



Warren County EDC's 2017 Annual Report, Review & what's Ahead For 2018

Presentation (March 20, 2018 Annual EDC Organizational Meeting)

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Ed Bartholomew as CEO of EDC oversees administration and operations of the EDC Warren County, Glens Falls Industrial Development Agency, Greater Glens Falls Local Development Corporation, Warren County Local Development Corporation, Community Development and Glens Falls Civic Development Corporation.

EDC would like to thank my EDC colleagues: John Wheatley, Jennifer Switzer, Elaine Behlmer for their dedicated service—extend my appreciation to EDC Board members and officers of the EDC Warren along with Warren County Board of Supervisors, Town of Queensbury and City of Glens Falls officials collectively and individually for their continued funding, investment and support toward economic development within our County.

Gratitude is extended to the private investors of EDC and the residents and businesses of Warren County for their support.

As we often note in the field of economic development, EDC's actions are part of an ongoing process over many years. The storylines of growth and change unfold over time, weaving themselves into the history of our area. Our annual report tells some of these stories and provides updates on past themes that will continue in the years to come.

Receiving significant funding to back a new effort or expansion plan is always a milestone in the long arc of economic development. EDC is honored to serve in an advisory and advocacy role in helping Warren County companies and organizations move successfully through the New York State Consolidated Funding Application process. In 2017, 20 projects totaling more than \$6 million received funding at the NYS Regional Economic Development Council awards in December. This is a very significant amount for a county of our size. EDC takes great pride in having been active in assisting more than half of those initiatives, helping to secure more than \$5 million in needed economic development funding for the county.

In addition to watching projects take flight when they receive critical funding, another privilege of economic development is working side by side with dedicated professionals—business owners, non-profit leaders, local government employees, and elected officials. This year EDC salutes the longtime service to Glens Falls of past mayor Jack Diamond. His tireless work ethic from 2008 through 2017 brought about significant progress which will impact our county for decades to come. Thank you, Jack!

EDC also extends our sincere appreciation to two departing EDC board members: Bud Taylor and Jeff Bryne .

Harold “Bud” Taylor, a longtime EDC Board member and chairman of the Warren and Washington [Counties] IDA. Bud’s tireless leadership and service over many years has been a major contributor to the region’s economic health.

Jeff Byrne who currently serves as senior Vice President of Olympic Regional Development Authority (ORDA) with over 20 years of experience at Lake Placid provided great insight and advocacy for promoting events and activities at Gore, and Whiteface.

Overall EDC Mission

***retain jobs and create new job opportunities for Warren County communities,**

***Assistance in providing loans to county businesses from the Warren County LDC, EDC Fund, Greater Glens Falls LDC, and other federal and state sources,**

*** Advocate for communities and businesses in seeking funding assistance to retain jobs, grow investment and jobs,**

***collaborate with other similarly situated economic organizations including workforce development matters.**

*** Key strategy for EDC in 2018 is to continue to serve as the major economic development advocate for Warren County and the upstate region:
as the County Advocate: Warren County NY**

EDC is focused on our role as Warren County's primary "advocate". We advocate on behalf of our businesses and stakeholders including municipalities within the county by connecting them to the ever changing resources and programs made available at the state, federal, level as well as with utilities such as National Grid to make important growth oriented projects and initiatives a reality. This advocacy can take the form of direct business assistance via grants or loans implementation for water, sewer, electric, gas, roads, transportation or can involve capacity building infrastructure planning and assets and high speed broadband – all required to attract and retain businesses and jobs.

EDC Warren County's Role & Responsibilities

1. President & CEO oversee operation and responsibilities including PAAA compliance with 4 person staff located at 234 Glen Street, Glens Falls for economic development activities and marketing/ loan administration for:

Warren County

Town of Queensbury,

City of Glens Falls,

And the 11 other municipalities within the County

* Warren County Local Development Corporation,

* Warren County Committee Economic Growth and Development

*Town of Bolton (PAAA compliance matters)

*Glens Falls Local Development Corporation,

*Glens Falls Industrial Development Agency,

*Glens Falls Civic Development Corporation.

