



## **Warren County EDC's 2016 Annual Report, Performance Measurements & what's Ahead for EDC in 2017 with our Goals and Objectives.**

By Ed Bartholomew, President & CEO  
EDC Warren County [ebartholomew@edcwc.org](mailto:ebartholomew@edcwc.org)  
March 17, 2017

### **EDC Mission**

*EDC is the central source for Warren County economic development efforts, as it guides programs and projects throughout the southern Adirondack region. EDC achieves results through collaborative public-private partnerships designed to encourage new investment opportunities that create jobs.*

### **EDC Warren County's Role & Responsibilities**

1. President & CEO oversees operation and responsibilities with 4 person staff located at 333 Glen Street, (Travelers Building 0First Floor Suite 102 Glens Falls for economic development activities, municipal and business assistance and marketing/ loan administration for:

\*Warren County and its 11 Towns, Village Lake George and City of Glens Falls and related organizations:

\*Warren County Local Development Corporation,

\*Warren County -Committee Economic Growth and Development

\*Town of Queensbury,

- \*City of Glens Falls,
- \*Glens Falls Local Development Corporation,
- \*Glens Falls Industrial Development Agency,
- \*Glens Falls Civic Development Corporation,
- \*Town of Bolton (PAAA compliance matters)

**2. Oversight for aggregate operating budgets totaling nearly \$1 M; to seek increase in job creation, assist job retention, administer economic development projects, provide loan opportunities with \$1.4M , administrating \$1.4 M in loans along with pursuing and implementing of certain funding opportunities for the following entities:**

- \*EDC WC operating budget \$620,000,
- \*EDC's WC new loan portfolio of \$500,000 operational 2017,
- \*Warren County LDC Loan Portfolio of \$1.1M and reserve of \$600,000,
- \*Glens Falls Local Development Corporation CEO; Budget \$108,000  
Loan portfolio of \$355,000 and reserve of \$ 286,000,
- \*Glens Falls Industrial Development Agency CEO; Budget of \$229,000  
and IDA Projects Portfolio \$44M,
- \*Glens Falls Civic Development Corporation CEO; Budget \$15,000,  
oversaw \$72 M re financing/ financing project for Glens Falls Hospital,  
and refinancing for Crandall Library in the amount of \$10M,
- \*Adirondack Gateway Council nearly 30 municipalities and  
organizations within Warren, Washington, and Northern Saratoga  
Counties, following successful conclusion of the \$900, 000 HUD  
Regional Planning Grant: including study and recommendations  
broadband/cell, infrastructure, agriculture, housing and transportation

and economic development will examine means of implementing recommendation,

### **Loans/Jobs –Retention & Creation**

Working together with Warren County Local Development Corporation -WCLDC and Glens Falls Local Development Corporation- GFLDC, EDC of Warren County assisted in providing loans awarded in the last 3 years( 2014 ,2015, 2016 ) totaling \$1,278.00 with total jobs 233 being retained and or created.(In 2013 no loans were awarded by the Warren County LDC )

Representative of the type of loans ranged from

Adirondack Fishing Adventures, Weavetown/North Creek; WCLDC

All in Glass Too, Queensbury; WCLDC

Burlap & Beams, Athol/Thurman; WCLDC

Celtic Attitudes Clothing LLC, Glens Falls WCLDC

Friends Lake Inn, Chestertown; WCLDC

Martha's Dandee Crème, Queensbury; WCLDC

Queen of Hearts, Queensbury: WCLDC

Reliable Racing Supply, Inc., Queensbury; WCLDC

Seamless Gutters, Queensbury; WCLDC

Sutton's Market, Queensbury; WC LDC

EDC continues to work with Adirondack Folk Life School in Luzerne in effort to develop a line of credit through the County LDC

## Greater Glens Falls Local Development Corporation 2016 Project Activity

No new loans processed in 2016. Oversight and administration 7 existing loans

### Schedule of Loan Details January 31, 2017

Loans	Original Note	Loan Date	Maturity Date	Total Payments Through Maturity	Principal Paid to Date	Interest Paid to Date	Interest Rate	Monthly Payment	Payment Due Date	Balance Due at January 31, 2017	Fund	Balance by Program	Status/Notes
Joseph Girard	10,000	3/26/14	3/26/19	11,254	5,375	1,004	4.75%	188	26th	4,625	PI	\$ 4,625	Current
The Bullpen	150,000	5/13/14	5/13/21	184,776	33,328	16,998	4.75%	1,573	13th	116,672	USDA	\$ 116,672	Current
Mean Max, LLC	25,000	5/31/14	6/5/18	27,554	15,588	2,205	4.85%	574	5th	9,412	PI	\$ 9,412	Current
13 Chester Street, LLC	75,000	8/28/15	5/28/25	95,060	8,771	5,019	5.50%	811	28th	66,229	MISC	\$ 66,229	Current
Rudinski, Hall Arch.	30,000	9/19/15	8/18/22	36,587	5,264	2,184	6.00%	438	19th	24,736	PI	\$ 24,736	Current
220 Glen Street, LLC	40,000	11/20/14	12/20/20	47,053	12,951	4,082	5.50%	654	20th	27,049	USDA	\$ 27,049	Current
<b>Total Loans Receivable</b>	<b>330,000</b>			<b>402,264</b>	<b>61,277</b>	<b>31,483</b>		<b>\$ 4,236</b>		<b>\$ 248,723</b>		<b>\$ 248,723</b>	



IDA continues to oversee the following previously approved projects:

- 13 Chester Street - \$692,000
- 14 Hudson Street - \$25,238,300
- 21 Bay Street - \$3,800,000
- 221 Glen Street – \$2,420,000
- 65 Ridge Street – \$1,000,000
- 70 Warren Street - \$1,150,000
- Empire Theater- \$3,000,000
- Warren Street Square - \$4,000,000
- 333 Glen Street - \$3,000,000

Total \$44M

## **Funding Assistance Opportunities**

Assist Businesses and Municipalities with:

CFA NY Funding Applications,

Local IDA's and Development Corporations,

Federal\ State Funding & Private Foundations,

Letters of Support for various projects (municipal and private) throughout the County

## **EDC identified the following key Measurements & Performance of 2016:**

- Medical device excise tax included in the Affordable Health Care Act suspended for two years positively affecting Angiodynamics, CR Bard, Bates Medical, Precision Extrusion and other smaller medical device firms.
- Over \$3 million in grants awarded to local organizations through the 2016 NYS Consolidated Funding program with assistance from EDC.
- Glens Falls Civic Center awarded \$2 million from NYS for capital improvements with coordination and assistance from EDC.
- Finch Paper receives \$1.8 million National Grid energy efficiency grant.
- EDC initiated new program to market Warren County as a prime film production location along with seeking tax credit legislation which was signed by Governor Cuomo bringing parity to films being filmed produced locally. In October 2016 the independent film "Radium Girls" was filmed in Lake George and Glens Falls.
- \$5.5 million State funding awarded to Glens Falls Hospital for capital restructuring, hospice, and crisis care.

