

Montgomery County Industrial Development Agency
Meeting
Agenda April 9, 2026

- I. Call to Order
- II. Minutes
 - A. Governance Committee-March 12, 2026
 - B. Audit Committee-March 12, 2026
 - C. Regular Meeting-March 12, 2026
- III. Communications
- IV. Public Comments
- V. Chair's Report
- VI. Director's Report
- VII. Financial Report
 - A. Financial Transactions
 - B. Revolving Loan Fund
- VIII. Marketing Report
- IX. Unfinished Business
- X. New Business
 - A. Annual Project Assessment Review
 - B. Civic Serve Program and Project Tracking-Action Item
 - C. Business Park RFP -Action Item
- XI. Adjournment



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

MEMBERS PRESENT:

Mark Kowalczyk, Vice-Chair
Brent Phetteplace, Secretary
Cheryl Reese, Treasurer
Jessica Cyr, Member

STAFF MEMBERS PRESENT:

Kenneth F. Rose, Chief Executive Officer
Sheila Snell, Chief Financial Officer
Vincenzo Nicosia, Director of Program Dev.
Christie Dingman, Staff Assistant
Stephanie Battisti, Economic Dev. Specialist
Christopher C. Canada, Esq., Agency Counsel

MEMBERS ABSENT:

Matthew Beck, Chair

OTHERS PRESENT:

I. Call to Order

The meeting was called to order by Secretary Brent Phetteplace at 3:45 p.m.

II. New Business

A. 2026 Draft Measurement Report

Mr. Ken Rose presented the draft 2026 Mission Statement and Measurement Report and discussed the performance metrics laid out in 2025 and the assessment on each of them.

A motion was made by Mark Kowalczyk, seconded by Cheryl Reese to bring the 2026 Draft Measurement Report to the full Agency board with a positive recommendation. All members present voted in favor.

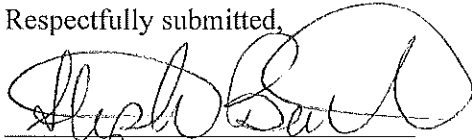
B. Confidential Board Evaluations

Secretary Brent Phetteplace and Mr. Ken Rose let the board know how the evaluations came back and everything was positive as it related to those. The results will be compiled and submitted to the Authority Budget Office.

III. Adjournment

A motion was made by Mark Kowalczyk, seconded by Cheryl Reese, to adjourn the meeting at 3:50pm. All members present were in favor.

Respectfully submitted,



Stephanie Battisti
Economic Development Specialist

MONTGOMERY COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Audit Committee Meeting Minutes
March 12, 2026

MEMBERS PRESENT:

Brent Phetteplace, Secretary
Jessica Cyr, Member

STAFF MEMBERS PRESENT:

Kenneth F. Rose, Chief Executive Officer
Sheila Snell, Chief Financial Office
Vincenzo Nicosia, Dir. of Program Development
Christie Dingman, Staff Assistant
Stephanie Battisti, Economic Dev. Specialist
Christopher Canada, Agency Counsel

MEMBERS ABSENT:

Mark Kowalczyk, Vice-Chair

OTHERS PRESENT:

Amy Pedrick, West & Company, CPAs
Michael Rossi, West & Company, CPAs

I. Call to order

The meeting was called to order by Secretary Brent Phetteplace at 3:12 p.m.

II. New Business

A. Annual Independent Audit

Ms. Pedrick from West & Company presented the 2025 MCIDA Financial and Audit Report. The committee reviewed the report and there were no issues.

A motion was made by Brent Phetteplace, seconded by Jessica Cyr to move the reports to the full board with a positive recommendation.

B. Financial and Investment Report

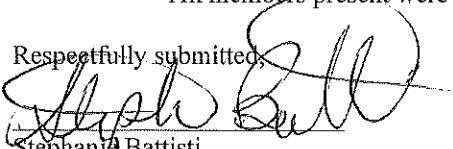
Ms. Pedrick from West & Company presented the 2025 MCIDA Schedule of Investments Report. The committee reviewed the report and there were no issues.

A motion was made by Brent Phetteplace, seconded by Jessica Cyr to move the Investment Report to the full board with a positive recommendation.

III. Adjournment

A motion was made by Brent Phetteplace, seconded by Jessica Cyr, to adjourn the meeting at 3:20 p.m. All members present were in favor.

Respectfully submitted,


Stephanie Battisti
Economic Development Specialist

Montgomery County Industrial Development Agency Meeting
Meeting Minutes
March 12, 2026

MEMBERS PRESENT:

Mark Kowalczyk, Vice-Chair
Brent Phetteplace, Secretary
Cheryl Reese, Treasurer
Daniel Roth, Member
Jessica Cyr, Member

STAFF MEMBERS PRESENT:

Kenneth F. Rose, Chief Executive Officer
Sheila Snell, Chief Financial Officer
Vincenzo Nicosia, Director of Program Dev.
Christie Dingman, Staff Assistant
Stephanie Battisti, Economic Dev. Specialist
Christopher C. Canada, Esq., Agency Counsel

MEMBERS ABSENT:

Matthew Beck, Chair
Edward Watt, Member

OTHERS PRESENT:

I. Call to Order

The meeting was called to order by Brent Phetteplace at 3:51 p.m.

II. Minutes

A motion was made by Mark Kowalczyk, seconded by Cheryl Reese, to approve the meeting minutes from the IDA regular meeting of February 12, 2026. All members present voted in favor.

III. Communications

There was no communication

IV. Public Comments

There was no public comment

V. Chair's Report

There was no chairs report

VI. Director's Report

Mr. Ken Rose let the board know that Hodgson Russ delivered the draft purchase and sale agreement to Winn Construction for their attorneys to review. In relation to the NBT subdivision, we did receive the subdivision map and it is currently before the Village of Canajoharie planning board. Once approved we will file with the clerk's office and we can close shortly after that. PEMM LLC had a meeting with Village of Canajoharie Planning Board to kick off their local review process. Hodgson Russ will work with Ken on the 90-day notice to the state.

VII. Financial Report

A. Financial Transactions

Ms. Sheila Snell let the board know the February statements were included in the Agency Board member's packets. Sheila wanted to point out to the board that the balance in the money market account did increase due to the two big projects that closed at the end of the year. Then the administration fees that were due end of January we have received most of them, a couple are outstanding.

Financial transaction reports for January and February were included in the Agency Board members' packet, with nothing unusual to report.

A motion to approve the financial transactions was made by Mark Kowalczyk and seconded by Cheryl Reese. All members present voted in favor, Dan Roth abstained.

B. Revolving Loan Fund Report

The Revolving Loan Fund report was included in the Agency Board members' packet. Ms. Snell reported that everyone is current and up to date with all payments.

VIII. Marketing & Tourism Report

Small Business of the Month – Mr. Vincenzo Nicosia let the board know staff announced the Canajoharie Tire Shop for this past month. Next month staff are looking into doing Weaver Sanitation.

Mr. Vincenzo Nicosia told the board staff have been doing their annual businesses meetings and outreach. They have recently visited Temper Tech and Power Pallet. Staff have also been doing their annual municipal meetings to discuss how we can help with grants this year.

Brownfield Developer Summit is coming up next month in Herkimer we will be marketing a couple St. Johnsville locations.

Tourism – Restaurant week is happening April 22-26, Amsterdam wing fest and a Frisbee golf tournament called Wing It and Sling It will be happening Saturday April 18th

Mr. Brent Phetteplace mentioned March is Maple Syrup month.