*Office of Community Development

2. Oversight for aggregate operating budgets totaling 2017 \$1.1 M; to seek increase in job creation, assist job retention, administer economic development projects & provide loan opportunities under aggregate loan portfolios \$1.3M along with pursuing and implementing of certain funding opportunities for the following entities:

*EDC WC operating budget \$ 686,000,

*EDC's WC loan portfolio of \$500,000,

*Warren County LDC Loan Portfolio of \$730,000, loan interest payments 2017 \$31,353

*Glens Falls Local Development Corporation; Budget \$107,000 with total assets \$2.5M; total loan payments through maturity for the current 8 loans \$444,428

*Glens Falls Industrial Development Agency CEO; Budget of \$272,000 and oversight of 12 IDA Projects totaling \$65M,

*Glens Falls Civic Development Corporation CEO; Budget\$15,000, in prior years oversaw \$72 M re financing/ financing project for Glens Falls Hospital, and refinancing for Crandall Library in the amount of \$10M,

*Glens Falls Community Development Budget including public infrastructure projects, housing rehabilitation and first time home buyers, \$700,000

EDC identified the following 2017 EDC Initiatives and Activities

*Funding awards for Warren County resulted in over \$9 M for variety of state funding through the CFA process private and public projects in 2016 and 2017 including

2016

Adirondack Pub Brewery \$325,000

Bolton Veterans Memorial Master Plan Update \$18,701

First Wilderness Trail (North Creek trail Study connectivity and streets aping North Creek \$520,000

Park Theater Glens Falls \$600,000

Finch Paper Glens Falls \$1M

Hudson Headwater Women's Health Center Glens Falls \$250,000

2017

Hudson Hollow Brewery Chester \$90,000

Lake George Wastewater Treatment Plan Upgrades \$2.5M

Lake George Invasive Species Eradication \$600,000

Lake George Storm water Project \$125,000

Lake George Slip lining \$120,000
 Lake George Road Salt Deicing \$200, 00
 Town of Queensbury Affordability Housing Study \$47,500
 Pruyn's Island Connectivity Glens Falls \$363,750
 Flomatic Plant Expansion Glens Falls \$650,000
 StorTech Expansion Queensbury \$405,000
 Warren county Opportunity Zone Queensbury Glens Falls \$25,000
 West Mountain Ski Center Improvements Queensbury \$400,000

* Advocate for local municipalities and communities seeking funding for critical infrastructure and projects to accommodate present and future needs. Major projects included continued efforts by EDC and oversight to bring broadband to unserved and underserved areas within Warren County. In today's economy broadband is as important for current businesses, education, and for attracting new employment opportunities in our County and perhaps more important to a widely varied geographic area such as this County

This EDC effort has been advanced through the additional funding through Governor Cuomo's Broadband program in Round 2 and Round 3 resulting in \$8 M in grants to broadband providers for towns within Warren County with total investment being over \$10M.

*Momentum continues in Northern Warren County with business and residential growth. In 2017 EDC utilized both local revolving loan funds and New York State grant funding to assist business expansions that directly and indirectly impact key North County small businesses from Nettle Meadow Farm and Cheese Company in Thurman, O.P. Fredericks restaurant to construct the Hudson Hollow Hops brewery and affiliated hops farm in Chester and New Way Lunch in Warrensburg

EDC advocated successfully for additional funding to assist Lake George to replace its failing 80 year old wastewater treatment facility which is contributing to deteriorating water quality issues.

*In the sports and recreation sector, EDC supported both Gore Mountain and West Mountain ski areas with NY state funding needed to upgrade aging equipment, upgrade structures and infrastructure. EDC was very pleased to be able to assist West Mountain since this was the first time that West Mountain as a private ski operation has received funding from NYS.

*EDC supported Lake George official's efforts in securing additional funding for their new waste water treatment facility.

* Efforts are continuing with EDC's identification of properties 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.

*The Pathway Corridor study (traffic, pedestrian improvements) from route 149 and route 9 south to intersection of Sweet Road route 9 and the adjacent Glen Drive IN. This project funded by National Grid, County of Warren and EDC is expected to be concluded in the fall of 2018.

