

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**

1. Key Capture Energy NY1 Receives Site Plan Approval at Luther Forest Tech Campus

Key Capture Energy, Inc., has received site plan approval for its KCE NY 1 project to be built at the Luther Forest Technology Campus in Stillwater, NY. The project, a 20 MW battery energy storage system, will interconnect to the adjacent NYSEG substation. The project is another example of the evolving energy landscape in New York. With the state's ambitious goals of distributing energy resources via the Reforming the Energy Vision proceedings and generating 50% of New York's energy with renewable resources by 2030, energy storage will serve a vital component in the future grid. [The company is working with the Saratoga County Prosperity Partnership to move the project forward.](#)

2. TICKETS NOW AVAILABLE - Second Annual Saratoga County Prosperity Summit presented by Adirondack Trust Company

The Saratoga County Prosperity Partnership is holding the [2nd Annual Saratoga County Prosperity Summit, "The Next Wave of Opportunity for Saratoga County,"](#) on Nov. 16 at the Saratoga City Center from 7:30 - 12:30pm. The event will feature a full networking breakfast and keynote addresses and the following panel discussions:

- [Jodi Shelton](#), co-founder, president and board director of the Global Semiconductor Alliance (GSA) - "The Semiconductor Industry – Where We Are and What is Driving Future Growth"
- [Rick Whitney](#), CEO of M+W Americas - "The Resurgence of U.S.-based Electronics Manufacturing: What it Means to the Capital Region"
- [Greg Moran](#), president and CEO of OutMatch - "Using Predictive and Actionable Workforce Analytics to Build a World-Class Team"

[SmartWatt Energy](#); [Tony Civitella, CEO, Transfinder](#); and [Michele Madigan, Commissioner of Finance, City of Saratoga Springs](#), and [Chris Meyer, of Whiteman Osterman + Hanna, LLP](#).

- **"Building the Ecosystem – What a Technology Startup Needs to be Successful,"** with confirmed panelists [Peter Kalish Consultant and SCORE mentor](#); [Nick Mesiti, Patent Attorney and Partner at Heslin Rothenberg Farley & Mesiti P.C.](#); [Phil Wilton of Strategic Global Group](#); and [John Schneiter of Free Form Fibers](#).

There will also be a special update about the Next Wave Center, a landing pad for companies seeking to do business in Saratoga County. [Tickets \\$40 or \\$300 Table of 8. Click here to register!](#) For questions about [sponsorship](#), please email [Shelby Schneider](#) or call 518.871.1887.

3. Pitney Farms Survey - Skidmore Saratoga Consulting Partnership is seeking your feedback!

The Skidmore-Saratoga Consulting Partnership and the Saratoga County Prosperity Partnership are collaborating on a [community survey](#) for Pitney Meadows Community Farm. The [Skidmore-Saratoga Consulting Partnership](#) offers pro-bono consulting services to for-profit and non-profit businesses in Saratoga. This semester they are working with the recently established [Pitney Meadows Community Farm](#). [This survey](#) will gauge the community's wants and needs for the future of Pitney Meadows Community Farm and will be integral to Skidmore-Saratoga Consulting Partnerships recommendation process. Thank you very much for taking the time to complete this survey, it will allow Skidmore-Saratoga Consulting Partnership to provide strong recommendations for the Pitney Meadows Community Farm moving forward.

4. What's Next for Tech Valley? A Capital Region Chamber of Commerce Young Professionals

Group event - On November 8, from 5:30 - 7:30 pm, Saratoga Partnership's Shelby Schneider will discuss the evolution of the Capital Region and what the future holds for the area with local business leaders Rick Derrico of BizLab, Sonny Bonacio, President of Bonacio Construction and Kevin O'Connor, President and CEO, Albany Consulting Group. Learn how the advances in technology and generational shifts are changing and shaping our local communities, businesses, and living environments in new and exciting ways. [Click here for details](#).

5. Proposal would make Saratoga Springs a wired city - We could soon have a [fiber-optic network](#)

[on every street in the city](#) of Saratoga Springs. [SiFi Networks](#) is proposing a partnership with the city to develop an agreement that would enable speeds as much as 20 times faster than currently available in the city. "We would like to create a super-fast highway throughout the entire city," company President Scott Bradshaw. Having this infrastructure in place would have both community and economic

Special Services Commissioner of Finance Richard Madigan, who is spearheading the proposal along with Saratoga Springs Smart Cities initiative, will be a panelist at the Saratoga County Prosperity Summit on November 16, covering the topic of Smart Cities.

6. GlobalFoundries is becoming active investor in Silicon Valley - [According to the Times Union,](#)

GlobalFoundries has become an active player in California's investment scene, along with other tech heavyweights like Intel and Cisco. Their recent multi-million-dollar investment in a Silicon Valley company, Aquantia Corp., could pay dividends in Saratoga County one day. [Aquantia](#) makes switches used in high-speed data networks that are becoming more sophisticated as data centers handle more and more traffic. Investing in customers and suppliers is common in the global semiconductor industry, where research and development costs are high and the number of full-scale manufacturers is small. Because of that dynamic, manufacturers like GlobalFoundries and Intel will invest to ensure that they have a solid base of both in the future.

7. Registration still available - The Business of Beer - an Upstate Capital Association of New

York Special Event - The Upstate Capital Association of New York will be hosting the Business of Beer on Wednesday, November 1, at 5pm to highlight the challenges of growing a multi-million dollar craft beer business in New York. The event will feature Jeremy Cowan, founder of Shmaltz Brewing Company along with panel of advisors and capital providers about what's needed to grow and scale his craft beer brewing company. Members of the investment and business communities will discuss options to consider to finance growth and expansion for companies with \$1-10MM in revenue. Click [here](#) for event information and [here](#) to register.

8. CEG Solar GEN - Is Solar right for you?

Are you a manufacturer or business concerned about the escalating and uncertain energy prices (2.5% to 5% increase annually), locking in electrical energy prices lower than your current rate for 25 years, reducing non-value added roof space, putting your tax dollars to work by offsetting nearly 60% of the cost on a tax benefit that is ramping down over the next 5 years. If you answered yes to any of the above, than solar might be for you! Ready to get bids from our developers? [Download the SolarGEN Site Profile](#) and reach out to [Peter Lion](#), Program Manager, Energy & Sustainability at the Center for Economic Growth to discuss your potential solar project or call 518-465-8975 x 234 to learn more.

The [Saratoga County Prosperity Partnership](#) is the County's designated Economic Development organization leading the public and private sectors to achieve economic success for our businesses and residents.

The Saratoga Partnership is the first point of contact for business retention, expansion, and attraction. We provide a seamless delivery of economic development and workforce development assistance for businesses seeking to expand in Saratoga County, New York.

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