



EXHIBIT A

EDC 2014 Goals Framework

1. Complete EDC Re-engineering
 - a. Overall Goals
 - b. New By-laws implementation (formal adoption complete)
 - c. Public Authorities Accountability Act (PAAA) Implementation
 - d. Revise website online and develop social media (Facebook)
 - e. Board Process
 - f. Advisory role
 - g. Staff direction
 - h. Revenues
2. Attract New Business
 - a. Complete and execute marketing plan
 - i. Targets – manufacturing, industrial, destination business attractions, and recreation
 - ii. Message
 - iii. Promotion – website, advertising, events, corporate visits
 - b. Inquiry response
 - c. Facilitation and Site Identification/Promotion
3. Assist Existing Business Growth
 - a. Business outreach and counseling
 - b. Loans and grants
 - c. Advocacy issues (e.g., infrastructure)
 - d. Grow membership
4. Local and Regional Collaboration
 - a. Warren County and Towns
 - i. Governments
 - ii. IDAs, LDCs, etc.
 - b. Washington County LDC, Washington County Economic Development Coordinator
 - c. Saratoga County, including SEDC
 - d. Adirondack Gateway Council (AGC), Center for Economic Growth (CEG), Capital Region Economic Development Council, North County Economic Development Council, Lake George-Lake Champlain Regional Planning Board and NYS EDC

- e. ARCC, Lake George Chamber of Commerce, Council of Chambers, North Creek Business Alliance, Glens Falls Downtown Collaboration, Realtor Associations, and other business organizations
 - f. SUNY at Adirondack, area school districts, and BOCES
5. State Collaboration
- a. Governor, NYS Empire State Development, Department of Labor and other State agencies, and State legislative representatives: Senator Little and Assemblyman Stec
 - b. Business Development Groups
6. Federal Collaboration
- a. Federal Agencies and Federal Legislators
 - Congressman Owen's Canadian Business initiative
7. Further Development Outreach Programs



2014 Goals & Initiatives EDC of Warren County

1. **Complete EDC Re-engineering**
 - a. **Overall Goal** – Increase profile of EDC; enhance communication with members, stakeholders, business community, public and media; expand reach to include social media; and follow on inquiries via web and social media.
 - b. **New By-laws implementation (formal adoption complete)**
 - c. **Public Authorities Accountability Act Implementation**
 - Successfully implement all aspects of compliance including all adoption of required procedures and required reporting.
 - Update and maintain all aspects of the website related to PAAA, finances of EDC and financial incentives available to Warren County businesses.
 - d. **Complete revisions** website online / development social media (Facebook) and undertake improvements to Insider news letter
 - e. **Advisory role to be outlined/including committee tasks**
 - f. **Staff direction**
 - Relocate EDC offices to other downtown location
 - Examine/develop comprehensive Communications/IT Plan and identify necessary funding to address current and future IT needs, including customer management database, e-mail server, integration of all staff hardware (laptops, i-pads, phones, etc.) for all co-located organizations.
 - Increase site visitations /develop follow up
 - g. **Revenues**
 - Explore all means to sell EDC properties on Warren Street, off Dix Avenue.
 - Investigate increasing EDC revenues from increase in membership and from various "forums"/"seminars" planned for 2014 through planning and budgeting.
 - Develop campaign for EDC investment.
2. **Attract New Business**
 - a. **Complete and execute marketing plan**

- i. **Targets – manufacturing, industrial, destination business attractions, and recreation**
 - Support efforts to bring an American Hockey League team to the area, together with making improvements to the Civic Center and constructing a Downtown Glens Falls mixed-use commercial/retail/housing parking structure.
 - Create/develop/expand network of potential developers, brokers, businesses within 100 mile radius of Warren County.
 - Work with Town/Village Officials to explore possibility of Destination Retail Stores, including Recreation/Sporting Retail at Exit 21.
 - ii. **Message**
 - iii. **Promotion – website, advertising, events, corporate visits**
 - Continue to enhance and develop EDC’s new website for developer usage.
- b. **Inquiry response**
- c. **Facilitation and Site Identification/Promotion**
- Maintain /update data case to match new inquiries with existing sites and buildings.
 - Identify, promote and market available property sites for business development throughout Warren County.
 - Launch a marketing and promotional campaign for further development of industrial and technical parks, & available buildings including Queensbury Business Park, Warren Washington Industrial Park, Tech Meadows, Carey Park in Queensbury, and other properties within Towns of Warren County.
 - Participate with Queensbury, State, County, and BSAF officials on future use of former Ciba Geigy Hercules Plant Site (45 acres in South Queensbury).
3. **Retain Existing Businesses and Assist in Growth**
- a. **Business outreach and counseling**
- Create outreach campaign for promotion of economic incentives for retention and recruitment of industry and manufacturing within the County.
 - Continue our commitment to assist existing manufacturing and businesses.
 - Work with clusters of significant geographically-based businesses, companies, institutions, and organizations within Warren County, including:
 - Paper Industry and related forestry and wood products;
 - Medical Device Companies;
 - Health Care Services and Providers, such as Glens Falls Hospital and Hudson Headwater Health Network;
 - Hospitality and Tourism;
 - Banking and Financial Services; and
 - Arts, Cultural and Entertainment Venues.
 - Support winter activities, Ski Areas Gore Mountain and West Mountain, and expansion of snowmobile trails throughout county and connections to neighboring counties.
- b. **Loans and grants**

- Develop and implement a new small business loan program to be offered by Warren County LDC.
- Finalize and implement Warren-Washington Bi-County Loan Fund (NY ESD Grant \$500,000).
- Work on expedited permit process for development within designated industrial/business parks together with consolidating the various development funding applications (IDA, LDC) and expand/improve on educational/assistance component(including Microenterprise Program at SUNY for potential loan applicants and for actual loan recipients).

