

2018 ANNUAL REPORT

An abstract graphic on the left side of the page, consisting of several concentric, curved bands of blue and white, creating a sense of motion and depth, resembling a stylized wave or a spiral.

EDC building MOMENTUM

EDC building MOMENTUM



PRESIDENT'S MESSAGE

Throughout 2018, EDC Warren County observed promising signs of growth in our region. We have low unemployment. Our traditional industries are thriving, with medical device companies expanding and industrial operations continuing to grow.

Our tourism and recreation sector continues to develop, bringing visitors to the area and adding to the quality of life for residents. In terms of education, local schools, SUNY Adirondack and specialized vocational training programs – including the downtown Glens Falls opening of the SUNY Adirondack Culinary Arts Center – strengthen our workforce development.

In addition to the strength our local companies and projects demonstrate, New York State's investment in our region through the Downtown Revitalization Initiative in Glens Falls and Governor Cuomo's proposed infrastructure investment program are bringing about dynamic renewal. In the northern regions of the county, communities like Warrensburg, Chestertown, North Creek, and Brant Lake have projects underway with great growth potential. Protection and investment in preserving our waterways, including securing additional funding for Lake George's wastewater treatment plant, are critical.

EDC Warren County values and encourages the cooperative spirit in Warren County that makes this growth possible. We ask all local businesses, municipalities, and organizations to contact us on how we can assist in making a connection, securing funding, recruiting and training employees, and expanding facilities. With this synergistic approach, we are building momentum for the year ahead for additional infrastructure, improved cellular/broadband coverage, and a creative and productive workforce.

It is an honor to work alongside our industries, businesses, elected officials and residents of Warren County to further our sustainable growth while maintaining the Warren County way of life.

Ed Bartholomew
President & CEO



THANK YOU TO OUR MEMBERS

TITANIUM LEVEL (\$4000)



ADIRONDACK
TECHNICAL SOLUTIONS

finch

Your Local Bank
Glens Falls National
Bank and Trust Company



PLATINUM LEVEL (\$2500)

Ames Goldsmith Corp.
AngioDynamics
Barton International
CMI Communications
Cool Insuring Agency
Fort William Henry Corp.
Glens Falls Hospital

Gore Mountain (ORDA)
Harris Beach PLLC
National Grid
NBT Bank
Six Flags Great Escape
TD Bank, N.A.
The Queensbury Hotel

GOLD LEVEL (\$1000)

Adirondack Trust Co.
American Restoration &
Maintenance Corp.
Behan Communications, Inc.
Bonacio Construction, Inc.
Hudson Headwaters
Health Network
Lehigh Hanson, Inc.
Mahoney Notify-Plus Inc.
Marvin & Company, P.C.

M.J. Engineering and Land
Surveying P.C.
Peckham Materials
Phoenix Investors, LDC
PrimeLink
The Chronicle – Lone Oak
Publishing Co., Inc.
The LA Group
Umicore Technical Materials
North America Inc.
West Mountain (Apex Capital LLC)

SILVER LEVEL (\$500)

Andritz
Barton & Loguidice
BBL Construction Services, LLC
Berkshire Hathaway Home
Services Blake, REALTORS
Borgos & DelSignore, P.C.
Bread Loaf Corporation
CBRE-Albany
Center for Economic Growth
C.R. Bard
Creighton Manning
C.T. Male Associates, Inc.
Cutting Edge Group, LLC
D.A. Collins
Davies-Davies & Associates
Real Estate, LLC
Family YMCA of the
Glens Falls Area
Fitzgerald Morris Baker Firth P.C.
Hilltop Construction Co.
Hudson River Community
Credit Union
JMZ Architects and Planners, P.C.

JUST Beverages LLC
Keena Staffing, Inc.
Lake George Regional Chamber
of Commerce & CVB
Lake George RV Park
McPhillips, Fitzgerald &
Cullum L.L.P.
Meyer & Fuller PLLC
Miller Mechanical Services
Morris Products
Munter Enterprises
Pepe Productions
Queensbury Union Free
School District
Seeley Office Systems
Stewart's Shops
SUNY Adirondack
The Chazen Companies
The Michaels Group
Turner Construction
VMJR Companies
Whittemore, Dowen &
Ricciardelli, LLP

BRONZE LEVEL (\$350)

Adirondack Pub & Brewery
Adirondack Regional
Chamber of Commerce
Bartlett, Pontiff, Stewart &
Rhodes, P.C.
Feigenbaum Cleaners
G.A. Bove & Fuels
Hank's Quality Flooring
Jarrett Engineers
Little, O'Connor & Borie, P.C.

