

**Subject:** 8 @ 8 - Eight Things You Need to Know

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Eight things you need to know on topics related to Saratoga County's economy.

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8 @ 8 is a newsletter filled with eight things you need to know on topics related to the economy in Saratoga County, New York. You can expect to see 8 @ 8 in your inbox twice a month. If you have content you'd like us to share or have a topic you'd like to see more of, let us know and we'll work to include it in a future edition! -The Partnership Team



**BROUGHT TO YOU BY THE  
SARATOGA COUNTY PROSPERITY PARTNERSHIP**

### **A Peek Behind The Curtain On Corporate Location Decisions**

What are the details that we don't hear about when corporations make a location decision? [The Project Podcast: Inside Corporate Location Decisions](#) is a compelling podcast from Development Counsellors International, a New York-based marketing firm. They look at a new company every two weeks and [share the story of their relocation or expansion](#), interviewing both company and community officials to detail the intense competition for jobs and capital investment.

### **The Solution To The Skills Gap Could Already Be Inside Your Company**

A mere 20% of today's workforce has the skills needed for 60% of the jobs that will be coming online within the next five to ten years. To meet talent shortages, [companies can either look to the external labor market or focus on developing talent from within](#). If you are experiencing a talent shortage, the Partnership can help by quantifying training needs, connecting you to our regional workforce development system, and identifying sources of funding. Call the Partnership at 518.871.1887.

### **Main Street Entrepreneurs Are Economic And Community Pillars**

Entrepreneurship is a path to economic security for founders. It also presents opportunities for those who are not entrepreneurs to climb the economic ladder and achieve economic stability through the jobs

entrepreneurs create. [The newest Policy Digest from the Kauffman Foundation](#) looks at the challenges facing Main Street entrepreneurs and offers ways to help them get their start and succeed.

### **Feedback Wanted: Saratoga County Prosperity SUMMIT**

Were you one of the over 100 community and business leaders who attended the Saratoga County Prosperity SUMMIT on November 10? If so, we want to hear from you. [Click here to provide your feedback](#). Were you unable to attend? Check out event coverage: [Saratoga TODAY](#); [The Daily Gazette](#); [WAMC](#); [LOOK TV News](#); [TWC News](#); [Saratogian](#).

### **Tips On How To Best Secure Financing For Your Business**

Securing small business financing can be challenging. The [New York Business Development Corporation](#) (NYBDC) works to provide small businesses with a number of diverse and unique products to help make financing options available for a wide variety of business needs, including major fixed assets like equipment or real estate. [Read these tips on how to best position your business for financing](#) and then give [Ross Pancoe of NYBDC a call](#) at 518.694.8567.

### **GLOBALFOUNDRIES Seeks To Improve Power Quality and Reliability**

Uninterrupted, high-quality power is essential for operating GLOBALFOUNDRIES' Fab 8 semiconductor manufacturing facility and for continued growth of the high-tech advanced manufacturing economy in New York's Capital Region. [A new initiative](#) between the company, Anbaric Microgrid, and Exelon will leverage distributed energy resources and microgrid controls to both address the operational requirements of Fab 8 and to model solutions that can be applied elsewhere.

### **Business First Saratoga: An Initiative Designed for Saratoga County Businesses**

[Business First Saratoga](#) is the retention and expansion initiative focused on helping Saratoga County businesses grow. Through problem-solving and advocacy, representatives meet with local business owners to better understand the opportunities and challenges of doing businesses in our region. [Click here to learn more](#).

### **Thinking of Starting a Business in 2017?**

Are you thinking about starting a business of your own? The Small Business Administration (SBA) has [a full library of resources](#), including topics like how to start a business, the roadmap you need to write a business plan, choosing business structure, business financials, and financing.

The [Saratoga County Prosperity Partnership](#) is leading the charge for streamlined economic development

and innovation in Saratoga County, New York.



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