*EDC created a new initiative and program to market Warren County as a prime film production location along with advocating for tax credit legislation which was signed by Governor Cuomo –sponsored by Senator little which brought film tax credit parity for films being produced locally n Warren County. In 2017 the film “Spy intervention” was filmed in 2017 throughout the region in Queensbury, Lake George and Glens Falls.

*An area that EDC actively supported over the last several years was improving infrastructure along the Main Street/Exit 18, Queensbury Glens Falls corridor. This corridor is now realizing tremendous growth. At Exit 18 a long anticipated sewer extension will be completed in 2018 enabling businesses and industrial areas to expand including Carey Business Park housing the 116,000 SF former Native Textile facility which has recently been purchased by a local investor group and partially leased to AngioDynamics for approximately 20,000 SF of needed space . Other occupants proposing new facilities in the park including Alltek Energy will be building new facilities in 2018 joining recent additions such as, Sky Zone, Rockport Rock Climbing and Hudson Headwaters West Mountain Health Center. These projects will utilize the new sewer line soon to be installed and more development will follow. Also at Exit 18 one new hotel was completed in 2017 (Holiday Inn Express) and at Exit 19 construction of **Hilton Home2Suites** is underway These Exits 18/19 Queensbury-Glens Falls corridor is site of continued growth within the lodging and entertainment industries.

*Establishment of the Adirondack Film Commission (proposed Not for Profit organization) as an official entity with Andrew Meader as film commissioner is expected to be official in 2018. Meader will be responsible for attracting movies, tv series to Warren County

*Successful 2nd annual Film Festival in downtown Glens Falls at various venues was deemed highly successful. Preparations are underway for the third annual Film Festival for the fall

*Downtown Glens Falls is now enjoying a strong resurgence in renovations and new construction such as: Queensbury Hotel in Glens Falls continuing their revocation efforts by increasing their project \$6.4M with incentive assistance from the Glens Falls IDA; Park Street Theater redevelopment a recipient of \$600, 000 state grant along with Glens Falls Industrial Development assistance (sales tax exemption, payment in lieu of taxes) is nearing completion with opening set for mid 2018 as an arts-entertainment project for downtown Glens Falls; Glens Falls Hospital was the recipient of a \$20 M grant for the Department of Health for development of a medical campus including emergency services and integration of other medical service; the \$28M 14 Hudson Avenue Bonacio-Buicko five-story, mixed-use development in downtown Glens Falls is nearing completion with fit up of the SUNY @ Adirondack Culinary School set to open this fall at this facility Additionally Glens Falls Hospital has leased nearly 30,000 sq. ft. at this location and the 87 market rate apartments is nearing capacity This signature project assisted by the Glens Falls Industrial Development Agency kicks off a new era in the city and underscores the demographic shifts underway driving market demand for urban lifestyle options; renovations at 90 South Street, Glens Falls by Hudson Headwaters Health Network for a Women's Health Center is continuing with funding assistance from the state funding award \$400,000;operation of Just Beverage while continuing to operate from a former vacant building that was formerly a church has dramatically expended their Just water locations throughout the nation's supermarkets

*On Pruyn's Island, the City's business park located on the Hudson River waterfront, an EDC and state assisted project (\$450,000) will be bringing new jobs and investment in the manufacturing sector. Flomatic Inc, a manufacturer of top

quality valves is expanding the existing facility (through the efforts of NYS CFA grant and private investment)

EDC Looking Forward 2018

Warren County Region is on a positive upward trend and by all indications it appears this trend will continue into 2018. A variety of factors have contributed to recent gains in new investments and jobs. A key turnaround factor has been the ability to diversify and grow a group of industries rather than rely on one or two major industries. Paper manufacturing (Finch Paper) and other “legacy” businesses such as cement manufacturing (Lehigh Hanson) while smaller in numbers are incorporating modernization and technology efficiencies that have stabilized the companies and made them more competitive. There have been gains in other key diverse sectors such as medical device manufacturing, health care, financial, professional services, recreation/art/entertainment and destination tourism and hospitality to name a few. This Region is strategically located at the crossroads of the northern ridge of the prospering Capital Region and the Southern Adirondack basin – no better place to work, play and call home.

*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 for the entire county from the north and western parts of the county, Lake George area and City of Glens Falls Efforts to market the County as 365 destination location.

