



EDC Update -- President's Report March 22, 2017

Warren County Economic Growth and Development Committee, Chair Peter McDevitt

>**EDC Breakfast at Queensbury Hotel** held Wednesday morning March 22, 2017 8am “**Connecting Warren County and the Capital Region**” 4 Event Sponsors: Glens Falls Hospital, Plumbers and Steamfitters Local 773, Aeon Nexus and Rozell General Contractors and mechanical contractors Over 140 in attendance .Keynote speakers included: Chair of Warren County Board of Supervisors Ron Conover, ESD Regional Director Michael Yevoli and Andrew Kennedy President Center for Economic Growth

>**Federated Basketball Tournament** featuring top championship teams from Public High Schools, Parochial Schools, NY City and Independent schools will be in Glens Falls and area and at GF Civic Center this weekend (Fri 9am Sunday 4pm 17 games -23 teams –8 girls 9 boys Federated Tournament thou 2019 in Glens Falls AA A B brackets ...

EDC supports efforts underway to bring back the NYS Boys Basketball in 2020 to Glens Falls.

>EDC working with recent 6 Round CFA award recipients & ESD regarding the implementing process for respective awardees:

Adirondack Pub Brewery \$325,000, Lake George

Hudson Headwater Health Network \$250,000 Glens Falls

Park Theater, Park Street Glens Falls \$600,000

>EDC supporting State Grants with

Town of Queensbury (former Ciba Geigy Site) Brown field Opportunity Area Grant by NYS Department of State

City of Glens Falls (Warren Street Feasibility) Brownfield Opportunity Area by NYS Department of State

Town of Bolton Adirondack Park Smart Growth Bioreactor Demonstration Project

>EDC ongoing outreach with key manufacturing, businesses

Leigh Cement,

Angio Dynamics,

Great Escape,

Grace Note-Nielsen,

> EDC's annual Gore Mt Ski Day March 10, 2017 with thanks to Mike Pratt, Jeff Byrne for their assistance,

>Meeting held with SUNY@Adirondack representative consultant Frank Capone regarding college's new entrepreneur program,

>Underway Exit Study along Northway I-87 will be commencing in April with meetings in adjoin towns –town board and planning boards April 27th Town of Chester

Undertake identification of property near Northway 87's exits 18-26 for potential development by providing GIS data collection & mapping regarding condition of nature of nearby property, ownership, zoning, utility availability—water-sewer-septic- electrical-natural gas-propane-telecommunication broadband-cell-access & condition of access to Northway – identification and nature of existing business within these areas.

>Working on a number of potential loan within County and City:

Whiskey distillery

2 small businesses

Technology firm

Food Hub

Retail

Gas retail

>Congratulations to Northeast Fine Jewelry with their opening retail jewelry store in down town Glens Falls,

WHAT'S AHEAD 2017 GOALS & OBJECTIVES?

EDC the County Advocate: Warren County NY

The key strategy and goals and objectives for EDC in 2017 is to continue to serve as the major economic development advocate for Warren County and the upstate region:

* Advocate for private companies and institutions seeking funding assistance to retain and grow investment and jobs.

* Advocate for local municipalities and communities seeking funding for critical infrastructure and projects to accommodate present and future needs. One example: EDC's ongoing efforts to bring broadband to unserved and underserved areas within Warren County. Through bipartisan funding legislation by Senator Gillibrand and Congressperson Stefanik; opportunities exist for a focused broadband initiative. Additional funding is available through Governor Cuomo's NY Connect program. Broadband is as important as other infrastructure in today's economy and perhaps more important to a widely varied geographic area such as ours.

EDC believes strongly that regional collaborative efforts must continue to support and assist Lake George officials in securing funding for a new waste water treatment facility. Funding is critical from an environmental perspective plus the lake's longstanding position as an economic engine for tourism attraction, year round and second home ownership & development.

EDC is looking forward to working with Nielsen Corporation, pending new owners of locally grown Gracenote, Inc. (formerly Tribune Media Services) and their 350 employees in Queensbury, NY. There is tremendous opportunity for entertainment metadata in a rapidly evolving global marketplace.

Another key industry sector with major employment is medical device manufacturing in which Glens Falls MSA has one of the highest Location Quotients nationally. EDC's advocacy on behalf of our regional medical device firms to Senator Schumer and Congressperson Stefanik helped suspend the 2.3% excise tax for two years. It is imperative the tax is permanently removed in 2017 so that reinvestment yields new products, innovations and jobs.

