



FRANKLIN COUNTY

ECONOMIC DEVELOPMENT  CORP.



2024

**FRANKLIN
COUNTY**
ECONOMIC DEVELOPMENT  **CORP.**

CEO'S MESSAGE

The Adirondack Frontier. Where the Wilderness Works.

Dear Franklin County Community,

This year has been transformative for the Franklin County Economic Development Corporation (FCEDC). Through collaborative partnerships, targeted investments, and innovative programs, we have laid a robust foundation for sustainable economic growth. From supporting local entrepreneurs to enhancing community resilience, 2024 reflects our steadfast commitment to fostering an environment where businesses and residents can thrive.

As we look forward to 2025, we are energized by the opportunity to continue making Franklin County a place where innovation meets tradition, and where the wilderness truly works. Thank you for being an integral part of our journey.

Warm regards,

A handwritten signature in black ink that reads "Jeremy Evans". The signature is written in a cursive, flowing style.

Jeremy Evans

CEO, Franklin County Economic Development Corporation

**FRANKLIN COUNTY ECONOMIC DEVELOPMENT CORPORATION
THE ADIRONDACK FRONTIER. WHERE THE WILDERNESS WORKS.**



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Mission

Building a resilient economy requires more than transactions, it's interactions. We are a unifying economic development organization that fosters a shop-local, community-first culture. We help entrepreneurs start businesses and help existing businesses grow. We take a proactive approach to attract visitors with the hope they'll become locals. It is that intersection of developing business, community, and destination that informs and inspires our work every day as Franklin County moves toward a bright and prosperous future. We are Adirondack Frontier and we believe in Franklin County.

INVESTING IN OUR PEOPLE

Vision

Economic development in Franklin County is built on the foundation of fostering entrepreneurship, empowering individuals, and supporting communities. As Jeremy Evans, CEO of FCEDC, often says,

"We focus on supporting the people, places, and businesses that call Franklin County home."

This philosophy shapes our work, ensuring that local talent and businesses are at the heart of our economic development strategy.

Through strategic planning and organizational growth, FCEDC has doubled its capacity in recent years and has five full-time staff.

Our work prioritizes sustainable and inclusive growth, focusing on creating opportunities for residents and businesses alike. From revitalizing Main Streets to offering technical assistance to small businesses, FCEDC's efforts ensure that economic development benefits all members of the community.



ADIRONDACK FRONTIER

Our Place

The Adirondack Frontier, with its 1,697 square miles of wilderness, exemplifies the intersection of natural beauty and economic opportunity. This region is defined by its unique attributes:

- 1,350 small businesses
- 656 farms, producing dairy, potatoes, and maple syrup
- 7 downtowns, each with a distinct character
- 67% forestland
- 41 miles of border with Canada

These elements create an unmatched backdrop for tourism, entrepreneurship, and community growth.

The Adirondack Frontier is a destination where innovation meets tradition, attracting visitors and entrepreneurs alike. It's a space where the community thrives amidst the beauty of its environment.





2024 HIGHLIGHTS

The Adirondack Frontier. Where the Wilderness Works.

DOING BUSINESS

Building Prosperity & Strengthening Community

A favorable business climate attracts investments and encourages entrepreneurship. Additionally, access to capital and robust market networks allow businesses to thrive. Public-private partnerships and stakeholder collaboration further strengthen the business environment. Workforce availability and quality are also crucial, as they influence business location decisions and overall economic vibrancy.

Our focus on creating a business-friendly environment led to several noteworthy accomplishments:

- The successful **Big Tupper Auction** engaged new property owners, with FCEDC poised to support development plans that will revitalize the area.
- We secured funding from the **Economic Development Administration (EDA)** and Empire State Development (ESD) to update the 2015 **Comprehensive Economic Development Strategy (CEDS)** that will shape the county's economic future.



WORKFORCE

Empowering People

Birth rates, migration patterns, career and technical education (CTE), and access to higher education determine the quality and sustainability of a region's labor force. Skilled workers are a cornerstone of economic competitiveness. Furthermore, workforce competitiveness relies on health and well-being, diversity and inclusion, and supportive policies such as affordable child care and family leave. These factors enable a more dynamic and equitable labor force, ensuring that businesses have access to the talent they need to succeed.

