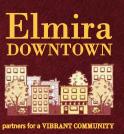
2018 - 2019 ANNUAL REPORT







Message from Executive Director and President



Wow! It's hard to believe three years have passed since I took over as President of the Elmira Downtown Development Board of Directors.

Time really does fly when you're having fun.

In three short years EDD has continued to grow its events that directly promote Elmira Downtown — in 2019 over 30,000 people enjoyed EDD-sponsored events. (EDD also established itself as a Regional player by regularly attracting people from multiple counties to each event it hosted). Additionally, in 2019, the Board took the initiative to update its professionally developed strategic plan that was originally created in 2017. This living document will continue to keep the organization on track and measure its successes along the way. The strategic plan represents the professionalism, energy and commitment of the amazing Board of Directors that contributed to its development.

Thank you to the stakeholders, the sponsors, the City/County leaders and the community for supporting the organization. I couldn't be more thankful for the opportunity to have served the Elmira Downtown Community. And I couldn't be more confident in the leadership ability of Chris Colletta who will now take the reigns as President.

leadership ability of Chris Colletta who will now take the reigns as Presic Best wishes for 2020!



Chris Karam, Jennifer Herrick-McGonigal, Adam Bunce

2019 marks the end of an extremely busy and rewarding year for the City of Elmira's Business Improvement District. Elmira is emerging, evolving and most of all, engaging! As we celebrate new projects and developments that the community leaders have made to push Elmira forward, the organization is encouraged about the direction of the heart of the city and surrounding neighborhoods. Transformational development milestones, exciting new projects, and first-rate residential amenities made 2019 a stellar year for downtown Elmira.

EDD's small dynamic staff is at the energetic center of creating and maintaining a consistent quality of life for all who work in, visit, own businesses and property and NOW Live in- Downtown Elmira. Our role as a committed advocate is vast in scope: from day-to-day concerns to advocating for pedestrian safety, improvement of the historic buildings to safe thoroughfares. We are Downtown Elmira's neighborhood champions as the organization enthusiastically promotes Elmira businesses and cultural organizations. The daily use of social media and strong marketing communications plan creates a strong sense of awareness and a feeling of being a part of it all. Our well-conceived and executed community events, such as favorite Alive After Five, Elmira Street Painting Festival and Wisner Market bring community kindness and sustain local businesses. We believe that an informed active downtown neighborhood translates into a thriving downtown neighborhood. It is EDD's mission to make Downtown Elmira be the best it can be, and we could not do it without you—the community and our stakeholders. With ongoing meetings, presentations and conversations with colleagues such as, City/County partners, community leaders, and our Board. We make sure that our finger is on the pulse of what's happening and work closely with government agencies and elected officials to share our point of view with the goal of creating a sense of community and a strong quality of life. We continue to collaborate with City of Elmira, Chemung County, Southern Tier Economic Growth, Chemung Chamber, Cultural Institutions and other organizations to leverage Elmira's unique strengths of each partner to ensure the success of Downtown Elmira and surrounding neighborhoods, making Elmira a great place to live work and play.

All of these changes bring new Board members and vitality to our small not-for-profit organization and are positive indicators of a healthy, vibrant, thriving neighborhood. We thank our dedicated Board members, our committed and supportive stakeholders, partners and residents, countless volunteers and our the hard-working, talented staff of 2 and interns for making Downtown Elmira the best place in which to live, work, play, and do business. As our community continues to grow and evolve, we will tailor the types of support and services we provide to best ensure the continued vitality of our local economy and success of our diverse small businesses.

On the pages ahead, you'll see how your participation and investment produced tangible results throughout 2019. Together, we will realize our vision of a thriving Downtown Elmira that serves as the economic, civic and cultural heart of our community.

Sincerely,
Jennifer Herrick-McGonigal
Executive Director

Chris Karam President

Jern fer Herrek

ABOUT ELMIRA DOWNTOWN DEVELOPMENT



OUR HISTORY

Elmira Downtown is proud to manage the Downtown **Business Improvement** District (BID). Our goal is to provide the downtown business area with the resources to develop a strong marketing campaign, increase public awareness of downtown Elmira, and beautification projects in partnerships with the city of Elmira. We work closely with the business community, economic development partners, service organizations, city staff, city schools, and the arts community to make Elmira a better place to live, work and play.

HOW WE SERVE

The organization serves as a catalyst to improve and promote downtown Elmira through special Events, marketing, economic development and partnerships. The Business Improvement District attracts people to live, work, shop, conduct personal business and seek entertainment in downtown Elmira. We host a series of annual events designed to support our community. Additionally, we fulfill our mission by providing marketing and communications, grant funding to our property owners, businesses, residents and visitors.

