Madison County IDA

Economic Development Strategic Plan Update — 2026

Consolidated RFP Questions & Answers

Issued: March 9, 2026 **RFP Deadline:** March 23, 2026

The following questions were submitted by prospective proposers in response to the RFP issued by the Madison County Industrial Development Agency. Duplicate and substantially similar questions have been consolidated. These responses are issued to all prospective proposers and become part of the RFP record.

Q1. Regional Partner Engagement

The RFP references coordination with regional partners such as the CNY Regional Planning and Development Board, CenterState CEO, and other organizations. Should the consultant anticipate direct engagement with these partners as part of the interview and outreach process, or will coordination primarily occur through MCIDA?

Answer: Coordination with regional partners can be facilitated through the MCIDA if requested.

Q2. Stakeholder Engagement Scale

The scope includes stakeholder interviews, focus groups, and surveys. Does the County have an anticipated scale for engagement activities, or would the County prefer that proposers recommend an engagement approach as part of their methodology?

Answer: The County prefers that proposers recommend a comprehensive engagement approach as part of their overall methodology, including the recommended number and scope of stakeholder interviews, focus groups, and/or surveys.

Q3. Housing Strategy Materials

The RFP notes that a Madison County Housing Strategy is currently being developed. Will draft findings or materials from that effort be available to the selected consultant during the course of this project?

Answer: Materials from the Housing Strategy are not currently available to share. However, the selected consultant should plan to coordinate with MCIDA on housing-related findings as they become available during the project timeline.

Q4. Business Parks and Site Readiness Assessment

With respect to the evaluation of business parks and key development sites such as the ARE Park on Buyea Road, is the County seeking a high-level assessment of opportunities and constraints, or a more detailed site readiness analysis?

Answer: The County is seeking a detailed site readiness analysis that identifies opportunities and constraints for key development sites. Consultants should note that the CNY Regional Planning and Development Board has already evaluated major business parks in the region, and the consultant should build upon that work rather than duplicate it.

Q5. Economic Development Organizations and Existing Documentation

The scope includes evaluating the structure and coordination of Madison County's economic development organizations. Are there existing assessments or documentation related to MCIDA or partner organizations that will be available to inform that portion of the work?

Answer: Madison County's primary economic development organizations include the Madison County Industrial Development Agency (MCIDA), the Partnership for Community Development (PCD), the Cazenovia Area Community Development Association (CACDA), and the Business Incubator (the Hub). Relevant documentation and background materials will be made available by MCIDA to support this component of the work.

Q6. Anticipated Number of Stakeholder Interviews and Focus Groups

Approximately how many stakeholder interviews or focus groups does the County anticipate as part of the engagement process?

Answer: The specific number and scope of stakeholder engagement activities will be determined based on the consultant's proposed methodology. Proposers should outline their recommended approach as part of their submission.

Q7. Target Timeframe for Plan Completion

Is there a target timeframe for completion of the Economic Development Strategic Plan following consultant selection?

Answer: The County's target completion date is no later than November 2026, provided this is achievable given the scope of work. Earlier completion is encouraged, and proposers should reflect their anticipated timeline in their project schedule.

Q8. Steering Committee Composition

Will a Steering Committee be established to guide the project, and if so, what organizations will be represented?

Answer: Yes, a Steering Committee has been established to guide this project. Representation includes select members of the Madison County Board of Supervisors, the Madison County Industrial Development Agency (MCIDA), Madison County Planning Department, the Partnership for Community Development (PCD), Cornell Cooperative Extension (CCE), the Cazenovia Area Community Development Association (CACDA), and Madison County Tourism.

Q9. Identified Investment and Initiative Priorities

The RFP states the County is seeking an updated analysis to guide strategic initiatives and investment priorities in the coming years. Has the County identified specific investment or initiative types the consultant team should consider in developing the proposed approach and strategic plan?

Answer: The County has identified several transformational capital investments that should inform the strategic plan, including Micron, Wolfspeed, Chobani, and substantial ongoing investments by the Oneida Indian Nation. The consultant should analyze these major investments and recommend strategies for Madison County to capitalize on— including potential partnerships, spin-off opportunities, supply chain development, and broader economic opportunities for the region.

Q10. Known Growth Constraints

Have specific constraints been identified that are believed to be limiting growth in Madison County?

Answer: Yes. The County has identified the following as key constraints to growth: zoning limitations, housing, infrastructure gaps, wetlands, and challenges associated with large parcel assembly. The strategic plan should address actionable strategies to mitigate or work around these obstacles.

Q11. Alignment with State-Level Economic Development Funding Priorities

Is the County interested in aligning recommended actions and metrics with state-level economic development funding priorities?

Answer: Yes. The County is interested in ensuring that recommended strategies and performance metrics align with New York State economic development funding priorities and programs, including those associated with the CNY Regional Economic Development Council.

Q12. Economic Impact Modeling (Scope Items 4b, 4e, 4f)

Does the County expect formal economic impact modeling (e.g., IMPLAN) or strategic interpretation of regional investments and implications for Madison County?

Answer: Formal economic impact modeling — such as IMPLAN — would be a valued addition to this project if the consultant has access to the necessary tools and data. That said, the County will also consider well-supported strategic interpretations of regional investments and their implications for Madison County as an acceptable alternative.

Questions and responses are part of the official RFP record and will be distributed to all prospective proposers. Direct any remaining questions in writing to Kipp Hicks, Executive Director, at director@madisoncountyida.com by March 9, 2026.