



**Economic Development Corporation
Warren County**

2019 Operations and Accomplishments

Name of Public Authority:

Economic Development Corporation Warren County

Public Authority's Mission Statement:

EDC Vision

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.

List of Performance Goals:

Plan/Initiate, Retain & Grow, Advocate & Inform

PLAN & INITIATE

ACCOMPLISHMENTS

*Completion of Pathway Corridor study(funded in part by EDC , Warren County and National Grid)–updated traffic/pedestrian study Route 9, 149 exit 23 Corridor) has led to the next phase of this project by examining potential funding for proposed improvements along this major retail outlet sector.

*Planning and preparation by EDC of two federal opportunity zone applications to Governor Cuomo for his recommendation and subsequent approval by the US Department of Treasury's for two Warren County communities to qualify as federal opportunity zones: Town of Johnsbury-North Creek and the western portion of the City of Glens Falls has led to advocacy by EDC in seeking through strategic marketing plan/collaboration potential investors, financial institutions and developers for these regions within Warren County .

These two opportunity zones are designed to spur economic development by providing certain tax benefits (capital tax gain deferral to investors). Potential projects for North Creek & Glens Falls include lodging, hotel, ~~retail~~ mixed use projects, affordable housing and other potential projects.

*Planning for greater access for affordable housing choices has moved to a working group of northern Warren County communities in preparation for data gathering and selection of consultant to proceed with a market analysis. This process is a required step for potential developers to be aware of this region with the preparation of this feasibility study of affordable housing within Warren County. Funding for this component is by EDC (\$10,000) and Warren County Planning (\$10,000). EDC initiated this initiative by establishing a forum with representative from NYS Housing Community

Renewal (NYS HCR) and community leaders from rural areas of the County.

*EDC worked with the City of Glens Falls and housing developer in undertaking a 71-unit affordable housing project (\$15million) assisted by New York State Homes and Community Renewal. Project is expected to be completed late summer early fall 2020

*EDC continue to provide affordable housing opportunities for residents of Glens Falls and Warren County as administrator of the New York State funded firsttime home buyers program with approximate funding for 15 recipients for acquiring their first home within the County

*EDC supporting the efforts of the Glens Falls Housing Authority in demolishing the existing 50 units of the Larose Gardens (built in 1967) and construct new apartments on the site. The new apartments with estimated cost \$10 million to \$12 million will be would be more energy efficient.

*Planning for growth along the northern portion of interstate 87 exits (Northway) within Warren County is critical for prospective development in this rural area. The county's progress is constrained by the developmental restrictions of the Adirondack Park Agency jurisdiction which encompasses ninety-four per cent of the land mass within the County. EDC at their expense recognizing this restriction is nearing completion of an "exit study" with focus on the northern areas by identifying suitable developable properties through mapping, land analysis and infrastructure issues.

*EDC following the preparation and submittal of funding application on behalf of the City of Glens Falls for a Downtown Revitalization Initiative (DRI) grant is now undertaking the administrative, oversight of this \$10M grant.

As a result of Governor's Cuomo's innovative urban policies- Downtown Revitalization (DRI) continues to see progress in the development and creation of a revitalized, re-energized South Street with the private repurposing rehabilitation of two existing buildings, commencement of a new 10,000 SF "Market Square" home for a year market, development of new mixed use building, **400 vehicle parking garage, repurpose establishment of Arts District and other programs.**

The first DRI project in the State was celebrated with the opening of the innovative SUNY Adirondack Culinary Institute at the \$30M mixed use complex (includes 87 residential units on Hudson Avenue adjacent to the Glens falls Hospital.

*Extensive planning and collaboration with the City of Glens Falls and Town of Queensbury has led to considerable diversified economic growth as result of improvement infrastructure-sewer extension along Main Street/Exit 18 Queensbury Glens Falls corridor which is now realizing significant development. At Exit 18 this sewer extension is enabling businesses and industrial areas to expand along the western corridor from exit 18 including the redevelopment of the former recycling center into manufacturing , acquisition of a former vacant (over 10 years) 116,000 SF former Native Textile facility with new ownership along with

new tenants; AngioDynamics-medical device and Sheet Labels company. Other business located in this area include recreational venues: SkyZone, & Rocksport Rock Climbing, Hudson Headwaters West Mountain Health Center expansion, and purchase of vacant properties for expansion for additional industries.