Recognizing that our greatest asset is our people, we prioritized workforce development initiatives:

- The **Biotech Workforce Summit** convened industry leaders to chart a path forward for talent pipeline growth, with actionable strategies emerging to address workforce challenges.
- Secured funding to update the **Comprehensive Economic Development Strategy**.



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**OUR
IMPACT**

The Adirondack Frontier. Where the Wilderness Works.

OUR IMPACT

Empowering Businesses and Communities

At the Franklin County Economic Development Corporation (FCEDC), we are not just facilitating growth—we are actively shaping the future of Franklin County by driving investment, supporting businesses, and strengthening communities.

Our work generates tangible results that ripple throughout the economy, creating jobs, revitalizing downtowns, and ensuring that Franklin County remains a place where businesses can thrive and residents can prosper.

Our impact is measurable, but more importantly, it is transformational. Through strategic programs, collaborative partnerships, and targeted investment, we continue to empower businesses and communities to build a resilient and prosperous future.



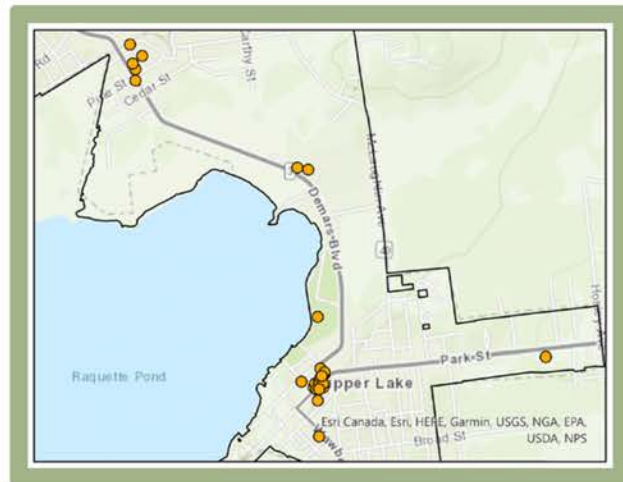
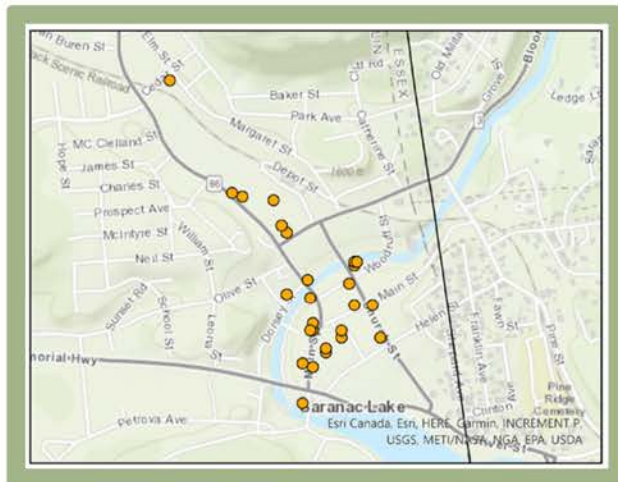
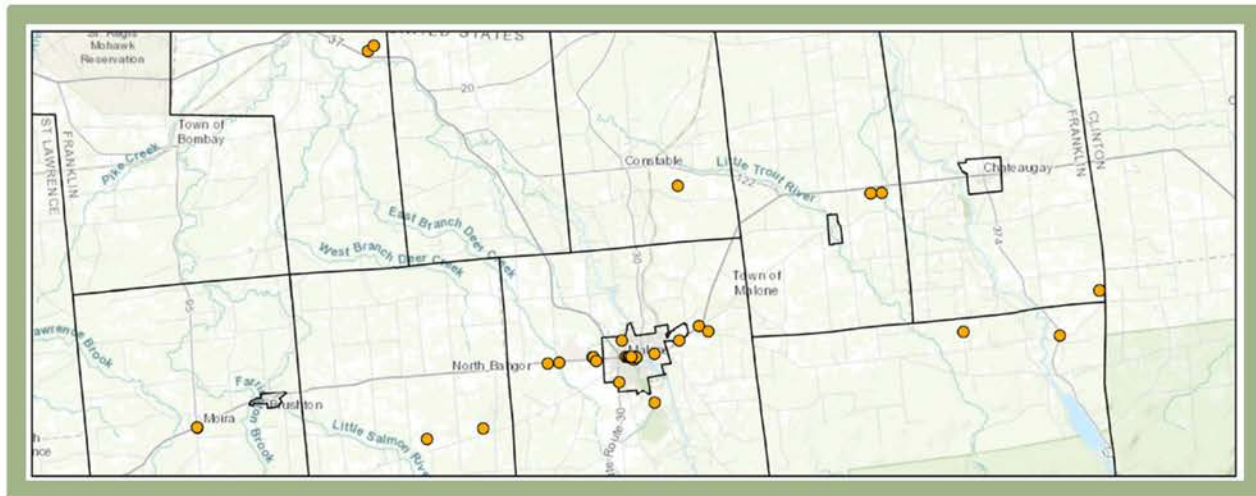
ECONOMIC IMPACT 2024