- Acquisition and planned renovation of 90 South Street, Glens Falls by Hudson Headwaters Health Network for a Women's Health Center with funding assistance from the CFA process with EDC assistance in the process.
- New York State awards \$10 million for the City's Arts, Wellness and Entertainment District revitalization initiative selecting Glens Falls over eight competing cities in the Capital Region. Application prepared by EDC and ongoing oversight and administration by EDC.
- Hyde Collection received a record donation of art and cash exceeding \$11M from a regional art collector.
- Park Street Theater redevelopment is recipient of state funds to assist in this key art-entertainment project for downtown Glens Falls with assistance from EDC.
- U.S. Senator Kirsten Gillibrand and U.S. Congresswoman Elise Stefanik pledge support in bringing full broadband access to Adirondack communities at event coordinated by EDC at Crandall Library.
- Progress is made to protect Lake George from the triple-threat of salt, invasive species, and wastewater via an innovative model collaboration of various stakeholders.
- SUNY Adirondack begins \$17 million NSTEM and \$9.7 million Regional Workforce Readiness Center projects.
- \$25M Bonacio-Buicko five-story, mixed-use development in downtown Glens Falls nearing completion. This signature project kicks off a new era in the city and underscores the demographic shifts underway driving market demand for urban lifestyle options. Funding coordination by EDC
- Key Developments: \$26M Marriott Courtyard and \$10M Surfside Hotel project completed and operational in Lake George along with \$1.3M Merrill Magee House restoration in Warrensburg.
- Sale of the Queensbury Hotel in Glens Falls plus proposed renovations with incentive assistance from the Glens Falls IDA(Coordinated by EDC)

- Inaugural 2016 Film Festival in downtown Glens Falls deemed highly successful.
- New York State CFA funding awards for: further trail development within northern and western Warren County, Adirondack Brewery expansion in Lake George and continuation of Bolton's Trails.
- EDC oversaw administration and initiatives of the Glens Falls Community Development Program, First Time Home Buyers Program. Warren County Local Development Corporation, Glens Falls Local Development Corporation, Glens Falls Industrial Development Agency, Glens Falls Civic Development Corporation.
- Successful move to new location—after many years at 234 Glen Street as the result of EDC's Landlord Glens Falls National Bank expansion plans; DC moved in the late fall to 333 Glen Street (Travelers Building-First Floor suite 102)
- Supported efforts to establish increase in certain film tax credits for filming and production of movies and television within Warren County
- Coordinated filming locations within Warren County (Lake George, and Glens Falls ) for the shooting "Radium Girls" along with site locations (Downtown Glens Falls) for TV TLC Program "Lost Families"

## **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 Johnsbury & 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, North Country 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
- 5<sup>th</sup> 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, Town of  
Queensbury & City of Glens Falls**

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 Evelyn Wood

[www.warrencountyny.gov](http://www.warrencountyny.gov)

**Town of Queensbury**

**Town Supervisor John Strough**

[www.townofqueensbury.net](http://www.townofqueensbury.net)

**City of Glens Falls**

Mayor John A. Diamond

[www.cityofglensfalls.com](http://www.cityofglensfalls.com)

## **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](http://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.



