



## **2015 ANNUAL REPORT**

Submitted By Edward Bartholomew President and CEO; EDC of Warren County.

Thanks and acknowledgment is extended to EDC staff John Wheatley, Jennifer Switzer, Elaine Behlmer, and Jackie Squadere along with appreciation for their service, our EDC's Board of Directors, respective Boards, officials and Warren County business community.

### **PREFACE**

2015 saw the continuation of consolidation of economic development activities within Warren County, City of Glens Falls, Town of Queensbury and other communities under the operations of EDC of Warren County together with finalizing compliance under the jurisdiction of New York State Public Authorities Accountability Act (PAAA).

EDC of Warren County's overall mission is to retain jobs, create new employment opportunities, assist communities and businesses within Warren County and collaborate on workforce development issues.

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

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

- \*Warren County and its 11 towns and related organizations including Town of Queensbury,
- \*City of Glens Falls,
- \*Glens Falls Local Development Corporation,
- \*Glens Falls Industrial Development Agency,

- \*Glens Falls Civic Development Corporation,
- \*Warren County Local Development Corporation,
- \*Warren County Committee Economic Growth and Development,
- \*Town of Bolton (PAAA compliance matters)

**2. Oversight for aggregate operating budgets totaling \$1.3 M; to seek increase in job creation, assist job retention, administer economic development projects & provide loan opportunities under loan portfolios \$1,957,042 along with pursuing and implementing of certain funding opportunities for the following entities:**

\*EDC WC operating budget \$ 686,000,

\*EDC's WC new loan portfolio of \$500,000 (operation in 2016),

\*Warren County LDC Loan Portfolio of \$1,157,042 and reserve of \$587,214,

\*Glens Falls Local Development Corporation CEO; Budget \$170,000  
Loan portfolio of \$300,000 and reserve of \$ 350,000,

\*Glens Falls Industrial Development Agency CEO; Budget of \$272,000  
and IDA Projects totaling in 2015 \$28 M,

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

\*Glens Falls Community Development Budget \$500,000 including  
public infrastructure projects, housing rehabilitation and first time home  
buyers,

**\*Adirondack Gateway Council nearly 30 municipalities and organizations within Warren, Washington, and Northern Saratoga Counties, with successful conclusion of the \$900, 000 HUD Regional Planning Grant: including study and recommendations broadband/cell, infrastructure, agriculture, housing and transportation and economic development.**

### **Loans/Jobs**

**Working together with Warren County Local Development Corporation (LDC)-WCLDC and Glens Falls Local Development Corporation-GFLDC, EDC of Warren County assisted in providing loans awarded in 2015 totaling \$278,000 with total jobs 78 being retained and or created.**

**Adirondack Fishing Adventures, Weavetown/North Creek WCLDC  
Burlap & Beams Athol/Thurman WCLDC  
Celtic Attitudes Clothing LLC, Glens Falls WCLDC  
GFK9 Glens Falls WCLDC**

**Capital Area Plastic Surgery Glens Falls GF LDC,  
Ethan Hall Architects, Glens Falls GF LDC**

**Funding Assistance Opportunities  
Assist Businesses and Municipalities  
CFA NY Funding Applications  
Federal Funding & Private Foundations  
Letters of Support for various projects**

### **3. Funding and Business Assistance**

**\*EDC obtained funding in amount of \$100,000 to undertake Infrastructure (traffic study and proposed pedestrian-bicycle improvement) along 2.5 mile corridor of Exit 20-Rt 9 Queensbury,**

**\*Finch Paper Modernization Project (\$20M) with \$1 M ESD grant completed with EDC assistance,**

**\*Just Beverage-Glens Falls Queensbury commenced water bottling-packaging facilities in Queensbury and Glens Falls along with (20 jobs),**

**\*Etain LTD (family-run, women owned business), Chestertown awarded medical marijuana operating license (one of five awarded in New York - 25 jobs,**

**Apex Solar (solar energy systems for commercial and residential) based in Queensbury sustained growth with 125 employees and increase in sales,**