Downtown revitalization will remain an area of focus for EDC. As a result of NYS's \$10 million grant; EDC in conjunction with City be implementing this Downtown Revitalization Initiative.

While the Lake George area is a perennial vacation destination for many generations of repeat visitors, EDC concurs with County tourism officials on the need to reach new markets: specifically, the millennial generation along with the need to market experiences, packages and itineraries.

Papermaking remains vibrant and active in our region with diversity in products from Finch Paper, SCA, Irving Tissue, International Paper plus supporting suppliers providing a major economic impact.

Exit 18/19 Queensbury-Glens Falls corridor is site of continued growth within the lodging and entertainment industries.

Undertake identification of property near Northway 87's exits 18-26 for potential development by providing GIS data collection & mapping regarding condition of nature of nearby property, ownership, zoning, utility availability—water-sewer-septic- electrical-natural gas-propane-telecommunication broadband-cell-access & condition of access to Northway –identification and nature of existing business within these areas.

Complete the Exit 20 study from route 149 and route 9 south to intersection of Sweet Road route 9 and the adjacent Glen Drive In on the eastern boundary of Route 9.

Maintain ongoing participation and assistance with Town of Queensbury, State, County, and BASF officials on the future use of former Ciba Geigy site (45 acres in South Queensbury).

Continue with marketing and promotional campaign for further development of industrial, technical parks and available buildings at Queensbury Business Park, Warren Washington Industrial Park, and Tech Meadows. Carey Park in Queensbury, Chester and Warrensburg along with identifying additional properties within Towns of Warren County suitable for business development and usage,

In addition to supporting the efforts for providing broadband and cell to un served and underserved areas of the County (principally norther and western portions of the County) EDC will provide support/assistance for such key local priority projects such as:

Town of Stony Creek - Creation of Upper Hudson River Center –acquisition of property for development of an expanded Stony Creek Library that will also include community center-conference , computers/broadband center along with coordinating with the District Schoolhouse Museum; Dean Farm Heritage Trail accessible trails through the open meadows and woodland and SUNY- State University of New York College of Environmental Science and Forestry- Foundation living laboratory of over 217 acres in the Adirondack.

Town of Lake Luzerne Water District Enhancement Projects --water line replacement and looping projects within two section of the Town: Water District #1 Heights Area and Hill Street area.

Town of Horicon/Horicon Museum and their continued restoration of their museum in Adirondack.

Towns of Thurman, Stony Creek, and Luzerne in continuing trail development and MOU development with Town of Johnsburg & ORDA.

Town of Bolton in ongoing trail development, visitors' center and museum

Outreach to businesses within individual towns for potential source for low interest business loans and CFA (state funding assistance).

Implement new Warren-Lake Champlain Lake George Regional Loan from ESD and participating area Banks-\$500,000 Loan Portfolio

Assist Towns along the First Wilderness Corridor including Horicon, Chester, Johnsbury, Stony Creek, Thurman, and Luzerne in further trail bike pedestrian development; reexamine with Rail officials and business leaders utilization of North Creek Railroad and other short line railroads in the region for increase in freight services;

Support ORDA/ Gore in seeking additional funding for capital improvements together with working with private developers, state officials, ORDA in evaluation of the need for additional accommodations in North Creek and funding possibilities.

Assist in marketing Warren County Airport, support efforts to enhance revenues and sustainability via new activities, special events, and modernization.

Oversee EPA Regional Risk Assessment grant implemented \$600,000 for communities of Glens Falls, South Glens Falls, Town of Moreau, Town of Chester, Town of Hadley & Corinth,

Undertake EPA Job Training Program \$200,000(3 classes-approx. 5 to 6 weeks with assistance from City of Glens Falls ,Warren County One Stop, NYS Department of Labor, Local 773 Plumbers and Steamfitters(use of their facility),

Coordinate NYS Department of State Regional Wastewater Grant \$949,000 for City of Glens Falls, Town of Queensbury, Town of Moreau, and Washington County Sewer District #2_Fort Edward Wastewater Treatment Plan utilizing NYS DOS LGE funds to evaluate and implement (as appropriate) the potential savings/efficiencies for development of a 3 County regional plan (Upper Hudson River) for (1) regional or shared administration/fiscal services, shared or consolidation of operational and maintenance activities (2) regionalization of existing and future needs of wastewater collection, conveyance, treatment and bio solids handling/disposal,

