



MONTGOMERY  
COUNTY NY

BUSINESS DEVELOPMENT CENTER

*Made of Something Stronger*



# Annual Report 2018



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## Board Members and Staff

### Montgomery County Industrial Development Agency Board of Directors

John McGlone	Chairman
Matthew Beck	Vice-Chair
Robert Harris	Treasurer
Carol Shineman	Secretary
Mark Kowalczyk	Member
John Snyder	Member
Amanda Auricchio, Esq.	Member
A. Joseph Scott, III Esq.	Agency/Bond Counsel

### Montgomery County Planning Board

Vacant	District #1
Mark Hoffman	District #2
John Lyker	District #3
David Wiener	District #4
Wayne DeMallie	District #5
Irene Collins	District #6
Robert DiCaprio	District #7
Ronald Jemmott	District #8
Erin Covey	District #9
James Post	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
Gerald Douglas	Farm Bureau
Corey Nellis	County Soil & Water
Sandra Frasier	County Real Property Director
Russ Kelly	Cornell Cooperative Extension

## Montgomery County Business Development Center Staff

Kenneth Rose  
Sheila Snell  
Amanda Bearcroft  
Michele Marzullo  
Karl Gustafson Jr.  
Andrew Santillo

Chief Executive Officer  
Chief Financial Officer  
Senior Planner/GIS Specialist  
Economic Development Program Asst  
Grant Assistant  
Staff Assistant



## About the MCBDC

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.*



Winnie Blackwood/Recorder staff  
Kenneth Rose, Montgomery County Business Development Center CEO, speaks during Thursday's Montgomery County Industrial Development Agency meeting at the Old County Courthouse in Fonda.



Charnelle DeFusse/Recorder staff

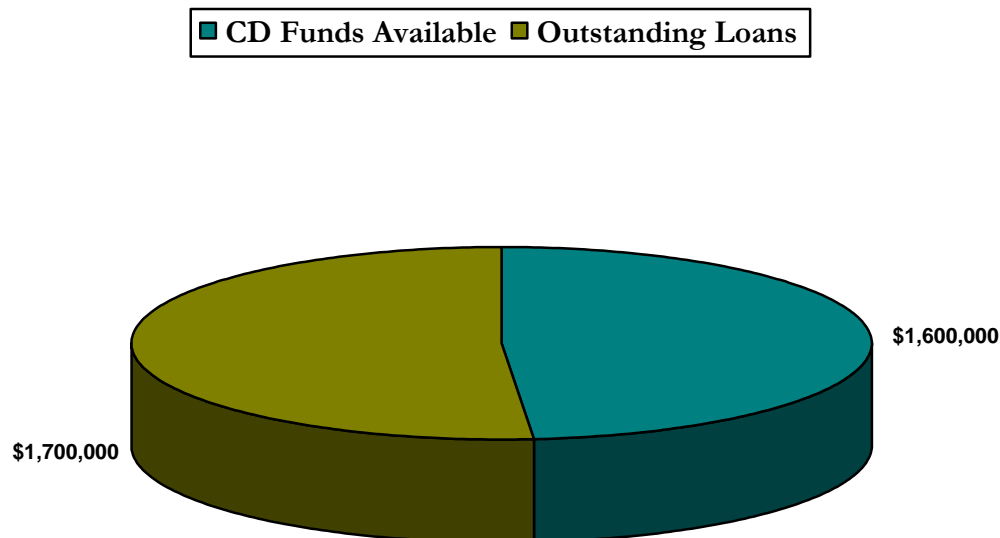
Montgomery County Industrial Agency Chairman Robert Hoefs was honored at the IDA meeting Thursday for his years spent on the volunteer board. He is set to retire at the end of March. From left: Montgomery County District 9 Legislator Robert Purtell, Montgomery County District 3 Legislator Roy S. Dimond, Mark Kowalczyk, Hoefs, John McGlone, Carol Shineman, John Snyder and Montgomery County District 5 Legislator Daniel Wilson.

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 <http://www.mcbdc.org/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.

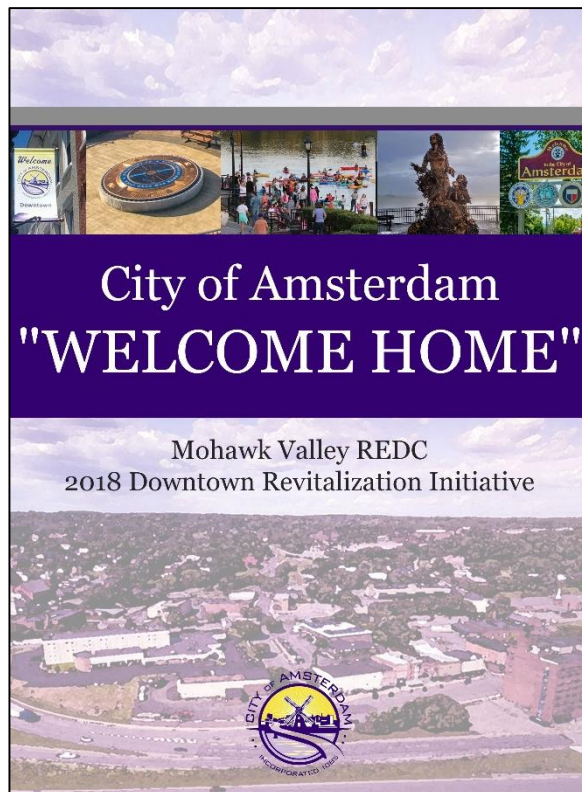
## Community Development Fund

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, 2017 the Fund had approximately \$1.9M available to local businesses. Two new loans were processed this year leaving the fund with over \$1.7M in outstanding loans to 8 county businesses along with \$1.6M 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



## Exit 29 Redevelopment

The Village of Canajoharie was awarded \$6 million, the only special project designation in the entire state of New York, through the RESTORE NY Program for the Exit 29 Redevelopment Project. Agency staff, on behalf of the Village of Canajoharie wrote the two RESTORE NY grant applications and are administering the grant. This award will allow for the demolition of the abandoned and condemned warehouse space at the former Beech-Nut facility that sits on a 26-acre parcel of land.

RFQ's were issued to provide Professional Engineering Services for Asbestos Assessment and Preparation of Plans, Specifications and Bid Documents and Construction Inspection for Asbestos Abatement and Multiple Structure Demolition/Rehabilitation. After an extensive review of various proposals by Agency Staff, County and Village officials, LiRo Engineers, Inc., from Buffalo was hired in July. LiRo began work immediately and developed a Demolition Bid Documents for the eastern side of the facility, which were released in the fall.