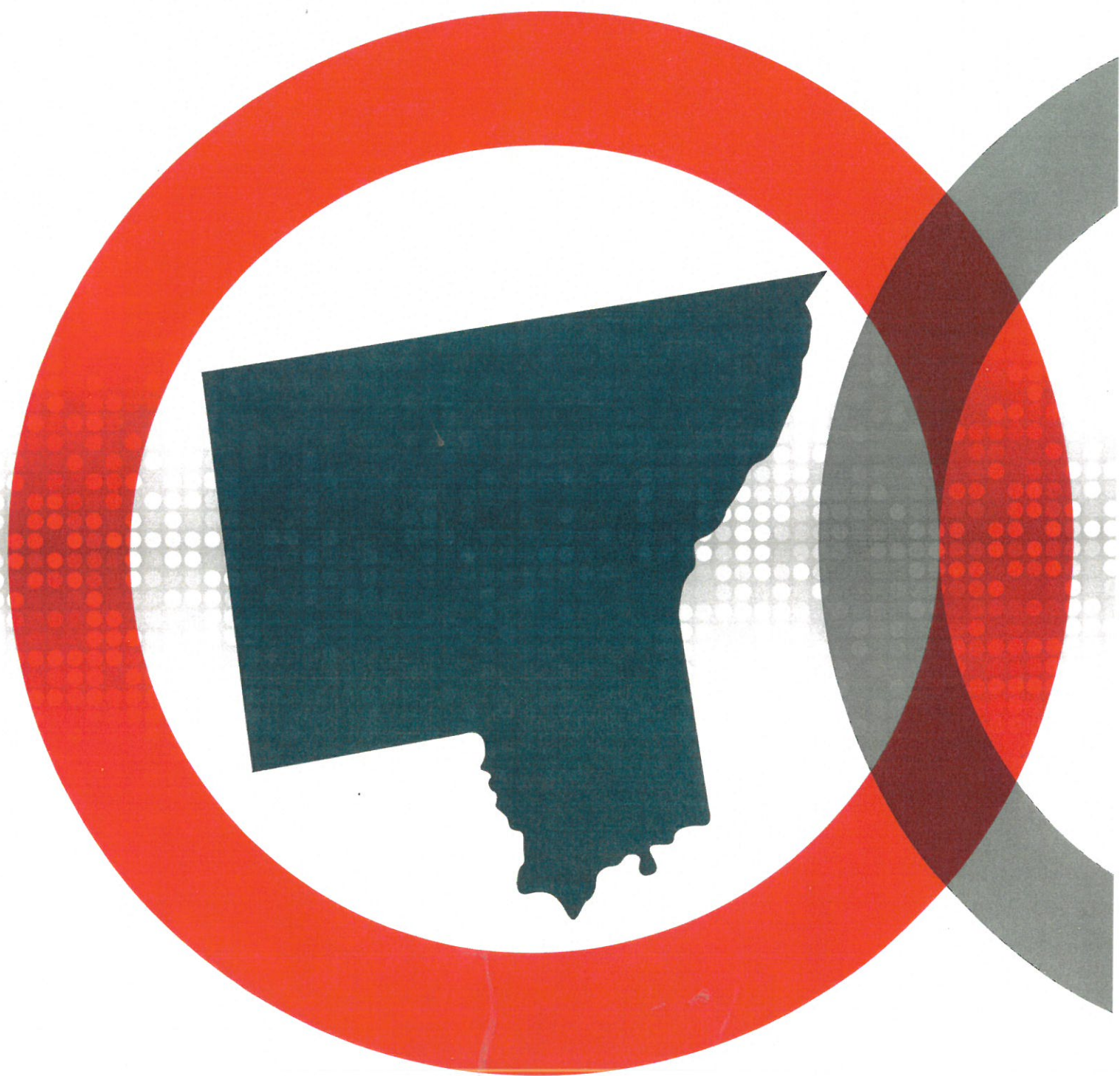




THE COUNTY  
**ADVOCATE** 2016



WARREN COUNTY, NY





## ACKNOWLEDGMENTS



We extend our appreciation to the following individuals and organizations for their ongoing support:

### OFFICIALS

Governor Andrew Cuomo	City of Glens Falls Mayor Jack Diamond	Glens Falls: Ward One: Daniel Girard	Lake George: Dennis Dickinson	Thurman: Evelyn Wood
U.S. Senator Charles Schumer	Village of Lake George Mayor Robert Blais	Ward Two: Peter McDevitt	Lake Luzerne: Eugene Merlino	Warrenburg: Kevin Geraghty
U.S. Senator Kirsten Gillibrand	Warren County Board of Supervisors	Ward Three: Claudia Braymer	Queensbury: John Strough Town Supervisor	Warren County Administrator Kevin Geraghty **
U.S. Congresswoman Elise Stefanik	Chair: Kevin Geraghty *	Ward Four: James Brock	At Large Supervisors Rachel Seeber	Warren County Treasurer Michael Swan
NYS Senator Betty Little	Bolton: Ron Conover	Ward Five: Matt MacDonald	Ron Montesi	Warren County Attorney Brian Reichenbach
NYS Assemblyman Dan Stec	Chester: Craig Leggett	Hague: Edna Frasier	Stony Creek: Frank Thomas	
		Horicon: Matthew Simpson		
		Johnsburg: Ronald Vanselow		

\* outgoing  
\*\* acting

### STRATEGIC ALLIANCES

Adirondack Gateway Council Ed Bartholomew, CEO	Capital Region Economic Development Council	Center for Economic Growth Andrew Kennedy President & CEO	New York State Empire State Development Corporation	Saratoga Warren Washington Workforce Investment Board
Adirondack-Glens Falls Transportation Council Aaron Frankenfeld Executive Director	James J. Barba, Co-Chair President & CEO Albany Medical Center	Glens Falls IDA Judy Calogero, Chair	Howard Zemsky President & CEO	William Resse Executive Director
Adirondack Regional Chamber of Commerce Tori Riley, CEO	Dr. James R. Stellar Co-Chair Interim President University at Albany	Greater Glens Falls LDC Mayor Jack Diamond Chair	New York State Olympic Regional Development Authority Ted Blazer President & CEO	SUNY Adirondack Kristine Duffy, Ed.D. President
Business Council of New York Heather C. Briccetti, Esq. President & CEO	Bill Hart, Member Controller Irving Tissue, Inc.	Lake Champlain- Lake George Regional Planning Board Walter Young Executive Director	Saratoga County Prosperity Partnership Martin Vanags President	Warren-Washington IDA Harold "Bud" Taylor Chair
	Andrew Meader Member F. Michael Tucker Member President Tucker Strategies	Lake George Regional Chamber of Commerce Mike Consuelo President & CEO	Saratoga Economic Development Corporation Dennis Brobston President	Warren County LDC Peter McDevitt Chair
	Omar Usmani Member Executive Partner Aeon Nexus Corporation	National Grid Laurie Poltynski Regional Executive - Eastern Division		Washington County Economic Development Laura Oswald Executive Director
				Washington County Local Development Corporation Deanna Derway President/Executive Director



### ADVOCATING FOR PROGRESS

Throughout Warren County in 2016, EDC advocated for change and improvements in our communities that will attract new businesses and enhance the commercial environment for existing employers.

As a county, in the past year we made both progress and headlines. EDC hosted elected officials who announced tax breaks and infrastructure improvements. We helped projects find financing and break ground. As a result of EDC's coordination of numerous community contributors, New York State awarded the City of Glens Falls up to \$10 million for the Downtown Revitalization Initiative. In the northern part of the county, EDC worked diligently to help our Adirondack villages and hamlets push forward on key issues: broadband access, infrastructure repairs, and improved community facilities.

It is an honor for the Economic Development Corporation for Warren County to create opportunities for growth that will benefit our residents and businesses. From tax incentives to transportation, from protecting Lake George to site selection, we connect with leaders and citizens who help make Warren County an ideal place to live, work, and play.



