

ESSEX COUNTY
Industrial Development Agency
Empire Zone
Capital Resource Corporation

ESSEX
COUNTY



in the park
industrial development agency

A healthy place to grow a business
A healthy place to grow a family
A healthy place to be...

Essex County IDA, Empire Zone & Capital Resource Corporation

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2013 ESSEX COUNTY IDA, EMPIRE ZONE & CAPITAL RESOURCE CORP. ANNUAL REPORT



IDA Mission...

Our mission is to create a viable business atmosphere that will attract compatible and diverse sustainable economic development opportunities while focusing on major assets, retention/expansion projects, quality of life and job creation.

Essex County IDA & Capital Resource Corp. Board of Directors

Chairman Darren Darrah, Town of Willsboro Resident
Vice-Chairperson James Bowen, Schroon Lake Business Owner (Adirondack Apothecary)
Treasurer & Secretary Charles Bryant, Moriah Business Owner (Bryant's Lumber)
Gerald Morrow, Supervisor, Town of Chesterfield
Matthew Courtright, Ticonderoga Chamber of Commerce
Joseph Kusalonis, Town of Chesterfield Resident
Jamie Rogers, Lake Placid Resident

Essex County IDA Staff

Carol Calabrese, Co-Executive Director and CEO
Jody Olcott, Co-Executive Director, CFO and Empire Zone Coordinator
Sarah LaFountain, Administrative Assistant

Essex County IDA & Capital Resource Corp. Professional Services

Briggs & Norfolk
2284 Saranac Ave.
Lake Placid NY 12946
Phone (518) 523-5555

Squires, Sanders & Dempsey
350 Park Avenue, 15th Floor
New York NY 10022
Phone (212) 872-9853

H. Sichertman & Company
5852 Forest Creek Drive
East Amherst NY 14051
Phone (716) 689-2980

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IDA Revolving Loan Program

The Essex County IDA revolving loan fund is available to new start up and expanding businesses located in the county. The loan program is a “gap” financing tool, which assist businesses to move forward with project development.

<u>IDA Revolving Loan Summary</u>	<u>IDA LOAN</u>	<u>TOTAL PROJECT</u>
Adir. Specialty Foods, Town of Chesterfield	\$79,000	\$90,000
Champlain Valley Senior Center, Town of Willsboro	\$270,000	\$7,390,767
Boyea’s Grocery & Deli, Town of Moriah	\$62,000	\$210,000
WD’s Grocery & Deli, Town of Newcomb	\$75,000	\$180,000
Essex Box & Pallet, Town of Chesterfield	\$225,000	\$900,000
Witherbee Carriage House, Town of Schroon	\$50,000	\$265,000
Normandie Beach Club, Town of Westport	\$57,000	\$1,024,805
S & W Ticonderoga, Town of Ticonderoga	\$300,000	\$4,000,000
Adirondack Meat Company, Town of Ticonderoga	\$315,000	\$1,730,000
TOTAL:	\$1,433,000	\$15,790,572

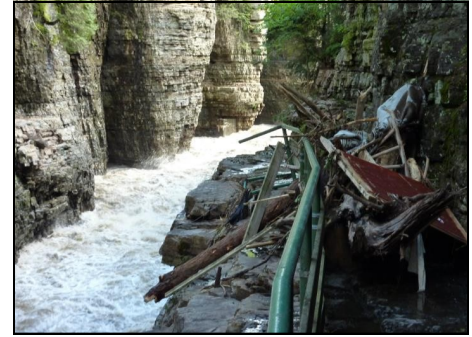
96 FULL-TIME JOBS CREATED, 9 FULL-TIME JOBS RETAINED



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LC Bridge/Hurricane Irene Loan Programs

The Lake Champlain Bridge and Hurricane Irene Loan Programs were created to assist businesses that were affected by the Lake Champlain Bridge closure and Hurricane Irene Flood damage. The Essex County IDA continues to manage the loans that have been disbursed from these programs to the impacted businesses.



