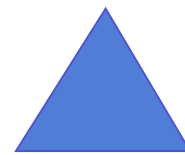


Tompkins County Area Development

*Investment Presentation to
Tompkins County Council of Governments
September 22, 2011*



TCAD

Business creation, expansion & attraction

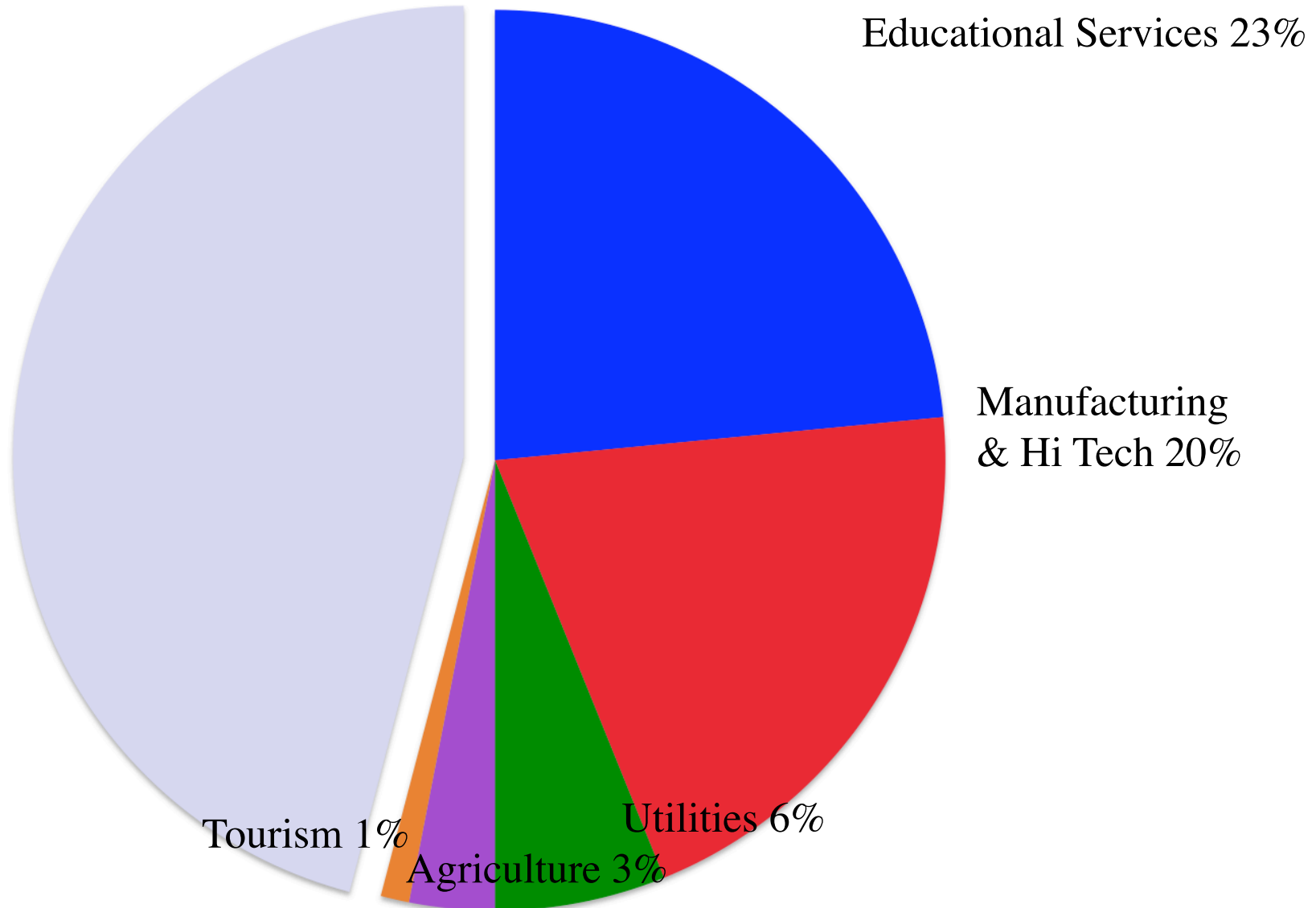
TCAD Overview

- History
- Board
- Mission

Size of Sectors by Value of Goods and Services Produced

Local Sectors 47%

Export Sectors 53% (\$4.3 Billion)



