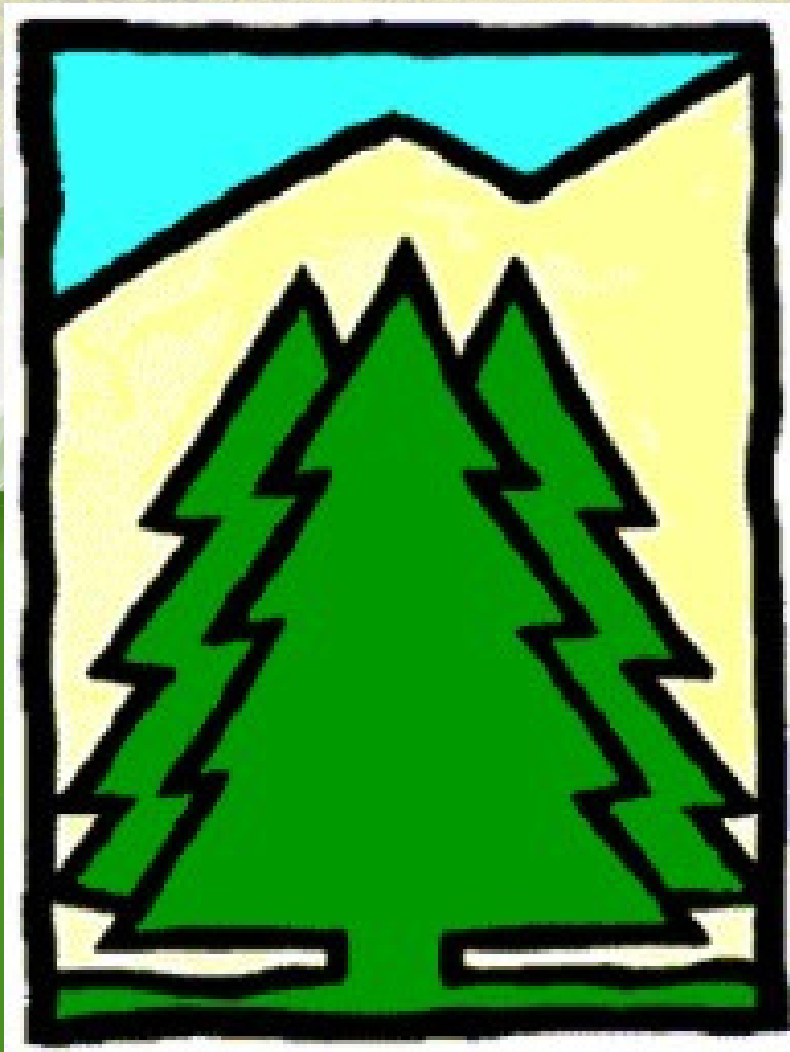


# ANNUAL REPORT

2025

ESSEX COUNTY  
IDA  
CAPITAL RESOURCE  
CORPORATION



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Elizabethtown, NY 12932

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# MISSION STATEMENT

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.

# BOARD MEMBERS

Darren Darrah	Chairman	Town of Willsboro, Resident
James Bowen	Vice-Chairperson	Essex County Business Owner Adirondack Apothecary's Moriah, Schroon Lake and Willsboro Pharmacies
Jamie Rogers	Treasurer & Secretary	Lake Placid, Resident
Matthew Courtright	Board Member	Executive Director, Ticonderoga Area Chamber of Commerce
James Monty	Board Member	Supervisor, Town of Lewis
John Boyea	Board Member	Moriah Business Owner, Boyea's Grocery & Deli
Matthew Stanley	Board Member	Supervisor, Town of Jay



# STAFF

Carol Calabrese	Co-Executive Director and CEO
Jody Olcott	Co-Executive Director and CFO
Sarah LaFountain	Administrative Assistant

# PROFESSIONAL SERVICES

Briggs Law Firm LLP	2284 Saranac Ave., Lake Placid, NY 12946 Phone: (518) 523-5555
Squires Patton Boggs	1120 Avenue of the Americas, 13th Floor New York, NY 10036 Phone: (212) 872-9853
The Harrison Studio	160 Washburn Street, 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.

