



MONTGOMERY  
COUNTY NY

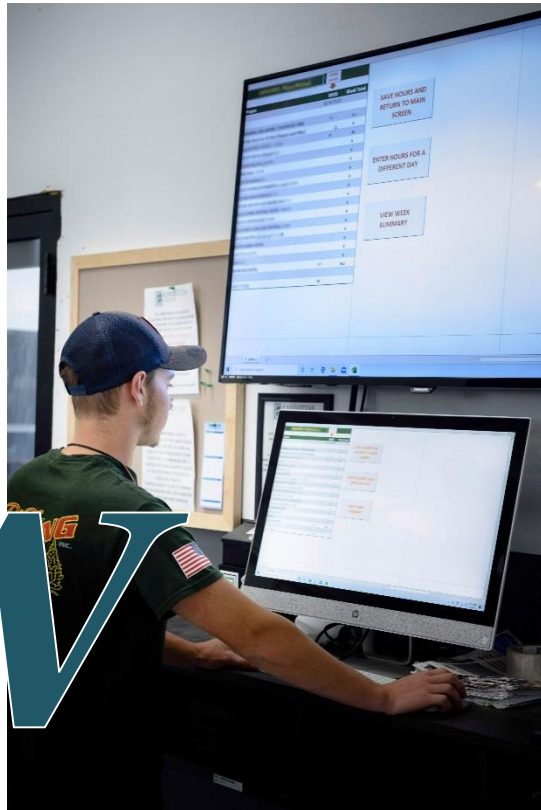
BUSINESS DEVELOPMENT CENTER

---

*Made of Something Stronger*

2022 Annual Report

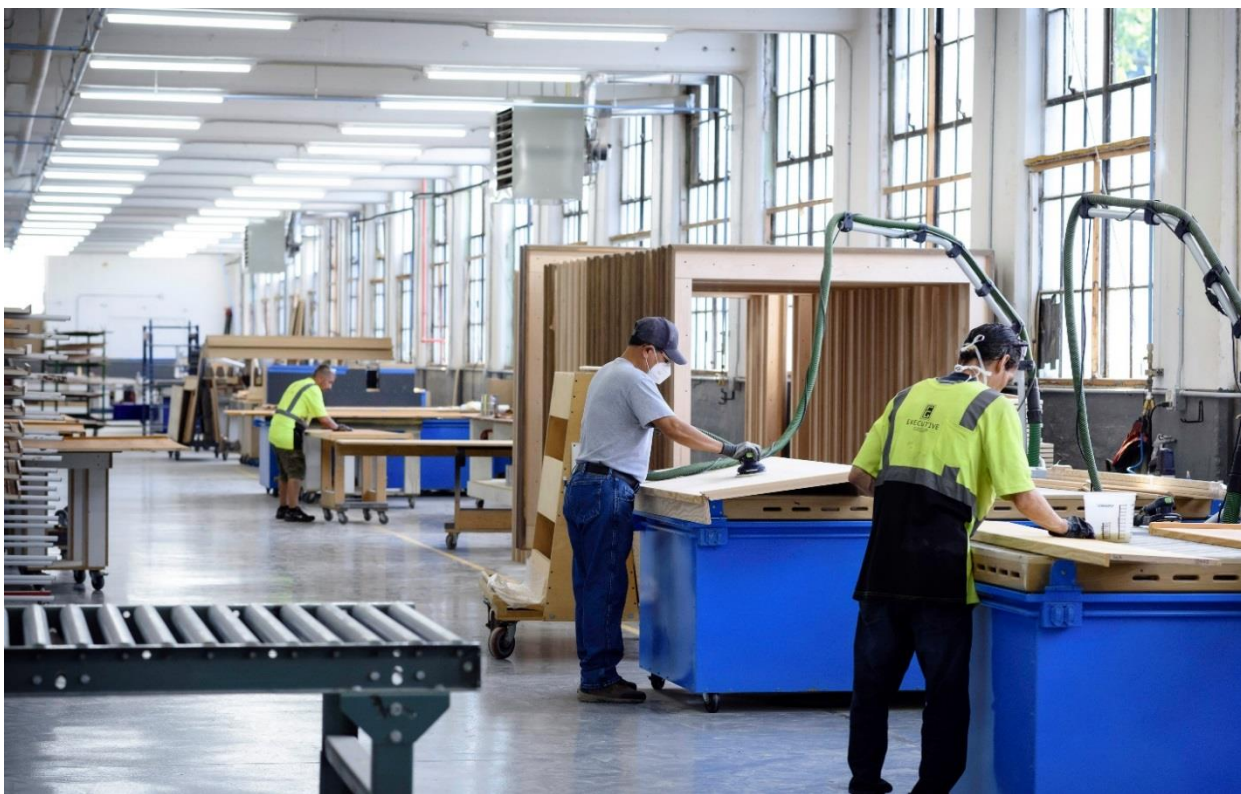






# About the Montgomery County Business Development Center

Montgomery County Business Development Center (MCBDC) was created and is funded by Montgomery County and the Montgomery County Industrial Development Agency. MCBDC acts as a comprehensive, fully integrated economic development agency and planning entity with the mission to create and enhance economic opportunity in Montgomery County. MCBDC's team ensures a thriving job market, vibrant local economy and the highest quality of life for the people of Montgomery County.



