

Annual Report

2020



MONTGOMERY
COUNTY NY

BUSINESS DEVELOPMENT CENTER



Trusted Brands Trust Montgomery County



Made of Something Stronger



MONTGOMERY
COUNTY NY

BUSINESS DEVELOPMENT CENTER

Made of Something Stronger



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Board Members and Staff

Montgomery County Industrial Development Agency Board of Directors

| | |
|---------------------------|---------------------|
| Matthew Beck | Chairman |
| Carol Shineman | Vice-Chair |
| Robert Harris | Treasurer |
| Laurie Weingart | Secretary |
| Mark Kowalczyk | Member |
| Amanda Auricchio, Esq | Member |
| Cheryl Reese | Member |
| A. Joseph Scott, III Esq. | Agency/Bond Counsel |

Montgomery County Planning Board

| | |
|------------------|---------------------|
| Angela Frederick | District #1 |
| Mark Hoffman | District #2 |
| John Lyker | District #3 |
| David Wiener | District #4 |
| Wayne DeMallie | District #5 |
| Irene Collins | District #6 |
| Vacant | District #7 |
| Ronald Jemmott | District #8 |
| Erin Covey | District #9 |
| Vacant | Alternate Member #1 |
| Betty Sanders | Alternate Member #2 |

Montgomery County Agricultural and Farmland Protection Board

| | |
|----------------------|-------------------------------|
| Roy Dykeman | Active Farmer |
| Dave Rivkovich | Active Farmer |
| Michael Cole | Active Farmer |
| Robert Harris | Active Farmer |
| James Hoffman | Agribusiness |
| Martin Kelly | County Legislator |
| Kenneth Rose | Economic Development Director |
| Tom Nelson | Farm Bureau |
| Corey Nellis | County Soil & Water |
| Christine DePasquale | County Real Property Director |
| Russ Kelly | Cornell Cooperative Extension |

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About the Montgomery County Business Development Center

The Montgomery County Business Development Center was created and is funded by Montgomery County and the Montgomery County Industrial Development Agency. The Center houses the physical offices for and functionally integrates the work of the Montgomery County Department of Economic Development & Planning, Montgomery County Industrial Development Agency (MCIDA) and Montgomery County Capital Resource Corporation (MCCRC). The Center serves as the primary economic development and planning entity for Montgomery County, New York.

The Center's mission is to enhance local economic opportunity, while simultaneously sustaining the first-rate quality of life that characterizes Montgomery County — a civic responsibility that is achieved through the retention and creation of jobs, the leveraging of new capital investment and the implementation of smart planning initiatives.

The Center serves an area that truly is an optimal location to do businesses. Thus, the Center builds upon this extraordinary geographic reality, ambitiously facilitating the attraction, retention and expansion of diverse businesses to create employment opportunities and to build a differentiated and sustainable economic base. Being solution-driven, the Center successfully aligns community and business interests and delivers a robust suite of business support that includes, but is not limited to, financial underwriting, real estate acquisition and build-out, skilled labor pool access, infrastructure development and technical assistance.





Although business attraction is a primary function of the Center, it is certainly not the Center's only function. The fact is that retaining and expanding existing businesses is equally vital to the economic health of Montgomery County. The Center works directly — on a daily and intensively interactive basis — with existing employers to initiate capital investments, foster job creation, and mitigate the threat of business closure or relocation. The Center reaches into its deep set of capabilities to provide local businesses with technical resources; to identify expansion opportunities; and, to secure financial, technical, marketing, and training assistance. Furthermore, by utilizing the tax-exempt bond issuance capacity of the MCIDA, businesses can access long-term financing with the substantially-lowered interest rates and associated tax incentives that are critical for firms during difficult times, such as the initial start-up period or during a large expansion project.

Successful economic development efforts require multiple partners. Accordingly, the Montgomery County Business Development Center created the Montgomery County Economic Development Consortium “the Consortium.” The Consortium is a partnership of local, regional, and state economic development organizations that routinely approach economic development issues from different directions, yet, collectively, possess the extensive sets of knowledge, skills, and resources that are needed to surmount vexing challenges and exploit emergent opportunities. Consortium members, who are experts in retention and attraction, workforce development, customized training, loan assistance, business planning, grant procurement, and operational assessments and improvements, all contribute to strengthening businesses and growing our economy. The role of this consortium is to reach out to companies that are well established in the County, determine what they need and, then, deliver the requisite resources.

Montgomery County Industrial Development Agency

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.*



Meeting minutes for the IDA, the Capital Resource Corporation (CRC), the Planning Board and the Agricultural and Farmland Protection Board can be found by visiting <https://montgomerycountyworks.com/minutes-and-paaa/>. Postings required by the Public Authorities Accountability Act and Annual Reports by the Business Development Center can also be found online, as can agency bylaws, procedure manuals, meetings schedules and other pertinent information.

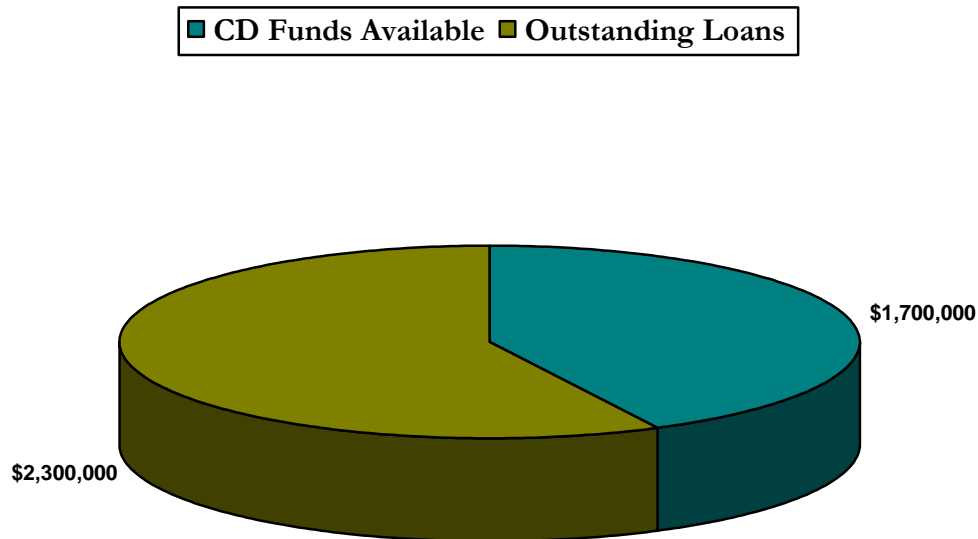
In August 2019, legislation was passed by New York State (S.88/A.3002) requiring industrial development agencies live stream and post video recordings of all open meetings and public hearings as of January 1, 2020. IDA board meetings and public hearings are available by visiting the [Montgomery County Business Development Center's YouTube page](#).

The Montgomery County Industrial Development Agency is comprised of a seven-member Board of Directors. Members serve at the pleasure of the County Legislature. The IDA met a total of six times in 2020.

Community Development Fund

The Montgomery County Community Development Fund was started in 1989 to provide funding to qualified economic development projects. The main function of the Fund is to provide low interest loans to businesses located in or relocating to Montgomery County. These loans provide the businesses with the capital necessary to create and retain jobs, purchase new equipment to meet the changing needs of their businesses and to provide working capital.

As of December 31, 2020, the Fund had approximately \$1.3M available to local businesses. One new loan was processed this year leaving the fund with over \$2.3 in outstanding loans to 19 county businesses along with \$1.7M available to loan. The IDA and MCBDC continue to work with new and existing businesses, making these companies aware of the programs offered through the Community Development Fund.



Projects & Initiatives

Buy It In Montgomery

The global pandemic left many businesses across the country, including many local small businesses in Montgomery County, facing unprecedented economic hardship. Recognizing that a key focus to long-term financial recovery for businesses had to be a highlight of shopping local, the Montgomery County Business Development Center launched a “Buy It In Montgomery” campaign, intended to help promote local businesses and help get our friends and neighbors back their financial footing.

At a press conference, in June, with local officials and business leaders, County Executive Matthew L. Ossenfort and staff of the Business Development Center unveiled the new “Buy It In Montgomery” logo and discussed specific components of the campaign, which is anchored by a new online website — www.buyitinmontgomery.com. This website will connect consumers with local Montgomery County businesses, products and services.



“Our office has been focused on promoting our business community, especially our local small businesses,” Montgomery County Business Development Center CEO Ken Rose said. “These businesses are important to the long-term economic health of the county. Small businesses are some of the hardest hit by the pandemic, and we don’t want to see them closing or being forced to move out of the area.”

Participation in the “Buy It In Montgomery” campaign is open to all businesses in Montgomery County. The initiative encourages residents and visitors to shop local and has included social-digital ads, strategically placed billboard advertisements and development of the website.

“Buying local is part of the foundation, part of the economic heartbeat of our community,” said Jason Packer, CEO of Hill & Markes Inc. “Thank you to County Executive Ossenfort, Ken Rose, and your team of hard-working public servants.

The Buy It In Montgomery campaign is about taking advantage and making the most of the unique and exceptional resources available right here in our community. This initiative is about working to raise the profile of our local business community through direct-to-consumer advertising, targeted online outreach and other strategies.

