

CORTLAND COUNTY INDUSTRIAL DEVELOPMENT AGENCY PERFORMANCE MEASURES REPORT

List of Performance Goals 2020

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 2020, the IDA:

- Negotiated and executed Payment in Lieu of Tax agreements for a handful of solar projects across Cortland County. These PILOT deals facilitated nearly \$118 million in capital investment by developers, created many temporary construction jobs, generated \$6 million in new revenues for taxing entities and helped further the state's mission to further develop its renewable energy inventory. In a concession to solar host communities (towns), the IDA has also agreed to set the PILOT bar no lower than an amount established by the municipality. Several more solar projects are in proposal stage including one that that would cover portions of three towns and generate 90MW of electricity;
- Continued work with the city of Cortland to identify priority sites for brownfield development;
- Worked in partnership with the BDC to help mitigate the impacts of COVID-19 on the local business community. Actions included marketing emergency federal, regional, and local programs to qualified businesses, directing business representatives to appropriate funding sources, and acquisition and distribution of PPE.