c. Advocacy /funding issues (e.g., infrastructure)

- Continue EDC work with area elected officials and the business community to develop priorities for infrastructure needs and assist in seeking funding for: roads, bridges, waste water facilities, extension sewer connections along Corinth Road, storm water treatment, telecommunication and broadband, alternative transportation, including buses and trains, and recreation in all areas, including walking trails and bike routes.
- Advocate and assist in funding the eradication of Asian clams and other invasive species from Lake George and other lakes.
- Assist Town County, State officials, and owners of development (Outlet Stores and Great Escape along Route 9 Exit 20) regarding traffic/pedestrian improvements and identify sources of funding.
- Assist Towns along corridor of Johnsbury, North Creek, Stony Creek, Thurman, Luzerne, ORDA, Rail officials, and business leaders regarding retail-commercial developments; promote North Creek Railroad for increase in passenger ridership and freight deliveries, explore sewer project feasibility and funding in North Creek, assist Gore in seeking additional funding for capital improvements.
- Serve (President of EDC) as member on the newly-created Warren County Airport Advisory Marketing Committee.

d. Renew and Grow EDC membership

4. Local and Regional Collaboration, including Warren County and Towns, local governments, IDAs, LDCs, Washington County LDC & Economic Development Coordinator, Saratoga County (including SEDC), Adirondack Gateway Council (AGC), Center for Economic Growth (CEG), Capital Region Economic Development Council, North County Economic Development Council, NYSEDC, ARCC, Lake George Lake Champlain Regional Planning Board . Lake George Chamber of Commerce, Council of Chambers, North Creek Business Alliance, Glens Falls Downtown Collaboration, Realtor Associations, SUNY at Adirondack, area school districts, and BOCES, building and trade organizations

- Expand and strengthen regional (Warren and Washington counties and Capital District) recruitment and retention economic development efforts with coordination with Capital Region Economic Development Council (CREDC), Empire State Development Corporation (ESD), Center for Economic Growth (CEG), Adirondack Gateway Council (AGC), New York Economic Development Council, Business Council of New York, Lake

George Chamber of Commerce, Adirondack Regional Chamber of Commerce, and other regional organizations.

- Assist and work with all towns, villages and City on specific needs/projects.
- Coordinate and assist where possible with County including County Planning Department, town officials, and business community on submittals of New York State Consolidated Funding Applications (CFA) and other funding opportunities.
- Coordinate and partner with Warren County Planning, County Tourism Chambers of Commerce in promotion of County Tourism and Economic Development, which will incorporate sharing promotional material video and brochures and linking websites along with upgrade to EDC display and presentation material for shows.
- Assist in implementing Downtown Glens Falls Vision and Development Strategy and Transportation Bike/Pedestrian Pathways Recommendations, Pruyn's Island improvements including connecting pedestrian bridge, and Warren, South Street & Hudson Avenue Infrastructure Redevelopment.
- Support, assist and partner with SUNY at Adirondack Community College in development of New York State Economic Development Initiative "START UP NY" and other initiatives and programs.
- Work with area school systems including BOCES, School Districts such as Queensbury, Glens Falls and north country schools to develop greater linkage, connectivity and relationship with economic development organizations and businesses.
- Enhance and align workforce development services with related agencies, such as Workforce Investment Board (WIB), One Stop Center (Warren County), NYS Department of Labor, Glens Falls EPA Job Training Program, Veterans Services, Building Trades including Local 773, Community Action Agency, and NAACP, in order to prepare local residents and businesses for appropriate training/retraining in key industries within the region.

5. State Collaboration

- a. Governor, NYS Empire State Development, Department of Labor, Department of Environmental Conservation, Adirondack Park Agency, and other State agencies, and State legislative representatives: Senator Little and Assemblyman Stec**
 - Collaborate with SUNY at Adirondack on workforce development and Governor Cuomo's initiative Start Up NY and other initiatives and projects (also discussed above).
- b. Business Development Groups within County and region**

6. Federal Collaboration

a. Federal Agencies and Federal Legislators

- Continue working relationships with federal legislators Congressman Owens, Senators Schumer and Gillibrand and federal agencies.
- Canadian Trade Business Initiative with Congressman Owens.

7. Further Development Outreach Programs

- State of State/State Budget Presentations on January 10, 2014
- Economic Forecast by Hugh Johnson on January 29, 2014
- Senator Little/Assemblyman Dan Stec Update in February 21, 2014
- Conduct Joint IDA (Warren-Washington County IDA —Glens Falls IDA) Meetings.
Conduct Joint Local Development Corporations Meetings (Warren County LDC & Glens Falls LDC)
- Gore Mountain Appreciation Day March 2014
- Business Council of NY and Center for Economic Growth partnership programs
Zoning Planning Forum in the spring
- EDC Luncheon in May
- Canadian Trade visitation with Congressman Owens
- Tourism Summit

DAILY NEWS

OPINION

What my broken hip taught me

A positive encounter with U.S. health care

NEW YORK DAILY NEWS
TUESDAY, MARCH 4, 2014, 4:30 AM



Glens Falls Hospital

PAUL BUCKOWSKI

My plunge into the world of ambulances, emergency rooms and minor surgery came without warning, like a trapdoor opening beneath my feet.

One second, I was skiing along happily in upstate New York's Adirondack Mountains with my son and a group of friends. The next, I was writhing on the slope in pain — having wrenched my right leg in an awkward, slow-speed fall. In the blink of an eye, I went from a healthy and independent 52-year-old to a trauma victim in need of a lot of expert help from a lot of people.

What happened next gave me an upclose and personal view of a health care system that I'm more accustomed to writing about — and sometimes criticizing — from afar. I was pleasantly surprised.