MLB Construction Services, LLC
Neil H. Lebowitz Attorney at Law
O'Brien Insurance Agency
Sano Rubin Construction
Services
Ski Bowl Village at Gore Mountain
Tech Valley Patent, LLC
Tech Warehousing LLC
The Fund for Lake George

EDC STAFF



JENNIFER SWITZER - Director of Finance

ED BARTHOLOMEW - President & CEO

JOHN WHEATLEY - VP - Business Development

KAREN LANGE - Office Assistant

SEWER & WASTEWATER INFRASTRUCTURE



Town of Bolton

Wastewater Treatment Improvements

The Town of Bolton will implement improvements at its wastewater treatment plant, main pump station, and wastewater collection system, including adding a wood chip bioreactor as a tertiary de-nitrification process. This project will reduce the amount of nutrients released in the Lake George watershed, helping to protect the lake from detrimental algal blooms.

Funding: \$1 million



Town of Hague

Wastewater Treatment Plant Improvements

The Town of Hague will install new control systems and perform other upgrades at its Dodd Hill and Cape Cod pumping stations. These wastewater treatment improvements will help prevent nutrients from entering nearby waterways, deterring harmful algal blooms.

Funding: \$230,625



Village of Lake George Infiltration and Inflow Study

An engineering report will identify sources of infiltration and inflow in the sanitary sewer collection system.

Funding: \$100,000



Town of Lake George Wastewater Pump Station Consolidation

The Town of Lake George will consolidate two of its pump stations, making upgrades to the lower pump station and installing sewer pipes and force mains. This will help protect Lake George from damaging algal blooms.

Funding: \$657,028



Warren County LDC

59 Lake LLC | \$40,000

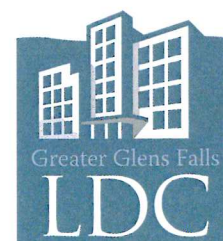
Through 59 Lake LLC, Darrah Land Surveying PLLC, a woman-owned surveying company, utilized funds from a local bank and \$40,000 from Warren County LDC to purchase a former restaurant in Luzerne. Darrah Land Surveying has been serving the Capital Region and Warren County since 2006, offering a full range of professional surveying services, including boundary surveying, topographic surveying, construction and GPS surveying.



Glens Falls LDC

Samantha's Café & Catering, Inc. | \$29,000

Woman owned local café that recently underwent ownership change. Funds from GGFLDC assisted in the buy-out of the business and working capital.



LOCAL FUNDING



FINANCING GROWTH

When businesses are planning to expand, EDC helps navigate approval processes and advises on securing funds through local and state programs. EDC assists businesses in obtaining financing via LDC loans, IDA funding, and awards made through the State's Regional Economic Development Councils. EDC worked with almost all Warren County applicants seeking State funding in 2018, focusing on conservation, commercial development, and infrastructure improvements.

COMMERCIAL PROJECTS



South Street Redevelopment Parking Structure

Funds will be used by the City of Glens Falls for construction of a 450-475 vehicle parking structure on South Street. This parking structure will serve residents and commercial tenants of the new mixed-use building as well as much needed parking for South Street businesses, visitors and shoppers.
Funding: \$1.5 million

STATE FUNDING



Rogers Memorial Park, Bolton

CONSERVATION & SUSTAINABILITY



Rogers Memorial Park Waterfront Sustainability Improvements

The Town of Bolton, implementing its recently approved Local Waterfront Revitalization Program, will improve recreational amenities by designing and constructing the final phase of Rogers Memorial Park. Construction will include a bandstand, terraced retaining walls, accessible sidewalks for pedestrians, parking area, burying overhead utility lines and stormwater improvements.
Funding: \$600,000



Finch Paper Lean Manufacturing Training

Finch Paper's training program will focus on four key skill areas: Lean Manufacturing, Management and Leadership, Six Sigma Quality, and Financial Planning and Control.
Funding: \$90,000



Schroon Lake Invasive Species Prevention and Control Program

Warren County and the Towns of Horicon, Chester and Schroon, will implement a comprehensive aquatic invasive species prevention and control program for the Schroon Lake Basin. Implementation will include a comprehensive boat inspection and decontamination program to remove aquatic invasive species and hand harvesting to remove Eurasian Watermilfoil. The project will implement the 2010 Schroon Lake Watershed Management Plan.
Funding: \$289,750