“Throughout the pandemic, our community’s response has exemplified why Montgomery County is such a special place to live, work and raise a family,” County Executive Ossenfort said. Every small business represents years of hard work, passion and investment. By focusing on buying local, we can help reignite our economy and keep strengthening our county.”



Exit 29 Redevelopment Site

Another year and more major steps forward at the Exit 29 site in Canajoharie. In the fall, the completion of the asbestos abatement project for the remaining portions of the former manufacturing facility and office building was realized. The site, the former home of Beech-Nut for more than 100 years, has been a main priority since the county took over the property in July 2017. Now that the asbestos removal process is complete, there is no doubt the site will see greater interest from prospective developers.

Finishing the asbestos abatement process was vital to development of a new site that grows high-paying jobs and creates economic opportunity for the village, the western portion of the county and the region.

During the asbestos abatement process, Apollo Dismantling Services removed 1,400 tons of material from the site.

Outreach and marketing efforts continued for the fully demolished and clear eastern side of the site, with the continued end goal of attracting private sector investment.



In addition, staff and consultants completed the Local Waterfront Revitalization Plan (LWRP) in the Village of Canajoharie, with a focus on the reuse of the former Beech-Nut facility at Exit 29. The plan was made possible with an \$85,000 grant from the New York State Department of State.

More information on the redevelopment project and the process can be accessed on the county's dedicated Exit 29 website — www.Exit29Project.com.

Microtel Opens

Despite being delayed several months because of the pandemic, the grand opening of a new, 67-room Microtel by Wyndham Hotels in the City of Amsterdam was held in October. This marks another sign that Montgomery County is a growing destination for people and investment. Located on Route 5S, the hotel's opening reflects another major victory for economic development efforts in the busy corridor that includes the Florida Business Park and a flurry of economic activity. As more investment arrives to the area, it is critically important to have high-quality hospitality options.

This Microtel project received economic assistance from the Montgomery County Industrial Development Agency and the county's Revolving Loan Fund, which is administered by the Business Development Center. Spotlighted as a priority project for the Mohawk Valley region, the project received a \$1.2 million grant through the State's Regional Economic Development Council awards. As part of the state grant, the applicant agrees to create 14 new, full-time positions over the next three years.



BBL Construction Services (above) was selected to build the 32,000-square foot Microtel Inn & Suites by Wyndham, which includes a cafe, laundry facilities, business center, meeting space and a fitness center.

Vida-Blend, LLC

Vida-Blend finished their construction of their new facility located in the Florida Park Extension on Route 5S. The project consisted of the construction of a pre-mix nutrient manufacturing facility, entailing 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.

Dollar General

The Dollar General distribution center in the Florida Business Park enjoyed its first full year of operation. Dollar General met its job creation goals, as outlined in their agreement and the equipment purchased for the New York State Community Development Block Grant (CDBG) of \$750,000, of which the Business Development Center staff assisted with, has been accounted for. The county worked with New York State Housing and Community Renewal (HCR) to review and ensure that the employment requirements had been satisfied. The grant has been executed and dispersed appropriately.

In October 2019, the brand new state-of-the-art 750,000-square-foot distribution center received its first shipment of product.

Amazon Opens Shop In County

The Florida Business Park and the Route 5s corridor landed quite possibly the biggest name in all of business in 2020 — Amazon. A new 53,000-square-foot “last mile” delivery warehouse on a 13-acre parcel received approvals in March and opened in October. Amazon is employing nearly 200 people in full- and part-time positions.

Amazon's last mile buildings are designed to be a conduit from its larger distribution centers to arriving at the customer's doorstep. The company had been considering two other locations in the Capital District before moving forward with the site in Montgomery County.

This development shows that the biggest companies in the country are investing in the area. With its arrival, Amazon brings further validation that Montgomery County is a good location for businesses to be in.

Day Care Study

The pandemic further exacerbated childcare issues throughout the county. That issue was repeatedly cited by employers and employees, alike, as a barrier that prevents someone from taking advantage of the employment opportunities available in the community.

This issue has been at the forefront for the county since the childcare availability issue was brought up at the first meeting of the Business Advisory Committee, in February, and has only continued as the pandemic played out. Since then, the county has been working with leaders in the business community and non-profit organizations to put together a feasibility study that further pinpoints the childcare needs of the area.



Eisenadler Brauhaus, LLC

Located in Nelliston, on Route 5, Eisenadler Brauhaus is almost complete with renovations on its building, which had to be retrofitted from a previous business venture. With a few minor things to complete on the building itself, Eisenadler has been approved for its Federal Alcohol and Tobacco Tax and Trade Bureau (TTB) license, and is currently awaiting approvals of a New York State liquor license. Once approved, they can begin the fermentation process and two weeks later, they can begin serving product. They anticipate receiving authorization from the State Liquor Authority in May 2021, and are hoping for an opening later that month.

Eisenadler Brauhaus would be the first brewery in Montgomery County and it is anticipated that the project will lead to the creation of five full-time jobs.

In 2019, Eisenadler was approved for a loan through the County's Revolving Loan Fund, in order to officially launch its brewery operations and to purchase equipment, including the fermentation tanks.

Agriculture Microenterprise Program

Agriculture has long been a staple of the county's economic success. There are more than 60 local farms run by someone 35-years-old or younger. To help these farms continue to compete in the marketplace, the Business Development Center, in partnership with the Montgomery County Soil & Water Conservation District issued a second round of Agriculture Microenterprise Grants in 2020.

Below are the farms that received funding and what they spend the grant money on.

- Bunkers Hemp: \$25,000 for farm equipment
- Dygert Farms Creamery: \$25,000 for milk processing equipment
- Family Traditions Tree Farm: \$24,700 for farm equipment
- Harmony Farms: \$25,000 for lamb handling equipment
- Hillside Farms: \$20,000 for farm equipment
- Montgomery Poultry Hatchery: \$8,000 for farm equipment
- Next Generation Dairy: \$14,000 for farm equipment
- Plain View Dairy: \$19,000 to increase herd size
- Yurkewecz & Son Cattle: \$25,000 for farm equipment

Continuing to ensure that farmers have resources that they need to support their operation is an important goal which will result in a diversity of employers locally.

Clean Energy Community Grant

Staff completed four High Impact Actions and was therefore designated as a Clean Energy Community by the New York State Energy Research and Development Authority (NYSERDA) under the Clean Energy Communities program.

With this designation, the county was eligible to and received a grant in the amount of \$150,000. The county will use this grant money from NYSERDA to purchase four hybrid Electric Vehicles (EVs) and two EV Charging Stations for county-owned property, in an effort to reduce greenhouse gas emissions.

EPA Assessment Grant

Staff applied for and were awarded a \$300,000 Community Wide Hazardous Substances Assessment grant through the Environmental Protection Agency (EPA) to complete

Phase II environmental assessments at four strategic redevelopment sites throughout the county. The grant was awarded and the Request for Proposals (RFP) to undertake this work will be released in early 2021.

Snowmobile Trail Grant

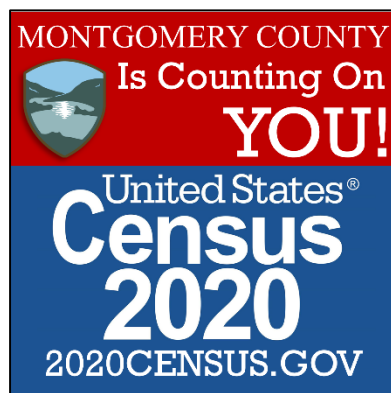
The Planning Division continues to act as the County sponsor for the Montgomery County Snowmobile program. Five local clubs maintain and groom more than 200 miles of snowmobile trails. These trails bring much needed wintertime recreation and economic benefits to the county. The clubs received \$65,232 for the 2020-21 seasons; the same amount as the previous year. These funds will provide financial assistance for maintaining the snowmobile trails. All funded trails must provide public access to any snowmobile currently registered in New York State.

Solid Waste Plan

Business Development Center staff continued to improve and update the county's solid waste management plan. The New York State Department of Environmental Conservation reviewed the draft proposed plan, which took longer than anticipated, due to the pandemic. The Business Development Center will continue working with NYSDEC to make the necessary updates and changes and resubmit in 2021.

Census 2020

The Business Development Center is a Census Data Affiliate with New York State and helped to garner Census outreach to all county residents. Every 10 years, the United States



Census Bureau conducts the Census to determine the number of people living in the United States. The data collected by the decennial census are used to determine many different types of federal funding and, additionally, the number of seats each state has in the U.S. House of Representatives.

Staff spent the year trying to provide outreach about the profound impact the Census has on our community. The results of the Census impact our community for the next decade as they are directly tied to more aid for schools, infrastructure and other services. Additionally, the

Business Development Center uses this information to help attract new employers who bring in high-paying jobs.

Staff brought together a group of stakeholders and prepared a grant application to the state, on behalf of community organizations and non-profits in the county. The county received the grant in August for \$46,649, from the Census 2020 Complete County Outreach Grants through New York State Empire State Development.

To assist residents in filling out the Census, the Business Development Center hosted office hours in September to provide residents the opportunity to come in and complete the Census online.