The experience showed me U.S. medicine at its capable, caring best — and left me more convinced than ever that pushing hard for universal health coverage was the right thing for President Obama and Congress to do.

The crackerjack response began when Gore Mountain's ski patrol showed up within a minute or two of my fall. A dozen or more people — a mix of paid pros, volunteers and trainees — checked my vital signs before lifting me onto a sled and sliding me carefully down the mountain to a first-aid station.

There, a second team moved me to a gurney, removed my ski boots, prodded my damaged leg, took down my insurance information — and brought in my skiing chums for a visit.

Next came an ambulance ride, courtesy of the local Johnsburg emergency squad, during which a friendly nurse kept me company in back and nagged the driver to take it easy on the bumps.

Forty-five minutes later, they rolled me into the emergency room at Glens Falls Hospital, where an X-ray confirmed that I had fractured my hip. Soon, a surgeon was offering to bolt it back together with three stainless steel screws — and breaking the news that I would be on crutches for the next six to eight weeks. He did the procedure the next day, and it seems to have worked as promised.

Meanwhile, a small army of nurses, aides, orderlies, patient representatives, care coordinators, physical therapists and occupational therapists gently peppered me with kind attention.

Now I know that a single fractured hip isn't a perfect window into our endlessly complex, very expensive and deeply flawed, health care system. But every now and then, it's worth tuning out the sky-is-falling crowd and appreciating what we're doing right in the age of Obamacare.

Signs of reform in action were everywhere. Virtually everyone who approached me asked for my name and birth date and scanned a bar code on my ID bracelet — precautionary measures to avoid dangerous medication errors and other treatment mixups. The surgeon marked my injured hip with a felt-tip pen, to make doubly sure that he operated on the correct limb. Meanwhile, the staff was constantly using rubber gloves and hand sanitizer to guard against infections that have become a major cause of preventable illness and death.

Even before I went under the knife, a care coordinator was quizzing me about the home I would be returning to in temporarily disabled condition. How many steps to the backdoor? On what floor are the bedrooms and bathrooms?

This is exactly the kind of discharge planning hospitals should be doing — to avoid seeing their patients bounce back a few days after checking out.

They helped me order equipment for navigating the bathrooms and putting on my socks. They outfitted me with crutches and a walker and trained me in their safe use. They set me up with appointments for visiting nurses and physical therapists.

Virtually every caregiver was impeccably kind and considerate — never failing to ask how I was feeling, and always urging me to let them know when I needed anything.

Also crucial to my long-term well-being was my employer-sponsored health coverage, which should pay the bulk of the considerable tab.

Millions of uninsured Americans do not have that luxury. In an emergency, they would be entitled to the same topnotch care I got — but then face bills that would drain their savings or push them to bankruptcy.

Worse, they might delay seeking care for slower-moving medical crises, such as diabetes, multiple sclerosis or cancer — and drastically shorten their lives as a result.

For all its flaws, the Affordable Care Act is slowly working to end this national shame by giving all Americans access to affordable health coverage — which is the right thing to do.

No one should have to live outside the safety net that was there for me when I needed it.
whammond@nydailynews.com

OTHER STORIES



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The Daily Dot



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Meet the 12 Most Loyal Dogs Ever
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A Striking Slovakian Apartment Building
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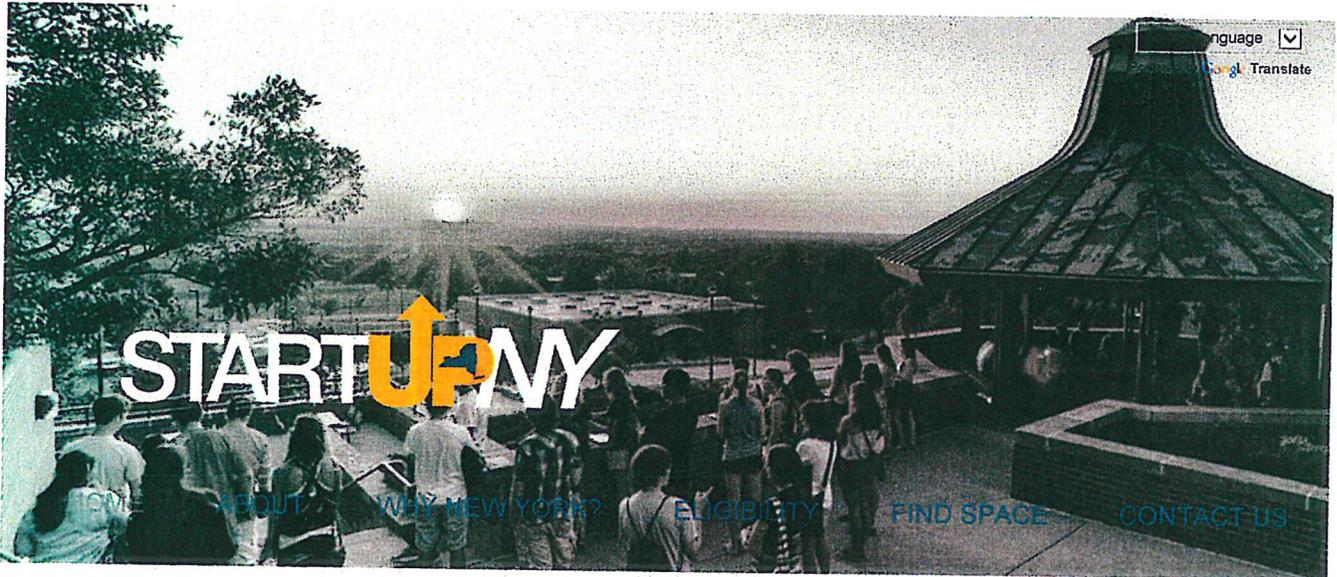