In total, the Village of Canajoharie has been awarded \$6.5 million in RESTORE NY for the Exit 29 Redevelopment Project. The Village and Montgomery County have formed a powerful inter-municipal partnership to see this project to completion.

The long-term vision for the redevelopment project is to transform the site into a productive, vibrant, walkable area that integrates with the existing fabric of the village and enhances the quality of life. The County team envisions a mix of development that provides jobs, increases the tax base and provides recreational and social benefits for village residents.

### City of Amsterdam — Downtown Revitalization Initiative

In September, the City of Amsterdam was named one of the 10 statewide recipients of the Downtown Revitalization Initiative and a \$10 million award. Agency staff wrote the DRI grant application, on behalf of the City. The City was the DRI recipient for the Mohawk Valley region, following a review by the Regional Economic Development Council and its recommendation that Amsterdam is a prime example of an area which holds the characteristics needed for a vibrant community, where tomorrow's workforce will want to live, work and raise families.



Over the past 15 years, Amsterdam has followed its master plan by tackling objectives, overcoming challenges and moving forward piece by piece to build a new, diverse and sustainable downtown on both sides of the Mohawk River. With a total of \$151 million

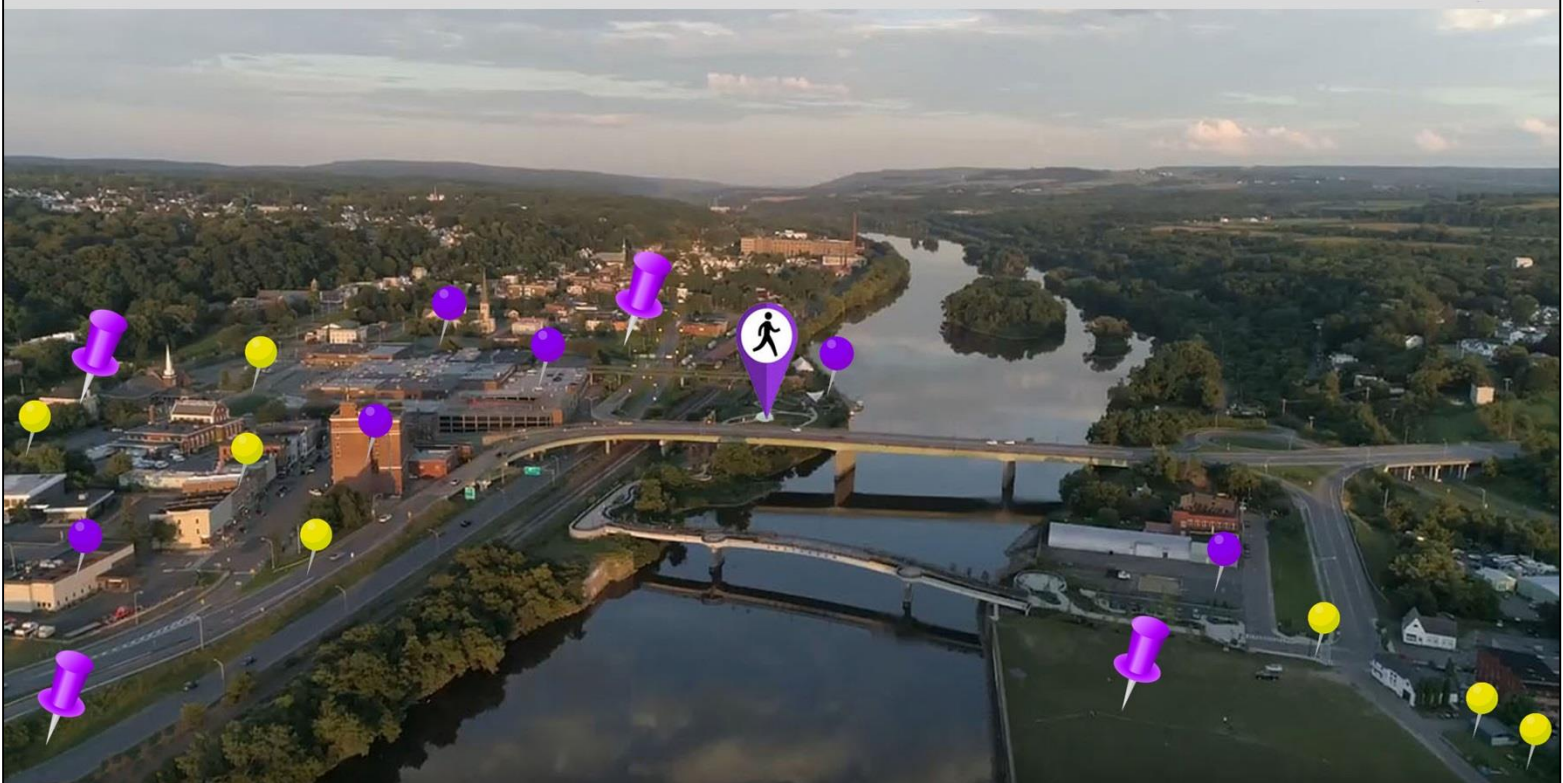
recently invested by the public and private sectors, \$60 million in the past year alone, Amsterdam is again becoming an attractive downtown and livable community, poised to become a regional destination and an urban hub of the Mohawk Valley.

Major projects in the DRI application anchor Amsterdam's Downtown Target Area. These anchors help to make Amsterdam's downtown more vibrant and diverse. Projects involving the Amsterdam Free Library, the Multi-Modal Center and the Chalmers Redevelopment Project all incorporate critical elements to create the desirable atmosphere where people can live, work and raise a family.

Amsterdam's downtown revival is real and the state's recognition and acknowledgment of that fact by awarding the City the DRI shows we are capitalizing on this excitement and continuing to added to the momentum.



