

Workgroup 7: Bob Stegemann

Financing innovations for small business

Vision Excerpts

We participate in the manufacturing revival around the edges of the Park and attract light high-tech manufacturing and prototyping within the Blue Line.

Our core vision is of interdependent yet self-reliant communities that:

Welcome diverse people of all ages, levels of education and skills. Attract people to live and start businesses in the community.

- *Are less dependent on Government* employment, and enjoy a more diverse economy.

Grow the Local Economy in Traditional and Modern Ways

A better economy with more opportunity is the only way to address the twin threats of growing poverty and depopulation. Our goal is to cultivate a large number of small businesses rather than a few big employers, who can leave suddenly and devastate a community, as has happened repeatedly here in the last 50 years. We can do this without compromising our environmental protection. The strategy both keeps more spending within the Park by buying locally and draws more income into the Park through more visitors and more teleworkers.

The source of our strength is a diverse economy based on these pillars:

- *Near-universal broadband Internet and cell phone services* that enable individuals to work from home and entrepreneurs to start new virtual businesses
- *A diversified agricultural sector* that processes and distributes more of its production locally
- *Recreational tourism* targeting a broader set of domestic and international visitors and offering greatly expanded services and goods for visitors to spend money on
- *A revived forest products industry* that supplies feedstock to a growing biomass heating and supplies the needs of wood products markets
- *A revived manufacturing sector that complements the strong growth around the edges of the Park and participates in low impact, high tech manufacturing and prototyping*
- *Attraction of private investment* for start-ups, tourism infrastructure, renewable energy and other local business growth
- *Strong, growing educational institutions* that are the nexus of entrepreneurial business development in the region. More effective small business assistance in the form of venture and other funding including loan guarantees are part of the revival.

With investment by the for-profit, non-profit and governmental sectors, we will sustainably expand and diversify the tourism portion of our economy. At the same time, investment will be directed toward modernizing traditional sectors such as timber and agriculture while growing new sectors in high-tech manufacturing and the online economy. Of greatest impact in the end will be the investment in sustainable communities.

Events

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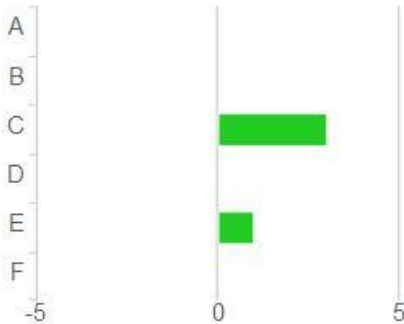
2017 : Agriculture

1 Comments

Land Trusts Start Young Farmer Programs in Region

The Land Trusts in region (ALT, OSI, etc.) start programs to support young farmers and to preserve farmlands. There are large number of young people who want to do farming but they can't afford to buy land within the Park.

Influenced Scenarios



Likelihood



Evidence

Open Space Institute purchases farm easement on farm

The re-start of Mace Chasm Farm in Keeseville has been supported by sale of conservation easement to the Open Space Institute. The OSI program started with a \$1.2m gift from the Klipper Fund and a \$500k matching gift from OSI's own resources. OSI is also developing a lease-to-own program.

Read more about it here.

Agrarian Trust Program for Land Access for Next Gen Farmers

Log in to add evidence

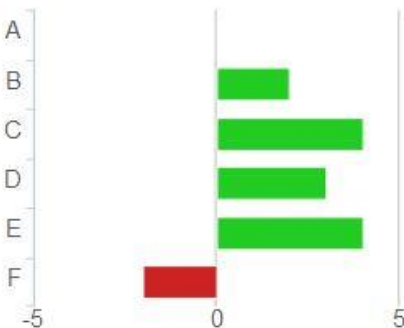
2017 : Economic Dev.

0 Comments

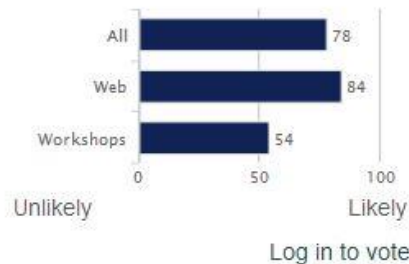
ADK Investment Forum Spurs New Business Start Ups

The ADK Investment Forum assists in getting businesses off the ground that are suited to the unique characteristics of the Park. It offers a forum twice a year for angel investors to listen to pitches from people who want to start new businesses in the Park. The Investment Forum assists in raising capital, guaranteeing loans and guiding new entrepreneurs. The Forum includes private investors, relevant State agencies, colleges and business groups.

