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## \$1.86 million in tax credits will help Saratoga County tech company add jobs

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Kitware, a software development firm based in Saratoga County, New York, was awarded tax credits Monday worth \$1.86 million to offset moving into a new headquarters on Route 9 in Clifton Park.

The Clifton Park Industrial Development Agency approved a 10-year payment in lieu of taxes, or PILOT, agreement that includes more than \$400,000 in sales tax breaks and mortgage incentives. Kitware worked with the Saratoga Economic Development Corp. to apply for tax credits through the IDA.

Dennis Brobston, president of the Saratoga Economic Development Corp., said it would allow Kitware to keep its headquarters in Saratoga County, retain 88 jobs, and add 22 jobs.

The plan includes construction of a three-story, 57,000-square-foot building at 1712 Route 9 in Clifton Park. The developers are Firehouse Road Associates II LLC, an affiliate of Abele Limited Partnership. The project would cost about \$8.9 million to build.

Abele Builders bought the property in fall 2013 and later tore down a small strip plaza there, next to Clifton Park Pizza. The land is on the west side of Route 9, just north of the Route 146 intersection, near Exit 9 of the Northway.

Ed Abele of Abele Limited Partnership was originally planning to build the Class A office space near Exit 9 of the Northway on spec.

Kitware was beginning to outgrow the space it currently leases from Abele in Halfmoon. They connected to potentially be the tenant of the new building in Clifton Park.

Under proposed plans, Kitware would have the top two floors of the new building and a portion of the first floor as its corporate headquarters — about 40,000 square feet. A lease is still being negotiated.

Abele Builders plan to start construction as soon as possible for a move-in date of summer 2018.



DONNA ABBOTT-VLAHOS

Kitware, a software development firm based in Saratoga County, New York, was awarded tax credits Monday worth \$1.86 million over the next 10 years to offset constructing a new headquarters on Route 9 in Clifton Park.

Kitware was founded in 1998 by CEO Lisa Avila and four co-workers who were doing computational science at GE Global Research in Niskayuna. They left GE Research to start the company.

Since then, Kitware has grown revenue to more than \$17 million in the Capital Region in 2016. The company has offices in North Carolina, New Mexico, Idaho and France.

Kitware specializes in research and development of open-source software, covering medical imaging, visualization, 3D data publishing and technical software development. The company currently employs 88 software developers, and other positions, with an annual payroll of \$13.8 million.

The project, if approved, could potentially create more than 20 jobs over the next three years, and add another \$2 million to Kitware's payroll. The average salary at Kitware is more than \$100,000 per year — about twice the average salary in the Albany area.

Avila, Kitware's president and CEO, declined to comment.

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