



**ANDREW M. CUOMO**  
Governor

**TERRY MARTINO**  
Executive Director

**MEMORANDUM**

TO: Terry Martino, Executive Director

FROM: Dan Kelleher, Special Assistant for Economic Affairs

DATE: September 3, 2020

RE: Economic Services Unit Activities for July and August 2020

**Common Ground Alliance**

On 7/13, 7/14, and 7/23 staff attended a digital meeting of the Common Ground Alliance. The theme of this year's conference was attracting new residents to the Adirondacks and workgroups were divided by school districts and regions. Staff served on a workgroup discussing residential recruitment to Warren County. Workgroup participants, including supervisors from three county towns, highlighted the needs for improved cellular, broadband, and wastewater infrastructure, expanded affordable housing, and coordinated marketing of the region to potential residents.

**North Country Center for Businesses in Transition**

Staff continues to work with the North Country Center for Businesses in Transition (CBIT) in their ongoing work 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. Staff participated in workgroup meetings related to entrepreneur recruitment, infrastructure development, and marketing. Staff is assisting in the development of a new Center website and a marketing plan for business acquisition opportunities.

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

Staff continues its work in facilitating NCREDC projects through the Council's Innovation Workgroup. Workgroup activities include the development of a teleworker incentive program, the development of a joint housing/teleworker recruitment program, the buildout of advanced broadband infrastructure, and the connection of entrepreneurs to capital.

Staff is also coordinating the development of the NCREDC Innovation Workgroup's Strategic Plan in advance of the NCREDC's complete 2020 Strategic Plan update. On August 6, staff attended a conference call of the leadership team of the NCREDC and on August 14 coordinated a meeting of the Innovation Workgroup. In 2020, the State's

ten Regional Councils were charged with updating their strategic plans to facilitate “Building Back Better” in the context of COVID-19. Submissions to the State are due by September 26.

On July 23 staff attended a webinar meeting of the upstate angel investing group, Red Bear Angels to identify opportunities to fund North Country start-ups and potentially recruit new ventures in partnership with local economic development agencies.

**Annual Upstate Capital Association North Country Symposium** Staff is collaborating with the Upstate Capital Association of New York, Clarkson University, and Point Positive, Inc. to develop an angel investing and access-to-capital webinar on September 10. The goal of the event is to connect investors with Adirondack and North Country businesses. This will be the second Upstate Capital Association symposium to highlight Adirondack start-ups and builds upon last year’s event in Saranac Lake where over 60 investors and entrepreneurs met at the Hotel Saranac. At least one participating company from last year’s symposium has received funding as a result of the event.

#### **Municipal Planning Assistance**

Agency staff is assisting the Town of North Elba and Village of Lake Placid in a review and update of the communities’ zoning code. In May 2020, the Town and Village developed a 10-person committee to review the existing codes and recommend changes needed to sustainably accommodate affordable housing and continued commercial development. Staff has participated in weekly meetings of the committee.

#### **Regulatory Programs Support**

Economic Services staff supported the Regulatory Programs Division on several projects including residential projects in Fulton, Franklin and Essex Counties, several infrastructure projects in Essex County, a potential dredging project in Fulton County, an entertainment facility in Franklin County, and hospitality projects in Fulton and Saratoga Counties.