OUR MISSION

MISSION: To continually enhance the environment of Elmira's downtown district through innovative programs, promotions, and partnerships that foster a sense of community while strengthening the economic vitality for our business partners.

VISION: Furthering partnerships in an architecturally diverse downtown district to create a vibrant, dynamic, and welcoming place to live, learn, work, shop, and play

The organization plays an essential role to ensure that the heart of the city becomes a vibrant community. Emerging, Evolving and Engaging.

FINANCIAL REPORT: Small Budget with BIG Results

Revenues Assessment Grants (NYMS, CDBG, (The ARTS) Sponsorship/Fundraising/Vendor Fees * Assessment Assessment Sponsorship/Fundraising/Vendor Fees * Grants (NYMS, CDBG, (The ARTS) * Sponsorship/Fundraising/Vendor Fees



- Economic Development
- MaintenanceMarketing

OUR TEAM 2018 - 2019



OFFICERS

CHRISTOPHER KARAM PRESIDENT

FAGAN ENGINEERS

CHRISTOPHER COLETTA VICE-PRESIDENT

CHEMUNG CANAL TRUST COMPANY

JANIS WITCHEY, TREASURE

EMPOWER FEDERAL CREDIT UNION

DENISE ALLEN, SECRETARY

COMMUNITY BANK, NA

STAFF

JENNIFER HERRICK-MCGONIGAL

EXECUTIVE DIRECTOR

KATIE BOLAND

EVENT MANAGER /
MARKETING ASSISTANT

KIANA MELVIN

ELMIRA COLLEGE INTERN (SEPTEMBER 2019 — CURRENT)

KENNEDY ROMAN

ELMIRA HIGH SCHOOL INTERN (SEPTEMBER 2018-AUGUST 2019)

PEYTON MALONEY

NOTRE DAME INTERN (SEPTEMBER 2019-CURRENT)

BOARD OF DIRECTORS

ADAM BUNCE

TURTLE LEAF CAFÉ

PAM BRAYTON

FM HOWELL & COMPANY

KRISTINA CADWALLADER

HILLIARD CORPORATION

MIKE COLLINS

CITY MANAGER

CHRIS GIAMMICHELLE

ELMIRA SAVINGS BANK

KYLENE KIAH

WINE & DESIGN

DANIEL MANDELL

Mayor

EMMA MIRAN

COMMUNITY DEVELOPMENT

MICHAEL MITCHELL

COPY EXPRESS

MITCH PEARCE

ARNOT ODGEN MEDICAL CENTER

JENNIFER SWAIN

Elmira College

BRENT STERMER

2ND DISTRICT COUNCIL MEMBER

DONNA TANGORRE

ELMIRA SAVINGS BANK

DOWNTOWN ELMIRA EVENTS





SIGNATURE EVENT HIGHLIGHTS

Throughout the 2018-2019 fiscal year, Elmira Downtown Development produced promotions and events are designed to support Downtown businesses by connecting visitors, residents and employees directly with the district's many independent restaurants, shops and services.

WISNER MARKET: Throughout the growing season, The Market features more than 35 vendors selling fresh, seasonal vegetables, baked goods, flowers, plants, handcrafted items and more. The Market also hosts live entertainment from 11:30 am to 1:30. The organization will continue to partner with local organizations to promote wellness and healthy lifestyle programs. Wisner Market celebrates 23 years in Downtown Elmira in 2019



TASTE OF DOWNTOWN: This one-of-a-kind celebration provides an unforgettable evening at Elmira's Historic Arnot Art Museum, Taste of Downtown has received guests' approval as being the best party/fundraiser in Downtown Elmira. This event brings our community together raises the funds needed to make the Elmira Street Painting Festival one-of-a-kind for Chemung County. Good friends, good conversation & good food — while experiencing one of Elmira's oldest Historic Gems.

ELMIRA STREET PAINTING

FESTIVAL: For over 10 years, ESPF has been one of the premier arts festivals in Chemung County. More than 100 artists from around the region create amazing street paintings on city streets. This event includes children's art activities, interactive performances – and much, much more! The huge influx of residents and visitors ESPF is all about ART and REVITALIZATION in downtown Elmira.



ALIVE AFTER FIVE: On 10 summer evenings, thousands of music lovers come together on the Elmira's City Streets to watch the sun set and listen to music from rock, oldies and alternative bands. Hosted at one of Elmira's popular establishments, this is quickly becoming one of Elmira's most celebrated local tradition.