Fonda Fairgrounds

Business Development Center staff administered a \$30,000 New York State Department of Environmental Conservation (NYSDEC) and Environment Facilities Corporation (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 at the fairgrounds.

Grant Services

The Montgomery County Business Development Center is proud to offer grant writing and administration services to municipalities, school districts, and non-profit organizations within Montgomery County. These include identification and analysis of grant opportunities, extensive research, conducting needs assessments, program model development, budget planning, completion of required federal forms, and electronic submissions. Our staff is thoroughly familiar with federal and state grant and loan program, and understand that financial assistance can be turning point.



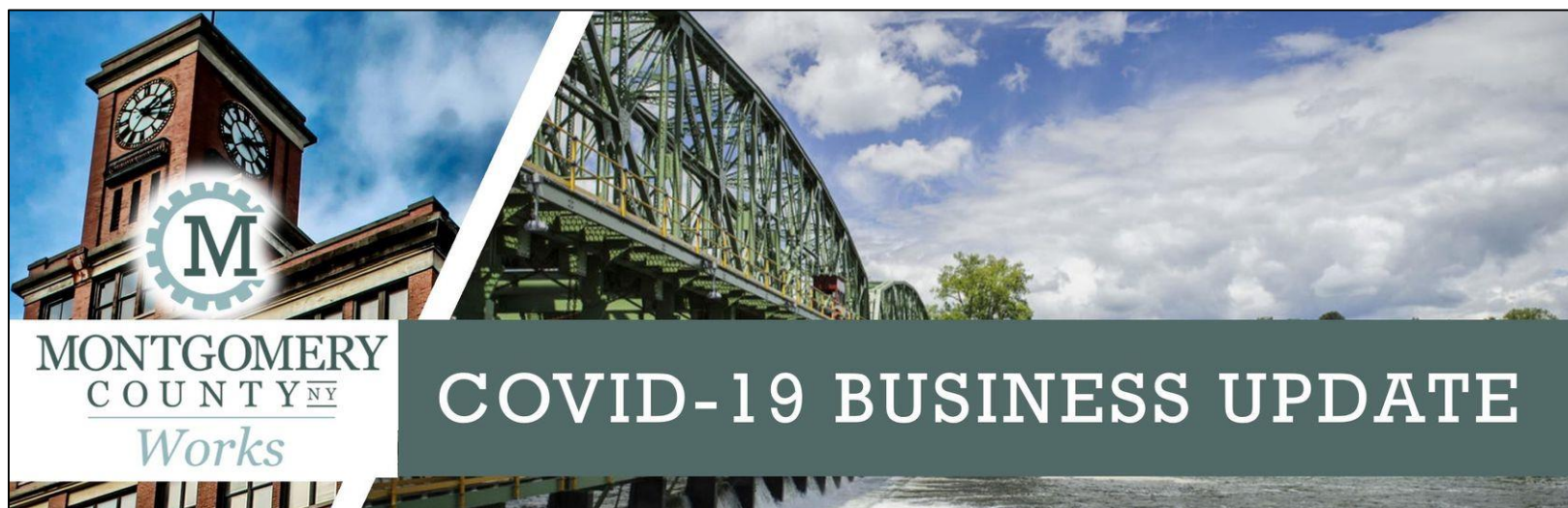
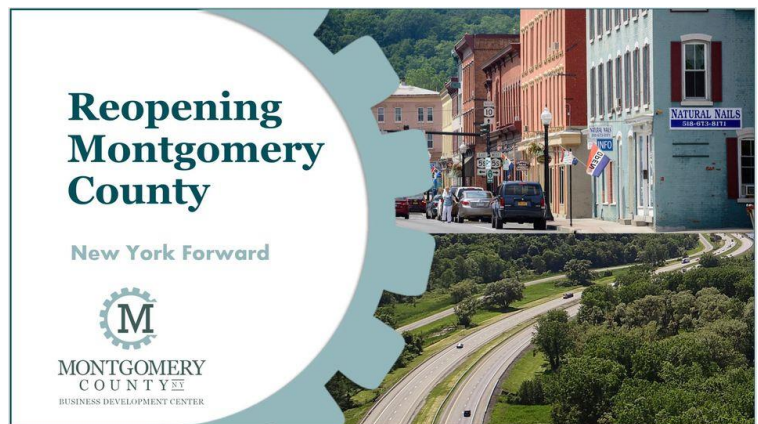
COVID-19 Pandemic

It was a year of unprecedented challenges. The COVID-19 pandemic impacted the world and forced businesses and communities to adapt with new significant restrictions in the name of public health and safety. Through it all, the Montgomery County Business Development Center has remained focused on supporting local businesses, creating new opportunities and continuing to build on our county's reputation as being a place where businesses can thrive.

Throughout 2020, the Montgomery County Business Development Center used a variety of methods to try to keep communicating the ever changing information from the state to the business community.

In the early days of the pandemic, that meant being available to provide information out to the community in a real time as things were changing nearly every day. As spring turned to summer, the work was relaying information on the reopening process and what business sectors were in what phase of the state's reopening plan, what was necessary to reopen and how businesses could satisfy the requirements necessary.

The Agency quickly developed and dedicated a portion of its website specifically for information for COVID-19 relief information and resources. Numerous social media posts were developed throughout the year, in relation to resources for area business, as it relates to the COVID-19 pandemic. With information changing constantly, the Business Development Center staff utilized social media, community surveys, e-newsletters and old fashioned phone calls to get information out to the business community as quick as possible.



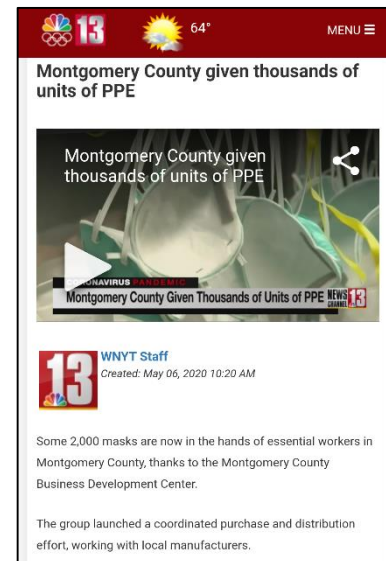
Through it all, the Business Development Center's main goal was assist in any way necessary, help businesses survive the crisis and get back to business as quickly as possible.

Despite the hardships of 2020, Montgomery County has been fortunate to see major employers like Amazon invest in the local community, and long-standing employers like Alpin Haus and Hill & Markes succeed despite the challenging business conditions.

Personal Protective Equipment Support Program Launched

As businesses continued to adapt to the changing work environments surrounding the ongoing global health pandemic, many small businesses faced challenges meeting the needs for personal protective equipment (PPE). To assist these businesses and help protect both employees and local residents during the COVID-19 pandemic, the Business Development Center launched a coordinated purchase and distribution effort, in conjunction with local manufactures.

Under State Executive Order, all essential businesses or entities were required to provide employees with face covering, when in direct contact with customers or members of the public. In May, Business Development Center staff began distributing the first 2,000 of what would become 10,000 protective masks to local small businesses free of charge.



As businesses continued to adapt to the changing work environments surrounding the ongoing global health pandemic, many small businesses faced challenges meeting the needs for PPE. To assist these businesses and help protect both employees and local residents during the pandemic. In conjunction with local manufacturer Saratoga Horseworks, the Agency launched a coordinated purchase and mask distribution effort.

The Agency distributed those 10,000 free masks to more than 50 companies located throughout Montgomery County.

Local small businesses were certainly appreciative of this initiative, as they tried to reopen effectively and more importantly, safely.

“We are grateful for the Business Development Center and Montgomery County for their efforts to ensure we are able to continue to serve those in need, without compromising health and safety,” said Dr. Adam Weiss, owner of Amsterdam Oral Surgery.

Pandemic Loan Program Launched

With nearly every business in the county being affected by the pandemic, County Executive Matthew L. Ossenfort and the County Legislature, in August, help launch a new COVID-10 Pandemic Loan Program. This program offered county businesses the chance to access low-interest loans to help cover up to \$10,000 in costs directly associated with the state’s NY Forward reopening guidelines.

Funding for this program was made available through the Business Development Center’s Revolving Loan Fund. The loan would provide businesses with a one percent interest short-term loan of up to \$10,000, which would be deferred for up to six months.



“The County Legislature and the County Executive have worked hard to make sure we create a business-friendly community that encourages people to invest and build a future in Montgomery County,” Legislative Chairman Joseph M. Isabel said.

The idea of this loan program and all of the relief measures that the Business Development Center explored and provided was to try to provide businesses a resource needed, in order to stay open and provide time, hoping things would get back to something resembling normal, and a time when business could resume.



“We’re lucky to have a strong, vibrant economy in Montgomery County and we want to make sure we keep that going,” District 9 Legislator Robert A. Purtell, chairman of the Legislature’s Economic Development Committee. “Our local business community has always given back to those in need and now it’s our chance to do the same.”

Marketing

The Montgomery County Business Development Center remains dedicated to building long-term relationships with businesses by being innovative, informed, cooperative and proactive. Teamwork and accessibility are the backbone to our success. Montgomery County has invested in the development of a brand and image which captures the positive attributes of the county and its residents.

