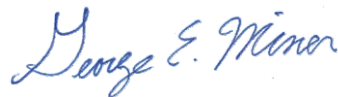


George Miner
President

I am proud to share with you, our partners, REDEC's 2023 Annual Report. REDEC had another successful year supporting small businesses in Chemung, Steuben, Schuyler and Tioga counties. During the past year, REDEC's Board of Directors authorized the borrowing of an additional \$300,000 from the US Small Business Administration to continue providing micro loans in the region. Commercial lending rates in some cases doubled over the past year, and lending slowed considerably both residentially and commercially. The financial needs of small business in our region need to be met, and REDEC is able to continue meeting that demand. REDEC issued 17 new loans totaling \$527,000, a 35% increase over 2022. REDEC's administration of the eight-county STREDC loan fund provided 11 loans totaling almost \$2,500,000. These funds supported downtown redevelopment projects and agricultural projects throughout the Southern Tier region.

REDEC is prepared for the future with ample financial resources and professional staff to assist businesses as they navigate the array of programs and services designed to help new and expanding businesses. REDEC has access to commercial lenders, economic development officials, and government leaders throughout the Southern Tier. These partnerships add to our strength and sustainability as we conclude our 43rd year.

2024 promises to be an interesting year. REDEC is here and prepared to help keep business doors open and to assist entrepreneurs in opening new ones.



President



Brian Warner
Board Chair

I am thrilled to continue serving as the Board Chair of REDEC/RRC for the upcoming year. In the face of a dynamic and challenging economic landscape, small businesses encountered numerous hurdles, including the impact of rising interest rates. However, I am proud to share that REDEC/RRC successfully met these challenges head-on, providing essential support to empower small businesses in their growth endeavors.

Reflecting on the past year, I want to express my gratitude to the entire REDEC/RRC team for their dedication and resilience. Together, we've not only weathered the uncertainties but also positioned ourselves to play a pivotal role in the future development of businesses throughout the Southern Tier region.

As we look ahead, our commitment to assisting small businesses remains unwavering. The Southern Tier region can count on us to continue fostering economic growth and prosperity. None of our achievements would be possible without the invaluable support from our regional partners and collaborators. To them, on behalf of the entire REDEC/RRC family – our staff, board members, and, most importantly, our clients – I extend heartfelt thanks. Your partnership is instrumental in driving the economic success of our region.

As we move into the next year, I'm looking forward to even greater collaboration, innovation, and shared success.



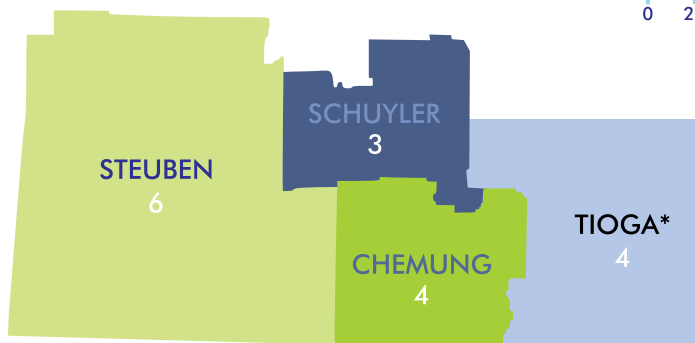
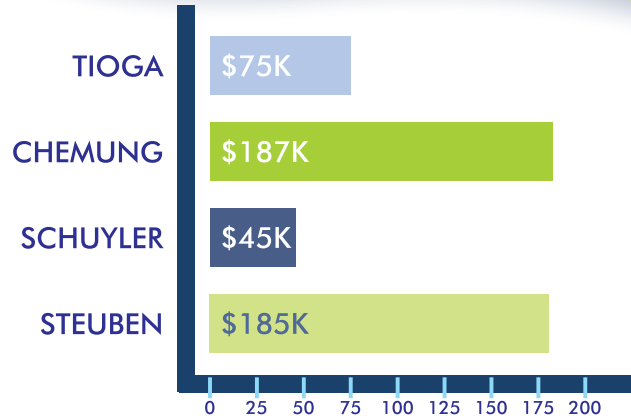
Board Chair