*PRESIDENT & CEO  
Edward Bartholomew*



*CHAIR  
Arleen Girard*

### 2016 TOP STORIES



Medical device tax suspended for two years positively affecting AngioDynamics and Precision Extrusion

Significant grants awarded to local organizations through the 2016 Capital Region Economic Development Council Awards via NYS Consolidated Funding Application (CFA) Round VI

Glens Falls Civic Center awarded \$2 million capital improvement grant

Finch Paper receives \$1.8 million National Grid energy efficiency grant

EDC markets Warren County as prime film production location

\$5.5 million New York State funding awarded to Glens Falls Hospital for capital restructuring, hospice, and crisis care

New York State awards \$10 million in funding for Glens Falls' Arts, Wellness and Entertainment District revitalization

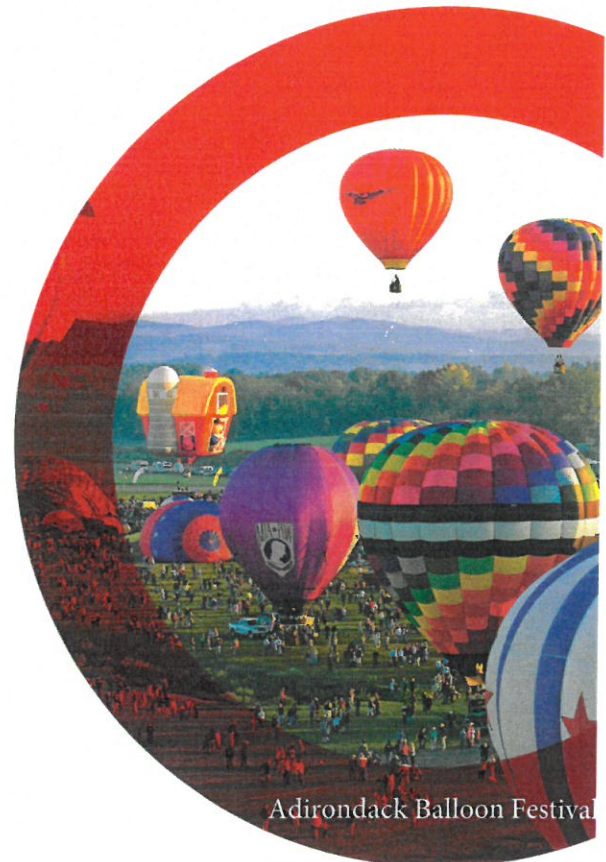
U.S. Senator Kirsten Gillibrand and U.S. Congresswoman Elise Stefanik pledge support to bringing full broadband access to Adirondack communities of Warren County

Environmental progress made to protect Lake George from the triple-threat of salt, invasive species, and wastewater

SUNY Adirondack begins \$17 million NSTEM and \$9.7 million Adirondack Regional Workforce Readiness Center projects

Construction progresses on Bonacio Construction-David Buicko five-story, mixed-use development in Glens Falls

Marriott Courtyard and Surfside on the Lake completed at Lake George



Adirondack Balloon Festival





EDC advises businesses and organizations of all sizes on funding programs and financing, helping to move projects through the various phases of approval, from application to award.

**NEW YORK STATE FUNDING AWARDS**

EDC worked steadfastly with local businesses to guide them through the process of submitting a Consolidated Funding Application as part of New York State’s Regional Economic Development Councils’ funding competition. The state awarded the Capital Region’s REDC \$83.1 million for 116 projects in December, with significant funding for Warren County projects including:

**PARK THEATRE**

*Project:* \$3 million restoration of the historic Park Theatre in Glens Falls.

*Funding:* \$600,000

**FINCH PAPER**

*Project:* Conduct tests and market analysis of potential uses for paper residuals (sludge) generated from the pulp-making process.

*Funding:* \$1 million

**ADIRONDACK BREWERY**

*Project:* Expansion of the Adirondack Pub Brewery and construction of a Craft Beverage Campus, a winery, and a beverage incubator to serve as a regional food and beverage center via partnerships with area colleges.

*Funding:* \$325,000

**TRAILS IN BOLTON – PARK IMPROVEMENTS**

*Project:* The Town of Bolton requested funding to improve the trail system around Lake George, part of a multi-year master plan to create world-class trails and recreational opportunities near the lake.

*Funding:* \$18,750

**NORTH CREEK TRAILS**

*Project:* Connecting trails within the Town of Johnsbury for improved recreational enjoyment. This is part of a larger First Wilderness Program impacting both Warren and Saratoga counties.

*Funding:* \$520,300

**HUDSON HEADWATERS, WOMEN’S HEALTH CENTER**

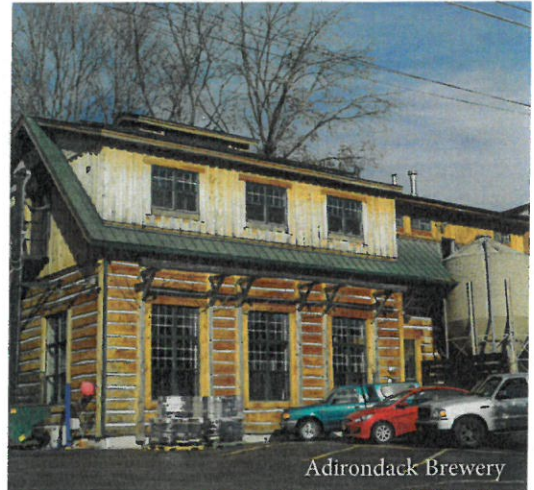
*Project:* Women’s Health Center at 90 South Street, Glens Falls.

*Funding:* \$250,000

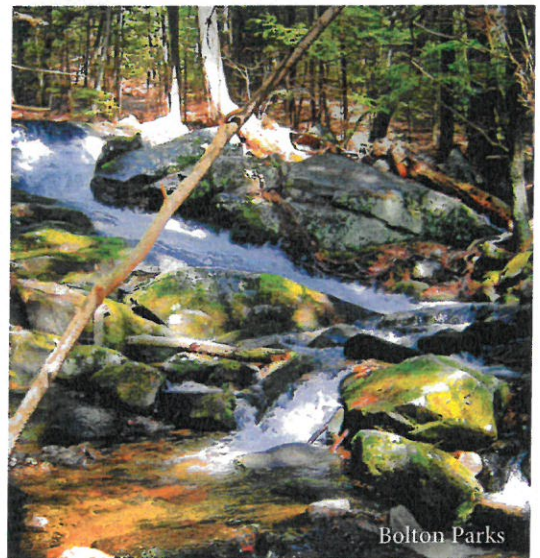


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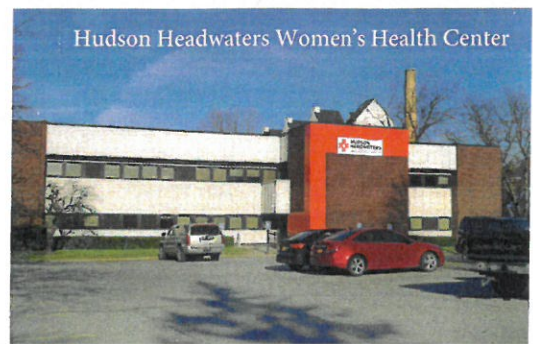
Park Theatre