Lake Champlain Bridge Loan Program

Ti Paint & Decorating Center	\$39,366.56
Wind Chill Factory	\$50,000
The Country Florist and Gifts	\$25,000
Crown Point Barbeque	\$19,211.50
Sugar & Spice Shoppe	\$25,000
The Towne Store	\$29,851
Westport Hospitality Investors	\$25,000
Westport Golf Investors	\$25,000
Denton Publications	\$50,000
TOTAL:	\$313,429.06

76 FULL-TIME & 32 PART-TIME JOBS RETAINED

<u>Hurricane Irene Loan Program</u>	<u>IDA LOAN</u>
Noon Mark Diner	\$27,500
TOTAL:	\$27,500

13 FULL-TIME, 2 PART-TIME & 20 SEASONAL RETAINED



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Financing Programs

Adirondack Meat Company

In June 2013, the Essex County IDA closed on a \$315,000 loan to be used for the purchase of equipment, inventory and supplies, furniture, fixtures, equipment, and working capital. Other economic incentives include a Straight Lease Back Transaction with sales tax exemption, mortgage recording tax abatement and a 10-year PILOT Agreement. The total project costs are \$1,730,000 for the 7,500 s.f. building which will accommodate (at maximum) 50 animals per day and create 12 new full-time



jobs in the first year and 15-18 in the second year. On behalf of the project the Essex County IDA also applied for and received through the 2nd round of CFA applications a \$165,000 Department of Agriculture Development Program grant and also a \$300,000 Empire State Development grant to assist with equipment purchases. The IDA assisted with the company receiving the status of the number “#1 Priority Project” from the North Country Regional Economic Development Counsel. Construction progressed quickly in the summer with over 60 construction workers from various trades. In late December the company received their Certificate of Occupancy and expect operations to begin in February and have 10 full-time employees.

Moses Circle Senior Apartments



In late 2012 it was determined the former Moses Ludington Hospital building could not be renovated and Liberty Affordable Housing immediately changed their plans and demolished the building. Construction of a new 27,000 square foot 31 unit senior living apartments has been completed and now has 28 residents. The Essex County IDA assisted the project through a Straight Lease Back Transaction with economic development incentives which included sales tax exemption and mortgage recording tax abatement. Total project cost is \$7.4 million with 2 part-time jobs being created along with 90 construction jobs during renovation. The project received tax credits from HUD to rehab the facility.

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Financing Programs

Champlain Valley Senior Community

Renovation of the 42,000 square foot school was completed in mid 2013 with a grand opening celebration held in June. The \$7.3 million project created 74 beds and is projected to create 30 new full-time jobs with an annual payroll of over \$1 million. The Essex County IDA assisted project with a \$270,000 loan to help finance the purchase of furniture, fixtures, equipment, and working capital as well as a Straight Lease Back Transaction with economic development incentives which included sales tax exemption, mortgage recording tax abatement and a 10-year Payment In Lieu Of Taxes (PILOT) Agreement. To date there are 45 residents at the facility.



Hotel at Mirror Lake

In 2012, the Essex County IDA approved and closed on a Straight Lease Back Transaction offering only the sales tax exemption to the Hotel at Mirror Lake. The construction was completed in June 2013 and included a 60,000 square foot, 97 unit hotel on a 2.6 acre lot. The total project cost was \$13.8 million. Hotel at Mirror Lake currently employs 20 full-time and 10 part-time employees.



International Paper

In June 2013 the Essex County IDA approved an application for tax-exempt environmental pollution bond financing for up to \$25 million. International Paper's Ticonderoga Mill had proposed four projects in the applications including: landfill expansion, wastewater treatment upgrades, boiler emissions (Federal reg. requirements) and NYS emissions requirement (combustion control in boiler). International Paper currently employs 614 employees. An additional 600-700 independent loggers and truckers also earn their living for providing wood to the mill. The mill's 2012 total payroll including benefits was \$51.1 million.



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Financing Programs

<u>Essex County IDA Bonds</u>	<u>Total Bond Financing</u>	<u>Actual Jobs</u>
Elizabethtown Community Hospital	\$7,600,000	132 FT, 25 PT
Will Rogers, North Elba	\$5,000,000	14 FT, 16 PT, 1 S
Hometown Anchor, Schroon Lake	\$1,300,000	5 FT, 9 PT
International Paper Company, Ticonderoga	\$69,860,000	598 FT, 4 PT
NC Comm. College Assoc., Ticonderoga	\$6,380,000	7 FT, 2 S

Straight Lease Back Transactions

Liberty Affordable Housing, Ticonderoga	\$7,400,000 total project	2 PT
Hotel at Mirror Lake, North Elba	\$13,800,000 total project	20 FT, 10 PT
Champlain Valley Senior Center, Willsboro	\$7,300,000 total project	31 FT
Adirondack Meat Company, Ticonderoga	\$1,730,000 total project	10 FT



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Marketing Summary & Outreach

The Essex County IDA continues to partner with the Regional Office of Sustainable Tourism to market and promote the County as a viable place to own and operate a business. In addition, The IDA continues to partner with NYS Empire State Development, National Grid, NYSEG, the NY Business Development Counsel and other regional and state opportunities to market the county.


