

New York State Local Public Authority Mission Statement and Measurement Report

Local Public Authority Name: Montgomery County Industrial Development

Fiscal Year: January 2017 – December 31, 2017

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

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

Date Adopted: March 9, 2017

2016 Measurements and 2016 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 establishments throughout the course of the year with technical assistance through grant procurement, financial assistance and informational products. The Agency through its list serve which includes over 100 area businesses and numerous large non-for-profit employers sent out several informational campaigns detailing various programs that were available to them through State, Federal and Local Agencies. Additionally, the Agency through the Montgomery County Outreach Consortium, met with several businesses throughout the year as part of the County’s Outreach and Retention Program. Direct Technical assistance in grant writing and problem solving was provided to Perrone Aerospace, Rama Real Properties, LLC, NY Bake Factory, Flooring Authority, Lee Publications, Richardson Brands, Power Pallet, Dollar General Northeast DC, Amsterdam Printing and Litho and Memory Lane Daycare.

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

RAMA Real Properties, LLC- The Agency entered into a lease/leaseback transaction with RAMA Real Properties, LLC and Home Helpers Direct Link of Amsterdam (HHDLA) in June. The project consisted of purchasing the former YMCA in Haganan, N.Y and to retain 128 FTE's along with creating 5.5 FTE's. HHDLA is an in-home health care agency providing services to our local community.

NY Bake Factory- The Agency worked with NY Bake Factory in processing a loan of a \$200,000 through the County Revolving fund to help in the renovation of the former Beech Nut Cereal Plant in the Village of Fort Plain. Additionally, the Agency worked with the Company in obtaining a National Grid grant to help offset a portion of the renovation costs. The facility will be used for a breadstick and cookie line and is expected to create 50 employee's over the next 3 years. The owner has decades of experience in the breadstick industry and acquired the former Stella D'oro breadstick machinery and equipment line when Stella D'oro sold the operations to another company and closed their New York City location.

Flooring Authority-The Agency worked with the Flooring Authority in processing a loan of \$252,000 through the County Revolving Loan Fund which is proposed to lead to the creation of 9 full time equivalent employees within three years. The Flooring Authority will purchase a vacant industrial building in the Edson Street Industrial Park in the City of Amsterdam. The acquisition and renovation of this facility will allow the Flooring Authority to expand their current direct installation business as they have outgrown their space at the current location in the City.

Perrone Aerospace- The Agency worked with the Capital District Regional Planning Commission and Perrone Aerospace on helping them to obtain Foreign Trade Zone status which will allow the company to remain competitive in their industry and potential grow their customer base.

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

In 2016, the Agency worked with Montgomery County, Village of Canajoharie, and City of Amsterdam and prepared their successful CFA applications for various projects. Projects ranged from community development projects to private sector initiatives.

Florida Business Park Extension STHWY 5S Improvements- \$1.5 million in Empire State Development Grant funds were awarded to the Agency to help offset the costs of State Highway 5S road widening and infrastructure work necessary for the full build out of the Florida Business Park Extension and the proposed Dollar General Distribution Center project.

Exit 29 Redevelopment Project-In the Village of Canajoharie staff wrote and was successfully rewarded a Local Waterfront Redevelopment Grant on behalf of the Village of Canajoharie which would focus on the Exit 29 Redevelopment Project and a plan for the future. A Restore NY Grant for \$500,000 for demolition and remediation of portions of the Exit 29 Project in the Village of Canajoharie was applied for in 2016 with a pending award announcement in early

2017. As part of RestoreNY application the Agency hired an engineer to undertake a structural assessment report for the former facility in the Village of Canajoharie and obtain cost estimates for such proposed work. Russ Reeves, CEng. P.E was able to conduct the work in a timely manner to meet the requirements of the grant. The structural assessment report assessed portions of the Beech Nut facility that will be utilized to determine and target which facilities are in need of demolition. Additionally, the Agency applied for a \$300,000 grant through National Grid's Brownfield Redevelopment Program for the Exit 29 Redevelopment Project which should also be awarded in early 2017. The County was awarded and a group of representatives from the Village of Canajoharie and Montgomery County attended the 2016 Sustainable Cities Design Academy in Washington D.C for the Exit 29 Project. The Project was one of four winning public-private development teams chosen to showcase their work before a panel of international visionary designers and sustainability leaders for the design charrette.