IX. Unfinished Business

There was no unfinished business

X. New Business

A. 2025 Annual Independent Audit

Mr. Ken Rose explained this came from the IDA Audit Committee with a positive recommendation to the full board

The following resolution was offered by Brent Phetteplace, seconded by Mark Kowalczyk, to wit:

RESOLUTION ACCEPTING AUDIT REPORT PRESENTED BY WEST AND COMPANY FOR FINANCIAL PERIOD ENDING DECEMBER 31, 2025

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

Brent Phetteplace	VOTING	YES
Matthew Beck	VOTING	ABSENT
Mark Kowalczyk	VOTING	YES
Cheryl Reese	VOTING	YES
Jessica Cyr	VOTING	YES
Daniel Roth	VOTING	YES
Edward Watt	VOTING	ABSENT

The foregoing Resolution No. 26-08 was thereupon declared duly adopted

B. 2025 Financial and Investment Report

Mr. Ken Rose explained this came from the IDA Audit Committee with a positive recommendation to the full board, no issues with the report from the external auditors.

The following resolution was offered by Brent Phetteplace, seconded by Jessica Cyr, to wit:

RESOLUTION TO ACCEPT 2025 ANNUAL FINANCIAL AND INVESTMENT REPORTS OF MONTGOMERY COUNTY INDUSTRIAL DEVELOPMENT AGENCY IN ACCORDANCE WITH PUBLIC AUTHORITY ACCOUNTABILITY ACT OF 2005 AS PRESENTED AND CERTIFIED BY THE CEO AND CFO

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

Brent Phetteplace	VOTING	YES
Matthew Beck	VOTING	ABSENT
Mark Kowalczyk	VOTING	YES
Cheryl Reese	VOTING	YES
Jessica Cyr	VOTING	YES
Daniel Roth	VOTING	YES
Edward Watt	VOTING	ABSENT

The foregoing Resolution No. 26-09 was thereupon declared duly adopted

C. 2025 PARIS Report

A draft of the 2025 PARIS report was handed out to Agency board members. A motion is needed, in order submit the 2025 PARIS report document by March 31. It will be submitted to the Authorities Budget Office (ABO) and posted on the department's website.

A motion was made by Brent Phetteplace, seconded by Jessica Cyr to submit the 2025 PARIS report. All members present voted in favor.

D. 2026 Mission Statement and Performance Measure Report

Mr. Ken Rose explained this came from the IDA Governance Committee with a positive recommendation to the full board.

The following resolution was offered by Brent Phetteplace, seconded by Jessica Cyr, to wit:

RESOLUTION ADOPTING 2026 MISSION STATEMENT AND MEASUREMENT REPORT

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

Brent Phetteplace	VOTING	YES
Matthew Beck	VOTING	ABSENT
Mark Kowalczyk	VOTING	YES
Cheryl Reese	VOTING	YES
Jessica Cyr	VOTING	YES
Daniel Roth	VOTING	YES
Edward Watt	VOTING	ABSENT

The foregoing Resolution No. 26-10 was thereupon declared duly adopted

E. Internal Management Assessment

Ms. Sheila Snell explained this is provided to Agency board members and is part of the Policy & Procedure Manual. This goes into the detail of how financial transactions take place, must be reviewed annually, presented to the board and then filed with PARIS and put on the department's website.

F. Real Property Transaction Report

Mr. Ken Rose explained this is a report required for both real property and personal property that we do post on the website. There was one real property transaction on this report.

A motion was made by Brent Phetteplace, seconded by Jessica Cyr to approve the real property transaction report.

G. MADRE Nelliston, LLC

Mr. Ken Rose gave an update to board an update on this project. The owner asked about reducing his IDA application in half because they wouldn't be receiving any sales tax exemptions as part of the transaction.

A motion was made by Mark Kowalczyk, seconded by Jessica Cyr to approve the reduction in in the IDA fee.

H. Pyramid Brokerage

Mr. Ken Rose let the board know the agreement with Pyramid Brokerage expired in February and he is asking the board to extend their agreement to move through the approval process with PEMM LLC.

A motion was made by Brent Phetteplace, seconded by Cheryl Reese to approve the extension of the Pyramid Brokerage agreement with the board.

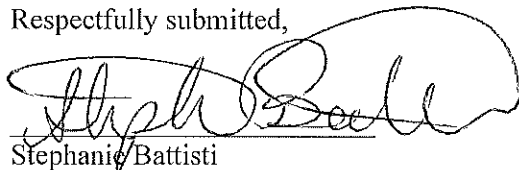
A motion was made by Brent Phetteplace, seconded by Cheryl Reese, to enter an executive session to discuss a company's financials at 4:09 p.m.

A motion was made by Brent Phetteplace, seconded by Mark Kowalczyk to adjourn executive session at 4:45 p.m. All members present were in favor. No action was taken in the executive session

IX. Adjournment

A motion was made by Cheryl Reese, seconded by Jessica Cyr, to adjourn the meeting at 4:46 p.m. All members present were in favor.

Respectfully submitted,



Stephanie Battisti

Economic Development Specialist

Attachments: Resolution No. 26-08, 26-09, 26-10

RESOLUTION ACCEPTING 2025 AUDIT REPORT

A regular meeting of Montgomery County Industrial Development Agency (the "Agency") was convened in public session at the offices of the Agency located at the 113 Park Drive, Fultonville, New York on March 12, 2026, at 3:51 p.m., local time.

The meeting was called to order by the (Vice) Chair and, upon roll being called, the following members of the Agency were:

PRESENT:

Mark Kowalczyk	Vice-Chair
Cheryl Reese	Treasurer
Brent Phetteplace	Secretary
Jessica Cyr	Member
Daniel Roth	Member

ABSENT:

Matthew Beck	Chair
Edward Watt	Member

THE FOLLOWING PERSONS WERE ALSO PRESENT:

Kenneth F. Rose	Chief Executive Officer
Sheila Snell	Chief Financial Officer
Vincenzo Nicosia	Director of Program Development
Stephanie Battisti	Economic Dev. Specialist
Christie Dingman	Staff Assistant
Christopher Canada, Esq.	Agency Counsel

The following resolution was offered by Brent Phetteplace, seconded by Mark Kowalczyk, to wit:

Resolution No. 26-08

RESOLUTION ACCEPTING AUDIT REPORT PRESENTED BY WEST AND COMPANY FOR FINANCIAL PERIOD ENDING DECEMBER 31, 2025

WHEREAS, Montgomery County Industrial Development Agency (the "Agency") is authorized and empowered by the provisions of Chapter 1030 of the 1969 Laws of New York, constituting Title 1 of Article 18-A of the General Municipal Law, Chapter 24 of the Consolidated Laws of New York, as amended (the "Enabling Act") and Chapter 666 of the 1970 Laws of New York, as amended, constituting Section 895-d of said General Municipal Law (said Chapter and the Enabling Act being hereinafter collectively referred to as the "Act") to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of industrial, manufacturing, warehousing, commercial, research, recreation and civic facilities, among others, for the purpose of promoting, attracting and developing economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York, to improve their prosperity and standard of living, and to prevent unemployment and economic deterioration; and

WHEREAS, West and Company, CPA presented the Agency with the final audit report for financial period ended December 31, 2025.

RESOLVED, that report be accepted by the Montgomery County Industrial Development Agency; and

FURTHER RESOLVED, This Resolution shall take effect immediately.

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

Matthew Beck	VOTING	ABSENT
Mark Kowalczyk	VOTING	YES
Cheryl Reese	VOTING	YES
Brent Phetteplace	VOTING	YES
Jessica Cyr	VOTING	YES
Daniel Roth	VOTING	YES
Edward Watt	VOTING	ABSENT

The foregoing Resolution No. 26-08 was thereupon declared duly adopted.

STATE OF NEW YORK)
) SS.:
COUNTY OF MONTGOMERY)

I, the undersigned (Assistant) Secretary of Montgomery County Industrial Development Agency (the "Agency"), do hereby certify that I have compared the foregoing extract of the minutes of the meeting of the members of the Agency held on March 12, 2026 with the original thereof on file in my office, and that the same is a true and correct copy of said original and of the whole of said original so far as the same relates to the subject matters therein referred to.

