

TOWN OF COLONIE INDUSTRIAL DEVELOPMENT AGENCY

MISSION STATEMENT AND PERFORMANCE MEASUREMENTS REPORT

2017

MISSION STATEMENT

The Town of Colonie Industrial Development Agency (the “Agency”) is a public benefit corporation created to promote, develop, encourage and assist in the construction, expansion, and equipping of economically sound industrial and commercial facilities in order to advance the job opportunities, general prosperity, and economic welfare of the citizens of the Town of Colonie. The Agency’s primary role is to provide financial assistance and incentives to the business community in order to maximize private capital investment in the economy of the Town of Colonie and to develop opportunities for job creations and job retention within the Town of Colonie through the use of its own assets, public funds and private investment.

The Agency’s performance and achievement of the Agency’s goals shall be measured by the following:

1. Number and quality of new business and employment opportunities created;
2. Number and quality of current commercial enterprises retained and expanded;
3. Number of job opportunities created and level of pay associated with such job creation;
4. Number of job opportunities retained and level of pay associated with such job retention;
5. Amount of financial assistance provided in order to achieve the preceding four measurements; and
6. Other activities of the Agency which further its mission.

Date adopted: Re-adopted on January 22, 2018, as re-affirmed March 19, 2018

PERFORMANCE MEASUREMENTS

During 2017, the Agency furthered the performance and achievement of the Agency’s goals as outlined in its mission statement in the following ways:

1. Number and quality of new business and employment opportunities created.
2. Number and quality of current commercial enterprises retained and expanded.
3. Number of job opportunities created and level of pay associated with such job creation.
4. Number of job opportunities retained and level of pay associated with such job retention.

The Agency issued refunding bonds for One Mustang Drive II LLC (“One Mustang”), which retained approximately 200 full-time-equivalent jobs for the project’s operating company, Precision Valve & Automation, Inc. Precision Valve & Automation, Inc. is an electronics manufacturing company that makes products for the electronics, aerospace, automotive, medical device manufacturing, military/defense, renewable energy and general packaging industries. Of the 200 jobs, 85 are professional/ managerial/ technical jobs with a level of

pay in the \$70,000 to \$90,000 range and benefits in the \$15,000 to \$25,000 range, 90 are skilled jobs with a level of pay in the \$45,000 to \$65,000 range and benefits in the \$10,000 to \$20,000 range, and 25 are unskilled or semi-skilled jobs with a level of pay in the \$35,000 to \$45,000 range and benefits in the \$5,000 to \$15,000. The Company also has informed the Agency that it has donated various robotics to the North Colonie Central School District and other school districts with a value of hundreds of thousands of dollars.

The Agency took preliminary official action on projects for Starlite Associates, LLC and The Ayco Company, L.P. The projects will be undertaken in conjunction and will retain 626 jobs in the Town of Colonie and create an additional 160 jobs, all jobs retained and created by The Ayco Company, L.P., a financial management services firm headquartered in Saratoga Springs with locations around the country. Of the 786 jobs, 565 will professional/managerial/technical jobs with an estimated average level of pay of \$109,000 and estimated average benefits of \$18,800, 218 will be skilled jobs with an estimated average level of pay of \$50,900 and estimated average benefits of \$13,700, and 3 will be unskilled or semi-skilled jobs with an estimated average level of pay of \$42,200 and estimated average benefits of \$13,000.

5. Amount of financial assistance provided in order to achieve the preceding four measurements.

The Agency provided mortgage recording tax exemption in the amount of \$38,887.50 for the One Mustang II, LLC project.

The Agency provided a sales and use tax exemption of \$8,000 as temporary sales tax benefits to Starlite Associates, LLC.

6. Other activities of the Agency which further its mission.

The Agency continued to evaluate possible development options for the property it owns at 272 Maxwell Road, and had the existing structure demolished to prepare the property for future redevelopment. The Agency has been in discussions with the Town of Colonie's Public Library regarding the Library's potential use of the property.

The Agency engaged Camoin Associates as an economic development consultant to evaluate economic factors of the Town in order to gain insights into how the Agency can best promote, develop, encourage and assist economic development in the Town. Economic factors that were evaluated included retail, hospitality, technology, biotechnology, warehousing and distribution. Camoin Associates made an initial presentation to the Board on its findings in December 2017.

The Agency continued to work with Barton & Loguidice, D.P.C. to implement the Brownfield Opportunity Areas Program grant administered by the New York State Secretary of State, which the Agency received in order to assist the Agency in

comprehensively measuring existing economic and environmental conditions in the Lincoln Avenue area and in identifying redevelopment opportunities.

The Agency responded to a number of inquiries regarding potential projects for financial assistance and determined that a number of the potential projects were not eligible for financial assistance under the General Municipal Law and/or would not further the Agency's mission.

The Agency also maintained relationships with current projects and continued to evaluate other ways by which the Agency could foster economic development in the Town.

ADDITIONAL QUESTIONS

1. Have the board members acknowledged that they have read and understood the mission of the public authority?

Yes. The members of the Agency reviewed and re-adopted the mission statement on January 22, 2018, as re-affirmed by the members of the Agency on March 19, 2018.

2. Who has the power to appoint the management of the public authority?

The Agency appoint the Chief Executive Officer and the Chief Financial Officer of the Agency. Chief Executive Officer and the Chief Financial Officer are employees of the Town of Colonie and provide services to the Agency pursuant to a contract between the Agency and the Town.

3. If the Board appoints management, do you have a policy you follow when appointing the management of the public authority?

No

4. Briefly describe the role of the Board and the role of management in the implementation of the mission.

The mission statement of the Agency was developed by the members. The members of the Agency act as an independent body of members who exercise their fiduciary responsibilities with great care. The members make policy decisions and determine which projects receive "financial assistance", within the meaning of the General Municipal Law. Management assists the Board members in the exercise of their fiduciary duties by providing administrative, financial and economic development services.

5. Has the Board acknowledged that they have read and understood the responses to each of these questions?

Yes