Further growth along this sector includes construction and operation of the Holiday Inn, Fairfield Inn, expansion of Stewarts Shoppe including Glens Falls National Bank branch.

At Exit 19(Queensbury) further growth is occurring with Hilton Home2Suites operating along with the pending redeveloping/repurposing of the Aviation Mall uses to include mixed use development that includes residential apartment.

RETAIN AND GROWTH

ACCOMPLISHMENTS

2019 was highlighted by significant news from the Medical Device Cluster located in the Queensbury/Glens Falls region. This news included:

- the sale of CR Bard (located on Bay Road in Queensbury) to Benton Dickinson a \$12 B revenue medical manufacturing company,
- AngioDynamics (located in Queensbury/Glens Falls) expanding their manufacturing and distribution center operations,
- Angiodynamics relocates 125 employees to Travelers Building downtown Glens Falls with 8,000 sf renovations,
- Acquisition of the former NAMIC division of Angiodynamics By Medline (No 32 on the Forbes list of largest private held companies (18, 0 00 employees) in America with \$10B total annual company sales (location In Glens Falls),
- Angiodynamics began focusing on new technology and products including Nanoknife together with acquisition of Israeli based laser startup company Eximo Medical. The technology behind the Nanoknife does not rely on heat to achieve cell death. It uses a more natural method that destroys only targeted tissue, sparing critical structures including vessels, nerves and ducts. Currently AngioDynamics, Inc., is in an FDA-approved clinical study that is evaluating the effectiveness of IRE technology for the treatment of stage III pancreatic cancer

*Finch Paper LLC a key manufacturing anchor for this region strategically acquired French Paper Company (maker of colored paper) joining Finch's Papers (premium maker of white paper).

*Flomaton located on Pruyn's Island Glens Falls manufacturer of diversified water valves & waste water valves celebrated their 19,000-square-foot expansion in 2019. The \$3 million project with increase in employment of 10- 15 jobs was partially funded by a \$660,000 grant from the Governor's Regional Economic Development Council. EDC was very pleased to have assist Flomatic with this project from discussion stage to celebration of the new 19,000SF expansion.

*ESD ongoing assistance in efforts to promote the former Web Graphics building in Queensbury (approximately 90,000 SF) has resulted in pending contract for purchase and EDC is now in the process of working with Town Officials on the permitting process along with assisting the new owner with their workforce development

ADVOCATE & INFORM ACCOMPLISHMENTS

Lake George & Wastewater Treatment Plant

EDC in partnership with the Fund for Lake George supports efforts for funding for the construction of a new wastewater treatment plant for Lake George. EDC President Ed Bartholomew testified before the Joint NYS Legislative Budget Committee February 2019 advocated for this funding in his testimony Bartholomew stated

“Failure to address this significant environmental concern will result in a devastating environmental and economic calamity for the Adirondacks and Warren County “

Further comments at the hearing came for Assemblyman Dan Stec who said

“It’s not often that you have economic developers literally sitting elbow –to-elbow with environmental leaders and they are in lock-step on this and many other issues... This is an issue that everyone across the entire spectrum recognizes is a crisis.”

EDC coordinated the visit of Senator Schumer to Lake George to announce support for funding for this wastewater project. Subsequently Senator Schumer and Congresswoman Stefanik announce \$500,000 funding for Lake George waste water treatment plant from the Federal Border Commission.