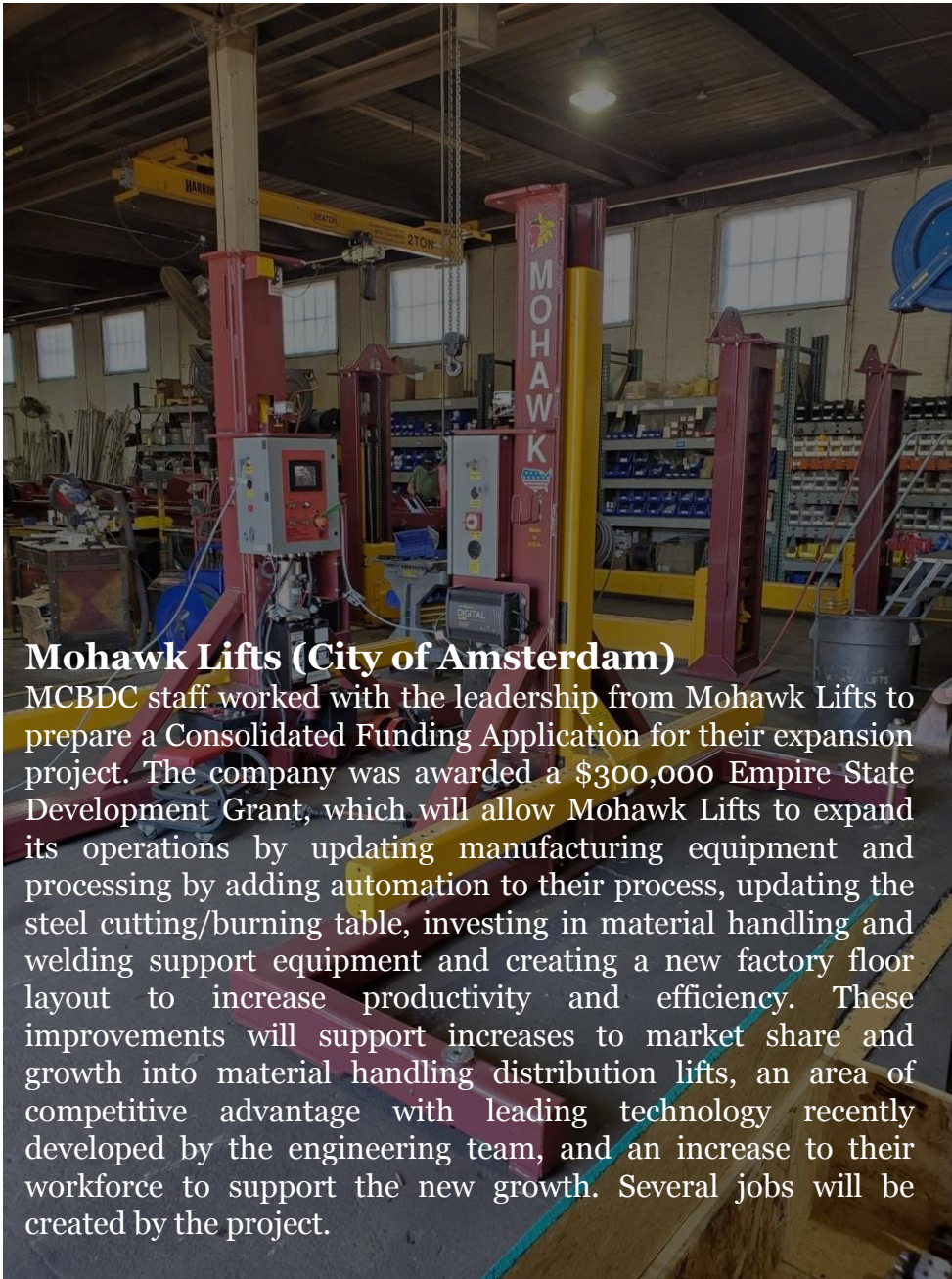
# About the Montgomery County Industrial Development Agency

**Mission Statement:** *The Montgomery County Industrial Development Agency (MCIDA) 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.*

The MCIDA is comprised of a seven-member Board of Directors. The members serve at the pleasure of the County Legislature. In 2022, the MCIDA met a total of six times.