## City of Amsterdam DRI Projects Layout



10-Minute Walk Point



Anchor Hub



Private Investment



Public Investment

## KCG Development at Former Chalmers Site



*Mohawk Valley Compass*

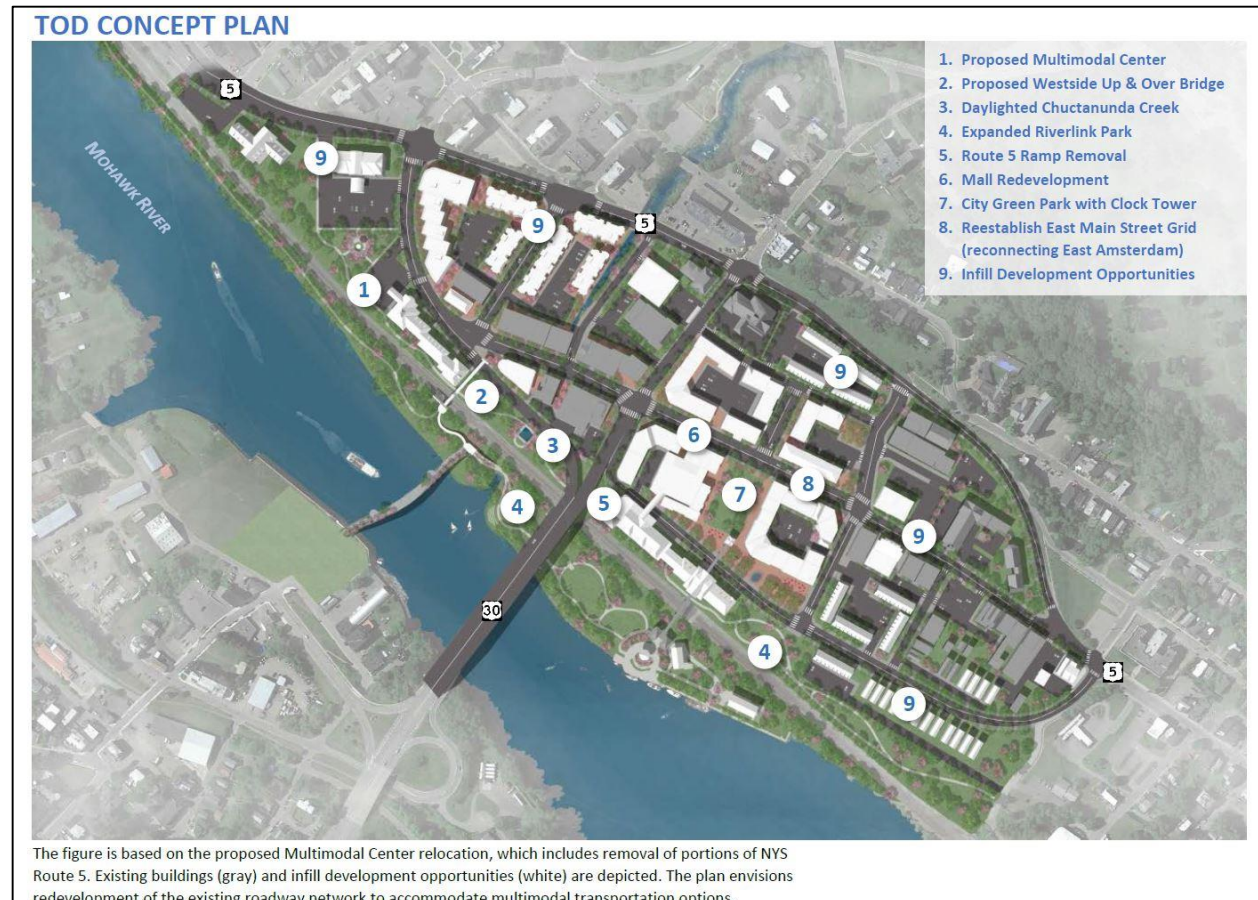
KCG Development, LLC, is developing the site of the former Chalmers Knitting Mill on the City of Amsterdam's South Side. This 3-acre parcel will be turned into a mixed-use project, which will include a banquet facility, commercial space and housing component. This development serves as the first real significant new construction project that the City of Amsterdam has seen recently. This project is an anchor project of the City's winning Downtown Revitalization Initiative application, and will help to transform the downtown into a desirable place to live and work.

In November, the Agency received an application from KCG Development, LLC, for its project to be located in the City of Amsterdam. The project consists of the construction of a facility consisting of approximately 120 residential apartment units and approximately 15,800-square-foot restaurant and banquet/event facility space. The project will result in a capital investment at \$33.8 million, with 29 full-time jobs, along with approximately 180 construction jobs. The project is in the final stages of obtaining the applicable financing.



## Multi Modal Facility Relocation Study

Mott MacDonald produced the completed Downtown Amsterdam Multimodal Center Study in July. The goal of the study was to find a feasible site to develop a new multimodal facility in downtown Amsterdam that can serve as a catalyst for economic growth. The study was funded by the New York Department of State and the City of Amsterdam, and staff from the MCBDC provided guidance and assistance with the Advisory Committee and in grant administration.



The design team consisted of Mott MacDonald, Saratoga Associates, EM Pemrick & Company, Chazen Companies and MJ Engineering. The final study evaluated six potential sites in the downtown area and the goal a reconfiguring the roadway system to provide access to the new multimodal facility and to promote a more walkable, pedestrian friendly urban environment.

Through the Transit Oriented Development (TOD) component, the design team and Advisory Committee developed a two-part strategy to achieve the goals of connecting the City and stimulating economic development. This recommendation was presented to the Amsterdam Common Council in May.

The study's result was a preferred location for the multimodal center at the west end of East Main Street, with a connection to the Mohawk Valley Gateway Overlook (MVGO). The removal of the mall downtown and the extension of Main Street will also be pursued by creating a TOD district, with design guidelines to attract development to the area.

## Dollar General

Progress continues at the site for Dollar General's distribution center in the Florida Business Park in the Town of Florida. Dollar General broke ground on the company's 16<sup>th</sup> distribution center in 2017, and is expected to be completed in 2019. The project will create 430 new jobs in the 750,000-square-foot facility. Montgomery County was chosen for this project due to its convenient location to the Thruway, its proximity to business markets throughout the northeast, the county's business friendly environment and the availability of a quality workforce.



Throughout the year, MCBDC staff worked with multiple state offices and National Grid on relocating power poles to widen Route 5S in the Town of Florida, while also working to provide Dollar General with any support needed.

Staff also worked to solicit bids for the road widening project, which was awarded to Rifenburg Construction, Inc. One quarter mile of Route 5S will be widened through the corridor of the Florida Business Park Extension, where Dollar General is located, adding turning lanes and additional infrastructure to both sides of the road, so as to minimize any disruption of traffic.

When fully operational, this distribution center will supply products to Dollar General's 800 stores in New York and other states in the northeast.

## Vida Blend

The Agency received an application and processed a loan through the County's Revolving Loan Fund for Vida-Blend, LLC, in the amount of \$500,000. This loan is to assist in financing their project to construct a new facility located in the Florida Business Park Extension.



ROBIN K. COOPER

Freddy Luna is the chief executive and founder of Vida-Blend in Amsterdam, New York.