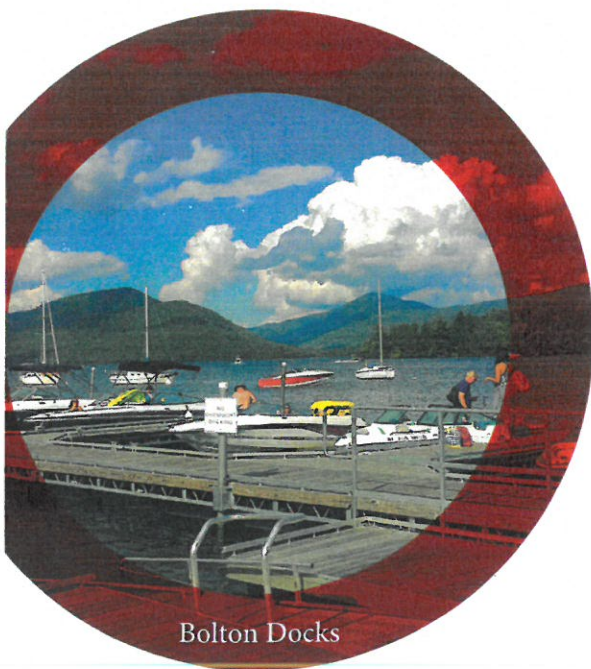
Adirondack Brewery



Bolton Parks



Hudson Headwaters Women’s Health Center



Bolton Docks





Finch Paper

**TAX RELIEF FOR MEDICAL DEVICE INDUSTRY**



At AngioDynamics in Glens Falls in January, in a visit organized by EDC Warren County, U.S. Senator Charles E. Schumer announced

that the recently passed government funding bill included a two-year suspension of the medical device tax, a relief to companies in the medical device sector. This frees up money to invest in research and development, as well as employee development.

**UPGRADES FOR GLENS FALLS CIVIC CENTER**



With help from Senator Little and Assemblyman Stec, Glens Falls Civic Center received a \$2 million capital improvement grant from Governor Cuomo to fund a new scoreboard, locker

room improvements, new portable chairs for floor seating, floor covering and other projects. This grant supplements an earlier state grant for nearly \$700,000 and additional funding secured by Senator Little for painting the arena's steel beams. These investments improve the Civic Center's ability to compete for future shows and events.

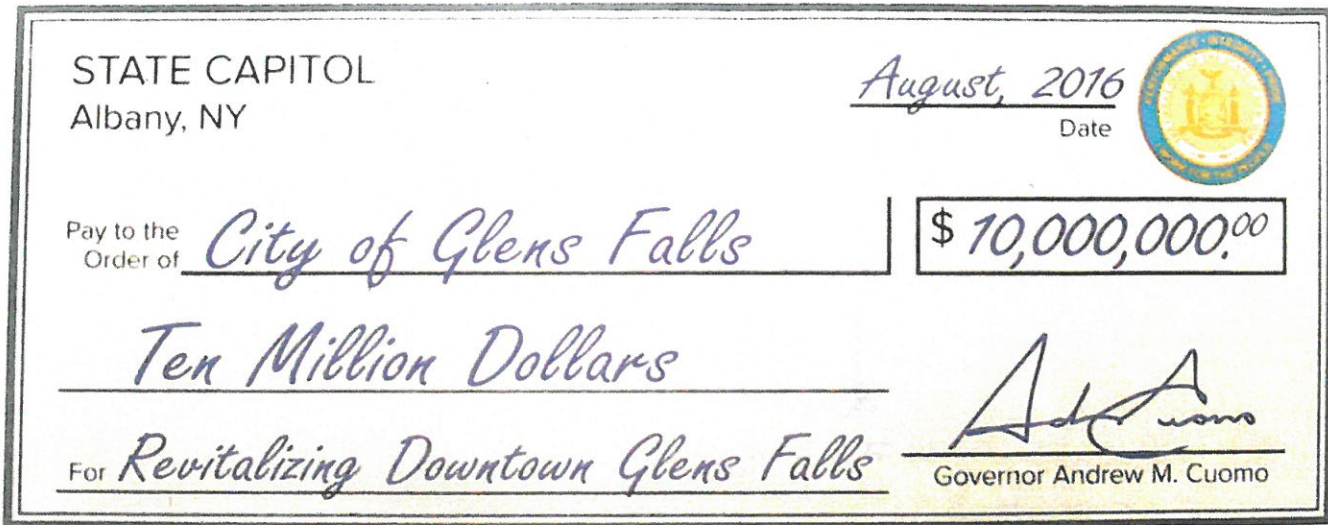
**ENERGY EFFICIENCY AT FINCH PAPER**

A \$1.8 million National Grid energy efficiency grant toward Finch Paper's recently completed \$10 million wood yard modernization project reduced the return-on-investment timeframe by about half. The investment in the wood yard included \$1 million in state funding, which EDC helped to obtain.

**\$500,000 REVOLVING LOAN FUND**

EDC & LCLG Regional Planning led collaboration with four private banks to establish a \$500,000 revolving loan fund.





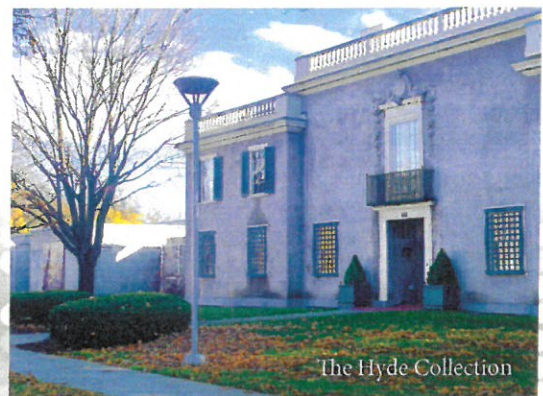
**REVITALIZATION IN DOWNTOWN GLENS FALLS**

Guided by EDC’s leadership and steering of the application process, Glens Falls was selected from among 10 other competing cities within the region by the state’s Capital Region Regional Economic Development Council to be eligible for \$10 million in state funding to revitalize the local neighborhood and generate new opportunities for long-term growth and prosperity.