Development of Ski Bowl Mountain Inn

The Ski Bowl Mountain Inn at Gore Mountain is planning a multi-phase project with upwards of 40 units in North Creek. The inn will be a classic Adirondack hotel and will offer ski-in / ski-out accommodations, supporting Gore Mountain as a destination resort. The 2019 Phase for the Inn will include infrastructure, the main lodge and a 10-unit guest cottage. The Inn will be expanded in future phases to the full 40-room offering.
Funding: \$800,000



Warren County Erosion Control

The Warren County Soil and Water Conservation District will expand its county-wide roadside erosion and sediment control program by stabilizing 15-20 acres of bare roadside ditches. The project will improve water quality by reducing sediment and debris runoff entering bodies of water from roadside ditch erosion.
Funding: \$65,200



Climate Smart Communities

The City of Glens Falls will work with the Town of Queensbury to complete government and community greenhouse gas emissions inventories; develop a climate action plan; and assess government fleet inventory, operations, and policies in pursuit of Climate Smart Community Certification.
Funding: \$43,500

SHOWCASING LOCATION & ATTRACTING JOBS



CAREY BUSINESS PARK

- Up to 75 acres for sale or build to suit
- Quarter mile to Exit 18, I-87
- Zoned light industrial
- Municipal water, sewer extension underway



CHESTER INDUSTRIAL PARK

- 17 acres for sale or build to suit
- 3 miles to Exit 25, I-87
- Zoned industrial - APA Approved
- Proximity to timber, minerals



TECH MEADOWS

- Up to 35 acres available or build to suit
- Half a mile to Exit 18, I-87
- Shovel ready/expedited approval
- Municipal water and sewer
- Redundant fiber optics available
- Home of UA Local 773 Training Center with operational clean room technology



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



WARREN-WASHINGTON IDA INDUSTRIAL PARK

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

SUPPORTING TOURISM & RECREATION

NORTHERN WARREN COUNTY

GORE MOUNTAIN UPDATE

Continued development and infrastructure expansion took place in 2018 at Gore Mountain, with a snowmaking system overhaul, with more than 300 brand-new snow guns added and water-pumping capacity increased by as much as 42%. This allows Gore to open more trails earlier and expand terrain faster.

Gore also finished a large two-level addition to the base lodge that doubles its size, to seat up to 350 people and offer year-round facilities for banquets, weddings and conferences.

Gore was recently recognized for battling climate change: the operation has a 25-year purchase agreement to obtain power from a large 1,500-panel solar array and is also committed to ongoing snowmaking efficiencies and widespread use of LED lighting.



Gore Mountain base lodge addition

SOUTHERN WARREN COUNTY

The past few years have seen a proliferation of lodging in the southern basin of Warren County, near Exit 18 of Interstate 87. This helps to support tourism to both West Mountain ski area and the City of Glens Falls/Town of Queensbury, as well as providing respite for tourists on their way further north into the Adirondacks. In addition to the strong pull of the Great Escape amusement park at Exit 20, the new Lake George Expedition Park with its Dino Roar Valley attraction and the upcoming improvements to the Route 9 corridor will make visiting this area even more enjoyable.

WEST MOUNTAIN UPDATE

The ski area in southern Warren County recently upgraded one of its three chairlifts, improving accessibility and capacity, as well as comfort. In addition, the mountain has begun work on a \$2 million zipline and treetop aerial mountain adventure at the summit, both with the intention of transforming the resort into a year-round destination. West Mountain also offers mountain biking. EDC assisted West Mountain in obtaining CFA funding.



Mountain biking at West Mountain

ATTRACTING DEVELOPMENT

TWO FEDERAL OPPORTUNITY ZONES FOR WARREN COUNTY

EDC Warren County advanced two qualifying census tracts within Warren County to Governor Cuomo to be included within the Federal Opportunity Zones (FOZ), part of the US Tax Reform Act of 2017.

The two local municipalities—the Town of Johnsbury and the City of Glens Falls—now have an added mechanism to encourage private investment through the use of tax incentives.

Both zones are already the focus of investment and growth. The Opportunity Zone in Glens Falls includes the Downtown Revitalization Initiative district; in the Town of Johnsbury the tract contains the Village of North Creek and Gore Mountain ski area.