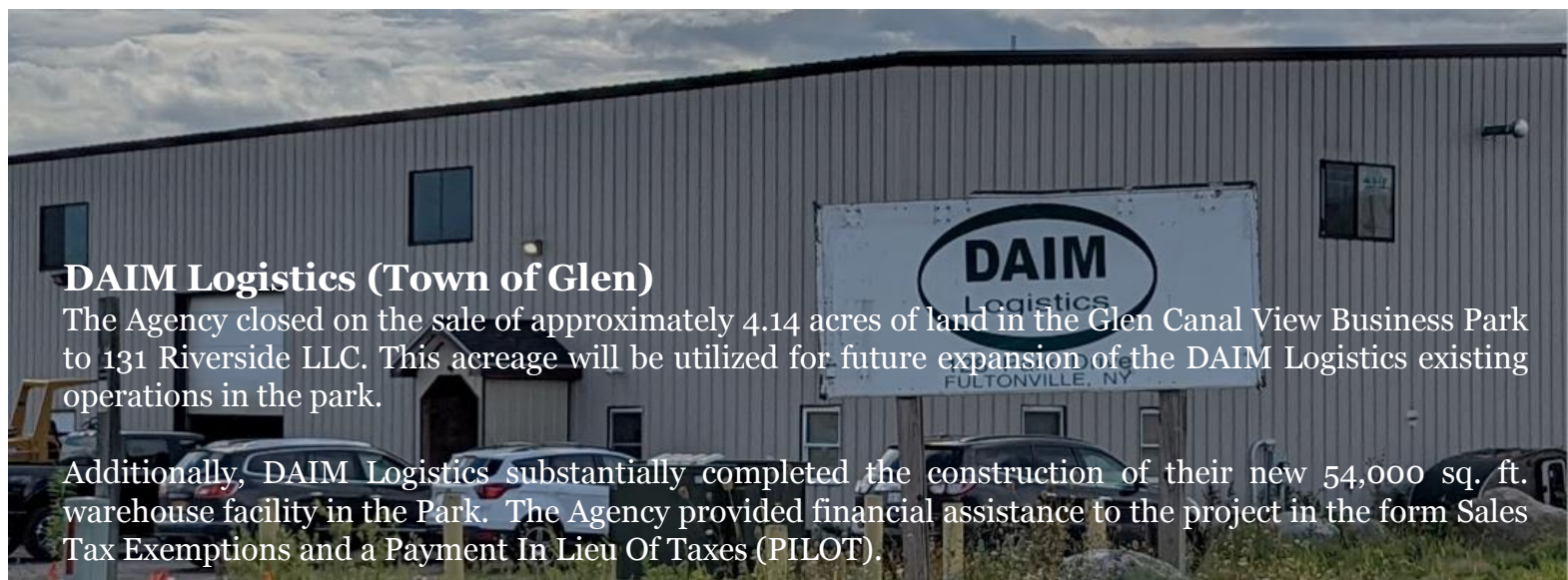


# Continued Successes In 2022



## **Mohawk Lifts (City of Amsterdam)**

MCBDC staff worked with the leadership from Mohawk Lifts to prepare a Consolidated Funding Application for their expansion project. The company was awarded a \$300,000 Empire State Development Grant, which will allow Mohawk Lifts to expand its operations by updating manufacturing equipment and processing by adding automation to their process, updating the steel cutting/burning table, investing in material handling and welding support equipment and creating a new factory floor layout to increase productivity and efficiency. These improvements will support increases to market share and growth into material handling distribution lifts, an area of competitive advantage with leading technology recently developed by the engineering team, and an increase to their workforce to support the new growth. Several jobs will be created by the project.



## **DAIM Logistics (Town of Glen)**

The Agency closed on the sale of approximately 4.14 acres of land in the Glen Canal View Business Park to 131 Riverside LLC. This acreage will be utilized for future expansion of the DAIM Logistics existing operations in the park.

Additionally, DAIM Logistics substantially completed the construction of their new 54,000 sq. ft. warehouse facility in the Park. The Agency provided financial assistance to the project in the form Sales Tax Exemptions and a Payment In Lieu Of Taxes (PILOT).



## **MHXCO Foam Company (Town of Amsterdam)**

MCBDC staff assisted with MHXCO Foam Company through the preparation of a Consolidated Funding Application. MHXCO was awarded a \$500,000 Empire State Development Grant to acquire a self-shielded Electron Beam for cross-linking which is the second step in the foam making process. This project will allow the company to increase manufacturing efficiency and global competitiveness. The project investment will keep the entire production in-house and will allow the company to become completely vertically integrated.

## **National Grid Marketing Grant**

On behalf of the City of Amsterdam, the Agency continued to administer a grant that was awarded through National Grid's Strategic Economic Development Outreach Program for marketing funds to be used by the city. This \$135,000 grant award is being matched for a marketing initiative to properly position 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, which was submitted through a partnership between the city and the county.



# Continued Growth For Established Employers

The Recorder

Amsterdam's MHXCo Foam Company boosting production with \$500K state grant

By Ashley Onyon | Jan 31, 2023 |  
Amsterdam, email newsletter, Featured,  
Local News, The Recorder | 0



Employees working at MHXCo Foam Company in Amsterdam. (Photo provided)

Montgomery County continues to be one of the brightest spots when it comes to economic activity in New York State. According to analysis in the Albany Business Review, Montgomery County was among the top half of counties in the Capital District for manufacturing wage growth from 2018-21.

