

## **Madison County Industrial Development Agency**

### **2019 Operations and Accomplishments**

This report is being generated as required by PAAA.

#### **Mission Statement –**

The Madison County Industrial Development Agency's mission is to establish and implement sound economic development strategies in order to enhance the economic vitality of Madison County's businesses, industries, communities, and citizens, leading to an overall better quality of life.

Key to the Agency's mission is the creation and retention of job opportunities, diversification and strengthening of Madison County's economic base, and developing the local economy in a planned, organized, and environmentally compatible manner.

#### **Accomplishments**

- The Madison County IDA assisted with the recruitment of one new business and the expansion of two existing manufacturers.
  - Green Empire Farms
    - Construction of approximately 1,400,000 sq. ft. of greenhouse space under glass and lights along with 200,000 sq. ft. of additional space for water treatment, quality assurance, packaging, warehouse, distribution, office and employee break space.
    - They have committed to invest over \$70,000,000 over the next 3 years.
    - They committed to hire 118 full-time employees over 3 years.
    - Their current employment is 136 full-time equivalent employees.
  - All Seasonings Ingredients
    - Construction of 33,000 sq. ft. of warehouse space, expansion of the mezzanine in their production area, and the addition of two production lines.
    - They have committed to invest nearly \$2,500,000 over the next 3 years.
    - They committed to hire 10 full-time employees over 3 years.
  - Dutchland Plastics
    - The company is utilizing the redeveloped property at 120 Barlow Street in the Village of Canastota.
    - They have relocated their single cell rotational mold plastic manufacturing operation to Canastota to allow them the opportunity to triple their production capacity.
    - They have completed the investment of \$2,000,000 in new equipment.
    - They estimated the creation of 72 employees.

- Their current employment is 92 full-time equivalent employees.
- The IDA promoted Madison County's business parks at the local and national level.
  - The recruitment of Green Empire Farms has allowed us to fulfill a commitment of over 10-years to help develop the Elm Street Business Park, extend public infrastructure to this development site, and create more opportunities for additional business recruitment and growth.
    - This has allowed us to further our mission to strengthen economic conditions in Madison County and Central New York.
  - We continue to work with Madison County to develop the Agriculture and Renewable Energy Park (ARE Park).
    - Worked with the Town of Lincoln Planning Commission on appropriate businesses and industries to target as future tenants of the ARE Park.
    - Worked with the Department of Solid Waste on the re-issuance of an RFP for a "plastic and tire to energy" type business who can utilize these waste streams and create energy or other value-added products.
    - Madison County is in the process of establishing a new local water district for the Hamlet of Clockville, utilizing the water line that was built for the ARE Park, making clean and affordable water available to residents and future businesses within the water district.
- Achieved internal efficiency; 100% of all applications for financial assistance were received and addressed in a timely fashion.
- Ongoing communication with local start-ups, existing companies, new prospects, along with state and national leads to market existing sites and buildings within the County.
- Attended the vast majority of monthly Board of Supervisor's meetings and some committee meetings throughout the year as my schedule allowed and when economic development topics were on the agenda.
- Assisted with securing state assistance through the Regional Economic Development Council CFA program for a total amount exceeding \$5,750,000 in state funding to support Madison County based businesses and municipal projects 2019.
- Staff has continued to meet at least quarterly with the Board Chairman, Planning Committee and Workforce Development Board representatives throughout the year.
- Recognition of IDA projects in the local press for projects and grant awards for local and regional projects.
- Worked to remain in compliance with current obligations and responsibilities associated with ongoing projects and programs.
- Achieved goals set out for the year as prescribed by the IDA Board of Directors
- Continued to work with new and existing companies in applying for grant and tax assistance through local, state, and federal agencies.
- Financial statements were audited and auditors found no deficiencies.
- Worked with SUNY Morrisville on the Start-Up NY program to ensure qualified prospects are aware of opportunities and incentives.