

## New York State Local Public Authority Mission Statement and Measurement Report

**Local Public Authority Name:** Montgomery County Industrial Development

**Fiscal Year:** January 2012 – December 31, 2012

**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 8, 2012

**Date Amended:** August 16, 2012

### **2011 Measurements and 2012 Report On Those Measurements:**

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

The Agency assisted numerous firms throughout the course of the year in technical assistance through grant procurement and informational products. The Agency through it's list serve which includes over 100 area businesses sent out several informational campaigns detailing various programs that were available to them through State, Federal and Local Agencies. Direct Technical assistance in grant writing, problem solving and funding was provided to Quandt's Food Service Distributors, Inc., Pro-Terra LED, Breton Industries, Embassy Millwork, Lott Holdings, LLC., M.H. Stallman Company, Belmont Mills, to name a few.

**B. Secure Job Creation Commitments during 2011 totaling at least 100 jobs<sup>1</sup>.**

The Agency administers the Montgomery County Revolving Loan fund. Through this fund a loan was approved to start-up company, Vida-Blend, which committed to the creation of 14 employees. An additional loan was approved for Embassy Millwork, Inc. to bring 22 jobs from out of the County to a former millwork facility in the Edson Street Industrial Park and create an additional 4 employees. The Agency worked with two Company's this past year that received project funding through New York State's Regional Economic Development Councils for new projects in the County. Pro-Terra LED, Inc. (a Canadian based LED Light Manufacturer) received financial assistance in the amount of \$750,000 through ESD to locate a facility in the Town of

Amsterdam and create 108 jobs. Quandt's Foodservice Distributors received \$903,021 in financial assistance through ESD for the construction of a new office/distribution facility in the Town of Florida. This project will lead to the creation of 18 jobs.

**C. Through Agency initiatives, retain at least 50 jobs in the County.**

The Quandt's Foodservice Distributors project will result in the retention of 125 existing employees.

**D. Secure Capital Investment Commitments of at least \$3 million in the County during 2011.**

Projects mentioned earlier as it relates to Vida-Blend, Embassy Millwork, Pro-Terra and Quandt's will result in new Capital Investment of over \$21 million.

**E. Secure Strategic Investment funds commitments (Grants et. al.) enabling continued strategic investments in existing shovel-ready parks totaling at least \$100,000.**

The Agency through National Grids Capital Investment Program received \$250,000 for extension of a gas main along the STHWY 5S corridor and to the Florida Park Extension which recently saw Hill and Marke's open their new 125,000 sq. ft. Office/Distribution Center.

In addition, the Agency, working in collaboration with Time Warner Cable was able get broadband installed in the Edson Street Industrial Park, Florida Business Park, Florida Business Park Extension and Glen Canal View Business Park. This was done at no cost to the Agency as the infrastructure costs were offset by customers in these parks utilizing the new service.

**F. Continue to work with Fulton County Economic Development Corporation in Regional marketing collaboration and development of Joint Regional Business Park.**

The Agency worked with Fulton County Economic Development officials, educational and political leaders and area Business Leaders to finalize the Fulton and Montgomery Counties Regional Business Plan. The Plan was endorsed by the Board of Supervisors of both Fulton and Montgomery Counties. In addition, the first Fulton and Montgomery Counties Education Summit was held in the Fall of 2011 which allowed various leaders in business and industry to directly network and hold seminars with those of Education.

Several meetings were facilitated by Agency Staff and Fulton County EDC officials between the Town of Mohawk and City of Johnstown as it relates to developing an agreement on revenue sharing for the proposed Joint Regional Business Park. The agreement which is the cornerstone of commencing with this park has not been signed to date.

**2012 Measurements:**

- A. Assist at least five firms with some combination of funding, technical assistance, and problem solving.
- B. Through some combination of funding, technical assistance, and problem solving secure Job Creation Commitments during 2012 totaling at least 100 jobs<sup>1</sup>.
- C. Through Agency initiatives retain at least 50 jobs in the County.
- D. Through Agency initiatives secure Capital Investment Commitments of at least \$3 million in the County during 2012.
- E. Secure Strategic Investment funds commitments (Grants, et. Al.) enabling strategic investments in existing shovel-read parks totaling at least \$100,000.

- F. Continue to work with Fulton County in implementing the Regional Business Plan for Fulton and Montgomery Counties.

**Authority Stakeholder(s):** Authority Stakeholders include the following: (A) The Montgomery County Board of Supervisors, (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, 2013 related to 2012 performance.

<sup>1</sup>Note: job creation commitments follow the 1+3 model where company making job creation commitments has 1 year to complete project, usually includes investments in machinery, equipment and real estate, and company is then allowed over the following 3 years to ramp and achieve the capital investment and job creation commitments made as a part of the original commitment and from an investment / jobs monitoring perspective.

**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