

THOMA CELEBRATES 30th YEAR!!

This fall, Thoma will celebrate its 30th anniversary as a company. Upcoming editions of Thoma's Developments will include more information on this auspicious occasion. We thought for now it might be fun to take a look back and see what the staff was doing in 1980.

Bernie was starting the company in offices in his home on Madison Street in the City of Cortland.

Linda was the company's first employee.

Pam was a newlywed.

Ann was having her first baby.

Annette was graduating from Sarasota High School in Florida.

Rich was a sophomore running track for Ticonderoga High School.

Tina was in first grade at Smith School in Cortland.

Bethann was an infant.

Matt was a happy 4-year-old living on Sunnyfield Drive in the City of Cortland.

Steve had bought a money pit house and was wondering what he had gotten himself into.

Monica and Aimee hadn't even been born.

CONGRATULATIONS, BETHANN!



Bethann Birdsall is celebrating her 10th anniversary with Thoma. In her role as Program Assistant, she is responsible for survey work related to our grant projects; layout and design of our company materials such as proposals, grants, brochures, and our company newsletter; website updates; and assisting with data collection for special projects such as feasibility studies and comprehensive and strategic plans. She is also our "go to" person regarding Microsoft Office and other software. Her versatility is an asset to our organization.

We congratulate Bethann on this milestone and wish her many more years at Thoma!



34 TOMPKINS STREET CORTLAND, NY 13045

"Partnering with Communities For a Better Tomorrow"

Community Visioning

Community Surveys

Comprehensive Planning

Downtown Revitalization

Economic Development

Feasibility Studies

Grant Accounting

Grant Administration

Grant Writing

Historic Preservation

Housing Rehabilitation

Infrastructure Improvements

Lead Clearance Testing

Lead Risk Assessment

Loan Portfolio Management

Market Studies

Microenterprise Assistance

Parks & Trail Development

Records Consulting

Recreation Planning

Strategic Planning

Zoning/Code Revisions

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Bernard Thoma,
Senior Consultant



A newsletter of Thoma Development Consultants

May 2010

SUPPORT FOR SMALL BUSINESSES

Small business is the backbone of the economy for many of our customers. As noted in our last edition of *Thoma's Developments*, a few of our customers are embarking on the development of microenterprise programs to assist in small business development and expansion.

A microenterprise is defined as a business with five or fewer full time equivalent employees, one of whom is the principal and owns the company at the time of the application. The business must meet a low-to-moderate income test, that is, the business owner must be low-to-moderate in income or a majority of the jobs to be created must be low-to-moderate income jobs or available to low-to-moderate income persons. Low-to-moderate income is based on Section 8 Income Limits established by the U.S. Department of Housing and Urban Development and is dependent on family size.

The Office for Community Renewal, which administers the Community Develop-

ment Block Grant in the State, revised program guidelines to allow communities to apply for microenterprise funds through the open economic development round instead of during

the annual Small Cities funding round. The City of Cortland and the Village of Mt. Morris (see article on page 3) were recently successful in securing these microenterprise funds. Both communities captured the maximum award of \$200,000.



Lisa Crupi is shown in her bakery, Pane di Casa, in the City of Cortland. She hopes to utilize microenterprise funds to move the bakery to a Main Street storefront and expand her offerings.

Both Cortland and Mt. Morris will make grant awards in the range of \$5,000 to \$35,000 to

businesses located on a community-wide basis. Each owner must provide a 10% equity contribution. Funds will be in the form of a deferred payment loan which will be forgiven if the business continues to operate in the community for five years. Applicants must also commit to training requirements.

The list of eligible projects is long and varied but can include such things as capital equipment and fixtures (such as furniture, computer hardware, display equipment), working capital, inventory, computer software, and minor building renovations and repairs.

This program is tailor made for cities, villages, and towns with a large and active business community. Interested municipalities are encouraged to contact us for more information.

INSIDE THIS EDITION...

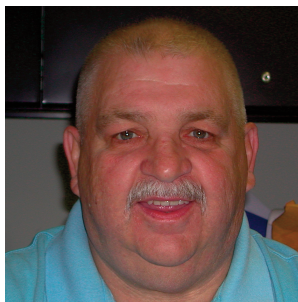
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VILLAGE OF HOMER COMPLETES COMP PLAN

The Village of Homer is in the process of adopting its new Comprehensive Plan, completed with assistance from Thoma. One of the high priorities for the Village upon adoption is upgrading its zoning and land use regulations.

A dedicated group of local individuals was selected by Mayor Mike McDermott to lead the planning process. The Steering Committee included a former mayor, members of the Village Planning and Zoning Boards, the code officer, the Homer School Superintendent, business owners, and residents. The Steering Committee guided the process by overseeing our work, reviewing data, and approving the final contents of the Plan. The countless hours they devoted to the project will benefit the community long into the future.

It was Thoma's pleasure to work with the Village on the development of the Comprehensive Plan. We hope to assist the Village in implementing some of the recommended actions identified in the document.



"The Village of Homer engaged Thoma Development to do a Comprehensive Plan for the Village. Their staff was most helpful in getting us on the right track. Throughout the process their advice and professionalism kept our committee moving. Financially we were able to keep the cost spread out so that it did not affect our budget adversely."