City of Amsterdam- Two CFA applications were submitted and awarded for the City of Amsterdam. The projects include the Sanford Clock Tower Incubator and the City of Amsterdam Microenterprise Program which were awarded \$500,000 and \$200,000 respectively. The two projects would work together to create a holistic small business assistance program. The Sanford Clock Tower Incubator project includes the rehabilitation of the building's 6th floor to be utilized for incubator and office space, housing up to forty startup businesses per year. The Agency has been working with the City of Amsterdam to form partnerships with Fulton Montgomery Community College, the Chamber of Commerce, and the Small Business Administration to develop well-rounded programming for incubator participants. The Amsterdam Microenterprise Program would allow the Agency and the City of Amsterdam to provide financial assistance for startup and small businesses, especially those whose projects include job creation and will be located in the Sanford Clock Tower and other downtown areas. The intent of these two programs is to create an Entrepreneurial Hub for the region in this part of the County.

D. Continue to work with Fulton County in implementing the Regional Business Plan for Fulton and Montgomery Counties including further development of Regional Business Park.

The Agency continued to work with Fulton County Economic Development officials, educational, political and area Business Leaders in implementing the Fulton and Montgomery Counties Regional Business Plan. The Agency, in conjunction with Fulton County, saw the completion of the engineering and environmental studies for the proposed Regional Business Park. The SEQR process was started in relation to the petition for Annexation Request by the two property owners which encompass the proposed Regional Business Park. The Town of Mohawk was declared Lead Agency and requested that Fulton County develop the EIS for the Annexation request. An RFP was prepared and issued for firms to undertake the development of the EIS and it is anticipated that the contract will be awarded in early 2017 to continue with the process.

E. Begin Implementation of the County and Regional Branding Action Plan to further the Agency's mission including redesign of Agency's website and initial marketing efforts.

The Agency continued with the implementation of the County's Branding and Agency's Marketing Strategy throughout 2016. The Agency submitted and received two grants from

National Grid for this year's marketing program. The Agency was awarded a grant of up to \$9,875 and \$5,400 through National Grid's Cooperative Business Recruitment Program.

Montgomery County Works Video- The 2016 Marketing Strategy was focused on marketing the job openings available in existing companies to the greater Capital District areas. Many of our manufacturers and other businesses throughout the Fulton Montgomery Region have had a difficult time finding qualified candidates for various positions. In support of these local established businesses the intent would be to help them by raising awareness of the openings to a larger labor market which is within a 30-40 minute commute time. A video was developed as part of this campaign which targeted the Capital District area.

Montgomery County Works website- This website was created and designed to show the diversity of jobs that exist in the County. "Made of Something Stronger" will be used near the logo towards the top of the page. The site includes photos of our businesses/workers and will allow for an in-depth keyword research that will help drive more organic traffic from our target audience. Montgomery County business logos will link to the respective HR/careers page and the "Find a Job" will link to a listing on Monster.com that will be pre-filled with jobs in the County.

Statebook- The Agency developed a page on the new StateBook web portal. The website is the first online marketplace for site selection and economic growth and development. The data base includes reliable information and connection to economic developers from several locations to learn more about their communities, and to search data, using robust tools, to create meaningful reports, and more.

F. Review and update the Agency's Policy and Procedure Manual as it relates to latest 2015 PAAA Regulations and develop a new IDA Application.

The Agency reviewed and adopted new policies to come into compliance with the 2015 PAAA Regulations and developed a new IDA Application.

2017 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 work with Fulton County in implementing the Regional Business Plan for Fulton and Montgomery Counties including further development of Regional Business Park.
- E. Continue to focus on the Exit 29 Redevelopment Project by applying for additional grant opportunities as well implement the work plans associated with the grants received to date on the project.
- F. Continue Implementing the County and Regional Branding Action Plan to further the Agency's mission.

- G. Review and update the Agency's Policy and Procedure Manual and look develop a Performance Evaluation process for the CEO and CFO.

Authority Stakeholder(s): Authority Stakeholders include the following: (A) The Montgomery County Legislature (B) The residents of Montgomery County, (D) The businesses located or intending to locate in the County, (E) School districts located within the County, (F) the State of New York, and (G) 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, 2018 related to 2017 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