

## **New York State Local Public Authority Mission Statement and Measurement Report**

**Local Public Authority Name:** Montgomery County Industrial Development

**Fiscal Year:** January 2020 – December 31, 2020

**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 12, 2020

### **2019 Measurements and 2020 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 Eisenadler Braushaus, LLC., Valley View Hospitality, Inc., Dollar General Northeast Distribution Center, KCG Development, LLC for the Chalmers Mills Loft in Amsterdam.

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

Valley View Hospitality, Inc. – Microtel broke ground on their 67 room hotel on State Highway 5s in the City of Amsterdam. The project was assisted with a \$500,000 loan through the Montgomery County Revolving Loan Fund as well financial incentives through the Agency. The estimated \$7 Million dollar project will lead to the creation of 14 FTE's.

Eisenadler Braushaus, LLC - The Agency processed a loan through the County's Revolving Loan Fund for Eisenadler Braushaus, LLC in the amount of \$150,000. The project is anticipated to lead to the creation of 5 full time jobs. Eisenadler Braushaus, LLC will be joining the microbrewery industry with a focus on Bavarian style beers. Eisenadler Braushaus is seeking funding in order to officially launch its brewery operations and to purchase equipment including the fermentation tanks.

Mohawk Solar, LLC– the Agency closed on a lease/leaseback transaction with Mohawk Solar, LLC 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.

Vida-Blend, LLC – Agency hosted a groundbreaking for Vida-Blend on their construction of their 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. The facility is expected to be completed and in full operation by the summer of 2020.

Montgomery County Agricultural Micro Enterprise Grant II – Agriculture Microenterprise Program: Agriculture has long been a staple of the regional economy and continues to play a central role in Montgomery County's economy. With more than 60 local farms run by someone 35 years old or younger, farmers continue to look for assistance to survive long-term. To help family farms continue to thrive in a competitive international marketplace and to provide these farmers a boost, the Montgomery County Business Development Center, in partnership with the Montgomery County Soil & Water Conservation District issued a second round of grant funding through the Agriculture Microenterprise grants. In 2019, grant funding was awarded to nine farms, totaling more than \$185,000. The grant awards, which ranged from \$8,000 to \$25,000 were primarily used for farm equipment to help these local farms continue to grow and meet the ever changing needs of the industry. In its two rounds, the Agriculture Microenterprise program has enabled farms in Montgomery County to be able to receive essential financial assistance to help keep their agri-business's viable in a changing and challenging marketplace. Ensuring farmers have the resources they need to support their operation ensures we continue to have a diversity of employers locally.

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

In 2019, the Agency worked with various municipalities on a variety of strategic initiatives and projects. Projects ranged from community development projects to private sector initiatives which and some are highlighted here.

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.

Industry Cluster Initiative- The Agency hosted a kick off meeting with various stakeholders in education and government as it relates to the County's Industry Cluster Initiative which is being partially funded by a grant received from Empire State Development's Strategic Planning and Feasibility Studies Grant program.

**D. 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.**

Gorick Construction Company, Inc. finished their demolition and clean up of the Eastern Side of the Exit 29 Redevelopment site as the Agency continued marketing efforts and erected a billboard where the former Beech Nut sign was located for decades. Bids for asbestos abatement were released for the western side and the project was awarded to Apollo Dismantling Services, LLC in the Fall of 2019 for \$3,444,116. Abatement work associated with this contract is scheduled to be completed in early summer of 2020.

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

The Agency continued to build upon long-term relationships with local businesses through an array of marketing techniques. The video equipment purchased by the Agency was used 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. This equipment has been use to create a Focus on Business series where promotional videos are produced to showcase local businesses and provide viewers more insight on companies in Montgomery County. The Agency has also hired a public relations firm, Empire Solutions, to help supplement efforts 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. Empire Solutions has been instrumental in efforts to grow the audience for positive news happening throughout the county and enhance marketing efforts to continue the positive economic news and development taking place. Through their efforts, the Agency has effectively consolidated webpages, update marketing materials, expand social & digital reach, and help in hosting a number of promotional events.

**F. Review and update the Agency's Policy and Procedure Manual to incorporate any new laws and regulations.**

The Agency undertook a comprehensive review of the Policy and Procedure Manual which resulted in the adoption of various revisions and some new policies being added to incorporate recommended IDA Best Practices.

**2020 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 implementing 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, 2021 related to 2020 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