

# 2019 ADVANCE SARATOGA UPDATE

PROJECT	LOCATION	INVESTMENT	JOBS RETAINED	JOBS CREATED	PAYROLL
Coretech Manufacturing - Expansion	Ballston	\$2,000,000	0	20	\$990,000
Shaker Group HQ and Warehouse – Attraction	Waterford	\$5,000,000	0	75	\$4,885,000
Peregrine – Memory Care Facility - Expansion	Clifton Park	\$3,000,000	38	5	\$1,800,000
CIS Center for Internet Security – Attraction	Halfmoon	\$2,000,000	0	50	\$4,000,000
Airosmith Revised - Increase Project Investment	Saratoga Springs	\$665,000	0	0	\$0
Greenfield Manufacturing - Increase Project Investment	Saratoga Springs	\$1,707,500	0	0	\$0
<b>Totals</b>		<b>\$14,372,500</b>	<b>38</b>	<b>150</b>	<b>\$11,675,000</b>

PROMOTE

### SemiCon West

One year ago, SEDC announced a bold new project, the Electronic Design and Innovation Initiative also known as EDI<sup>2</sup> (pronounced EDI Squared). EDI<sup>2</sup> Saratoga will bring leading-edge integrated circuit and electronic system design to Saratoga County and New York's Capital Region. In July, SEDC attended SemiCon West to promote EDI<sup>2</sup> and Saratoga County to the semiconductor industry. Learn more at [www.edi2saratoga.com](http://www.edi2saratoga.com).




SEDC pictured at SemiCon West with our regional and state economic development partners promoting EDI<sup>2</sup> Saratoga initiative.

### SEDC (FDI) Foreign Direct Investment Mission

SEDC is currently planning a trip to Ireland in February 2020 to promote FDI opportunities to Saratoga County in Advanced Manufacturing, Life Sciences and Food/Beverage Production industry sectors that are seeking to expand operations into U.S. markets within the next 24 months. SEDC will be working with representatives from the U.S. Embassy, Enterprise Ireland and The Guinness Enterprise Centre.



## Workforce Development in Action!

**Career Jam 2019: October 22, 2019**  
**Saratoga Springs City Center**

Career Jam is an innovative workforce development approach to promote your business or organization to your future workforce. For one day, this hands-on event for 8th and 9th grade students showcases the career opportunities in the region. Highlighting career paths earlier helps to influence student education and training choices to retain their talents to fill local jobs driving future growth.



If you want your business to be exposed to our region's future workforce, please consider representing your business and career pathway by registering at [www.career-jam.com](http://www.career-jam.com).

## Member Exchanges

**SEDC Member Exchanges** continue to impact our business community with valuable connections. Over 130 members have connected so far in 2019.

**Lipstick Lunches** are quarterly meetings for SEDC women in business members to connect and collaborate.

**Bunch4Lunch** take place quarterly to introduce, reacquaint and connect regional businesses.

**Coffee Connectors** hosted at the Residence Inn by Marriott engages members across industry sectors by promoting business opportunities, exchanging information and connecting with fellow SEDC members.

**CEO Tours** are conducted periodically throughout the year, C-Suite executives meet at various SEDC member locations to discuss relevant business topics. As of mid-year SEDC has had two CEO Tours which were hosted by Espey Manufacturing in April and SKS Bottle and Packaging in June.





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**cādence**<sup>®</sup>

On June 28<sup>th</sup> 2019, SEDC announced a new strategic partnership and critical milestone with Silicon Valley based Cadence Design Systems, Inc. as part of EDI<sup>2</sup> Saratoga. To read the press release and for more information visit [www.edi2saratoga.com](http://www.edi2saratoga.com).



Saratoga County's only startup incubator and early stage business accelerator.

In its two years, Spark Saratoga has harnessed the experience and networks of established business mentors and professional service providers with the resources of local universities to spur a cluster of local startups and emerging growth companies. Visit [www.SparkSaratoga.com](http://www.SparkSaratoga.com) for more info.

### Spark Saratoga Impact

<b>70</b> New Entrepreneurs	<b>\$375,000</b> Direct Professional Services, Prototyping, Capital Investment	<b>19</b> Support Women-Owned Startups	<b>\$200,000</b> Representing over 2,000 of mentoring support	<b>4</b> Supported acquisitions and licensing agreements
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### Saratoga County Endorses New Framework for Advancing Economic Development Activities

During the course of this year, designated board members from SEDC and the Saratoga County Prosperity Partnership (SCPP) entered into discussions to provide a framework to further review respective economic development roles within the county. In June, the Economic Development Committee of the Saratoga County Board of Supervisors endorsed the establishment of a new framework for economic development efforts in Saratoga County on a bipartisan basis.

The new structure designates SEDC as the primary point of contact for economic development and SCPP will continue its important role working with local governments to assist them in their economic planning and community development services. We are excited to coordinate and work with SCPP as this framework will further solidify Saratoga County as the most attractive place in New York State to retain and attract private sector investment, expand the tax base, while maintaining very low-level taxes and a wonderful quality of life.

For more information visit: [saratogaedc.com](http://saratogaedc.com)

*In the future you will notice that our memos and publications will be followed with a footer that proudly displays that SEDC is a member of the Saratoga County Economic Development Alliance, along with SCPP and Saratoga County Board of Supervisors.*

## SEDC Board of Directors



**Tom Longe, Chairman**  
D.A. Collins Construction Co



**John Munter, Vice Chair**  
Munter Enterprises



**Steve Seaboyer, Sec./Treas.**  
Business Operations Consultant



**Douglas Ford, Asst. Treasurer**  
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**Cindy Hollowood**  
Member-At-Large



**Tom Samascott**  
Malta Development Corp., Inc.



**Steve von Schenk**  
Adirondack Trust Company



**Todd Shimkus**  
Saratoga County Chamber of Commerce

### Save-The-Date:

#### SEDC Annual Golf Outing Fundraiser

Thursday, September 19, 2019  
Saratoga Lake Golf Club

Register at [www.saratogaedc.com](http://www.saratogaedc.com)

#### CEO Tours

August 8<sup>th</sup> & September 11<sup>th</sup>

#### Career Jam

October 22nd, 2019

Register at [www.career-jam.com](http://www.career-jam.com)



#### Invest In Your Future

SEDC is proudly business funded and led. We operate at the speed of business to drive strategic investment generating job growth. Don't hesitate to contact us to discuss ways SEDC and its investor members can help your business thrive! Call us at (518) 587-0945.

Thank you for your engagement & support!

TOGETHER we will continue to ADVANCE SARATOGA!