

New York State Local Public Authority Mission Statement and Measurement Report

Local Public Authority Name: Montgomery County Industrial Development

Fiscal Year: January 2016 – December 31, 2016

Enabling Legislation: Industrial development agencies (“IDAs”) are formed under Article 18-A of New York State General Municipal Law, as public benefit corporations. IDAs were created to actively promote, encourage, attract and develop job and recreational opportunities and economically-sound commerce and industry in cities, towns, villages and counties throughout New York State (the “State”). IDAs are empowered to provide financial assistance to private entities through tax incentives in order to promote the economic welfare, prosperity and recreational opportunities for residents of a municipality (“Benefited Municipality”).

Mission Statement: *The Montgomery County Industrial Development Agency was created in 1970 as a public benefit corporation of the State of New York. The MCIDA's mission is to assist in creating and maintaining jobs, thereby strengthening the economic base of the community as well as improving the quality of life of the residents of Montgomery County. This mission is accomplished by providing access to real estate solutions through the development of “shovel ready industrial parks”, offering financial assistance and incentives along with business development and technical assistance to businesses looking to expand or locate in Montgomery County.*

Date Adopted: March 10, 2016

2015 Measurements and 2016 Report On Those Measurements:

A. Assist at least five firms with some combination of funding, technical assistance, and problem solving.

The Agency assisted numerous firms and not for profit establishments throughout the course of the year with technical assistance through grant procurement, financial assistance and informational products. The Agency through its list serve which includes over 100 area businesses and numerous large non-for-profit employers sent out several informational campaigns detailing various programs that were available to them through State, Federal and Local Agencies. Additionally, the Agency through the Montgomery County Outreach Consortium, met with several businesses throughout the year as part of the County’s Outreach and Retention Program. Direct Technical assistance in grant writing and problem solving was provided to Amsterdam Printing and Litho, Rama Real Properties, LLC., Cranesville Properties, LLC., Mohawk Resources, LTD (Mohawk Lifts), and Mair Magaw Information Systems, LLC.

B. Through some combination of funding, technical assistance, and problem solving secure Job Creation Commitments.

The Agency worked with Mair Magaw Information Systems, LLC., a new start up software development firm, in locating their headquarters in the Riverfront Center in Amsterdam. The Agency helped write the successful Consolidated Funding Application for this project in which they were awarded \$400,000. Agency staff also worked with FMCC in and Company on their Start Up NY designation for their Riverfront Center location. As part of these applications Mair Magaw is looking to create 16 FTE's and employ 7 interns through FMCC. The Agency reviewed and recommended approval of a loan to Rama Real Real Properties, Inc. and Home Helpers Direct Link of Amsterdam in the amount of \$106,000 through the County's Revolving Loan Fund. Home Helpers and Direct Link of Amsterdam provides home based help services to residents in Montgomery and surrounding Counties. The loan proceeds would help with the acquisition of the former YMCA property in the Village of Hagaman that Home Helpers would utilize as their headquarters. The project will retain 128 FTE's and create 5.5 FTE's over the next three years. The Agency approved tax incentives for Cranesville Properties, LLC. Cranesville Properties will be renovating a former multi story bank building in downtown Amsterdam. The proposed project includes loft apartments on the upper floors with a mix of office and commercial on the lower levels. It is expected that the project will create 10 FTE's within three years. The Agency worked with State officials and prepared a successful CDBG Grant on behalf of Amsterdam Printing and Litho. The \$900,000 grant through New York State Homes and Renewal was part of an incentive package to keep the company in Montgomery County which resulted in the retention of 365 jobs and investment of \$6 million.

C. Work cooperatively with local governments and school districts to further economic development progress.

In 2015, the Agency worked with the Village of Fonda, Montgomery County and Fulton Montgomery Community College and prepared their successful CFA applications for various projects. The Village of Fonda secured \$30,000 for Canalside Improvements to their waterfront project. Fulton Montgomery County Community College and the Foundation were awarded \$3,500,000 for the Global Village Project at FMCC. Agency Staff prepared the CFA grant that secured funds for the extension of a sewer line from the Village of Fort Johnson to the proposed site. Agency Staff prepared successful CFA's for the County that secured \$300,000 for re-paving and restoration of the Canalway Trail that runs through the center of the County. The Agency also funded the Greater Amsterdam Opportunity Analysis. The geographic focus of this analysis was the City of Amsterdam and portions of the Town's of Amsterdam and Florida. The Analysis is intended to comprehensively frame up an overall future vision for a community, and define future economic, real estate, and growth opportunities. The analysis indentified several distinct areas and opportunities for each along with first steps that should be taken.