*Albany Business Review*

The project consists of the construction of a pre-mix nutrient manufacturing facility consisting of approximately 14,000 square feet. The project will result in a capital investment estimated at \$1.4 million, with 18 new full-time jobs and 18 retained full-time jobs. This expansion and the need for more production workers is needed to meet their increasing manufacturing needs. Average annual salary of company jobs created would be approximately \$26,100. The Agency held a Public Hearing in the Town of Florida. The project is currently in the final stages of obtaining the applicable financing.

## Executive Trim Group

The Agency processed a loan through the County's Revolving Loan Fund for Executive Trim Group, in the amount of \$500,000. The project is anticipated to lead to the creation of 16 full-time jobs and retain 13 full-time employees.

Executive Trim Construction, Inc, DBA Executive Group was established in June 2011, installing furniture, fixtures and equipment for leading hotels and banks throughout the United State and Puerto Rico. Continued expansion led the Executive Group to branch out into logistics and millwork manufacturing, now having the warehousing space, located on Park Street, in Amsterdam.

## Valley View Hospitality

The Agency received an application and also processed a loan through the County's Revolving Loan Fund for Valley View Hospitality, in the amount of \$500,000, for its project to build a hotel to be located in the City of Amsterdam.

The project is to construct a 67-room Microtel motel on 2.4 acres of land at 1393 NYS Route 5S. The total project costs around \$7 million, with 14 new full-time jobs to be created. The Microtel will be adjacent to the Knights Inn and within one-half mile from the existing Super 8, but will be a higher quality accommodation to serve the unmet needs for this type of accommodations. The project is currently in the final stages of obtaining the applicable financing.

## Public Safety Garage

In the fall, the county broke ground for its new Public Safety Facility Garage. This new garage will relocate equipment currently housed in the floodplain up to the Public Safety Facility, in Fultonville.

Preliminary work took place during the fall and winter. The work for the garage is being done by the team of AMZ Construction Services, Inc., B&B Construction, Inc., LaCorte Companies, Inc., and R&B Mechanical.

The new 9,240-square-foot facility was funded in part by a Consolidated Funding Application (CFA) grant received in 2016. The new garage will help Emergency Management have a faster response time, as their office is located in the same property as their equipment. It also achieves one of the county goals of having all of the public safety services in one designated location.

This project is relocating another county building out of the flood zone, and increasing efficiencies by having all of Emergency Services and Sheriff's Office equipment in one location. Construction is on schedule for a 2019 completion date.

## Solar Energy Systems

The Agency finalized an application from Mohawk Solar, LLC, and authorized execution of documents in connection with a lease/leaseback transaction for their project located in the Towns of Canajoharie and Minden. The project consists of the acquisition of an interest in approximately 1,000 acres of land located in the two towns for the construction of a solar generating facility, and is the largest solar project currently being undertaken in the entire state. The project will result in a capital investment estimated at \$135 million, with five full-time jobs.



The Agency authorized and entered an option agreement with Borrego (Glen Canal View Solar 1, LLC), for its project to develop, design, engineer, access, construct, monitor, install, own, maintain and operate one or more solar photovoltaic electric power generating and storage in the Glen Canal View Business Park, in the Town of Glen.

In December, the Agency enacted a moratorium on the review of Agency applications for financial assistance relating to wind and solar projects, in order to allow the staff of the Agency time to gather further information relating to and understanding of the effect of such financial assistance on the local and state economy.

## Climate Smart Communities

The County is working towards becoming a Certified Climate Smart Community. Additional steps are required to be submitted to the New York State Department of Environmental Conservation. That designation gains the county recognition, as well as checks off the final of four NYSEERDA qualifications for their Clean Energy Community program. When this is completed, the County will have access to a \$150,000 no-match grant funding to be used for energy improvements to its buildings. The County Legislature formalized its commitment to this process in 2016 by adopting a resolution and pledging to become a NYSEDEC Climate Smart Community.

## NYSEERDA Clean Energy Community

The county has completed three of the four items to move towards NYSEERFA funding. The fourth and final requirement is the certification of the Climate Smart Communities program.

## Arkell Above Ground Storage Feasibility Study

In 2016, MCBDC staff had worked with the Arkell Foundation and the Arkell Museum on securing CFA grant funding in the form of an ESD Feasibility Study, to look at cost analysis to move an existing below grade art storage facility to above ground to protect from future flooding events. An RFP was put out on the project and the firm Gluckman Tang was selected to create the plan. The feasibility study was completed in the summer, and all documents were submitted to the state for the final drawdown.



The proposed project will work with architects, HVAC professionals, conservators and others to ensure that the planned storage area will be well suited to the museum's collection needs now and into the future. Once the new storage facility is constructed, the basement space will be converted into added classroom/workshop space that is also greatly needed.

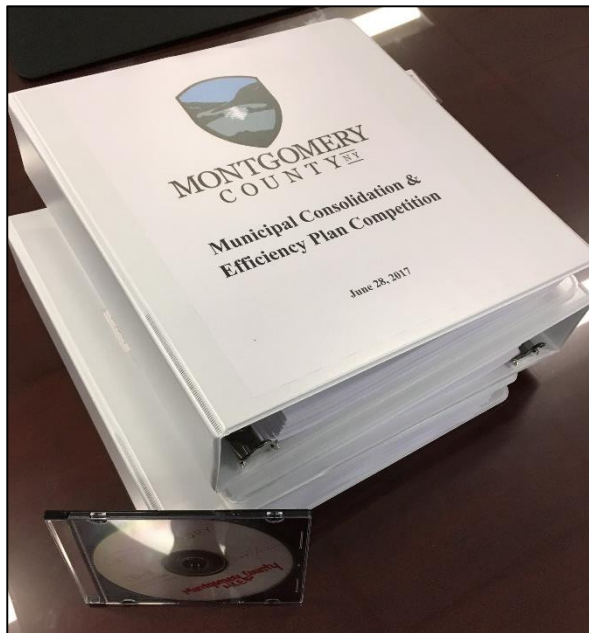
## 2020 Census Update

MCBDC staff continue preparing data and information for the impending 2020 Census update. Conferences and webinars have been attended in order to learn how to collect and submit data. Staff will submit data for the entirety of Montgomery County in order to have the most accurate depiction of data for the update.

In 2018, staff completed all of the mapping that was sent over and used the Geographic Update Partnership Software (GUPS) system. The shape files were also all updated and sent back, changes that were accepted and the County is now waiting for the next steps in the Census process.