**\*Hacker Boat, Queensbury ongoing assistance in identifying new site locations following decision not to locate to Queensbury Industrial Park in 2015; EDC's intent is to exercise option contained in contract of sale and deed that provides this opportunity if project at this site did not commence in certain time period with purchase price being the same price as sale price to Hacker in 2014,**

**\*GF Parking Structure \$8 M Project 504 parking spaces completed in 2015), (Including preparation and receipt of \$3M NY ESD grant),**

**\*Bonacio Buicko Project 132, 000 sq ft mixed use complex \$32M Project commenced in 2015 with completion first quarter 2017,**

**\*Hudson Avenue Infrastructure Project; \$3.8m, City and NYS DOT,**

**\*Civic Center EDC Grant \$675,000(prepared funding application and initial grant agreement-new outdoor marquee, new arena LED lighting, Wi-Fi within the building, sound system improvement,**

**\*Advanced, supported and advocated Civic Center funding request to Governor's Office \$2M,**

**\*Brownfield Opportunity areas –South and Warren Street \$200,000,**

**\*EPA Regional Risk Assessment grant implemented \$600,000 for communities of Glens Falls, South Glens Falls, Town of Moreau, Town of Chester, City Properties with EPA Risk Assessment Completed:**

- 237 Ridge St ,Glens Falls, **SOLD**
- 18 Gage Avenue, Glens Falls, **SOLD**
- 34 Walnut St, Glens Falls,
- Leonard Street Former D&H Watch Tower Train
- **5 Culvert Street Glens Falls**
- 50-54 Park St, Glens Falls, Parking Garage
- South Street Paillon and Parking Lot) 25-33 South Street, Glens Falls
- Former 47-50 Cooper Street, Glens Falls,
- Hadley/Cole's Woods Site) 143 Dixon Road, Queensbury NY 12804
- Three Story Building) 46-56 South Street, Glens Falls
- Former AROXY Cleaners) 251 Warren Street, Glens Falls,

**EPA Job Training Program \$200,000(3 classes-approx. 5 to 6 weeks with 25 of 54 graduates presently employed), with assistance from Warren County One Stop, NYS Department of Labor, Local 773 Plumbers and Steamfitters(use of their facility),**

**\*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,

\*Assistance with City of Glens Falls, Glens Falls Hospital, Glens Falls Civic Center, Finch Pruyn funding from NYSERDA for micro grid study phase 1,

\*Assistance in the connectivity Town of Queensbury-Glens Falls inter municipal agreement which extended sewer capacity to Carey Park/Exit 18 Queensbury thereby permitting retail, commercial and Lodging accommodations-Hotels,

\*Prepared Urban Revitalization Investment (URI) CFA funding application for downtown redevelopment in which Capital Region Economic Development Council designated the Cities of Glens Falls and Albany for Pilot Program for state funding,

\*Worked with Senator Little in assisting Horicon's Historical Society in obtaining a \$100,000 state grant for improvements to their facility,

\*Expansion of Precision Extrusion building in Glens Falls at Technical Drive off of Dix Avenue with 7,000 square feet to its existing 15,000 sq. ft. building - investment of \$900,000,

\*Key Recreational Facilities:

>West Mountain - \$2.5 M investment with new summit chair lift, new LED lights and additional snow guns and pipeline improvements;

>Gore Mountain \$1.3 M improvements in trails, buildings, and snowmaking and grooming equipment;

>New Zip Line (3,450 foot zip line on French Mountain at Wild Ranch and Western Town;

>Six Flags Great Escape continued their expansion and diversity with renovation to Buccaneer Beach with more rides are expected in 2016.