Economic Development That Works

- Economic Development Planning
 - Workforce Strategy
 - ED Strategy
 - Water/Sewer Infrastructure Study
- Direct Services
 - IDA/TCDC
 - Revolving Loan Fund
 - Empire Zones
- Relationships

IDA (1993 to 2009)

Projects	91
Jobs Created	3,000
New Capital Investment	\$538,000,000
Average Non-Managerial Wage	\$19.00
Property Taxes Paid	\$27,776,000

Empire Zone (2006 to 2009)

Businesses 43

Jobs Created 229

New Capital Investment

\$78,106,000

Average Wage

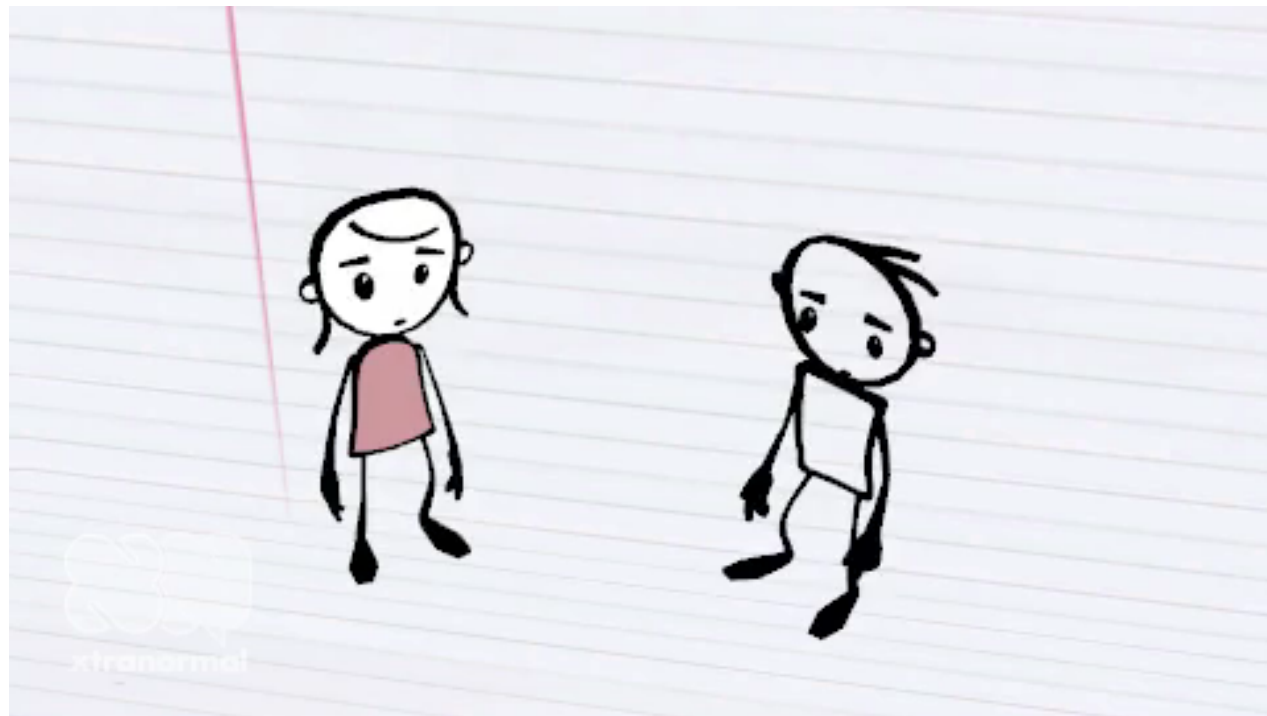
\$18.89

 **TCAD**

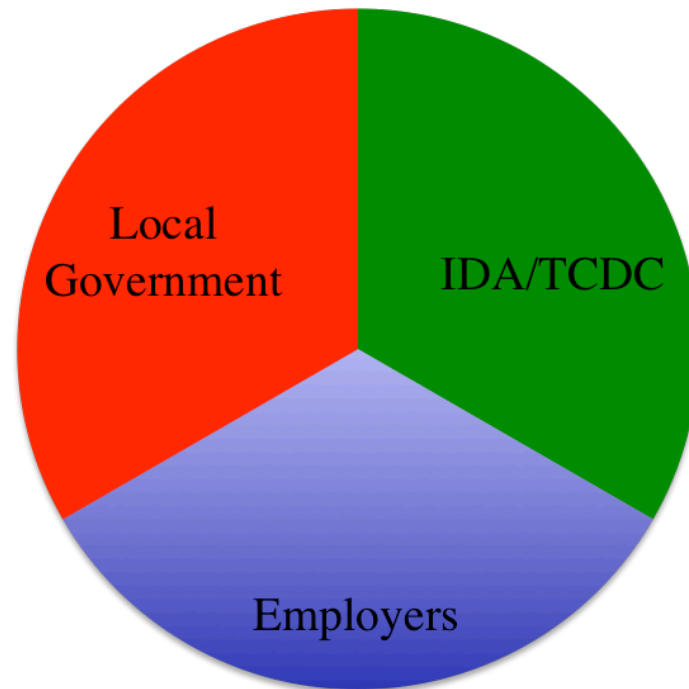
RLF (1989 to 2010)

Loans	52
\$ Loaned	\$1.8 Million
Jobs Created	841
Default Rate	
- 11% of loans	
- 3% of amount loaned	