NUMBER OF LOANS

26

\$527,000



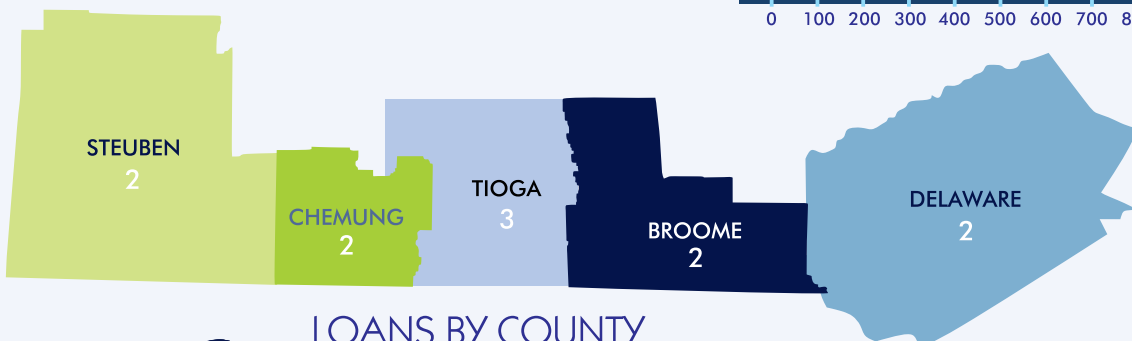
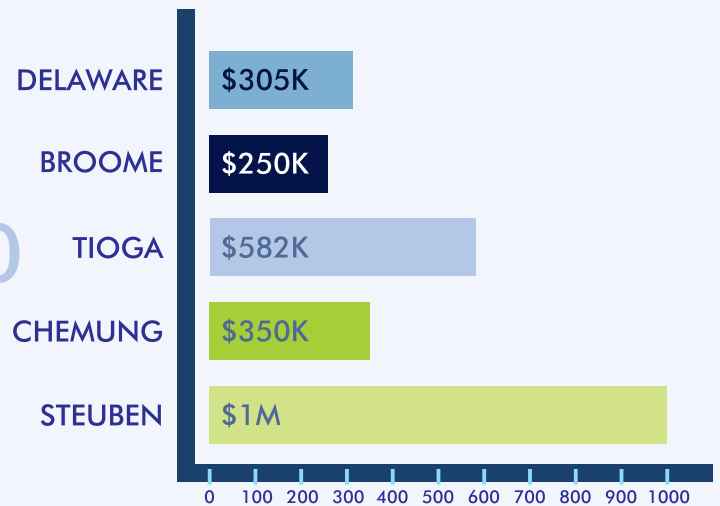
LOANS BY COUNTY

*REDEC's SBA Micro Loan Program is available to businesses in Tioga County

NUMBER OF LOANS

11

\$2,487,000



LOANS BY COUNTY



SUCCESS stories



RED'S BARBERSHP and SHAVE LOUNGE



Nick Van Brunt grew up in Big Flats and started cutting hair professionally at the Arnot Mall at age 15. He always dreamed of someday owning his own shop but did not know if it would be in his hometown.

In 2023, Nick and his young family moved back to Big Flats. Rather than cutting hair in someone else's shop, Nick found a suitable location on Canal Street across from Minier's Plaza to call his own. REDEC provided an SBA Micro Loan to assist with renovations to the building along with equipment purchases. Red's Barber Shop & Shave Lounge celebrated with a soft opening on December 1st with the first customer being Nick's grandfather, Dick Van Brunt.

While a shave and a haircut are no longer "two bits," the quality of service remains the same. ■



BULL'S EYE SALOON

REDEC provided financing in conjunction with a regional bank to support the startup of Bull's Eye Saloon in Hornellville, with a grand opening planned for early 2024. REDEC funds were used to redevelop a vacant 10,500 square foot commercial building. The property once served as the Hornell Eagle 's Club, and most recently as a commercial RV center.

