

New York State Local Public Authority Mission Statement and Measurement Report

Local Public Authority Name: Montgomery County Industrial Development

Fiscal Year: January 2022– December 31, 2022

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, 2022

2021 Measurements and 2022 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.

The Agency in conjunction with Montgomery County initiated a Small Business of the Month Award highlighting area businesses that are making a difference in their community.

In an effort to build upon Montgomery County’s success in creating a more diverse and dynamic economy, The Agency along with the County Executive, formed a Business Advisory Committee in 2020 that continued meet through zoom during 2021. This quarterly meeting of business leaders fostered a collaborative discussion and an increased engagement between local stakeholders and county government to advance pro-jobs, pro-economic growth initiatives.

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

Cookies from Brooklyn, Inc. – The Agency processed a loan through the County’s Revolving Loan Fund for Cookies from Brooklyn Inc., a company that is selling its breads and cookies in Amsterdam. Cookies from Brooklyn wholesales its products to states throughout the northeast, mid-atlantic and midwest regions, while continuing to look to expand. Six jobs will be created over the next three years.

DAIM Logistics Expansion – The Agency authorized the sale of approximately 4.14 acres of land in the Glen Canal View Business Park to 131 Riverside LLC, to be utilized for future expansion of the DAIM Logistics existing operations in the park.

Eisenadler Brauhaus, LLC – In August, Eisenadler Brauhaus, LLC, officially opened its doors. The proprietors worked with the Agency, through the County’s Revolving Loan Fund, back in 2020, to procure funding to officially launch its brewery operations and to purchase equipment, including the fermentation tanks. The first microbrewery in the county is located on Route 5, in the Village of Nelliston.

National Grid Grant – The Agency, on behalf of the City of Amsterdam, applied for and was awarded through National Grid’s Strategic Economic Development Outreach Program for marketing funds to be used by the City of Amsterdam. This \$135,000 grant award will be matched for a marketing initiative to properly position the County and the City for future economic and job development initiatives. This is to help amplify the work being done surrounding the successful Downtown Revitalization Initiative (DRI) award that Amsterdam received in 2018.

County Micro Grant – The County through a grant written by Agency Staff received a New York State Office of Homes & Community Renewal’s Community Development Block Grant award in the amount of \$300,000 for a microenterprise grant program. Following two successful Ag Micro rounds, this third round will be open to all small businesses, including agricultural businesses. The microenterprise program targets start-up and expanding businesses throughout the boundaries of Montgomery County. The program provides much needed working capital and financing, in order to get these businesses off of the ground or allowing them to get to the next level of economic prosperity. These grants are typically ranging from \$5,000 - \$25,000 for start-up or expansion projects. The funding aims to benefit low- and moderate-income individuals and their families and to create jobs in the county. There were 24 applications from small businesses received by the department and those applications will be reviewed and decision will be made on funding in 2022.

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

In 2021, 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.

EPA Assessment Grant- In 2020, the County was awarded a \$300,000 Community Wide Hazardous Substances Assessment grant that through the Environmental Protection Agency that is being administered by the Staff of the Agency. In 2021, a consultant was hired and work began on Phase I and Phase II studies on four strategic redevelopment sites in the City of Amsterdam and Villages of Canajoharie and St. Johnsville.

Potable Water Supply Study – The Agency, in collaboration with Montgomery County, hired an engineering firm to evaluate three existing wells in the Glen Canal View Business Park for the potential use as a potable water supply, which could potentially serve the tenants in the park, as well as the county’s Public Safety Facility.

County Shared Services Facility – The Agency authorized the sale of approximately 20 acres of land to Montgomery County for the purposes of constructing a shared services facility, which would be used by the Montgomery County Department of Public Works and the Montgomery County Business Development Center for their operations.

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.

Progress continued at the Exit 29 Redevelopment Site, in Canajoharie, with investors from E29 Labs entering into a purchase-and-sale agreement on a portion of the former Beech-Nut Foods plant. Under the terms of the agreement with E29 Labs, Montgomery County received a non-refundable deposit against a \$550,000 purchase price for the land encompassing their portion of the site. E29 Labs is a team of experienced commercial cannabis production professional that are poised to capitalize on the recent legalization of the industry by the state of New York. This announcement had the potential to realize significant private investment by the company, as well as the creation of job opportunities and additionally generate critical new revenue streams for the county, as well as the Village and Town of Canajoharie. Redevelopment of the Exit 29 site continues to be a centralized focus of the county’s Economic Development office and the Agency, more than 10 years since the site became vacant.

E. Continue Implementing the Marketing on behalf of the County to further the Agency’s Mission

In 2021, the Agency hired Camoin Associates, Inc. to start development of the Montgomery County Business Attraction Blueprint. The Blueprint actually began as the Montgomery County Economic Development Strategy as a plan to conduct a strategic plan to identify an industry cluster for the economic development of Montgomery County. The proposal received an award from the Consolidated Funding Application (CFA) announcements, in 2019. Following the onset of the pandemic, the scope of the Montgomery County Blueprint shifted slightly to contain many of the same elements sought after in the original proposal, but also to include the analysis of the county’s current

economic situation, identifying workforce and demographics, and to provide an assessment of the current and emerging industries that are suited for Montgomery County. Whereas, the original proposals was an overarching strategy, this new scope closed in on a specific industry and prepared a detailed plan for a micro-economic development project. Camoin Associates was hired in the summer to develop and deliver the Montgomery County Business Attraction Blueprint. Included in this document will be, but not limited to, a Labor Market Analysis, a SWOT Analysis and a Targeted Industry Analysis. In addition to the ESD grant award, the Agency also received a National Grid award, in September, for a grant from the Strategic Economic Development Outreach program to additionally offset the costs of this initiative. This plan will not only provide an economic assessment of the county and the surrounding regions, but also help implement a plan of action that will produce tangible results for Montgomery County.

2022 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 Marketing on behalf of the County to further the Agency’s mission.

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, 2023 related to 2022 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