I FURTHER CERTIFY that (A) all members of the Agency had due notice of said meeting; (B) said meeting was in all respect duly held; (C) pursuant to Article 7 of the Public Officers Law (the "Open Meetings Law"), said meeting was open to the general public, and due notice of the time and place of said meeting was given in accordance with such Open Meetings Law; and (D) there was a quorum of the members of the Agency present throughout said meeting.

I FURTHER CERTIFY that, as of the date hereof, the attached Resolution is in full force and effect and has not been amended, repealed or rescinded.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Agency this _____ day of _____, 2026.

(Assistant) Secretary

(S E A L)

**RESOLUTION ACCEPTING 2025 ANNUAL FINANCIAL AND INVESTMENT
REPORTS**

A regular meeting of Montgomery County Industrial Development Agency (the "Agency") was convened in public session at the offices of the Agency located at the 113 Park Drive, Fultonville, New York on March 12, 2026, at 3:51 o'clock p.m., local time.

The meeting was called to order by the (Vice) Chair and, upon roll being called, the following members of the Agency were:

PRESENT:

Mark Kowalczyk	Vice-Chair
Cheryl Reese	Treasurer
Brent Phetteplace	Secretary
Jessica Cyr	Member
Daniel Roth	Member

ABSENT:

Matthew Beck	Chair
Edward Watt	Member

THE FOLLOWING PERSONS WERE ALSO PRESENT:

Kenneth F. Rose	Chief Executive Officer
Sheila Snell	Chief Financial Officer
Vincenzo Nicosia	Director of Program Development
Stephanie Battisti	Economic Dev. Specialist
Christie Dingman	Staff Assistant
Christopher Canada	Agency Counsel

The following resolution was offered by Brent Phetteplace, seconded by Jessica Cyr, to wit:

Resolution No. 26-09

RESOLUTION TO ACCEPT 2025 ANNUAL FINANCIAL AND INVESTMENT
REPORTS OF MONTGOMERY COUNTY INDUSTRIAL DEVELOPMENT
AGENCY IN ACCORDANCE WITH PUBLIC AUTHORITY ACCOUNTABILITY
ACT OF 2005 AS PRESENTED AND CERTIFIED BY THE CEO AND CFO

WHEREAS, Montgomery County Industrial Development Agency (the "Agency") is authorized and empowered by the provisions of Chapter 1030 of the 1969 Laws of New York,

constituting Title 1 of Article 18-A of the General Municipal Law, Chapter 24 of the Consolidated Laws of New York, as amended (the "Enabling Act") and Chapter 666 of the 1970 Laws of New York, as amended, constituting Section 895-d of said General Municipal Law (said Chapter and the Enabling Act being hereinafter collectively referred to as the "Act") to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of industrial, manufacturing, warehousing, commercial, research, recreation and civic facilities, among others, for the purpose of promoting, attracting and developing economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York, to improve their prosperity and standard of living, and to prevent unemployment and economic deterioration; and

WHEREAS, the Public Authority Accountability Act of 2005 requires an Annual Financial and Investment Reports to be prepared and certified in writing by the Chief Executive Officer and the Chief Financial Officer, and

WHEREAS, the Public Authority Accountability Act of 2005 further requires the MCIDA to approve such Annual Financial and Financial Investment Reports, therefore be it

RESOLVED that the Montgomery County Industrial Development Agency has reviewed the attached Annual Financial and Investment Reports presented to them by the Chief Executive Officer and the Chief Financial Officer and accepts the presented 2025 Annual Financial and Investment Reports.

FURTHER RESOLVED, This Resolution shall take effect immediately.

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

Matthew Beck	VOTING	ABSENT
Mark Kowalczyk	VOTING	YES
Cheryl Reese	VOTING	YES
Brent Phetteplace	VOTING	YES
Jessica Cyr	VOTING	YES
Daniel Roth	VOTING	YES
Edward Watt	VOTING	ABSENT

The foregoing Resolution No. 26-09 was thereupon declared duly adopted.

STATE OF NEW YORK)
) SS.:
COUNTY OF MONTGOMERY)

I, the undersigned (Assistant) Secretary of Montgomery County Industrial Development Agency (the "Agency"), do hereby certify that I have compared the foregoing extract of the minutes of the meeting of the members of the Agency held on March 12, 2026 with the original thereof on file in my office, and that the same is a true and correct copy of said original and of the whole of said original so far as the same relates to the subject matters therein referred to.

I FURTHER CERTIFY that (A) all members of the Agency had due notice of said meeting; (B) said meeting was in all respect duly held; (C) pursuant to Article 7 of the Public Officers Law (the "Open Meetings Law"), said meeting was open to the general public, and due notice of the time and place of said meeting was given in accordance with such Open Meetings Law; and (D) there was a quorum of the members of the Agency present throughout said meeting.

I FURTHER CERTIFY that, as of the date hereof, the attached Resolution is in full force and effect and has not been amended, repealed or rescinded.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Agency this _____ day of _____, 2026.

(Assistant) Secretary

(S E A L)

**RESOLUTION ADOPTING 2026 MISSION STATEMENT AND MEASUREMENT
REPORT**

A regular meeting of Montgomery County Industrial Development Agency (the "Agency") was convened in public session at the offices of the Agency located at the 113 Park Drive, Fultonville, New York on March 12, 2026, at 3:51 o'clock p.m., local time.

The meeting was called to order by the (Vice) Chair and, upon roll being called, the following members of the Agency were:

PRESENT:

Mark Kowalczyk	Vice-Chair
Cheryl Reese	Treasurer
Brent Phetteplace	Secretary
Jessica Cyr	Member
Daniel Roth	Member

ABSENT:

Matthew Beck	Chair
Edward Watt	Member

THE FOLLOWING PERSONS WERE ALSO PRESENT:

Kenneth F. Rose	Chief Executive Officer
Sheila Snell	Chief Financial Officer
Vincenzo Nicosia	Director of Program Development
Stephanie Battisti	Economic Dev. Specialist
Christie Dingman	Staff Assistant
Christopher Canada	Agency Counsel

The following resolution was offered by Brent Phetteplace, seconded by Jessica Cyr to wit:

Resolution No. 26-10

**RESOLUTION ADOPTING 2026 MISSION STATEMENT AND MEASUREMENT
REPORT**

WHEREAS, Montgomery County Industrial Development Agency (the "Agency") is authorized and empowered by the provisions of Chapter 1030 of the 1969 Laws of New York, constituting Title 1 of Article 18-A of the General Municipal Law, Chapter 24 of the Consolidated Laws of New York, as amended (the "Enabling Act") and Chapter 666 of the 1970 Laws of New York, as amended, constituting Section 895-d of said General Municipal Law (said Chapter and

the Enabling Act being hereinafter collectively referred to as the "Act") to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of industrial, manufacturing, warehousing, commercial, research, recreation and civic facilities, among others, for the purpose of promoting, attracting and developing economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York, to improve their prosperity and standard of living, and to prevent unemployment and economic deterioration; and

WHEREAS, the 2009 Public Authorities Reform Act added a new Section 2824-a in the Public Authorities Law requiring state and local public authorities to develop and adopt a mission statement and establish performance measures and review those annually,

RESOLVED, that the Montgomery County Industrial Development Agency's Board of Directors hereby adopts the Performance Measures and Measurement Report for 2026 attached hereto as Attachment A, and

FURTHER RESOLVED, The officers, employees and agents of the Agency are hereby authorized and directed for and in the name and on behalf of the Agency to do all acts and things required or provided to carry out the terms of this Resolution, and to execute and deliver any additional certificates, instruments and documents, to pay all such fees, charges and expenses and to do all such further acts and things as may be necessary or, in the opinion of the officer, employee or agent acting, desirable and proper to effect the purposes of the foregoing Resolution and to cause compliance by the Agency with all of the terms, covenants and provisions of this Resolutions, and

FURTHER RESOLVED, This Resolution shall take effect immediately.

