

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...

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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>
Wetherbee Carriage House, Town of Schroon	\$50,000	\$265,000
Aleeze Enterprises, Town of North Hudson	\$110,000	\$366,000
Bodette’s Barbecue, Town of Ticonderoga	\$18,000	\$176,000
Big Slide Brewery, Town of North Elba	\$540,000	\$1,840,000
Salt of the Earth, Town of North Elba	\$88,866	\$104,250
Moriah Country Club, Town of Moriah	\$25,000	\$50,000
Sugar & Spice, Town of Ticonderoga	\$25,000	\$25,000
TOTAL	\$856,866	\$2,826,250

75 FULL-TIME JOBS CREATED



Financing Programs

Trailhead Resort



In December of 2019, the Essex County IDA approved a 10-year PILOT Agreement to Trailhead Resort located on Lake Harris in Newcomb. The newly built restaurant and bar offers farm-to-table cuisine with a specialty of wood-fired pizzas along with local artisan beers and fine wines.



The dining room will also serve as a banquet/meeting facility and a destination for boutique weddings. The project is progressing and will have 4 year round glamping sites available in the near future.

Total project is \$1 Million. The project is expected to create 2 FT, 13 PT in year 1, 1 FT & 7 PT additional by year 3.

War Canoe Spirits



The IDA continues to work with War Canoe Spirits on the conversion of the old Historical structure in Crown Point into a new distillery operation/tasting room. This project contributes to the development of quality agriculture by increasing demand for local producers in the North Country and Champlain Valley region and generates economic growth and activity. The project will be a huge asset for the region with the creation of new job opportunities and will also become a tourist destination

that will compliment and enhance the historic significance of the region. In late 2019 the Essex County IDA began assisting War Canoe Spirits with amending current permit through the Adirondack Park Agency for the newly purchased former slaughterhouse building in Ticonderoga. The building will be used for manufacturing. Total project is projected to be \$4.6 million and will begin in 2020-2021.



Financing Programs

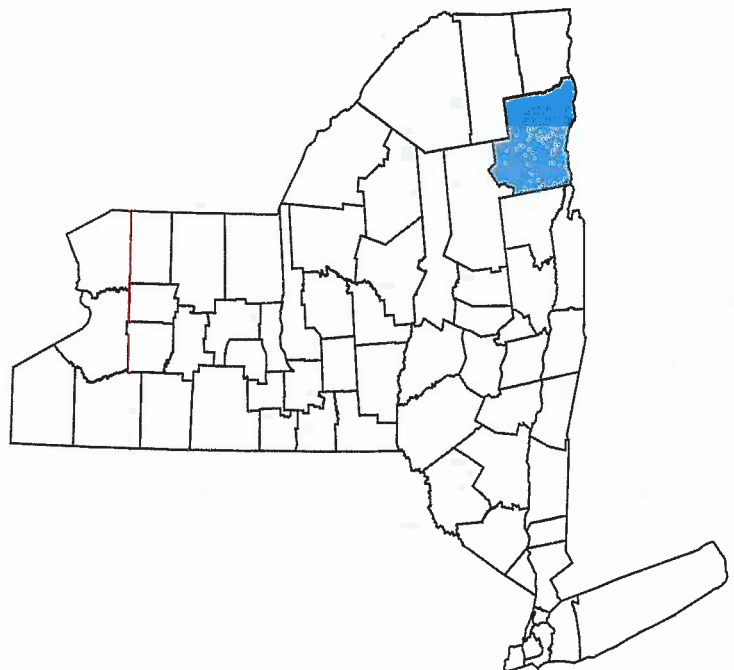
Adirondack Health Center



The Essex County Capital Resource Corporation (CRC) approved \$12 million for the Adirondack Health Center to construct the new 41,725 sf building at the Uihlein Campus providing emergency services, preventive medical services, procedure rooms and physical therapy functions. Their existing building located on Church Street was gifted back to the Town of North Elba. Construction began in 2018 and was completed in early 2019. In Essex County the Adirondack Health Center currently employs 44 FT and 20 PT employees.