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NEW YORK IS TAKING CARE OF BUSINESS

There's a new advantage to doing business in New York. A big one. **START-UP NY**, Governor Cuomo's groundbreaking initiative, is transforming communities across the state into tax-free sites for new and expanding businesses. Now, businesses can operate **100% tax-free for 10 years. No income tax, business, corporate, state or local taxes, sales and property taxes, or franchise fees.**

[FIND OUT MORE](#)



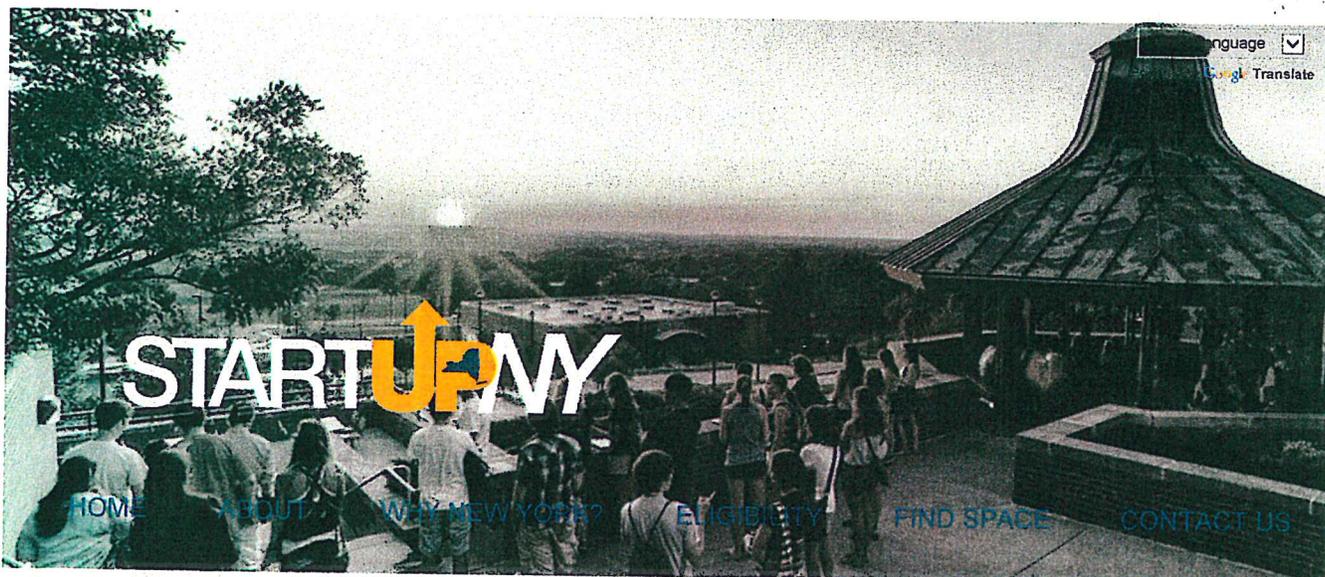
Eligible Space Guidelines

The following provides information about the spaces eligible to be designated tax-free areas.

Warren
Cooney →

College/University	Eligible Space*
SUNY & SUNY Community Colleges – North and West of Westchester (Upstate)	<ul style="list-style-type: none"> Any vacant space in any building located on the campus. Any vacant land on the campus. A NYS Incubator with a bona fide affiliation to the college or university. Up to a total of 200,000 square feet of additional vacant land or vacant building space within 1 mile of the campus (can be further than 1 mile with ESD approval). Affiliated State Strategic Assets, as designated by the STARTUP NY Approval Board (limited to 200,000 square feet each asset). Empire State Colleges generally ineligible, except Saratoga Springs.
SUNY & SUNY Community Colleges – Long Island & Westchester County	<ul style="list-style-type: none"> Any vacant space in any building located on the campus. Any vacant land on the campus. A NYS Incubator with a bona fide affiliation to the college or university. No off-campus land or building space. Affiliated State Strategic Assets, as designated by the STARTUP NY Approval Board (limited to 200,000 square feet each asset). Participating businesses must be high-tech companies and/or start-ups.
SUNY & SUNY Community Colleges – New York City (Downstate Medical, Optometry, Maritime and FIT)	<p>Can compete for the 150,000 square feet allocated per downstate county described under "Private Colleges & Universities – Downstate."</p> <ul style="list-style-type: none"> Any vacant land or vacant building space on campus property that is located Upstate. Up to a total of 200,000 square feet of additional vacant land or vacant building space Upstate within 1 mile of the campus (can be further than 1 mile with ESD approval). Space in a NYS Incubator affiliated with Downstate Medical Center. A NYS Incubator with a bona fide affiliation to the college or university. Affiliated State Strategic Assets, as designated by the STARTUP NY Approval Board (limited to 200,000 square feet each asset). Participating businesses Downstate must be high-tech companies and/or start-ups.

←



Frequently Asked Questions

START-UP NY is a groundbreaking new initiative from Governor Andrew M. Cuomo that will provide major incentives for businesses to relocate, start up or significantly expand in New York State through affiliations with public and private universities, colleges and community colleges. Businesses will have the opportunity to operate state and local tax-free on or near academic campuses, and their employees will pay no state or local personal income taxes. In addition, businesses may qualify for additional incentives.