The Opportunity Zone program allows investors to defer taxes on capital gains by putting them into funds that will invest into the areas designated by local governments.

“EDC seeks to attract new investments, new businesses, and existing business that are looking to expand, such as projects and jobs that may be able to capture the tax benefits of these Opportunity Zones.”

Ed Bartholomew
President & CEO
EDC Warren County



Hudson Headwaters, Queensbury

EXIT 18 TAKES SHAPE

In the town of Queensbury at Interstate 87's Exit 18, several recently completed projects – including lodging accommodations and recreational facilities such as Sky Zone and Rocksport – are drawing visitors and serving local residents with important services. The new Hudson Headwaters building provides needed medical care to residents.

RECENT HIGHLIGHTS OF THE GLENS FALLS DRI

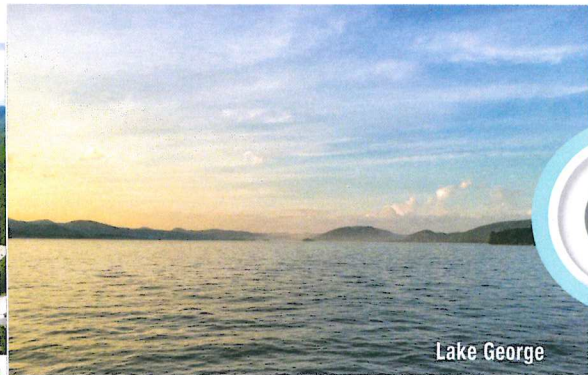
EDC Warren County is making sure that the \$10 million Downtown Revitalization Initiative awarded to Glens Falls and other urban initiatives by Governor Cuomo are bringing results. Two of the highlights in 2018 included the opening of the newly renovated, historic Park Theater (CFA award) and the launch of the new culinary facilities for SUNY Adirondack at 14 Hudson Avenue.



A SUNY ADIRONDACK

SEASONED
ESTD CULINARY EXPERIENCE 2018

MODERNIZING INFRASTRUCTURE



WATERWAY PRESERVATION

EDC Warren County has become very involved in helping to preserve the waterways of our area, forming partnerships with other regional organizations to prevent invasive species, road salt, and wastewater from damaging one of our most valuable natural resources and Adirondack tourist attractions. EDC was instrumental in securing funds from New York State for several wastewater and sewer infrastructure projects, and has joined the Fund for Lake George, which pursues science-guided solutions for the lasting protection of the lake.

The water quality of Lake George is fundamental to our regional economic vitality. EDC Warren County works with numerous organizations to ensure preservation and protection of this valuable natural resource. EDC's President has been appointed to serve on the Fund for Lake George Business Alliance.

WARREN COUNTY PATHWAY CORRIDOR

The Pathway Corridor (US Route 9 from NY Route 149 to Sweet Road in Queensbury) Exit 20 has been identified as a targeted growth area for investment, revenue and jobs for the region over the next 10 years.

Currently, the stretch is home to a varied mix of commercial businesses, including restaurants, service businesses, amusement/theme parks, and hospitality, municipal and private offices including a new expanded county court, freestanding retail, light manufacturing and a major regional outlet retail center.

The success and growth of this Corridor collectively over time has led to increased traffic and congestion beyond normal seasonal peaks that are associated with the region's position as a tourism/retail mecca.

A study currently underway will help to plan for upgrades and/or alterations to the existing traffic infrastructure. This study by Creighton Manning is funded by EDC Warren County, Warren County and National Grid.



CELL AND BROADBAND

EDC Warren County has worked collaboratively with many officials and organizations to advance cell and broadband access throughout the county. Greater attention and work need to be undertaken for northern Warren County in the coming year.



ADD INFRASTRUCTURE

EDC will work with Warren County, state and federal officials in securing additional funding to ensure roadways and bridges are safe to travel upon in Warren County.

DEVELOPING THE WORKFORCE

CULINARY CENTER TRAINS WORKERS

The new SUNY Adirondack Culinary Center opened in autumn 2018 at the 14 Hudson mixed-use complex in downtown Glens Falls, adjacent to Glens Falls Hospital. This is the first completed project in the city's Downtown Revitalization Initiative, supported with \$10 million in state funding.

The center includes a state-of-the-art commercial teaching kitchen, a dedicated gluten-free food preparation area, a classroom, and "Seasoned," a student-run, full-service restaurant. The new facility has a dual focus on education and economic development, serving as a training center for the workforce for hotels and restaurants that is essential to the region's tourism economy.