<b>HUD Revolving Loan Summary</b>	<b>IDA Loan</b>	<b>Total Project</b>
Aleeze Enterprises, Town of North Hudson	\$110,000	\$366,000
Big Slide Brewery, Town of North Elba	\$540,000	\$1,840,000
<b>TOTAL</b>	<b>\$650,000</b>	<b>\$2,471,000</b>



<b>USDA Loan Summary</b>	<b>IDA Loan</b>	<b>Total Project</b>
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	\$2,000,000
<b>TOTAL</b>	<b>\$370,000</b>	<b>\$8,451,752</b>



# FINANCING PROGRAMS

The Essex County IDA has a variety of financing opportunities available. The ECIDA also partners with New York State and other regional Economic development organizations to secure additional resources.

## WE ARE HERE TO HELP

- Finding the right location
- Workforce recruiting and training
- Financing and incentives
- Personal introductions to supportive, local business leaders
- Connections to residential realtors for relocation assistance
- Introducing you to utility providers for your site
- Navigating local, regional, federal and New York State regulatory requirements



## Lodge at Schroon

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. The Essex County IDA provided sales and tax exemption and mortgage recording tax abatement incentives in 2022 and in 2023 approved a 10-year PILOT Agreement. Olympia Hotel Management is the third party operator of the resort. In 2025 the Lodge employed 30 full time and 5 part-time staff. Monthly occupancy in 2025 averaged 39% with peak occupancy in August at 80% and low occupancy in March at 12%.





# REGAN DEVELOPMENT

In June of 2024, the Essex County IDA approved a 30-year PILOT Agreement, mortgage recording tax abatement and sales tax exemption for an affordable housing project proposed in Ticonderoga. The project consists of the new construction of a 2-story elevator building for families with 60 residential units on 5+- acre site located on Route 74. There is an additional 6,886 square feet of commercial space incorporated into design that could be suited for commercial space opportunity. The project was not awarded low-income tax credits in September 2024 and reapplied with updated financials in 2025. Project was awarded up to \$2,000,000 of Low-Income Housing Tax Credit (LIHTC), \$413,828 of New York State Low-Income Housing Tax Credit (SLIHC), \$4,700,000 of New York State Housing Trust Fund (HTF), \$1,290,000 of New York State HOME ARP and \$1,290,000 of Community Investment Fund (CIF) in late 2025.





## CHAMPLAIN HUDSON POWER EXPRESS

The Champlain Hudson Power Express project includes the construction of a 57-mile 1,250 megawatt high voltage direct current electric transmission line buried under Lake Champlain that will transport renewable energy from Canada to Astoria, New York. The Essex County portion of the project is \$221 million with the total project costs exceeding \$3 billion. The Essex County IDA approved sales & use tax exemption, mortgage recording tax abatement and a 30-year PILOT for the project. Proposed NEW revenue for Essex County towns and schools is \$105,081,495. As of June 2025, concrete mattresses were used to protect CHPE cables underwater in Lake Champlain along with more than 124 miles of cable in Lake Champlain and Upper Hudson. Cable installation in Lake Champlain is to be completed in October 2025. The cable barge averaged 62 employees while the crane/support barges averaged 21 employees. The Champlain Hudson Power Express is still on schedule for an in-service date of May 2026.



<b>IDA/CRC Bond Summary</b>	<b>Bond Amount</b>	<b>Current Employment</b>
Elizabethtown Community Hospital Town of Elizabethtown	\$6,160,000	261 FT, 27 PT
Alpine Adirondack (Will Rogers) Town of North Elba	\$5,000,000	17 FT, 12 PT
North Country Community College Town of Ticonderoga	\$1,845,000	7 FT, 19 PT
North Country Community College Dorms Saranac Lake	\$1,685,000	1 FT
Adirondack Medical Center Town of North Elba	\$9,500,000	47 FT, 28 PT
North Country Tree Top Town of North Elba	\$7,100,000	74 FT, 5 PT
89 Greenwood Street Apartments Town of North Elba	\$17,257,000	3 FT, 1 PT
<b>TOTAL</b>	<b>\$66,447,000</b>	<b>410 FT, 92 PT</b>