Influenced Scenarios



Likelihood



Evidence

Point Positive Angel Investor Group Organizing

A new ADK region focused angel investor group is getting organized.

www.PointPositiveADK.com

Clarkson, Trudeau and NYS Create \$35m Partnership

NY Initiates Tax Free Startup Zones

Clarkson Will be a Hub for \$250k Startup Innovation Program

A group convened by ACT has spent a year on this topic

Point Positive, Inc.

Fostering our Entrepreneurial Ecosystem through Angel Investing

Wanted: Entrepreneurs!

Are you ready to turn your
passion into enterprise?

Do you have a promising,
scalable idea that
you're ready to pitch?

We want to hear from you.

Economic momentum is building in the Adirondack region, from the new biotech partnership between Trudeau Institute and Clarkson University and state funding of innovation hotspots to the establishment of the Essex Farm Institute and hotel projects in Saranac Lake. The time is right for the private sector to take a more active role in our economic revitalization. Point Positive—formed in January 2014—aims to do just that through member investment in promising and scalable start-up and early stage companies across the region.

Point Positive is an organization comprised of individual (and institutional) angel investors who care deeply about the Adirondacks and are committed to helping move the economy forward in a positive direction. Through presentations and other mechanisms, Point Positive facilitates the introduction of entrepreneurs to its member angel investors who decide, on an individual basis, whether they want to invest in a deal. Many members are seasoned entrepreneurs willing to provide mentoring as well as investment dollars to the companies they fund. Typical deals range in size from \$50,000 to \$500,000.

Underlying this process are Point Positive's efforts to help promote and foster an entrepreneurial ecosystem within the region through partnerships with area colleges and universities like Clarkson, North Country Community College, Paul Smith's College, Hamilton, Colgate, SUNY Plattsburgh and more, as well as economic development organizations and other angel groups and venture capital funds.

Interested in becoming a member of Point Positive?

Visit www.pointpositiveadk.com/members

for information and to download membership documents.

Or, contact Melinda Little.



Questions?

Contact Point Positive
Coordinator Melinda Little at
(518) 354-0202 or
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Point Positive, Inc.

Fostering our Entrepreneurial Ecosystem through Angel Investing

Have you fallen in love with the region but need to create a way to support yourself?

To get you started, here are a few sectors we feel are ripe for new entrepreneurial approaches and solutions:

- Green Energy and Energy Efficiency
- Beverage
- Light Manufacturing
- Adirondack Branded
- Tourism

Find out more by downloading the ABC Report at:

www.pointpositiveadk.com/about-us

or attend one of our forums.

Find out more at

www.pointpositiveadk.com/events.

Basic Investment Criteria and Guidelines

- Opportunities must be both promising and scalable and within an approximately two-hour drive from Saranac Lake.
- Entrepreneurs should be receptive to investor/mentors.
- Typical deals will range in size from \$50,000 to \$500,000.

Getting started?

Take a look at our checklist at

www.pointpositiveadk.com/our-checklist

What happens after I've submitted my pitch?



NEW YORK IS TAKING CARE OF BUSINESS

There's a new advantage to doing business in New York. A big one. **START-UP NY**, Governor Cuomo's groundbreaking initiative, is transforming communities across the state into tax-free sites for new and expanding businesses. Now, businesses can operate **100% tax-free for 10 years. No income tax, business, corporate, state or local taxes, sales and property taxes, or franchise fees.**

Eligible Space Guidelines

The following provides information about the spaces eligible to be designated tax-free areas.