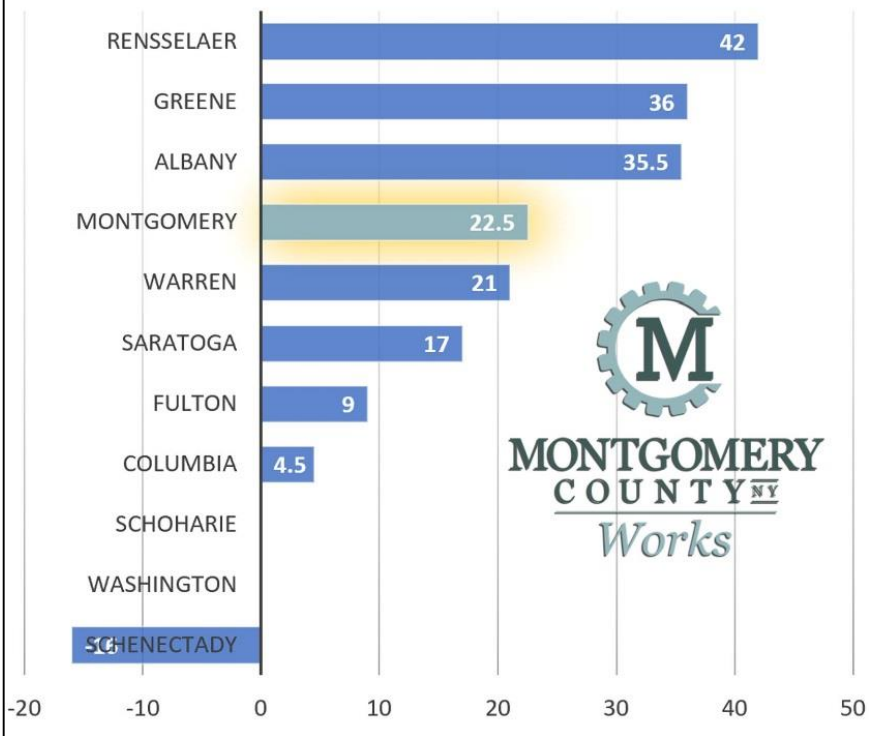
Over the past six years, MCBDC has been awarded more than 40 grants, totaling more than \$25 million for private and public sector projects.

Among those grant awards are ...

- \$10 million Downtown Revitalization Initiative (DRI) award for the City of Amsterdam
- Two Restore NY Grants for the Exit 29 Redevelopment project in Canajoharie (totaling \$6 million).
- \$2 million NYSDEC for a Shared Services Facility
- \$650,000 Schoharie Crossing Stabilization Project