<b>IDA Straight Lease Back Transaction Summary</b>	<b>Total Project</b>	<b>Current Employment</b>
Paradox Brewery Town of North Hudson	\$5,600,000	24 FT, 15 PT
Pre-Tech Plastics Town of Moriah	\$530,000	23 FT
Champlain Valley Milling Town of Willsboro	\$4,245,000	Business Closed December 2024
Lodge at Schroon Town of Schroon	\$25,428,371	30 FT, 5 PT
Champlain Hudson Power Express Lake Champlain	\$279,561,911	Construction included 62 on barge & 21 on crane
Lucky Cats Hospitality Group Town of Westport	\$1,500,000	Renovations underway
<b>TOTAL</b>	<b>\$316,865,282</b>	<b>160 FT, 20 PT</b>



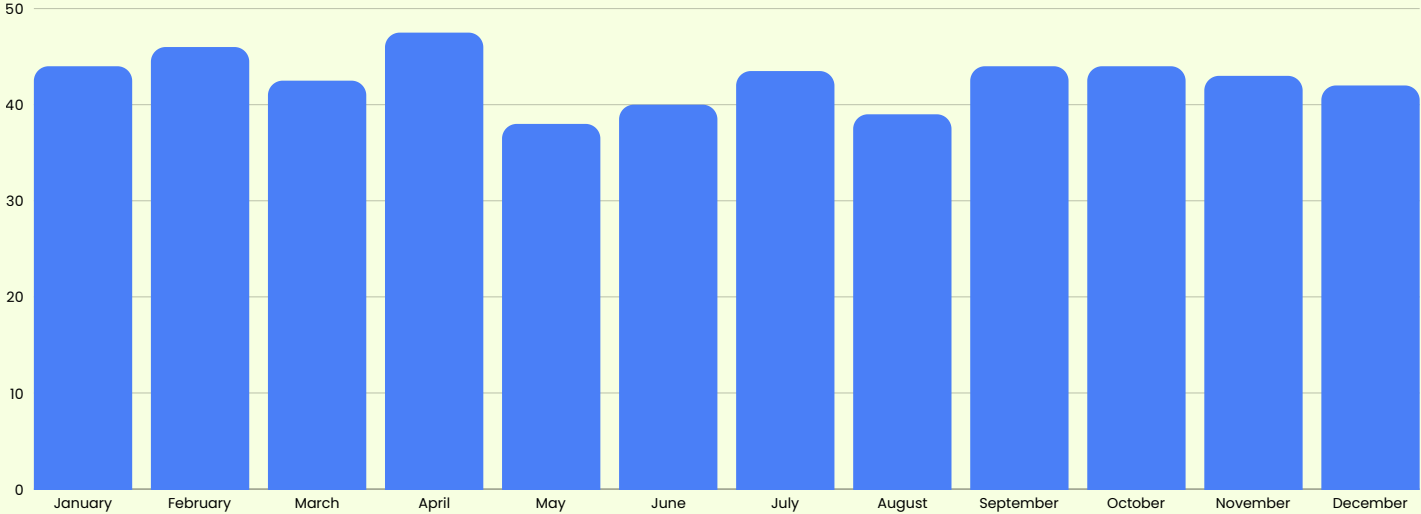
# MARKETING

The IDA staff continues to devote 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 our partnering agencies.





### Newsletter Open Rate (Percentage)



The IDA continues to develop a targeted list of Essex County businesses and sends a weekly newsletter highlighting business trainings available, regional meetings as well as grant funding opportunities.

Location	# of Businesses
New Essex County Businesses in 2025	106
Total Essex County Businesses	2,019
Outside of NY	660
Canada	5,689



# BUSINESS PARK DEVELOPMENT

## WHISTLEPIG RYE WHISKEY

In 2017 the IDA began their partnership with WhistlePig Rye Whiskey, a distillery located in Shoreham, Vermont. Over the past 7 years they have constructed sixteen 14,000 square foot buildings to both process, bottle and warehouse their product. Whistlepig Rye Whiskey currently has 33 full-time employees running three shifts.