The compact Arts, Wellness, and Entertainment District in the city boasts small businesses, mixed-use spaces, major employers, parks, health care providers, and arts and cultural organizations. Glens Falls will focus on rehabilitation of vacant and deteriorating buildings for residential and retail use, enhancing access to arts and cultural opportunities, and improving connections for pedestrians and cyclists.

**ARTS COMMUNITY IMPACTING ECONOMY**

Warren County is fortunate to have many arts and cultural organizations, for which EDC is a strong advocate. From The Hyde Collection, which in 2016 received a record donation of art and cash exceeding \$11 million from a regional art collector, to the smaller organizations encouraging artistic endeavors throughout the county, all enhance the quality of life in our region.





## CREATION OF A REGIONAL FILM COMMISSION

EDC has taken a leadership role in attracting film production crews and marketing the New York State film tax credit program incentives. In 2016, EDC successfully advocated for an additional 10% New York State film credit for Warren County on top of the existing 25% state tax credit. In 2017, EDC will be establishing a regional film commission to oversee further recruitment of entertainment industry projects.

EDC provides production assistance such as locations, accommodations, old cars, and making connections with local arts and acting troupes. The crew for *Lost Family Found* and the production team for the film *Radium Girls* visited Warren County in fall 2016.

## ADVOCACY FOR AFFORDABLE HOUSING

EDC administers an income-based affordable housing grant program: ten are within Glens Falls and five are elsewhere in the county. Grants are available up to \$20,000 on the purchase of a house up to \$176,000 in value.

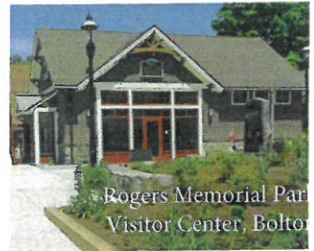
## GROWTH IN NORTH COUNTRY & LAKE GEORGE

Proposed Sewer Upgrades – Lake Luzerne  
Proposed Library Project – Thurman  
Etain in full operation – Chestertown

## NEW ATTRACTIONS

EDC often assists developers and property owners in obtaining funding and necessary approvals to move projects ahead:

- New facilities in Bolton add to the vitality of the Lake George area.
- New hotel construction is ongoing at I-87 Exit 18 in Queensbury.
- Acquisition and development of the Queensbury Hotel, a 125-room property in Glens Falls, is underway. EDC assisted the project through the approval process of obtaining IDA financing and applying for a \$500,000 Restore New York grant.







“Reliable, fast internet access isn’t a luxury, it’s a necessity in the 21st century

economy. Lack of affordable broadband service cuts off families and businesses from critical services. The Broadband Connections for Rural Opportunities Program Act would give our rural communities across upstate New York access to the resources they need to get online and stay competitive in our digital economy.”

*U.S. Senator  
Kirsten Gillibrand (D-NY)*

Advocating for adequate infrastructure to support existing businesses and attract new growth is a vital component of EDC’s work: reviewing the quality of rural roads and bridges, wastewater plans, transportation networks, solid waste disposal, and broadband support.

**BROADBAND’S ECONOMIC IMPACT**

One of EDC’s long-term initiatives has been advancing the cause of better broadband access throughout Warren County. In 2016, U.S. Senator Kirsten Gillibrand (D-NY) and U.S. Congresswoman Elise Stefanik (R-NY-21) attended meetings hosted by EDC and both are sponsoring legislation in the Senate and the House of Representatives, respectively, for increased broadband access in our county’s Adirondack communities through a combination of grants and loans. Improved broadband coverage will boost many economic sectors, including tourism, hospitality, local business, healthcare, education, public safety, disaster recovery, and second home sales.

**FUNDING CONSERVATION OF LAKE GEORGE**

Lake George Village intends to build a new \$17 million wastewater treatment plant to replace its 84-year-old facility, where nitrate discharge is too high, contributing to algae blooms in the lake. The village is working with EDC to identify funding from other sources to lessen the impact on village taxpayers.







### NEW STATE-OF-THE-ART FACILITIES AT SUNY ADIRONDACK

SUNY Adirondack began construction on a \$17 million building for NSTEM (nursing, science, technology, engineering and math) and a \$9.7 million Adirondack Regional Workforce Readiness Center, which will be attached to the college's existing science building.

### REGION RECEIVES SECOND EPA JOB TRAINING GRANT

EDC will help to administer a \$200,000 EPA grant along with the City of Glens Falls, NYS DOL and Warren County's One Stop for unemployed and underemployed individuals from Warren, Washington and northern Saratoga counties.

SUNY Adirondack's Culinary Arts program is in the final stages of moving its program into downtown Glens Falls, part of a master plan that will capitalize on a year-round Farmers' Market.

### SMALL BUSINESS PLANNING

Warren County LDC, Washington County LDC, and SUNY Adirondack are collaborating on a Microenterprise Assistance Program to teach essential business management skills that will aid in obtaining a small business loan.

“Today we broke ground on two significant projects to advance science and health-care education and expand our ability to prepare the workforce of the 21st century.”



*Kristine Duffy, Ed.D.  
President, SUNY Adirondack*

Rendering of NSTEM building at SUNY Adirondack

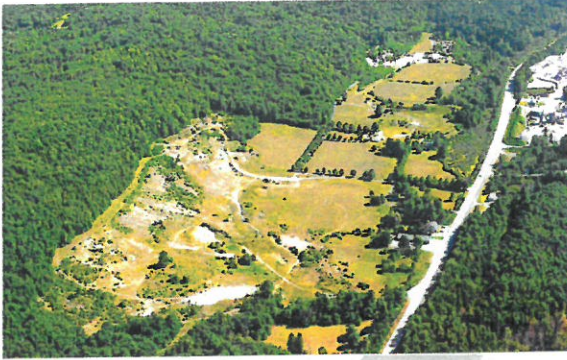






### CAREY BUSINESS PARK

- Up to 75 acres for sale or build to suit
- Quarter mile to Exit 18, I-87
- Zoned light industrial
- Approved sewer connection to Glens Falls treatment plant



### CHESTER INDUSTRIAL PARK

- 17 acres for sale or build to suit
- 3 miles to I-87 Northway
- Zoned industrial
- Proximity to timber, minerals