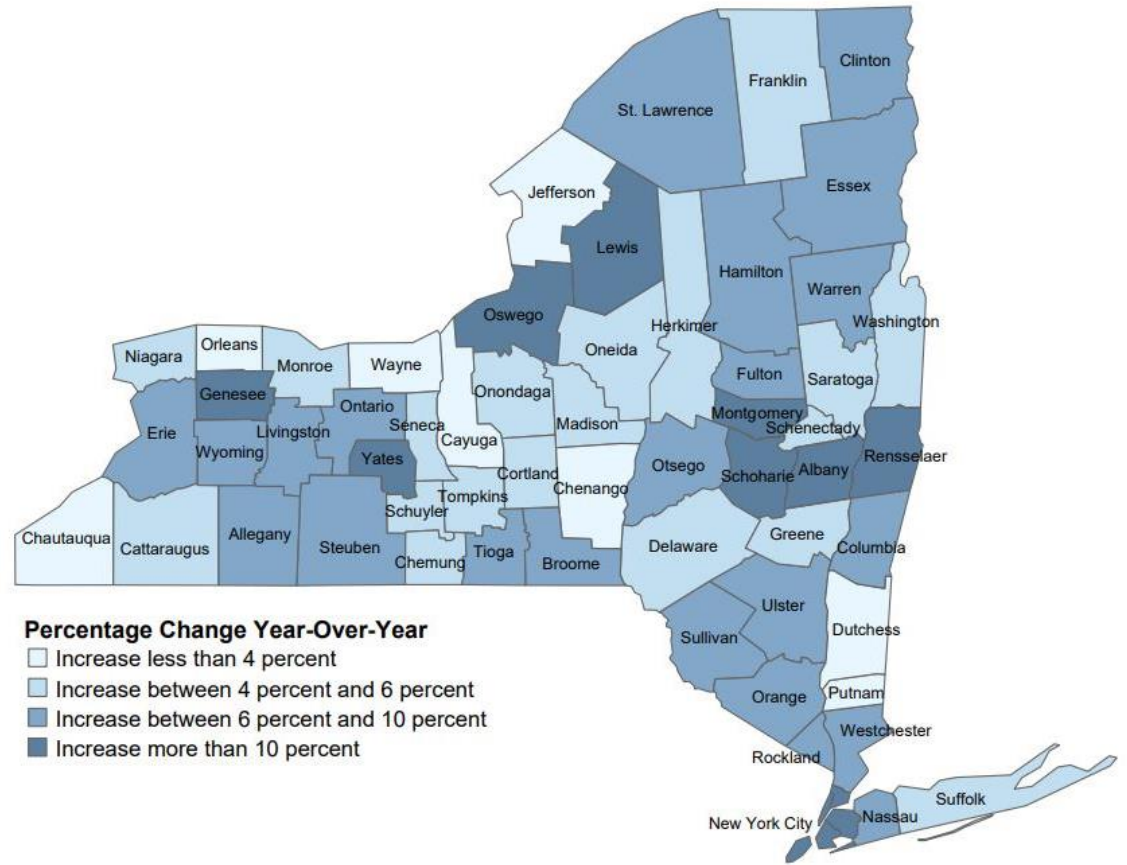
## WAGE INCREASES 2018-2021

(APPROXIMATE. SOURCE: BLS)



# Sales tax collections rose 12% statewide in 2022, with Montgomery County among top gainers

FIGURE 4  
Change in County Sales Tax Collections, Calendar Year 2021 to 2022



Source: Tax and Finance, with calculations by OSC.  
Notes: Includes county and New York City collections.

In 2022, Montgomery County had the third strongest sales tax growth in New York State, at 12.4 percent, behind only Yates (21.1 percent) and Lewis (14.9 percent).



# Montgomery County Blueprint

The Montgomery County Blueprint Plan has been an ongoing process to identify current and emerging industries that are suited for the growth. The agency engaged Camoin Associates to develop and deliver the Montgomery County Business Attraction Blueprint. Through an abundance of research, interviews and communication with Agency Staff, Camoin has produced a number of documents, including the final Business Blueprint Report, the final Marketing Report, and key targeted industry specific spec sheets for the purpose of business attraction. This plan has not only provided an economic assessment of the county and the surrounding regions, but will also help with the implementation of a plan to produce tangible results for Montgomery County.

## Key Targeted Industries

- **Transportation, Warehousing & Logistics**



- **Food Manufacturing**



- **Advanced Manufacturing**



# Florida Business Park

The Florida Business Park and Business Park Extension continues to be a major county asset for business development. MCBDC continues to field inquiries regarding further development of the industrial park. Environmental and permitting work is ongoing. The Agency continued its relationship with Prime AE Group of NY, in relation to engineering services related to continued development of the business park.

Click below to see more about the Route 5S Corridor Project.



ROUTE 5S CORRIDOR PROJECT  
VISION. PARTNERSHIP. SUCCESS.

## DG Northeast, LLC

The Agency received an application from the DG Distribution Northeast, LLC (Dollar General) for the construction of an approximately 150,000 sq. ft. perishable goods distribution center. Dollar General anticipates that the project would create up to 150 jobs, across the street from its facility that opened in 2019, and currently employs more than 500 people. Currently, the company is going through the local, state and federal permitting process. Dollar General is now one of the largest employers in Montgomery County.

### ROUTE 5S CORRIDOR PROJECT BY THE NUMBERS



\$500+ million of  
private investment



3.5+ million square feet  
built or in development



2300+ jobs created to date



\$5+ million in annual  
direct tax revenue







*INVEST*



# Our New Home



**MONTGOMERY**  
COUNTY NY  
**WORKS**

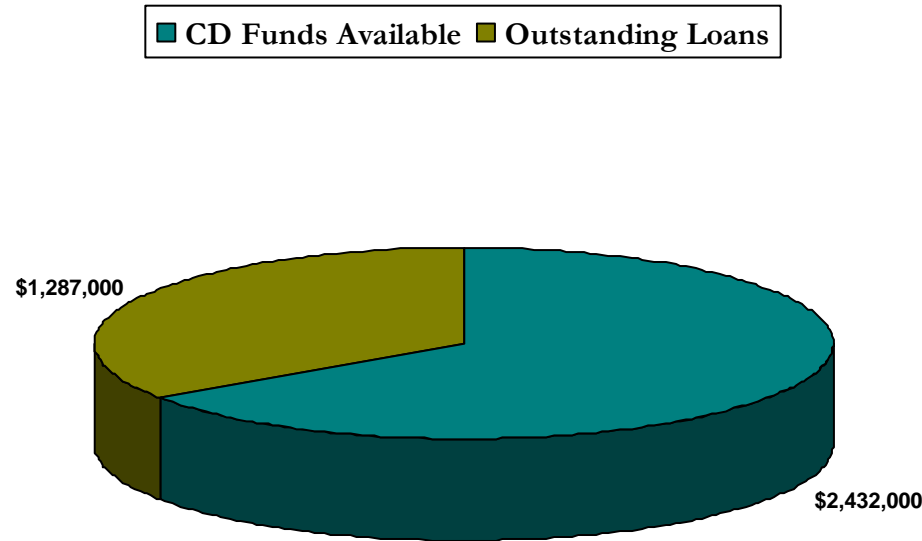
## County Shared Services Facility

The Agency closed on the sale of approximately 20 acres of land for a new shared services facility. This facility will become the home of the Montgomery County Business Development Center and Montgomery County's Department of Public Works. When fully operational, this modern facility will further demonstrate the county's commitment to economic development and help MCBDC better meet the needs of current and prospective employers. Construction of the facility continued throughout 2022, with completion slated for the spring of 2023.



