

2023 Annual Report

Essex County IDA, Empire Zone & Capital Resource Corporation

7566 Court Street, PO Box 217
Elizabethtown, NY 12932
Phone: 518-873-9114
Email: info@essexcountyida.com
Website: www.essexcountyida.com

At a Glance

Revolving Loan Programs	Financing Programs	Marketing	Business Development	Goals & Projects



A healthy place to grow a business

A healthy place to grow a family

A healthy place to be

Board Members

Name	Role	Description
Darren Darrah	<i>Chairman</i>	Town of Willsboro, Resident
James Bowen	<i>Vice-Chairperson</i>	Essex County Business Owner (Moriah Pharmacy, Schroon Apothecary, Willsboro Pharmacy)
Jamie Rogers	<i>Treasurer & Secretary</i>	Lake Placid, Resident
Roy Holzer	<i>Board Member (2020-2023)</i>	Supervisor, Town of Wilmington
Matthew Courtright	<i>Board Member</i>	Executive Director, Ticonderoga Chamber of Commerce
James Monty	<i>Board Member</i>	Supervisor, Town of Lewis
John Boyea	<i>Board Member</i>	Moriah Business Owner, (Boyea's Grocery & Deli)

Staff

Name	Role
Carol Calabrese	<i>Co-Executive Director and CEO</i>
Jody Olcott	<i>Co-Executive Director, CFO and Empire Zone Coordinator</i>
Sarah Brown	<i>Administrative Assistant</i>

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.

Professional Services	
Briggs Law Firm LLP.	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
The Harrison Studio	160 Washburn Street, Suite 200, PO Box 473, Lockport, NY 14095 Phone: (716) 462-6600
Boulrice & Wood, CPAs, PC	206 West Bay Plaza, Plattsburgh, NY 12901 Phone: (518) 561-3790

Revolving Loan Programs

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 assists businesses to move forward with project development.

HUD Revolving Loan Summary	IDA Loan	Total Project
Witherbee Carriage House, Town of Schroon	\$50,000	\$265,000
Aleeze Enterprises, Town of North Hudson	\$110,000	\$366,000
Big Slide Brewery, Town of North Elba	\$540,000	\$1,840,000
TOTAL	\$700,000	\$2,471,000

Hurricane Irene Revolving Loan Summary	IDA Loan	Total Project
Moriah Country Club, Town of Moriah	\$25,000	\$50,000

COVID-19 Loan Summary	IDA Loan	Total Project
R.A. White Construction, Town of Ticonderoga	\$25,000	\$25,000
Optics of Ticonderoga, Town of Ticonderoga	\$19,873	\$19,873
Green Goddess Natural Foods, Town of North Elba	\$24,300	\$24,300
MB Design & Build/Mossbrook, Town of Chesterfield	\$25,000	\$25,000
Simply Gourmet, Town of North Elba	\$15,000	\$15,000
Denton's Bare Necessities, Town of Lewis	\$25,000	\$25,000
Sharp Rock Corporation, Town of Westport	\$25,000	\$25,000
Salt of the Earth, Town of North Elba	\$25,000	\$25,000
TOTAL	\$184,173	\$184,173

USDA Loan Summary	IDA Loan	Total Project
War Cannon Spirits, Town of Crown Point	\$130,000	\$5,117,750
Lake Placid Property Two, Town of North Elba	\$70,000	\$1,334,002
Pencil & Paper Restaurant, Town of Ticonderoga	\$170,000	\$435,343
TOTAL	\$370,000	\$6,887,095

Financing Programs

This \$25 million project included the purchase and renovation of the former Word of Life facility. The project included renovating the main building into 69 hotel rooms, converting William Motel to 25 suites, converting 9 seasonal chalets, 8 seasonal cabins and 10 glamping sites, event destination with theater, restaurant and mini golf. Approximately 25 construction jobs were supported during construction. At this current time the business has 35 full-time, 8 part-time and 12 seasonal employees. The Essex County IDA approved and provided sales and tax exemption and mortgage recording tax abatement incentives in 2022 and in 2023 approved a 10-year PILOT Agreement. A ribbon cutting ceremony was held in June 2023 with the business being operational since.

Brown Swan Resort



Dual Development



In early 2021, the Essex County IDA approved a straight lease back transaction to Dual Development in the Town of North Elba which included sales and use tax exemption. Dual Development has demolished the existing Howard Johnson hotel and have replaced it with a new 105,000 square foot 185-room Cambria hotel. The business currently employs 20 full-time, 10 part-time and 10 seasonal employees. The total project cost was \$36 million. A groundbreaking ceremony was held in June 2022 and the hotel opened on October 28, 2023.

