



2020 Performance Measures Report

CCIDA GOAL #1 - SEEK PROJECTS THAT ENHANCE THE COUNTY'S ECONOMIC POSITION.

- 1) Approved Sale/Leaseback, PILOT Agreements and/or sales & mortgage recording tax exemptions:
 - Plattsburgh Lodging Ventures, LLC
 - The Development Corporation – Industrial Boulevard
 - Schluter Systems, L.P. – Research & Development Facility
 - Delaware River Solar – Mooers V
 - Delaware River Solar – Plattsburgh I

- 2) Pending Sale/Leaseback, PILOT Agreements and/or sales & mortgage recording tax exemptions:
 - Prime Plattsburgh, LLC
 - Delaware River Solar – Mooers VI
 - ERS-Rouses Point, LLC
 - Champlain Hudson Power Express
 - Vilas Home, LLC – Expansion and Renovation Project
 - Mount Whitney Meadows, LLC
 - Green National Development, LLC

- 3) Terminated or Pending Terminations of Sale/Leaseback, PILOT Agreements and/or sales & mortgage recording tax exemptions:
 - None at this time.



GOAL #2: SUPPORT REDEVELOPMENT OF KEY FACILITIES AND SITES.

- 1) The Development Corporation's Industrial Boulevard Project and Schluter Systems Research & Development Facility Project are 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. They will further broaden job opportunities for Clinton County residents.
- 2) The Vilas Home, LLC Expansion and Renovation Project is currently engaged in the CCIDA application process. Its continued evolution will serve to both expand job opportunities and ensure Project's long-term viability. It is the only adult care facility in the County with its attributes. Clinton County and the North Country as a whole are facing a rapidly aging population.
- 3) ERS-Rouses Point, LLC continues to engage 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 VI Project is currently engaged in the CCIDA application process, and the Mooers V and Plattsburgh I Projects have been approved and executed. 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 Plattsburgh Lodging Ventures Project is intended to broaden the market in Clinton County by adding a new type of lodging stock: long-term lodging. It will generate occupancy tax revenue when travelers stay for less than 90 days, and provide travelers (especially corporate visitors) with a new sheltering option.
- 6) The North Star facility, another former Pfizer site, continues to operate. In 2020, they acquired multiple new tenants, which helps increase our job opportunities and ensure maintenance of the complex to ensure it does not become a white elephant and fall into disrepair.



GOAL #3: SUPPORT GROWTH OF LINKED ECONOMIC SECTORS, INDUSTRY CLUSTERS, AND NEW TYPES OF JOB OPPORTUNITIES TO THE REGION.

- 1) The Schluter Systems Research & Development Facility Project offers job opportunities that are rarely seen in Clinton County: research and development. As one of the largest employers in Plattsburgh, Schluter Systems is of significant import to our local economy. As their only North American research and development facility, their continued expansion in our County coupled with higher paying, higher skilled jobs shows their level of commitment to the community. It is the CCIDA's hope that Schluter Systems serves as an example to other companies, whether currently operating in Clinton County or not, that we are a burgeoning hub for vertical operations in manufacturing.
- 2) The Plattsburgh Lodging Ventures, LLC Project demonstrates an existing and future expanded market for long-term lodging most typically utilized by business travelers, and shows that our economic base continues to grow as well as deepen the relationship between companies' corporate offices and Plattsburgh operations. While this Project is currently in a holding pattern due to limitations on access to hospitality financing during the Covid-19 pandemic, the CCIDA believes that upon economic recovery, easing of travel restrictions (Canadian border closures, government requirements for quarantine, corporate limitations on employee travel, etc.) and dissemination of vaccinations, the market will still justify this investment. The CCIDA anticipates that our partnership will help the Project achieve financing in the coming year.

GOAL #4: SUPPORT GROWTH AND RETENTION OF PROJECTS THAT SERVE UNMET NEEDS OR MARKETS IN THE COUNTY.

- 1) The Vilas Home, LLC Expansion and Renovation Project is currently engaged in the CCIDA application process. Its continued evolution will serve to both expand job opportunities and ensure Project's long-term viability. It is the only adult care facility in the County with its attributes. Clinton County and the North Country as a whole are facing a rapidly aging population.
- 2) The Prime Plattsburgh, LLC Project is currently engaged in the CCIDA application process. Multiple market analyses and local data demonstrate low levels of vacancy in the City of Plattsburgh and Clinton County as a whole, with rates hovering near 2% and 3%, respectively. Expert opinions in the field consider a vacancy rate of 5% as typically "acceptable" for a stable housing condition, and our rates are near-crisis levels. The Prime Plattsburgh, LLC proposed Project would offer a new product – newly constructed market rate housing – in the downtown of the City of Plattsburgh, which serves as the seat of County Government and is generally acknowledged as the center of business transactions within the County and a 100 mile radius. Some investments in downtown Plattsburgh's existing buildings have been facilitated by public grant funding over the last couple of decades, with the occasional private capital investment; however, endeavors to undertake new construction in the City have been very limited and completely unsuccessful for nearly half a century.



GOAL #5: COLLABORATE WITH PARTNERS TO STRENGTHEN THE COUNTY’S ECONOMIC BASE.

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
- Adirondack North Country Association and their Center for Businesses in Transition
- North Country Regional Economic Development Council
- New York State Economic Development Council
- All taxing jurisdictions within Clinton County
- Local elected officials
- State elected officials
- Federal elected officials

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

- Numerous Covid-19 economic recovery efforts
- 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 and Placemaking work groups, as well as participation on the Writing Team
- Participation on numerous task forces
- Public, press-oriented events



GOAL #6: STRENGTHEN THE CCIDA'S ADMINISTRATION, MONITORING, AND OPERATIONS.

All required administrative, operational, and monitoring functions of the CCIDA were performed as efficiently and timely as possible given the stresses and constraints placed on the operation by Covid-19. Despite the pandemic, Project applications and prospective Projects only appear to have slowed in the lodging sector. Given the growth of project applications and oversight, the CCIDA authorized hiring a dedicated part-time administrative assistant, who will work with senior administrative support staff and the Executive Director to achieve efficiency and ensure compliance with regulations.