## Consolidation Efforts / Shared Services

The County continues to look for way to be more efficient and work more effectively. In August, the state released an application for state matched funds, as part of the countywide shared services initiatives. Montgomery County has been heavily involved in the process, including the submission of a grant application, in 2017, as part of the Municipal Consolidation and Efficiency Competition (MCEC).



The MCEC was designed to empower counties and other local governments to reduce the number of local governments, pursue opportunities for increased shared services, and implement modernizations in local government to reduce the burden on taxpayers. Montgomery County was a finalist for the MCEC award, which was announced in June. While the County wasn't the ultimate winning choice of the state, as a finalist, the Department of State will continue to be a partner in identifying other opportunities for project support.

The County has moved forward using the Municipal Restructuring Fund to advance the goals of its original plan.

In November, the County was recognized as a leader and model for municipal innovation and received the Secretary of State's Choice Award during the 4<sup>th</sup> Annual Local Government Innovation Conference put on by the New York State Department of State's Division of Local Government Services. Also in November, the County Legislature accepted nearly \$150,000 in grant fund through the MRF. The County and its municipal partners will be eligible to receive up to \$4 million in total funding if each project in the MCEC plan is fully implemented.

## Solid Waste Plan

MCBDC staff is in the process of creating a Solid Waste Plan due, in part, to the MOSA closing. The plan entails NYSDEC standards and requirements, in order to have a long-term goal and comprehensive strategies with a focus on the county's economy. This plan is intended to evaluate the current solid waste management practices, evaluate the options and alternatives available for future solid waste management, and to set forth the implementation steps for a 10-year period, along with establishing projections for waste reduction. Currently a portion of the plan is under review by NYS Department of Environmental Conservation and then the final portions of the plan will be added to complete and submit the 10-year plan.

## Snowmobile Trails Grant-in-Aid Program

The Planning Division continues to act as the County sponsor for the Montgomery County Snowmobile program. Five local clubs maintain and groom over 200 miles of snowmobile trails. These trails bring much needed wintertime recreation and economic benefits to the County. The Clubs received \$65,052 for the 2018–2019 seasons; an increase from the previous year.

## Montgomery County Agricultural Plan Update

In 2017, the County was awarded a grant through the New York State Department of Ag & Markets to update its Agricultural and Farmland Protection Plan. That has been completed and additionally, five Ag tourism videos were created, featuring farms and ag producers within Montgomery County.

MCBDC staff has partnered with the Montgomery County Soil and Water Conservation District, hired consultants, EDR, out of Syracuse, to update the plan. With the plan updated, disbursement requests have been made to the state at Ag & Markets to complete and close out the plan grant.



## Mapping and GIS Projects

Staff continued working on various initiatives set forth by the County and for local municipalities on mapping and GIS projects. Staff has also been working with other County departments to update maps and create systems in place for emergencies. The MCBDC offers a wide variety of maps, including tax parcels, snowmobile trails, roads, wetlands, water bodies, municipal boundaries, zoning, land use and aerial imagery. For all mapping information, please contact the MCBDC office at (518) 853-8334.

## Canalway Trail Paving

MCBDC staff secured three forms of funding to pave the Erie Canalway Trail throughout the county. The grants were awarded in 2015, from the Canal Corporation, Dormitory Authority of the State of New York (DASNY) and the New York State Office of Parks, Recreation & Historic Preservation (OPRHP). A portion of the trail was paved in 2017, and more was completed in 2018.

The Erie Canalway Trail is one of the greatest recreational assets in Montgomery County, and likewise this was viewed as a priority project by MCBDC staff, the County Legislature and the County Executive. The paving and completion of the trail from one end of the county to the other will help to showcase the outdoor recreational opportunities that the County has to offer.

## John Sampone Park

Progress continues with John A. Smapone Sr. Memorial Park in the City of Amsterdam. Purchase Orders have been signed by the city and Parkitechts will ship and install all of the equipment. Once that is completed, the grant, which was obtained through the 2016 CFA process from NYS OPRHP, will be closed out with the state. This project has been in the works for nearly a decade and is a priority project for this area since there is no other park located on the south side of the City of Amsterdam.

## Lee Shops at Wagner's Square

Lee's Shops opened late fourth quarter in 2017, when the Agency processed a loan through the County's Revolving Loan Fund. The shops consist of three stores — Lee's Christmas Corner; Freddie Bear's Den and Crossroads at Wagner Square. In 2018, the shops became a retail location destination. The shops focus on Christmas gifts, home décor, toys, while remaining in touch with the rich history of the Mohawk Valley and producing items that represent Montgomery County.

## TES Corporation and New Process Cleaners

In January, a loan agreement was established through the Revolving Loan Fund between Montgomery County and TES Corporation. The loan is to assist in acquisition and renovation of a long vacated building in downtown Amsterdam, which is being used as a dry cleaning and Laundromat. The project has a job retention and a job creation component and provides a much needed service to the residents in that part of the City of Amsterdam.

# Grant Services



## “ANOTHER GREAT YEAR OF FUNDING FOR COUNTY”

For the second straight year, the MCBDC received more than \$3 million in funding from the state’s Consolidated Funding Application process. In 2018, the department secured \$3.6 million for nine projects, which ranged from community development projects to private sector initiatives.

As the CFA announcements in Albany, in December, the Mohawk Valley was awarded \$85.4 million and named a “Top Performer.”

“I’m pleased that our priority projects were funded,” said Montgomery County Business Development Center Director Ken Rose. “This announcement marks another great year for Montgomery County and we hope to continue developing stronger plans each year moving forward.”

In addition, Agency and Department staff wrote the City of Amsterdam’s successful \$10 million Downtown Revitalization Application. Over the past two years, the MCBDC has been awarded more than \$22 million in grant funding.

“I’m extremely proud that through hard work our team has received that achievement,” County Executive Matthew L. Ossenfort said. “We are excited about putting these projects into action in 2019.”

Below are a list of the nine CFA awards received by the County that were announced in December 2018.

- Montgomery County Facilities Relocation, \$2,000,000 (DEC) — Montgomery County will relocate its Business Development Center and Department of Public Works (DPW) out of the Mohawk River floodplain and to the Glen Canal View Business Park. Consolidating several satellite DPW offices outside of the flood inundation area will increase efficiency of emergency service operations during storm events by eliminating the need to move equipment prior to each storm and eliminating trips between facilities.
- Fonda Fairgrounds Sewer Upgrades Study, \$30,000 (DEC) — Montgomery County will complete an sewer and water feasibility study and engineering report to evaluate sewer upgrades and infrastructure upgrades at the Fonda Fairgrounds property to remediate ongoing issues and potentially expand the sewer area.
- Nelliston Brewery, \$100,000 (ESD) — Eisenadler Brauhaus, LLC, is a brand new microbrewery located in Nelliston, and is Montgomery County’s first craft brewery. Eisenadler will produce handcrafted microbrews, with a focus on Bavarian style beers.

