

2018 ANNUAL REPORT OF SUCCESS

SEDC 2018 Projects Total Impact

	Project Name	Investment	Jobs Retained	Jobs Created	New Payroll
1	MJ Properties - 7 Stonebreak Rd	2,275,000	0	12	660,000
2	Unified Beer Works	650,000	0	3	360,000
3	Airosmith Headquarters	3,000,000	51	9	645,000
4	Ellis Hospital Ambulatory Surgery Center	21,410,071	0	39	2,184,000
5	Northeast Coatings	200,000	9	6	250,000
6	Synergy Infrastructure	2,500,000	0	0	0
7	U-Haul Storage Regional Center	14,000,000	0	10	750,000
	Totals	\$44,035,071	60	79	\$4,849,000

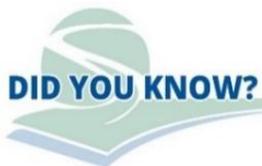
HERE WE GROW AGAIN!



RETURN ON YOUR SEDC INVESTMENT

Every \$1 invested in SEDC.....produced \$18 in local wages

Every \$1 invested in SEDC.....produced \$940 of project investment



For 2015-18, with no county funding, the impact was:

- Over \$116 million of new project investment
- 598 local jobs retained & created
- Over \$35 million in new payroll

AN EXCITING NEW PROGRAM



SEDC announced in June 2018 a major initiative to empower world-leading integrated circuit & electronic system design in Saratoga County & New York's capital region: **EDI²**. Together with our partners; **National Grid, New York Electric and Gas (NYSEG), Center for Economic Growth (CEG), Siemens, The U.S Small Business Administration (SBA), SUNY Adirondack, ReWire Energy, Saratoga CoWorks and Clarkson University**; this anticipated national first - an integrated circuit (IC) design accelerator will provide access to electronic design automation (EDA) tools at a fraction of the traditional cost for designers.

"This is a major new initiative for the capital region that represents the continuing evolution as a global semiconductor industry hub. EDI² will allow CEG to market the region for additional investment and job-creation by many of the companies that design chips for various semiconductor functions."

Andrew Kennedy, CEO
Center for Economic Growth



***We are honored to support the
Saratoga Economic Development Corporation***

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ENTREPRENUERIAL INITIATIVE GROWS



SEDC's business incubator and early stage accelerator, SPARK Saratoga, launched in April 2017. SPARK works with entrepreneurs from around the region to develop and build the next generation of job creators. Currently SPARK has worked with over 40 early stage companies to evaluate business prospects, prototyping products, develop strategic partners, access legal and financial expertise and market research.

SPARK Saratoga qualified under INNOVATE 518 so that eligible companies can access tax incentives!

To mentor and accelerate area entrepreneur growth with practical and substantive input, we invite you to be part of this community. Please contact Ryan Van Amburgh, at ryan@sparksaratoga.com or (518) 587-0945 to join the Spark community.



Watch the Career Jam 2018 Video at www.career-jam.com

Career Jam 2018, a hands-on learning exchange with over 70 employers, attracted over 1,800 8th and 9th grade students encouraging a firsthand look at careers that are relevant to where we live.



“Many of the regional business and industry partnerships that help to drive the important work that we do at the WSWHE BOCES, can be attributed to our collaboration with SEDC. Their ability and willingness to bring key business partners together has provided us with valuable opportunities to gain feedback and insights about employers' needs, and has helped us to ensure that we are meeting these needs through our programming and curriculum development. SEDC is a leader for the promotion and enhancement of workforce development and sustainability. They have helped to foster networking and learning opportunities for business and industry partners who share a common interest in ensuring sustained economic development for our region. Students in our Career and Technical Education programs continue to benefit from SEDC's commitment to providing support for our initiatives and programs.”

**James P. Dexter, District Superintendent of Schools
WSWHE BOCES**

2018 MEMBER ENGAGEMENT

CEO Tours

In 2018, SEDC conducted 6 CEO Tours. C-Suite executives met at various SEDC member locations, discussed important topics such as the impact of automation and adaptability, how the current political climate will impact trade, transportation needs for attracting a qualified workforce, regional development opportunities and how we retain young talent through our educational programs and connect them to industry opportunities.



Thank you to our CEO Tour hosts;

AgroChem Inc., Arnoff Moving & Storage, CREATACOR, Inc., Plumbers Steamfitters Local Union 773, WSWHE BOCES, Cascades, and over 90 members that participated.

“I found the tours of Creatacor and BOCES both fascinating and educational. Having the opportunity to see in depth what these local employers do, how they do it and the challenges they face, gave me a greater appreciation of the great operations that make up the wonderful County we live and work in. Loved the tours and the discussions.”

David S. DeMarco, President & CEO
Saratoga National Bank
SEDC Board of Governors

“The CEO tours have helped to bring the needs of the private sector into focus so that the regional workforce system can be better informed and as a result, make greater strides to be more responsive to identified needs. Thanks to SEDC for more tangibly connecting the workforce system to regional employers.”

Douglas E. Leavens, Executive Director
SWW Workforce Development Board
SEDC Board of Governors

40th ANNIVERSARY ANNUAL EVENT



The 2018 Annual Reception celebrated SEDC's 40th Anniversary with proclamations and citations presented by town, city and state dignitaries. Recognition was given to Joseph W. Dalton, Jr., Founding Board member and former Chairman of the Board who was among the 300+ attendees.



Coffee Connectors / Lipstick Lunches and Good Evening Get-Togethers



Over 200 SEDC members connected at these industry specific networking opportunities providing discussion on industry trends, workplace needs and business opportunities. SEDC had over 91 women attend Lipstick Lunches which were held monthly to discuss industry trends, workplace needs, and business opportunities.

"I recently attended one of the SEDC "Coffee Connector" gatherings and would like to say thank you. I found this to be a small, low pressure gathering while at the same time proving to be very productive. It was nice to hear other business owners' successes and challenges. I met some great people and gained a few beneficial connections which is always a plus."

**Ronald Richards | CEO
 RASP Incorporated**

"I have made long lasting friendships and developed strong client and community relationships. My business would not be here today if it weren't for the efforts of Tori and Dennis and all they stand for and strive to do for their members. I can easily attribute 70% of my current client base to a connection or two made during these events."

**Amy Roman
 Strategic CFO Resources**

Occupational Medicine

A service of Saratoga Hospital

Occupational Medicine is a Saratoga Hospital specialty service dedicated to supplying comprehensive health and safety solutions to clients as they strive to maintain safe environments for their employees and meet the regulatory mandates specific to their industry.

Convenient Comprehensive Services

- Pre-placement exams
- DOT, 19A-bus driver exams
- Firefighter exams
- OSHA surveillance exams (respirator, asbestos, HAZWOPER, lead, etc.)
- Physical capacity screenings
- Injury management
- Return to work evaluations
- Drug and alcohol testing

Training

- DOT supervisor training
- Urine drug screen collection, and breath alcohol testing
- American Heart Association Heartsaver® First Aid CPR AED
- Bleeding control training

Workplace wellness

- Biometric screening
- Bloodborne pathogen exposure training
- Flu vaccines
- Customized programs

Travel Medicine

- Consultations, medications, vaccinations, and more.

Rehabilitation and Work Hardening Services

- Through our Regional Therapy Services of Saratoga Hospital.



**OCCUPATIONAL
MEDICINE**

A SERVICE OF SARATOGA HOSPITAL

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Munter
ENTERPRISES, INC.