- Mike McDermott, Mayor
Village of Homer

NEW CUSTOMERS

Thoma is happy to welcome three new customers. The Village of Oriskany Falls in Oneida County hired us to write a 2010 CDBG application. The Village of Cleveland in Oswego County and the Village of Unadilla in Otsego County have hired us under our Grant Writing Service.

We look forward to providing these customers with services that will assist in improving, developing, and preserving their communities.



The Livingston County Jail will receive a new boiler system and energy efficient lighting



The Town of Lima will install solar panels on the roof of its Highway Garage

GOING GREEN

Thoma is pleased that two of our customers received a total of \$317,888 from the New York State Energy Research and Development Authority (NYSERDA) for energy reduction projects.

Livingston County received two grants for NYSERDA RFP 10 grants. The projects include replacing the boilers in the County's Government Center and County Jail for boilers with higher energy efficiency and suitable heating capacity; and, retrofitting the Government Center lighting system by replacing existing T-12 fluorescent lamps and magnetic ballasts to energy efficient compact T-8 fluorescent lamps and electronic ballasts. The County is expected to save more than \$30,000 a year in energy costs as a result of these projects.

The Town of Lima also received \$79,648 to install a 12.6kW solar electric system (solar panels) on the roof of the Lima Town Garage. This will save the Town approximately \$2,250 in energy costs annually.

NYSERDA received more than 420 proposals, 206 of which were funded. Primary selection criteria included technical viability, cost-effectiveness, demonstration of compliance with program requirements, and cost sharing. Currently, we do not anticipate any more rounds of funding for RFP 10, which was funded through American Reinvestment and Recovery Act (ARRA) monies.



MOUNT MORRIS RACKS UP SUCCESSES

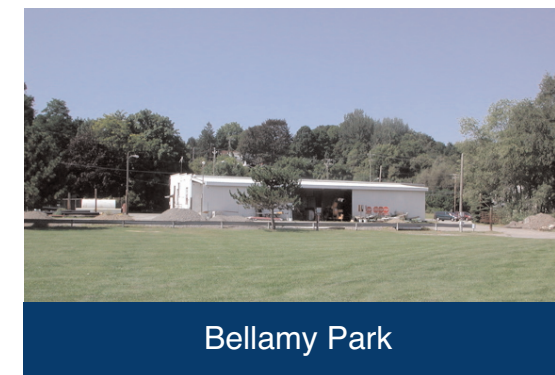
Since Thoma was hired to provide grant writing services to Livingston County and its municipalities in 2008, the Village of Mount Morris has been vigorously pursuing grant opportunities to address its community development needs. The Village has also been quite successful in securing these funds. Starting with a New York Main Street application submitted in the fall of 2008, the Village has secured \$1,191,102. Successful applications include:

- New York Main Street funds for façade and building renovations and improvements to a downtown pocket park - \$400,000
- Restore NY funds to renovate and restore the New Family Theater, a vacant and dilapidated former theater in the downtown - \$433,477
- Community Development Block Grant (CDBG) funds through the Economic Development program to establish a Microenterprise Program. The program will focus on assisting small businesses to locate or expand in the community, with an emphasis on the downtown. The Microenterprise Program will work in partnership with the New York Main Street funds - \$200,000 (See article on page 1).
- Environmental Protection Funds to create a new park on the Genesee River waterfront, including a new cartop boat launch, and picnic pavilion – \$302,377
- Environmental Protection Funds to create a long term plan for

Bellamy Park, including an indoor recreation center – \$35,248

For those that are counting, that averages out to be more than \$66,000 per month in funding since the first application was submitted, an enviable track record. Hoping to build on these successes, the Village recently submitted a \$2.7M Rural Development application to finance the construction of a new firehouse.

We have enjoyed building our relationship with the Village of Mount Morris, its elected officials, and its staff, and look forward to celebrating many more successes with them in upcoming years. Mt. Morris Mayor Harold Long states, "This is the 175th anniversary of our founding. These grants help us to revitalize the Village and bring back the grandeur we once had."



Bellamy Park

CORTLANDVILLE WELCOMES PYROTEK

The Town of Cortlandville will be the new home of Pyrotek, Inc., a leading international company supplying aluminum, foundry, glass, zinc, steel, sound, and hearth customers with performance improving technical products, integrated processing systems, and consulting services worldwide. In the global aluminum industry, Pyrotek is a recognized world leader for equipment, consumables, and consulting related to the refining, melting, processing and casting of molten aluminum. Pyrotek will be occupying the former Monarch Machine Tools building on Route 13.

With Thoma's assistance, Cortlandville secured \$350,000 in CDBG Economic Development funds for acquisition of the property. Pyrotek is expected to grow to over 100 jobs within 36 months.

UPCOMING GRANTS...

Environmental Protection Fund - grant funds to improve, restore, and acquire parks and historic buildings. Funds can also be used for plans/engineering studies for all eligible projects.

Office of Community Renewal Technical Assistance Funds - Dollars for studies such as strategic plans for downtowns and neighborhoods. Helps prioritize actions needed for community revitalization.

CALL US NOW TO DISCUSS THESE GRANTS!



Monarch Tools Building