- City of Amsterdam Wastewater Treatment Plant Improvements Study, \$30,000 (DEC) — The City of Amsterdam will complete an engineering report to evaluate and identify improvements to the wastewater treatment plant’s secondary clarifies design.
- Montgomery County Kayak Share Project, \$148,740 (NYSDOS) — Montgomery County will work cooperatively with Fonda, St. Johnsville, Canajoharie and Amsterdam to create recreational opportunities along the Mohawk River by installing long- and short-term kayak storage and an ADA accessible floating launch. The project will also include the development of the Ticket to Paddle Program; Water Trail Ambassadors Program and a Water Trail Signage Plan for Montgomery County. This project will further implementation of the Amsterdam and Western Montgomery LWRPs.
- Montgomery County Agriculture Microenterprise Program, \$200,000 (NYSHCR) — Funds will be used to assist in the establishment of a financial program for agricultural small businesses and startup agriculture businesses with Montgomery County.
- Chalmers Mill Riverfront Civic Space, \$150,000 (Canal Corp) — This project, a key component of a \$30 million brownfield revitalization development, will build an elevated pedestrian boardwalk and community space adjacent to the Erie Canal in Amsterdam. It will connect the Mohawk Valley Gateway Overlook to the downtown business district and Amsterdam’s historic South Side neighborhood. The boardwalk will reorient residents and visitors to the impact the Erie Canal had on this region and highlight the Mohawk River as a beautiful natural amenity.
- Town of Amsterdam Salt Storage, \$203,580 (NYSHCR) — The Town of Amsterdam will construct a salt storage facility at the town facilities site on Manny’s Corner’s Road for the existing salt pile to be relocated. The new facility will be located further away from a municipal drinking well and nearby water-bodies in an effort to prevent contamination as a result of rain and snowmelt.
- Village of Fort Plain Sewer Line Improvements, \$750,000 (NYSHCR) — Funds will be used to replace deteriorated sewer lines and related sewer system work.

Montgomery County Business Development Center Grant Tracking						
Year	Grant Name	Agency	Amount Applied	Grant Submitted	Grant Awarded	Awarded Amount
2018	Dollar General Distribution Warehouse	NYSHCR - CDBG - ED	\$750,000	1	1	\$750,000
2018	Resurrecting the Erie Canal Waterway	ReImagine the Canals	\$50,000	1	0	\$0
2018	City of Amsterdam 10-Minute Walk Planning Grant and TA	NRPA	\$40,000	1	0	\$0
2018	Amsterdam Downtown Revitalization Initiative Round III	ESD - DRI	\$10,000,000	1	1	\$10,000,000
2018	County Kayak Share Project	NYSDOS - LWRP	\$163,640	1	1	\$148,740
2018	Old Montgomery Court House Rehabilitation	OPRHP - Historic	\$500,000	1	0	\$0
2018	Montgomery County Agriculture Microenterprise Round 2	NYSHCR - CDBG - Micro	\$200,000	1	1	\$200,000
2018	Town of Amsterdam Salt Shed Facility	DEC WQIP	\$298,210	1	1	\$203,580
2018	Amsterdam Library Extension Study	ESD - Feasibility	\$24,500	1	0	\$0
2018	Montgomery County Municipal Shared Services Facility	Climate Smart	\$2,000,000	1	1	\$2,000,000
2018	Fonda Fairgrounds Water & Sewer Upgrades Study	DEC/EFC Engineering/Planning	\$30,000	1	1	\$30,000
2018	Town of Florida Community Park Project	OPRHP - Parks	\$145,925	1	0	\$0
2018	Chalmers Loft Public Space Improvements	Canalway	\$150,000	1	1	\$150,000
2018	Nelliston Brewery	ESD	\$160,000	1	1	\$100,000
2018	Montgomery County SPCA Development Project	ESD	\$720,483	1	0	\$0
2018	City of Amsterdam Route 5 Removal Project	BUILD DOT	\$3,500,000	1	0	\$0
		<b>2018 Totals</b>	<b>\$18,732,758</b>	<b>16</b>	<b>9</b>	<b>\$13,582,320</b>

# Marketing



## “MONTGOMERY COUNTY WORKS FOR YOU”

The Montgomery County Business Development Center is 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 MCBDC seeks to expand its marketing efforts to attract new businesses and to continue assisting existing businesses in growing and thriving in this community. Efforts are ongoing to grow the audience for positive news happening throughout the county and enhance marketing efforts to build upon the encouraging economic news and developments that have recently been taking place. The Agency has also continued its support behind the branding initiative, which seeks to capture certain positive attributes, and more effectively track the results of the use of the brand.

### Marketing Videos

A picture is worth 1,000 words and just as this saying is true, the MCBDC has turned part of its marketing focus to video production. Using videos to help share the message is effective in continuing to build long-term relationships with local businesses by being innovative, informed and proactive.

The Agency supported its marketing mission of continuing to build long-term relationships with local businesses by funding the purchase of video equipment. This equipment was used to produce the first in-house video promoting the Montgomery County Works website ([www.montgomerycountyworks.org](http://www.montgomerycountyworks.org)). Moving forward, this equipment will be used to continue to expand marketing efforts in attracting new business that will grow and thrive in the community.

Videos were also produced that showcase local businesses that focus on agriculture and tourism, two of the county's biggest strengths. These Ag & Tourism videos were showcased on social media during the month of November, as a Farmer Friday Spotlight, which was used to help draw attention to these local businesses and what they have to offer.

### Public Relations

MCBDC staff has expanded its push on a steady flow of positive news about the county and its business climate. These articles, links and posts were developed throughout the year and added to the MCBDC social media platforms (Facebook, LinkedIn, Twitter, Websites). There has been an intended focus on priority projects such as the Exit 29 Redevelopment Project in Canajoharie and the Dollar Distribution Center in the Town of Florida.

In March, the County Legislature and County Executive recognized the MCBDC with a proclamation for the countless hours they spend working to enhance the local community. The proclamation stated, “the staff in the MCBDC are truly dedicated to improving the quality of life for the residents of Montgomery County and exemplify high professional standards, ambition and persistence.”