The Agency continued to build upon long-term relationships with local businesses through an array of marketing techniques. Through Empire Solutions, a public relations and marketing firm, the Agency continued efforts to capture and share the positive attributes of the county and its residents, meanwhile more effectively and efficiently tracking the results to continue expanding social & digital reach.

“This has been a challenging year due to the pandemic and the work that this office has done when it came to the PPE distribution and keeping things moving forward has been extremely impressive, in my eyes,” said IDA Chairman Matthew Beck. “The highlight of 2020, for me, is just watching this staff and what they’ve done, and how they haven’t missed a beat has been very impressive to me.”



In November, Montgomery County and the Montgomery County Business Development Center were featured in the November edition of Business View Magazine for its welcoming and open business climate. See a portion of the article on Page 18 and view the entire article here <https://businessviewmagazine.com/digital-magazines/nov-2020/297/>.

Montgomery County, New York



AT A GLANCE

MONTGOMERY COUNTY, NEW YORK

WHAT: A county of 50,000 residents
WHERE: In the Mohawk Valley in northwest of Albany
WEBSITE: www.MontgomeryCountyWorks.com

GETTING DOWN TO BUSINESS

Montgomery County, nestled in the heart of the Mohawk Valley, is home to ten towns, ten villages, one city (Amsterdam), and approximately 50,000 residents. Located at the foot of the Adirondacks in New York's Capital District, this Leatherstocking region is known for its beautiful countryside, numerous parks, and outstanding recreation facilities. The Leatherstocking region is named for the unique leather leggings worn by frontiersmen and made famous by the work of author James Fenimore Cooper. Montgomery County is proud to incorporate the area's rich history and tradition, as it plans for the future.

The Montgomery County Business Development Center is an administrative arm of the County's Department of Economic Development, alongside the Montgomery County Industrial Development Agency and the Montgomery County Capital Resource Corporation. In his 15-year tenure as Montgomery County Director of Economic Development, Ken Rose has been the Executive Director for both the Montgomery County Capital Resource Corporation and the Montgomery County Industrial Development Agency.

"The County and the Business Development Center have worked hard to create an environment where businesses want to invest. We're beating the odds and showing that Upstate New York's economy is open for business," Rose says.

2020 has seen quite a lot of change and the County is not immune to that change. For more than a decade the County has been executing a strategy to grow and diversify the local economy, attracting a number of name-brand companies to its borders. As a result of the COVID-19 pandemic, the Montgomery County Business Development Center has concentrated its efforts on assisting businesses with implementing the plethora of new regulations that have been passed by the state. This, however, does not mean the

MONTGOMERY COUNTY, NEW YORK

County has abandoned or drawn back support for its numerous projects, particularly large ones.

As Rose reports, "One such project is the development of the Florida Business Park on the Route 55 corridor in the Town of Florida, only a mile from Exit 27 of the NY State Thruway, and just outside the incorporated area of Amsterdam. This development has been a County and IDA initiative for 15 or 20 years." The prefilled sites were initially acquired by the County's Industrial Development Agency. To further streamline development, the environmental permits were also handled, to not only attract, but also retain, various companies. Over the course of those years, companies such as Amazon and Dollar General have built distribution centers in the 55 corridor, with the 1.9-million-sq-ft. Target distribution center being the largest.

Business retention is a key element to Montgomery County's future. And Rose is pleased to share details of some of the County's many achievements in that regard. He recounts, "Beech-Nut Nutrition was formerly looking to move to another state,



MONTGOMERY COUNTY NY
 BUSINESS DEVELOPMENT CENTER

as it was in a 100-year-old food processing facility located on Exit 29 of the NY State Thruway. In 2009, it constructed a \$226-million food processing and packaging facility located in that very same corridor, now known as the Florida Business Park. The former property used by Beech-Nut has now been taken over by the County, which has leveraged over \$6 million from the state to actively prepare the site for redevelopment. This project has been going on for about two years and the County has actively marketed the property, even creating a website to leverage on development opportunities."

He adds, "Alpin Haus is the largest RV retailer in the northeast and the County was able to convince it to remain in the community, which culminated in the construction of a state-of-the-art dealership and maintenance facility back in 2003. Hill & Markes is a family-owned company formerly situated in the City of Amsterdam. The company outgrew its former space and moved to construct an \$11-million facility in 2011 at Florida Business Park."

As for business attraction, in 2003, Target invested \$127 million to redevelop a previous vacant facility, which was a K-Mart distribution center under construction. K-Mart abandoned construction when it filed for bankruptcy the first time and Target leveraged the space – finishing construction of the distribution center and also adding around 400,000 square feet to the overall building. The



Small Business of the Month

Even before the pandemic, the Business Development Center recognized small businesses are not only what make Montgomery County special, but they are giving back to the local community. In March, the “Small Business of the Month” award was launched. This accolade will spotlight a local business, with 20 or fewer employees, which is nominated for demonstrating a commitment to the vitality of our community and our local economy.

Starting with initial award to Saratoga Horseworks, in April, nine businesses were recognized in 2020.

“This recognition is the chance to share our appreciation with the businesses that we all rely upon every day,” Montgomery County Business Development CEO Ken Rose said.

Selected businesses received a special visit from county officials, an appreciation award and promotional recognition. Those interested in nominating a small business can do so by emailing Vincenzo Nicosia at vnicosia2@co.montgomery.ny.us.



[Saratoga Horseworks](#) — April

[Peruzzi's Meat Market](#) — May

[Cuba Havana](#) — June

[Hill Top Tire](#) — July

[The Bridge Street Diner](#) — August

[DAIM Logistics](#) — September

[Mancini Oil Co.](#) — October

[The Sportsman's Den](#) — November

[Fort Plain True Value Hardware](#) — December

Business Advisory Committee

In January, the Business Development Center and County Executive Matthew L. Ossenfort announced the creation of the Business Advisory Committee. This group would meet in an effort to build upon creating a more diverse and dynamic local economy.

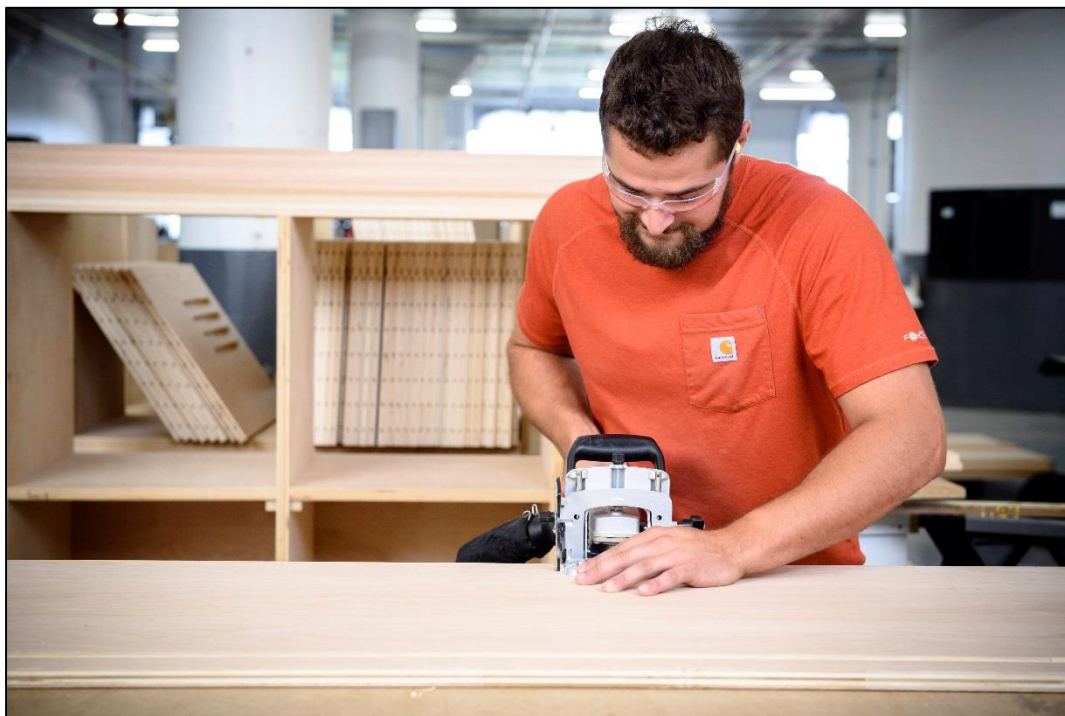
Another goal was to provide a better and more consistent channel of communication from the business community to county government and help to further the county's pro-job, pro-economic growth initiatives.

"The Business Advisory Committee will be another avenue to ensure we build upon our successes in creating jobs and growing our communities." CEO Rose said.

The first meeting took place in February (see below), and was the only in-person meeting of the year due to the pandemic.

The Business Advisory Committee met five times over the year, with a large portion of the discussion turning to the pandemic and, subsequently, the reopening plans.

In December, confronted by a rising number of cases across the county and the state, the committee met to discuss how the county could continue to assist local businesses during these difficult times, while also place a priority on protecting public health.