In late 2019 /early 2020 Governor Cuomo announce nearly \$10 M in additional funding for the construction of the Lake George wastewater treatment plant

In furtherance of support and advocacy for the sustainability of Lake George, EDC was invited to join the FUND for Lake George Council of Business Advisors

*EDC supported the efforts to restore funding to the 2019 budget for NYS Film Tax Credit-an important emerging economic tool for this region led by Andrew Meader Adirondack Fil Commissioner

*EDC advocated for the Town of Horicon and Horicon Historic Association funding request for restoration of the Union Church in Adirondack NY which was secured by Senator Betty Little

*A prolonged effort by EDC and medical device industry ended With a successful effort in the elimination of the 2.3% excise tax Which was imposed (2013) on the domestic sales of medical Devices to be paid by the device manufacturer. A bi partisan Effort (Senators Schumer, Gillibrand and Congresswoman Stefanik) led Congress to the successful elimination

ADVOCACY CFA ACCOMPLISHMENTS

EDC Warren County assisted with a number of Warren County public and private funding applications and support through the New York State CFA process which resulted in a number of successful grant announcements

There was a total of eleven (11) NYS Consolidated Funding Application Round 9 awards for projects located in Warren County, NY as part of the NYS Governor's 2019 Regional Economic Development Council awards announced in December 2019. These eleven projects consisted of a variety of public infrastructure projects as well as one business expansion project. EDC participated in several ways on these projects. Specifically, on the business expansion project EDC worked directly with the business which is known as Nettle Meadows which makes a variety of hand crafted artisan cheese products and distributes them regionally and increasingly nationally. Nettles Meadows has won several awards for their products

Nettle Meadows plan to use the awarded grant monies to assist in the acquisition and renovation of a separate existing property to accommodate capacity, add new equipment and utilize heavier utilities required to operate the facility. EDC's role in this CFA was as

an advisor, helping with facilitating discussions with state officials and assisting with answering questions regarding the application. Nettle Meadow was awarded \$120,000 and continues to assist the business with follow up and compliance components of the award on an ongoing basis until the project is fully completed sometime in late 2020. Additionally, EDC as administrator of the Warren County Local Development Corporation assisted in

In the City of Glens Falls, NY there were two CFA projects awarded in 2019, one for an engineering study to address the city's inflow and infiltration alternatives under consideration for sanitary sewer. Award totaled \$100,000. The other award is for the construction of a separate storm sewer system in a portion of the city which will help reduce the occurrence of overflows during heavy rain and storms. Total awarded in the latter project is \$1,048,000. EDC acted as an active advisor/supporter by assisting answering questions regarding application and by advocating to Capital Region Economic Development Council on behalf of the City of Glens Falls.

EDC acted as a supporter of individual engineering studies for infrastructure projects in three Warren County Town of Chester, Hague, and the Town of Lake George mostly relating to wastewater issues in each town. Collectively, the total of the four projects in three towns totals \$135,000.

Lastly, there were four projects awarded that were organized and submitted by the Warren County Soil and Conservation District relating to engineering studies and feasibility in several towns in Warren County concerning culverts that can reduce streambank erosion. The total awarded amounts for these totaled \$140,318

INFORM ACCOMPLISHMENTS

EDC conducts a series of events throughout the year

*Annual Forecast Breakfast in January 31 speakers Kenneth Entenmann senior Vice President NBT and Heather Briccetti, President CEO Business Council

*Annual Luncheon (May 30) featured speakers Ross Levy Executive Director Tourism I Love NY Director, Rebecca Wood President Six Flags Great Escape

*EDC Co-sponsor with Albany Business Review "Invest in Glens Falls" (Nov 12)

*Annual Holiday Party (benefit Big Brothers Big Sisters) (Dec 4)

*Yearly Visit by Lt Go Hoch to Glens Falls Warren County (March 19)

*Affordable Housing Roundtable with state and local officials (March 6)

EDC Hosts CFA Information Session (June 10)

***ON the ROAD**

EDC testifies at Joint Legislative Budget Committee on Economic Development in Albany (February 12)

EDC joins area local leaders in Washington Dc for meetings with federal representatives (March 5)

*Tours with ESD officials Glens Falls Queensbury and North Country (march 29) & North Creek ORDA and local officials (march 10)