\*Lake George was the site of two Hotel ground breaking ceremonies Marriot and Surfside,

\*Adirondack Thunder owned and operated by NHL Calgary Flames undertook it inaugural ECHL season; Glens Falls will host ECHL All Star games I January 2017,

\*Glens Falls 36 year streak of hosting the NYS Boys Basketball Tournaments at the Glens Falls ended in a controversy filled selection process. Tournament will move beginning in 2017 to Binghamton for 3 years. Glens Falls was awarded the Boys Federation Basketball for the next 3 years,

\*Community Development Comprehensive 5year Action Plan and first year budget was undertaken through public engagement public hearing process and adopted:

\*Department of Housing Urban Development Community Development Entitlement 2015 grant to the City was \$450,000 which included programs:

16 houses rehabilitated within City,

First Time Home Buyers Program in Glens Falls completed its funding cycle in \$200,000 with new application to assist potential recipients in Glens Falls along with expansion of this program to Warren County, Total of 10 houses were purchased by first time home buyers under this program,

Infrastructure improvements funded through this program in 2015 consisted of constructing new sidewalks and curbs along sections of Sherman Avenue in the 4<sup>th</sup> Ward, Katherine Street in the 1<sup>st</sup> Ward, curbing in designated area of 5<sup>th</sup> Ward, Streetscape improvements along Hudson Avenue in 4<sup>th</sup> Ward,

Scheduled work in 2016 will include continuation sidewalk curbing along Sherman Avenue in 4<sup>th</sup> Ward, Downtown-Neighborhood improvements in Exchange Street in 4<sup>th</sup> Ward, sidewalk improvements Along Walnut Street in 1<sup>st</sup> Ward,

Working with

\*On Going Site Selection for variety of businesses /manufacturing including wood pellet, wood products, and others

#### **4. Promotion/ Marketing**

Promote several sites for development throughout Warren County including Tech Meadow, Queensbury Business Park, Carey Park, South Queensbury (former Ciba Geigy site), Chestertown, Warrensburg, Warren Washington Industrial Development Agency and other properties including industrial, commercial and retail properties,

Market loan opportunities to various lending organizations.

#### **5. Regularly Scheduled Meetings-attendance-Outreach**

EDC Board of Directors board meetings and committee meetings

Glens Falls IDA,

Glens Falls LDC,

Glens Falls Civic Development Corporation,

Glens Falls Council Meetings,

Warren County Economic Growth and Planning,



Warren County LDC,  
Warren County Business Loan Review Committee  
Capital Region Economic Development Council meetings (CREDC) in  
Albany and other locations in region Rensselaer Technology Park,  
Union College, SUNY@Albany, Hudson Valley,  
Center for Economic Growth,  
Adirondack Gateway Council,  
Adirondack Glens Falls Transportation Council,  
Greater Glens Falls Transit System,  
Warren County Airport Marketing Committee,  
CREDC Infrastructure 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.

### **Speaking Engagements**

Service Organizations such as Rotary,  
Regular appearances on local radio stations for interview,  
Participated on Look TV (8) and other TV outlets,  
Mid-Atlantic Association of College of Business Administration,  
Participated in Town of Queensbury Roundtable April 2015,  
APA Local Government Review Conference Lake Placid April 2015,  
Apprenticeship Meeting May 2015,  
CEG CFA Collaborative RPI Technology Park June,  
Head Start Anniversary

## **6 Outreach & 2015 Highlights**

EDC conducted business outreach visitations and meetings totaling 102

Total 2015 active project pipeline of

Majority (approx. 75%) were/are manufacturing opportunities I.e. expansion or new location projects,

Notable highlighted projects that have been completed and/or announced that EDC assisted in 2015 outlined in this report,

Meeting with officials in Montreal Quebec, developers, officials in North Creek, Glens Falls. Queensbury, Stony Creek Chester, Horicon, Lake George, Lake Luzerne, Warrensburg and other communities,

Attendance at YMCA breakfast, United Way luncheon, Hudson Headwater Health Network,

Meetings with area estate firms, lending institutions, other economic development organization on economic development and other programs,

Meetings with potential group for filming in Warren County- seek to have greater film credit apply to Warren County (one of few counties where there is this higher film credit) summer/fall 2015 with assistance from Senator Little who is introducing necessary legislation,

Attended NYSEDC meeting and accreditation in Albany,

Meeting with NYS ESD officials and Finch Pruyn on modernization project,

Completed process July 2015 for EDC of Warren County to be subject to jurisdiction with NYS Authorities Budget Office, Public Authorities Accountability Act by submitting appropriate filing papers with NYS Attorney General's and NYS Department of State approval,

Continuation of upgrade of EDC Website- and email outreach placement of new marketing properties within Warren County including GFLDC's Tech Meadow, downtown commercial retail properties, and

Further enhancement websites, Twitter and Face book accounts.