BUSINESS FAQs

[What businesses are eligible for START-UP NY?](#)

[What types of businesses are NOT eligible for START-UP NY?](#)

[What does the program's requirement that a START-UP NY business support a school's "academic mission" mean?](#)

[How many jobs must a business create to be eligible for START-UP NY?](#)

[Are retained jobs eligible for tax-free benefits under START-UP NY?](#)

[What land and property are eligible for a business to occupy under this program?](#)

[What restrictions or limits will exist on real estate development by those companies with custom or specialized facility needs?](#)

[I am considering a move to a location in New York that is not located near a college or university. Should I still consider this state and/or the START-UP NY program?](#)

[What tax benefits will participating companies receive?](#)

[What is the Personal Income Tax exemption for employees?](#)

[Is a business eligible for any other programs or tax benefits in addition to START-UP NY?](#)

[For large companies with only a small share of their operations in the tax-free areas, how will the share of statewide operations that are tax-free be determined?](#)

[Is there a cap on the number of employees that are eligible for the Personal Income Tax exemption?](#)

[When is the program scheduled to begin?](#)

[When must a company apply to qualify?](#)

[What school and community is the best fit for my company?](#)

[How can a business apply to participate in START-UP NY?](#)

What businesses are eligible for START-UP NY?

Many different types of businesses are eligible to apply to the program. In order to participate in START-UP NY, businesses need to support the academic mission of the college or university with which they hope to work. In New York City, Long Island and Westchester County, businesses must be start-ups or one of a number of broadly defined "high technology" businesses. Eligible businesses must also:

- Be a new company in New York State;
- Be a company from out-of-state that is relocating to New York State; or
- Be an expansion of a company that already has employees in New York State. Expanding businesses applying for START-UP NY will have to demonstrate that they are creating new jobs and not moving existing jobs from elsewhere in the State.

Eligible businesses also may not be of a prohibited type (see next question) and must not locate in an area in which they would compete with existing local businesses. If you have questions about your business' eligibility, please [contact us](#).

[What types of businesses are NOT eligible for START-UP NY?](#)

Per the law, there are a number of types of business that can't receive benefits under START-UP NY. Colleges and universities will not be able to consider applications from business operations that the state ultimately defines as:

- retail and wholesale businesses;
- restaurants;
- real estate brokers;
- law firms;
- medical or dental practices;
- real estate management companies;
- hospitality;
- finance and financial services;
- businesses providing personal services;
- businesses providing business administrative or support services (unless the business is creating at least 100 new jobs and has received permission to participate);
- accounting firms;
- businesses providing utilities; or
- energy production and distribution companies.

If you don't qualify for START-UP NY, it's likely that there are other incentives or resources that New York State may be able to offer you. A list is available at www.esd.ny.gov/BusinessPrograms.html

What does the program's requirement that a START-UP NY business support a school's "academic mission" mean?

There are many ways in which a business might align with or support a school's academic mission. A school's academic mission will focus on the programs, research, applied learning opportunities (like internships), culture and curriculum of the college or university. Determining how your business would support the academic mission of a school is part of the business application process. Participating campuses will each have a START-UP NY point person who will be able to help you and answer questions about your business and how it may support their academic mission.

How many jobs must a business create to be eligible for START-UP NY?

There is no minimum requirement for the number of net new jobs that must be created, but all participating businesses must create jobs to receive the program's benefits.

Are retained jobs eligible for tax-free benefits under START-UP NY?

No. The benefits of START-UP NY can only be applied to jobs new to New York State — either through the relocation of an out-of-state or foreign company to New York State, the significant expansion of an existing business in New York State or the formation of a new business in New York State.

What land and property are eligible for a business to occupy under this program?

Participating START-UP NY businesses will occupy property or land affiliated with public and private colleges and universities. START-UP NY facility space will be on or near academic campuses and will be available in urban and rural areas across New York State. Note that if a piece of property is not currently part of an academic institution's campus, it may be possible under special circumstances for that property to become affiliated with a sponsoring academic institution.

What restrictions or limits will exist on real estate development by those companies with custom or specialized facility needs?

The answer will depend on the nature of the land and property.

I am considering a move to a location in New York that is not located near a college or university. Should I still consider this state and/or the START-UP NY program?

Yes. Participation in START-UP NY does not necessarily require that your business be on or next to a campus, but it must be located on property affiliated with a university. There are many options that could work for a company like yours and, with the number of great colleges in New York, there may be one closer to your location than you think. If you are considering New York or START-UP NY, please contact us.

What tax benefits will participating companies receive?

START-UP NY will provide new and expanding businesses that create net new jobs the opportunity to operate completely tax-free — including no income tax for employees and no sales, property or business tax — while partnering with higher education institutions. Business and employee tax benefits will be available for up to ten years. After five years, for extremely high-earners, there is a limit on the amount of employee earnings exempted from the Personal Income Tax (see next question, as well as "Tax Benefits FAQs").

What is the Personal Income Tax exemption for employees?

Employees of businesses in START-UP NY will pay no income taxes on their wages for the first five years. For the second five years, employees will pay no taxes on income up to \$200,000 for individuals, \$250,000 for a head of household and \$300,000 for taxpayers filing a joint return.

Is a business eligible for any other programs or tax benefits in addition to START-UP NY?

A business may be eligible for additional programs or grants, but START-UP NY tax benefits cannot be combined with any other tax credit as it relates to the company's operations within the tax-free area. Please contact us, so that we may help you identify programs for which your business may be eligible.

For large companies with only a small share of their operations in the tax-free areas, how will the share of statewide operations that are tax-free be determined?

The answer depends on the company's share of payroll and assets located in the tax-free area, among other factors, and differs based on the type of tax. See "Tax Benefits FAQs."

Is there a cap on the number of employees that are eligible for the Personal Income Tax exemption?

Yes. Statewide, the total number of new jobs added to the list of those receiving personal income tax exemption under START-UP NY will not exceed 10,000 new jobs per year (i.e., there will be a maximum of 10,000 tax-free jobs after year one, 20,000 tax-free jobs after year two, etc.). Employees of companies accepted into the program after the annual cap is met each year will be first in line to begin receiving the Personal Income Tax exemption at the beginning of the next year.