# 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.

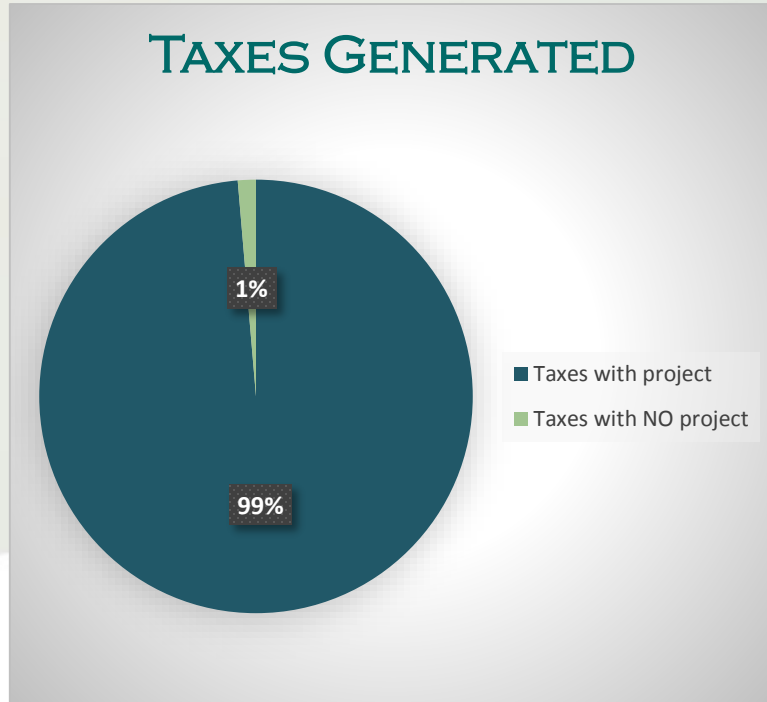


As of December 31, 2022 the Fund had approximately \$2.4 million available to local businesses. No new loans were processed this year. The fund has over \$1.2 million in outstanding loans to 7 county businesses. The IDA and MCBDC continue to work with new and existing businesses, making these companies aware of the programs offered through the Community Development Fund.



# IDA/CRC Projects

The Montgomery County Business Development Center has assisted 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 (IDA) and the Montgomery County Capital Resource Corporation (CRC). The figures indicated below 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.

