

New York State Local Public Authority Mission Statement and Measurement Report

Local Public Authority Name: Montgomery County Industrial Development

Fiscal Year: January 2018 – December 31, 2018

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 8, 2018

2017 Measurements and 2018 Report On Those Measurements:

A. Assist at least five existing 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 Dollar General Northeast DC, Memory Lane Daycare, L&S Veneer, Lee Shops at Wagner’s Square, TES Corporation/New Process Cleaners, Vida Blend, Richardson Brands, etc. in 2017.

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

Dollar General Corporation- the Agency finalized an application from Dollar General Corporation and entered into a lease/leaseback agreement with them for their project in the Florida Business Park Extension. The project consists of a 750,000 sq. ft. northeast distribution center to service regional stores. The project will result in a capital investment estimated at \$85 million with 430 full time jobs. Average annual salary of company jobs created would be approximately \$33,900. The Agency would be responsible to hold a public hearing in the Town of Florida. Dollar General broke ground on the project in early summer.

L&S Veneer- The Agency sold a 5.7 acre piece of property adjacent to L&S Veneer's existing site so that they could continue to grow within the Glen Canal View Business Park and remain competitive.

Lee Shops at Wagner's Square- The Agency processed a loan through the County's Revolving Loan Fund for Lee Shops at Wagner's Square in the amount of \$400,000. The project is anticipated to lead to the creation of 10 jobs. Three stores known as Lee's Shop and located in downtown Canajoharie consisting of a Christmas, collectible and pottery store products.

TES Corporation and New Process Cleaners-The Agency processed a loan through the County's Revolving Loan Fund in an amount of \$125,000 for the acquisition and renovation of a long vacated building in downtown Amsterdam. The facility would be used as a dry cleaning and Laundromat providing a much needed service to the public in that neighborhood. The project will lead to the retention of 6 jobs and the creation of an additional 4.

Vida Blend.- A \$240,000 ESD Capital Grant written by staff was awarded to Vida Blend for the construction of their proposed new 14,000 Sq. Ft. facility in the Florida Business Park Extension which is proposed to lead to 18 new jobs. Vida Blend is pre-nutrient mix company which has currently outgrown their existing facilities on State Highway 5S in the City of Amsterdam.

KCG Development- A \$1,000,000 ESD Capital Grant written by staff was awarded to help offset the costs associated with the Chalmers Multi Use Redevelopment Project. The project will entail the development of apartments, commercial space and a riverfront banquet and restaurant facility.

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

In 2017, the Agency worked with Montgomery County, Village of Canajoharie, Village of Fonda and City of Amsterdam for various projects. Projects ranged from community development projects to private sector initiatives highlighted in other sections of this report.

Agricultural Micro-Enterprise Grant- A \$200,000 County Micro-Enterprise Grant was also secured for the establishment of an Agricultural Micro Enterprise grant program to focus on one of the County's largest industries.

Job Readiness PILOT Program-The Agency worked with FMCC and the County Department of Social Services and funded a workforce development initiative designed to provide training and skills to individuals on public assistance so that they can re-enter the workforce. The genesis for this type of initiative came from the growing demand of human resources by local and regional employers.

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.

The Agency continued to work with Fulton County Economic Development officials, educational, political and area Business Leaders in implementing the Fulton and Montgomery Counties Regional Business Plan through the CEO Roundtable. The Agency, in conjunction with Fulton County, continued to oversee the SEQR process in relation to the petition for Annexation Request by the two property owners which encompass the proposed Regional Business Park.

E. Continue to focus on Exit 29 Redevelopment Project by applying for additional grant opportunities as well as implement the work plans associated with the grants received to date on the project.

The Agency submitted and received a \$300,000 grant through National Grid's Brownfield Redevelopment Program for the Exit 29 Redevelopment Project. The funds were used for the clean up of various asbestos debris piles located at the site. Agency staff also developed and submitted two RESTORENY Applications for the Exit 29 Redevelopment Project on behalf of the Village of Canajoharie. An application was submitted for \$1 Million and \$5 Million dollars respectively.

F. Continue Implementing the County and Regional Branding Action Plan to further the Agency's mission.

Montgomery County Agricultural Video- The Agency developed a video highlighting Montgomery County's Agricultural Attractions and amenities as part of its on going 2017-2018 Marketing Campaign.

Twitter Account- The Agency created a twitter account and created the tagline #DevelopingStronger which was implemented on all our social media platforms and news releases.

Montgomery County Works website- Staff continued developing and growing the Montgomery County Works website and reached out to companies throughout the County in relation to the site and utilizing it for their job posting.

2017-2018 Marketing Plan- The Agency finalized the development of the 2017-2018 marketing plan and developed a quarterly board report that is presented to Agency members in order to evaluate the effectiveness of the existing marketing strategy.

Brand Evaluation Study- The Agency authorized entering into a contract with North Star Destinations to undertake a Brand Evaluation Study in 2018 to gauge the effectiveness of the County's Brand since it was rolled out in 2015.

G. Review and update the Agency's Policy and Procedure Manual and look to develop a Performance Evaluation process for the CEO and CFO.

Agency staff working with the Governance Committee began developing a Performance Evaluation process for the officers of the Agency which will be finalized in 2018.

2018 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. Continue to focus on the Exit 29 Redevelopment Project by applying for additional grant opportunities as well implement the work plans associated with the grants received to date on the project.
- F. Continue Implementing the County and Regional Branding Action Plan to further the Agency's mission.
- H. Review and update the Agency's Policy and Procedure Manual and look develop a Performance Evaluation process for the CEO and CFO.

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, 2019 related to 2018 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