

**Montgomery County Industrial Development Agency
Governance Committee Meeting
Agenda March 12, 2026**

- I. Call to Order
- II. New Business
 - A. 2026 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 2026– December 31, 2026

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 12, 2026

2025 Measurements and 2026 Report On Those Measurements:

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

Mane Maven Beauty Salon- The Agency administers a Revolving Loan Fund Program on behalf of Montgomery County and received an application from Man Maven Beauty Salon for the purchase of real estate located at 8 East Main Street St Johnsville. The agency recommended approval of a loan for an amount not to exceed \$129,900 to the business. As part of the loan approval the Company has agreed to create 3 full-time positions.

Golf Course Apartments, LLC- Construction continued through 2025 and a grand opening ribbon cutting took place in the fall of 2025. Previously, 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 is located in the Town of Amsterdam.

DG Northeast, LLC- The Agency previously finalized processing an amended application from DG Distribution Northeast, LLC (Dollar General) for the possible construction a \$70.42 Million 167,500

sq. ft. cold storage distribution center. The company anticipates that the project will create up to 150 jobs. The agency closed on the land sale and lease/leaseback transaction in late 2025. It is anticipated that ground will be broken in 2026.

Log City One, LLC- The Agency previously received an application from Log City One, LLC. for the development of a project called EcoFlats at Log City in the Town of Amsterdam. The project is an approximately \$35.6 Million, 168-unit market rate, eco-friendly multifamily development. The EcoFlats project is a Round II winner of the NYSERDA Buildings of Excellence Competition. Eco Flats at Log City is slated to be the largest Phius ZERO multifamily development in the U.S. Shortly after the Agency closed on the lease/leaseback transaction in 2025 groundbreaking and construction commenced.

Winn Construction, Inc. and Land Remediation, Inc.- The Agency previously received and entered into a Letter of Interest from Winn Construction, Inc. and Land Remediation Inc. to purchase approximately 12.4 acres of property located in the Florida Business Park Extension. The buyer is exploring the possibility of constructing a 5,000 sq. foot office building and a 10,000 sq. foot warehouse fabrication shop for their businesses. They proceeded through their due diligence process throughout 2025 and notified the Agency that they wish to proceed with the closing on the property.

BMG Albany and Amazon.com Services LLC. - The Agency received an application from BMG Albany and Amazon.com Services LLC for the construction of a \$621 Million 3.2 Million sq. ft. multi-story fulfillment warehouse/distribution center. The company anticipates that the project will create up to 750 jobs. The agency processed and approved the application in late 2025 and the company broke ground.

PEMM LLC. - The Agency entered into a Letter of Intent with PEMM LLC. for the possible development of a travel center, hospitality facility and commercial building on the eastern 19 acres at the Exit 29 Redevelopment Project.

County Micro Grant – The County received a New York State Office of Homes & Community Renewal’s Community Development Block Grant award in 2025 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. Staff accepted applications in early 2025 and 12 small businesses throughout the County were awarded grants.

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

In 2025, 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.

Staff meant with various municipalities to provide technical and grant writing assistance for their Consolidated Funding applications in 2025 and secured over \$5 million in grants for various projects.

- C. 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.**

In 2025 the Agency entered into an agreement with Pyramid Brokerage Company to work with the agency in marketing and selling the eastern 19 acres. The Agency also contracted with Camoin Associates on a digital ad campaign targeting key industries such as food processing and advanced manufacturing for the site.

- D. Continue Implementing the Marketing Program on behalf of the County to further the Agency's Mission**

The Montgomery County Blueprint has been successfully completed and transitioned into an active business attraction and marketing phase, positioning the County to proactively market its assets and compete for new investment. Originally supported by a 2019 Consolidated Funding Application award and fully reimbursed through a National Grid grant, the Blueprint provided the foundation for a sustained, data-driven marketing strategy. Despite delays caused by the COVID-19 pandemic, Montgomery County continued to market itself to prospective businesses and site selectors throughout the process. As part of the initiative, the County partnered with Engines of Creation to modernize and strengthen its online presence and Camoin Associates to develop the Montgomery County Business Attraction Blueprint. This work resulted in a comprehensive marketing report, industry-targeted spec sheets, and supporting outreach materials designed to clearly communicate the County's competitive advantages. These efforts have produced measurable results. The Blueprint and accompanying marketing tools directly supported outreach efforts tied to the Exit 29 (Canajoharie) site, helping attract two new potential private-sector investments and generating strong market interest. As a result, all available space at the Exit 29 site is currently spoken for, demonstrating the effectiveness of the County's targeted marketing and business attraction strategy. Overall, the Montgomery County Blueprint has moved beyond planning and analysis into implementation. The initiative continues to guide ongoing outreach, site marketing, and business recruitment efforts, helping convert strategic planning into real economic activity and tangible development outcomes for Montgomery County.

2026 Measurements:

- A. Through some combination of funding, technical assistance, and problem solving secure new Job Creation and Capital Investment Commitments from existing or new businesses.
- B. Work cooperatively with local governments and school districts to further economic development progress.

- C. Continue to focus on the Exit 29 Redevelopment Project by implementing the work plans and working with proposed developers on implementing their projects.
- D. 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, 2027 related to 2026 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