

**Columbia County Industrial Development Agency
Performance Measures
2017**

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:

Columbia County Board of Supervisors meetings

Monthly CEDC Board meetings

Communications:

Projects:

41 Cross Street

Potential Projects:

Broadband

Communications

e-blasts, newsletters and press releases

Monthly newsletters to 1200 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.**

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. *Update: Business held a ribbon cutting late December 2017 and has recently opened for business.*

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
- 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 2016 Operations and Accomplishments, Assessment of internal controls, audited financials, management letter and board evaluation
- Reviewed Uniform Tax Exempt policy
- Reviewed the 2016 PARIS report
- Approved 2018 budget then submitted via PARIS
- Reviewed PILOTS
- Reviewed and compared fee structure to other IDAs.