HOME FOR THE HOLIDAY: Downtown Elmira becomes magical during the holiday season. Downtown Elmira celebrates the holidays with one signature event, offering a wonderful holiday concert in historic Wisner Park followed by Santa's first appearance of the season to flip the switch on beautiful holiday tree. In addition, the organization supports the Elmira Holiday Parade which is 60-plus hometown tradition – with bands, lots of kids and floats created by local

non-profits and businesses. The City's DPW, assisted in making this another successful event for our downtown.



HOLIDAY WINDOW DECORATING DOWNTOWN: We were pleased to facilitate the Holiday Window Decorating contest in Downtown Elmira in 2019! More than 18 businesses and organizations participated in the holiday window decorating contest. A partner with New Vision Academy- the skill, passion and dedication shown by the decorating participants. We look forward to 2020 ideas and windows.

DOWNTOWN ELMIRA EVENTS



WISNER IN WINTER: November & December 2019 – partnering with property owners and local artists on a new holiday market designed to attract additional visitors to downtown during the holiday shopping season. 12 vendors featuring artisan crafts and food 2 storefronts. Showcasing our other small businesses who offer gifts, food and services



SMALL BUSINESS SATURDAY: November – EDD partnered with small businesses for this national day encouraging people to shop locally. Interns created small commercials for Facebook Small Business Saturday promotional items distributed to participants local businesses offered special promotions for the day

EC OCTAGON FAIR: EDD and EC Partnered on the Octagon Fair – an Elmira College tradition – this event brings a strong relationship between the College, the in a day of fun festivities. We were thrilled to assist with the marketing and vendor relations.

community, students, and alumni

HALLOWEEN TRUNK OR TREAT: Trunk or Treat returned to downtown, bringing Halloween fun for everyone. A night where ghosts and goblins fill downtown with the annual Trunk or Treat community event. Families came in their favorite costume for the free and safe Halloween event offered to our community. The event features local businesses and organizations who decorate the trunks of their cars and backs of pickup trucks with spooky goodness for the public's enjoyment as their owners pass out candy to children.

INTERNSHIPS: EDD worked closely with New Visions Academy, Notre Dame High School and Elmira College – our interns are important to EDD – they assist with communications, promotions and research.



ANNUAL MEETING WINTER AFTER FIVE: An

unforgettable winter's night in the heart of Downtown Elmira – EDD hosts this much anticipated night in January that engages our devoted AA5 friends and new friends. We thank one of our cultural partners, Clemens Center for opening their doors to this funfilled night of dancing, friends and community.



EDD PARTNERS WITH ELMIRA COLLEGE

"First Year, First Service," For 2019, Elmira Downtown Development, Inc. partnered with Elmira College for a morning of community service in the downtown area. EC students and employees helped paint picnic tables in Wisner Park, wash windows for downtown businesses, and do general downtown cleanup like weeding and trash pickup. Those participating wore the One Team, One Elmira, One Community t-shirts, symbolizing the unity and synergy between the College and greater Elmira community.





PUBLIC ART in DOWNTOWN ELMIRA: EDD engages local artists to create designs for colorful pieces of art that exude the vibrancy of color. Downtown Elmira has over 20 hand-painted utility-boxes, all by local and many with the help of children in the community. In addition, the organization supported one mural on West Water Street that will make the downtown come alive in color. Two more murals are slated for 2020 that will sprawl across vast building walls; these projects help define a distinctive character that belongs downtown Elmira. Through the Elmira Street Painting Festival and Chalk It Up for Our Kids – the organization promotes artists in our community and further establishes Downtown as a dynamic space for art.

BEAUTIFICATION AND BUILDING IMPROVEMENTS





OPERATION GREEN STREETS

Beautification Services Delivered: Collect litter and debris, provides weeding and maintenance service to over fifty flower planters and green spaces. *Acted as street ambassadors to our daily downtown population. *coordinates with a local landscaper who assists with the watering of the flower planters in the spring/summer month *Purchased \$4,000 of boxwoods and annual flowers for the planters

SPRING PLANTINGS

In Downtown Elmira Flowers Spread Joy

Every Spring, landscapers approach downtown Elmira with flowers, soil and mulch. Sunset Landscaping's owner Doug Bellinger assists EDD with bringing bright array of wave petunias to the heart of our city.

Flowers are an important ingredient and with hundreds of flowers scattered throughout Downtown Elmira: maintaining them is an important job that can be tricky. With the help of EDD's Operational Fund and Community Development Block Grant

Funds: We work with our partners to ensure that we bring beauty to our downtown environment.

