

New York State Local Public Authority Mission Statement and Measurement Report

Local Public Authority Name: Montgomery County Industrial Development

Fiscal Year: January 2019 – December 31, 2019

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 14, 2019

2018 Measurements and 2019 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 employers in the reporting period with technical assistance, grant application and procurement, financial assistance, and outreach campaigns. The Agency initiated periodic informational campaigns targeted to over 100 area businesses and not-for-profit employers detailing services and programs available through State, Federal and Local Agencies.

Additionally, the Agency through the Montgomery County Outreach Consortium, met with businesses throughout the year as part of the Outreach and Retention Program. Direct Technical assistance in grant writing, problem solving or financial assistance was provided to Dollar General Northeast Distribution Center, KCG Development, LLC for the Chalmers Mills Loft in Amsterdam, Executive Trim Group, AJ Bake Factory, and Vida-Blend, LLC.

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

KCG Development, LLC – the Agency received an application from KCG Development, LLC for a proposed mixed use residential/commercial project in the City of Amsterdam. Branded as the Chalmers Mill Lofts, the project consists of approximately 120 residential apartment units and an approximately 15,800 square foot restaurant and banquet/event facility space. The Chalmers Mill Lofts project is projected to result in a capital investment of approximately \$33.8 million with 180 jobs during construction. Upon completion, the project is projected to generate 29 full time jobs. Currently the project is in the final stages of obtaining the applicable financing.

Mohawk Solar, LLC– the Agency finalized an application from Mohawk Solar, LLC and authorized execution of documents in connection with a lease/leaseback transaction for their project located in the Towns of Canajoharie and Minden. The project consists of the acquisition of an interest in approximately 1,000 acres of land located in the two Town's for the construction of a solar photovoltaic electric generating facility, including, but not limited to, PV modules, metal racks and steel earth screw foundations and electric equipment with related concrete foundations and the acquisition and installation of certain machinery and equipment to be operated by the Company as a solar powered electricity generation. The project will result in a capital investment estimated at \$135 million with 5 full time jobs.

Executive Trim Group, LLC – The Agency processed a loan through the County's Revolving Loan Fund for Executive Trim Group, LLC in the amount of \$500,000. The project is anticipated to lead to the creation of 16 full time jobs and retain 13 full time jobs. Executive Trim Construction, Inc DBA Executive Group was established in June of 2011 installing furniture, fixtures and equipment for leading hotels and banks throughout the US and Puerto Rico. Strong growth lead the Executive Group to branch out into logistics and millwork manufacturing, including establishing a warehouse on Park Street in the City of Amsterdam.

Borrego Solar – The Agency authorized and entered an option agreement with Borrego (Glen Canal View Solar 1, LLC) for their project to develop, design, engineer, access, construct, monitor, install, own, maintain, and operate one or more solar photovoltaic electric power generating and storage. The project will be located in the agency's Glen View Business Park when completed.

Valley View Hospitality, Inc. – The Agency received an application and processed a loan for Valley View Hospitality, Inc. in the amount of \$500,000 through the County's revolving loan fund to construct a new hotel in the City of Amsterdam. The project proposes a 67 room Microtel motel on 2.4 acres of land at 1393 NYS Route 5S. Total project costs are estimated at \$7M, with 14 FTE positions created when completed. The Microtel project will fill a gap in Montgomery county for higher quality hotel rooms.. The project is currently in the final stages of obtaining the financing.

Eisenadler Brauhaus, LLC – MCBDC staff wrote a ESD grant for Eisenadler Brauhaus, LLC, that was awarded \$100,000, in 2018, through the CFA process. Eisenadler Brauhaus is a new business and will become the first microbrewery in Montgomery County. The project will create five FTE positions with a goal to become a destination brewery for local residents and

tourists visiting the area. The total project budget is \$540,000, and is revitalizing a building in the village of Nelliston/ Eisenadler will produce handcrafted microbrews, with a focus on Bavarian style beers.

