

**Columbia County Industrial Development Agency  
Performance Measures  
2016**

**Performance Measures:**

- A. Educate local business owners, elected officials and other community representatives regarding the resources the Columbia County IDA has available to new and existing businesses in Columbia County.**

The Columbia Economic Development Corporation (CEDC) has entered into contractual obligation with the Columbia County IDA to administer the organization. Included in those services are:

Participation in public meetings:

- CEDC's Strategic Plan public meetings
- Columbia County Board of Supervisors Broadband meetings
- Monthly CEDC Board meetings

Communications:

Projects:

- Sunstream Hudson I & II
- Architectural Cast Stone
- 41 Cross Street

Potential Projects:

- Broadband

Communications

- e-blasts, newsletters and press releases
- Monthly newsletters to 900 subscribers

- B. Continue to work with all municipalities in Columbia County to assist with projects which will have an economic impact on local businesses including applications for grant funding and, if feasible, administration of grants secured.**

Extended the lease on SunStream Hudson I & II (Solar business directly benefitting the Center for Disability Services and St. Peter's Hospital). The business created 2 jobs; supported the promotion of solar energy in New York State as part of the state's Energy Initiative; Confirms support of regional businesses in accordance with the goals of the Capital Region Economic Development Council; Lessens the impact of environmental pollution as set forward in the General Municipal Law Section 856.

Reviewed and approved the application for benefits for Architectural Cast Stone, proceeded to public hearing, reviewed SEQR and approved project. Project was slated to create 28 full time jobs in year 1 (1 professional managerial, 12 skilled, 9 semi-skilled and 6 unskilled). In year two 45 full time jobs were anticipated. (3 professional managerial, 15 skilled, 15 semi-skilled and 12 unskilled). This business purchased an existing vacant concrete production plant, which will be converted to manufacture custom stone and precast concrete products. *The business chose to not take advantage of the benefits granted.*

Reviewed and approved the application for benefits for 41 Cross Street in conjunction with the City of Hudson IDA. The project was slated to create 12 full time equivalent jobs in year one: 4 professional managerial, 3 skilled, 2 semi-skilled and 3 unskilled. In year two, 13 full time equivalent jobs are anticipated. (4 professional managerial, 4 skilled, 2 semi-skilled and 3 unskilled). This business purchased and plans to rehabilitate a vacant building into a boutique hotel in proximity to the rail station.

Acts as agent for the county in the sale of Commerce Park property. The county transfers property to the IDA who then sells the property to the interested party. The County receives the funds less interest and a small fee for administration.

**C. Through and cooperatively with the Columbia Economic Development Corporation, (CEDC) continue to work with all Columbia County organizations and departments to ensure business issues are addressed (workforce training, business development, etc.)**

- The Chair of CEDC holds a seat on the Columbia-Greene Workforce Development Board.
- Monthly meetings with Columbia County Board of Supervisors Economic Development committee.
- Meetings with the Columbia County Chamber of Commerce, Hudson Development Corporation
- Individual business visits
- Communication with State and Federal representatives regarding potential issues
- Regular communication with regional partners
- Maintaining databases of professional services
- Facilitated Commerce Park boundary dispute

**D. Continue to work with the CEDC to coordinate marketing efforts toward entrepreneurs and businesses looking to start, expand and/or relocate to Columbia County.**

- Met with individual businesses and elected officials to educate them about the IDA and its potential value for future and potential projects
- Weekender conversation in recognition of the significant impact second homeowners have on the county's economy. Among the wide-range of topics discussed, broadband availability and the lack of an adequate local labor pool emerged as the issues of highest concern.
- Collaboration with Columbia Economic Development Corporation and Columbia-Greene Media to increase media outreach

**E. Organizational**

Policies

Compliance

- Reviewed and reaffirmed Mission Statement and performance goals
- Reviewed and adopted changes to the procurement policy reflecting best practices
- Adopted uniform application, uniform project criteria for project evaluation and uniform agency project agreement, benefit recapture policy

- Reviewed and reaffirmed Committee charters
- Reviewed and adopted revised by-laws
- Reviewed and adopted 2015 Operations and Accomplishments, Assessment of internal controls, audited financials, management letter and board evaluation
- Reviewed Uniform Tax Exempt policy
- Reviewed the 2015 PARIS report
- Approved 2017 budget then submitted via PARIS
- Reviewed PILOTS
- Elected an Ethics Officer
- Reviewed and compared fee structure to other IDAs.