

Essex County Industrial Development Agency Mission Statement and Measurement Report for 2019

Name of Public Authority: Essex County Industrial Development Agency

For the benefit of the county of Essex and the inhabitants thereof, an industrial development agency, to be known as the ESSEX COUNTY INDUSTRIAL DEVELOPMENT AGENCY is hereby established for the accomplishment of any or all of the purposes specified in title one of article eighteen-A of this chapter. It shall constitute a body corporate and politic and be perpetual in duration. It shall have the powers and duties now or hereafter conferred by title one of the article eighteen-A of this chapter upon industrial development agencies and provided that the exercise of the powers by such agency with respect to the acquisition of real property whether by purchase, condemnation or otherwise, shall be limited to the corporate limits of the county of Essex, and such agency shall take into consideration the local zoning and planning regulations as well as the regional and local comprehensive land use plans. It shall be organized in a manner prescribed by and be subject to the provisions of title one of article eighteen-A of this chapter. Its members shall be appointed by the governing body of the county of Essex. The agency, its members, officers and employees and its operations and activities shall in all respects be governed by the provisions of title one of article eighteen-A (June 11, 1973).

Public Authority's Mission Statement: Our mission is to create a viable business atmosphere that will attract compatible and diverse sustainable economic development opportunities while focusing on major assets, retention / expansion projects, quality of life and job creation.

Date Adopted: March 25, 2020

Performance Goals, Measures & Results

Goal #1 - Educate local business owners, elected officials and other community representatives regarding the resources the Essex County IDA has available to new and existing businesses in Essex County. This includes informational meetings in communities, press releases, marketing of the Essex County IDA website, etc.
Measurement – Quantity of business inquiries/referrals/walk ins to office
2018 Results – The IDA received 15 telephone/email inquiries for 2019. IDA sent out 142 letters to new businesses in Essex County.

Goal #2 - Continue to market and administer revolving loan program on behalf of Essex County including completion of required reporting, loan administration, assist businesses interested in securing financing, post loan closing reporting (job, financial and investment reporting).
Measurement – Continued communication with commercial banks, quantity of loan inquiries and applications each year
2019 Results – IDA marketed available loan financing opportunities through website and email follow ups as well as attended three Doing Business in the US seminar hosted by North Country Chamber of Commerce which generated 125 leads.

Goal #3 - Continue to work with all 18 towns in Essex County to assist with municipal infrastructure projects which will have an economic impact on local businesses including researching grant funding available, income surveys (when applicable), applications for grant funding and administration of grants secured.
Measurement – Total infrastructure projects assisted with, amount of grant and loan financing secured
2019 Results – No infrastructure projects in 2019

Goal #4 - Continue to work with all Essex County organizations and departments to ensure all business issues are addressed (workforce training, business development, etc.). This task also includes participation on local community boards.
Measurement – Participation in boards, committees and the results of each
2019 Results – 1.The North Country Workforce Development Board is a public-private partnership that connects business, government, schools, higher education, labor, and community organizations to create innovative workforce and education solutions. It provides employment-related services to local businesses and job seekers through a network of region-wide OneWorkSource Career Centers. Businesses look to the North Country Workforce Development Board for skilled employees, expertise in job training and supportive services. Job seekers, both adult and youth, receive referrals and placement in quality jobs, education, and training programs. 2. Essex County Business Education & Workforce Development Committee - To create an event to engage Essex Co and the surrounding area Business & Industry representatives in a dialog regarding immediate and long-term training needs and their insights as to how CV-TEC can assist in meeting those needs at and in conjunction with the CV-TEC Mineville Center. Results 1 new initiative: A. Establish a manufacturing & industry education training program for in school youth and adults. B. Get on the agenda for the regional high school superintendents, principal & guidance council meetings so businesses can have direct dialog about their workforce needs. C. Create and compile materials on area businesses to distribute at junior high orientations & high school guidance offices. D. Work with Personnel Office and the Dept of Social Services on employee recruitment in partnership with NCCC, CV-TEC, WDI, NCWDB, NYSDOL, TACC, Moriah School, Bouquet Valley School, ACAP and NYSED. 3. Adirondack Park Upper Hudson Recreation Hub Committee - Held entrepreneurial training program and awarded, administered and monitored 14 business awards totaling \$506,762.50. All projects were completed within time frame and were closed out.