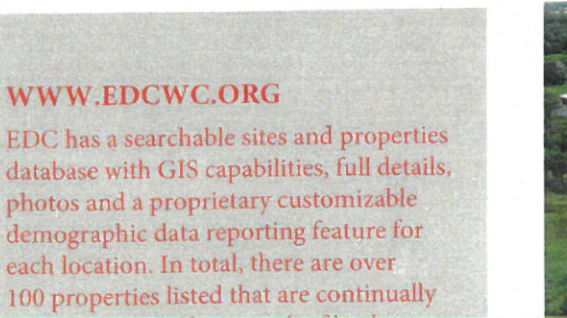
### TECH MEADOWS

- Up to 35 acres available or build to suit
- Half a mile to Exit 18, I-87
- Municipal water and sewer
- Redundant fiber optics available
- Home of UA Plumbers & Steamfitters Local 773 Training Center (state-of-the-art facility with complete clean room for training)



### QUEENSBURY BUSINESS PARK

- Up to 41 acres available or build to suit
- 1.5 miles to Warren County Airport
- Home to NYS National Guard Readiness Center
- All utilities, road and fiber in place



### WWW.EDCWC.ORG

EDC has a searchable sites and properties database with GIS capabilities, full details, photos and a proprietary customizable demographic data reporting feature for each location. In total, there are over 100 properties listed that are continually updated via EDC's network of brokers, developers and property owners.



### WARREN-WASHINGTON IDA INDUSTRIAL PARK

- Up to 66 acres for sale or build to suit
- Adjoins Warren County Airport





Beach Road, Lake George

### PROTECTING LAKE GEORGE FOR FUTURE GENERATIONS

The clean waters of Lake George and resulting recreational opportunities are a major attraction to both tourists and county residents, generating vital business revenues throughout the county. Conservation and county leaders, including EDC, are focusing on the three major threats to the long-term health of the lake: invasive species (Asian clams), road salt, and wastewater. New York State approved \$450,000 in its budget for lake conservation.

Concurrent with protection of the lake's water, the Towns of Hague, Bolton, Lake George, Ticonderoga and the Village of Lake George have developed a detailed master plan for hiking and biking opportunities along the east and west sides of Lake George. The project will unite the 18 individual hiking and biking hubs into a world-class, diverse trail system. Part of the master plan for the area included renovating the Rogers Memorial Park Visitor Center in Bolton Landing. Both of these projects have used New York State funding as part of their project financing and EDC has assisted the Town of Bolton by communicating the projects' merits to relevant decision-makers.

### NURTURING ARTS & CULTURE

EDC is assisting the arts community in Glens Falls through the Downtown Revitalization Initiative and developing a walking "Arts Trail" to different locations. EDC is also active in assisting the Town of Stony Creek with its library project and the Horicon Museum.

### MOUNTAIN BIKING AND TRAIL USE GROWS

With two of the county's winter skiing destinations continuing to evolve into year-round attractions, it's not unusual to see cars with bicycles heading toward the ski slopes. EDC has served as a resource for West Mountain and the Olympic Redevelopment Authority (Gore Mountain's management) as they seek funding and approvals to attract mountain bikers, hikers, and other recreationalists.



West Mountain attracted 150 riders to its Fall Festival.







Heather Briccetti

### ECONOMIC OUTLOOK

EDC Warren County hosted business leaders, elected officials, and members of the public for the 2016 Economic Outlook with guest speakers Congresswoman Elise Stefanik, U.S. Representative for New York's 21st District, and Heather Briccetti, Esq., the President and CEO of The Business Council of New York State, Inc.

### STATE OF THE STATE FORUM

New York DEC Commissioner Basil Seggos provided an update on Governor Cuomo's "State of the State" address and budget at a public event facilitated by EDC Warren County.



Congresswoman  
Elise Stefanik

### PLANNING & ZONING FORUM

This annual autumn event educates local communities about Adirondack Park regulations and other rules that may impact their development. Hosted by EDC in conjunction with the Lake Champlain-Lake George Regional Planning Board, this year's event reviewed topics including hamlet revitalization, zoning and planning, working with the Adirondack Park Agency, and smart growth.





## ANNUAL LUNCHEON

Phil Morse, the entrepreneur and philanthropist who founded North American Medical Instruments Corp. (NAMIC) in Glens Falls, was the keynote speaker at EDC Warren County's annual lunch in May. This year's luncheon was attended by over 250 leading business executives and local officials. Also in attendance were a number of local high school and SUNY Adirondack students who heard his uniquely inspiring "American dream" story.



SUNY Adirondack students attended the Annual Luncheon





While EDC receives county and municipal funding, we also rely on membership investments for support. In turn, we prioritize assistance to our investors as they plan for future growth.

EDC's 2017 initiatives include:

- Manage rural broadband and cell coverage development, targeting unserved areas and expanding underserved regions
- Oversee the Downtown Revitalization Initiative in Glens Falls, to make optimal use of \$10 million in funding awarded by New York State
- Develop a Warren County "Entrance Strategy" – identifying potential development sites at I-87 Northway exits in the area
- Plan infrastructure expansion for water, sewer, electric, gas, transportation

**EDC'S BOARD OF DIRECTORS**

*Standing:* Harold "Bud" Taylor, Charles Barton, John Strough, Mitch Amado, Chris Barden

*Seated:* Kristine Duffy, Matt Fuller, Judy Calogero, Arleen Girard, Jeffery Byrne

*Not pictured:* Jim Siplon



**EDC LEADERSHIP**

**BOARD OF DIRECTORS**

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*Vice President, Business Services Manager  
 Municipal Banking & Cash Management Services  
 Glens Falls National Bank & Trust Company  
 Saratoga National Bank & Trust Company*

**PAST CHAIR**  
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*Chief Operating Officer  
 Barton International*

**VICE CHAIRMAN**  
 Chris Barden  
*CEO, North Country Janitorial, Inc.*

**SECRETARY**  
 Jeffery Byrne  
*Senior Vice President  
 Olympic Regional Development Authority*

**TREASURER**  
 Mitch Amado  
*Senior Vice President & CFO  
 Glens Falls Hospital*

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*President  
 SUNY Adirondack*

Matt Fuller  
*Attorney  
 Meyer & Fuller and co-owner, Fountain Square Outfitters*

Jim Siplon  
*Chief Operating Officer  
 JUST Beverages*

Harold "Bud" Taylor  
*Representing Warren County*

Supervisor John Strough  
*Representing Town of Queensbury*

Judy Calogero  
*President  
 Calogero Partners LLC  
 Representing City of Glens Falls*

**2017 EDC WARREN COUNTY EVENTS PREVIEW**



As EDC works on your behalf, we invite you to invest and participate during 2017 in our events and activities.