When is the program scheduled to begin?

The program will formally begin on January 1, 2014, when tax exemptions are officially available for participating companies and their employees. Businesses will be able to apply directly to schools once the tax-free areas have been approved. The first business applications will be accepted beginning in late 2013.

When must a company apply to qualify?

Under the current legislation, the last date for a company to be accepted into the program is December 31, 2020. Regardless of the date of its acceptance into the program, a company participating in START-UP NY and in fulfillment of its job creation commitments will be eligible for ten years of tax benefits, with the aforementioned Personal Income Tax exemption cap beginning after five years.

What school and community is the best fit for my company?

START-UP NY schools can be public (State University of New York and City University of New York four-year and two-year campuses, for example), as well as private not-for-profit educational institutions. When you're ready to determine which campus is right for you, please contact us, and we'll help direct you to the right campuses and people.

How can a business apply to participate in START-UP NY?

Businesses will apply directly to the participating college or university. For more information on the application process, please visit www.StartUp-NY.com or contact us directly.

TAX BENEFITS FAQs

ACADEMIC INSTITUTION FAQs

OTHER FAQs



Capital Region Properties

Below are properties located within the Capital Region. This is a selection of the properties that are available at this time. The costs and terms associated with these properties are flexible and negotiable. Please check back frequently to find more properties.

[< Back to all properties](#)

17 found. Viewing page 2 of 2.

Sort By: Region Property Type Campus Square Footage or Acres

Prev

Next

Warren/Washington IDA Park [Learn more >>](#)

Campus: SUNY Adirondack Community College

Region: Capital District

Area: 14 acres

Property Type: Manufacturing

Bay Road Business Park [Learn more >>](#)

Campus: SUNY Adirondack Community College

Region: Capital District

Area: 14 acres

Property Type: Manufacturing, Office

Quaker Ridge Tech Park [Learn more >>](#)

Campus: SUNY Adirondack Community College

Region: Capital District

Area: 84 acres

Property Type: Manufacturing, Office

Glens Falls Tech Park [Learn more >>](#)

Campus: SUNY Adirondack Community College

Region: Capital District

Area: 7 acres

Property Type: Manufacturing, Office

Carey Park [Learn more >>](#)

Campus: SUNY Adirondack Community College
Region: Capital District
Area: 125 acres
Property Type: Manufacturing, Office



Tech Meadows [Learn more >>](#)

Campus: SUNY Adirondack Community College
Region: Capital District
Area: 35 acres
Property Type: Research, Manufacturing



Queensbury Business Park [Learn more >>](#)

Campus: SUNY Adirondack Community College
Region: Capital District
Area: 24 acres
Property Type: Research, Manufacturing

17 found. Viewing page 2 of 2.

Sort By: **Region** **Property Type** **Campus** **Square Footage or Acres**

Prev Next

This is a selection of the properties that are available at this time. The costs and terms associated with these properties are flexible and negotiable. Please check back frequently to find more properties.



Business Application Instructions

These instructions are designed to assist your business when applying to the START-UP NY Program. It is important that you refer to these instructions when completing an application.

Many different types of businesses are eligible to apply to the START-UP NY Program. In order to participate in START-UP NY, businesses need to be aligned with the academic mission of the college or university (i.e. sponsor) with which they hope to work. In New York City, Long Island and Westchester County, businesses must be start-ups or one of a number of broadly defined “high technology” businesses. Businesses eligible to apply to the Program include:

- a new business to New York State;
- a business from out-of-state that is relocating to New York State;
- an expansion of a business that already has employees in New York State. Expanding businesses applying to START-UP NY must demonstrate that they are creating new jobs and not moving existing jobs from elsewhere in the State; or
- a business that has successfully completed residency in a New York state incubator

Section 1: Sponsor Information

To participate in the START-UP NY Program, a business must be sponsored by an educational institution in New York State that qualifies as a sponsor. Sponsors may include any two or four-year, not-for-profit educational institutions chartered in the State of New York. Sponsors can apply to designate vacant land or vacant space on or near their campuses and a business can apply to locate in these tax-free areas. Eligibility varies based on the type of institution (i.e., State University of New York campuses, including community colleges, City University of New York campuses, and private educational campuses), the location of the tax-free area (i.e., within New York City and its neighboring counties vs. upstate New York) and the type of eligibility granted (i.e., on-campus space, off-campus space, a designated state incubator or a designated state asset.)

The educational institution whose tax-free area you would like to locate to is referred to as the “sponsor”. Eligible academic institutions (“sponsors”) are first required to develop a plan that will include, among other items: a description of the land or property to be designated as tax-free; a description of the institution’s academic mission; and a description of the type of companies it will be seeking to attract. Once this plan is approved, schools will be eligible to begin accepting applications from businesses.

Complete all relevant information in this section regarding the “Sponsor” where your business will be located.

Section 2: Business Information

New (or “Eligible”) business: means a business that satisfies all of the following tests:

- a) the business must not be operating or located within the state at the time it submits its application to participate in the START-UP NY program;
- b) the business must not be moving existing jobs into the Tax-Free NY Area from another area in the state;
- c) the business is not substantially similar in operation and in ownership to a business entity (or entities) taxable, or previously taxable within the last five taxable years, under section 186 of the tax law, article 9-A, 32 or 33 of the tax law, article 23 of the tax law or which would have been subject to tax under such article 23 (as such article was in effect on January 1, 1980) or the income (or losses) of which is (or was) includable under article 22 of the tax law, and
- d) the business must not have caused individuals to transfer from existing employment with a related person located in the state to similar employment with the business, unless such business has received approval for such transfers from the Commissioner of the NYS Department of Economic Development (“commissioner”) after demonstrating that the related person has not eliminated those existing positions.
- e) The business must not be engaged in a line of business that is currently or was previously conducted by the business or a related person in the last five years in NYS.