### MCBDC, Montgomery County Works & Statebook

Through its two websites ([www.mcbdc.org](http://www.mcbdc.org) & [www.montgomerycountyworks.com](http://www.montgomerycountyworks.com)) and its presence on StateBook, the Agency has expanded its push of positive news taking place in and around the county. Features such as Focus on Business help to spotlight a business in the county and provide readers with a bit more information on the company and what it produces.

The MCBDC website was created in 2015 and is designed to link relocating and existing businesses with the resources they need for successful economic development projects. The website is regularly updated with new photos, articles, success stories and more.

The Montgomery County Works website was created in 2016 and is designed to provide those looking for a job the opportunities that currently exist in the County. This site highlights the diversity of employers that exist here and includes photos and links for our businesses, allowing for in-depth keyword research that will help drive more organic traffic from our target audience.

In 2016, MCBDC staff set up a county web page on StateBook. This website is the online marketplace for site selection, economic growth and development. MCBDC staff is frequently added new and available sites and data, including detailed demographic information. StateBook also has a searchable list of available building and sites located in the County.

### Focus On Business

MCBDC staff remains active with a marketing strategy to promote our local businesses. The “Focus on Business” feature highlights an existing business within the County and is showcased on the MCBDC website, as well as all social media platforms. This feature is aimed at promoting local businesses and providing a spotlight on what they feature or a new item they may have recently produced.

## Retention

The MCBDC is committed to our existing businesses, as they not only provide stability to the economy, but also generate job growth and new capital investments within the County. The incomes generated at existing companies are circulated within our local communities to support other businesses and their employees. MCBDC staff continue with visitation and follow-up visits, with specific actions to assist in meeting the business's needs.

## Increase & Enhance Awareness, Perception

The MCBDC is committed to enhancing the perception of the County, in general, and more specifically the business friendly environment. The ongoing goals are continuing to grow audiences on social media and to our websites, while also identifying, tracking and sharing positive relevant news through releases and links of stories not necessarily generated by the MCBDC.

# The Recorder

YOUR HOMETOWN NEWSPAPER SINCE 1832

## City named winner of \$10M DRI prize for the Mohawk Valley region

### Downtown revitalization

Rec facility, community center eyed in city plan

By JOHN PURCELL  
Recorder News Staff

Establishing a recreation center in Amsterdam has been floated for several years, but the latest proposal envisions a facility in the city's downtown as part of a broader revitalization effort.



THE DAILY GAZETTE

MONTGOMERY COUNTY

## County gets consolidation study grant

CANAJOHARIE

## Village gets \$6M for Beech-Nut work

Grant among millions in Restore New York funding; Schenectady to get \$1.8 million

BY JOHN CROPLEY  
Gazette Business Editor

Canajoharie will receive \$6 million to partly demolish a factory that was the heart of the village's economy for decades but now is a crumbling hulk.

The Restore New York grant announced Monday will cover planning, demolition and clean-up of the eastern portion of the sprawling Beech-Nut complex that is beyond salvage, and pave the way for conversion, renovation and redevelopment of the

western portion.

It was hailed as a landmark moment for the little village, which has struggled with the 2011 departure of the baby-food maker and the factory that it left behind.

"This is the best news I've heard in ages," Mayor Francis Avery said Monday. "This really is going to help a lot."

For the first time, he's convinced something will finally happen with the site.

"This is something solid now that we can count on," he added.

Montgomery County Executive Matthew Ossenfort was effusive, noting the grant was possibly the largest single infusion of cash the county has ever received.

"I am floating [on air] at this point," he said. "We've worked real hard on this for a while."

Ossenfort said the site's location — right beside a Thruway exit ramp and in the center of the village — probably helped it be chosen as the only "special

See BEECH, page C2



MARC SCHULTZ/GAZETTE FILE PHOTO

The former Beech-Nut factory on Church Street in Canajoharie is shown in this November photo.



Ladan Alomar, executive director of Centro Civico di Amsterdam, discusses how a vacant building the nonprofit owns on East Main Street could be renovated to serve as a community center during the Amsterdam Downtown Revitalization Initiative Committee meeting Tuesday.

Downtown from page A1

The site would also have potential to be larger if the section of Route 5 that runs along Centro Civico property is eliminated.

The elimination of the strictly apartments on the second and third floors.

Alomar said renovating the building into a community center is a "no-brainer" because it

Center, at ASamille@co-montgomery.ny.us.

The Mohawk Valley Regional Economic Development Council will consider Amsterdam's appli-

# Partnerships



Fulton-Montgomery  
Community College



nationalgrid

The Fulton, Montgomery and Schoharie Counties



In partnership with the National Park Service



NYSERDA



#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 2018, the assisted companies employed over 2300 individuals with a combined annual payroll in excess of \$60+M and generated over \$6.5M in property taxes and PILOT payments. Additionally, these projects accounted for over \$500M 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>
2018				
2017				
2016				

#### Taxes Paid

School	\$	9,109
Town/County	\$	6,560
Village	\$	5,070
	\$	20,739

#### 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

<b>Type of Debt:</b>		Loan Agreement	<b>Outstanding</b>	
<b>Date of issue:</b>		06/06/17	<b>Beginning of year:</b>	200,000
<b>Interest rate:</b>		3.50%	<b>Issd during year:</b>	
			<b>Prin.Pd dur year:</b>	7,033
<b>Original Amount:</b>		200,000	<b>Principal Balance:</b>	192,967
			<b>Final Maturity</b>	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		5,708	6,002	9,265	20,975
Sales Tax					
Mortg Recording					

#### Payment in Lieu of Taxes Received

	<u>City</u>	<u>County</u>	<u>School</u>	<u>Total</u>
2018	3,996	3,601	6,486	14,083
2017	3,384	2,939	5,738	10,061
2016	2,758	2,408	4,895	7,812

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

#### Taxes Paid

School	\$	23,827
Town/County	\$	14,753
City	\$	14,520
	\$	53,100

#### 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	112

#### 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>
2018				
2017				
2016				

#### 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

<b>Type of Debt:</b>	Loan Agreement	<b>Outstanding:</b>	
<b>Date of issue:</b>	02/26/09	<b>Beginning of year:</b>	24,829
<b>Interest rate:</b>	2.00%	<b>Issd during year:</b>	-
		<b>Prin.Pd dur year:</b>	5,663
<b>Original Amount:</b>	145,650	<b>Principal Balance:</b>	19,166
		<b>Final Maturity</b>	12/17/2019

#### 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		1,028	6,656	7,684	15,368
Sales Tax					
Mortg Recording					

#### Payment in Lieu of Taxes Received

	<u>Town</u>	<u>County</u>	<u>School</u>	<u>Total</u>
2018	723	4,682	7,508	12,913
2017	424	4,082	6,750	11,256
2016	356	3,140	5,919	9,415

