



2019 Performance Measures Report

CCIDA Goal #1 - Seek projects that enhance the County's economic position.

2019 Performances:

- 1) Approved Sale/Leaseback, PILOT Agreements and/or sales & mortgage recording tax exemptions:
 - Monaghan Medical Corporation (end of 2018) (PILOT agreement and sales tax exemption)
 - Vilas Home, LLC (PILOT agreement and mortgage recording tax exemption)
 - Trustworthy, LLC (PILOT agreement, sales & mortgage recording tax exemptions)
 - Lake Forest Senior Living Community (mortgage recording tax exemption)

- 2) Pending Sale/Leaseback, PILOT Agreements and/or sales & mortgage recording tax exemptions:
 - Prime Plattsburgh, LLC
 - Delaware River Solar – Mooers V
 - Delaware River Solar – Plattsburgh I
 - Plattsburgh Lodging Ventures, LLC
 - ERS-Rouses Point, LLC

- 3) Terminated or Pending Terminations of Sale/Leaseback, PILOT Agreements and/or sales & mortgage recording tax exemptions:
 - Faculty-Student Association of Clinton Community College (bonds; termination by sale)
 - ARCP (DHC of Plattsburgh) (PILOT agreement)
 - Ardak Hospitality Group (PILOT agreement)
 - Cole FE (formerly Scannell) (PILOT agreement)

CCIDA Goal #2 – Support redevelopment of key facilities and linked economic sectors.

2019 Performances:

- 1) The Monaghan Medical manufacturing Project is under construction on the site of the former Clinton County Airport. This site has long been identified by Clinton County and state- and federally-recognized planning organizations, including the North Country Regional Economic Development Council and Lake Champlain-Lake George Regional Planning Board. It further supports Clinton County's manufacturing sector.



- 2) The Vilas Home, LLC adult care facility Project was undertaken to preserve jobs and services in an underserved or unserved market, as it is the only facility in the County with its attributes. Clinton County and the North Country as a whole are facing a rapidly aging population. Providing support for this Project was determined to be in the best interests of County residents' well-being and economy, as well as an opportunity for expansion and renovation of the facilities to serve a larger segment of the County population and create new job opportunities.
- 3) ERS-Rouses Point, LLC is engaged in the CCIDA application process. This Project site is the former Pfizer facility in Rouses Point, and stood as the primary economic generator for that part of Clinton County for several years. Its remediation, rehabilitation, and development is key to the revitalization of northern Clinton County.
- 4) The Delaware River Solar Mooers V and Plattsburgh I Projects are engaged in the CCIDA application process. Solar development is of significant importance to New York State energy consumption goals, as well as comporting with Clinton County's green energy goals. Further, these types of projects offer the benefit of creating value in the form of leases or purchases to property owners, as well as new revenue in the form of PILOTs to their taxing jurisdictions.
- 5) The Trustworthy, LLC Project was undertaken to expand tourist activity for the County.

CCIDA Goal #3 – Collaborate with partners to strengthen the County's economic base.

2019 Performances:

The CCIDA continues to collaborate with local, state, and federal partners that strive to ensure the development of Clinton County's economic base. These partnerships support investment, job creation, existing and expanded infrastructure and networks, while improving the quality of life for residents and corporate citizens of Clinton County. Strengthening these relationships offers the CCIDA the opportunity to expand its network, outreach and education, and increase opportunities to incentivize business retention, expansion, and creation in Clinton County. This is done by attending and/or participating in various events throughout the year in both Clinton County and the North Country region.



1) Partners include:

- Clinton County
- North Country Chamber of Commerce
- The Development Corporation
- Clinton Community College
- Small Business Development Center
- Adirondack Economic Development Corporation
- CITEC
- North Country Alliance
- North Country Regional Economic Development Council
- All taxing jurisdictions within Clinton County
- Local elected officials
- State elected officials
- Federal elected officials

2) CCIDA representation at events including but not limited to the following organizations and/or issues:

- North Country Chamber of Commerce events, including
 - Annual Business Expo
 - Doing Business in the U.S. seminars
 - Red Carpet days
- Participation on the Clinton Community College Institute for Advanced Manufacturing's Advisory Committee
- North Country Regional Economic Development Council representation on the Tradeable Sectors work group and Writing Team
- Participation on numerous task forces, including several pertaining to housing and workforce development
- North Country Alliance Fall Forum focusing on Tradeable Sectors (in conjunction with NCREDC)
- Public, press-oriented events

CCIDA Goal #4 – Strengthen administration, monitoring, and operations.

2019 Performances:

All required administrative, operational, and monitoring functions of the CCIDA were performed, as well as refining processes that were previously not prioritized. Further, the CCIDA identified an opportunity to increase oversight and monitoring by engaging a firm to assist with accounting and records maintenance and upkeep.



In addition to increasing delivery of benefits to Clinton County businesses, 2019 also focused on strengthening the administrative aspects of the organizations.

- 1) Carried out the required administrative, operational and monitoring functions of the Agency and comply with all financial and NYS requirements.
 - Completed and filed 2019 Annual Financial and Administrative Reports.
 - Reviewed and improved internal controls policies and practices.
- 2) Maintained policies and practices developed as part of the 2014 Corrective Action Plan and reviewed recent OCS and ABO guidance to ensure continued compliance with best practices.
- 3) Continued focus on strengthening the independence of CCIDA by:
 - Maintaining and renewing the administrative services agreement with Clinton County for Executive Director and additional supports; and
 - Engaging a firm to support accounting and records maintenance and upkeep, thereby finalizing the CCIDA's independence from The Development Corporation.