



**ANDREW M. CUOMO**  
Governor

**TERRY MARTINO**  
Executive Director

**MEMORANDUM**

TO: Terry Martino, Executive Director

FROM: Dan Kelleher, Special Assistant for Economic Affairs

DATE: November 7, 2019

RE: Economic Services Unit Activities for September and October 2019

**Town of Johnsburg - Economic Development Assistance**

Staff is assisting the Town of Johnsburg Local Development Corporation (LDC) with business recruitment, hospitality asset development, and economic development planning. Staff participated in LDC meetings on September 18 and October 23. Staff continues to work with the local government to attract new hotel investment as part of the Federal Opportunity Zone Program.

**Innovation Promotion**

Staff collaborated with the Upstate Capital Association of New York and Point Positive, Inc. to bring an angel investing and access-to-capital symposium to Lake Placid. Over 60 entrepreneurs and investors attended. The symposium introduced investors to opportunities in the North Country and promoted the region as a great place to do business. The event was held on September 12 at the Hotel Saranac.

**Nanocellulose Research and Commercialization**

On October 28, Staff met with the leadership of the Center for Advanced Materials Processing at Clarkson University to scope out a potential nanocellulose research and commercialization initiative. The goal is to research and commercialize woody biomass-derived nanomaterials that are good for the environment, sourced locally, and more structurally advanced than today's composite materials.

**North Country Center for Businesses in Transition**

Staff is working with a regional workgroup of economic development organizations on the North Country Center for Businesses in Transition (CBIT). Founded and hosted by the Adirondack North Country Association (ANCA), the CBIT seeks to help business owners exit out of their businesses by connecting them to either potential buyers or the resources to transition to employee ownership. Research performed by ANCA indicates that between 10,000 and 15,000 businesses in the North Country have owners who hope to retire and sell their businesses in the next five years.

### **Pulp and Paper Workgroup**

Staff is collaborating with a workgroup, led by Clarkson University and Rensselaer Polytechnic Institute (RPI), to develop content for a webinar series targeted to pulp and paper manufacturers. The webinar series seeks to provide information to sector leaders related to the unique business challenges the industry faces. The October 2019 webinar highlighted opportunities related to workforce development.

### **North Country Regional Economic Development Council (NCREDC)**

Staff continues to serve as a member of the NCREDC's Writing and Innovation Workgroups. Over the past five years, staff has assisted the NCREDC by serving on several committees including the Tourism Committee and the Priority Project Planning and Implementation Committee. This year, after a realignment of NCREDC committees, staff has been asked to serve on two of the Council's five workgroups. Throughout September, staff attended bi-weekly conference calls with the Council's Co-Chairs and has been coordinating the work of the Innovation Workgroup.

### **North Country Lodging Task Force**

Staff is serving as a member of the North Country Lodging Task Force. The Task Force is seeking to attract new, diverse hospitality development to underserved markets in the Region. The Task Force is promoting development opportunities to select developers.

### **2019 Adirondack Park Smart Growth Grants**

Staff is assisting the NYS Department of Environmental Conservation (DEC) on the review of the 2019 Adirondack Park Smart Growth Grant applications. Staff from DEC, NYS Department of State, and the Agency are reviewing over 30 applications for about \$1 million in available funding. Awards are anticipated to be announced in late 2019.

### **Champlain-Hudson Power Express Trust Governance Committee**

On September 24, staff attended a video conference meeting of the Champlain Hudson Power Express Trust Governance Committee. The Trust is responsible for managing \$117 million in Champlain Hudson Power Express (CHPE) project mitigation funds over the next 35 years. Based upon revised CHPE permitting timelines, it is not expected that the funds will begin to be dispersed until the fourth quarter of 2021.

### **J&L Site Redevelopment**

On September 24, staff participated on a conference call to discuss plans for the remediation and reuse of the J&L Steel property in the Town of Clifton. Staff is assisting the workgroup in the development of signage and public awareness related to the efforts to remediate and revitalize the J&L site.

### **Regulatory Programs Support**

Economic Services staff supported the Regulatory Programs Division on several projects including a hospitality project in Saratoga County, a food processing facility in Saratoga County, energy projects in Essex County, and a hospitality project in Warren County.