*Momentum is also underway in Northern Warren County with business and residential growth. In 2017 EDC utilized both local revolving loan funds and NYS grant funding. to assist business expansions that directly and indirectly impact all-important activity from Nettle Meadow Farm and Cheese Company in Thurman, O.P. Fredericks restaurant to construct the Hudson Hollow Hops brewery and affiliated hops farm and New Way Lunch in Warrensburg . EDC also advocated for additional funding to assist Lake George to replace its failing 80 year old wastewater treatment facility which is contributing to deteriorating water quality issues. In the sports and recreation sector, EDC supported both Gore Mountain and West Mountain ski areas with NY state funding needed to upgrade aging equipment, upgrade structures and infrastructure. We were very pleased to be able

to assist West Mountain since this was the first time the resort has ever received funding from NYS.

* EDC believes strongly that regional collaborative efforts must continue to support and assist Lake George officials in securing additional funding for their new waste water treatment facility. While funding was obtained in 2017, supplemental 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 believes that additional infrastructure funding (waste water and water improvements) must be secured from state and federal agencies for other municipalities within Warren County

*Glens Falls Downtown revitalization \$10M award as result of EDC applying on behalf of the City and winning Governor Cuomo's urban policy will remain an area of focus in 2018 with EDC acting as administrator of this \$10 million initiative through Governor Cuomo's Urban Policies. New York State award of \$10 million for the City's Arts, Wellness and Entertainment District revitalization initiative commenced implementing the various DRI projects including the relocation of SUNY Adirondack Culinary Institute to Downtown Glens Falls. City allocated \$500,000 from its funding to support his project along with an additional ESD grant of \$500,000 it is expected the first culinary classes will be held in the fall of 2018. Grant funding for not for profit organization, downtown facade funding program and retail/business loans will be awarded in 2018 with the development of the art district trail, placement of kiosks along the trail and commencement of "The Market" construction and multi-use projects on South Street

* EDC continues its support and advocacy to protect the waters within Warren County including Lake George from the triple-threat of salt, invasive species, and wastewater through an innovative model collaboration and forums of various stakeholders.

EDC will work and collaborate with one of the key industries in Warren County-Finch Paper.

*EDC will advance their outreach to businesses within individual community's towns for business loans, business assistance, permits and CFA (state funding assistance).

* EDC will collaborate with SUNY Adirondack regarding its NSTEM program and Regional Workforce Readiness Center programs along with the regional workforce investment board.

*EDC will developing areas of partnering with Center for Economic Group for advance manufacturing and potential apprenticeship programs

*EDC will promote the development of various properties for industrial, manufacturing and commercial purposes: Carey Park, Queensbury Business Park, Tech Meadows, and Chester's Packham's Park and other properties within Warren County.

*EDC will maintain ongoing communication with state and federal officials and elective official concerning state and federal policies, programs and funding opportunities.

* EDC will work with the area's medical device manufacturing firms as the two year suspension on federal taxing certain medical device products is expiring; without extension of this tax or elimination thereof our region's firms such as Angiodynamics, CR Bard, Bates Medical, Precision Extrusion and other smaller medical device firms will be negatively affected,

*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 where necessary for such key local priority projects such as:

Town of Stony Creek - Assist in the ongoing development of Upper Hudson River Center – 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 Johnsbury & potential development within North Creek (lodging, retail mixed use)

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

Town of Chester and proposed planning development plans for downtown areas Chestertown and Portersville

Town of Queensbury/Glens Falls and developing collaboration with the proposed Warren County Economic Opportunity Zone (CFA planning grant from Empire State Development to examine adjoining properties in Queensbury and Glens Falls for economic development and undertake coordination with South Queensbury Brownfield Opportunity Area (BOA) and the City's Warren Street Brownfield Opportunity (BOA)

EDC working with the Town of Queensbury in examining the feasibility of creating under a pilot program an expedited permitting and approval process for development at Queensbury Business Park under specific criteria

At EDC we strongly believe this is just the beginning of a long successful run and the best is yet come.

Final Thought

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. EDC believes although there is much to do in the days ahead, Warren County is well positioned to capture new opportunity this year.