Partnerships



**Empire State
Development**



Fulton-Montgomery
Community College



nationalgrid

The Fulton, Montgomery and Schoharie Counties



DASNY



**Mohawk Valley
Regional Economic
Development Council**



In partnership with the National Park Service



**Parks, Recreation
and Historic
Preservation**



**Agriculture
and Markets**



NYSERDA



**Canal
Corporation**



**Department of
Environmental Conservation**



FULTON COUNTY CENTER FOR REGIONAL GROWTH



**Department
of State**

#DevelopingStronger
Results

The following is a detailed summary of active projects undertaken by the Montgomery County Business Development Center. The Montgomery County Business Development Center has assisted these companies with expansion and retention projects as well as attracted new companies to Montgomery County. This assistance has been in the form of loans and various grants along with financial assistance through the Montgomery County Industrial Development Agency. The figures indicated in the following pages are rounded to the nearest whole dollar therefore totals may vary slightly. Any questions or concerns regarding any of the following may be addressed to the Montgomery County Business Development Center.

In 2020, the assisted companies employed over 2900 individuals with a combined annual payroll in excess of \$61M and generated over \$5.2M in property taxes and PILOT payments. Additionally, these projects accounted for over \$632M in capital investment.

Project name: AJ Bake Factory
Herkimer Street
Fort Plain, NY 13339

Project type: REVOLVING LOAN

Exemptions (N/A)

| | <u>State</u> | <u>City</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|-----------------|--------------|-------------|---------------|---------------|--------------|
| Real Property | | | | | |
| Sales Tax | | | | | |
| Mortg Recording | | | | | |

Payment in Lieu of Taxes Received (N/A)

| | <u>City</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|------|-------------|---------------|---------------|--------------|
| 2020 | | | | |
| 2019 | | | | |
| 2018 | | | | |

Taxes Paid

| | | |
|-------------|----|--------|
| School | \$ | 9,292 |
| Town/County | \$ | 17,445 |
| Village | \$ | 5,262 |
| | \$ | 31,999 |

Employment

| <u>FTE Employees Prior to IDA Involvement</u> | | <u>Original Estimate Jobs Created</u> | <u>Original Estimate Jobs Retained</u> | <u>Current FTE Employees</u> |
|---|--|---|--|----------------------------------|
| 0 | | 50 | 0 | 0 |

Debt

| | | | | |
|-------------------------|--|----------------|---------------------------|----------|
| Type of Debt: | | Loan Agreement | Outstanding | |
| Date of issue: | | 06/06/17 | Beginning of year: | 182,545 |
| Interest rate: | | 3.50% | Issd during year: | |
| | | | Prin.Pd: | 3,164 |
| Original Amount: | | 200,000 | Principal Balance: | 179,381 |
| | | | Final Maturity | 6/6/1937 |

Grant (N/A)

Type of Grant:
Contract Date:
Grant Amount:

Project Description: This project consisted of the purchase of real estate located on Herkimer Street, Fort Plain. The building will be utilized as a manufacturer of baked cookie and bread sticks line. Approximately 50 employees.

Project name: Breton Industries, Inc.
1 Sam Stratton Road
Amsterdam, NY 12010

Project type: PILOT & REVOLVING LOAN

Exemptions

| | <u>State</u> | <u>City</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|-----------------|--------------|-------------|---------------|---------------|--------------|
| Real Property | | 6,425 | 6,452 | 9,606 | 22,483 |
| Sales Tax | | | | | |
| Mortg Recording | | | | | |

Payment in Lieu of Taxes Received

| | <u>City</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|------|-------------|---------------|---------------|--------------|
| 2020 | 5,783 | 5,162 | 8,646 | 19,591 |
| 2019 | 4,933 | 4,060 | 7,290 | 10,061 |
| 2018 | 3,996 | 3,601 | 6,486 | 7,812 |

*PILOT in effect on 20,000 square foot expansion only. Company now pays full taxes on original facility.

Taxes Paid

| | | |
|-------------|----|--------|
| School | \$ | 23,433 |
| Town/County | \$ | 16,413 |
| City | \$ | 15,685 |
| | \$ | 55,531 |

Employment

| <u>FTE Employees</u> <u>Prior to IDA</u> <u>Involvement</u> | | <u>Original Estimate</u> <u>Jobs Created</u> | <u>Original Estimate</u> <u>Jobs Retained</u> | <u>Current FTE</u> <u>Employees</u> |
|---|--|---|--|--|
| 106 (2010 Loan) | | 10 | 106 | 114 |

Grant (N/A)

Type of Grant:

Contract Date:

Grant Amount:

Project Description: The original project consisted of the acquisition of property located within the Edson Street Industrial Park and the construction of an approximately 55,000 square foot facility as well as the purchase of machinery and equipment. This project resulted in the creation of 43 full time positions and the retention of 92 full time positions. The 2008 project consisted of an approximately 20,000 square foot expansion of the existing facility and the purchase of machinery and equipment. This project will result in the creation of 10 full time positions and the retention of 106 full time positions.

Project name: Carolina Clubs, Inc.
113B Charleston Industrial Lane
Esperance, NY

Project type: REVOLVING LOAN

Exemptions (N/A)

| | <u>State</u> | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|-----------------|--------------|-------------|---------------|---------------|--------------|
| Real Property | | | | | |
| Sales Tax | | | | | |
| Mortg Recording | | | | | |

Payment in Lieu of Taxes Received (N/A)

| | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|------|-------------|---------------|---------------|--------------|
| 2020 | | | | |
| 2019 | | | | |
| 2018 | | | | |

Taxes Paid

Building is leased; not responsible for Real Property Taxes

Employment

| <u>FTE Employees Prior to IDA Involvement</u> | <u>Original Estimate Jobs Created</u> | <u>Original Estimate Jobs Retained</u> | <u>Current FTE Employees</u> |
|---|---|--|----------------------------------|
| 1 | 7 | 1 | 0 |

Debt

| | | | |
|-------------------------|----------------|---------------------------|------------|
| Type of Debt: | Loan Agreement | Outstanding: | |
| Date of issue: | 02/26/09 | Beginning of year: | 18,622 |
| Interest rate: | 2.00% | Issd during year: | - |
| | | Prin.Pd dur year: | 1,838 |
| Original Amount: | 145,650 | Principal Balance: | 16,784 |
| | | Final Maturity | 12/17/2024 |

Grant (N/A)

Type of Grant:
Contract Date:
Grant Amount:

Project Description: This project consists of the relocation of operations from Wellington, Florida to Charleston Industrial Park and the renovation of the facility located at 113B Charleston Industrial Lane as well as the debt refinancing and the purchase of machinery & equipment. This project will lead to the creation of 7 full time positions and the retention of 1 full time position within 3 years.

Project name: DAIM Logistics, Inc.
128 Park Drive
Glen Canal View Business Park
Fultonville, NY 12072

Project type: PILOT

Exemptions

| | <u>State</u> | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|-----------------|--------------|-------------|---------------|---------------|--------------|
| Real Property | | 1,415 | 6,821 | 9,479 | 17,715 |
| Sales Tax | | | | | |
| Mortg Recording | | | | | |

Payment in Lieu of Taxes Received

| | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|------|-------------|---------------|---------------|--------------|
| 2020 | 1,275 | 6,146 | 9,479 | 16,900 |
| 2019 | 1,074 | 5,299 | 8,467 | 14,840 |
| 2018 | 723 | 4,682 | 7,508 | 12,913 |

Employment

| <u>FTE Employees Prior to IDA Involvement</u> | <u>Original Estimate Jobs Created</u> | <u>Original Estimate Jobs Retained</u> | <u>Current FTE Employees</u> |
|---|---|--|----------------------------------|
| 0 | 16 | 0 | 37.0 |

Grant (N/A)

Type of Grant:

Contract Date:

Grant Amount:

Project Description: This project consists of the acquisitions of property located within Glen Canal View Business Park and the construction of a 25,000 square foot warehouse, office and maintenance facility on an approximately 8 acre site. This project will lead to the creation of 16 full time positions within 3 years.
Project is closed as of 12/31/2020

Project name: Dollar General Distribution Corp
State Highway 5S
Amsterdam, NY 12010

Project type: PILOT

Exemptions (N/A)

| | <u>State</u> | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|-----------------|--------------|-------------|---------------|---------------|--------------|
| Real Property | | | 226,397 | 305,253 | 531,650 |
| Sales Tax | | | | | |
| Mortg Recording | | | | | |

Payment in Lieu of Taxes Received

| | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|------|-------------|---------------|---------------|--------------|
| 2020 | 67 | 669 | 938 | 1,674 |
| 2019 | 68 | 678 | 949 | 1,695 |
| 2018 | | | | |

Taxes Paid - N/A

School
Town/County
City \$ -
 \$ -

Employment

| <u>FTE Employees Prior to IDA Involvement</u> | | <u>Original Estimate Jobs Created</u> | <u>Original Estimate Jobs Retained</u> | <u>Current FTE Employees</u> |
|---|--|---|--|----------------------------------|
| 0 | | 430 | 430 | 547 |

Grant (N/A)

Type of Grant: CDBG
Contract Date: 9/6/2018
Grant Amount: 750,000

Project Description: The project consists of constructing a 750,000 sq. ft. building in the Florida Business Park Extension to service the northeast regional stores. The project will result in a capital investment estimated at \$85 million with 430 full time jobs.