Administer First Time Home Buyers Program for 15 first time buyers within City of Glens Falls and Warren County grant award of \$380,000 for eligible recipients

*Continuing advocacy and efforts for funding for Broadband/cell coverage in unserved and underserved areas within Warren County through meetings and attending Broadband conferences along with working with consultant, provided funding through for updated study for Warren County,

Undertake an Urban Revitalization Investment (URI) CFA funding application for downtown redevelopment in which Capital Region Economic Development Council City of Glens Falls for state funding,

Continue ongoing site selection locations in Warren County in response to EDC's initiative, and NYS Empire State Development inquiries

Undertake attending regularly scheduled & other meetings-attendance- Outreach

EDC Board of Directors board meetings and committee meetings

Warren County Economic Growth and Planning Committee,

Warren County LDC,

Warren County Business Loan Review Committee.

Town of Queensbury workshop/roundtable/town board meeting

Glens Falls IDA, LDC & Civic Development Corporation

Glens Falls Council Meetings,

Capital Region Economic Development Council meetings (CREDC) in Albany and other locations in region

Center for Economic Growth,

Adirondack Gateway Council,

Adirondack Glens Falls Transportation Council,

Greater Glens Falls Transit System,

Warren County Airport Committee,

Capital Region Economic Development Council Meetings,

State Agencies: ESD, NY Department of State, Housing and Community Renewal,

NY DOT, Governor Office,

Federal Agencies: US EDA, US EPA, US HUD, US EDA.

Lakes to Locks

Adirondack North Country Association (ANCA)

Local and Regional Collaboration with Warren County, Towns, local governments, IDAs, LDCs within the County, neighboring counties and organizations , National Grid, Saratoga County Prosperity Partnership, Saratoga County Economic Development Corp (SEDC), Adirondack Gateway Council (AGC), Center for Economic Growth (CEG), Capital Region Economic Development Council, NYS EDC, ARCC, and area chambers and business associations, Lake Champlain Lake George Regional Planning Board, SUNY @ Adirondack area school districts BOCES, building and trade unions organizations.

- Expand and strengthen regional (Warren , Saratoga Washington counties and Capital District) recruitment and retention economic development efforts with coordination with Capital Regional 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, Lakes to Locks , ANAC(Adirondack North County Association) ,Adirondack Regional Chamber of Commerce and other chambers and regional organizations,
- Assist and work with all towns, villages and City within Warren County on specific needs/projects.
Coordinate and assist where possible with Warren 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, social media along with upgrade to EDC display and presentation material for shows.
- Support, assist and partner with SUNY Adirondack in development of New York State Economic Development initiative "Excelsior Start Program", workforce development, intern program and other initiatives/ programs.
- Work with area school systems including BOCES, School Districts within county school districts to develop greater linkage, connectivity and relationship with economic development organizations and businesses.

- Partner with National Grid economic development representatives in connecting qualifying businesses in obtaining grants, special programs and electric & gas capacity enhancements to advance new investment that promote new jobs.
- Enhance and align workforce development services with related agencies, such as Workforce Development Board (WDB), One Stop Center (Warren County), NYS Department of Labor, (continue 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.

State Collaboration

- a. Governor's Office , NYS Empire State Development, Department of State, Department of Labor, Department of Environmental Conservation, NYSERDA, Adirondack Park Agency, and other State agencies and State legislative representatives: Senator Little and Assemblyman Stec
 - Assist as needed in arranging, coordinating and/or hosting special events by state officials such as NY State of the State/Budget presentation, special announcements, and more.
 - Collaborate with SUNY Adirondack on workforce development and Governor Cuomo's initiative Excelsior Business Program and other initiatives and projects (also discussed above).
- b. Business Development Groups within County and region.

Federal & International Collaboration

A Federal Agencies and Federal Legislators Continue working relationships with federal legislators Congresswoman Stefanik, Senators Schumer, Gillibrand and federal agencies.

- Key projects - broadband & cell service to unserved and underserved areas; elimination of tax on medical device manufacturing
- Examine Canadian Trade Business Initiative

- EDC will undertake an active outreach program to the new Administration and respective federal agencies and legislators in Washington regarding federal programs and policies that will impact Warren County along with potential sources of assistance for the County.