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

Matthew Beck	VOTING	ABSENT
Mark Kowalczyk	VOTING	YES
Cheryl Reese	VOTING	YES
Brent Phetteplace	VOTING	YES
Jessica Cyr	VOTING	YES
Daniel Roth	VOTING	YES
Edward Watt	VOTING	ABSENT

The foregoing Resolution No. 26-10 was thereupon declared duly adopted.

STATE OF NEW YORK)
) SS.:
COUNTY OF MONTGOMERY)

I, the undersigned (Assistant) Secretary of Montgomery County Industrial Development Agency (the "Agency"), do hereby certify that I have compared the foregoing extract of the minutes of the meeting of the members of the Agency held on March 12, 2026 with the original thereof on file in my office, and that the same is a true and correct copy of said original and of the whole of said original so far as the same relates to the subject matters therein referred to.

I FURTHER CERTIFY that (A) all members of the Agency had due notice of said meeting; (B) said meeting was in all respect duly held; (C) pursuant to Article 7 of the Public Officers Law (the "Open Meetings Law"), said meeting was open to the general public, and due notice of the time and place of said meeting was given in accordance with such Open Meetings Law; and (D) there was a quorum of the members of the Agency present throughout said meeting.

I FURTHER CERTIFY that, as of the date hereof, the attached Resolution is in full force and effect and has not been amended, repealed or rescinded.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Agency this _____ day of _____, 2026.

(Assistant) Secretary

(S E A L)

Attachment A

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

Balance Sheet

MCIDA

As of Mar 31, 2026

	TOTAL
<hr/>	
Assets	
Current Assets	
Bank Accounts	
200 Cash	
200.1 NBT-General Fund	37,360.14
200.2 NBT-MMDA	3,173,507.67
200.4 NBT-USDA	98,835.03
200.7 NBT Payroll	14,635.62
Total for 200 Cash	\$3,324,338.46
Total for Bank Accounts	\$3,324,338.46
Other Current Assets	
253 Loan Receivable	178,425.35
255 Accounts Receivable	0.00
420 Due from Other Government	\$0.00
420.1 Due From Montgomery County	0.00
420.2 Due From CRC	0.00
Total for 420 Due from Other Government	\$0.00
480 Prepays	
480.1 Prepaid Expenses	0.00
480.2 Prepaid Insurance	7,294.21
480.3 Prepaid Marketing	0.00
Total for 480 Prepays	\$7,294.21
Inventory Asset	0.00
Total for Other Current Assets	\$185,719.56
Total for Current Assets	\$3,510,058.02
Other Assets	
100.10 Clark-Ld Dvlp(TBK)-Phs II	52,131.20
100.1 GP-Land Adams Purchase	64,439.69
100.20 Land FP- Gage Parcel	7,534.25
100.23 FP Land-Lot1 Parcel A	11,003.85
100.28 FP Land Lot 1 Parcel AA	9,859.60
100.29 FP Land New Account	-100.00
100.2 GP Lnd EdwardClark Prchs	0.00
100.30 FP Land Bushman Property	0.00
100.31 FP Land Trnsfr-Twn Florida	9,282.93
100.32 FP Land Transfer to NYSDOT	1.00
100.33 FP Land Cell Tower	6,329.14
100.40 FP Extension	608,483.29
100.50 Land-Parking Lot	10.00
100.51 Prkng Lot Lease Hld Imprv	97,530.23
100.52 NBT-Parking Lot Accum Depr	-97,530.23
101 101 Inventory Asset Exit 29	800,069.00

Balance Sheet

MCIDA

As of Mar 31, 2026

	TOTAL
251 Lease Receivable-NBT	0.00
Total for Other Assets	\$1,569,043.95
Total for Assets	\$5,079,101.97
Liabilities and Equity	
Liabilities	
Current Liabilities	
Accounts Payable	
600 Accounts Payable	0.00
Total for Accounts Payable	\$0.00
Other Current Liabilities	
605 Accounts Payable-Misc	11,436.02
610 Deposits/Retainers	0.00
615 Deposits/Options	0.00
620 PILOTS Clearing Account	0.00
622 PILOT Clearing BeechNut	0.00
635 Due to Montgomery Cty Misc	0.00
640 Salary Payable-County Admi	0.00
645 Payroll Tax Withholding	0.00
651 651 - Amazon Escrow	13,265.61
660.2 Deferred Revenue-GP Note	8,429.19
660 Deferred Revenues	
660.1 Dfrd Int Revenue-NBT	0.00
660.5 Def Int Rev - Cell Tower	0.00
Total for 660 Deferred Revenues	\$0.00
690 Overpayments & Charges	0.00
Total for Other Current Liabilities	\$33,130.82
Total for Current Liabilities	\$33,130.82
Long-term Liabilities	
630 Due to Other Gov'ts	\$0.00
630.1 Due To MC3 Development	611,168.70
630.2 Due To MC Parks	295,000.00
630.3 Due To MC-Parks Res 108-97	317,984.64
630.4 Due To MC-IAP Reimbursemnt	369,634.53
Total for 630 Due to Other Gov'ts	\$1,593,787.87
650 USDA Clearing Account	0.00
Total for Long-term Liabilities	\$1,593,787.87
Total for Liabilities	\$1,626,918.69
Equity	
920 Opening Bal Equity	1,611,682.78
922 Retained Earnings - USDA	83,418.86
921 Retained Earnings	1,659,426.69

Balance Sheet

MCIDA

As of Mar 31, 2026

	TOTAL
Net Income	97,654.95
Total for Equity	\$3,452,183.28
Total for Liabilities and Equity	\$5,079,101.97

Profit and Loss

MCIDA

March 1-31, 2026

	TOTAL
<hr/>	
Income	
2220 Agency Fees (Projects)	1,760.94
2401 Interest & Earnings	
2401.1 Bank Interest-NBT Gen Fd	1.08
2401.2 Bank Interest-NBT MMDA	6,360.97
2401.3 Bank Interest-USDA	201.05
Total for 2401 Interest & Earnings	\$6,563.10
Total for Income	\$8,324.04
<hr/>	
Gross Profit	\$8,324.04
<hr/>	
Expenses	
6160 Insurance Expense	902.66
6175 General Office Expense	2,970.04
6180 Postage Expense	378.00
9000 Payroll	4,384.64
9005 Payroll Taxes	382.24
9010 Payroll Fees (Paychex)	179.12
Total for Expenses	\$9,196.70
<hr/>	
Net Operating Income	-\$872.66
<hr/>	
Net Other Income	
<hr/>	
Net Income	-\$872.66
<hr/>	

MONTGOMERY COUNTY

Made of Something

STRONGER

2025 Annual Project Assessment Review Report



A Year in Review

This year, our office demonstrated strong dedication and collaboration in advancing economic development initiatives. Through strategic planning, community partnerships, and persistent outreach, we successfully secured multiple projects, like Dollar General Corp Cold Storage and Amazon.com Services, that will drive growth, create jobs, and strengthen our local economy. Our team remained focused on meeting and exceeding established goals, adapting to challenges with innovation and determination. By streamlining processes and nurturing relationships with key stakeholders, we positioned our County for long-term success. These accomplishments reflect our commitment to progress and our ability to deliver meaningful results that benefit businesses, residents, and the overall economic landscape of Montgomery County.

On the following pages you will find the required annual monitoring review of the Montgomery County IDA and CRC current projects. Please reach out to our office with any questions.

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			433,432	628,719	1,062,151
Sales Tax					
Mortg Recording					

Payment in Lieu of Taxes Received

	<u>Town</u>	<u>County</u>	<u>School</u>	<u>Total</u>
2025	21,271	212,709	297,792	531,772
2024	11051	110,513	154,717	276,281
2023	11816	118,162	165,427	295,405

Taxes Paid - N/A

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	410 FT/52 PT

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. The project is in it's tenth year and the project expires in 2033.