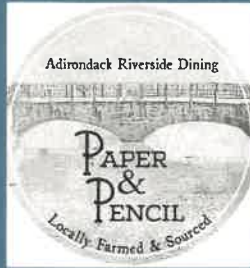
The Essex County IDA continues to work with War Cannon Spirits on the conversion of the old historical structure in Crown Point into their flagship location including retail store and restaurant. This project contributes to the development of quality agriculture by increasing demand for local producers in the North Country and Champlain Valley region and generates economic growth and activity. War Cannon Spirits was awarded \$705,000 from Empire State Development in 2017. In 2021 the IDA worked with the Town of Ticonderoga and the Adirondack Park Agency to amend existing permits and revised the building use to distillery and warehousing operations for newly acquired Ticonderoga facility (formerly Adirondack Meat Co building). In June 2022, the IDA closed on a loan to War Cannon Spirits in the amount of \$120,000 to be used for working capital. Total project for Crown Point facility was \$5.1 million. The business has been open since December 2022.

War Cannon Spirits



Paper & Pencil Restaurant

The Trailhead Restaurant Group was formed to provide a year-round farm to table, customer service focused, local restaurant which will do business as The Paper & Pencil. The restaurant will be located at the newly renovated former Roofer's banquet hall



located in Ticonderoga offering a wide range of locally procured food and drink for not only the restaurant but for banquets and catering. In August of 2023, the Essex County IDA approved on a loan in the amount of \$170,000 to The Trailhead Restaurant Group dba Paper & Pencil to be used for furniture, fixtures and equipment, machine and working capital. The projected employment is 27 full-time and part-time employees. Total project cost is estimated to be \$2 million. The official opening date of the business is to be announced.

In July 2018, the Essex County IDA approved a straight lease back transaction with sales and use tax exemption to the Northwoods Inn located on Main Street in Lake Placid. Construction and renovations began in late fall 2019 which included upgrading rooftop to include outdoor space, elevator upgrades, heating and AC upgrades as well as parking upgrades behind building and additional retaining walls. The \$24 million project saw considerable delays with materials due to COVID. The business just held their "soft opening" on August 31, 2022 with a new name, The Grand Adirondack Hotel and a new look. Construction of the rooftop bar and event space were completed in the Spring of 2023.

Northwoods Inn

(Grand Adirondack Hotel)



Town of Ticonderoga 487 Solar PILOT Program



The Essex County IDA entered into a Memorandum of Understanding with the Town of Ticonderoga in June 2021 to administer the Town of Ticonderoga's 487 Solar PILOT Program. The MOU includes administration of their program for 3 years. The Memorandum of Understanding has provided the IDA the ability to negotiate, enter into and administer agreements for PILOT benefits with owners, operators or sponsors of solar energy equipment systems as are defined in New York Real Property Tax Law 487. To date the IDA has completed six 487 PILOT Agreements on behalf of the Town, School and County.

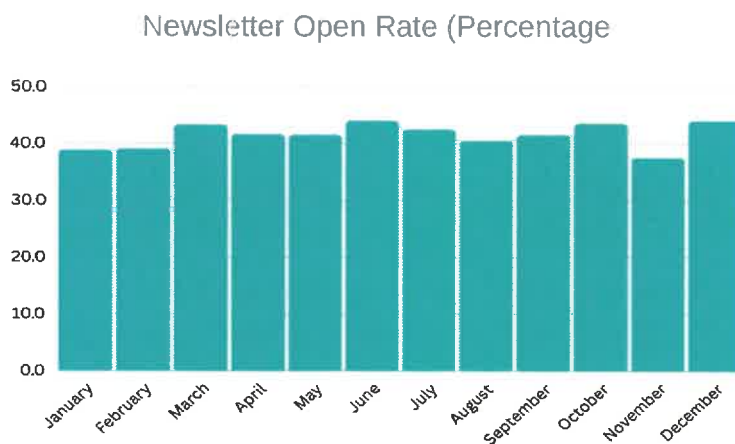
IDA/CRC Bond Summary	Bond Amount	Current Employment
Elizabethtown Community Hospital, Town of Elizabethtown	\$6,160,000	246 FT, 26 PT
Alpine Adirondack (Will Rogers), Town of North Elba	\$5,000,000	17 FT, 10 PT, 1 S
International Paper Company, Town of Ticonderoga	\$17,900,000	626 FT, 1 PT
North Country Community College, Town of Ticonderoga	\$1,845,000	5 FT, 20 PT
North Country Community College, Town of North Elba	\$1,685,000	1 FT
Adirondack Medical Center, Town of North Elba	\$9,500,000	39 FT, 31 PT
North Country School (Camp Treetop), Town of North Elba	\$7,100,000	72 FT, 2 PT, 5 S
89 Greenwood Street Apartments, Town of North Elba	\$17,257,000	2 FT, 4 PT
TOTAL	\$66,447,000	1008 FT, 95 PT, 6 S