College/University	Eligible Space*
SUNY & SUNY Community Colleges – North and West of Westchester (Upstate)	<ul style="list-style-type: none">• Any vacant space in any building located on the campus.• Any vacant land on the campus.• A NYS Incubator with a bona fide affiliation to the college or university.• Up to a total of 200,000 square feet of additional vacant land or vacant building space within 1 mile of the campus (can be further than 1 mile with ESD approval).• Affiliated State Strategic Assets, as designated by the START-UP NY Approval Board (limited to 200,000 square feet each asset).• Empire State Colleges generally ineligible, except Saratoga Springs.
Private Colleges & Universities – Upstate (North and West of Westchester)	<p>Up to 2.4 million square feet of START-UP NY Tax-Free Area will be available competitively for private colleges/universities and allocated by the START-UP NY Approval Board. Private colleges and universities can apply to include:</p> <ul style="list-style-type: none">• Any vacant space in any building or vacant land not in Nassau County, Suffolk County, Westchester County or New York City.• A NYS Incubator with a bona fide affiliation to the college or university.• Affiliated State Strategic Assets, as designated by the START-UP NY Approval Board (limited to 200,000 square feet each asset and not subject to other square foot limitations).

2017 : Economic Dev.

1 Comments

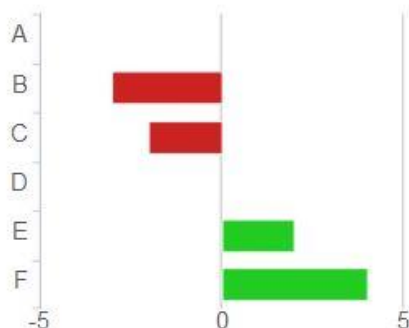
Attracting Capital to Adirondack Ventures Difficult

New businesses or businesses seeking to expand within the Park continue to find it difficult to attract financing from either banks or investment firms.

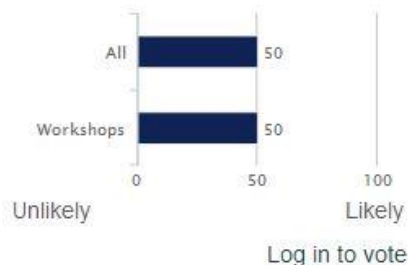
Evidence

[Log in to add evidence](#)

Influenced Scenarios



Likelihood



2022 : Economic Dev.

1 Comments

NYS Policies Better Support Smaller Businesses and Farms

The movement toward smaller-scale farming and net-based virtual companies with few employees is being supported by State economic policies that for so long have only focused on the big corporations. The process Governor Cuomo put forth in the 2011 Regional Economic Council push started the trend by making grants available for many small investments rather than only going for a couple of big ones. Microenterprise Assistance Programs have popped up all over the Park, often helping self-employed people get small businesses started.

Evidence

Proposal to Cap Farm Assessments to 2% Increases

The proposed new law would cap increases in farmland tax assessments at 2% per year.

[You can read about the new law here.](#)

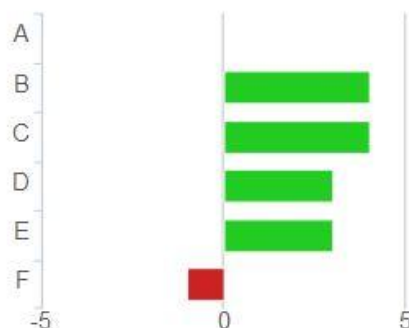
\$2.4m Tourism Transformation Loan Fund set up

New "PrideofNY" Site connects Consumers to Local Food Sources

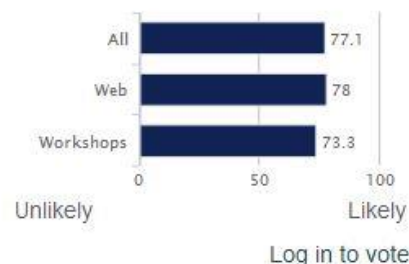
Seven Tupper Lake businesses get microgrants

[Log in to add evidence](#)

Influenced Scenarios



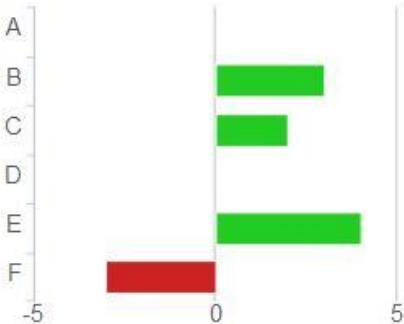
Likelihood



Resurgence in Manufacturing Extends to Adirondack Region

As manufacturing jobs have moved back to the US, they have also moved back into and around the Adirondacks.