International Paper

The Essex County IDA approved the refinance of a \$2.9 million environmental pollution bond to International Paper in September 2019. The Ticonderoga facility will take over portion Alabama operations in January while they upgrade equipment. The completed turbine generator project (\$4 million), additional cell for landfill needed and natural gas conversion has been successful. Current employment is 628 FT and 3 PT. The project financing closed in October of 2019.



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

Doing Business in the U.S.

The Essex County IDA was invited by and is now working closely with the North Country Chamber of Commerce in helping Canadian business owners understand how to start Doing Business in the U.S. Through the Chamber's partnership with the Montreal Board of Trade/World Trade Center and Quebec International, groups of 15-20 businesses come to the Chamber several times a year to learn about doing business in the U.S.. Existing and startup Canadian businesses pay a fee to participate in this event. Participants spend the morning at the border and customs then participate in a roundtable discussion at the North County Chamber with economic development specialists. The list of attendees is shared with the economic developers. The Essex County IDA takes the list and follows up with participants. Each attendee is also given a guide book at each seminar which gives a general overview of some of the things Canadians may encounter as they enter the U.S. market. The IDA has placed a full page ad in the guide book which will be valid for two years. The guide book is also forwarded to Canadian companies that inquire information.

Total number of Doing Business in the U.S. Leads: 125

<u>Doing Business in the US Seminar Lead Follow Up</u>	
Emails Sent for 2019	311
Emails Opened	71
Open Rate	22.8%

Leads

Letters to new EC Businesses: 142

Essex County Businesses: 1804

Telephone / Walk ins: 15

Location	# of Businesses
Outside of NYS	660
Canada	5,689

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.



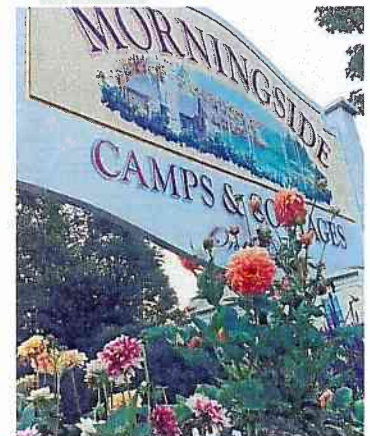
Business Development

Adirondack Park Upper Hudson Recreation Hub Grant

The Essex County Industrial Development Agency, in partnership with Essex and Hamilton Counties, was awarded an Adirondack Park Upper Hudson Recreation Hub Grant for a second round of the successful Microenterprise Program. The Microenterprise Grant Program was established to provide grants to eligible expanding or start up microenterprise businesses providing tourist accommodations in each community. Essex and Hamilton Counties were awarded \$506,762.50. The Essex County IDA administered the grants to the businesses that were awarded. All requisitions have been paid and the officially closed.

Businesses include:

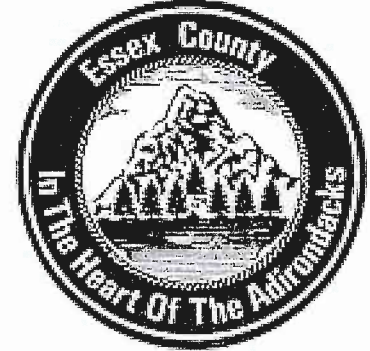
- Trailhead Resort (Newcomb) \$99,443
- Adirondack Growl & Grub (Long Lake) \$41,939
- The Coner (Long Lake) \$42,000
- Cloudsplitter Outfitters (Newcomb) \$59,105
- Morningside Camps and Cottages (Minerva) \$30,255
- Adirondack Hotel (Long Lake) \$42,303
- Yogi Bear's Jellystone Park (North Hudson) \$31,423
- Raquette River Outfitters (Long Lake) \$21,000
- Scoop's Ice Cream (Newcomb) \$31,500
- Indian Lake Chamber of Commerce (Indian Lake) \$8,913
- ADK Trading Post (Long Lake) \$28,882
- Adirondack Fishing Adventure (Indian Lake) \$16,923.43
- Adirondack Hamlets to Huts (Saranac Lake) \$31,183