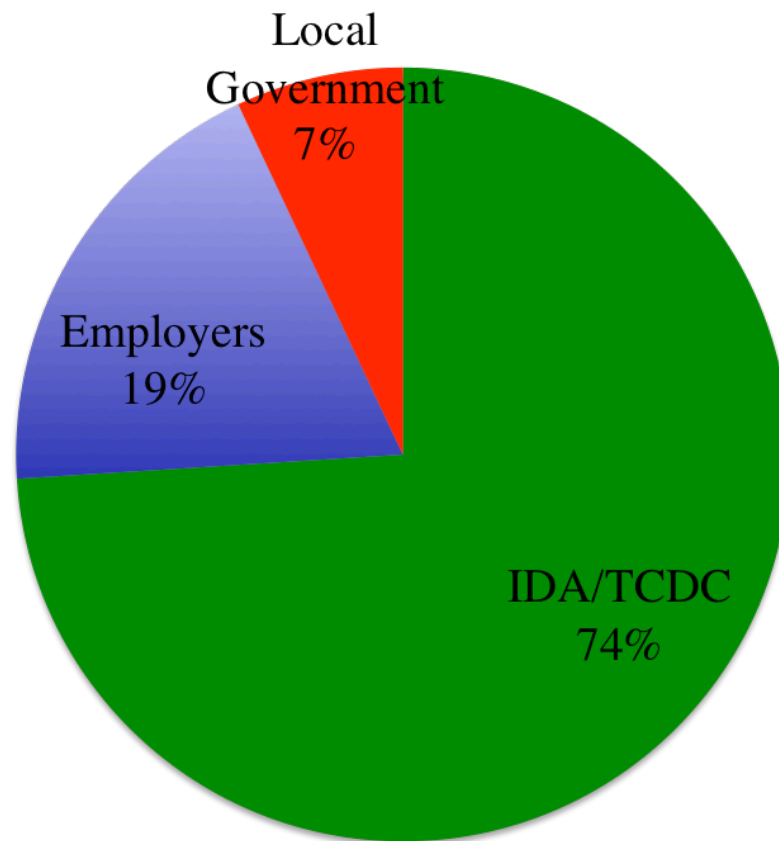
How TCAD Is Funded



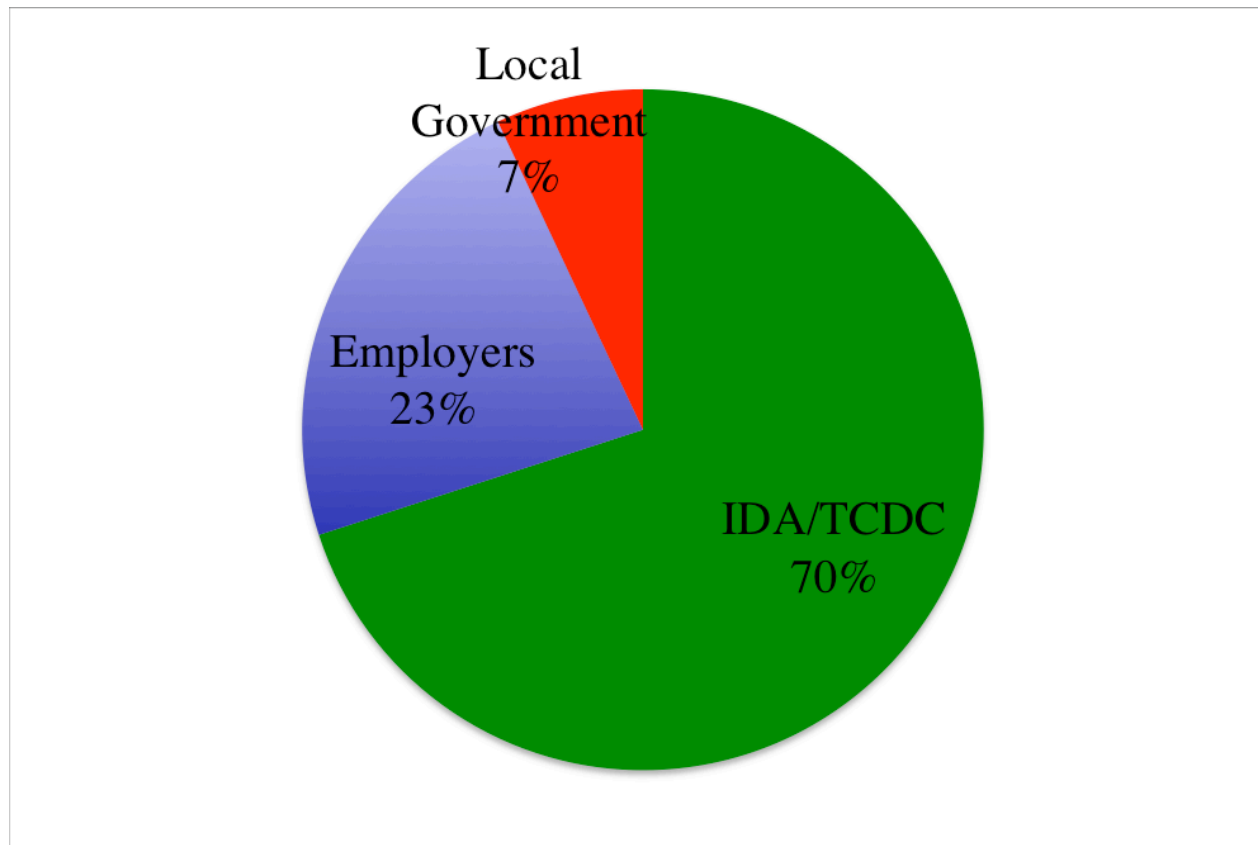
Investment Model



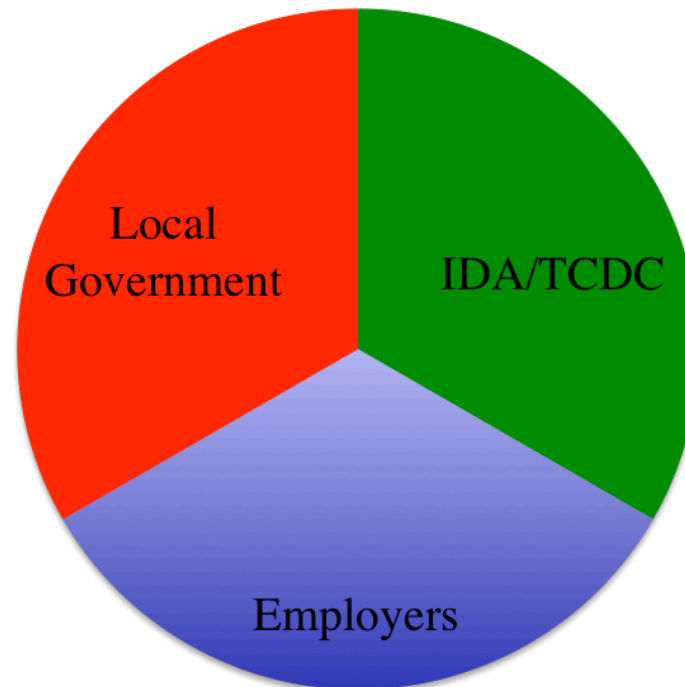
Investment Reality



2012-2014 Investment Campaign

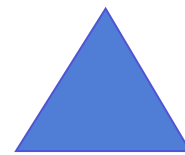


Investment Model



“An investment in TCAD is an investment in the community—its businesses and families.”

*Greg Hartz
President, Tompkins Trust Company*



TCAD

Business creation, expansion & attraction