ECONOMIC IMPACT

Driving Economic Growth Across the Adirondack Frontier

This map highlights the locations where our programs have fueled growth, from small business expansions to large-scale redevelopment efforts. Each pin represents a project that has created jobs, strengthened local economies, and enhanced the quality of life in our communities. Through targeted funding, innovative programs, and collaborative partnerships, FCEDC is helping to shape a more prosperous and resilient future for Franklin County.



MAIN STREET IMPACT

Energize Uptown Fund

- \$ \$497,800
- # 8 projects
- 📍 Tupper Lake
- ✓ Downtown Revitalization Initiative funding to accelerate Park Street's transformation through building renovations.

Downtown Design Guidelines

- \$ \$19,000
- # 1 project
- 📍 Saranac Lake
- ✓ Funding to create streetscape design guidelines ensuring future investments enhance downtown's vibrancy and historic character.

Malone Village Core

- \$ \$320,000
- # 2 projects
- 📍 Malone
- ✓ Develop a new park-let overlooking the Salmon River, providing an attractive gathering space. Supported the renovation of a historic mixed-use building, creating two new residential units to expand downtown housing options.

Chateaugay

- \$ \$371,250
- # 1 project
- 📍 Chateaugay
- ✓ Funding to restore an iconic historic building, including the creation of two new accessible housing units.

Downtown Revitalization Strategy: Assisted the **Village of Malone** with its **New York Downtown Revitalization Initiative** application to position the community for transformational investment.

Strengthening the Arts: Provided support to **Pendragon Theatre** in Saranac Lake and **Tupper Arts** in Tupper Lake as they undertake **transformative projects** to enhance the arts and cultural sector.

SMALL BUSINESS IMPACT



Rail Trail Small Business Fund

- \$ \$400,000
- # 12 projects anticipated
- 📍 Town of Harrietstown and Town of Tupper Lake
- ✓ Working in partnership with the towns, secured funding to help businesses leverage opportunities created by the new Adirondack Rail Trail.

HOUSING IMPACT



Resilient & Ready Storm Recovery Program

- \$ \$550,000
- # 51 projects
- 📍 County-wide
- ✓ Helping families rebuild and strengthening community resilience in the wake of extreme weather events.

LOAN IMPACT

Martin's Homemade Pretzels

\$ \$328,500 Investment

📍 Moira, NY

✓ Supporting a local business as it grows and diversifies.



TAX IMPACT

Glengarry Farms

5MW Community Solar Project

\$ \$11.07 Million Investment

📍 Burke, NY

✓ Bringing renewable energy & economic benefits to the region.

Branch Commercial

Holiday Inn Express Renovation

\$ \$2.9 Million Investment

📍 Malone, NY

✓ Enhancing hospitality accommodations in the region.



