

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. New York's largest energy storage facility coming to Saratoga County

The Saratoga Partnership is proud to announce a fall groundbreaking is planned for a 20 megawatt, utility-scale battery energy storage facility – the largest of its kind in New York – at Luther Forest Technology Campus. Energy storage can play a significant role in helping to integrate renewables into the grid while maintaining grid stability, as well as providing firm energy output during periods of peak usage, which prevents system outages during extreme weather conditions. The \$9 million project, proposed by Albany-based Key Capture Energy LLC, is expected to create 25 construction jobs and nine full-time positions. The Saratoga Partnership assisted the company with site approvals and through the Mechanicville-Stillwater IDA. [Click here to read more.](#)

2. Saratoga Partnership to promote Saratoga County at SEMICON West 2018

The Saratoga Partnership will [ramp up efforts to market Saratoga County](#) to the worldwide semiconductor industry this week during SEMICON West 2018, the flagship U.S. event for connecting the electronics manufacturing supply chain. Saratoga Partnership President Marty Vanags and Vice President Shelby Schneider will meet face-to-face with top executives and leading professionals from microelectronics manufacturing, supplier and partner companies and organizations throughout SEMICON West 2018, which is being held July 10 through 12 at the Moscone Center in San Francisco. Those meetings offer prime opportunities to discuss the assets and advantages of Saratoga County, including its location as the home of [GLOBALFOUNDRIES](#), the world's most advanced semiconductor manufacturer. [Click to read more.](#)

3. Moreau sewer project could be economic development game-changer

[The Saratogian reported](#) that the Moreau sewer project along Route 9 could change the economic landscape of the town. A national company has signed a letter of commitment to purchase 125 acres with

late 2016, Greenfield-based [Munter Enterprises](#) purchased 26.7 acres bordering Exit 17 for \$1.6 million. The property is a former golf driving range. "With Northway frontage, there's an awful lot of opportunity for tax base and job growth," said John Munter, company president.

3. Moreau sewer project could be economic development game-changer

[The Saratogian reported](#) that the Moreau sewer project along Route 9 could change the economic landscape of the town. A national company has signed a letter of commitment to purchase 125 acres with plans for a 1 million-square foot distribution center. Assessed valuation is expected to be \$80 million. "This would be the project that gets the sewer project off the ground and makes it affordable," Kusnierz said. In late 2016, Greenfield-based [Munter Enterprises](#) purchased 26.7 acres bordering Exit 17 for \$1.6 million. The property is a former golf driving range. "With Northway frontage, there's an awful lot of opportunity for tax base and job growth," said John Munter, company president.

4. Paper tariff has unintended negative consequence for Saratoga County company

Last week, QUAD/Graphics hosted Senator Chuck Schumer for a tour and to discuss their opposition to a tariff on Canadian newsprint that will cost the company \$90 million this year. QUAD employs roughly 800 people at the 1.1-million-square-foot Saratoga Springs plant, where it prints such magazines as Entertainment Weekly, People and Sports Illustrated under contract. When it was built in 1985, it was the first Quad/Graphics plant outside Wisconsin. About 20 percent of the workforce at the Saratoga Springs plant is involved in printing on uncoated groundwood paper. Chairman, CEO and President Joel Quadracci traveled from the company headquarters in Wisconsin to meet with the Senator and discuss the tariff. Schumer stated that since this tariff impacts NY and Wisconsin, he would be reaching to Speaker of the House Paul Ryan to seek a bi-partisan effort to stop the tariff from becoming permanent. [Click here to read Times Union coverage.](#)

5. Dr. John Kelly talks what's on the horizon with AI at Warren County EDC Luncheon

The Saratoga Partnership attended the [Warren County EDC](#) annual meeting at the Great Escape in Queensbury. The keynote speaker was Dr. John Kelly senior vice president, Cognitive Solutions at IBM Research. Dr. Kelly has had a leading role in IBM's efforts in Artificial Intelligence or AI, which means his voice and thought leadership on the topic is substantial. His presentation touched on the [Jefferson Project](#), a partnership between [Rensselaer Polytechnic Institute](#), IBM Research, and The Fund for Lake George is a collaboration that "combines Internet of Things technology and powerful analytics with science to create a new model for environmental monitoring and prediction." This project is using the power of AI to model the lake's environment, movement and features to enable the community to assess pollution impacts, and many other issues regarding the Lake's health. In the end, Dr. Kelly suggested the future is incomprehensible when considering Quantum Computers and the ability of humanity to now "scale our knowledge" for human progress. [Watch Dr. Kelley discussing what's on the horizon with AI on 60 Minutes.](#)

'1.4 million prime age men are not working because of drug abuse' [Market Watch](#) reports that the opioid epidemic is preventing a huge portion of the population that is sidelined from joining the labor force because labor intensive jobs are also the ones that require workers who can pass drug tests. It was reported that weakness in the workforce could have negative implications for a U.S. economy that some experts characterize as entering a waning period of expansion. [Saratoga County has made addressing the crisis a top priority](#), by filing a lawsuit at the state Supreme Court against 31 pharmaceutical companies that manufacture, distribute and prescribe opioids in January.

7. \$30 million available for dairy farm projects

[The Times Union](#) reported that Governor Andrew Cuomo announced Thursday that \$30 million is available to support conservation easement projects on dairy farms across New York. Plummeting milk prices have "increased the threat" of more farmland being converted into other developments, Cuomo said in a statement. Land trusts, municipalities and other entities can apply for farmland protection grants of up to \$2 million. More information can be found at grantsgateway.ny.gov.

8. Data is power - Why we use Statebook International to market to businesses + site location executives

Four years of intensive research and design work with Economic Development Organizations (EDOs), site selectors, universities and government agencies has evolved into StateBook: the first online marketplace for economic development and corporate site selection. StateBook strategically aggregates, updates and organizes more than 63,000 data points from over 50 sources with technology tools developed to help the industry perform their jobs more efficiently and effectively. StateBook democratizes data that is otherwise unwieldy and opaque, and levels the playing field so communities large and small can compete for projects. The good news is the data is free for any stakeholder in Saratoga County to use. [Check out our Saratoga Partnership microsite](#), loaded with demographics + data to help you make sound business decisions and plans.

The [Saratoga County Prosperity Partnership](#) is Saratoga County's 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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