Not a new business?

If a business seeks to **expand** its current operations in New York state into a Tax-Free NY Area but the business does not qualify as a new business because it does not satisfy the criteria above, the commissioner may grant the business permission to apply to participate in the START-UP NY program if the commissioner determines that the business has demonstrated that it will create net new jobs in the Tax-Free NY Area and that it or any related person has not eliminated any jobs in the state in connection with this expansion.

If a business does not satisfy the eligibility criteria because at one point in time it operated in New York state but **moved** its operations out of New York state on or before June 1, 2013, the commissioner may grant that business permission to apply to participate in the START-UP NY program if the commissioner determines that the business has demonstrated that it will substantially restore the jobs in New York state that it previously had moved out of the state.

Any business that has successfully completed residency in a New York state incubator pursuant to section sixteen-v of section one of chapter one hundred seventy-four of the laws of nineteen hundred sixty-eight constituting the urban development corporation act, subject to approval of the commissioner, may apply to participate in the START-UP NY program provided that such business locates in a tax-free NY area, notwithstanding the fact that the business may not constitute a new business.

Businesses Prohibited from participating in the START-UP NY program:

- a) Retail and wholesale businesses;

Retail and wholesale businesses shall include establishments engaged in retailing merchandise, generally without transformation, and rendering services incidental to the sale of merchandise.

Wholesale businesses shall include establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. Merchandise includes the outputs of agriculture, mining, manufacturing, and certain information industries, such as publishing.

- b) Restaurants;

Restaurants shall include establishments that prepare meals, snacks, and beverages to customer order for immediate on-premises and off-premises consumption. This includes establishments that provide food and drink only, or various combinations of seating space, waiter/waitress services and incidental amenities, such as limited entertainment.

- c) Real estate brokers;

Real estate brokers shall include establishments that are engaged in renting or leasing real estate to others; selling, buying, or renting real estate to others; and providing other real estate related services, such as appraisal services.

- d) Law firms;

Law Firms or businesses providing legal services shall include establishments or offices of legal practitioners known as lawyers or attorneys (i.e., counselors-at-law) primarily engaged in the practice of law. Establishments in this industry may provide expertise in a range or in specific areas of law, such as criminal law, corporate law, family and estate law, patent law, real estate law, or tax law.

- e) Medical or dental practices;

Medical or Dental Practices shall include establishments that provide health care services, directly or indirectly, to patients.

- f) Real estate management companies.

Real estate management companies shall include establishments that are engaged in managing real estate for others and providing other real estate related services, such as appraisal services.

- g) Hospitality;

Hospitality-related businesses shall include establishments that provide lodging or short-term accommodations for travelers, vacationers, and others. Some provide lodging only; while others provide meals, laundry services, and recreational facilities, as well as lodging.

- h) Finance and financial services;
Finance and financial services businesses shall include establishments that are primarily engaged in financial transactions, that is, transactions involving the creation, liquidation, or change or ownership of financial assets, and/or in facilitating financial transactions.
- i) Businesses providing personal services;
Businesses providing personal services shall include businesses that provide personal and laundry services to individuals, households, and businesses. Services performed include: personal care services; death care services; laundry and dry cleaning services; and a wide range of other personal services, such as pet care services, photofinishing services, temporary parking services, and dating services.
- j) Businesses providing administrative or support services;
Businesses providing business administrative or support services unless such business has received permission from the Commissioner to apply to participate in the START-UP NY Program upon demonstration that the business would create no fewer than one hundred net new jobs in the Tax-Free NY Area. Business providing business administrative support services shall include businesses that are engaged in activities that support the day-to-day operations of other organizations. These activities include general management, personnel administration, clerical activities, or cleaning activities.
- k) Accounting firms;
Accounting firms or businesses providing accounting services shall include establishments primarily engaged in providing services, such as auditing of accounting records, designing accounting systems, preparing financial statements, developing budgets, preparing tax returns, processing payrolls, bookkeeping, and billing.
- l) Businesses providing utilities;
Businesses that provide utilities shall include businesses that provide electric power, natural gas, steam supply, water supply, and sewage removal through a permanent infrastructure of lines, mains, and pipes.
- m) Businesses engaged in the generation or distribution of electricity, the distribution of natural gas, or the production of steam associated with the generation of electricity;
Businesses engaged in the generation or distribution of electricity, the distribution of natural gas, or the production of steam associated with the generation of electricity shall include businesses that generate or distribute electric power, natural gas, or steam supply through a permanent infrastructure of lines, mains and pipes.

Section 3: Employment

Average Number of Employees:

Employment numbers of the business and its related persons in the state should be calculated by adding together the total number of employees of the business and its related persons in the state on each of the four quarters ending on March 31st, June 30th, September 30th, and December 31st and dividing the total by the number of such dates occurring within such year.

There are three categories of employment data that must be provided (include leased employees in your calculations – a leased employee must be an employee with a leasing organization that is a professional employment organization (PEO) registered with the NYS Department of Labor).

Full-Time Jobs: the number of actual employees that work at least 35 hours per week.

Part-Time Jobs: the number of actual employees that work less than 35 hours per week.