Brookside Solar

100MW Utility-Scale Solar Project

\$ Investment: In Development

📍 Burke & Chateaugay, NY

✓ Paving the way for one of the region's largest renewable energy projects.

KEY INDUSTRY IMPACT



Agriculture

- Expanded participation in the Adirondack Harvest Program, connecting local farmers to markets and consumers.



Biotechnology

- Hosted the Biotech Workforce Summit, aligning industry leaders around shared goals for workforce development.
- Facilitated the expansion of Bionique Testing Laboratories, leveraging IDA incentives to support cutting-edge biotechnology.



Forestry & Wood Products

- Promoted Tupper Lake Hardwoods as a Franklin County success story.



Clean Energy

- Advanced Franklin County's renewable energy leadership by approving IDA incentives for the 5 MW Glengarry Farms community solar project in the Town of Burke.



Tourism

- Secured targeted grant assistance to businesses leveraging the Adirondack Rail Trail, enhancing visitor experiences and economic growth.
- Approved a sales tax exemption to support extensive upgrades to the Holiday Inn Express in Malone.



Health & Wellness

- Forged partnerships to improve access to healthcare services across the county.

Strengthening the Foundation of Franklin County



**OUR
PROGRAMS**

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Main Street

ADIRONDACK FRONTIER

At FCEDC, we are dedicated to fueling the resurgence of main streets and downtowns throughout Franklin County. Our mission is to empower these urban cores with the necessary tools and resources to flourish.

Technical Assistance

Achieve main street revitalization goals.

We provide guidance, expertise, data, and other assistance to build project readiness.

Planning Support

Set the groundwork to attract public and private investment.

We help guide communities through the process from public engagement to execution.

Placemaking

Plan, design, and implement projects that put people first.

We collaborate with communities to raise awareness and educate the public about the benefits of placemaking.

Financial Support

Remove barriers to completing projects.

We bring funding opportunities to communities, businesses, and organizations.

Investing in the Future



Small Business

ADIRONDACK FRONTIER

Our region provides the perfect landscape for small business owners and entrepreneurs to bring their ideas to life. At FCEDC, we know how important small businesses are to Franklin County.

Technical Assistance

Connect small businesses with resources.

We offer support through our expertise and our established relationships with resource providers, ensuring successful startup, retention, and expansion efforts.

Coworking

Support and attract entrepreneurs and knowledge workers.

We operate dynamic and flexible coworking spaces that provide a productive environment and foster networking within the local business community.

Business Transition Support

Increase small business retention.

We connect buyers and sellers to matchmaking services, planning tools, and other resources to help local businesses successfully transition to new ownership.

Financial Support

Secure and provide funding and financing to support entrepreneurs.

We offer loans and secure grants to support small business expansion and job creation.

Supporting An Innovative Ecosystem



HOUSING ASSISTANCE

At FCEDC, we are dedicated to improving access to safe, affordable, and high-quality housing for individuals and families in our community. Recognizing that stable housing is the foundation of a thriving economy and strong communities, we work to develop, support, and implement initiatives that enhance housing opportunities across the region.

Affordable Housing Development

We collaborate with local partners to expand housing options, ensuring that residents have access to affordable and sustainable living spaces.

Community Revitalization

We support efforts to restore and repurpose properties, reducing blight and increasing the availability of quality housing.

Emergency Housing Assistance

In response to unexpected circumstances, we provide resources to help residents recover from housing instability and natural disasters.

Policy & Advocacy

We work alongside local and state agencies to promote policies that foster equitable and inclusive housing opportunities.

Strengthening Communities



FRONTIER LOANS

Access to capital is one of the most significant barriers to business growth and economic development. At FCEDC we provide businesses in Franklin County with the financial tools they need.

Strategic Investment for Economic Impact

The Frontier Loan Program is not just about funding individual businesses—it's about strengthening Franklin County's entire economic ecosystem. Whether it's helping a manufacturer upgrade equipment, assisting a retail business in expanding operations, or providing capital for a startup to launch, these loans are a catalyst for sustainable growth. By targeting key industries and supporting businesses at all stages of development, the program encourages job creation, increases the local tax base, and enhances the economic resilience of our communities.