Bull's Eye Saloon will provide a recreational axe throwing bar to fill an entertainment void in the Hornell area. The business goal is to create an entertainment environment that will attract adults aged 21 and above, with the largest customer base being individuals who choose to participate in a league, just like bowling. The axe throwing trend is new to the area and growing quickly across the country. With a properly built venue, the business plans to host World Ave Throwing League competitions, attracting visitors from beyond the immediate region. The business will be able to host alternate revenue streams, such as private events, birthday parties, bachelor or bachelorette, corporate team building retreats. ■



OWEGO DONUT & BEER

The Lovelasses, Ike and Julie, have invested considerable time, energy, and funds into redeveloping vacant properties in downtown Owego.

REDEC participated in their most recent project, which also received funding from a New York State Downtown Revitalization Initiative grant awarded by Empire State Development. The project, also funded by a STREDC loan, is redeveloping a long vacant grocery store into a mixed use commercial residential facility.

In addition to three new residential units, the commercial space was developed to house Owego Donut and Beer. REDEC provided an SBA Micro Loan to fund equipment to support not just donut making, but a NYC-style deli, and a 20-tap automated beverage (craft beer, craft cider, etc.) dispensing system. The name alone will draw customers in for a look, see and taste. Redevelopment of this highly trafficked location makes local officials and neighbors happy for the investment. ■



HUNGRY BURD



The closure of two restaurants during COVID in the Village of Burdett left residents with limited options when looking to gather for a meal. Rising from the ashes of the vacant Smokin' Bones restaurant, Briana Colunio opened Hungry Burd restaurant at 3815 Main Street, Burdett.

Colunio, a lifelong resident of Burdett, was familiar with the front end of business operations having worked as a server

at Smokin' Bones for the past 17 years. She gained back-room experience, managing her own commercial cleaning business that helped her prepare a sound business plan to secure financing.

REDEC provided an SBA Micro Loan to purchase kitchen equipment and partnered with SCOPED financing to reopen the doors of the vacant establishment with a new face and new menu. ■



SUCCESS stories





JIM'S GYM

Jim's Gym is a successful membership fitness center located at 754 Baldwin Street, Elmira. Jim Wheaton founded the business in 2015 and relocated it to Baldwin Street in 2018 with financial assistance from REDEC to purchase and redevelop a vacant facility, acquire additional equipment, and transform the building into a fitness center.

Jim's Gym is the only fitness center in the region that offers boxing classes as part of its fitness training. After surviving multiple mandated shutdowns during COVID, Jim's has rebounded nicely, adding boxing classes which are all at capacity. In 2023, REDEC provide an SBA Micro Loan and additional funding in partnership with STEG's City of Elmira Loan Fund to expand the boxing footprint and add more capacity. Boxing classes are offered to adults and youth separately and are about fitness training, not prize fighting. Bonnie Mann, retired US Marine and Boxing Hall of Fame inductee, leads the boxing classes.

Any business will tell you that repeat customers are the best. Jim's Gym fits that mold. ■

LUCKY HARE

REDEC has supported Lucky Hare Brewing from its inception in an old barn in Hector overlooking Seneca Lake, to the development of one of the region's largest farm breweries in Schuyler County's Ultra-Premium Beverage Facility in the Town of Dix. With shelf space in grocery stores and commercial beverage facilities extremely competitive, Lucky Hare has sought ways to get its beer into customers' hands by opening taprooms in Hector, Ithaca, and now Owego. Lucky Hare recently secured a lease with the Schuyler County IDA to further expand its offerings in downtown Watkins Glen's Seneca Harbor Marina.

Lucky Hare has successfully entrenched its beers in the Upstate craft beer market. Expanding into food and hospitality at its tap room locations will keep the premium beer flowing. The Finger Lakes, known for its vineyards and wineries, has rapidly become a premier location to enjoy craft beer within the same beautiful environment enjoyed by wine enthusiasts.