Full-Time Equivalents FTEs:

- Any combination of two or more part-time jobs that, when combined together, constitute the equivalent of a job of at least 35 hours per week.
 - Example 1: two part-time workers each work 20 hours per week. Combined, they work a total of 40 hours per week. Since 40 hours per week is greater than 35 hours per week, this equals 1 FTE.
 - Example 2: three part-time workers each work 10, 10 and 15 hours per week respectively. Combined, they work a total of 35 hours per week, which equals 1 FTE.
 - Example 3: three part-time workers each work 10 hours per week. Combined, they work a total of 30 hours per week. Since 30 hours are less than 35 hours per week, there is no FTE. *(However, these would be counted as 3 jobs in the Part-Time Jobs category.)*

Net New Job means a job created in a Tax-Free NY Area that satisfies all of the following criteria:

- a) is new to the state;
- b) has not been transferred from employment with another business located in this state, through an acquisition, merger, consolidation or other reorganization of businesses or the acquisition of assets of another business, or has not been transferred from employment with a related person;
- c) is not filled by an individual employed within the state within the immediately preceding sixty months by a related person;
- d) has not been transferred from employment with another business located in this state, through an acquisition, merger, consolidation or other reorganization of businesses or the acquisition of assets of another business, or has not been transferred from employment with a related person;
- e) is not filled by an individual employed within the state within the immediately preceding sixty months by a related person; is either a full-time wage-paying job or equivalent to a full-time wage-paying job requiring at least thirty-five hours per week; and
- f) is filled for more than six months.

Section 4: Investment

List any investment to be made in the Tax-Free NY Area including any plans for construction, rehabilitation or renovation; purchase or lease of equipment and the estimated schedule for the completion of any investment.

Only capital investments should be included. Capital investment means investments in tangible personal property or other tangible property which is depreciable pursuant to section 179 (d) of the United States Internal Revenue Code. Capital investments do not include operating expenses such as office supplies, utilities, rent, and other recurring expenses.

Section 5: Business Competitors

“**Competitor**” means a business that produces, manufactures, or sells the same or substantially similar product or provides the same services, and competes for the same customers or clients as an applicant for the START-UP NY program.

The application must describe whether or not the business competes with other businesses in the same community but outside the Tax-Free NY Area.

“**Community**” means the census tract or tracts containing an approved Tax-Free NY Area and the census tracts immediately contiguous to such census tract or tracts.

Section 6: Related Persons

Related person - The purpose of this question is to identify business entity(ies) that are related to the applicant in order to determine whether jobs have been transferred from a “related person” in this State. The definition for a related person can be found in section 465(B)(3)(C) of the Internal Revenue Code (see attached).

Section 7: Agreement

Statement of Consequence

Include a statement of consequences for the failure to meet performance benchmarks, as determined by the business applicant and the Sponsor, that includes: (i) suspension of such business’s participation in the START-UP NY Program for one or more tax years as specified in such application; (ii) termination of such business’s participation in the START-UP NY Program; and/or (iii) proportional recovery of tax benefits awarded under the START-UP NY Program as specified in Section 39 of the New York State Tax Law.

In the event that the business chooses proportional recovery of tax benefits as a consequence of realizing job creation less than the estimated amount, and the number of net new jobs created is at least 75% of the number of net new jobs promised, then the tax benefits shall be reduced by the percentage by which the business failed to meet its performance benchmark, calculated as the ratio of the difference between new net jobs promised and actual net new jobs created divided by the net new jobs promised.

Example: if the business promised to create 100 net new jobs but created only 90 net new jobs, the difference is 10 net new jobs. Dividing those 10 jobs not created by the 100 jobs promised shows that the number of jobs created is 10% less than the number of jobs promised. The business's tax benefits would therefore be reduced by 10%.

In the event that the business chooses proportional recovery of tax benefits as a consequence of realizing job creation less than the estimated amount, and the number of net new jobs created is less than 75% of the number of net new jobs promised in any three years during the 10-year job creation schedule, then:

- in the first year that the business does not meet the 75% threshold, there shall be a proportional recovery of tax benefits;
- in the second year that the business does not meet the 75% threshold, such business's participation in the START-UP NY Program will be suspended; and
- in the third year that the business does not meet the 75% threshold, such business's participation in the START-UP NY Program may be terminated.

Freedom of Information Law

If you would like to request protection from Freedom of Information Law for any information your business deems confidential, please include a letter with your request identifying, with specificity, any content the business deems to be confidential, proprietary, or a trade secret as defined by Article 6 of the Public Officers Law.

Section 8: Signature

The authorized representative is the person with whom the SUNY officials and Department of Economic Development staff will communicate regarding all questions and matters relating to the application. If the authorized representative of the applicant is a consultant, accountant, or other agent of the applicant, then this representative must be given power of attorney to act on behalf of the applicant. A completed power of attorney form must be attached.

8. Measurable Goals for 2014

Undertake EDC promotion interviews with media newspaper, radio, tv, social media ,web content ,

Create EDC promotional video ,loop for website,showing at Exit 18 Tourism, County Tourism Outlet Rt 9, trade shows etc ,

Increase number of public outreach events in 2014 by

Increase number of site visitations

Increase number of loans from Warren County LDC

Undertake joint loan participation by Warren County LDC and Glens Falls LDC

Conduct at least two Joint IDA Warren Washington IDA and Glens Falls IDA meetings

Conduct at least two Joint Warren County LDC & Glens Falls Local Development Corporation meetings

Increase number of EDC investment funds by \$

Attend all 11 Town Board Meetings in Warren County

Establish Tourism Summit

Develop EDC Warren County Canadian Trade Conference in Canada



EDC's Gore Mountain Appreciation Day

Celebrate with a full day of skiing and lunch at Gore Mountain. Lifts open at 8:30 a.m. Complimentary tickets for Reserved EDC Participants. Lunch in the Tannery Pub at Noon; \$12pp. Please respond to EDC -- Elaine Behlmer at 518-761-6007 x300 or ebehlmer@edcwc.org by Tuesday, March 11th.

Event location: Gore Mountain
793 Peaceful Valley Road
North Creek, New York

Event date: Fri March 14th