Vida-Blend, LLC – the Agency received an application and processed a loan through the County’s Revolving Loan Fund for Vida-Blend, LLC in the amount of \$500,000 for their project to construct a new facility located in the Florida Park Extension.. The project consists of the construction of a pre-mix nutrient manufacturing facility consisting of approximately 14,000 square feet. The project will result in a capital investment estimated at \$1.4 million with 18 new full time jobs and 18 retained full time jobs. Average annual salary of company jobs created would be approximately \$26,100. The Agency was responsible to hold a public hearing in the Town of Florida. The project is currently in the final stages of obtaining the applicable financing.

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

In 2018, the Agency worked with Montgomery County, Village of Canajoharie, Village of Fonda, Village of St. Johnsville and City of Amsterdam on a variety of strategic initiatives and projects. Projects ranged from community development projects to private sector initiatives which are highlighted in other sections of this report.

Agricultural Micro-Enterprise Grant II- A \$200,000 County Micro-Enterprise Grant was secured for the second year in a row for the establishment of an Agricultural Micro Enterprise grant program to focus on one of the County’s largest industries.

City of Amsterdam Downtown Revitalization Initiative (DRI)- Agency staff took the lead in writing the City of Amsterdam’s successful \$10 Million Dollar DRI Application.

Fonda Fairgrounds Sewer Upgrades Study- Staff wrote a successful \$30,000 NYSDEC and EFC Grant for the Fonda Fairgrounds to study potential sewer upgrades for the site which could potentially lead to being able to accommodate year round activities.

Public Space Improvements City of Amsterdam- Agency staff wrote and led a successful application to improve public spaces in the county. A Canal Way Grant from NY State Canal Corp for \$150,000 was awarded to the City of Amsterdam for public space improvements including a boardwalk for the Chalmers Mill Loft’s project.

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. In 2018 the draft SEQR documented was completed and being prepared to be sent to the Town of Mohawk which is acting as lead agency.

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 Village of Canajoharie was awarded a total of \$6 million through the RESTORENY Program for the Exit 29 Redevelopment Project. Agency staff on behalf of the Village of Canajoharie wrote the applications and is administering the grant. RFQ's were issued in 2018 to provide Professional Engineering Services for Asbestos Assessment and Preparation of Plans, Specifications and Bid Documents and Construction Inspection for Asbestos Abatement and Multiple Structure Demolition/Rehabilitation at the site. After an extensive review of various proposals by Agency Staff, County and Village officials the LiRo Engineers, Inc. from Buffalo was hired in July. LiRo began work immediately and developed Demolition Bid Documents for the Eastern side of the facility which was released in the Fall.

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

The Agency supported its marketing mission of continuing to build long-term relationships with local businesses by being innovative, informed and proactive. The Agency funded the purchase of video equipment, which was used to produce a video promoting the Montgomery County Works website. Moving forward, this equipment will be used to continue to expand marketing efforts in attracting new business to come to the county, and to continue assisting existing and emerging local businesses in growing and thriving in the community. Videos were also produced that showcase local businesses that focus on agriculture and tourism, two of the county's biggest strengths. These Ag & Tourism videos showcased on social media and helped to draw attention during the month of November as a Farmer Friday Spotlight. Through its two websites (www.montgomerycountyworks.org & www.mcbdc.org), the Agency has expanded its push of positive news taking place in and around the county through features such as Focus on Business, which spotlights a business in the county and provides readers with a little more information about the company and what they produce. The Agency has also continued its support behind the branding initiative, which seeks to capture the positive attributes of the county and its residents, and more effectively track the results of the use of the brand. Efforts are ongoing to try to grow the audience for positive news happening throughout the county and enhance marketing efforts to continue the positive economic news and developments that have been taking place recently.

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. A summary of the Brand Evaluation Study is to be presented in 2019.

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 began extensive work on reviewing revising the Policy and Procedure Manual to incorporate new Policies associated with on-going changes and Best Practices memorandum issued through the ABO and State.

2019 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 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.
- E. Continue Implementing the County and Regional Branding Action Plan to further the Agency’s mission.
- F. Review and update the Agency’s Policy and Procedure Manual to incorporate any new laws and regulations.

Authority Stakeholder(s): Authority Stakeholders include the following: (A) The Montgomery County Legislature (B) The residents of Montgomery County, (C) The businesses located or intending to locate in the County, (D) School districts located within the County, (E) the State of New York, and (F) 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, 2020 related to 2019 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