Project name: Eisenadler Brauhaus
Route 5 - Main Street
Nelliston, NY

Project type: LOAN

Exemptions - N/A

| | <u>State</u> | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|-----------------|--------------|-------------|---------------|---------------|--------------|
| Real Property | | | | | |
| Sales Tax | | | | | |
| Mortg Recording | | | | | |

Payment in Lieu of Taxes Received - N/A

| | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|------|-------------|---------------|---------------|--------------|
| 2020 | | - | - | - |
| 2019 | | - | - | - |
| 2018 | | | | |

Taxes Paid

| | | |
|-------------|----|-------|
| School | \$ | 3,108 |
| Town/County | \$ | 2,305 |
| Village | \$ | 823 |
| | \$ | 6,236 |

Employment

| <u>FTE Employees Prior to IDA Involvement</u> | | <u>Original Estimate Jobs Created</u> | <u>Original Estimate Jobs Retained</u> | <u>Current FTE Employees</u> |
|---|--|---|--|----------------------------------|
| 0 | | 5 | 0 | 0 |

Debt

| | | | |
|-------------------------|----------------|---------------------------|-----------|
| Type of Debt: | Loan Agreement | Outstanding: | |
| Date of issue: | 06/25/20 | Beginning of year: | - |
| Interest rate: | 5.00% | Issd during year: | 150,000 |
| | | Prin.Pd dur year: | 5,857 |
| Original Amount: | 150,000 | Principal Balance: | 144,143 |
| | | Final Maturity | 6/25/2030 |

Grant - N/A

Type of Grant:
Contract Date:
Grant Amount:
Project Description: Renovating facility located on Route 5 Main Street Nelliston as a Brewery.

Project name: Executive Group, LLC
50 Park Street
Amsterdam, NY 12010

Project type: REVOLVING LOAN

Exemptions (N/A)

| | <u>State</u> | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|-----------------|--------------|-------------|---------------|---------------|--------------|
| Real Property | | | | | |
| Sales Tax | | | | | |
| Mortg Recording | | | | | |

Payment in Lieu of Taxes Received (N/A)

| | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|------|-------------|---------------|---------------|--------------|
| 2020 | | | | |
| 2019 | | | | |
| 2018 | | | | |

Taxes Paid

| | |
|-------------|-----------|
| School | 10,347 |
| Town/County | \$ 7,328 |
| City | \$ 7,619 |
| | \$ 14,948 |

Employment

| <u>FTE Employees Prior to IDA Involvement</u> | | <u>Original Estimate Jobs Created</u> | <u>Original Estimate Jobs Retained</u> | <u>Current FTE Employees</u> |
|---|--|---|--|----------------------------------|
| 13 | | 16 | 13 | 51** |

** - company total = 62

Debt

| | | | |
|-------------------------|----------------|---------------------------|------------|
| Type of Debt: | Loan Agreement | Outstanding: | |
| Date of issue: | 12/18/18 | Beginning of year: | 459,977 |
| Interest rate: | 4.75% | Issd during year: | - |
| | | Prin.Pd dur year: | 459,977 |
| Original Amount: | 500,000 | Principal Balance: | - |
| | | Final Maturity | 12/16/2028 |

Grant (N/A)

Type of Grant:
Contract Date:
Grant Amount:

Project Description: This project consists of the renovation of an existing building located in 50 Park St, Amsterdam
This project will lead to the creation of 16 full time positions within the first three years.
Project is closed as of 12/31/2020

Project name: Fabor Properties - Flooring Authority
6 Sam Stratton Dr
Amsterdam, NY 12010

Project type: REVOLVING LOAN

Exemptions (N/A)

| | <u>State</u> | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|-----------------|--------------|-------------|---------------|---------------|--------------|
| Real Property | | | | | |
| Sales Tax | | | | | |
| Mortg Recording | | | | | |

Payment in Lieu of Taxes Received (N/A)

| | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|------|-------------|---------------|---------------|--------------|
| 2020 | | | | |
| 2019 | | | | |
| 2018 | | | | |

Taxes Paid

| | |
|-------------|-----------|
| School | 5,005 |
| Town/County | \$ 3,544 |
| City | \$ 6,467 |
| | \$ 15,016 |

Employment

| <u>FTE Employees Prior to IDA Involvement</u> | <u>Original Estimate Jobs Created</u> | <u>Original Estimate Jobs Retained</u> | <u>Current FTE Employees</u> |
|---|---|--|----------------------------------|
| 5 | 9 | 5 | 7 |

Debt

| | | | |
|-------------------------|----------------|---------------------------|------------|
| Type of Debt: | Loan Agreement | Outstanding: | |
| Date of issue: | 12/16/16 | Beginning of year: | 224,466 |
| Interest rate: | 3.50% | Issd during year: | - |
| | | Prin.Pd dur year: | 9,758 |
| Original Amount: | 252,000 | Principal Balance: | 214,708 |
| | | Final Maturity | 12/16/2036 |

Grant (N/A)

Type of Grant:
Contract Date:
Grant Amount:

Project Description: This project consists of the renovation of an existing building located in Edson Park, Amsterdam
This project will lead to the creation of 9 full time positions within the first three years.

Project name: Family Counseling Center Of Fulton County, Inc.
11-21 Broadway
Gloversville NY 12078

Project type: BOND

Exemptions (N/A)

| | <u>State</u> | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|-----------------|--------------|-------------|---------------|---------------|--------------|
| Real Property | | | | | - |
| Sales Tax | | | | | |
| Mortg Recording | | | | | |

Payment in Lieu of Taxes Received (N/A)

| | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|------|-------------|---------------|---------------|--------------|
| 2020 | | | | |
| 2019 | | | | - |
| 2018 | | | | |

Taxes Paid

Exempt from Real Property Taxes

Employment

| <u>FTE Employees</u> <u>Prior to IDA</u> <u>Involvement</u> | | <u>Original Estimate</u> <u>Jobs Created</u> | <u>Original Estimate</u> <u>Jobs Retained</u> | <u>Current FTE</u> <u>Employees</u> |
|---|--|---|--|--|
| 94 | | 10 | 94 | 96 |

Debt

| <u>Type of Debt:</u> | <u>Bond Agreement</u> | <u>Bond Agreement</u> | <u>Bond Agreement</u> | |
|-----------------------------|-----------------------|-----------------------|-----------------------|--|
| <u>Date of issue:</u> | 03/18/20 | 03/18/20 | 03/18/20 | |
| <u>Interest rate:</u> | 4.95% | 5.40% | 5.3750% | |
| <u>Original Amount:</u> | 1,080,000 | 6,865,000 | 385,000 | |
| <u>Outstanding:</u> | | | | |
| <u>Beginning of year:</u> | 1,080,000 | 6,868,000 | 385,000 | |
| <u>Issued during year:</u> | - | - | - | |
| <u>Prin.Pd during year:</u> | - | - | - | |
| <u>Principal Balance:</u> | 1,080,000 | 6,868,000 | 385,000 | |
| <u>Final maturity date:</u> | 7/1/2030 | 7/1/2050 | 7/1/2025 | |

BOND through the CRC in March 2020

Grant (N/A)

Type of Grant:

Contract Date:

Grant Amount:

Project Description: The construction and acquisition of an addition to contain approximately 18,578 square feet of space to the existing facility containing approximately 9,000 square feet of space located at 11-21 Broadway in the City of Gloversville, Fulton County

Project name: Hero/ Beechnut
100 Hero Drive
Amsterdam, NY 12010

Project type: PILOT

Exemptions

| | <u>State</u> | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|-----------------|--------------|-------------|---------------|---------------|--------------|
| Real Property | | | 820,145 | 1,226,614 | 2,046,758 |
| Sales Tax | | | | | |
| Mortg Recording | | | | | |

Payment in Lieu of Taxes Received

| | <u>Town</u> | <u>ESD</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|------|-------------|------------|---------------|---------------|--------------|
| 2020 | 18,000 | 2,500,000 | 292,800 | 439,200 | 3,250,000 |
| 2019 | 30,000 | 2,500,000 | 285,000 | 435,000 | 3,250,000 |
| 2018 | 30,000 | 1,250,000 | 488,000 | 732,000 | 2,500,000 |

Note: In 2017, 2018 and 2019 employment holdback calculations were in effect.
ESD Grant Repayment- \$2,500,000/\$750,000

Employment

| <u>FTE Employees Prior to IDA Involvement</u> | | <u>Original Estimate Jobs Created</u> | <u>Original Estimate Jobs Retained</u> | <u>Current FTE Employees</u> |
|---|--|---|--|----------------------------------|
| 356 | | 136 | 356 | 330 |

Grant (N/A)

Type of Grant:

Contract Date:

Grant Amount:

Project Description: This project consists of the acquisition of property located at 100 Hero Drive, Amsterdam, the construction of an approximately 635,000 square foot facility and the purchase of machinery and equipment. Beechnut will be relocating its manufacturing operations from Canajoharie and Fort Plain and its headquarters from St Louis, MO. This project will result in the creation of 136 full time positions and the retention of 356 full time positions.

