# 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. The following is an overview of the 2019 activities:

**83-85 Main Street LLC**

The CCIDA approved of sales tax, mortgage tax and real property tax exemptions for a $2.4 million mixed use redevelopment of a large, historic, deteriorating and chronically vacant building in the heart of downtown Cortland. With assistance from the CCIDA the project will develop 12 luxury apartments on the upper three floors of a four-story, 128- year- old building; create attractive new commercial space on the building's first floor and attract tenants who will bring exciting new retail options and/or services to the central business district and comprise the latest multimillion-dollar rehabilitation of historic buildings in the district, sustaining momentum for the transformation of downtown Cortland as a vital, vibrant neighborhood, retail, service and entertainment sector.

**Lapeer Cortland Solar LLC**
The CCIDA incentivized a 15 MW community solar project for the town of Lapeer in 2019. This was the first IDA-related solar project in Cortland County.

**Janis Solar Town of Willet**
CCIDA and a developer agreed to an incentive package for a 20MW solar project in the town of Willet during 2019. This project is anticipate to close during the last quarter of 2020.

**EDF Renewables Solar Project**
The CCIDA began conversations with EDF Renewables for a 90 MW solar project for the towns of Homer, Cortlandville and Solon in 2019. This is an Article 10 project that will require significant state involvement In the permitting process. It is anticipated that developers will seek IDA incentives.

**Greek Peak Holdings, LLC**
The CCIDA approved of sales tax exemptions for a $1.9 million capital investment at Greek Peak in August 2018. The resort's capital investment is part of an ongoing initiative to enhance the skier experience and drive more visits. Project components include trail snowmaking and infrastructure enhancements, the acquisition of two grooming machines, replacement of a dated chairlift, improvements at its water park, new base building lighting, expansion of the Taverna, upgrades at the reservation desk and replacement of certain furniture, fixtures, and equipment. The project was very active during 2019 and is expected to be completed by September 30, 2020. Greek Peak Holdings LLC pledges the retention of 80 full-time jobs over 5-year term of agreement.

**Dwayne Block Building, Homer**
In 2018 the CCIDA provided sales and mortgage tax abatement to incentivize the mixed-use redevelopment of a building destroyed by fire several years earlier. The $1.7 million project comprises construction of a three-story mixed-use structure at 23 South Main Street in the heart of the village's business district. The site had been little more than a hole in the ground and in the streetscape since post-fire cleanup. The project was completed during 2019 and was successful in obtaining a long- term lease for an eatery on the entire street level space as well as full occupancy in the second and third floor residential units.

**Creamery Hills**
The CCIDA provided incentives facilitating SEPP, Inc.'s $1.6 million capital investment into Creamery Hills Apartments in the town of Harford, resulting in a complete interior and exterior renovation of the 24-unit complex for low to moderate income seniors. The facility also serves as the Harford Senior Center, managed by the Cortland County Area Agency on Aging.

**Buckbee Mears/Cortland Industrial Center**
The CCIDA continues to work with the site owner on development opportunities at this former manufacturing site. BIO365, a soil manufacturer, began operations at a portion of the site in 2019 and work began on Construction of a 30,000 square-foot manufacturing space next door.

**APEX**
The former APEX manufacturing site on the city's east end was mothballed in 2017 after operations ceased there. The CCIDA has been notified that the facility has been sold to an out of town interest, which is now also making the site available. The IDA has been in and will continue discussions about how the property

may be repurposed. The site has been identified as a priority brownfield site and may be a candidate for outside funding in support of redevelopment efforts. A major hurdle at the site is ongoing concern about the cost of razing existing structures there as well as the cost of any potential environmental remediation.

**Downtown Investment**

Planning and design activities are underway for the reconstruction of Main Street and related projects in downtown Cortland as proposed under the city's $10 million Downtown Revitalization Initiative grant. Actual construction for Main Street will begin in 2021, but the Agency and partners began participating in the development of public information and branding campaigns during 2019 and will continue with that work throughout 2020. The Agency and its partners will also play an important role in refining the scope of the project as it moves forward. Other significant investment outside of the DRI continues in and near the downtown district. These improvements contributed greatly to the city's winning DRI application and also set the table for future economic progress in the city.