Project name: Family Counseling Center Of Fulton County, Inc.
 11-21 Broadway
 Gloversville NY 12078

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>
2024				
2023				-
2022				

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>
94	10	94	92

Debt

<u>Type of Debt:</u>	<u>Bond Agreement</u>	<u>Bond Agreement</u>	<u>Bond Agreement</u>
<u>Date of issue:</u>	03/18/20	03/18/20	03/18/20
<u>Interest rate:</u>	4.95%	5.40%	5.3750%
<u>Original Amount:</u>	1,080,000	6,865,000	385,000
<u>Outstanding:</u>			
<u>Beginning of year:</u>	750,000	5,625,000	180,000
<u>Issued during year:</u>	-	-	-
<u>Prin.Pd during year:</u>	25,000	-	90,000
<u>Principal Balance:</u>	725,000	5,625,000	90,000
<u>Final maturity date:</u>	7/1/2030	7/1/2050	7/1/2025

BOND through the CRC in March 2020

Grant (N/A)

Type of Grant:
Contract Date:
Grant Amount:

Project Description: The construction and acquisition of an addition to contain approximately 18,578 square feet of space to the existing facility containing approximately 9,000 square feet of space located at 11-21 Broadway in the City of Gloversville, Fulton County. The project is in it's sixth year and the project expires in 2050.

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>
2024				
2023				-
2022				

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	315 FT / 22 PT

*Excludes pt, substitutes and grant related employees.

Debt

Type of Debt:	Bond Agreement	Type of Debt:	Bond Agreement
Date of issue:	01/12/05	Date of issue:	09/01/14
Interest rate:	2.81%	Interest rate:	2.00%
Original Amount:	29,500,000	Original Amount:	22,975,000
Outstanding:		Outstanding:	
Beginning of year:	26,230,000	Beginning of year:	15,055,000
Issued during year:	-	Issued during year:	
Prin.Pd during year:	26,230,000	Prin.Pd during year:	1,040,000
Principal Balance:	-	Principal Balance:	13,960,000
Final maturity date:	7/1/2034	Final maturity date:	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.
 The project is in it's twelfth year and the project expires in 2030.

Project name: Golf Course Apartments
 383 Golf Course Rd
 Amsterdam, NY 12010

Project type: Lease/Leaseback

Exemptions

	<u>State</u>	<u>Town</u>	<u>County</u>	<u>School</u>	<u>Total</u>
Real Property		N/A	1,574	6,585	8,159
Sales Tax	84,067				84,067
Mortg Recording					

Payment in Lieu of Taxes Received

	<u>Town</u>	<u>County</u>	<u>School</u>	<u>Total</u>
2025		1,574	6,585	8,159
2024		N/A		
2023		N/A		

Taxes Paid - N/A

<u>School</u>	
<u>Town/County</u>	
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>
0	2		6 FT/22 Construct

Debt (N/A)

Type of Debt:		Outstanding:	
Date of issue:		Beginning of year:	
Interest rate:		Issd during year:	
		Prin.Pd dur year:	
Original Amount:		Principal Balance:	
		Final Maturity	

Grant (N/A)

Type of Grant:
Contract Date:
Grant Amount:

Project Description: This project consists of the construction of a 40 unit apartment complex exclusively offered to those 55 and over. The housing unit will be built on 11+ acre parcel on a private road, Gulf Course Road Town of Amsterdam. The building is expected to be completed in 2024. This project is in it's fourth year and is expected to expire 2034.

Project name: Log City One, LLC
 Log City Road
 Amsterdam, NY 12010

Project type: Lease/Leaseback

Exemptions

	<u>State</u>	<u>Town</u>	<u>County</u>	<u>School</u>	<u>Total</u>
Real Property				1,244	1,244
Sales Tax					
Mortg Recording					

Payment in Lieu of Taxes Received

	<u>Town</u>	<u>County</u>	<u>School</u>	<u>Total</u>
2025			1,244	1,244
2024				
2023				

Taxes Paid - N/A

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>
0	2		40 Construct

Debt (N/A)

Type of Debt:		Outstanding:	
Date of issue:		Beginning of year:	
Interest rate:		Issd during year:	
		Prin.Pd dur year:	
Original Amount:		Principal Balance:	
		Final Maturity	

Grant (N/A)

Type of Grant:
Contract Date:
Grant Amount:

Project Description: This Project consists of the acquisition two parcels of land containing approximately 16.5 acres located at on Log City Road in the Town of Amsterdam and to construct 14 buildings to contain approximately 168 market rate apartment flats. The project is in it's second year is expected to expire in 2038.

Project name: Peter's Properties (DAIM Logistics)
 128 Park Drive
 Fultonville NY 12072

Project type: PILOT

Exemptions

	<u>State</u>	<u>Town</u>	<u>County</u>	<u>School</u>	<u>Total</u>
Real Property		3,408	16,618	27,581	44,199
Sales Tax					
Mortg Recording					

Payment in Lieu of Taxes Received

	<u>Town</u>	<u>County</u>	<u>School</u>	<u>Total</u>
2025	852	4,154	6,962	11,968
2024	851	4,204	6,023	11,078
2023				

Taxes Paid (original parcel)

School	\$	11,453
Town/County	\$	11,816
Total	\$	23,269

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>
10	15	10	21

Grant (N/A)

Type of Grant:

Contract Date:

Grant Amount:

Project Description: This project consists of the purchase of 8 acres of land and the construction of a new 55,000 square foot facility in the Glen Canal View Business Park. This project will lead to the retention of 10 and the creation of 15 full time positions within 3 years. The project is in it's fifth year and the project expires in 2038.

Project name: Mohawk Solar
Town of Canajoharie/Town of Minden

Project type: PILOT

Exemptions

	<u>State</u>	<u>Town</u>	<u>County</u>	<u>School</u>	<u>Total</u>
Real Property	Not applicable				
Sales Tax					
Mortg Recording					

Payment in Lieu of Taxes Received

	<u>Town</u>	<u>County</u>	<u>School</u>	<u>Total</u>
2025	N/A	98,669		98,669
2024	N/A	95,727		95,727
2023	N/A	101,990		101,990

Taxes Paid (N/A)

School \$ -
Town/County \$ -
Village \$ -
\$ -

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>
5	5	0	0

Project description: This project consists of a solar farm located in various lots/parcels throughout the Town of Minden and Town of Canajoharie.
The project is in it's sixth year and the project expires in 2037.

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>Village</u>	<u>County</u>	<u>School</u>	<u>Total</u>
Real Property		2,373	13,170	18,148	33,691
Sales Tax					
Mortg Recording					

Payment in Lieu of Taxes Received

	<u>Village</u>	<u>County</u>	<u>School</u>	<u>Total</u>
2025	1,876	10,263	14,350	26,489
2024	1,876	10,333	28,368	26,845
2023	1,343	10,247	20,246	31,836

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	60FT/70PT

DEBT

Type of Debt:	Loan Agreement	Outstanding:	
Date of issue:	06/21/16	Beginning of year:	74,032
Interest rate:	3.25%	Issd during year:	-
		Prin.Pd dur year:	74,032
Original Amount:	106,000	Principal Balance:	
		Final Maturity	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
 The project is in it's last year; project terminanted by applicanty.

Project name: Valley View Hosp/Microtel
Route 5S
Amsterdam, NY 12095

Project type: PILOT/LOAN

Exemptions - N/A

	<u>State</u>	<u>City</u>	<u>County</u>	<u>School</u>	<u>Total</u>
Real Property		38,867	42,751	65,381	146,999
Sales Tax					
Mortg Recording					

Payment in Lieu of Taxes Received - N/A

	<u>City</u>	<u>County</u>	<u>School</u>	<u>Total</u>
2025	12,939	14,232	21,765	48,936
2024	8,924	9,690	14,011	32,625
2023	9,055	9,707	13,863	32,625

Taxes Paid (N/A)

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	14	0	14FT/2PT

DEBT (PAID)

Type of Debt:	Loan Agreement	Outstanding:	
Date of issue:	07/12/19	Beginning of year:	444,057
Interest rate:	5.25%	Issd during year:	-
		Prin.Pd dur year:	444,057
Original Amount:	500,000	Principal Balance:	-
		Final Maturity	7/12/2029

Grant - N/A

Type of Grant:

Contract Date:

Grant Amount:

Project Description: Building new facility located on Route 5S in the City of Amsterdam. Full service Hotel.
The project is in it's sixth year and the project expires in 2029.