IDA Straight Lease Back Transaction Summary	Total Project	Current Employment
Champlain Valley Senior Center, Town of Willsboro	\$7,300,000	45 FT, 13 PT
High Peaks Distributing, Town of St. Armand	\$2,000,000	39 FT, 3 PT
Paradox Brewery, Town of North Hudson	\$5,600,000	20 FT, 18 PT, 20 S
Pre-Tech Plastics, Town of Moriah	\$530,000	22 FT, 1 PT
Trailhead Resort, Town of Newcomb	\$2,000,000	1 FT, 3 PT
Champlain Valley Milling, Town of Willsboro	\$4,245,000	6 FT
Dual Development, Town of North Elba	\$36,000,000	20 FT, 10 PT, 10 S
Brown Swan Resort, Town of Schroon	\$25,428,371	35 FT, 8 PT, 12 S
TOTAL	\$83,103,371	188 FT, 56 PT, 42 S

Our Year in Numbers

Marketing

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 NYS Business Development Council and other regional economic development entities.



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) as well as new businesses. The IDA utilizes a weekly newsletter to detail funding available, guidelines, updates and technical assistance that is available through IDA services as well as partnering agencies.

Leads

Letters to new Essex
County Businesses



204

Essex County
Businesses

1891



The IDA continues to develop a targeted list of manufacturers located outside of New York State and in Canada. The IDA sends quarterly emails to these qualified businesses noting economic development benefits and sites available.

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

Business & Grant Development

Town of North Elba 2023 Main Street Construction Economic Hardship Business Emergency Grant Program



In December of 2022, the Essex County IDA was awarded a second round of funding in the amount of \$264,000 to help alleviate the hardship Main Street businesses incurred during construction. Thirteen businesses were awarded funding in the Spring of 2023. The Essex County IDA will continue to meet with these businesses and monitor their business activity until December 2025. The businesses awarded are as follows:

Adirondack Foot Sanctuary	\$20,000
Critters	\$15,866
The Studio Upstate	\$20,000
Darrah Cooper Jewelers	\$20,000
Green Goddess Natural Foods	\$20,000
The Haus	\$15,866
Irish Treasures	\$20,000
Just Bead It	\$20,000
Mirror Lake Boat Rentals	\$15,867
Newman's News	\$20,000
Origins Coffee	\$20,000
Placid Planet	\$20,000
Salt of the Earth Bistro	\$10,001

WhistlePig Rye Whiskey



In 2017 the IDA began their partnership with WhistlePig Rye Whiskey, a distillery located in Shoreham, Vermont. Over the past 6 years they have constructed eleven 14,000 square foot buildings to both process, bottle and warehouse their product. As of August of 2023, three additional 14,000 square foot buildings have been permitted and will be constructed as needed. WhistlePig Rye Whiskey currently has 33 full-time employees running three shifts.

The Essex County IDA has partnered with AES Northeast to design and permit a new 5,200 square foot four suite office building. The IDA plans to construct the building utilizing their ongoing partnership with CV-TEC's Mineville campus, both the environmental conservation and the building trades classes with off-site training opportunities. The Essex County IDA will begin marketing the available suites to interested businesses and the suites will be completed as per tenant needs.

Moriah Business Park Lot #11 Development



Essex County Housing Task Force



The Essex County Housing Task Force was formed to help envision safe, healthy and attainable housing to improve the quality of life for all Essex County Community members. The task force was developed to build opportunities to strengthen and improve Essex County neighborhoods, through the following:

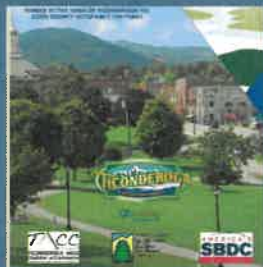
- Redeveloping under-utilized properties to better serve the community
- Eliminating the harms and liabilities of hazardous properties
- Returning vacant, blighted, abandoned and tax delinquent properties to productive use and making them affordable to qualified consumers and developers to stimulate economic growth and support community development to meet its needs
- Developing and improving available housing stock to increase housing opportunities
- Preserving established housing for the current and next generations

The Essex County IDA was appointed as a member of the Town of Ticonderoga DRI Local Planning Committee to assist the community to develop a financial investment plan to submit to the NYS Department of State to help identify projects for grant awards. The New York State DRI typically provides \$10 Million to individual communities to transform their downtown neighborhoods into vibrant centers for community members and visitors. The key to these transformations would be to attract redevelopment, business, job creation, and economic and housing diversity.