## PRE-TECH PLASTICS

PRE-Tech Plastics is a provider of machining solutions. It offers CNC (computer numerical control) machining, manufacturing, and other services. The company provides dual-spindle turning centers, CNC lathes, and more. In 1998 Pre-Tech Plastics began leasing two bays in the Moriah Business Park building which later resulted in leasing the entire building. The Essex County IDA sold the Moriah Business Park building in February 2019 to Pre-Tech Plastics but continues to hold a mortgage in the amount of \$480,000. Pre-Tech Plastics purchased 5 more acres from the IDA in the Moriah Business Park for room to expand. They now employ 23 full-time employees at the Mineville facility.



## LOT #11 DEVELOPMENT

The Essex County IDA has designed and permitted a new 5,000 square foot four suite office building to be constructed on lot #11. The IDA partnered with CV-TEC's Mineville campus to begin initial site work provided by their environmental conservation class. In spring 2025 they had completed clearing and grubbing of site, removal of stumps and initial clearing of stormwater pond. In 2025, the IDA bid and awarded concrete and plumbing contracts for the pad of building to be constructed in spring 2026. The IDA is working with CV-TEC for partnership on building schedule for Fall of 2026. The Essex County IDA will begin marketing the available suites to interested businesses and suites will be completed as per tenant needs.





# BUSINESS DEVELOPMENT

## TOWN OF JAY MICRO-ENTERPRISE GRANT

On behalf of the Town of Jay, the Essex County IDA applied to the NYS Homes & Community Renewal and was awarded a grant in the amount of \$200,000 from the Community Development Block Grant Program to form the Town of Jay Micro-Enterprise Grant Program. This program will be used to assist small businesses located in the Town of Jay. In September of 2025 the grant program was announced via press release. A community meeting was held on October 2, 2025 along with a required microenterprise training class for interested businesses. Two applications were received for the Town of Jay Micro-enterprise grant program. The Essex County IDA will continue to market the program in 2026.

**TOWN OF JAY**  
**NEW YORK**

# AGRICULTURE PRODUCERS REVITALIZATION 2024 MICROENTERPRISE GRANT PROGRAM

In July of 2024, the Essex County IDA in partnership with Essex County was awarded \$125,000 from the New York State Department of Conservation 2023 Adirondack Park Community Smart Growth Grant for the Essex County Agriculture Producers Revitalization 2024 Microenterprise Grant Program. This project was used to assist agriculture producer businesses with resources for climate change adaption, fixtures, furniture & equipment, working capital, marketing, inventory, operational expenses and assist with losses from the 2023 storms. The Essex County IDA worked closely with Essex County Soil and Water Conservation District, Cornell Cooperative Extension, Ticonderoga Area Chamber of Commerce and Small Business Development Center to implement the program. The following businesses were awarded: Adirondack Hay and Grains (\$20,000), Full and By Farm, LLC (\$14,459), Alder Meadow Farm, LLC dba Crown Point Farm & Dairy (\$16,660.04), Essex Farm of Northern New York LLC (\$20,000), Echo Farm ADK LLC (\$20,000), Wollecru, LLC (\$10,449.16), Triple Green Jade Farm (\$15,300) and Reber Rock Farm, LLC (\$8,131.80). To date all businesses have received their funds. IDA will monitor the grant until December 2026.



# ADIRONDACK CAREER CONNECT: ESSEX COUNTY COMMUNITY JOB FAIR

The Essex County IDA worked closely with Essex County, Ticonderoga Area Chamber of Commerce, CV-TEC, North Country Workforce Development Board, TrailNorth Credit Union and the Department of Labor to plan and host the Essex County Community Job Fair at the Westport fairgrounds. This gave students and community members a chance to explore exciting internship opportunities, employment prospects, and educational pathways. This event was a vibrant platform designed to connect eager individuals with businesses, organizations, and educational institutions looking to foster talent and drive success. The event is held annually in May. The 2025 event brought in approximately 325 students and 47 businesses (booths) with 16 different career clusters. With the Adirondack Career Connect initiative, Essex County has now implemented a training to job program.



