

Essex County Industrial Development Agency Mission Statement and Measurement Report for 2018

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 27, 2019

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 19 telephone/email inquiries for 2018. IDA sent out 187 letters to new businesses in Essex County. IDA website hits were 612,244 with 52,590 visits.

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
2018 Results – IDA marketed available loan financing opportunities through website and email follow ups as well as attended one Doing Business in the US seminar hosted by North Country Chamber of Commerce.

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

2018 Results – No infrastructure projects in 2018

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

2018 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 local high schools, CVTEC, NCCC. WDI & local businesses for career days – which will be open during school hours and after school hours – so parents can attend. E. Research local businesses that need to hire employees – to create a “scholarship” to be handed out during the graduation ceremony to students entering directly in to the workforce. **3.** Adirondack Park Upper Hudson Recreation Hub Committee - An Entrepreneurial Training program for startup & expanding businesses - 14 businesses successfully received grants in total of \$506,762.50. Currently 13 of the 14 have completely drawn down their funds – remaining business to be complete by 1/30/19. Monitoring & reporting.

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

2018 Results – 25 grandfathered Empire Zone certified businesses: 1102 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

2018 Results – APA permit for construction of seven 14,000 square foot buildings at the Moriah Business Park for the new Whistlepig project. Town of Moriah building permit for this project also received. Construction began in 2017 and IDA conducted weekly administration. By the end of 2018, 5 buildings were completed and 1 under construction. IDA also completed renovation of the existing 1,200 sf in the lot #4 office building for an expansion of High Peaks Hospice.

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

2018 Results – No financing projects in 2018

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

2018 Results – (a) IDA attended 3 Canadian Red Carpet meeting held by the NC Chamber of Commerce. 44 Canadian businesses attended the meeting and follow up emails were sent to these businesses quarterly with opportunities and incentives available in Essex County. (b) In 2018 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 2018.

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

2018 Results – (1) Pre-Tech Plastics purchased Lot #1 building at the Moriah Business Park from the IDA. Pre-Tech Plastics has leased the 22,000 sf building since 1998 and will be purchasing to secure their location and allow for future expansion of building. Current employment 32FT. IDA and taxing entities approved 10-year PILOT Agreement. (2) Northwoods Inn proposed \$24 million hotel renovation for their 47,707 square feet, 6 story building. IDA and Essex County approved sales tax exemption for project. Current employment: 26FT, 17PT, 23S with projected employment Year 1 = +4FT, +9S jobs and Year 2 = +3FT, 3PT jobs. (3) Saranac Lake Resort proposed \$20 million hotel project,

including construction of 37,000 square feet to include 93 rooms, 2 restaurants and spa. IDA and Essex County approved sales tax exemption. Projected employment: 71FT, 15PT 52 construction jobs. Demo and construction permits received.

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 27, 2019