Project name: Vida Blend LLC
 Route 5S
 Amsterdam, Ny 12095

Project type: PILOT

Exemptions - N/A

	<u>State</u>	<u>Town</u>	<u>County</u>	<u>School</u>	<u>Total</u>
Real Property		-	6,068	9,286	15,354
Sales Tax					
Mortg Recording					

Payment in Lieu of Taxes Received - N/A

	<u>Town</u>	<u>County</u>	<u>School</u>	<u>Total</u>
2025		1,517	5,078	6,595
2024		1,575	2,427	4,535
2023		1,705	2,465	1,593

Taxes Paid

School N/A
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>
11	18	11	19

Debt

Type of Debt:	N/A	Outstanding:	
Date of issue:		Beginning of year:	
Interest rate:		Issd during year:	
		Prin.Pd dur year:	
Original Amount:		Principal Balance:	
		Final Maturity	

Grant - N/A

Type of Grant:

Contract Date:

Grant Amount:

Project Description: Building new facility located on Route 5S in the Town of Florida - Nutrient Manufacturer
 The project is in it's sixth year and the project expires in 2035.



MONTGOMERY COUNTY NY
BUSINESS DEVELOPMENT CENTER



MONTGOMERY
C O U N T Y NY
BUSINESS DEVELOPMENT CENTER



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www.montgomerycountyworks.com



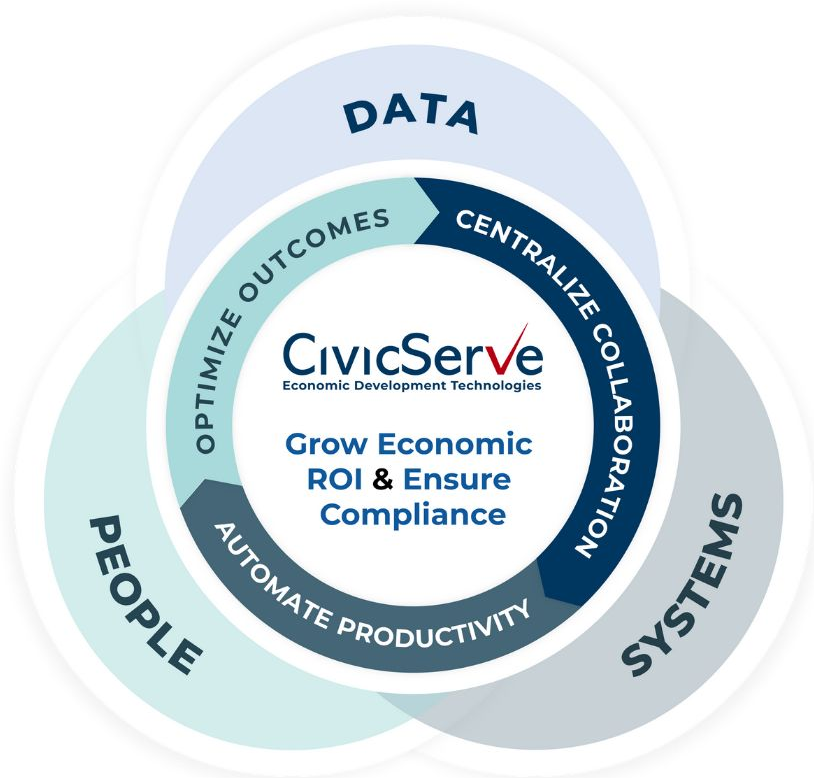
CivicServe
Economic Development Technologies



Customers choose CivicServe because it is the only economic development software that:

- 1 Increases return on investments
- 2 Ensures compliance
- 3 Centralizes data, systems and people
- 4 Automates processes and the collection of information
- 5 Optimizes outcomes

What we do.





RETURN ON INVESTMENT

CivicServe isn't a cost –
its your highest-
performing investment.

THE COST OF THE STATUS QUO — PER EMPLOYEE, PER YEAR

15–20%

hrs/week lost
to manual work

X

52

weeks/year

X

\$38

avg. ED professional
hourly rate

~\$12,000 - \$16,000

in lost productivity per employee, per year



Team of 1? That's still **~\$12,000 back in productive hours.**



Team of 5? You're looking at **~\$60,000–\$80,000.**

WHERE THE TIME GOES TODAY

- Gathering data from disconnected sources **3-5 hours** per report
- Building stakeholder reports manually: **4-6 hours** per cycle
- Preparing for elected-official meetings with **no centralized data**
- Tracking business outreach in spreadsheets and shared inboxes

WHAT CIVICSERVE GIVES BACK

- ✓ **Reclaim 10–20%** of your team's time – whether you're a team of 1 or 20
- ✓ **Walk into every meeting** with live, centralized business data
- ✓ **Demonstrate ROI** to elected officials and stakeholders with real numbers
- ✓ **Attract and retain businesses** with proactive, data-driven outreach

*Economic development is the intentional practice of improving a community's economic well-being -
CivicServe is the platform that makes it possible!*



CORE PLATFORM

Integrated economic development platform that centralizes stakeholder communications, automates lead and project workflows, manages events and data, and tracks goal progress through comprehensive CRM tools, multi-agency collaboration features, and real-time reporting to streamline all development activities.

CRM

Centralize stakeholder communication, contact tracking, and task management with integrated email and calendar tools and automated workflows.

Lead Management

Capture and manage inbound leads with key details tracked throughout the lifecycle from initial inquiry to project creation.

Goal Management

Set strategic goals, tie them to tracked activities, and access real-time progress reporting that demonstrates the impact of your work.

Project Management

Coordinate internal projects with configurable timelines, automated notifications and reminders, and reporting to keep all team members aligned.

Event Management

Manage business and workforce events from planning through execution with attendee, vendor, and sponsor coordination, and comparative reporting across events to inform future planning.



BUSINESS MODULE

Comprehensive business engagement platform that strengthens local enterprise relationships through directory promotion, registration programs, satisfaction surveys, and site visit coordination to foster business growth and community economic development.

BRE & Site Visit Surveys

Digitize and manage all business retention and expansion activities in one platform—capturing surveys and site visits, tracking complete engagement histories, analyzing activity by geographic boundaries, and leveraging dashboards and reports to measure outreach effectiveness and demonstrate economic development impact.

Business Directory

Promote local businesses with a customizable, public-facing directory that highlights targeted industries, controls visible data fields, and enables powerful search and filtering so residents and visitors can easily discover businesses that meet their needs.

Business Registration, Licensing, and Certifications

Centralize business registration, certification, and licensing in one unified platform—enabling online applications through the public portal, automatically tagging CRM records, capturing essential business data, and maintaining complete, accurate profiles without fragmented systems.



PROPERTIES MODULE

Comprehensive property management platform that streamlines registration processes, promotes available properties to developers and investors and manages lease agreements through automated workflows, public marketing tools and compliance tracking to stimulate community development opportunities.

Lease Contract Management (Customer-Owned Properties)

Centralize lease management for organization-owned properties by capturing key tenant and contract details, tracking renewals and payments, assigning tasks, and using automated alerts to stay ahead of compliance deadlines.

Available Property Registration

Enable property owners to register available sites through the public portal, capturing key details and contact information to maintain an up-to-date property inventory that supports site selection and economic development opportunities.

Property Marketing (Public Portal)

Showcase available properties in the public portal with filterable map and list views, rich property cards with inquiry submission, and seamless listing and lead management within the admin system.