DOWNTOWN REVITALIZATION INITIATIVE – ELMIRA REFRESH

Redevelopment, new development, lowering the vacancy rate, residential living, improving the retail mix, and identifying the appropriate businesses for the district forms the core of the Elmira Refresh plan with a strong effort in business recruitment. EDD continue to assist our partners with these goals.



Bookstore (112 South Main Street)

DOWNTOWN CLEANUP!

Total DTCU = Over 400 volunteers picked up over 50 bags of winter debris/litter — enough to fill 2 large dumpsters. Enjoyed 10 sheet pizzas, over 400 bottles of water/soda and listened to music in Wisner Park.

NEW YORK MAIN STREET PROGRAM provides financial resources to strengthen the economic vitality of the downtown district. Elmira Downtown acts as a grant

administrator for targeted areas. Since 2007, the downtown district received eight (8) New York Main Street Grants in the amount of 1.5 million dollars. In 2017, Elmira Downtown Development, Inc. received \$300,000 grant through New York Main Street to continue the work of the DRI. The funds will support the redevelopment of the Arnot Carriage House. In addition, EDD received \$20,000 NYMS Technical Grant for Chemung Valley History Museum to assist with a feasibility study.

FAÇADE/SIGNAGE IMPROVEMENT PROGRAM allocates funding for aesthetic and physical improvements to properties and businesses located in the downtown district. The revitalization of a commercial district often begins with improvements to a single building or storefront. Even simple changes such as the removal of non-historic materials, repairs, or a new paint job that calls attention to the building's original architectural details signal positive change and often stimulate similar improvements in neighboring buildings. The Façade/Signage Improvement Program has been instrumental in assisting property owners with these types of projects by offering to cover a percentage of the cost for improvements. For 2019, EDD assisted Envision Elmira for Façade/Signage on 109 North Main Street (Downtown Grind) and Second Edition's



MARKETING & COMMUNICATIONS



ELMIRA ENGAGING: Telling Downtown Elmira's Story

Marketing Communications:

THE WEBSITE www.elmiradowntown.com

Electronic Newsletter: Each Wednesday, subscribers receive EDD's weekly newsletter, which provides events happening throughout the area. **EXTRA EXTRA READ ABOUT IT!**

SOCIAL MEDIA





With over 5,000 followers on Social media, Snapshots of posts =- The organization continues to be active on Facebook, Instagram. The community is a huge supporter in our activities and also provide positive posts.

BILLBOARDS

Billboard advertising continues to showcase our activities.



RACK CARDS AND POSTERS









FY20 OBJECTIVES



RESIDENTIAL ON THE RISE - Downtown Elmira is quickly becoming the City of Elmira's newest neighborhood, adding 55 new residential units to the inventory, all while Downtown's residential market continues to experience a 97% occupancy rate. Many new properties will come online in 2020-2021. Through the purchase of three buildings, Capriotti Properties will add an additional 36 residential and 11 commercial units. Breathing life into a critical block on North Main Street and Baldwin Street.



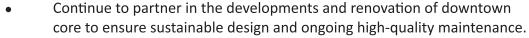
PUBLIC SPACE OPERATIONS

- Improve and increase services to Business Improvement District.
- Enhance Downtown Elmira with new banners, fresh streetscape and other "greening" projects.
- Continue EDD's Public Art Program POPART and assist other Public Art Projects from community members.

MARKETING & COMMUNICATIONS

- Organize, sustain, and promote events, services and products of the BID.
- Increase visitorship.
- Strength regional marketing opportunities.
- Continue to refresh EDD website to better promote Downtown's retail, culture and entertainment.
- Create and implement a strategic social media plan.





- Continue the Public Art Program POP ART through grants, public art, which encourages and markets that ART is accessible to everyone.
- Working with DPW and Streets Department to improve the visual appeal of the downtown.



- Be a strong partner with the Downtown Revitalization Initiative, by advocating, encouraging and supporting development, aesthetic components, new streetscape enhancements, residential living, and commercial space.
- Continue to incentivize downtown investment through Façade and Signage Improvement Program.
- Continue to apply for New York Main Street with strong shovel ready projects.
- Produce a 3-Year Look Ahead Strategic Plan for the Business Improvement District.

