

New York State Local Public Authority Mission Statement and Measurement Report

Local Public Authority Name: Montgomery County Industrial Development

Fiscal Year: January 2023– December 31, 2023

Enabling Legislation: Industrial development agencies (“IDAs”) are formed under Article 18-A of New York State General Municipal Law, as public benefit corporations. IDAs were created to actively promote, encourage, attract and develop job and recreational opportunities and economically-sound commerce and industry in cities, towns, villages and counties throughout New York State (the “State”). IDAs are empowered to provide financial assistance to private entities through tax incentives in order to promote the economic welfare, prosperity and recreational opportunities for residents of a municipality (“Benefited Municipality”).

Mission Statement: *The Montgomery County Industrial Development Agency was created in 1970 as a public benefit corporation of the State of New York. The MCIDA’s mission is to assist in creating and maintaining jobs, thereby strengthening the economic base of the community as well as improving the quality of life of the residents of Montgomery County. This mission is accomplished by providing access to real estate solutions through the development of “shovel ready industrial parks”, offering financial assistance and incentives along with business development and technical assistance to businesses looking to expand or locate in Montgomery County.*

Date Adopted: March 9, 2023

2022 Measurements and 2023 Report On Those Measurements:

A. Assist at least five existing firms with some combination of funding, technical assistance, and problem solving.

The Agency assisted numerous firms and not-for-profit employers in the reporting period with technical assistance, grant application and procurement, financial assistance, and outreach campaigns. The Agency initiated periodic informational campaigns targeted to over 100 area businesses and not-for-profit employers detailing services and programs available through State, Federal and Local Agencies. The Agency specifically worked with Mohawk Lifts and Mhxco Foam Company in the development of CFA applications for their expansion projects.

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

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

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

In addition, 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 PILOT.

Mohawk Lifts Expansion Project- Agency staff worked with Mohawk Lifts in the City of Amsterdam on preparing a Consolidated Funding Application for their expansion project. Mohawk Lifts was awarded a \$300,000 Empire State Development Grant. The grant will allow Mohawk Lifts to grow its operations by updating manufacturing equipment and processing (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.

MHXCO Foam Company Expansion Project- Agency Staff worked with MHSCO Foam Company in the Town of Amsterdam on guiding them through the preparation of a Consolidated Funding Application for their expansion project. 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. The 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.

DG Northeast, LLC- The Agency received an application from the DG Distribution Northeast, LLC (Dollar General) for the possible construction of an approximately 150,000 sq. ft. perishable goods distribution center. The company anticipates that the project would create up to 150 jobs. Currently the company is going through the local, state and federal permitting process.

County Micro 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 application from small businesses resulting in 11 awardees. To date, 8 businesses have

received their total reimbursement checks totaling \$226,580.82 with \$73,419.18 remaining to be paid out.

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

In 2022, the Agency worked with various municipalities on a variety of strategic initiatives and projects. Projects ranged from community development projects to private sector initiatives which and some are highlighted here.

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

EPA Assessment Grant- In 2020, the County was awarded a \$300,000 Community Wide Hazardous Substances Assessment grant that through the Environmental Protection Agency that is being administered by the Staff of the Agency. In 2022, the consultant hired through this grant continued to work on Phase I and Phase II studies on four strategic redevelopment sites in the City of Amsterdam and Villages of Canajoharie and St. Johnsville.

County Shared Services Facility – The Agency closed on the sale of approximately 20 acres of land to Montgomery County where the shared services facility is being constructed in the Glen Canal View Business Park. The facility will be used by the Montgomery County Department of Public Works and the Montgomery County Business Development Center for their operations and is slated for completion in the Spring of 2023.

D. Continue to focus on Exit 29 Redevelopment Project by applying for additional grant opportunities as well as implement the work plans associated with the grants received to date on the project.

Progress continued at the Exit 29 Redevelopment Site, in Canajoharie, with investors from E29 Labs entering continuing with their purchase-and-sale agreement on a portion of the former Beech-Nut Foods plant. E29 Labs is a team of experienced commercial cannabis production professionals that are poised to capitalize on the recent legalization of the industry by the state of New York. This project has the potential to realize significant private investment by the company, as well as the creation of job opportunities and additionally generate critical new revenue streams for the county, as well as the Village and Town of Canajoharie. E-29 began the Site Plan review process for their project with the Village Planning Board. The County, led by Agency Staff submitted the Subdivision application to the Village Planning Board which was processed and approved in 2022. Redevelopment of the Exit 29 site continues to be a centralized focus of the county’s Economic Development office and the Agency, more than 10 years since the site became vacant.

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

The Montgomery County Blueprint Plan has been an ongoing process to identify current and emerging industries that are suited for the County. This proposal received an award from the Consolidated Funding Application (CFA) announcements in 2019, however was held up due to the 2020 pandemic. The Agency also received a National Grid grant from their Strategic Economic Development Outreach program to offset the costs of this initiative. The agency hired 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 currently produced a number of documents including the final Business Blueprint Report, the final Marketing Report, and four industry specific spec sheets for the purpose of business attraction. The only item that remains is the actual implementation of the marketing plan. 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.

The Agency also hired Engines of Creations in Amsterdam to redesign the Agency’s website as a recommendation which arose from the Blueprint Planning process.

2023 Measurements:

- A. Assist at least five existing firms with some combination of funding, technical assistance, and problem solving.
- B. Through some combination of funding, technical assistance, and problem solving secure new Job Creation and Capital Investment Commitments.
- C. Work cooperatively with local governments and school districts to further economic development progress.
- D. Continue to focus on the Exit 29 Redevelopment Project by implementing the work plans associated with the grants received to date on the project.
- E. Continue Implementing Marketing on behalf of the County to further the Agency’s mission.

Authority Stakeholder(s): Authority Stakeholders include the following: (A) The Montgomery County Legislature (B) The residents of Montgomery County, (C) The businesses located or intending to locate in the County, (D) School districts located within the County, (E) the State of New York, and (F) local workforce.

Authority Beneficiaries: The residents, businesses and taxing jurisdictions of Montgomery County

Authority Customers: The Business and Not-for-Profit establishments of Montgomery County

Authority self-evaluation of prior year performance (based upon established measurements): To Be provided by March 31, 2024 related to 2023 performance.

Governance Certification:

1. Have the Board Members acknowledged that they have read and understood the mission of the public authority?

Yes

2. Who has the power to appoint management of the public authority?

The Board Members

3. If the Board appoints management, do you have a policy you follow when appointing the management of the public authority.

Yes

4. Briefly describe the role of the Board and the role of management in the implementation of the mission.

The role of the Board regarding the implementation of the public authority's mission is to provide strategic input, guidance, oversight, mission authorization, policy setting and validation of the authority's mission, measurements and results. The role of management is to collaborate with the board in strategy development / strategy authorization and to implement established programs, processes, activities and policies to achieve the public authority's mission.

5. Has the Board acknowledged that they have read and understood the response to each of these questions?

Yes