Project name: HFM BOCES
2755 State Highway 67
Johnstown, NY 12095

Project type: BOND

Exemptions (N/A)

| | <u>State</u> | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|-----------------|--------------|-------------|---------------|---------------|--------------|
| Real Property | | | | | - |
| Sales Tax | | | | | |
| Mortg Recording | | | | | |

Payment in Lieu of Taxes Received (N/A)

| | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|------|-------------|---------------|---------------|--------------|
| 2020 | | | | |
| 2019 | | | | - |
| 2018 | | | | |

Taxes Paid

Exempt from Real Property Taxes

Employment

| <u>FTE Employees</u> <u>Prior to IDA</u> <u>Involvement</u> | | <u>Original Estimate</u> <u>Jobs Created</u> | <u>Original Estimate</u> <u>Jobs Retained</u> | <u>Current FTE</u> <u>Employees</u> |
|---|--|---|--|--|
| 0 | | 0 | 0 | 396 |

*Excludes pt, substitutes and grant related employees.

Debt

| | | | |
|-----------------------------|----------------|-----------------------------|----------------|
| Type of Debt: | Bond Agreement | Type of Debt: | Bond Agreement |
| Date of issue: | 01/12/05 | Date of issue: | 09/01/14 |
| Interest rate: | 2.81% | Interest rate: | 2.00% |
| Original Amount: | 29,500,000 | Original Amount: | 22,975,000 |
| Outstanding: | | Outstanding: | |
| Beginning of year: | 26,230,000 | Beginning of year: | 19,825,000 |
| Issued during year: | - | Issued during year: | |
| Prin.Pd during year: | 26,230,000 | Prin.Pd during year: | 885,000 |
| Principal Balance: | - | Principal Balance: | 18,940,000 |
| Final maturity date: | 7/1/2034 | Final maturity date: | 7/1/2034 |

Renewed BOND through the CRC in September 2014

Grant (N/A)

Type of Grant:

Contract Date:

Grant Amount:

Project Description: This project consists of the acquisition of property located at 2755 State Highway 67, Johnstown and the construction of an approximately 150,000 facility as well as the purchase of machinery and equipment.

Project name: Hill & Markes, Inc/ Hill & Markes Realty, LLC
1975 Route 5S
Amsterdam, NY 12010

Project type: REVOLVING LOAN/ PILOT

Exemptions

| | <u>State</u> | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|-----------------|--------------|-------------|---------------|---------------|--------------|
| Real Property | | | 78,795 | 106,240 | 185,035 |
| Sales Tax | | | | | |
| Mortg Recording | | | | | |

Payment in Lieu of Taxes Received

| | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|------|-------------|---------------|---------------|--------------|
| 2020 | 5,927 | 59,267 | 82,974 | 148,168 |
| 2019 | 8,156 | 81,660 | 114,183 | 203,999 |
| 2018 | 6,622 | 66,222 | 92,712 | 165,556 |

*PILOT agreement applies to new facility at 1997 State Hwy 5S.

Taxes Paid - N/A

School
Town/County
Total \$ -

Employment

| <u>FTE Employees Prior to IDA Involvement</u> | <u>Original Estimate Jobs Created</u> | <u>Original Estimate Jobs Retained</u> | <u>Current FTE Employees</u> |
|---|---|--|----------------------------------|
| 141 | 40 | 141 | 167 |

Debt

| | | | |
|-------------------------|----------------|---------------------------|----------|
| Type of Debt: | Loan Agreement | Outstanding: | |
| Date of issue: | 07/06/10 | Beginning of year: | 38,033 |
| Interest rate: | 3.25% | Issd during year: | - |
| | | Prin.Pd dur year: | 38,033 |
| Original Amount: | 500,000 | Principal Balance: | - |
| | | Final Maturity | 7/6/2020 |

Grant (N/A)

Type of Grant:
Contract Date:
Grant Amount:

Project Description: This project consists of the construction of a new 115,000 square foot facility in the Florida Park Ext. This project will lead to the creation of 40 full time positions and the retention of 141 full time positions within 3 years.

Project name: Lee Shops at Wagners Square
Church Street
Canajoharie, NY 13317

Project type: REVOLVING LOAN

Exemptions (N/A)

| | <u>State</u> | <u>City</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|-----------------|--------------|-------------|---------------|---------------|--------------|
| Real Property | | | | | |
| Sales Tax | | | | | |
| Mortg Recording | | | | | |

Payment in Lieu of Taxes Received (N/A)

| | <u>City</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|------|-------------|---------------|---------------|--------------|
| 2020 | | | | |
| 2019 | | | | |
| 2018 | | | | |

Taxes Paid

| | | |
|-------------|----|--------|
| School | \$ | 4,300 |
| Town/County | \$ | 3,200 |
| Village | \$ | 3,466 |
| | \$ | 10,966 |

Employment

| <u>FTE Employees Prior to IDA Involvement</u> | | <u>Original Estimate Jobs Created</u> | <u>Original Estimate Jobs Retained</u> | <u>Current FTE Employees</u> |
|---|--|---|--|----------------------------------|
| 5 | | 10 | 5 | 2 |

Debt

| | | | | |
|-------------------------|--|----------------|---------------------------|-----------|
| Type of Debt: | | Loan Agreement | Outstanding: | |
| Date of issue: | | 09/13/17 | Beginning of year: | - |
| Interest rate: | | 4.25% | Issd during year: | 370,015 |
| | | | Prin.Pd dur year: | 7,062 |
| Original Amount: | | 400,000 | Principal Balance: | 362,953 |
| | | | Final Maturity | 9/13/2037 |

Grant (N/A)

Type of Grant:
Contract Date:
Grant Amount:

Project Description: This project consisted of the purchase of real estate located at 24 Chuch Street, Canajoharie for the purpose of opening Lee Shops @ Wagners Square. The Shops will contain 3 separate stores including a Christams Store, a toy store and a home goods store. Ten FTE's will be created and 5 FTE's will be retained from Lee Publications.

Project name: Mohawk Solar
Town of Canajoharie/Town of Minden

Project type: PILOT

Exemptions

| | <u>State</u> | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|-----------------|------------------------------|-------------|---------------|---------------|--------------|
| Real Property | Not applicable for this year | | | | |
| Sales Tax | | | | | |
| Mortg Recording | | | | | |

Payment in Lieu of Taxes Received

| | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|------|-------------|---------------|---------------|--------------|
| 2020 | N/A | - | - | - |
| 2019 | N/A | | | |
| 2018 | N/A | | | |

Taxes Paid

| | | | |
|-------------|----|---|---|
| School | \$ | - | |
| Town/County | \$ | | - |
| Village | \$ | - | |
| | \$ | - | |

Employment

| <u>FTE Employees Prior to IDA Involvement</u> | | <u>Original Estimate Jobs Created</u> | <u>Original Estimate Jobs Retained</u> | <u>Current FTE Employees</u> |
|---|--|---|--|----------------------------------|
| 5 | | 5 | 0 | 0 |

Project description: This project consists of a solar farm located in various lots/parcels throughout the Town of Minden and Town of Canajoharie.

Project name: RAMA Real Property-Home Helpers and Direct Link of Amsterdam
52 Pawling Avenue
Hagaman, NY 12086

Project type: Grant/Loan/PILOT

Exemptions

| | <u>State</u> | <u>Village</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|-----------------|--------------|----------------|---------------|---------------|--------------|
| Real Property | | 3,435 | 14,365 | 31,017 | 48,817 |
| Sales Tax | | | | | |
| Mortg Recording | | | | | |

Payment in Lieu of Taxes Received

| | <u>Village</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|------|----------------|---------------|---------------|--------------|
| 2020 | 687 | 7,018 | 15,508 | |
| 2019 | | | | |
| 2018 | | | | |

Taxes Paid

| | | |
|-------------|----|-------|
| School | \$ | 950 |
| Town/County | \$ | 835 |
| Village | \$ | 2,636 |
| | \$ | 4,422 |

Employment

| <u>FTE Employees</u> <u>Prior to IDA</u> <u>Involvement</u> | <u>Original Estimate</u> <u>Jobs Created</u> | <u>Original Estimate</u> <u>Jobs Retained</u> | <u>Current FTE</u> <u>Employees</u> |
|---|---|--|--|
| 76 | 6 | 76 | 197 |

DEBT

| | | | |
|-------------------------|----------------|---------------------------|-----------|
| Type of Debt: | Loan Agreement | Outstanding: | |
| Date of issue: | 06/21/16 | Beginning of year: | 92,046 |
| Interest rate: | 3.25% | Issd during year: | - |
| | | Prin.Pd dur year: | 4,286 |
| Original Amount: | 106,000 | Principal Balance: | 87,760 |
| | | Final Maturity | 6/21/2036 |

Grant

Type of Grant: CDBG - Small Cities
Contract Date: 5/1/2016
Grant Amount: 284,000
Project Description: This project consisted of the purchase of Real Property located at 52 Pawling Street, Hagaman, NY

Project name: Target Corporation
T3802
1800 State Highway 5S
Amsterdam, NY 12010

Project type: PILOT/ GRANT

Exemptions

| | <u>State</u> | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|-----------------|--------------|-------------|---------------|---------------|--------------|
| Real Property | | 17,350 | 249,982 | 369,060 | 636,392 |
| Sales Tax | | | | | |
| Mortg Recording | | | | | |

Payment in Lieu of Taxes Received

| | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|--------------|-------------|---------------|---------------|--------------|
| 2010 Project | | | | |
| 2020 | 11,999 | 187,986 | 372,530 | 572,515 |
| 2019 | | 244,595 | 578,883 | 823,478 |
| 2018 | 28,217 | 442,072 | 1,183,950 | 1,654,239 |

*Difference reflects bond repayment

Taxes Paid

| | | |
|-------------|----|---------|
| School | \$ | 54,424 |
| Town/County | \$ | 818,278 |
| | \$ | 872,702 |

Employment

| <u>FTE Employees</u> <u>Prior to IDA</u> <u>Involvement</u> | | <u>Original Estimate</u> <u>Jobs Created</u> | <u>Original Estimate</u> <u>Jobs Retained</u> | <u>Current FTE</u> <u>Employees</u> |
|---|--|---|--|--|
| 0 (2003 project) | | 690 | 0 | |
| 541 (2010 project) | | 0 | 541 | 950 |

*peak employment includes an additional 290 part time/seasonal employees

Grant (N/A)

Type of Grant:
Contract Date:
Grant Amount:

Project Description: The 2003 project consists of the acquisition of an approximately 1,500,000 square foot facility and property located at 1800 State Highway 5S. The grant awarded by the Office of Small Cities was for the purchase of machinery and equipment. This project will lead to the creation of 690 full time positions.
The 2010 project consists of the construction of a 470,000 square foot addition to the existing facility.