Vacant Property Registration

Enable property owners to register vacant buildings through the public portal to capture ownership and status details, maintain ongoing communication, track compliance, and reduce safety risks and neighborhood blight.



INCENTIVES MODULE

Comprehensive incentive management platform that automates application processing, ensures regulatory compliance and promotes financial programs through public portals and intelligent screening technology to protect investments and streamline economic development initiatives.

Incentive Management

- ✓ **Abatements**
- ✓ **Bonds**
- ✓ **Business Development Districts**
- ✓ **Community Improvement Districts**
- ✓ **Credits, Exemptions, Rebates, and Waivers**
- ✓ **Economic Development Grants**
- ✓ **Economic Development Loans**
- ✓ **Enterprise Zones**
- ✓ **Hub Zones**
- ✓ **Opportunity Zones**
- ✓ **PILOTs**
- ✓ **Special Services Areas**
- ✓ **Tax Increment Financing Districts**
- ✓ **Other/Custom**



PLATFORM ENHANCEMENTS

Monthly Business Data Updates

Keep your CRM automatically updated with fresh business data every month while maintaining full control through protected manual edits and complete change logs—ensuring accurate data for timely outreach and informed decisions without manual effort.

Monthly Business Intelligence

Stay ahead with automated monthly email alerts that notify you of new businesses to engage early, at-risk businesses showing distress signals for proactive intervention, and key trend changes across your community—all delivered in detailed spreadsheets categorizing every critical update.

State Specific Reporting

Meet state-mandated reporting requirements effortlessly with pre-configured templates that automatically pull data from your project records to generate accurate, comprehensive annual reports—streamlining compliance while dramatically reducing time and effort.



INTEGRATIONS

GIS (Customer API Required)

Integrate seamlessly with your community's GIS system to automatically sync parcel data, ownership records, and current/historical assessed values while validating and geocoding all projects, businesses, and properties—enabling accurate location-based tracking, property value impact analysis, and multi-jurisdiction reporting.

Microsoft 365 (Outlook Email and Calendar)

Eliminate duplicate data entry with seamless Microsoft Outlook 365 integration that automatically logs all emails and calendar events to business, contact, and project records—maintaining a comprehensive communication history in one place to streamline workflows, ensure nothing falls through the cracks, and support accurate engagement reporting.

Single Sign-On (Provider Must Support SAML 2.0)

Streamline access and enhance security with Single Sign-On (SSO) via SAML 2.0, enabling seamless authentication through your existing enterprise identity platform—whether Microsoft Azure AD (Entra ID), Okta, OneLogin, or any SAML 2.0 provider—while reducing password fatigue and maintaining centralized control over authentication and access management across your organization.



TECHNICAL SPECIFICATIONS

VPAT Specification & Technical Conformance

Meet federal accessibility requirements with verified WCAG 2.0, 2.1, and 2.2 conformance at Level A and AA standards—supporting all major accessibility features (screen readers, captions, text resizing, high contrast) and validated through comprehensive automated testing, NVDA screen reader verification, and manual keyboard navigation reviews, with ongoing enhancements to ensure full compliance for users of all abilities.

Accessibility Strategy & Compliance Overview

Demonstrate digital leadership in inclusion while significantly reducing compliance risks through verified accessibility standards that guarantee seamless access for users of all abilities—ensuring no constituent is left behind.



Thank you!



CivicServe
Economic Development Technologies



**RESOLUTION PROFESSIONAL SERVICES-PROJECT MANAGEMENT AND REPORTING
SOFTWARE SERVICES**

A regular meeting of Montgomery County Industrial Development Agency (the “Agency”) was convened in public session at the office of the Agency located at the Montgomery County Business Development Center located at 113 Park Drive, Fultonville, New York on April 9, 2026 at 3:30 p.m., local time.

The meeting was called to order by the (Vice) Chairperson and, upon roll being called, the following members of the Agency were:

PRESENT:

Matthew Beck	Chairperson
Mark Kowalczyk	Vice Chairperson
Brent Phetteplace	Secretary/Assistant Treasurer
Cheryl Reese	Treasurer/Assistant Secretary
Edward Watt	Member
Jessica Cyr	Member
Daniel Roth	Member

ABSENT:

THE FOLLOWING PERSONS WERE ALSO PRESENT:

Kenneth F. Rose	Chief Executive Officer
Sheila Snell	Chief Financial Officer
Vincenzo Nicosia	Director of Program Development
Stephanie Battisti	Economic Development Specialist
Christie Dingman	Staff Assistant
Christopher Canada, Esq.	Agency Counsel

The following resolution was offered by _____, seconded by _____, to wit:

Resolution No. 26-11

**RESOLUTION AUTHORIZING CHIEF EXECUTIVE OFFICER OF THE MCIDA TO SIGN
AGREEMENT WITH CIVICSERVE, INC.**

WHEREAS, Montgomery County Industrial Development Agency (the “Agency”) is authorized and empowered by the provisions of chapter 1030 of Laws of 1969 of New York, constituting Title 1 of Article 18-A of the General Municipal law, Chapter 24 of the Consolidated Laws of New York, as amended (the “Enabling Act”) and Chapter 666 of the 1970 Laws of New York, as amended, constituting Section 895-b of said General Municipal Law (said Chapter and the Enabling Act being hereinafter collectively referred to as the “Act”) to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of industrial, manufacturing, warehouse, commercial, research, recreation and civic facilities, among others, for the purpose of promoting, attracting and developing economically sound commerce and industry to advance the job opportunities, health,

general prosperity and economic welfare of the people of the State of New York, to improve their prosperity and standard of living, and to prevent unemployment and economic deterioration; and

WHEREAS, the mission of the Agency 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, New York (the “County”); and

WHEREAS, in connection with the on-going mission of the Agency and project management and reporting requirements, the Agency deems it critical to engage a firm with project management and reporting software services; and

WHEREAS, the Agency has adopted a Procurement Policy to guide the Agency in contracting for goods and services; and

WHEREAS, the Agency has reviewed the project management and reporting software services in connection with the Procurement Policy of the Agency; and

WHEREAS, pursuant to Section 504(A) of the Procurement Policy, the Agency is authorized, in the sole discretion of the members of the Agency, to determine that the solicitation of alternative proposals or quotations would not be in the best interest of the Agency when the Agency is procuring professional services; and

WHEREAS, based on a review of the project management and software services, the Agency desires to make special findings determining (a) that the Agreement for project management and reporting software services are classified as a professional service which is eligible for exemption from the competitive bidding requirements under the Procurement Policy and the Act, and (b) that a request for proposals (“RFP”) is not required to procure the services; and

WHEREAS, subject to the special findings outlined in this resolution, the Agency desires to authorize the Chairperson, Vice Chairperson, or Chief Executive Officer of the Agency to execute and deliver a agreement and other required documents CivcServe, LLC for the provision of Project Management and Reporting Software Services;

NOW, THEREFORE, BE IT RESOLVED BY THE MEMBERS OF MONTGOMERY COUNTY INDUSTRIAL DEVELOPMENT AGENCY AS FOLLOWS:

Section 1. The Agency hereby finds and determines that the provision of the Project Management and Reporting Software Services requires special and technical skill, training or expertise, and therefore constitutes a professional service pursuant to Section 504(A) of the Procurement Policy, based on the following factors:

- (A) Provision of the Project Management and Reporting Software Services requires special training, education, and skill; and
- (B) The accountability, reliability, responsibility, skill, and reputation of a proposed project manager can be better identified and analyzed by the Agency outside of a competitive procurement process; and
- (C) Provision of the Project Management and Reporting Software Services requires a professional relationship between the Agency and the Manager; and

- (D) Provision of Project Management and Reporting Software Services are generally understood as constituting and software professional services.