Ticonderoga Downtown Revitalization Initiative (DRI)



Ticonderoga Micro-Enterprise Grant Program



A small business grant program was made available in the Fall of 2023 to businesses located in the Town of Ticonderoga. The 2023 Ticonderoga Microenterprise Grant Program funded by the Town of Ticonderoga via Essex County Occupancy launched in September. The Essex County IDA was awarded \$50,000 from the Town, capitalizing the grant. The funding was to be used to assist local tourism related businesses who were looking to expand services, inventory and or resources. The following businesses were awarded:

• Brookwood RV Park, LLC	\$10,000
• Ticonderoga Natural Foods Co-op, Inc.	\$10,000
• Small Town Boutique	\$10,000
• Montcalm Liquors, Inc.	\$8,000
• Fox & Fern Adirondack Mercantile, LLC	\$7,000
• Ticonderoga Trading Post	\$5,000

The Essex County IDA applied for and was awarded a grant in the amount of \$300,000 from the USDA Rural Business Development Grant Program. The IDA marketed these available funds to existing Essex County business contacts as well as continued discussions with regional banks and

USDA Rural Business Development Grant



economic development entities seeking to partner on new and existing projects. In August 2023 the IDA approved a loan in the amount of \$170,000 to Trailhead Restaurant DBA Paper & Pencil in Ticonderoga which secured the remaining balance of the grant. Other loans from these funds include War Cannon Spirits in Crown Point and Lake Placid Property Two in Saranac Lake.

Youth Counsel & Workforce Investment Board



The Essex County IDA is a member of the Regional 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 in school and out of school youth workforce system and to manage state and federal workforce-development funds on behalf of youth throughout the North Country.

The Essex County IDA is an advisor on the ANCA's Center for Businesses in Transition which addresses the loss of area businesses by providing matchmaking services with potential buyers, access to planning tools and connection with existing services. The Center is a dynamic partnership between regional organizations and individuals invested in the retention of local businesses and the future of our communities. Workshops have been held to help evaluate business performance and potential sale price.

Center for Businesses in Transition Partnership



Active participation on Boards and Committees

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
- CV-TEC Division Advisory Council
- CV-TEC Business & Industry Education & Training Committee - Mineville Campus
- NCCC Perkins Local Advisory Council - to assist with the Community Local Needs Assessment (CLNA)
- CV-TEC Perkins Local Advisory Council - to assist with the Community Local Needs Assessment (CLNA)
- Lake Champlain/Lake George Regional Planning Board Loan Committee
- Essex County Workforce Committee
- Ticonderoga Downtown Revitalization Initiative Committee
- NCCC Advisory Board
- Town of Essex Main Street Improvement Strategy Member
- Town of Westport Main Street Improvement Strategy Member
- Town of Crown Point Main Street Improvement Strategy Member
- Town of Jay Economic Development Committee
- Town of Ticonderoga Economic Development Committee

Essex County IDA Real Property

Town of Elizabethtown	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 #96.2-4-16.110	1.05 acres

Town of Moriah	Tax Map #96.2-4-1.300	2.73 acres
Town of Moriah	Tax Map #96.2-4-2.000	15.87 acres
Town of Moriah	Tax Map #96.2-4-1.100	22.3 acres

2023 Real Property Sales

Tax Map #96.2-4-1.400 (5 acres) sold to Moriah BP LLC. for \$90,750 in November 2023.

2023 Real Property Purchases

No purchases in 2023

2023 Property/Building Leases

Moriah Lot #4: High Peak Hospice lease of 3,200 sq. ft. office space (ten year lease)

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 practicable 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 reasonably 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 of 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.

Looking Ahead

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.

Construct new 5,000 square foot office building on Lot #11 at the Moriah Business Park.

Grants/Loans/Business Development

Administration and delivery of:

- a. North Elba/LEAF Grant
- b. Ticonderoga 487 Solar PILOT Program
- c. Ti Microenterprise Grant Program

Continued marketing and administration of revolving loan funds:

- a. 1992 & 1998 CDBG grants on behalf of Essex County
- b. 2000, 2002, 2004 & 2006 OCR grants on behalf of Essex County
- c. 2003, 2004 & 2020 USDA grants
- d. Lake Champlain, Hurricane Irene & COVID 19 grants

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

- a. Brown Swan Resort
- b. High Peaks Distributing
- c. Champlain Valley Milling
- d. Paradox Brewery
- e. Pre-Tech Plastics
- f. Dual Development
- g. Trail Head Resort

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 sending the weekly newsletter to Essex County businesses, local banks and officials.

Workforce Development

Continue to work on the business and industry needs of Essex County Businesses including the AIME program and career fairs at local school.