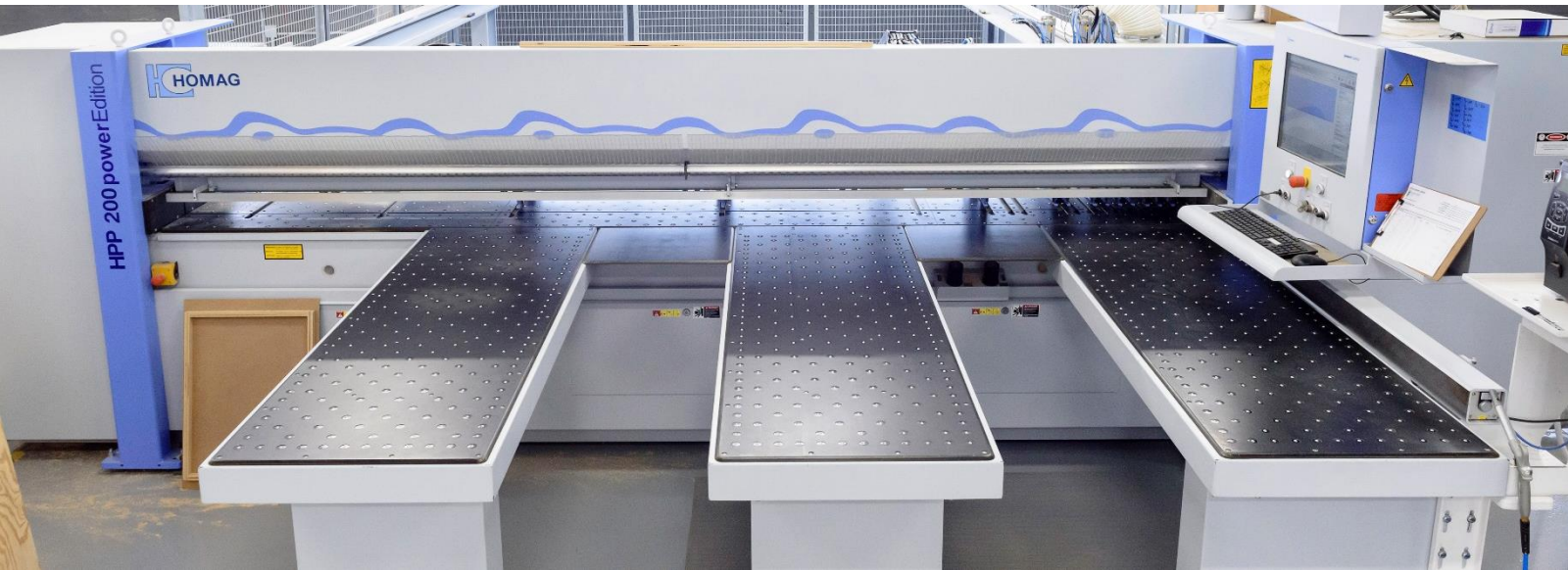


In 2022, the IDA assisted over 11 companies who employed over 3,350 individuals with a combined annual payroll in excess of \$150 million and generated over \$3.66 million in property taxes and PILOT payments. Additionally, these projects accounted for over \$636M in capital investment.



## E29 Redevelopment (Village of Canajoharie)

Progress continues at the Exit 29 site, in Canajoharie, at both the local and county levels. Following the County Legislature's approval, MCBDC Leadership worked with the County Executive to sign a contract with Ritter & Paratore Contracting, Inc. (RPCI) to perform demolition on the western portion of the site, including the former main Beech-Nut headquarters. At the recommendation of MCBDC leadership, the County Legislature also authorized an extension of the county's contract with LiRo Engineering, the engineering firm responsible for demolition design, bid and construction oversight. The firm has been working in partnership with the county on the project since it was contracted in 2018. E29 Labs completed the local zoning process as it prepared for future development of its manufacturing facility, pending licensing approvals from the State of New York's Cannabis Management. MCBDC staff also worked through the Village of Canajoharie Planning Board to subdivide the Exit 29 site in three lots to further E29's proposal and other potential development. The final subdivision of the site was approved at the October Village Planning Board meeting. Under the new subdivision, the eastern side of the property remains a 19.6-acre parcel, and the western side is divided into two parcels, one being 4.2 acres and another 3.77 acres.



## County Microenterprise Grant

The Agency 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. This 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 the ground or allowing them to get to the next level of economic prosperity. The department received 24 applications from small businesses, resulting in 11 awardees.







# Strategic Communications & Marketing



**MONTGOMERY**  
COUNTY NY  
*Works*

**WE GET IT. GOOD RELATIONSHIPS  
MAKE FOR GREAT BUSINESS.**

Montgomery County Business Development Center remains dedicated to building long-term partnerships with local businesses through innovative, informed, cooperative and proactive relationships. Teamwork and accessibility are the backbone to our success.

We continued to build upon long-term relationships with local businesses through an array of marketing techniques, including our “Small Business of the Month” program and other creative efforts to capture and share the positive attributes of the county and its residents.

The department continues to try to attract businesses into the county, while also understanding the importance of promoting and sharing positive news about existing employers.

Moving forward, the department plans to continue utilizing social media and strategic marketing tools to build its brand and showcase its continued economic vitality.



# Tourism

MCBDC staff and leadership took a more active role in marketing the county as a tourist destination in 2022. Working with the County Executive's office, MCBDC developed a comprehensive four-season tourism initiative.

The goals are showcasing the county's rich recreational and historic assets and unique community character. This initiative aims to provide visitors with impactful experiences that makes Montgomery County a repeat destination for travelers in upstate New York and beyond.

This plan included better leveraging existing assets, as well as creating new marquee events that drive visitation, economic growth and additionally highlight quality of life for county residents.

In October, the County Legislature named the Economic Development & Planning Office the Tourism Promotion Agency (TPA) for Montgomery County.



Visit  
**Montgomery County**

COME HERE TO GET BACK

[VisitMontgomeryCountyNY.com](https://VisitMontgomeryCountyNY.com)

## County Tourism Goals

- Establish Montgomery County as a four-season destination regionally and beyond
- Promote Montgomery County as an attractive place for relocation
- Increase revenue for local business community
- Stimulate long-term workforce development
- Generate additional county sales and bed tax revenue



# ELVES DAY OUT

*Canajoharie, NY*



**Visit**  
**Montgomery County**  
COME HERE TO GET BACK  
[VisitMontgomeryCountyNY.com](http://VisitMontgomeryCountyNY.com)



# GET BACK TO NATURE

Visit Montgomery County



COME HERE TO GET BACK

**TAKE A BITE**  
**OF MONTGOMERY**  
[VISITMONTGOMERYCOUNTYNY.COM](http://VISITMONTGOMERYCOUNTYNY.COM)



*The Blues at Burbine*  
*Disc Golf Tournament*

SPONSORED BY



**Visit**  
**Montgomery County**  
COME HERE TO GET BACK



# Planning Initiatives

## County Secures Significant Funding To Protect Against Future Emergencies *Hazard Mitigation Plan Will Help County Prepare For Natural Disasters*

Montgomery County has secured \$120,000 in funding from the New York State Division of Homeland Security and Emergency Services (NYSDHSES) to update its 5-year Multi-Jurisdictional Hazard Mitigation Plan (HMP).