**ECONOMIC OUTLOOK BREAKFAST**  
 January

**ANNUAL LUNCHEON**  
 May

**MEMBER APPRECIATION WINTER GATHERING**  
 February/March

**SOUTHERN ADIRONDACK PLANNING & ZONING FORUM**  
 September/October





## SPECIAL THANKS TO OUR MEMBERS

### TITANIUM LEVEL

\$4,000



# finch

Your Local Bank

## Glens Falls National

Bank and Trust Company



### PLATINUM LEVEL

\$2500

Ames Goldsmith Corporation  
 AngioDynamics  
 Barton International  
 Bette & Cring Construction Group  
 CMI Communications  
 Cool Insuring Agency  
 Fort William Henry Corporation  
 Glens Falls Hospital  
 Gore Mountain/ORDA  
 Harris Beach PLLC  
 National Grid  
 NBT Bank  
 TD Bank, N.A.

### GOLD LEVEL

\$1,000

Adirondack Trust Company  
 Behan Communications, Inc.  
 Bonacio Construction, Inc.  
 CHA Consulting, Inc.  
 Hudson Headwaters Health Network  
 Jaeger & Flynn Associates, Inc.  
 Lehigh Hanson, Inc.  
 Mahoney Notify-Plus Inc.  
 Marvin & Company, P.C.  
 Peckham Materials  
 Phoenix Investors  
 PrimeLink  
 The Chronicle – Lone Oak Publishing Co., Inc.  
 The LA Group  
 Umicore Technical Materials North America Inc.  
 Web Graphics  
 West Mountain  
 Whittemore, DOWEN & Ricciardelli, LLP

### SILVER LEVEL

\$500

Adirondack Thunder  
 Andritz  
 Arrowhead Equipment, Inc.  
 Barton & Loguidice  
 BBL Construction Services, LLC  
 BCI Construction  
 Berkshire Bank  
 Berkshire Hathaway Home Services  
 Blake, REALTORS  
 Borgos & DeSignore, P.C.  
 Bread Loaf Corporation  
 CBRE-Albany  
 Center for Economic Growth  
 Community, Work and Independence, Inc.  
 CR Bard  
 Creighton Manning  
 C.T. Male Associates, Inc.  
 Cutting Edge Group, LLC  
 D.A. Collins  
 Davidson Brothers  
 Brewing Company  
 Davies-Davies & Associates Real Estate, LLC  
 Family YMCA of the Glens Falls Area

Fitzgerald Morris Baker Firth P.C.  
 G.A. Bove & Fuels  
 Hilltop Construction Co.  
 Hudson River Community Credit Union  
 JMZ Architects and Planners, P.C.  
 JUST Beverages, LLC  
 Keena Staffing, Inc.  
 Lake George Northway, LLC  
 Lake George Regional Chamber of Commerce & CVB  
 Lake George RV Park  
 McPhillips, Fitzgerald & Cullum LLP  
 Meyer & Fuller PLLC  
 Miller Mechanical Services  
 Morris Products  
 Munter Enterprises  
 Pepe Productions  
 Precision Extrusion  
 Queensbury Union Free School District  
 R. Cohen Recycling, Inc.  
 Scoville Jewelers  
 Seeley Office Systems  
 Stephen Borgos – Commercial Properties Realty USA

Stewart's Shops  
 SUNY Adirondack  
 The Chazen Companies  
 The Michaels Group  
 TIMIT Solutions, LLC  
 Turner Construction  
 VMJR Companies

### BRONZE

\$350

Adirondack Pub & Brewery  
 Adirondack Regional Chamber of Commerce  
 Bartlett, Pontiff, Stewart & Rhodes, P.C.  
 Feigenbaum Cleaners  
 Jarrett Engineers  
 Little & O'Connor Attorneys P.C.  
 MLB Construction Services, LLC  
 Neil H. Lebowitz Attorney at Law  
 O'Brien Insurance Agency  
 Performance Industrial  
 Ski Bowl Village at Gore Mountain  
 Tech Valley Patent, LLC  
 Tech Warehousing LLC



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 PRESIDENT & CEO, Ed Bartholomew  
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 OFFICE ASSISTANT, Donna Bartholomew



**BECOME AN EDC MEMBER  
 JOIN TODAY: WWW.EDCWC.ORG**





# OUR COMMUNITY OUR FUTURE

GROWING WARREN COUNTY TOGETHER



## EDC VISION & ADVOCACY

EDC is the central source for Warren County economic development efforts, as it guides programs and projects throughout the southern Adirondack region. EDC produces results through its advocacy and by building collaborative public-private partnerships designed to encourage new investment opportunities that create jobs.

## EDC PRIORITIES

An investment in EDC supports the organization's work to:

- Expand outreach assistance to existing businesses
- Design and implement marketing strategies for new business attraction
- Support, strengthen and grow established industry clusters such as medical devices, forest products, healthcare, business/financial services, and recreation/tourism
- Support regional infrastructure projects that ensure sustainable growth
- Provide information required for site selection decision-making process

## EDC MEMBERS

EDC members represent all sectors of our community:

- Healthcare & Medical Services
- Paper, Forestry & Wood Products
- Medical Device Industry
- Hospitality & Tourism
- Manufacturers
- Financial & Insurance Businesses
- Telecommunications & Utility Providers
- Professional Service Providers
- Sports, Recreation, Arts & Entertainment
- Retail & Wholesale Trade
- Realtors & Developers
- Local Government



EDC Warren County's new office is located at 333 Glen Street, Glens Falls.

**EDC PRODUCES RESULTS FOR WARREN COUNTY.  
JOIN EDC TODAY.**

[www.edcwc.org](http://www.edcwc.org) 518.761.6007

Ed Bartholomew, President & CEO  
Arleen Girard, Chair

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Finch Paper 80# Cover and Digital 60# Text.  
Finch Paper: the official paper of EDC Warren County.*