Canadian Market

In the beginning of 2013 the IDA began working with National Grid and their Canadian marketing consultant. The consultant is working on developing website pages targeted toward Canadian businesses which will be added to the IDA website when completed. In December of 2013 the Essex County IDA met with the Quebec Director for Economic Affairs and toured four Essex County Businesses to promote businesses on both sides of the border. The purpose of the meeting was to establish an understanding of resources from the ECIDA and to help develop partnerships, resources and potential growth opportunities with Quebec. The Essex County IDA also applied to National Grid through their Cooperative Business Grant Program to establish relationships with Canadian chambers. The grant is a 50/50 match. The IDA applied for \$5,000. Total Project is \$10,000.



Essex County IDA Website

The IDA updated and revamped its website in the beginning of 2013 to attract more visitors seeking opportunities to startup, relocate or expand their business. Website pages were simplified to include pertinent site information as well as economic development benefits available to interested businesses.



THE MORIAH BUSINESS PARK
Essex County, New York State

• Located 11 miles to I-87
• Businesses may qualify for Empire Zone program
• Lots 3,4,5 &6 pre-permitted for immediate construction
• Municipal water and sewer (Town of Moriah) services on-site
• High speed internet access, fiber optics & 3-phase power available at park
• Road infrastructure

A healthy place to grow a business
A healthy place to grow a family
A healthy place to be

For more information:
www.essexcountyida.com
tel: 518-873-9114 / fax: 518-873-2011

Views/Hits

IDA website: 584,780 / 73,492

Leads

Letters to new EC Businesses: 214

Essex County Businesses: 1804

Telephone / Walk ins: 26

Outside of NYS: 563

Canada: 3,119

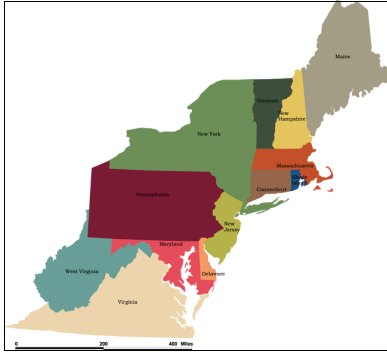
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Marketing Summary & Outreach

Marketing to the Northeast Region

The IDA continues to develop a targeted list of manufacturers located outside of New York State and Canada.

The IDA sends quarterly emails to these qualified businesses noting economic development benefits and sites available.



Essex County Businesses

The IDA staff devotes a significant amount of time reaching out to existing Essex County businesses (as most of the economic growth is coming from existing businesses) and ensuring they are aware of the services available through the IDA as well as our partnering agencies. The IDA is working on a database of existing Essex County businesses.

Adirondack Day in Albany

In April 2013, the Essex County IDA staff attended an Adirondack Day/Taste of the Adirondacks located in Albany. Adirondack Day was to market aspects of the Park and familiarize State politicians with the Adirondack Park demographics, businesses, cultures and etc. The Essex County IDA assisted Essex Pallet & Pellet in displaying their new grilling pellets and manned a booth promoting economic development within the Park.



SUNY Economic Summit

The IDA staff attended the SUNY Economic Summit meeting in New York City in May 2013 with North Country Community College. The meeting was to discuss strengthening the partnership between economic development agencies and educational institutions in New York State. Discussions included workforce development training, certificate programs and economic development opportunities.



FaceBook

The IDA created a FaceBook page in March 2013 and are continually updating the information and adding facts about Essex County.

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Business Development

Moriah Business Park

In 2013 the Essex County IDA began working with engineers at AES Northeast to begin plans for a 3,175 s.f. office on lot #4 at the park. The Moriah Business Park is a Shovel Ready park and received permit approval from the Adirondack Park Agency (APA) as well as a building permit from the Town of Moriah in early December 2013. Upon receipt the IDA contracted with Adirondack Concrete to pour the footers and frost walls. Construction will begin again in the spring of 2014 through their partnership with CV-TEC as well as a local general contractor High Peaks Carpentry. In the meantime the Essex County IDA will begin marketing the availability of this new space.