Influenced Scenarios



Likelihood



Evidence

- ▼ Rome Drone Testing Site Gets More Funding

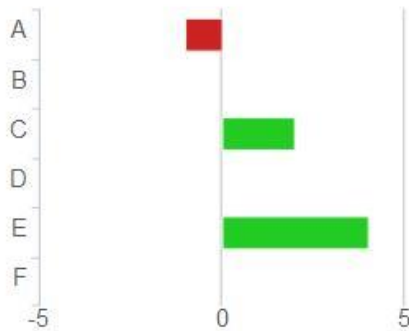
Another \$1m is coming into the effort to develop the drone testing site in Rome.

The news is buried in the article to be found here.
- ▶ Plattsburgh Developing Transportation Manufacturing Cluster
- ▶ Washington County Picks up Diverse Manufacturing
- ▶ FAA Approves Rome NY Drone Testing Site
- ▶ Global Foundries Adding 1000 Jobs in Spring 2014
- ▶ Bombardier Plattsburgh Wins More Large Subway Car Contracts
- ▶ Barrel Maker Opening in Remsen
- ▶ Trudeau and Clarkson win \$35 million over 3 years
- ▶ Bionique Testing in Saranac Lake to Expand
- ▶ Lyons Falls Biorefinery Scale Up Effort Wins \$877k
- ▶ 2013 REDC Grants Announced, Big Wins for the Region
- ▶ SterRx Wins \$800k to Set Up Pharma Pkg Plant in Plattsburgh
- ▶ NOVA Bus in Plattsburgh Wins \$194m Contract with NYC
- ▶ GE to close Ft Edward Capacitor Plant
- ▶ Nano Utica Plans a \$1.5b Semiconductor Fab
- ▶ CR Bard Expands in Queensbury

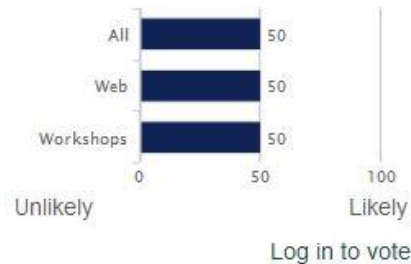
Some Park Towns Recruit EB-5 Program Foreign Entrepreneurs

The EB-5 Immigrant Investor visa is a way to get admitted to the US as a Conditional Permanent Resident. You must invest \$500,000 in a new business. If you successfully hire 10 full time people in 2 years, you get to be a permanent resident. The program is particularly popular with Canadians. Some Park towns are actively recruiting foreign entrepreneurs who can take advantage of the program.

Influenced Scenarios



Likelihood



Evidence

Vermont Continues to Have Success with EB-5 Investments

The Jay Peak resorts have opened and new projects have been started.

[Read the news story update here.](#)

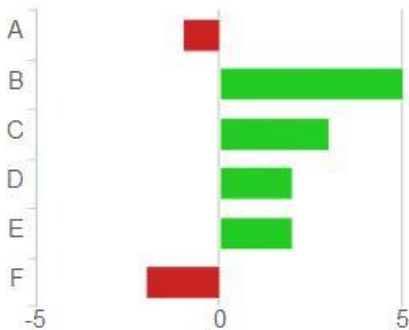
Vermont using EB-5 visas to attract residents and visitors

[Log in to add evidence](#)

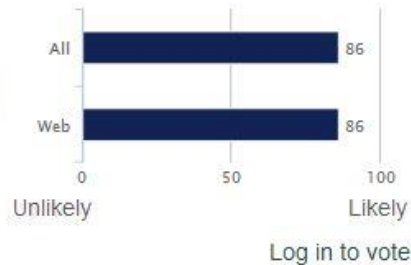
Private Investments in Tourism Growing Throughout the Park

While the State invests in recreational assets, private investors are stepping up to invest in new and upgraded hotels along with other projects - basically the things tourists spend money on.