"This new culinary center is really the beginning of a new connectivity between downtown Glens Falls and SUNY Adirondack in Queensbury. We are grateful for the continued support and commitment by Governor Cuomo, Empire State Development Corp, NYS Department of State, Senator Betty Little and Assemblyman Stec for funding this project and other forthcoming Downtown Revitalization projects."

Ed Bartholomew
President & CEO
EDC Warren County

CAREER PATHWAYS UNDER REVIEW



EDC regularly partners with SUNY Adirondack, our local community college, on workforce development initiatives and applauds its participation in a five-college partnership. C5 aims to create new career pathways for Capital Region residents by identifying skill gaps, strengthening partnerships with local businesses, and developing new relationships between the colleges and workforce development entities.

AFFORDABLE HOUSING EXPANDING

In order to support the expansion of our regional workforce, EDC is working with developers and communities in the County in developing additional sites for affordable and workforce housing. Recent efforts in Glens Falls and Queensbury are promising:

Glens Falls: Regan Development Corp. has proposed a \$15 million workforce development complex called Broad Street Commons, with 73 affordable apartments and commercial space. Two connected, four-story buildings on six parcels of land would cover about 4 acres, bordered by Broad, Frederick and Staple streets.

Queensbury: Utilizing funds from a 2017 federal Community Development Block Grant obtained through the NYS Office of Community Renewal, the Town has worked with a consultant on an updated Affordable Housing Strategy, a draft of which was made available for public comment at the end of 2018. The final report will be completed in the first quarter of 2019 and implemented thereafter.



SHARING KNOWLEDGE

EDC ANNUAL LUNCHEON

In early July, IBM's Dr. John E. Kelly III spoke to over 225 executives attending the EDC Annual Luncheon at the Great Escape Lodge, providing insight into artificial intelligence and the rapidly growing field of cognitive computing/machine learning. He stressed his belief that major disruptive changes will occur in every industry, institution and lifestyle as a result.



IBM's Dr. John E Kelly III, SVP, Cognitive Solutions and IBM Research, with EDC President & CEO Ed Bartholomew

SOUTHERN ADIRONDACK PLANNING & ZONING FORUM

EDC Warren County hosted its annual Southern Adirondack Planning & Zoning Forum in the fall, bringing together experts from local and state government as well as engineers, planners, and others for a robust discussion of various topics, from storm water hazard mitigation to converting older motel and cottage properties.

COMMUNITY PARTNERSHIP EVENTS

EDC also partners with various governmental organizations, such as Governor Cuomo's Office and the offices of U.S. Senators Schumer and Gillibrand, Congresswoman Stefanik, NYS Senator Little, and Assemblyman Stec. EDC's work in 2018 with community and business organizations included a small business seminar in November and a December holiday mixer, which supported the charitable work of Big Brothers Big Sisters in the region.





LOOKING AHEAD

2019 EVENTS PREVIEW

As EDC works on your behalf, we invite you to invest and participate during 2019 in our events and activities.

Economic Outlook
Breakfast
January

Member Appreciation
Winter Gathering
March

Annual Luncheon
May

Southern Adirondack
Planning & Zoning Forum
September/October

KEY INITIATIVES

- Increase funding for the Lake George wastewater treatment plant
- Expand cellular and broadband service
- Assist affordable/workforce housing efforts
- Revitalization opportunities: City of Glens Falls, Lake George, Adirondack hamlets (Warrensburg, Lake Luzerne, Chester, Pottersville, North Creek)
- Promote development within the Glens Falls and Johnsbury Opportunity Zones
- Continue Downtown Revitalization Initiative progress in Glens Falls

EDC BOARD OF DIRECTORS AND BOARD MEMBERS

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Vice President - Business Services
Glens Falls National Bank & Trust Company

VICE CHAIRMAN

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Chief Operating Officer
North Country Janitorial, Inc.