Business Development

Essex County Workforce Development Committee

The IDA has been working with the County's Personnel Office and the Department for Social Services on employee recruitment in partnership with NCCC, CVTEC, WDI, NCWDB, NTYDOL, TACC, MCS, BVCS, ACAP and NYSED. The County's shared their employment needs and the challenges they are facing with continually receiving smaller pools of applicants. There is a growing list of employment opportunities at the County from entry level on up. The committee is working with the County on several initiatives including attending a career fair at the NCCC Ticonderoga campus over the summer, attending other career fairs this fall, scheduling visits at local high schools and NCCC, increasing marketing through social media, advertising, along with other opportunities in development. Mad City Money Reality Fair was held in March of 2020 with 100 students in attendance. Essex County Community Development Day to be held in 2020 and a job fair at Moriah Central School in April 2020.



Youth Counsel & Workforce Investment Board

The Essex County IDA is a member of the Essex County Council, Youth Council Committee and the Workforce Investment Boards. The North Country Workforce Development Board is a public-private partnership that works across the boundaries of professional, personal, educational, and cultural experience. The Youth Council's mission is to build and support a regional youth workforce system and to manage state and federal workforce-development funds on behalf of vulnerable youth throughout the North Country.



OneWorkSource
 Business & Employment Center

A proud partner of the [americanjobcenter](#) network

International Paper Workforce Development Committee

International Paper's school-to-work committee is comprised of representatives from IP, the Essex County IDA, high school guidance counselor's & technology teachers from Essex County, the Workforce Development Institute, CVTEC, NCCC, Ticonderoga areas Chamber of Commerce and the North Country Workforce Development Board. The committee was created to identify problems and skill requirements and to develop optional solutions to address the shortage of qualified people. The objective is to increase the pool of job applicants with qualified candidates to fill IP's job needs for their anticipated vacancies over the next 5 years. The IDA is continuously working with IP to schedule visits to local schools, hosting a meeting on site for local high school administration, career fairs and strengthening local and regional workforce development partnerships. A new focus on the Fort Drum area and retired or highly skilled employee recruitment.

INTERNATIONAL  PAPER

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:

Regional Workforce Investment Board
 Essex County Workforce Council
 Regional Youth Counsel
 Adirondack Harvest Board
 North Country Alliance Board
 Adirondack Partnership Board
 Adirondack Partnership Grant Committee
 CV-TEC Division Advisory Council
 CV-TEC Business & Industry Education & Training Committee—Mineville Campus
 NCCC Business Advisory Committee
 Business in the Adirondacks Committee
 Lake Champlain/Lake George Regional Planning Board Loan Committee
 International Paper Workforce Development Committee
 Essex County Workforce Committee

Essex County IDA Real Property

Town of E'Town	Tax Map #55.84-4-7.100	0.56 acres
Town of Jay	Tax Map #7.75-1-2.000	1.10 acres
Town of Moriah	Tax Map #96.2-4-16.1	2.55 acres

2019 Real Property Sales

No sales to report

2019 Property/Building Leases

Moriah Lot #4: High Peak Hospice lease of 3,2000 sq. ft. of office space (ten year lease).

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

Market the Chesterfield Commerce Park to attract new businesses and work with local business interested in expanding as well as permit sporting complex on recently sold lot #4.

Secure lands for the expansion of the Moriah Business Park.

Grants/Loans/Business Development

Marketing, administration and delivery of:

- A. Ticonderoga Micro-Enterprise Grant

Continued administration of revolving loan funds:

- 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. High Peaks Distributing
- C. Champlain Valley Milling
- D. Paradox Brewery
- E. Pre-Tech Plastics
- F. Saranac Lake Resort
- G. Northwoods Inn

Marketing

Continue working with the partners to target markets via development of email lists, updating website, and partnering with Canadian counterparts, NYS Empire State Development, New York State Economic Development Council, on the promotion of Essex County for economic development opportunities. The IDA will also continue participating in the "Doing Business in the US" seminars held through the NC Chamber.

Workforce Development

Continue work from 2015 on the business and industry needs of Essex County businesses including the AIME program and career fairs at local schools.