Influenced Scenarios



Likelihood



Evidence

New Marriott in Permitting for Lake George

A new Courtyard Marriott hotel in the Village of Lake George approved by LG Planning Board. It still needs APA approval

[Read the new story here.](#)

Glamping at Camp Orenda Hits the NY Times

Sagamore in Bolton Landing to be Open Year-Round

Lake Placid Lodge Sold

New 100 Room Hotel Opens in Lake Placid

Lake Flower Hotel in Saranac Lake in Permitting

Marina Project in Port Henry Gets Permits

Marina Rebuild on Lower Saranac Lake Under Review

Camp-o-The-Woods Completes \$25m Renovation

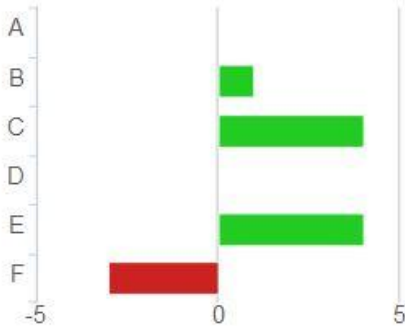
Hotel Saranac Reconstruction Under Way

Schroon Lake Hotel Project Moving Ahead

Area Colleges are Focus for Entrepreneurial Development

Studies have shown that a large amount of new, entrepreneurial business development is occurring near the area's major colleges and universities: NCCC, Clarkson, Colgate, SUNY, Paul Smiths, Cornell.

Influenced Scenarios



Likelihood



Evidence

Paul Smiths Launches new Center for Working Landscapes

Paul Smiths has forestry, food and tourism/hospitality programs, Cornell Cooperative Extension brings the ag programs. The first event is Forest, Farm and Fork is April 2014.

Read about the April event here.
Read about more plans here.

Adk Community College Redesigning Programs

Clarkson Named an "Innovation Hot Spot"

Paul Smiths College offers entrepreneurial program

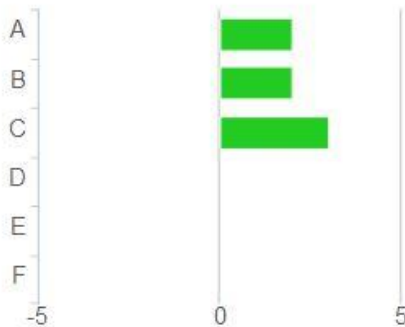
SUNY Plattsburg offers entrepreneurial program

Clarkson entrepreneurial program wins awards

Environmental and Entrepreneurial Studies Widespread

Most high schools in the Park adopt two common programs – one in environmental studies and the other in entrepreneurial studies. In many cases there are collaborations with regional colleges.

Influenced Scenarios



Likelihood



Evidence

Log in to add evidence

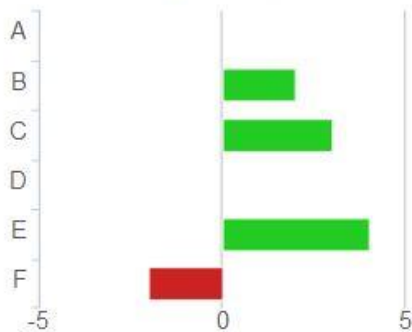
Most Park Towns have Community Development Organizations

Most towns in the Park now have active community development organizations that apply for grants and promote the sustainable development of the Town.

Evidence

Log in to add evidence

Influenced Scenarios



Likelihood



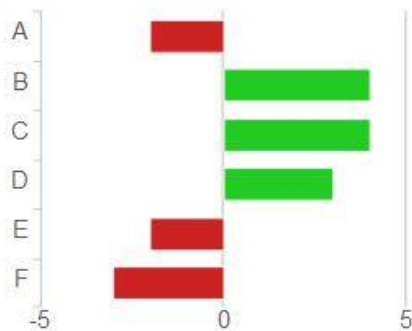
Major Promotion for Jobs, Entrepreneurs and Net-Workers

People just didn't think of coming to the Adirondacks to start a company or open an office. They thought it was a Park. A major promotional campaign is started to tell the rest of North America that the Adirondacks is a great place to live and work. We have broadband and the other infrastructure needed and a great quality of life. The campaign includes money to go give pitches to major employers in NY, Ontario and Quebec.

Evidence

Log in to add evidence

Influenced Scenarios



Likelihood

