

**Montgomery County Industrial Development Agency
Governance Committee Meeting
Agenda March 21, 2024**

- I. Call to Order

- II. New Business
 - A. 2024 Draft Measurement Report
 - B. Board Evaluations

- III. Adjournment



New York State Local Public Authority Mission Statement and Measurement Report

Local Public Authority Name: Montgomery County Industrial Development Agency

Fiscal Year: January 2024– December 31, 2024

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 21, 2024

2023 Measurements and 2024 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 applications and procurement, financial assistance, and outreach campaigns. The Agency initiated periodic informational campaigns targeted to over 100 area businesses and not-for-profit employers detailing services and programs available through State, Federal and Local Agencies.

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

The Agency updated and expanded its Buy It in Montgomery County campaign for area businesses and increased their presence on the new County Tourism website.

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

Golf Course Apartments, LLC- The Agency received and approved an application from Golf Course Apartments, LLC for a \$3.7 million 40-unit senior apartment complex exclusively available to those 55 and older and offering independent living options. The project, located in the Town of Amsterdam, broke ground in the Fall with the first units anticipated to be available in the summer of 2024.

DG Northeast, LLC- The Agency finalized processing an application from DG Distribution Northeast, LLC (Dollar General) for the possible construction of an approximately 150,000 sq. ft. perishable goods distribution center. The Agency held a public hearing on the project and approved the project for a lease/leaseback with the Agency. The company anticipates that the project would create up to 150 jobs. The company received final local Site Plan approval in 2023 and is currently waiting on final permits from State and Federal Agencies. It is anticipated that ground will be broken in 2024.

Exit 29 Redevelopment Project- Demolition and abatement contract was awarded by the County to demolish and remediate the remaining structures on the western side of the Exit 29 Redevelopment site. A contract for the work was awarded to Ritter and Paratore Contracting Inc. located in Utica by the County after a Public Bid process. Agency staff continues to administer oversight of the Redevelopment Project and contracts.

E29 Labs Invests in Canajoharie – Progress continues at the Exit 29 Redevelopment Site (east side), in Canajoharie, with investors from E29 Labs continuing with hitting benchmarks on their purchase-and-sale agreement with the County on a portion of the former Beech-Nut Foods plant. Under the terms of the agreement with E29 Labs, Montgomery County received a non-refundable deposit against a \$550,000 purchase price for the land encompassing their portion of the site. E29 Labs is a team of experienced commercial cannabis production professional that are poised to capitalize on the recent legalization of the industry by the state of New York. In 2023 E29 Labs submitted their application for processing and cultivation to the State of New York and is currently awaiting announcements from the State on the status of their application. This anticipated announcement 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. 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.

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 will begin accepting applications in early 2024.

DAIM Logistics Expansion Projects – In late 2022 the Agency authorized the sale of 200 acres to DAIM's Expansion projects. The Agency is holding a Note on the property which closed in

November of 2023. The Agency authorized an additional sale of approximately 14 acres of land in the Glen Canal View Business Park to Peters Properties Holdings, LLC, to be utilized for future expansion of the DAIM Logistics existing operations in the park.

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

In 2023, 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 2023, the consultant hired through this grant worked on a Phase II environmental study for a site in the City of Amsterdam which was subsequently awarded RESTORE NY funds for abatement and demolition in order to be marketed to developers.

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 throughout 2023. Demolition and abatement contract was awarded by the County to demolish and remediate the remaining structures on the western side of the Exit 29 Redevelopment site. A contract for the work was awarded to Ritter and Paratore Contracting Inc. located in Utica by the County after a Public Bid process. Demolition and abatement was on-going through 2023. Agency staff continues to administer oversight of the Redevelopment Project and contracts.

E29 Labs continued hitting benchmarks on their purchase-and-sale agreement with the County on a portion of the former Beech-Nut Foods plant. Under the terms of the agreement with E29 Labs, Montgomery County received a non-refundable deposit against a \$550,000 purchase price for the land encompassing their portion of the site. E29 Labs is a team of experienced commercial cannabis production professionals that are poised to capitalize on the recent legalization of the industry by the state of New York. In 2023 E29 Labs submitted their application for processing and cultivation to the State of New York and is currently awaiting announcements from the State on the status of their application. This anticipated announcement 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.

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. The Montgomery County Blueprint Plan has been completed with the final phase being implemented. This proposal received an award from the Consolidated Funding Application (CFA) announcements in 2019, however was held up due to the 2020 pandemic. The reimbursement from NYS is set to be reviewed by their board in May. The Agency also received a National Grid grant from their Strategic Economic Development Outreach program to offset the costs of this initiative, which has been fully reimbursed to the Agency.

The Agency hired Engines of Creation in Amsterdam to redesign the Agency's website as a recommendation from the planning process and to provide a higher quality marketing strategy. The website redesign was completed and launched in the fall of 2023. The overall goal of the plan was to identify current and emerging industries that are suited for Montgomery County. 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 produced a number of document including the final Business Blueprint Report, the final Marketing Report, and four industry specific spec sheets for the purpose of business attraction. Camoin and the Agency are currently implementing the marketing plan, which will continue for the foreseeable future. This plan has not only provided an economic assessment of the county and the surrounding regions, but will also help with producing some tangible results for Montgomery County.

2024 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, 2025 related to 2024 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

DRAFT