## **7. EDC Events Hosting & Co Hosting**

EDC Breakfast 2015 Forecast with four representatives from businesses within the region : Media –Post Star Publisher Terry Coombs; Medical Device Manufacturer Joseph DeVivo President and CEO of AngioDynamics; Higher Education President Kris Duffy of SUNY @Adirondack; Financial Thomas Murphy President and CEO of Glens Falls National Bank January 2015 at Great Escape Lodge, Queensbury,

EDC Hosted State of State /Budget Review by Lt Gov Kathy Hochul at Crandall Library,

EDC & Gore Mountain (ORDA) Event, March 2015, North Creek,

EDC Sponsored Hockey Night at Civic Center March 2015,

EDC co-hosted the Capital Region Economic Development Council (CREDC) Upstate Revitalization Forum at SUNY and at Crandall Library,

EDC Annual Luncheon with focus on State of Health Care in our Region with President Diane Shrugue Glens Falls Hospital and Dr. John Rugger President and CEO of HUDSON Headwater Health Network, Great Escape Lodge Queensbury, May 2015,

EDC hosted Lakes to Locks annual meeting at Crandall Library; EDC participates with Lakes to Locks organization whose mission is to further appreciation, recognition stewardship and revitalization of the assets of the communities along interconnected waterways of the Upper Hudson River/Champlain, Champlain Canal, Lake George/Lake Champlain June 2015,

Adirondack Gateway Council Town Hall Meetings through region:  
Towns of Hadley- Corinth, Chestertown, Fort Edward, Salem Granville,  
Town of Moreau-South Glens Falls, Glens Falls summer 2015,

EDC hosted New York Secretary of State Perales for upstate regional  
forum at Queensbury Hotel August 2015,

EDC sponsored CFA URI Events at SUNY@Adirodack, Crandall Park  
with state officials, fall 2015,

EDC sponsored Planning and Zoning Forum Fort William Henry  
Conference Center, Lake George Fall 2015,

EDC hosted ground breaking ceremony for downtown parking garage  
and private development project totaling \$32M October 2015,

EDC /Community Development hosted first time homebuyer's forum at  
Crandall Library October 2015 with area banks, and real estate firms,

EDC hosted tour of EPA official within region November 2015,

EDC Annual Holiday Mixer at Travelers Building, Glens Falls,  
December 2015.

## **8. Oversight administrative**

A certificate of merger was approved by the New York State Department  
of State on July 8, 2015 as the Economic Development Corporation was  
named the surviving corporation of the merger between Economic  
Development Corporation and Hudson River Local Development  
Corporation. On August 26, 2015 Hudson River Local Development  
Corporation liquidated and transferred its assets, liabilities and net assets  
to Economic Development Corporation.

Implement daily, weekly monthly yearly administration tasks/duties  
Increase awareness of EDC organization; public private membership,

## **9. Administrative & Program Goals for 2016**

### **Administrative:**

- a. Increase membership and revenues through more active campaign by staff, board participation and volunteers (consisting of current /EDC members and other interested parties,
- b. Raise EDC profile/hits on web site social media benchmarks,
- c. Continue compliance efforts for EDC PARIS /PAAA,
- d. Office technology improvements upon move to new office location,
- e. Staff education development,
- f. Complete EDC strategic plan and commence implantation,
- g. With thanks and appreciation – EDC undertake move to another downtown location in 2<sup>nd</sup> quarter from current location 234 Glen Street – move is result of expansion by Glens Falls National Bank

