

ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

2015 CORPORATE MISSION AND GOALS MEASUREMENT REPORT

Name of Corporation: The Orange County Industrial Development Agency (OCIDA)

Corporation's Mission Statement:

“The mission of the Orange County Industrial Development Agency is to promote economic growth through a program of incentives-based allocations that assist in the construction, equipping and maintenance of specific types of projects and facilities. The IDA works to advance the health, prosperity and economic welfare of our County's citizens by retaining and creating jobs and attracting new businesses.”

List of Performance Goals and Measurement of Progress in Meeting Goals.

1. Retain 300 jobs

In 2015, the OCIDA assisted in the retention of 606 jobs in Orange County. The majority of these jobs (359) were in the technology field with the awarding of benefits to IBM. The other projects that were provided with IDA benefits that added to the number of retained jobs were Isomedix Operations, LLC (110) and USAI (134).

2. Create 500 jobs

In 2015, the OCIDA laid the groundwork for the creation of 513 new permanent jobs in Orange County through financial incentives. The County attracted two major pharmaceutical companies, McKesson Corporation (Blackhawk Development) and Matrix Newburgh to set up distribution centers in the Towns of Hamptonburgh and Newburgh. The Mc Kesson Corporation, a Fortune 50 company expects to create 164 permanent jobs while Matrix expects to create 121 permanent jobs. In addition, the IDA offered incentives to USAI, an international leader in manufacturing LED light fixtures, to upgrade and expand its facilities in the Town of New Windsor and thereby create 100 new permanent jobs. The other 128 prospective jobs were derived from 6 other attractions or expansions in the County including PCH Energy, Isomedix Operations, Nowak Properties, JCA Hospitality, Cross Roads Court and Route 94 North (Primo Sports). In addition to these permanent jobs, it was expected that more than 1146 temporary construction jobs would be created by the various projects supported by OCIDA.

3. Increase the visibility and viability of the Orange County Business Accelerator.

In 2015, the Orange County IDA changed the management and mission of the Orange County Business Accelerator. Historically focusing on the attraction of start-up businesses, in July, the Business Accelerator shifted its emphasis to existing small businesses in the manufacturing field that were looking to “scale up” their operations.

Offering production assistance, access to machinery, training and education, the Business Accelerator aims to help companies increase their production and create manufacturing jobs. With a focus on outsourced industries making a return to the U.S., the new mission has concentrated on four specific industries: Cut & Sew, Bottling, Artisan Manufacturing and Artisan Food Production. The initial industry to find a production line at the Accelerator was Cut & Sew. During the transition to this new mission, the Business Accelerator underwent a complete marketing overhaul, including a new name – The Accelerator, Powered by the Orange County IDA – with a new logo and website. Using the momentum of this rebranding, the Accelerator’s management partnered with local agencies to host an “Evolution of Fashion” event highlighting the Cut & Sew industry’s history in Orange County and the technology-driven future of the industry. As part of its membership benefits, The Accelerator provides assistance in business planning, access to investors and consultants, access to equipment and below market rate office space thanks in part to a NYSTAR Business Incubator grant. The Accelerator is a certified New York State Business Incubator, a distinction awarded to only ten New York State Incubators.

4. Advocate for economic development in Orange County.

In 2015, the OCIDA continued its mission to attract businesses to Orange County. In conjunction with the Orange County Partnership, the OCIDA aggressively marketed the economic, educational and life-style advantages that Orange County offers to business owners and their employees. In conjunction with the Orange County Chamber of Commerce, the OCIDA supported programs and services that served the needs of existing businesses in the County to demonstrate its commitment to keep businesses in the County. In addition, members of the IDA staff and the Chairman of the Board met with several County Rotary Clubs to introduce members of the business community to the work undertaken by the IDA and the incentives offered to attract or expand their businesses to the County. Finally, the IDA staff and Chairman have begun an outreach program to various County school districts to explain the mission of the IDA and to foster a better understanding of the IDA’s incentive programs by the school districts.

Additional questions regarding 2015 measurement of OCIDA progress against mission and performance goals:

1. Have the Board Members acknowledged that they have read and understood the mission of the corporation?

YES

2. Who has the power to appoint the management of the corporation?

The OCIDA Board appoints its management.

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

The Board seeks the best qualified individuals by conducting a search for such individuals after advertising the available positions in appropriate and cost-effective ways.

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

The Board of the OCIDA sets policies and overall strategy for the organization, appoints and oversees management and financial operations and controls – all in support of its mission and goals. The management of OCIDA promotes and administers its services, operations, finances, contracts and projects in support of its mission and goals and in accordance with the strategy, direction and policies established by the Board.

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

Yes, the Board has read and understood the responses to each of these questions and has approved them for filing with the ABO.