REDEC provided SBA Micro Loans to support Lucky Hare's expansion into Owego. ■





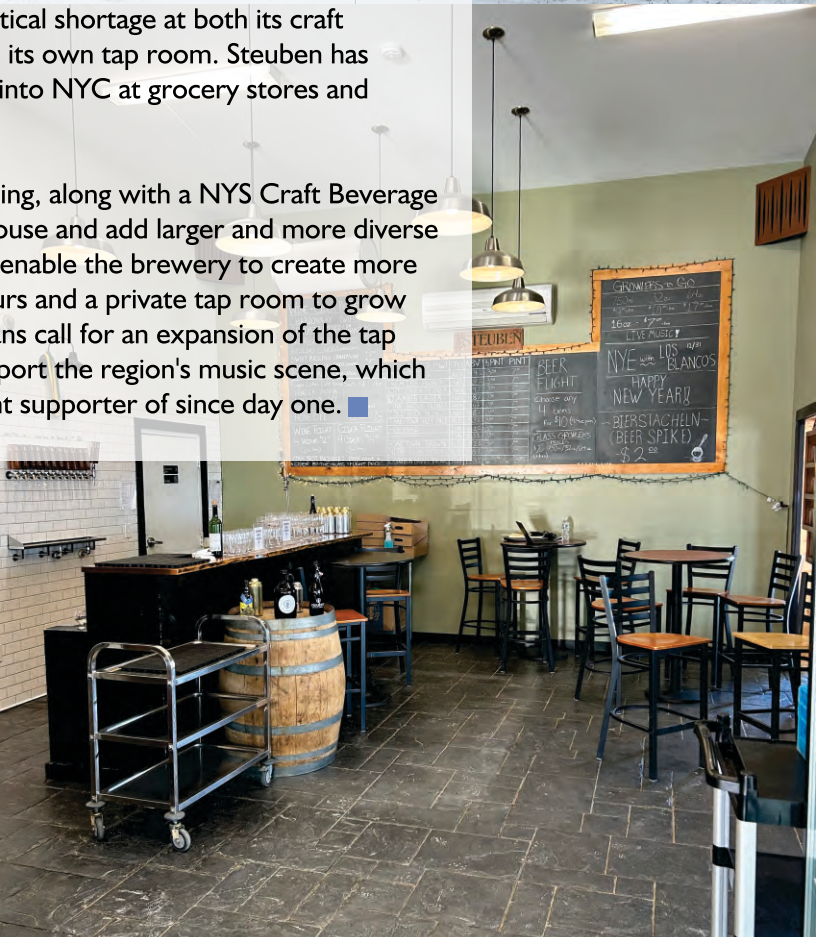
SUCCESS stories

STEBEN BREWING

Steuben Brewing was founded by the Zimar family in 2014 when they constructed their brewery on Judson Road in Pultney. The farm brewery proved immediately successful and a terrific addition to the Keuka Lake Wine Trail, being located close to several successful wineries such as Dr. Konstantin Frank, Heron Hill, and Bully Hill.

In less than 10 years, the brewery outgrew its original brew house's ability to keep up with demand, leaving a critical shortage at both its craft beverage distributors' warehouse and its own tap room. Steuben has garnered shelf space across NYS and into NYC at grocery stores and beverage centers.

REDEC and STREDC provided financing, along with a NYS Craft Beverage grant to physically expand the brewhouse and add larger and more diverse equipment. The new brewhouse will enable the brewery to create more types of beer, and to add brewery tours and a private tap room to grow their agritourism footprint. Future plans call for an expansion of the tap room and a larger event space to support the region's music scene, which Steuben Brewing has been a significant supporter of since day one. ■



iCODE / EMPIRE BRICKS



In 2021, REDEC assisted Matt Towner, Towner Development, LLC, to acquire and begin renovations to the former Erwin Town Hall at West Water Street, Painted Post. The 17,333 square foot historic building was built as a town hall in 1921. The STREDC Community Reinvestment Loan Program, administered by REDEC, has assisted with the redevelopment of vacant downtown buildings throughout the Southern Tier for the past decade. The redevelopment project was eligible for both federal and state historic tax credits.

