



Greater Binghamton: A place for businesses to begin, grow, and thrive - by Stacey Duncan

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Stacey Duncan

Greater Binghamton has been home to companies who have left an indelible mark on our community. From companies such as Endicott Johnson, led by an innovative industrialist who prioritized the well-being of his workers; to companies like DICK's Sporting Goods, who got their start in the City of Binghamton as a bait and tackle shop; the Raymond Corporation, who is celebrating 100 years of innovation; and new-comer Green Mountain Electric Supply, who is ready to build a new legacy in Broome County. Our community has forever been shaped by dynamic and forward-thinking companies.

DICK's Sporting Goods began as just a \$300 investment by Richard "Dick" Stack's grandmother who believed in his dream to open a successful bait and tackle shop. DICK's Sporting Goods opened their doors on Court St. in Binghamton in 1948, and Dick continued to work towards advancing his ambitions; broadening his offerings in 1952 to include sporting goods and opened his second store in Vestal in 1971. The Stack family continued to grow Dick's legacy until ultimately DICK's Sporting Goods became the largest sporting goods retailer in the United States boasting well over 500 stores with a net worth of over \$12 billion. DICK's Sporting Goods continued their commitment to our community when they constructed a nearly one million s/f distribution and e-commerce facility in 2018. The more than \$120 million project supported by The Agency brought well over five hundred jobs to the area; since then DICK's has further expanded their presence in Greater Binghamton, this August welcoming their new House of Sport to the Oakdale Commons in Johnson City as DICK's largest retail store in the country.

Another company who has established a strong foothold in Greater Binghamton is The Raymond Corporation, employing over 2,000 workers in the Southern Tier of New York. An affiliate of Toyota Industries, Raymond provides end-to-end warehousing solutions to keep businesses moving. A celebrated industry leader: having won over 20 awards in industry excellence, including a notable hallmark of success in our community as having just reached their 100-year anniversary in 2022. The Raymond Corporation is constantly innovating, from the invention of the double-faced wooden sided pallet and the hydraulic hand pallet jack that gave them their start, to the lithium-ion powered forklifts of modern day, the development of virtual reality training technology to simplify employee on-boarding for their customers, and so much more. Raymond serves as just another prime example of a company that not only found its start in Greater Binghamton but has continued to uphold our community's innovative spirit as they have expanded to all corners of the globe.

As companies continue to relocate or expand to Broome County, they have discovered this spirit of creativity and innovation and found value and strength in the ability to establish their own legacy within our community. Most recently, The Agency supported the expansion of Green Mountain Electrical Supply (GMES), a wholesale supplier of electrical supplies and a third-generation family-owned business since 1953 originally based in Vermont. GMES saw an opportunity to grow their legacy into the New York State market, opening sixteen branch locations, and two retail centers, one here in Greater Binghamton. Upon seeing the potential available here to them in Broome, they have decided to continue to build their New York base of operations within our community with the development of a nearly 300,000 s/f wholesale business in Kirkwood, NY to

support their New York locations. This almost \$7 million investment has been supported by assistance through The Agency's Small Business Incentive and PILOT programs and is a prime example of GMES' commitment to their new community. Despite being a high-growth company, Green Mountain proudly prioritizes maintaining strong ties with their local communities, a value that is shared amongst the businesses that call Greater Binghamton and Broome County home.

Broome County is truly a place for businesses to come to begin, grow, and thrive. The pride in place is only ever growing stronger in Broome County thanks to the investments made by our companies new and old, and The Agency is eager to help your company start its legacy in Broome. Get started with our innovative and competitive finance options today. For more information on our Small Business Incentive Program, PILOTs, Business Retention + Expansion Program, and other options for assistance, visit us at www.theagency-ny.com or give us a call at 607.584.9000 – we look forward to helping you.

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