FINANCE/HR/ADMINISTRATION

- Increase fundraising and sponsorship programs
- Strengthen our community partnership relationships and identify new grant opportunities
- Strengthen BID program areas and initiatives through the creation of board of director and community partner committees





COMMITTEE CLOSE-UPS



IN THE 2018-2019 FISCAL YEAR, EDD

We are grateful to our volunteers – The well-oiled machines of Elmira Downtown Development, Inc.
ESPF/TOD: Janis Witchey, Empower Federal Credit Union, Donna Tangorre, Elmira Savings Bank, Bethany Bowes, Perry & Carroll, Sue Wagner, Empower Federal Credit Union, Courtney Woods, Corning Credit Union, Brenda Curren, Hampton Inn, Renee Wheeler, Elmira Savings Bank, Bruce Perron, HardHit Productions, Jennifer Herrick-McGonigal, Katie Boland

ALIVE AFTER FIVE: Chris Coletta (Chemung Canal Trust Company), Janis Witchey (Empower Federal Credit Union), Chris Giamichelle (Elmira Savings Bank), Courtney Wickham (Chemung Canal Trust Company), Megan Canfield (Chemung Canal Trust Company), Laura Mallette (GST BOCES), Nick Lucarelli (Seneca Beverage Corporaion), Katie Boland & Jennifer Herrick-McGonigal

DOWNTOWN CLEAN UP COMMITTEE: KIWANIS (Alison Mandel, TJ Malone, Mike Wayne), 94 Rock, Katie Boland, Jennifer Herrick-McGonigal

WISNER MARKET COMMITTEE: Michael Sullivan, Kelly Mann, Jennifer Herrick-McGonigal, Katie Boland

NYMS/ENVIRONMENTAL COMMITTEE: Emma Miran (City of Elmira), Ron Panosian (Elmira Real Properties), Bruce Whitmarsh (Chemung Valley History Museum), Rich Sisson (Community Bank)

BRANDING COMMITTEE: Jill Koski (STEG), Nicolette Wagoner (County Planning), Michelle Beiling (Chemung Chamber), Kamala Keeley (Chemung Chamber), Claire van den Blink (Hilliard Corporation)

Downtown has come a long way because of the support we receive from our committee members; We are proud of the long standing commitment from our committee members who invest their time to organization and assisting with the elevation of the Downtown District.







WE COUNT ON YOU! THANK YOU!



OUR CORPORATE SPONSORS

Seneca Beverage Corporation, Chemung Canal Trust Company, The Hilliard Foundation, Corning Credit Union, John H. Cook, Elmira Savings Bank, MVP Healthcare

Williams Capital Corporation, Empower Federal Credit Union, Gough Holding Corporation, Chemung Supply Corporation, Dimon & Bacorn, Inc., First Heritage Federal Credit Union, Simmons-Rockwell, Williams Contracting, Swan Morss/Henry Dunn Insurance, Gannon Associates – the Murray Agency, Fagan Engineers, Elmira College, Copy Express, Cameron Manufacturing, Southern Tier Custom Fabrication, Quicker Printer, Culligan Water, FM Howell, JH Design, Johnson-Schmidt & Associates, Community Bank, NA., Elmira Elk's Club, Brian K. Adams & Associates, Park Grove Realty, Visions Federal Credit Union, Welliver McGuire Inc. Elm Chevy, Housing Visions, Meir Industries, Mustico Financial, Panosian Enterprises, Mengel Metzger & Barr



OUR TASTE OF DOWNTOWN VENDORS

Paesano's, Wegmans, Finger Lakes House, Live Well Upstate, EOP's CFJP Bistro, Anthony's Restaurant, New York Beauty & Barber, DRIFT Spa, Turtle Leaf Café, Culligan Water, Community Arts of Elmira, Komen Race for the Cure, Ultimate Fit Chick, Hilton Garden Inn, Allure Salon, Hill Top Inn, Downtown Grind, Liquid Shoes Brewing, McClure's Deli, Ray Jewelers, Teall's Tavern, Upstate Botanicals, Mooney's,

GRANTS

The Arts Council of Southern Finger Lakes, Community Foundation of Elmira-Corning and the Finger Lakes

MEDIA PARTNERS

WETM-TV, WENY-TV

ADOPT-A PLANTER SPONSORS:

Finn Academy, Chuck & Carol Ellis, Stephen & Susan Nagle, The Rosplock Family, The Christmas House, The Fenton Family, The Rominger Family



ESPF ARTIST SPONSORS:

Arbor Housing & Development, Bellohusen Orthodontics, Cappriotti Properties, Eagle Transmission, Hampton Inn, Hilton Garden Inn, ID Booth, Perry & Carroll, Five Star Bank

PARTNERSHIPS:

The City of Elmira, Southern Tier Economic Growth, Chemung County Chamber of Commerce, Chemung County, Chemung Valley History Museum, Arnot Art Museum, The Arts Council of Southern Finger Lakes, EOP, Southside Community Center, Elmira High School, Glove House, Chemung ARC, Elmira College



2020 – Elmira Downtown Development Celebrates 30 years in the City of Elmira....



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607.734.0341

www.elmiradowntown.com