

## **Essex County Industrial Development Agency Mission Statement and Measurement Report for 2023**

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 26, 2024

### Performance Goals, Measures & Results

<p>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.</p>
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<p>Measurement – Quantity of business inquiries/referrals/walk ins to office</p>
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<p>2023 Results:</p>
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| <ul style="list-style-type: none"> <li>(1) Weekly newsletter to Essex County businesses, banks/financial institutions, regional partners and towns continue to provide businesses with vital information and services available.</li> <li>(2) IDA sent out 204 letters to new businesses in Essex County.</li> </ul> |
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<p>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).</p>
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<p>Measurement – Continued communication with commercial banks, quantity of loan inquiries and applications each year</p>
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<p>2023 Results:</p>
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| <ul style="list-style-type: none"> <li>(1) \$300,000 from the USDA Rural Business Development Grant Program. All funds</li> </ul> |
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were committed and used.

(2) Loans Closed: 0

(3) Loans Committed: IDA Board approved \$170,000 loan to Paper & Pencil in Ticonderoga.

Goal #3 - Continue to market and administer grant programs in Essex County including completion of required reporting, grant administration, grant monitoring, post grant closing reporting (job, financial and investment reporting).

Measurement – Total grant funds secured and administered each year

2023 Results:

(1) In December 2022, IDA was notified of their approval for a second grant in the amount of \$264,000 to be administered in 2023. The following businesses were awarded funds:

- Adirondack Foot Sanctuary \$20,000
- Critters \$15,866
- The Studio Upstate \$20,000
- Darrah Cooper Jewelers \$20,000
- Green Goddess Natural Food Store \$20,000
- The Haus \$15,866
- Irish Treasures \$20,000
- Just Bead It \$20,000
- Mirror Lake Boat Rental \$15,867
- Newman's News \$20,000
- Origins Coffee \$20,000
- Placid Planet \$20,000
- Salt of the Earth Bistro \$10,001

(2) In partnership with the Town of Ticonderoga and Chamber of Commerce the IDA was awarded \$50,000 from the Town occupancy tax to be used for micro-enterprise grants to businesses. Micro-enterprise training class held September 23, 2023. 6 businesses were awarded funds:

- Brookwood RV Park \$10,000
- Ticonderoga Natural Food Co-Op \$10,000
- Small Town Boutique \$10,000
- Montcalm Liquors \$8,000
- Fox & Fern Merchantile \$7,000
- Ticonderoga Trading Post \$5,000

Goal #4 - 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

2023 Results:

(1) The Essex County IDA continues with Memorandum of Understanding with the Town

of Ticonderoga to administer the Town of Ticonderoga's 487 Solar PILOT Program. The Memorandum of Understanding provides the IDA the ability to negotiate, enter into and administer agreements for PILOT benefits with owners, operator or sponsors of solar energy equipment systems as are defined in New York State Property Tax Law 487. To date, six PILOT applications have been reviewed, executed, and recorded.

- (2) The Essex County IDA was appointed as a member of the Town of Ticonderoga DRI Local Planning Committee to assist the community to develop a financial investment plan to submit to the NYS Department of state to help identify projects for grant awards. The New York State DRI typically provides \$10 million to individual communities to transform their downtown neighborhoods into vibrant centers for community members and visitors. The key to these transformations would be to attract redevelopment, business, job creation, and economic and housing diversity.

**Goal #5 - 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**

**2023 Results:**

- (1) The Essex County IDA is a member of the Essex County Youth Council Committee and the Workforce Investment Boards. The North Country Workforce Development Board is a public private partnership that works across the boundaries of professional, personal, educational and cultural experience. The Youth Council's mission is to build and support a regional youth workforce system and to manage state and federal workforce-development funds on behalf of vulnerable youth throughout the North Country.

**Goal #6 – 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**

**2023 Results: Continued assistance with businesses as their incentives begin ending.**

**Goal # 7 – Assist businesses with regulatory and permitting assistance in their new or expansion projects**

**Measurement – Quantity of businesses assisted in securing required permits**

**2023 Results: No permits were requested in 2023.**

**Goal #8 – 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**

2023 Results: No Projects in 2023

Goal #9 – 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

2023 Results:

- (1) In 2023 the IDA sent quarterly emails to 660 qualified out of state manufacturing businesses highlighting the Chesterfield Commerce Park.
- (2) 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 the year.

Goal #10 – 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

2023 Results:

- (1) The Essex County IDA continued to work with the Lodge at Schroon in the Town of Schroon with new application for PILOT Agreement. IDA had previously approved sales and use tax exemption as well as mortgage recording tax abatement in 2022. Project included conversion of existing 160 rooms to overnight accommodations including 69 standard hotel rooms, 25 suites, 9 seasonal single-family chalets, 8 seasonal cabins and 10 glamping sites. Resort has stand-alone restaurant and event space on the 34-acre property including performance theater, indoor and outdoor pool, fitness center, marina, mini golf and playground. Total project completed to date is \$25 with 35 full-time, 8 part-time and 12 seasonal jobs. The 10-year PILOT Agreement will be effective 2024.

Goal #11 – Continued management of business/commerce parks within County.

Measurement – Support of existing businesses within parks, construction of new facilities

2023 Results:

- (1) Moriah Business Park – IDA continued work with WhistlePig Rye on their expansion into the newly acquired 8 acres which included the construction of 7 new 14,000 sf building. In 2023, 4 of the 7 buildings were constructed.
- (2) Moriah Business Park – IDA worked with AES Northeast to design and permit a new 5,000 sf office building on Lot #11. IDA went to bid on construction of building and rejected all bids due to over budget. IDA continues to work with Mineville’s CV-TEC classes on site work preparation as well as prefabrication of the building walls.
- (3) Chesterfield Commerce Park – IDA worked with the Town to review proposed projects for the park. All proposals were reviewed by the Town Board and rejected.

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 26, 2024