Goal #5 – Continue to assist grandfathered Empire Zone businesses to receive their incentives including Business Annual Reporting and also assist with those businesses who are phasing out of program
Measurement – Quantity of Empire Zone businesses receiving benefits and also # of businesses who have exceeded length of benefits
2019 Results – 25 grandfathered Empire Zone certified businesses: 1103 full-time, 387 part-time employees, \$82.9 million in payroll, \$13.3 million in investments and \$134,062 in benefits received.

Goal # 6 – Assist businesses with regulatory and permitting assistance in their new or expansion projects

Measurement – Quantity of businesses assisted in securing required permits

2019 Results – APA permit amendment for construction of a 14,000 square foot building and boundary line adjustment on lot #4 at the Moriah Business Park for Whistlepig. Town of Moriah building permit for this project also received. By the end of 2019, 7 buildings were completed for Whistlepig and one building under construction. IDA also began permit amendment process for conversion of the old Adirondack Meat Company building in Ticonderoga into a new manufacturing operation for War Cannon Spirits who will utilize the building for distilling and their Crown Point facility as a tasting room.

Goal #7 – Assist non-profit and other eligible borrowers to obtain low interest tax-exempt bond financing

Measurement – Value of private investments and jobs created/retained as a result of secured financing

2019 Results – International Paper Company refinanced their 2005 environmental facilities bond for \$2.9 million.

Goal #8 – Marketing Essex County business opportunities to businesses interested in relocating or expanding to New York State

Measurement – Quantity of business contacts made, meetings attended with interested businesses and follow up conducted

2019 Results – (a) IDA attended 3 Canadian Red Carpet meeting held by the NC Chamber of Commerce. 125 business leads were realized from these meetings and follow up emails were sent to these businesses quarterly with opportunities and incentives available in Essex County. (b) In 2019 the IDA sent quarterly emails to 660 qualified out of state manufacturing businesses highlighting the Chesterfield Commerce Park. (c) IDA has been actively marketing Essex County businesses and other programs on our Facebook page. The IDA posts daily and has marketed numerous businesses over 2019.

Goal #9 – Encourage private sector investment by providing incentives and other economic development services to spur eligible development projects.

Measurement – Value of new private investments, incentives approved, jobs created/retained

2019 Results – (1) Paradox Brewery expanded their operations to the old Frontier Town site. The project included the construction of a 20,000 square foot facility which includes tasting room. The project total was \$5.6 million and the Essex County IDA provided the project with mortgage recording tax abatement, sales tax exemption and a 10-year PILOT Agreement. Business currently has 10 full time employees at the North Hudson location. (2) Northwoods Inn was awarded sales tax exemption for their renovation and re-branding project. The \$24 million hotel renovation will include upgrading their 47,707 square feet, 6 story building. The business currently has 73 full time, 32 part time and 91 seasonal jobs. Year 2 = +3FT, 3PT jobs. (3) The Saranac Lake Resort was approved for sales tax exemption incentive for their \$20 million hotel project which includes construction of 37,000 square feet to include 93 rooms, 2 restaurants and spa. IDA and Essex County approved sales tax

exemption. Projected employment: 71 full time and 25 part time.

Additional Questions:

1. Have the board members acknowledged that they have read and understood the mission of the public authority?

ANSWER: YES NO

2. Who has the power to appoint the management of the public authority?

ANSWER: The Essex County IDA Board of Directors

3. If the Board appoints management, do you have a policy you follow when appointing the management of the public authority?

ANSWER: YES NO

Employment at the Essex County IDA is determined by mutual consent. Both employee and employer have the right to terminate employment at any given time. Employment is at will.

4. Briefly describe the role of the Board and the role of management in the implementation of the mission.

ANSWER: The Board (with participation from management) will develop the mission and continually evaluate and assess the goals and measurables to ensure the authority is meeting its mission. The management will work to implement the authority's mission and continually monitor the goals and objectives with measurables to define performance results to achieve the intended public purpose.

5. Has the Board acknowledged that they have read and understood the responses to each of these questions?

ANSWER: YES NO

Approved by the Essex County IDA Board of Directors March 25, 2020