### **Program Goals:**

Retain Jobs and Create Jobs,

Increase site visits (top 30 employers) along with visits among manufacturing and small businesses,

Encourage expansion of supply chain vendors with area businesses,

Continue downtown revitalization with quality comprehensive mixed use development with focus on South Street, and vacancies on Glen Street,

Renew URI grant funding request (Glens Falls being designated an urban Pilot funding) to NYS ESD

Expand EDC outreach beyond Warren County for development within Warren County,

Bolster attendance and sponsorship for EDC/GF LDC & GF IDA events:

Breakfast Forecast

Annual Luncheon Spring

Fall Zoning Planning Conference

Create new activities – business roundtables to be held in county

Holiday Mixer

Seek areas of corroborative events with Adirondack Regional Chamber of Commerce and other regional organizations,

Seek funding for broadband/cell improvements throughout County including increasing broadband capacity and speed within the urbanized areas of Glens Falls-Queensbury,

Completion of Exit 20 route 9 Traffic Corridor Study,

Assist economic efforts along key exits of interstate 87 Northway within County,

Market and develop business/industrial parks in County including Tech Meadows,

Implement new EDC- Lake Champlain-Lake George loan fund of \$500,000,

Collaborate with Warren County Tourism Department and arts/entertainment venues in region,

Grow partnership with Adirondack Gateway Council and specific issues including: broadband/cell, affordable housing, agriculture,

### **EDC Characteristics**

**You never change things by fighting the existing reality. To change something, build a new model that makes the existing model obsolete.”**

**– R. Buckminster Fuller**

### **EDC Warren County Organization & Leadership**

#### **Board of Directors:**

Chairman Arlene Girard

Vice Chair Chris Barden

Secretary Jeffrey Byrne

Treasurer Mitch Amado

#### **Other Board Members:**

Matthew Fuller

Kristine Duffy

Jim Siplon

Warren Washington County IDA Chair Bud Taylor representing Warren County

Supervisor John Strough representing Town of Queensbury

Judy Calogero representing City of Glens Falls

Charles Barton ex officio

Ed Bartholomew President & CEO

John Wheatley Vice President

Jennifer Switzer Director of Finance

Elaine Behlmer Office Administrator

Kristin Lory Office Assistant

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

**City of Glens Falls**

Mayor John A. Diamond

President of Council Dan Hall

Ward 1 Jim Campinell

Ward 2 Bill Collins

Ward 3 Jane Reid

Ward 4 Scott Endieveri

Ward 5 Jim Clark

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

**Glens Falls Industrial Development Agency Organization & Board of Directors**

Chair: Judy Calogero

Vice Chair: Lois Robinson

Secretary: Todd Feigenbaum

Treasurer: Lois Robinson

Assistant Treasurer: Dan Hall

Roy Thomas: member

John A. Diamond: member

Member Vacancy

Ed Bartholomew: CEO

Michael McCarthy CPA: CFO

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



**Glens Falls Civic Development Corporation**

Chair: Judy Calogero

Vice Chair: Lois Robinson

Secretary: Todd Feigenbaum

Treasurer: Lois Robinson

Assistant Treasurer: Dan Hall

Roy Thomas: member

John A. Diamond member

Member Vacancy

Ed Bartholomew CEO

Michael McCarthy CPA: CFO

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

**Greater Glens Falls Local Development Corporation Organization  
& Board of Directors**

Chair: John A. Diamond

Vice Chair: Todd Feigenbaum

Treasurer: Lois Robinson

Secretary: Judy Calogero

Members:

Dan Hall

Roy Thomas

Member Vacancy

Ed Bartholomew CEO

Michael McCarthy CPA; CFO

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

## **Glens Falls Community Development**

Mayor John A. Diamond  
Administrator Ed Bartholomew  
Bookkeeper Jackie Squadere

<http://www.cityofglensfalls.com/index.aspx?nid=59>