. EDC 2017 Outreach Efforts

- Conduct corroborative meetings/workshops among local, regional economic organizations
- Connecting Warren County & Capital Region Breakfast March 2017
Queensbury Hotel
- Gore Mountain Appreciation Day March 2017
- Business Council of NYS and Center for Economic Growth partnership programs
- EDC Annual Luncheon Present and Future - May 2017, Great Escape Lodge
- 5th Annual Southern Adirondack Planning and Zoning Conference
Fall 2017 Lake George
- Participate in monthly meetings of Warren County Board of Supervisor's Economic Growth and Planning Committee, Warren County Local Development Corporation along with meeting with town and planning officials
- Expand content and contacts with "EDC's Insider" e-newsletter, EDC Annual Report, EDC social media platforms including LinkedIn and Twitter.
- Undertake key information-forums on vital issues for government and business issues.
- Continue growth of EDC membership

Administrative Goals for 2017

- a. Increase membership and revenues through more active campaigning by staff, board participation and volunteers and other interested parties,
- b. Raise EDC profile/hits on web site social media benchmarks,
- c. Continue compliance efforts for EDC PARIS /PAAA,
- d. Improve Office technology improvements,
- e. Staff education development,
- f. Maintain and implement ongoing EDC Strategic Plan ,

Thank you Warren County Board of Supervisors,

Warrensburg Kevin Geraghty; Chair of Board of Supervisors

Bolton Ron Conover

Chester Craig Leggett

City

Ward1 Dan Girard

Ward 2 Peter McDevitt

Ward 3 Claudia Braymer

Ward 4 James Brock

Ward 5 Matt MacDonald

Hague Edna Frasier

Horicon Matt Simpson

Jonesburg Ron Vanselow

Lake George Dennis Dickinson

Lake Luzerne Gene Merlino

Queensbury John Strough

Rachel Seeber at large

Doug Beaty at large

Ron Montesi at large

Matt Sokol at large

Stony Creek Frank Thomas

Thurman Cynthia Hyde

www.warrencountyny.gov

Federal and State Officials

Governor Andrew Cuomo
US Senator Charles Schumer
US Senator Kirsten Gillibrand
US Congresswoman Elise Stefanik
NYS Senator Betty Little
NYS Assembly Dan Stec

Strategic Alliances

Adirondack Civic Center Coalition,
Adirondack Gateway Council,
Adirondack-Glens Falls Transportation Council,
Adirondack North Country Association (ANCA),
Adirondack Regional Chamber of Council,
Business Council NY,
Capital Region Economic Development Council,
Center for Economic Growth,
Jefferson Project
Lake Champlain Lake George Regional Planning Board,
Lakes to Locks,
Lake George Chamber of Commerce,
Local 773 Plumbers and Steamfitters
Warren County Council of Chambers,
New York State Empire State Development Corp,
New York State Olympic Regional Development Authority,
Saratoga County Prosperity Partnership,
Saratoga Economic Development Corporation,
Saratoga Warren Washington Workforce Development Board,
SUNY@Adirondack,
Washington County Economic Development

EDC Warren County Organization & Leadership

Board of Directors:

Chairman Arlene Girard and Board Members

John Wheatley Vice President

Jennifer Switzer Director of Finance

Elaine Behlmer Office Administrator

www.edcwc.org

Final Thoughts

Thanks and acknowledgment is extended to Warren County Board of Supervisors, Town of Queensbury, City of Glens Falls officials, EDC Warren County investors and Warren County business community along with Federal and State Officials for their unwavering support of economic development activities throughout Warren County.

Appreciation is offered to the EDC staff of John Wheatley, Jennifer Switzer, Elaine Behlmer, and Jackie Squadere for their dedicated work along with recognition to EDC Board of Directors (Chair Arlene Girard) for their service, support and dedication to the economic wellbeing of Warren County

Warren County and the region as a whole continues to find ways to improve and grow through the cooperative and bi partisan support from Governor Cuomo, Senators Schumer, Gillibrand, Congressperson Stefanik, State Senator Little, Assemblyman Stec, local officials and businesses despite the many challenges that have been well documented in Upstate New York. Board of Directors, Officers and investors of EDC believes although there is much to do in the days ahead, Warren County and the Capital Region beyond are well positioned to capture new opportunity this year.