SECRETARY

Matt Fuller
Attorney, Meyer & Fuller
Co-owner, Fountain Square Outfitters

TREASURER

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Judy Calogero
President, Calogero Partners LLC
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Kristine Duffy, Ed.D
President, SUNY Adirondack

Michael Pratt
President & CEO
Olympic Regional Development
Authority

Alexander Rotolo
Chief Financial Officer
Finch Paper Holdings LLC

Supervisor Matthew Simpson
Town of Horicon
Representing Warren County

Jim Siplon
Chief Operating Officer
JUST Beverages

Supervisor John Strough
Representing Town of Queensbury



ACKNOWLEDGMENTS

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

OFFICIALS

Governor Andrew Cuomo	Warren County Board of Supervisors	Lake George: Dennis Dickinson	<i>Warren County Administrator</i> Ryan Moore
U.S. Senator Charles Schumer	Chair: Ron Conover	Lake Luzerne: Gene Merlino	<i>Warren County Attorney</i> Mary Elizabeth Kissane
U.S. Senator Kirsten Gillibrand	Bolton: Ron Conover	Queensbury:	<i>Warren County Clerk</i> Pamela Vogel
U.S. Congresswoman Elise Stefanik	Chester: Craig Leggett	John Strough Town Supervisor	<i>Warren County Treasurer</i> Michael Swan
NYS Senator Betty Little	Glens Falls:	At Large Supervisors Matthew Sokol Douglas Beaty Mike Wild Brad McGowan	
NYS Assemblyman Dan Stec	Ward One: Jack Diamond Ward Two: Peter McDevitt Ward Three: Claudia Braymer Ward Four: Bill Loeb Ward Five: Ben Driscoll	Stony Creek: Frank Thomas	
City of Glens Falls Mayor Daniel Hall	Hague: Edna Frasier	Thurman: Cynthia Hyde	
Village of Lake George Mayor Robert Blais	Horicon: Matthew Simpson	Warrensburg: Kevin Geraghty	
	Johnsburg: Andrea Hogan		

STRATEGIC ALLIANCES

Adirondack Gateway Council Ed Bartholomew, CEO	Andrew Meader, <i>Member</i> Partner, 46 Peaks Studio	Lake Champlain-Lake George Regional Planning Board Beth Gilles Interim Executive Director	Saratoga Economic Development Corporation Dennis Brobston President
Adirondack-Glens Falls Transportation Council Aaron Frankenfeld Executive Director	Jeff Stark, <i>Member</i> President Greater Capital Region Building Trades Council F. Michael Tucker, <i>Member</i> President Tucker Strategies	Lake George Regional Chamber of Commerce Gina Mintzer President & CEO	Saratoga Warren Washington Workforce Investment Board Doug Leavens Executive Director
Adirondack Regional Chamber of Commerce Eric Gilbert, Six Flags Chair	Omar Usmani, <i>Member</i> Executive Partner Aeon Nexus Corporation	National Grid Katie Newcombe Senior Economic Developer	SUNY Adirondack Kristine Duffy, Ed.D. President
Business Council of New York Heather C. Briccetti, Esq. President & CEO	Joseph Wildermuth, <i>Member</i> VP, Peckham Industries <i>Ex Officio</i> Ron Conover, Chair Warren County Board of Supervisors Robert Henke, Chair Washington County Board of Supervisors	New York State Empire State Development Corporation Howard Zemsky, President & CEO Michael Yevoli Regional Director, Capital Region	Warren-Washington IDA Matthew Simpson Chair
Capital Region Economic Development Council (partial listing)	Center for Economic Growth Andrew Kennedy President & CEO	New York State Olympic Regional Development Authority Michael Pratt President & CEO	Warren County LDC Peter McDevitt Chair
Ruth H. Mahoney, <i>Co-Chair</i> Market President & Regional Retail Leader Key Bank-Capital Region	Fund for Lake George Eric Siy Executive Director	Plumbers & Steamfitters Local 773 Scott Martel Business Manager	Warren County One-Stop Career Center Chris Hunsinger Employment & Training Director
Havidán Rodriguez, <i>Co-Chair</i> President University at Albany	Glens Falls IDA Judy Calogero, Chair	Saratoga County Prosperity Partnership Martin Vanags President	Washington County Economic Development Laura Oswald Executive Director
David Buicko, <i>Member</i> President & CEO Galesi Group	Greater Glens Falls LDC Mayor Daniel Hall, Chair		Washington County Local Development Corporation Deanna Derway President/Executive Director
Bill Hart, <i>Member</i> VP, U.S. Business Operations Irving Tissue, Inc.			



Together building **MOMENTUM**

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
- Not-for-Profit Organizations
- Educational Institutions

EDC PRODUCES RESULTS FOR WARREN COUNTY

JOIN EDC TODAY

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Arleen Girard, Chair