Town of Moriah



The ECIDA assisted the Essex County Planning office with application for (and subsequent award from the CFA Round #2) of a grant from the DOS in the amount of \$219,815 to assist the Town to restore the municipal beach and campground at Bulwagga Bay by stabilizing its severely eroding shoreline. This will stabilize the shoreline, maintain public waterfront access, allow for recreational use, and enhance the character of the campground. The Town will also work with the Village of Port Henry to develop a strategic plan for their recreational facilities that evaluates redevelopment potential and management options for increasing usage of these facilities. The IDA will continue assisting in the review committee for proposals submitted by consultants.

HRP Inc. Project

In June 2013, the Essex County IDA completed and received Adirondack Park Agency and Town of Ticonderoga Planning Board approval for the proposed HRP Inc. project. The project included three self-storage buildings and a retail building located on the property that is adjoining the Ticonderoga Commerce Park and Adirondack Meat Company land.

Schroon Lake Industrial Park

The IDA worked with the Town of Schroon to complete reconstruction of Industrial Park Drive up to Town specifications and deed the newly constructed road to the Town for further maintenance.

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Business Development

Westport Local Waterfront Revitalization Grant

The Essex County IDA continues to administer an Environmental Protection Fund SFY 2009-10 Local Waterfront Revitalization Program grant in the amount of \$25,000, total project \$50,000 for the Town of Westport to complete Economic Development plan to establish Westport as a cultural center and to identify resources, gaps and potential opportunities to cultivate niche markets.



Youth Counsel & Workforce Investment Board

The Essex County IDA participates on the Youth Council Committee and the Workforce Investment Boards. In May they awarded approximately \$260,000 for three educational partnership projects that are targeting low/mod income students.

Consolidated Funding Applications Round 3



The Essex County IDA spent significant time on the development of applications to the North Country Regional Economic Development Council.

The IDA staff assisted CFA applications include the following:

- North Country Community College—strategic planning & feasibility study funded \$55,000
- Inter Lake Health
- Fort Ticonderoga
- Elizabethtown Municipal Sewer
- Bridge Point Communications
- Town of Moriah Municipal Infrastructure
- Town of Moriah Main Street Program
- Town of Ticonderoga Water Project
- Town of Newcomb

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Grants Secured & Administered in 2013

The Essex County IDA received or assisted with several grant awards in 2012 & 2013

- Environmental Protection Fund—Town of Westport (Local Waterfront Revitalization Program) **\$25,000**
- National Grid—Cooperative Business Grant Program **\$5,000**
- New York State Department of Agriculture and Markets— Agriculture Development Program awarded the IDA **\$165,000** for the Adirondack Meat Company (a start up company) for the purchase of equipment
- Empire State Development awarded the Adirondack Meat Company (a start up company) up to **\$300,000** for the purchase of equipment and working capital.

Empire Zone Business Annual Reporting 2012

Reporting which was submitted in March 2013 was for the reporting calendar year 2012:

- 60 Empire Zone certified businesses
- 56 businesses reported, 4 businesses decertified for failure to report
- **1,137** full-time jobs, **505** part-time jobs, **\$94,894,116** annual payroll
- **\$8,987,032** in business investment
- **\$1,227,385** Empire Zone credits/benefits received



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The Essex County IDA continues to partner and assist with education, workforce development, incentive and quality of life driven issues in the County. IDA staff is actively involved on several decision-making boards:

Essex County Workforce Investment Counsel	Strategic Business Cluster committee
Regional Workforce Investment Board	Regional Youth Counsel Committee
North Country Alliance	Adirondack Harvest
Future of Westport Committee	TRA –Workforce Development Committee
Ti Co Op Development Committee	TRA—Focus Committee
Adirondack Partnership	Ti. Sewer Committee
CVES Business Advisory Committee	

Essex County IDA Real Property

Town of E'Town	Tax Map #55.84-4-7.100	0.56 acres	Class 464	\$231,000 assessment
Town of Jay	Tax Map #7.75-1-2.000	1.10 acres	Class 330	\$17,100 assessment
Town of Moriah	Tax Map #96.2-1-14.210	32.12 acres	Class 710	\$836,600 assessment
Town of Willsboro	Tax Map #30.12-3-1.000	5.00 acres	Class 330	\$24,800 assessment
Town of Willsboro	Tax Map #31.13-1-1.100	90.85 acres	Class 322	\$105,000 assessment
Town of Willsboro	Tax Map #30.12-2-15.110	0.44 acres	Class 311	\$800 assessment
Town of Willsboro	Tax Map #30.12-2-20.001	6.00 acres	Class 311	\$26,000 assessment
Town of Willsboro	Tax Map #30.12-2-15.220	0.01 acres	Class 311	\$100 assessment
Town of Willsboro	Tax Map #30.12-2-48.000	1.10 acres	Class 340	\$17,000 assessment

2013 Real Property Sales

None

2013 Business Park Lease

Moriah: Pre-Tech Plastics of Williston, Vermont lease includes 18,457 sq. ft. of manufacturing space and additional storage and office space. Term is May 1, 2011-April 30, 2016.