The poster features the 'ADK CAREER CONNECT' logo at the top left, with 'ADK CAREER' in a smaller font above 'CONNECT'. Below the logo, the text reads 'ESSEX COUNTY COMMUNITY JOB FAIR' in large, bold letters. The date and time are listed as 'MAY 8, 2025' and '9:00 A.M. - 4:00 P.M.'. The location is 'Essex County Fairgrounds, 3 Sisco Street, Westport'. A megaphone icon is next to the text 'Career Exploration Internships Apprenticeships Job Opportunities'. Two circular inset photos show people at a booth. The bottom of the poster contains logos for the New York State Department of Labor, TrailNorth, ECIDA, TACC, WORK FORCE, and CV-TEC.



## NEXT MOVE NY

The Development Authority of the North Country (DANC) was awarded \$3.9 million by Empire State Development to establish the framework for the NMNY initiative and implement several key aspects of the program. Next Move NY is a workforce pipeline for soldiers who are transitioning out of the military, and their spouses. The initiative will build upon existing systems to support, train, credential and engage transitioning soldiers to stay in the North Country and find meaningful employment, at the same time helping to fill the employment needs of the North Country. In October of 2025, The Ticonderoga Area Chamber of Commerce and the Essex County IDA partnered with Next Move NY staff to host a Program Session at North Country Community College. 16 employers were in attendance. Fort Drum currently has 15,000 active duty and 23,000 civilian employees and approximately 3,600 that transition out each year.



## 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



## NORTH COUNTRY REGIONAL WORKFORCE INVESTMENT BOARD, REGIONAL YOUTH COMMITTEE AND ESSEX COUNTY WORKFORCE COUNCIL

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.

## CENTER FOR BUSINESS IN TRANSITION PARTNERSHIP

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. CBIT serves business owners looking to retire or transfer ownership and aspiring entrepreneurs looking to purchase a business or learn about business ownership opportunities in the North Country.



## ACTIVE PARTICIPATION ON BOARDS AND COMMITTEES

- Regional Workforce Investment Board
- Essex County Workforce Council
- Regional Youth Counsel
- Adirondack Harvest Committee
- North Country Alliance Board
- CV-TEC Division Advisory Council – Chairwoman Carol Calabrese
- CV-TEC Business & Industry Education & Training Committee – Mineville Campus
- NCCC Perkins Local Advisory Council– to assist with the Community Local Needs Assessment (CLNA)
- Lake Champlain/Lake George Regional Planning Board Loan Committee
- NCCC Advisory Board
- Ticonderoga Economic Development Committee
- Jay 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

**2025 Real Property Sales**

No sales in 2025

**2025 Real Property Purchases**

No purchases in 2025

**2025 Property/Building Leases**

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



# GUIDELINES FOR DISPOSITION OF PROPERTY

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 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.

# LOOKING AHEAD 2026

## **Business Park Development**

- Market the Chesterfield Commerce Park to attract new businesses as well as work with Town and partners on housing proposals and mixed-use.
- Construct new 5,000 square foot office building on Lot #11 at the Moriah Business Park.

## **Grants/Loans/Business Development**

Continued marketing and administration of revolving loan funds:

- a. 1992 & 1998 CDBG loans on behalf of Essex County
- b. 2000, 2002, 2004 & 2006 OCR loans on behalf of Essex County
- c. 2003, 2004 & 2020 USDA loans
- d. Lake Champlain, Hurricane Irene & COVID 19 loan program
- e. Agricultural Producers Revitalization Microenterprise Program
- f. Town of Jay Microenterprise Grant Program
- g. Town of Ticonderoga Microenterprise Grant Program
- h. Town of Moriah Microenterprise Grant Program

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

- a. Lodge at Schroon
- b. Paradox Brewery
- c. Pre-Tech Plastics
- d. Champlain Hudson Power Express
- e. Lucky Cats Hospitality Group

## **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 career fairs at local schools and county wide career fair at Essex County Fairgrounds and continued work with the SUNY Apprenticeship program.