Section 2. Based on the determinations made in Section 1 hereof, the Agency hereby further finds and determines that the Project Management and Reporting Software Services constitute professional services pursuant to Section 504(A) of the Procurement Policy and the Act and, therefore, are eligible for an exemption from both the competitive bidding and RFP requirements, and, therefore determines to enter into the Project Management and Reporting Software Services Documents with CiveServe, Inc. for the purposes of providing the Project Management and Reporting Software Services.

Section 3. The Agency hereby authorizes and directs the Chairperson, Vice Chairperson, and/or Chief Executive Officer of the Agency to execute and deliver Project Management and Reporting Software Services Documents with the CiveServe, Inc.

Section 4. All action taken by the Chairperson, Vice Chairperson, Chief Executive Officer and/or Staff of the Agency with respect to the solicitation of the Project Management and Reporting Software Services is hereby ratified and confirmed.

Section 5. The Chairperson, Vice Chairperson and/or Chief Executive Officer of the Agency is hereby authorized to execute and deliver the Project Management and Reporting Software Services Documents, and, where appropriate, the Secretary of the Agency is hereby authorized to affix the seal of the Agency thereto and to attest the same, all in substantially the form thereof presented to the members of the Agency, with such changes, variations, omissions and insertions as the Chairperson, Vice Chairperson and/or Chief Executive Officer of the Agency shall approve, the execution thereof by the Chairperson, Vice Chairperson and/or Chief Executive Officer of the Agency to constitute conclusive evidence of such approval.

Section 6. The officers, employees and agents of the Agency are hereby authorized and directed for and in the name and on behalf of the Agency to do all acts and things required or provided for by the provisions of the Project Management and Reporting Software Services Documents, and to execute and deliver all such additional certificates, instruments and documents, to pay all such fees, charges and expenses and to do all such further acts and things as may be necessary or, in the opinion of the officer, employee or agent acting, desirable and proper to effect the purposes of the foregoing resolution and to cause compliance by the Agency with all of the terms, covenants and provisions of the Project Management and Reporting Software Services Documents binding upon the Agency.

Section 7. This resolution shall take effect immediately.

The question of the adoption of the foregoing resolution was duly put to a vote on roll call, which resulted as follows:

Matthew Beck	VOTING
Mark Kowalczyk	VOTING
Brent Phetteplace	VOTING
Cheryl Reese	VOTING
Edward Watt	VOTING
Jessica Cyr	VOTING
Daniel Roth	VOTING

The foregoing Resolution No. 26-11 was thereupon declared duly adopted.

STATE OF NEW YORK)
) SS.:
COUNTY OF MONTGOMERY)

I, the undersigned (Assistant) Secretary of Montgomery County Industrial Development Agency (the “Agency”), do hereby certify that I have compared the foregoing extract of the minutes of the meeting of the members of the Agency, including the resolution contained therein, held on April 9, 2026 with the original thereof on file in my office, and that the same is a true and correct copy of said original and of such resolution set forth therein and of the whole of said original so far as the same relates to the subject matters therein referred to.

I FURTHER CERTIFY that (A) all members of the Agency had due notice of said meeting; (B) said meeting was in all respects duly held; (C) pursuant to Article 7 of the Public Officers Law (the “Open Meetings Law”), said meeting was open to the general public, and due notice of the time and place of said meeting was duly given in accordance with such Open Meetings Law; and (D) there was a quorum of the members of the Agency present throughout said meeting.

I FURTHER CERTIFY that, as of the date hereof, the attached resolution is in full force and effect and has not been amended, repealed or rescinded.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Agency this _____ day of _____, 2026.

(Assistant) Secretary

(SEAL)

RESOLUTION PROFESSIONAL SERVICES-BUSINESS PARK STUDY

A regular meeting of Montgomery County Industrial Development Agency (the “Agency”) was convened in public session at the office of the Agency located at the Montgomery County Business Development Center located at 113 Park Drive, Fultonville, New York on April 9, 2026 at 3:30 p.m., local time.

The meeting was called to order by the (Vice) Chairperson and, upon roll being called, the following members of the Agency were:

PRESENT:

Matthew Beck	Chairperson
Mark Kowalczyk	Vice Chairperson
Brent Phetteplace	Secretary/Assistant Treasurer
Cheryl Reese	Treasurer/Assistant Secretary
Edward Watt	Member
Jessica Cyr	Member
Daniel Roth	Member

ABSENT:

THE FOLLOWING PERSONS WERE ALSO PRESENT:

Kenneth F. Rose	Chief Executive Officer
Sheila Snell	Chief Financial Officer
Vincenzo Nicosia	Director of Program Development
Stephanie Battisti	Economic Development Specialist
Christie Dingman	Staff Assistant
Christopher Canada, Esq.	Agency Counsel

The following resolution was offered by _____, seconded by _____, to wit:

Resolution No. 26-12

RESOLUTION AUTHORIZING CHIEF EXECUTIVE OFFICER OF THE MCIDA TO SIGN AGREEMENT WITH _____ FOR SERVICES RELATED TO THE IDENTIFICATION OF POTENTIAL BUSINESS/INDUSTRIAL PARK SITES

WHEREAS, Montgomery County Industrial Development Agency (the “Agency”) is authorized and empowered by the provisions of chapter 1030 of Laws of 1969 of New York, constituting Title 1 of Article 18-A of the General Municipal law, Chapter 24 of the Consolidated Laws of New York, as amended (the “Enabling Act”) and Chapter 666 of the 1970 Laws of New York, as amended, constituting Section 895-b of said General Municipal Law (said Chapter and the Enabling Act being hereinafter collectively referred to as the “Act”) to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of industrial, manufacturing, warehouse, commercial, research, recreation and civic facilities, among others, for the purpose of promoting, attracting and developing economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York, to improve their prosperity and standard of living, and to prevent unemployment and economic deterioration; and

WHEREAS, the mission of the Agency 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, New York (the “County”); and

WHEREAS, to further the Agency’s Mission the Montgomery County Industrial Development Agency issued an RFP for Professional Services in Identifying Potential Sites for a new Business/Industrial Park on February 13, 2026; and

WHEREAS, six proposals were received and interviews were conducted by Agency staff of all six proposers; and

WHEREAS, the Agency upon review with Staff recommends to contract with _____ for services related to the identification of potential business/industrial park sites.

RESOLVED, the Montgomery County Industrial Development Agency, authorizes the Chief Executive Officer to sign an agreement with _____ to provide professional services related to the identification of potential business/industrial park sites.

The question of the adoption of the foregoing resolution was duly put to a vote on roll call, which resulted as follows:

Matthew Beck	VOTING
Mark Kowalczyk	VOTING
Brent Phetteplace	VOTING
Cheryl Reese	VOTING
Edward Watt	VOTING
Jessica Cyr	VOTING
Daniel Roth	VOTING

The foregoing Resolution No. 26-12 was thereupon declared duly adopted.

STATE OF NEW YORK)
) SS.:
COUNTY OF MONTGOMERY)

I, the undersigned (Assistant) Secretary of Montgomery County Industrial Development Agency (the “Agency”), do hereby certify that I have compared the foregoing extract of the minutes of the meeting of the members of the Agency, including the resolution contained therein, held on April 9, 2026 with the original thereof on file in my office, and that the same is a true and correct copy of said original and of such resolution set forth therein and of the whole of said original so far as the same relates to the subject matters therein referred to.

I FURTHER CERTIFY that (A) all members of the Agency had due notice of said meeting; (B) said meeting was in all respects duly held; (C) pursuant to Article 7 of the Public Officers Law (the “Open Meetings Law”), said meeting was open to the general public, and due notice of the time and place of said meeting was duly given in accordance with such Open Meetings Law; and (D) there was a quorum of the members of the Agency present throughout said meeting.

I FURTHER CERTIFY that, as of the date hereof, the attached resolution is in full force and effect and has not been amended, repealed or rescinded.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Agency this _____ day of _____, 2026.

(Assistant) Secretary

(SEAL)