Moriah: High Peak Hospice includes 1,986 sq. ft. of office space. Term is November 1, 2011-October 31, 2014.

GUIDELINES FOR DISPOSITION OF PROPERTY

SECTION 1. DEFINITIONS

"Contracting Officer" shall mean the officer or employee of the Essex County Industrial Development Agency (hereinafter, the "Agency") who shall be appointed by resolution to be responsible for the disposition of property.

"Dispose" or "disposal" shall mean transfer of title or any other beneficial interest in personal or real property in accordance with Section 2897 of the Public Authorities Law.

"Property" shall mean personal property in excess of five hundred dollars (\$500) in value, and real property, and any inchoate or other interest in such property, to the extent that such interest may be conveyed to another person for any purpose, excluding an interest securing a loan or other financial obligation of another party.

SECTION 2. DUTIES

The Agency shall: Maintain adequate inventory controls and accountability systems for all property owned by the Agency and under its control; Periodically inventory such property to determine which property shall be disposed of; Produce a written report of such property in accordance with subsection B herewith; and Transfer or dispose of such property as promptly and practicably as possible in accordance with Section 2 below.

The Agency shall: Publish, not less frequently than annually, a report listing all real property owned in fee by the Agency. Such report shall consist of a list and full description of all real and personal property disposed of during such period. The report shall contain the price received by the Agency and the name of the purchaser for all such property sold by the Agency during such period; and Shall deliver copies of such report to the Comptroller of the State of New York, the Director of the Budget of the State of New York, the Commissioner of the New York State Office of General Services, and the New York State Legislature (via distribution to the majority leader of the Senate and the Speaker of the Assembly).

SECTION 3. TRANSFER OR DISPOSITION OF PROPERTY

Supervision and Direction: Except as otherwise provided herein, the duly appointed contracting officer (the "Contracting Officer") shall have supervision and direction over the disposition and sale of property of the Agency. The Agency shall have the right to dispose of its property for any valid corporate purpose.

Custody and Control: The custody and control of Agency property, pending its disposition, and the disposal of such property, shall be performed by the Agency or by the Commissioner of General Services when so authorized under this section.

Method of Disposition: Unless otherwise permitted, the Agency shall dispose of property for not less than its fair market value by sale, exchange, or transfer, for cash, credit, or other property, with or without warranty, and upon such other terms and conditions as the Agency and/or contracting officer deems proper. The Agency may execute such documents for the transfer of title or other interest in property and take such other action as it deems necessary or proper to dispose of such property under the provisions of this section. Provided, however, except in compliance with all applicable laws, no disposition of real property, any interest in real property, or any other property which because of its unique nature is not subject to fair market pricing shall be made unless an appraisal of the value of such property has been made by an independent appraiser and included in the record of the transaction.

Sales by the Commissioner of General Services (the "Commissioner"): When the Agency shall have deemed that transfer of property by the Commissioner will be advantageous to the State of New York, the Agency may enter into an agreement with the Commissioner pursuant to which the Commissioner may dispose of property of the Agency under terms and conditions agreed to by the Agency and the Commissioner. In disposing of any such property, the Commissioner shall be bound by the terms hereof and references to the contracting officer shall be deemed to refer to such Commissioner.

Validity of Deed, Bill of Sale, Lease or Other Instrument: A deed, bill of sale, lease or other instrument executed by or on behalf of the Agency, purporting to transfer title or any other interest in property of the Agency in accordance herewith shall be conclusive evidence of compliance with the provisions of these guidelines and all applicable laws insofar as concerns title or other interest of any bona fide grantee or transferee who has given valuable consideration for such title or other interest and has not received actual or constructive notice of lack of such compliance prior to closing.

Bids for Disposal, Advertising, Procedure, Disposal by Negotiation: Except as permitted by all applicable laws, all disposals or contracts for disposal of property made or authorized by the Agency shall be made after publicly advertised for bids except as provided in subsection 3 of this section.