*EDC coordinates Senator Schumer to Lake George (April 16)

*EDC host US EDA Economic Development Administration site visit to Tech Meadows (June 10)

*EDC Attends announcement by Go Cuomo at Albany Airport (July 8)

*EDC attends recognition remembrance ceremony for Mary Lou Whitney by Governor Cuomo) (August)

*Site Visit Horicon Adirondack Day (August 10)

*EDC speaking at 200 Bicentennial Canal Corp Workforce Forum (Oct 30)

*EDC Participants at SUNY Adirondack Microenterprise with Washington County Local Development Corporation (Nov 12)

*EDC visits Kingsbury to meet with Senator Schumer regarding medical device excise tax elimination and other legislative matters (Dec 23)

EDC 2020 Broad Objectives:

- **Retention & Expansion** – Work with existing businesses to assist in solving issues, new markets, facility expansions, new lines of business support, workforce needs.
- **Infrastructure Improvement** – Work with Warren County municipalities to identify major needs in transportation, utilities, water & sewer, fiber optic, cellular and assist with obtaining funding and other assistance from NYS and Federal agencies to implement needed long range improvements.
- **Workforce Development** – Continue involvement with and participation in the repurposed tri-county Workforce Development Board (SWW). Pursue new Child Care enhancements supporting workforce in conjunction with new NYS programs
- **Marketing & Communications** – Enhance existing channels and create new avenues to attract new investment, business and jobs to the region. Increase awareness for EDC, its mission, vision and activities and the need for long term economic development for sustainable growth.

Specific Goals:

- **Broadband & Cellular** – Seek additional Federal and NYS financial support for extending service to unserved and underserved areas & enhance capacity where possible.

Specific Measurement: increase number of residents & businesses connected and served

- **Affordable Housing** – EDC working with area communities and prospective investor/developers utilizing NYS and Federal resources such as NYS Housing & Community Renewal (NYSHCR) and others.

Specific Measurement: selection of consultant, completion of market study and outreach to potential developers

- **I-87 Exits Study** – Conclude work in progress and provide results to supervisors, planning officials. Use data in marketing efforts such as to assist locators, developers and investors visualize a roadmap of each area.

Specific Measurement: complete analysis of potential sites with, identification of potential uses

- **Opportunity Zones** – EDC will host forums featuring experts concerning the latest finalized regulations; case study examples of successful uses; ways Warren County and municipalities can jump start awareness and targeted marketing as well as identify potential redevelopment properties

Specific Measurement: prepare certain material prospectus, conduct meetings with potential investors, and undertake site visits

- **Queensbury Business Park** – Determine next steps and revise marketing strategy accordingly after reviewing results of geotechnical report currently nearing conclusion (February) Examine feasibility of creating PILOT program(s) regarding expedited permit process for development within certain designated manufacturing/industrial/business parks within Warren County

Specific Measurement: finalize engineering study by Chazen, identify uses for the Park, create marketing material, site visits for developers, and sell on lot

- **Tourism Support** – EDC continue to support & assist highly competitive industry that generates over \$600 million visitor spending and \$298 million in labor income annually in Warren County.

Specific Measurement: assist with the workforce needs, collaborate with stakeholders on bolstering events year.

- **Downtown Revitalization Initiative (DRI)** – Focus on South Street with commencement of “Market Square” for year-round market; development of new mixed-use building; new multi-level parking structure.

Specific Measurement: undertake construction projects within the DRI zone

- **Childcare Availability** –collaborative effort to address this issue

Specific Measurement: advocate for increased availability of affordable child care slots within Warren County

- **Create greater diversity in economic indicators specifically for Warren County** with dissemination of this data to officials and public on a designated interval during the course of the year
Specific Measurement: develop and provide data to officials and public in 2020
- **EDC Strategic Plan Update** – Complete updated Strategic Plan to enhance capacity and align EDC resources, staffing, activities and priorities
Specific Measurement: complete and implement updated EDC’s Strategic Plan