Flexible Financing for Business Needs

We recognize that no two businesses are alike. That's why the Frontier Loan Program offers tailored financial solutions, including:

- Working Capital Loans to help businesses manage day-to-day operations and scale effectively.
- Real Estate Development Loans to assist with property acquisition or expansion ensuring that commercial spaces meet the evolving needs of Franklin County's business community.

Attracting Investment

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**LOOKING
AHEAD**

The Adirondack Frontier. Where the Wilderness Works.

LOOKING AHEAD TO 2025

Continuing the Momentum

As FCEDC looks to 2025, the focus will remain on fostering economic innovation, expanding workforce opportunities, and enhancing community resilience. With updated strategies and strengthened partnerships, Franklin County is prepared to lead the way in sustainable growth and prosperity.

As Franklin County continues its journey toward sustainable growth, we remain committed to fostering a dynamic, resilient, and inclusive economic environment. Guided by our place brand, Adirondack Frontier, we aim to harmonize the county's unique natural assets with forward-thinking economic strategies.

Our vision for 2025 reflects a bold and pragmatic approach to economic development, encompassing strategic updates, investments in workforce capabilities, robust support for small businesses, and initiatives designed to enhance our communities. By leveraging partnerships, resources, and innovative thinking, we are charting a course toward a brighter future for Franklin County.

Strategic Planning for Sustained Growth

Updating the Comprehensive Economic Development Strategy (CEDS) is central to our mission. Since its adoption in 2014, the CEDS has provided a robust framework for growth. This update will incorporate new challenges, opportunities, and community input to define a clear roadmap for the next five years. Our commitment to infrastructure improvement and business environment enhancement continues to be pivotal. These efforts address barriers to growth, ensuring that businesses and residents can thrive.



Strengthening the Workforce



Franklin County recognizes the importance of a qualified, adaptable workforce in driving economic progress. Collaboration with regional partners and businesses will address challenges in training and retaining talent. Through targeted initiatives and partnerships, we aim to empower residents and create pathways to meaningful employment.

Housing Development as Economic Catalyst

Quality, affordable housing is essential for vibrant communities. Promoting new housing development and renovations not only meets the needs of residents but also stimulates local economies. We will continue to support projects that expand housing opportunities across the county.



Expanding Regional Awareness



Promoting Franklin County as a premier destination for business, living, and tourism remains a cornerstone of our strategy. Through enhanced branding, marketing efforts, and collaborations, we will inspire investments and foster a sense of pride and belonging within our community.

Empowering Entrepreneurs and Small Businesses

Through the Adirondack Frontier Small Business Program, we focus on nurturing a thriving entrepreneurial culture. Providing access to resources, coworking spaces like The Carry, and financial support ensures that entrepreneurs have the tools they need to succeed. We also emphasize support for business transitions, helping retiring owners pass their enterprises to the next generation of local entrepreneurs.



Revitalizing Downtowns and Main Streets



Our downtowns are the lifeblood of our communities. Vibrant, attractive, and economically productive, they are hubs of culture, commerce, and connection. The Adirondack Frontier Main Street Program focuses on placemaking, technical assistance, and securing funding for transformative projects, ensuring these vital areas continue to flourish.

Supporting Key Industries

Franklin County's economic foundation lies in its resilient industries, including agriculture, tourism, biosciences, and renewable energy. We will strengthen these sectors by fostering innovation, supporting workforce development, and facilitating access to funding and resources.

- Agriculture: Encouraging value-added and direct-to-consumer farming initiatives.
- Tourism & Hospitality: Promoting investments in tourism-related businesses to enhance Franklin County's appeal.
- Biotechnology: Providing targeted support for this high-impact sector to ensure its continued growth.
- Clean Energy: Leading sustainable energy initiatives while aligning projects with community goals.





Franklin County's future is bright. By combining strategic vision with actionable initiatives, FCEDC is poised to lead the county toward a prosperous 2025. With a focus on collaboration, innovation, and inclusivity, we are building an Adirondack Frontier Where the Wilderness Works! Together, we will create opportunities that sustain and enrich our communities for generations to come.

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