#### 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		16	0	48.0

#### 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 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			26,451	36,080	62,531
Sales Tax	769,937		769,937		1,539,874
Mortg Recording					

#### Payment in Lieu of Taxes Received

	<u>Town</u>	<u>County</u>	<u>School</u>	<u>Total</u>
2018				
2017				
2016				

#### Taxes Paid

School	
Town/County	
City	\$ -
	\$ -

#### 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		430	430	2

\* Still under construction - Approx. 616 FTE's for Construction jobs

#### 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:** 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>
2018				
2017				
2016				

#### 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>
13	16	13	13

#### Debt

<b>Type of Debt:</b>	Loan Agreement	<b>Outstanding:</b>	
<b>Date of issue:</b>	12/18/18	<b>Beginning of year:</b>	500,000
<b>Interest rate:</b>	4.75%	<b>Issd during year:</b>	-
		<b>Prin.Pd dur year:</b>	-
<b>Original Amount:</b>	500,000	<b>Principal Balance:</b>	500,000
		<b>Final Maturity</b>	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 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>
2018				
2017				
2016				

#### Taxes Paid

School		5,145
Town/County	\$	3,185
City	\$	3,055
	\$	6,240

#### 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

<b>Type of Debt:</b>		Loan Agreement	<b>Outstanding:</b>	
<b>Date of issue:</b>		12/16/16	<b>Beginning of year:</b>	243,141
<b>Interest rate:</b>		3.50%	<b>Issd during year:</b>	-
			<b>Prin.Pd dur year:</b>	7,623
<b>Original Amount:</b>		252,000	<b>Principal Balance:</b>	235,518
			<b>Final Maturity</b>	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:** 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			1,770,252	2,781,352	4,551,604
Sales Tax					
Mortg Recording					

#### Payment in Lieu of Taxes Received

	<u>Town</u>	<u>County</u>	<u>School</u>	<u>Total</u>
2018	40,000	396,000	564,000	2,500,000
2017	30,000	488,000	732,000	2,500,000
2016	30,000	488,000	732,000	2,500,000

Note: In 2016, 2017 & 2018 employment holdback calculations were in effect.  
ESD Grant Repayment- \$1,250,000/\$1,000,000

#### 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	355

#### 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>
2018				
2017				-
2016				

#### Taxes Paid

#### Exempt from 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>
0	0	0	378

\*Excludes substitutes and grant related employees.

#### Debt

<b>Type of Debt:</b>	Bond Agreement	<b>Type of Debt:</b>	Bond Agreement
<b>Date of issue:</b>	01/12/05	<b>Date of issue:</b>	09/01/14
<b>Interest rate:</b>	2.81%	<b>Interest rate:</b>	2.00%
<b>Original Amount:</b>	29,500,000	<b>Original Amount:</b>	22,975,000
<b>Outstanding:</b>		<b>Outstanding:</b>	
<b>Beginning of year:</b>	26,230,000	<b>Beginning of year:</b>	-
<b>Issued during year:</b>	-	<b>Issued during year:</b>	
<b>Prin.Pd during year:</b>	26,230,000	<b>Prin.Pd during year:</b>	855,000
<b>Principal Balance:</b>	-	<b>Principal Balance:</b>	19,825,000
<b>Final maturity date:</b>	7/1/2034	<b>Final maturity date:</b>	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			142,692	194,637	337,329
Sales Tax					
Mortg Recording					

#### Payment in Lieu of Taxes Received

	<u>Town</u>	<u>County</u>	<u>School</u>	<u>Total</u>
2018	8,156	81,660	114,183	203,999
2017	6,622	66,222	92,712	165,556
2016	5,382	53,825	75,354	134,561

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

#### Taxes Paid

School	
Town/County	
Total	\$ -

#### 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>
141		40	141	147

Debt	<b>Type of Debt:</b>	Loan Agreement	<b>Outstanding:</b>	
	<b>Date of issue:</b>	07/06/10	<b>Beginning of year:</b>	140,293
	<b>Interest rate:</b>	3.25%	<b>Issd during year:</b>	-
			<b>Prin.Pd dur year:</b>	45,728
	<b>Original Amount:</b>	500,000	<b>Principal Balance:</b>	94,565
		<b>Final Maturity</b>	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>
2018				
2017				
2016				

#### Taxes Paid

School	\$	5,389
Town/County	\$	3,932
Village	\$	3,952
	\$	13,273

#### 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	10

Debt	<b>Type of Debt:</b>	Loan Agreement	<b>Outstanding:</b>	
	<b>Date of issue:</b>	09/13/17	<b>Beginning of year:</b>	-
	<b>Interest rate:</b>	4.25%	<b>Issd during year:</b>	394,660
			<b>Prin.Pd dur year:</b>	9,851
	<b>Original Amount:</b>	400,000	<b>Principal Balance:</b>	384,809
			<b>Final Maturity</b>	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:** 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>Town</u>	<u>County</u>	<u>School</u>	<u>Total</u>
Real Property					
Sales Tax					
Mortg Recording					

#### Payment in Lieu of Taxes Received

	<u>Town</u>	<u>County</u>	<u>School</u>	<u>Total</u>
2018		-	-	-
2017		-	-	-
2016				

#### 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>
76		6	76	304

<b>Type of Debt:</b>		Loan Agreement	<b>Outstanding:</b>	
<b>Date of issue:</b>		06/21/16	<b>Beginning of year:</b>	99,221
<b>Interest rate:</b>		3.25%	<b>Issd during year:</b>	-
			<b>Prin.Pd dur year:</b>	3,708
<b>Original Amount:</b>		106,000	<b>Principal Balance:</b>	95,513
			<b>Final Maturity</b>	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			2,163,284	4,562,654	6,725,938
Sales Tax					
Mortg Recording					

#### Payment in Lieu of Taxes Received

	<u>Town</u>	<u>County</u>	<u>School</u>	<u>Total</u>
2003 Project				
2018	30,000	788,000	1,182,000	2,000,000
2017	30,000	788,000	1,182,000	2,000,000
2016	30,000	788,000	1,182,000	2,000,000
2010 Project				
2018	28,217	442,072	1,183,950	1,654,239
2017	22,547	353,250	1,190,264	1,566,061
2016	18,422	289,720	1,211,801	1,519,943

\*Difference reflects bond repayment

#### 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 (2003 project)	690	0	999
541 (2010 project)	0	541	999

\*peak employment includes an additional 142 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.



# MONTGOMERY COUNTY NY

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Department of Economic Development and Planning

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