

# **CORTLAND COUNTY INDUSTRIAL DEVELOPMENT AGENCY PERFORMANCE MEASURES REPORT**

## **List of Performance Goals**

Working with the Cortland County Business Development Corporation the Industrial Development Agency will:

- Act as the county's lead economic development agency;
- Actively support and further the interests of county-based businesses;
- Meet regularly with county businesses to identify and mitigate obstacles for growth and to exploit opportunities for growth;
- Plan and implement programs to increase awareness of federal, state, and local business assistance programs;
- Plan and implement marketing efforts both inside and outside of Cortland County that target the expansion of existing businesses, the establishment of new business, and the attraction of new companies, people, and investment to the county;
- Assist in the planning, funding, and development of sites, buildings, infrastructure, and other programs and activities to facilitate business development and expansion;
- Represent the interests of local governments with our federal and state elected officials with respect to economic development; and
- Maintain relationships with federal, state, and regional elected officials and economic development allies to further Cortland County's economic development program objectives

## **Accomplishments**

The Cortland County IDA continues to function as the county's primary vehicle for incentivizing major-scale capital investment and job retention/creating projects. The BDC staff also conducts the work of the IDA, although each agency is governed by an independent board of directors. In 2016, the IDA:

- Made changes to its PILOT applications as required by new state law, which developed minimum criteria for such applications and financial agreements for IDAs across New York State.
- Continued work with APEX corp. re: the closure of its Cortland facility and the decommissioning of the site. The IDA and city of Cortland are cooperatively pursuing productive re-use of the site on the city's east side.
- Approved property and sales tax abatements for the Crescent Commons project, which a \$15 million mixed use redevelopment of an historic and vacant 144,000 square-foot manufacturing space on the city's south side; When complete, Crescent Commons LLC will include 44 market rate loft-style apartment units and four more serving individuals and families below 80 percent of the area's median income. The project will also include 48,000 square-feet of new commercial space that will accommodate a day care center, a counseling center and a home care services provider;

- Closed out a \$466,000 multi-modal funding grant project from the state Department of Transportation that enabled Suit-Kote Corporation to extend its rail line approximately 2,800 feet to access its crushed stone facility in the town of Cortlandville. The IDA secured the grant for the project.