

Warren County Economic Development Corporation

2021 Accomplishments and Projects

Organization

- EDC Warren County entered into a service contract formally accepted in 4Q with Warren County to provide economic development support from January 1, 2021 through December 31, 2021.
- EDC Warren County entered into a service contract formally accepted in 1Q 2021 with the City of Glens Falls to provide economic development support from January 1, 2021 through December 31, 2021.
- EDC Warren County entered into a service contract formally accepted in 1Q 2022, with the Town of Queensbury to provide economic development support from January 1, 2021 through June 30, 2021 and then July 1, 2021 to June 30, 2022 (change the term from calendar year to mid-year at the request of the Town).
- EDC Warren County entered into a service contract, formally accepted in 3Q 2021, when Warren County to provide administrative operation and support of the Warren County LDC from January 1, 2021 through December 31, 2021.
- Annual Meeting was held on March 16, 2021 staff, officers and committee appointments made, approval of the following reports, guidelines, and associated policies relevant to compliance with PAAA: Annual Report, Investment Report, Investment Guidelines, Procurement Report, Procurement Guidelines, Property Disposition Report, Property Disposition Guidelines, Personnel Report, Self-Evaluation and Mission Statement Measurement Report, Board Annual Self-Evaluation Summary
- A new position, Director of Marketing and Communications was approved and filled in 1Q 2021.
- The EDC was also asked to present at the NYSEDC conference in September on its work around professional relocation to a statewide audience highlighting its unique work in the area.
- Regular engagement with national, state and local political leaders included hosting Sen Schumer's visit to Glens Falls in early 2021, regular meetings with state and local officials and monthly updates to Warren County's Board of Supervisors.

Programmatic

Organizational Goals and Investment Areas

- **CHANGING HOW WE WORK:** Given the ongoing and dynamic needs of the community brought on by the pandemic, EDC reviewed and expanded its organizational goals and resources beyond the traditional support of attracting, retaining, and growing the areas business base. The new areas of resources allocation included pandemic response and support, broadband expansion both in county and regional, professional relocation, workforce development and housing.
- **ONGOING BUSINESS SUPPORT-**Traditional business inquiries and project support continued with growing demand over the course of 2021. The breakdown of inquiries and projects for 2021 was as follows: Total 33 inquiries & projects; 12 in Town of Queensbury, 10 in Upcounty towns, 5 in City of Glens Falls, 6 were non-geographic specific. Types of companies requesting assistance varied from startups, existing business expansions, relocations, new businesses to the region. Notable entities engaged with and supported include Kirsch Helmets, Burch Bottle and Packaging and Brookfield Energy. In summer 2021, working with NYS Empire State Development, EDC was able to get Warren County (Tech Meadows) as a finalist for the recently announced

international dairy company that was looking to locate its first production facility in the U.S. Although Warren County was not chosen, its role as a finalist elevated our potential for future developments of similar scale going forward with ESD and larger scale site selectors.

- **ONGOING COMMUNITY SUPPORT** – EDC provided support for Warren County towns and City of Glens Falls through a number of activities including, but not limited to, the following: Warrensburg – meetings with officials concerning expansion of broadband in unserved areas and discussions about housing opportunities; Lake Luzerne – support for broadband expansion and housing; Lake George – Meetings and participation in water quality initiatives that utilize economic impact resulting from water quality & clarity. EDC was a major supporter and advocate for the recently completed & upgraded municipal wastewater facility; Johnsbury/North Creek – Participation and advocacy on behalf of proposed wastewater treatment facility.
- **ASSUMING PANDEMIC RESPONSE FORUMS**-Significant resource was committed to the overall pandemic response and information exchange with the community. During 2021, the EDC took over the various recovery forums ignited by the pandemic including weekly zoom/meetings around pandemic related resources, hospitality and tourism direct support. These forums were then facilitated by EDC resources and modified as needed to meet the changing needs of the community and topic.
- **BROADBAND**-The ongoing need for broadband expansion led to the EDC becoming a focal point for broadband support both in Warren County and regionally. The EDC completed the full assessment of broadband in Warren County utilizing a best-in-class process from ECC Technologies. This method became the process utilized by communities across New York in 2021. It also led to the EDC helping to establish and lead the North Country Broadband Alliance, a regional group that worked on broadband across Northern New York and culminating in a multi-county NTIA Broadband Grant submitted in mid-2021 with a consortium of municipalities, carriers and community organizations. The EDC continues to host the weekly forums around broadband on behalf of the alliance, participates in various regional forums on the topic and helped organize a legislative workshop on the topic in late 2021 that has led to significant legislative action aimed at expanding broadband in New York.
- **HOUSING**: One of the critical needs of our community and most, is the need to address the long-term investment in housing and its impact on our economy EDC established and leads a weekly working group on the topic, helped the county finalize a number of grants and financing for a robust study of area housing needs and capacity to be conducted in 2022 as well as hosted multiple events to help educate the public on the problem. Partnership with a variety of areas player continues as this will be an ongoing need for years.
- **ENTERPRENEURIAL**: Two 10-week classes of StartUp ADK (fka Microenterprise Assistance Program) took place in collaboration with EDC, SUNY Adirondack and Washington County LDC. The spring class had 10 participants the fall class had 16 participants.