Two years into the building renovation, which included the creation of two store fronts, second floor commercial space, and several third story apartments, Matt Towner sought assistance with securing an iCode franchise to compliment the other store front, Towner's existing Empire Bricks, a Lego retail business. REDEC provided an SBA Micro Loan to assist with establishing the new franchise, including considerable furnishings and computer equipment.

iCode provides STEM education and computer coding education in the region. Basic computer programming skills are taught through hands-on projects that teach students time management, teamwork, presentation, and communication skills all in a fun learning environment. iCode contracts with area schools to provide the STEM education services as well as individual families seeking an opportunity to give their children a learning opportunity not available in schools. ■

LENDER'S ROUNDTABLE

REDEC staff were joined by more than 60 regional small business supporters for a Lenders' Round Table to learn from each other how organizations can partner their resources to sustain small business growth in the region. The Lenders' Roundtable was the first held in the region in a decade and brought together representatives of regional banks and economic development organizations to learn about services and funding programs available to entrepreneurs and small business owners.

REDEC President George Miner served as moderator and reviewed loan programs available through both REDEC and STREDC. Ashleigh Madison, Executive Director of IncubatorWorks and Michael Herceg, Business Advisor of the Small Business Development Center (SBDC) at Binghamton University shared how their organizations support entrepreneurs and new business start ups with training and support services. Grace Connors, Lender Relations Specialist from the Small Business Administration-Syracuse District Office presented various SBA loan programs offered through regional banks, as well as the Micro Loan Program administered by REDEC. ■

REDEC/RRC BOARD OF DIRECTORS & OFFICERS

OFFICERS

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Jill Koski, Southern Tier Economic Growth (STEG)

Secretary

Justin Dildine, Corning Credit Union

Treasurer

Christopher Coletta, Chemung Canal Trust Company

Immediate Past Chair

Scott Bloor, Small Business Development Center

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Dawn Burlew, Corning Enterprises

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Christopher Giammichele, Elmira Savings Bank

James Johnson, Steuben County Industrial Development Agency (IDA)

Kamala Keeley, Three Rivers Development Corporation

Ashleigh Madison, IncubatorWorks

Michael Manzari, Pyramid Brokerage Company

Mike McCumiskey, Maple City Savings Bank

Judy McKinney Cherry, Schuyler County Partnership for Economic Development

Jennifer Miller, City of Corning

Michael Nisbet, Hornell Industrial Development Agency (IDA)

Chelsea Robertson, Southern Tier Regional Planning & Development Board

Joseph Roman, Chemung County Industrial Development Agency/STEG

Todd Strong, First Heritage Federal Credit Union

REDEC/RRC STAFF

President

George E. Miner

Loan Analyst

Bryant Myers

Business and Office Manager

Carrie Hanes

REDEC/RRC LEGAL COUNSEL

Rossettie, Rosettie & Martino, LLP

Ryan Snyder

THANK YOU

REDEC received financial support for its small business loan administration from:

Steuben County
Schuyler County
Chemung County
City of Hornell Industrial Development Agency
Steuben County Industrial Development Agency
Chemung County Industrial Development Agency
Chemung Canal Trust Company
Community Bank, NA
Citizens & Northern Bank
Corning Credit Union
First Heritage Credit Union
Tioga State Bank
Visions Credit Union

REDEC loan funds are made available from:

Southern Tier Region Economic Development Corporation
NYS Empire State Development
NYS Job Development Authority
Appalachian Regional Commission
US Economic Development Administration
US Department of Agriculture
US Small Business Administration
Steuben County
Chemung County

OUR MISSION

REDEC - Relending Corporation provides economic development lending capability for businesses in Chemung, Schuyler, Steuben, and Tioga Counties, which fully responds to the needs of the region and the objectives of the corporation.

REDEC - Relending Corporation is a not-for-profit corporation which serves as a “gap financier” to provide financial and technical assistance to start-up and expanding businesses which will have a positive impact on employment and strengthen the economic base.

Cover photo by Becky Enders
Still Waters Photography

REDEC
Relending Corporation

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www.redec.us

1980-2023:
43 Years of Supporting
Our Business Community



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