Project name: TES Corp
New Process Cleaners
Division Street
Amsterdam, NY 12010

Project type: Loan

Exemptions - N/A

| | <u>State</u> | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|-----------------|--------------|-------------|---------------|---------------|--------------|
| Real Property | | | | | |
| Sales Tax | | | | | |
| Mortg Recording | | | | | |

Payment in Lieu of Taxes Received - N/A

| | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|------|-------------|---------------|---------------|--------------|
| 2020 | | - | - | - |
| 2019 | | - | - | - |
| 2018 | | | | |

Taxes Paid

| | | |
|-------------|----|-------|
| School | \$ | 1,968 |
| Town/County | \$ | 1,808 |
| City | \$ | 2,267 |
| | \$ | 6,044 |

Employment

| <u>FTE Employees Prior to IDA Involvement</u> | <u>Original Estimate Jobs Created</u> | <u>Original Estimate Jobs Retained</u> | <u>Current FTE Employees</u> |
|---|---|--|----------------------------------|
| 5 | 7 | 5 | 5 |

DEBT

| | | | |
|-------------------------|----------------|---------------------------|-----------|
| Type of Debt: | Loan Agreement | Outstanding: | |
| Date of issue: | 01/10/18 | Beginning of year: | 116,824 |
| Interest rate: | 3.50% | Issd during year: | - |
| | | Prin.Pd dur year: | 1,949 |
| Original Amount: | 125,000 | Principal Balance: | 114,875 |
| | | Final Maturity | 1/10/2028 |

Grant - N/A

Type of Grant:

Contract Date:

Grant Amount:

Project Description: Purchase a new facility located on Division Street in the City of Amsterdam. Laundry facilities and dry cleaning

Project name: Valley View Hosp/Microtel
Route 5S
Amsterdam, NY 12095

Project type: PILOT/LOAN

Exemptions - N/A

| | <u>State</u> | <u>City</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|-----------------|--------------|-------------|---------------|---------------|--------------|
| Real Property | | 2,085 | 2,181 | 3,080 | 7,346 |
| Sales Tax | | | | | |
| Mortg Recording | | | | | |

Payment in Lieu of Taxes Received - N/A

| | <u>City</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|------|-------------|---------------|---------------|--------------|
| 2020 | 9,257 | 9,687 | 13,681 | 32,625 |
| 2019 | | - | - | - |
| 2018 | | | | |

Taxes Paid

| | | |
|-------------|----|-------|
| School | \$ | 3,114 |
| Town/County | \$ | 2,181 |
| City | \$ | 2,084 |
| | \$ | 7,379 |

Employment

| <u>FTE Employees Prior to IDA Involvement</u> | <u>Original Estimate Jobs Created</u> | <u>Original Estimate Jobs Retained</u> | <u>Current FTE Employees</u> |
|---|---|--|----------------------------------|
| 0 | 14 | 0 | 5 |

9 PT

DEBT

| | | | |
|-------------------------|----------------|---------------------------|-----------|
| Type of Debt: | Loan Agreement | Outstanding: | |
| Date of issue: | 07/12/19 | Beginning of year: | 483,974 |
| Interest rate: | 5.25% | Issd during year: | - |
| | | Prin.Pd dur year: | 39,917 |
| Original Amount: | 500,000 | Principal Balance: | 444,057 |
| | | Final Maturity | 7/12/2029 |

Grant - N/A

Type of Grant:

Contract Date:

Grant Amount:

Project Description: Building new facility located on Route 5S in the City of Amsterdam. Full service Hotel.

Project name: Vida Blend LLC
Route 5S
Amsterdam, Ny 12095

Project type: PILOT

Exemptions - N/A

| | <u>State</u> | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|-----------------|--------------|-------------|---------------|---------------|--------------|
| Real Property | | - | - | 6,370 | 6,370 |
| Sales Tax | | | | | |
| Mortg Recording | | | | | |

Payment in Lieu of Taxes Received - N/A

| | <u>Town</u> | <u>County</u> | <u>School</u> | <u>Total</u> |
|------|-------------|---------------|---------------|--------------|
| 2020 | N/A | N/A | 1,593 | 1,593 |
| 2019 | | - | - | - |
| 2018 | | | | |

Taxes Paid

School N/A
Town/County
City \$ -
\$ -

Employment

| <u>FTE Employees Prior to IDA Involvement</u> | <u>Original Estimate Jobs Created</u> | <u>Original Estimate Jobs Retained</u> | <u>Current FTE Employees</u> |
|---|---|--|----------------------------------|
| 11 | 18 | 11 | 11 |

Debt

| | | | |
|------------------|-----|--------------------|--|
| Type of Debt: | N/A | Outstanding: | |
| Date of issue: | | Beginning of year: | |
| Interest rate: | | Issd during year: | |
| | | Prin.Pd dur year: | |
| Original Amount: | | Principal Balance: | |
| | | Final Maturity | |

Grant - N/A

Type of Grant:
Contract Date:
Grant Amount:
Project Description: Building new facility located on Route 5S in the Town of Florida - Nutrient Manufacturer

| Historical Employment* For Current Montgomery County Business Development Center Projects | | | | | | |
|---|-----------------------------|-------------------|---------------------|---------------------|--------------------|--------|
| Company (Project Inception) | Original Projections | 2020 | 2019 | 2018 | 2017 | 2016 |
| AJ Bake Factory | 50 created | Did not report*** | 0 | 0, 2 construction | 0, 2 construction | N/A |
| Breton Industries (2008) | 10 created 106 retained | 60 FT - 11 PT | 120 | 112 | 111 | 120 |
| Carolina Clubs (2009) | 7 created 1 retained | 0 | 0 | 0 | 0 | 0 |
| Diversified Ag & Markets and Industrial (2009) | | | | | | |
| DAIM Logistics | 16 created | 41 | 41 | 48 | 35 | 36 |
| | | | | | 12 | 12 |
| Dollar General Distribution Corp | 430 created | 547 | 341 | 2, 616 Construction | 0, 89 Construction | N/A |
| Eisenadler Brauhaus | 5 created | 0 | | | | |
| Executive Group, LLC | 16 Created 13 Retain | 51 | 51 | 13 | N/A | N/A |
| Fabor Properties (Flooring Authority) (2016) | 9 created 4.5 retained | 7 | 7 | 7 | 6 | 6 |
| Family Counseling Center | | 96 | - | - | - | - |
| Hero/ Beechnut (2008) | 136 created 356 retained | 356 | 330 | 355 | 324 | 305 |
| HFM BOCES (2005) | | 396 - FT 19 - PT | 378 | 378 | 334 | 330 |
| Hill & Markes (2010) | 48 created 141 retained | 167 | 151 | 152 | 170 | 158 |
| Lee Shops | 10 Created 5 Retained | 2 | 2 | 10** | 10** | N/A |
| Mohawk Solar | 5 Created | 0 | 0 | | | |
| RAMA Real Properties, Home Helpers (2016) | 6 created 76 retained | 197 - FT 1 PT | 254 | 304 | 170 | 162 |
| Target Corporation (2005) | 690 created | 950 - FT 383 PT | 1130 | 1141 | 883 | 1044** |
| TES Corp | 4 created 6 retained | 2 FT - 6PT | 5 | 2 | N/A | N/A |
| Valley View Hospitality - Microtel | 14 created | 5 -FT 9 PT | 38 Construction | | | |
| Vida Blend, LLC | 11 retained 18 created | Did not report*** | 11, 29 Construction | | | |

*Job creation/ retention numbers listed as FTEs except where noted.

**Annual peak employment # includes seasonal employees

*** - FTE's reported are 2019 numbers; project applicant did not report for 2020

Note: Job creation commitments follow the 1+3 model where company making job creation commitments has 1 year to complete project, usually includes investments in machinery, equipment and real estate, and company is then allowed over the following 3 years to ramp up and achieve the capital investment and job creation commitments made as a part of the original commitment and from an investment / jobs monitoring perspective.



MONTGOMERY COUNTY NY WORKS

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