



2020 Operations and Accomplishments

Town of Montgomery Industrial Development Agency

The highlights of the Agency's operations and accomplishments in 2020 is as follows:

- In 2020 the Agency approved financial assistance to project USEF Sailfish for a 1.1 million square foot Warehouse/Distribution facility on approximately 187 acres located on NYS Route 17K and 747 with an estimated value of \$75 million. This project is projected to create 800 full time equivalent jobs within two years of the completion of the project. This project is projected to award more than \$70 million in construction contracts to local contractors.
- In 2020 the Agency approved financial assistance to Matrix Maple solar for a 4.75-megawatt solar farm on approximately 20 acres located on Maple Avenue in the Town of Montgomery with an estimated value of \$14 million. This project is expected to create 3-6 full time equivalent jobs within six months of completion and 20 FTE construction jobs. This is the first clean energy project approved by the Agency. This project will create over \$1 million in new revenues to the taxing jurisdictions over the life of the PILOT, make energy savings available to residents of the town, local businesses and government, and support NYS clean energy goals.
- In 2020, Stewart Holdings Group, an approximately 70,000 square foot distribution and

manufacturing facility completed construction and remained substantially in compliance with the local labor policy.

- In 2020, the Agency hired a full time Executive Director to support the mission of the Agency.
- In 2020, the Agency contracted with Delaware Engineering to conduct an economic development study of the Route 17K Corridor in the Town of Montgomery. This study is a major step toward evidence-based decision making - allowing the Agency to make informed decisions based on market reality.
- The Agency developed a State Disaster Grant Program in 2020 commensurate with NYS law and has awarded one grant to Spruce Lodge in the Town of Montgomery.
- The Agency updated the Uniform Tax Exemption Policy (UTEP) for the first time since 2008. Working closely with the community, the Agency shifted strategic direction toward technology, life sciences, advanced manufacturing, and adaptive reuse projects while decreasing the incentives for warehousing/distribution projects. The Agency held a formal public hearing and continued the hearing for a handful of months to ensure robust citizen input.
- The Agency updated its Local Labor Policy in an effort to support local workers. This effort began in 2020 and the policy was adopted in 2021.
- The Agency reviewed and updated the Uniform Criteria for the Evaluation of Projects and Policy. This effort began in 2020 and the policy was adopted in 2021.
- The Agency reviewed its mission statement and performance measurements and posted on the Agency's website.
- The Agency worked with an independent local labor monitoring firm to ensure project compliance.
- The Agency contracted with Center for Governmental Research to provide a computer program to analyze the estimated costs and benefits of financial assistance provided by

the Agency to projects.

- The Agency held meetings of the Audit Committee to update the Local Labor Policy and meetings of the Small Business Committee to establish a grant program.
- The Agency held “coffee and conversation” meetings with the public to ensure members of the public have access to Agency officials. The Agency is committed to continuing to be accessible and will continue to proactively engage the public
- The Executive Director of the Agency engaged several local developers in discussion regarding innovative development opportunities in the Town.
- The Agency has become competitive in innovative site searches for life sciences, food processing, and technology.
- The Agency contracted with a local marketing firm to engage in an educational campaign to ensure members of the community are aware of Agency business. The Agency strategized this effort in 2020 and successfully began marketing in 2021.
- The Agency continued to monitor the billing and disbursement of PILOT payments, the proper use of sales tax exemptions, job creation and retention and the return of real property to taxable status at the termination of financial assistance.
- The Agency updated its website to ensure improved useability. This effort began in 2020 and culminated in 2021.
- The Agency sponsored the Executive Director in Leadership Orange, the premier leadership training organization in Orange County.
- The Agency continued to webcast regular meetings and hearings of the Agency which can be viewed on the Town’s Facebook Page. The Agency website includes the agenda, supporting materials and minutes for each regular meeting of the Agency. The Agency started doing this in 2020 and continued through COVID. The Agency will continue to do this through 2021. The Agency engaged in good faith efforts to post the agenda and materials at least three days prior to the meeting.