

Madison County Industrial Development Agency

2025 Operations and Accomplishments

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

- Albany Street Holdings LLC – this Cazenovia project is still under development and construction, a Certificate of Occupancy could be obtained in 2026.
 - \$13,600,000 capital investment in new downtown construction
 - 40,000 sq. ft. building
 - 30 market rate residential rental units
 - 7,500 sq. ft. of commercial/retail space
 - Underutilized, derelict lot in the heart of downtown
 - Will add vibrancy, promote walkability, and has been a key component of the Village's multiple Downtown Revitalization Initiative (DRI) and New York Forward (NYF) applications.
 - 10-year PILOT agreement in addition to sales and mortgage tax abatement
 - Recipient of a Restore NY grant from the CNY Regional Economic Development Council (REDC).
- Continuing to nurture the development of Caz Barns, LLC in Cazenovia (project was approved for sales and mortgage recording taxes in 2022, but due to COVID, difficulties with project financing, and increased material and construction costs, the project is still yet to launch beyond initial infrastructure, ground work, and building pad construction)
 - 4 two-story apartment buildings with 16 units each, totaling 64 apartments
 - \$12,800,000 capital investment, which could pave the way for additional commercial development during phase II
 - 70 temporary construction related jobs, 1 full-time maintenance engineer
 - Addresses a much-needed housing shortage for working class and senior residents.
 - Assistance limited to sales and mortgage recording tax benefits only.
- Directly or indirectly helped to secure commitments for up to 44 new full time employees.

- Co-Chair of the Chittenango NYF downtown redevelopment initiative.
 - \$4,500,000 commitment of grant funding from NYS for transformational projects to help with Village revitalization efforts.
 - Oversaw the Local Planning Committee comprised of local business and community leadership.
 - In partnership with state agencies including Department of State (DOS), Empire State Development (ESD), and Housing and Community Renewal (HCR).
 - Created a community vision with stakeholder involvement and buy-in, recommended strategic investment priorities, secured state financial commitments.
 - 27 projects were identified with projected capital investments exceeding \$11,000,000.
 - A slate of ranked priority projects that were supported by the Local Planning Committee were submitted to NYS as part of their Strategic Investment Plan with awards expected to be announced in 2026.

- Ongoing involvement with key redevelopment projects in the City of Oneida's DRI.
 - Nurturing the development plans for the Hotel Oneida, Devereux, and Lerman Buildings
 - Serve on a committee for the City's DRI Business Assistance Fund for small businesses; grant program is ongoing.

- Continuing involvement with key redevelopment projects in the Village of Hamilton through their NYF award for the redevelopment of their downtown.

- Continue involvement with key redevelopment projects in the Village of Canastota through their NYF program to invigorate and enliven downtown.

- Various housekeeping issues associated with existing projects including an additional mortgage sign-off for:
 - All Seasonings Ingredients to allow them to extend credit and financing for the company's growth.
 - EBAC (Owera Vineyards) to allow them to add additional owners/investors and approval of a new mortgage.
 - Extension of sales and mortgage recording tax benefits for Caz Barns LLC for their proposed 64-unit housing project.

- Facilitating the requests from the City of Oneida to invigorate downtown redevelopment via the acceptance and transfer of parking lots for various projects including the Hotel Oneida, All Seasonings Ingredients, Inc., and two projects by Dave Stirpe on Phelps Street.
 - All of these requests have been formalized and addressed, transfers should occur in 2026.

- Identified and nurtured a Community Development Block Grant by the Village of Canastota for the benefit of Canastota Dairy.
 - Facility ownership has changed after 100 years in Canastota and the new owners targeted overdue upgrades and energy efficiencies.
 - \$630,000 grant, 33 jobs retained, 9 new FTEs expected.

- Served on the NY Farm Viability Institute's Grown and Certified grant program representing projects from throughout CNY and the Finger Lakes regions
 - Recommended other CNY regional IDA participation in application reviews
 - 59 applications were received for a competitive round of \$1,700,000 in funding.

- Helped to pull together a working session with IDA leadership and representatives from the Madison County Board of Supervisors specifically to discuss strategic alignment. This was a positive step towards ensuring the organization's work is well coordinated with broader County goals.
 - Resulted in the decision to update the Madison County Strategic Economic Development Plan, last updated in 2013.
 - Issued an RFP to identify potential consultants/contractors
 - Secured a \$50,000 strategic planning grant from ESD that will help to underwrite the cost of the updated plan.
 - An updated plan should be complete in 2026.

- The IDA promoted Madison County's business parks to local and national businesses.
 - Ongoing efforts in partnership with Central New York Regional Planning and Development Board (CNYRPD) and National Grid to update our site profile database of business parks throughout the County, along with marketing those sites to prospective businesses representing local, national, and international companies.
 - Dozens of leads were presented over the course of the year between both business recruitment and business expansion prospects.
 - Timely responses to ESD leads for sites and buildings requests.
 - This allows us to further our mission to strengthen economic conditions in Madison County and Central New York.

- Served on a county microenterprise grant review committee, spearheaded by the Partnership for Community Development (PCD) and The Hub.
 - Determined criteria for business eligibility and helped to market the program to prospective start-ups and small businesses.
 - Awarded nearly \$200,000 to 8 businesses in Madison County, many in rural areas including Leonardsville, Earlville, Peterboro, Chittenango, Cazenovia and Hamilton.
 - These businesses will be required to participate in training modules from The Hub and SBDC.

- Promoted regional growth in conjunction with the REDC to improve Central New York's business climate and expand economic growth.
 - Continue to serve as a board member on the Central New York REDC.
 - Worked with numerous businesses and communities to pursue capital grants which includes programs from various state agencies, covering areas such as direct assistance to businesses and community development.
- Continue to work with local community and economic development agencies including the Madison County Capital Resource Corporation (CRC), Madison Grant Facilitation Corporation (GFC), Partnership for Community Development (PCD), Cazenovia Area Community Development Association (CACDA), Cornell Cooperative Extension / Agriculture Economic Development (CCE/AED) and others as appropriate.
- Active participant with the Madison County Rural Equity group including The Hub, PCD, Small Business Administration (SBA), Women In Successful Entrepreneurship (WISE) Business Center, SUNY Morrisville and others; helped to organize the annual Rural Equity Summit for local businesses and entrepreneurs.
- Ongoing communication with local start-ups, existing businesses, new prospects, along with state and national leads to market existing sites and buildings within the County.
- Maintained IDA website; made improvements and updates as needed.
- Attended monthly Board of Supervisor's meetings and committee meetings throughout the year as my schedule allowed and when economic development topics were on the agenda.
- Staff has continued to meet regularly with the Board Chairman, Planning Committee and Workforce Development Board representatives throughout the year.
- Serve on County Revolving Loan Fund (RLF) committee.
- Managed both the CRC and GFC to further their missions and goals.
- Active participant of many regional economic development organizations: board member of the CNY REDC, CNYRPD, and board member of the New York State Economic Development Council (NYSEDC).

- Effective management of idle cash to maximize the rate of return in bank accounts.
- Achieved internal efficiency; 100% of all applications for financial assistance were received and addressed in a timely fashion.
- Recognition of IDA 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.
- A majority of board members attended at least 2/3 of all board meetings.

Date Adopted:

March, __, 2026