D. Continue to work with Fulton County in implementing the Regional Business Plan for Fulton and Montgomery Counties, including further development of the Regional Business Park and finalizing a revenue sharing agreement between the four municipalities on the Regional Business Park.

The Agency continued to work with Fulton County Economic Development officials, educational, political leaders and area Business Leaders in implementing the Fulton and Montgomery Counties Regional Business Plan. The Agency, in conjunction with Fulton County, saw the completion of the engineering and environmental studies for the proposed Regional Business Park. Montgomery County and Fulton Counties agreed to a Revenue Sharing agreement on the park which included sharing in the cost of the development of the park and splitting real property tax revenues 50/50. In addition, the second Regional Business Plan Progress Report was released in December 2015.

E. Begin Implementation of the County and Regional Branding Action Plan to further the Agency's mission including redesign of Agency's website and initial marketing efforts.

The County's final branding message and report were completed in 2015. The Agency contracted for Marketing, Website and Graphic Design Services with the ABC Creative Group out of Syracuse. A Strategic Marketing Plan, based upon the Branding Initiative, was developed and implementation of that plan began in 2015. In the fall, the new website was launched along with a promotional video highlighting the County assets and strengths as a place to establish a business and live. A National Grid Grant was received to offset 50% of the costs of the marketing plan.

The Agency continued to work with Fulton County and North Star Destination Strategies on the Regional Branding Initiative. The final Regional Brand was launched in 2015 and implementation of the brand and messaging began.

F. Review and update the Agency's Uniform Tax Exemption Policy.

The Agency and Governance Committee met several times and developed a revised Uniform Tax Exemption Policy that took into account the acquisition of existing industrial/commercial facilities and also took into account incentives for existing companies that invest in their current facilities within the County. The new Policy was adopted at the Organizational meeting in January 2016.

2016 Measurements:

- A. Assist at least five existing firms with some combination of funding, technical assistance, and problem solving.
- B. Through some combination of funding, technical assistance, and problem solving secure new Job Creation and Capital Investment Commitments.
- C. Work cooperatively with local governments and school districts to further economic development progress.
- D. Continue to work with Fulton County in implementing the Regional Business Plan for Fulton and Montgomery Counties including further development of Regional Business Park.
- E. Begin Implementation of the County and Regional Branding Action Plan to further the Agency's mission including redesign of Agency's website and initial marketing efforts.

- F. Review and update the Agency’s Policy and Procedure Manual as it relates to latest 2015 PAAA Regulations and develop a new IDA Application.

Authority Stakeholder(s): Authority Stakeholders include the following: (A) The Montgomery County Legislature (B) The residents of Montgomery County, (D) The businesses located or intending to locate in the County, (E) School districts located within the County, (F) the State of New York, and (G) local workforce.

Authority Beneficiaries: The residents, businesses and taxing jurisdictions of Montgomery County

Authority Customers: The Business and Not-for-Profit establishments of Montgomery County

Authority self-evaluation of prior year performance (based upon established measurements): To Be provided by March 31, 2016 related to 2015 performance.

Governance Certification:

- 1. Have the Board Members acknowledged that they have read and understood the mission of the public authority?

Yes

- 2. Who has the power to appoint management of the public authority?

The Board Members

- 3. If the Board appoints management, do you have a policy you follow when appointing the management of the public authority.

Yes

- 4. Briefly describe the role of the Board and the role of management in the implementation of the mission.

The role of the Board regarding the implementation of the public authority’s mission is to provide strategic input, guidance, oversight, mission authorization, policy setting and validation of the authority’s mission, measurements and results. The role of management is to collaborate with the board in strategy development / strategy authorization and to implement established programs, processes, activities and policies to achieve the public authority’s mission.

- 5. Has the Board acknowledged that they have read and understood the response to each of these questions?

Yes