Whenever public advertising for bids is required under subsection 1 of this section: the advertisement for bids shall be made at such time prior to the disposal or contract, though such methods, and on such terms and conditions as shall permit full and free competition consistent with the value and nature of the property proposed for disposition all bids shall be publicly disclosed at the time and place stated in the advertisement. The award shall be made with reasonable promptness by notice to the responsible bidder whose bid, conforming to the invitation for bids, will be most advantageous to the Agency, price and other factors considered; provided, that all bids may be rejected at the Agency's discretion.

Disposals and contracts for disposal of property may be negotiated or made by public auction without regard to subsection 1 and 2 of this section but subject to obtaining such competition as is feasible under the circumstances, if: the personal property involved is of a nature and quantity, which, if disposed of under subsections 1 and 2 of this section, would adversely affect the state or local market for such property, and the estimated fair market value of such property and other satisfactory terms of disposal can be obtained by negotiation the fair market value of the property does not exceed fifteen thousand dollars (\$15,000) bid prices after advertising therefore are not reasonable, either as to all or some part of the property, or have not been independently arrived at in open competition the disposal will be to the state or any political subdivision or public benefit corporation, and the estimated fair market value of the property and other satisfactory terms of disposal are obtained by negotiation the disposal is for an amount less than the estimated fair market value of the property, the terms of such disposal are obtained by public auction or negotiation, the disposal of the property is intended to further the public health, safety or welfare or an economic development interest of the Agency, the state or a political subdivision (to include not limited to, the prevention or remediation of a substantial threat to public health or safety, the creation or retention of substantial number of job opportunities, or the creation or retention of a substantial source of revenues, or where the authority's enabling legislation permits or other economic development initiatives), the purpose and the terms or such disposal are documented in writing and approved by resolution of the board of the Agency or such action is otherwise authorized by law.

An explanatory statement shall be prepared of the circumstances of each disposal by negotiation of: any property which has an estimated fair market value in excess of fifteen thousand dollars (\$15,000) any real property that has an estimated fair market value in excess of one hundred thousand dollars (\$100,000), except that any real property disposed of by lease or exchange shall only be subject to clauses (3 and 5) of this subsection. any real property disposed of by lease for a term of five (5) years or less, if the estimated fair annual rent is in excess of one hundred thousand dollars (\$100,000) for any of such years. any real property disposed of by lease for a term of more than five (5) years, if the total estimated rent over the term of the lease is in excess of one hundred thousand dollars (\$100,000). any real property or real and related personal property disposed of by exchange, regardless of value, or any property any part of the consideration for which is real property. Each such statement shall be transmitted to the persons entitled to receive copies of the report required under all applicable laws not less than ninety (90) days in advance of such disposal, and a copy thereof shall be preserved in the files of the Agency making such disposal.

This policy is subject to modification and amendment at the discretion of the Agency and shall be filed annually with all local and state agencies as required under all applicable laws. The designated Contracting Officer for the Essex County IDA is Jody Olcott, Co-Executive Director.

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2014 Goals & Projects

Empire Zone Program

Continue with administration requirements of the county-wide zone and work with grandfathered businesses to ensure they continue to receive benefits. Work also includes Business Annual Report submissions to NYS.

Business Park Development

Continue to market to attract new businesses and work with local business interested in expanding to the Chesterfield Commerce Park and the Moriah Business Park.

Continue partnership with CV-TEC and the development of the remaining acreage at the Moriah Business Park including construction of new office building on lot #4.

Grants/Loans/Business Development

Continue administration of:

- A. 1992 & 1998 CDBG grants of behalf of Essex County
- B. 2000,2002, 2004 & 2006 OCR grants on behalf of Essex County
- C. 2003 & 2004 USDA grants to the IDA
- D. Lake Champlain & Hurricane Irene grants to IDA

Administration and incentive reporting for Straight Lease Back transactions on-going:

- A. Champlain Valley Senior Center
- B. Adirondack Meat Company

Assist with close out of existing Town of Wilmington OCR micro-enterprise grant and also Dept. of State grant for the Town of Westport.

Continue to leverage the Essex County IDA Loan Fund Program to assist new start ups and expanding businesses in Essex County.

Administer \$165,000 Ags & Markets grant to Adirondack Meat Company.

Marketing

The IDA will continue to work aggressively with partnering agencies to market and promote the county's assets and strive to achieve the highest visibility to attract new businesses and industry that are compatible and diversified. The IDA will continue working with the partners market to target markets via development of email lists, updating website, and partnering with Canadian counterparts. The IDA will continue to work with NYS Empire State Development on the promotion of Essex County for economic development opportunities. The IDA will also continue to work with the workforce development and educational institutions to help develop a skilled workforce to ensure Essex County residents have an opportunity at jobs.