This updating of this plan is critical to minimize the potential loss of life and property damage and to help better prepare for future emergencies.

For the first time, this update will incorporate climate vulnerability assessments into the HMP, instead of relying solely on information from historical events. The HMP will also take into account the 2019 New York State Hazard Mitigation Plan and the forthcoming 2023 FEMA updates.

The county is working with local municipalities and various stakeholders, in addition to the consultant, Tighe & Bond, to conduct the HMP update. When completed, maps and data will be available for public review.



**Kayak Share:** The second edition of the New York State Canalway Water Trail Guidebook includes Amsterdam as one of more than 20 new launch sites, new outfitters and businesses, and updated information about camping and amenities. MCBDC has continued its focus on the river and unlocking paddling adventures throughout the county.



**Rural Placemaking:** This rural development investment will be used to develop a strategic plan to identify implementable placemaking projects in four target communities in the Mohawk Valley Region. This project will serve the community by creating a placemaking plan to identify and prioritize regionally significant projects in the Town of Minden, Village of Fort Plain, Village of Palatine Bridge and the Village of Nelliston. This will take place by partnering with the Mohawk Valley Economic Development District Inc., to create effective new projects and strategic plans and build more creative and equitable places to live, work, and play.



**Community Wide Brownfield Assessment Grant:** The county was awarded a \$300,000 grant from the Environmental Protection Agency (EPA) to do Phase I Environmental Site Assessments on brownfields in the county. Those assessments were done at Five Corners in Amsterdam, the Medical Linen System in St. Johnsville, 87 North Division St., in St. Johnsville, and the Arkell & Smiths Sack Factory in Canajoharie.



# ABOUT US

## MCBDC STAFF



Kenneth F. Rose  
Director  
[kröse@co.montgomery.ny.us](mailto:kröse@co.montgomery.ny.us)



Sheila Snell  
Deputy Director/CFO  
[ssnell@co.montgomery.ny.us](mailto:ssnell@co.montgomery.ny.us)



Vincenzo Nicosia  
Director of Program Development  
[vnicosia2@co.montgomery.ny.us](mailto:vnicosia2@co.montgomery.ny.us)



Stephanie Battisti  
Economic Development Specialist  
[sbattisti@co.montgomery.ny.us](mailto:sbattisti@co.montgomery.ny.us)



Alex Kuttesch  
Senior Planner  
[akuttesch@co.montgomery.ny.us](mailto:akuttesch@co.montgomery.ny.us)



Andrew Santillo  
Staff Assistant  
[asantillo@co.montgomery.ny.us](mailto:asantillo@co.montgomery.ny.us)



Karl Gustafson Jr.  
Grant Assistant  
[kgustafson1@co.montgomery.ny.us](mailto:kgustafson1@co.montgomery.ny.us)

## Industrial Development Agency Board Of Directors

Matthew Beck  
Carol Shineman  
Laurie Weingart  
Cheryl Reese  
Mark Kowlaczyk  
Amanda Auricchio, Esq.  
Brent Phetteplace

Chairman  
Vice-Chair  
Secretary  
Treasurer  
Member  
Member  
Member

## County Planning Board

Wayne DeMaille  
Mark Hoffman  
Angela Frederick  
Vacant  
Dave Wiener  
Irene Collins  
Doug Stahura  
Ronald Jemmott  
Erin Covey  
Betty Sanders  
Vacant

Chairman, District #5  
Vice Chair, District #2  
District #1  
District #3  
District #4  
District #6  
District #7  
District #8  
District #9  
Alternate  
Alternate

## Agricultural & Farmland Protection Board

Roy Dykeman  
Dave Rivkovich  
Michael Cole  
James Hoffman  
Martin Kelly  
Kenneth Rose  
Tom Nelson  
Corey Nellis  
Christine DePasquale  
Russ Kelly

Active Farmer  
Active Farmer  
Active Farmer  
Agribusiness  
County Legislator  
Eco. Dev. Director  
Farm Bureau  
County Soil & Water  
Real Property Dir.  
Cornell Cooperative



# PARTNERSHIPS



**Empire State  
Development**

**Canal  
Corporation**

**Agriculture  
and Markets**

**Department of  
Environmental Conservation**

**Mohawk Valley  
Regional Economic  
Development Council**



**MVEDD**  
Mohawk Valley Economic Development District, Inc.



The Fulton, Montgomery and Schoharie Counties



**nationalgrid**



FULTON COUNTY CENTER FOR REGIONAL GROWTH



**Fulton-Montgomery  
Community College**







MONTGOMERY  
COUNTY NY  
*Works*

TRUSTED BRANDS TRUST  
MONTGOMERY COUNTY







MONTGOMERY  
COUNTY NY  
WORKS

