



## ATTRACTING NEW BUSINESS



### **PARTS UNLIMITED**

Parts Unlimited is moving to a new 218,000 square-foot distribution center, located in Corporate Technology Park, in the Town of Ballston. The Power Sports parts distributor currently employs 89 people at a facility in Clifton Park and expects to add up to 50 new jobs as the company expands. Pike Company, Inc. is building the facility, which can expand an additional 180,000 square feet. This expansion in Corporate Technology Park facilitates a connection to the Saratoga County Sewer District and the extension of the Town of Ballston watersystem.

The project cost is approximately \$13 million and is receiving benefits from the Saratoga County IDA. SEDC is pleased that Parts Unlimited chose to expand their operations and remain in Saratoga County.

### **DELMAR LEARNING**

Delmar Learning, one of the leading lifelong learning companies in the country and the largest producer of vocational learning materials in the State of New York, has made a \$23.5 million business expansion into a new building on the corner of Route 146 and Maxwell Road in the Town of Clifton Park. The company outgrew leased space in Guilderland and currently employs over 300 people.

DCG Development Company is the owner/developer of the 150,000 square-foot building, leasing 115,000

square-feet to Delmar Learning. DCG proposed the idea of a "spec" building to the Clifton Park Industrial Development Agency four years ago. This allowed them to promote a "Shovel-Ready" site to Delmar Learning and enabled them to participate in the design before the building was built. The Clifton Park IDA financed the project while providing sales tax, mortgage tax, and real estate tax abatements because of the company's job creation proposal to create up to new 300 jobs in the next few years. The Pike





PHOTO BY MONTE CAIVERTI, GLENS FALLS POSTSTAR

KEN GREEN, LEFT, PRESIDENT OF SARATOGA ECONOMIC DEVELOPMENT CORPORATION DESCRIBES HIS PLAN FOR SARATOGA TECHNOLOGY & ENERGY PARK TO GOVERNOR GEORGE PATAKI, SENATE MAJORITY LEADER JOE BRUNO AND SARATOGA COUNTY BOARD OF SUPERVISORS CHAIR ANITA DAILY.

## **SARATOGA TECHNOLOGY ENERGY PARK**

Governor George Pataki and Senate Majority Leader Joe Bruno announced the creation of the Saratoga Technology Energy Park (STEP), at Malta, the first business park in the nation dedicated solely to the development and promotion of new, clean energy technologies.

STEP is a joint initiative of SEDC, New York State Energy Research and Development Authority (NYSERDA) and the University at Albany. The Park is located on a mostly undeveloped 280 site in Malta and is anchored by a 21,000 square-foot facility built by NYSERDA in the mid-1970's.

The joint partnership will provide burgeoning technology

companies technology development and prototyping support through the University at Albany, funding to support technology development and commercialization through NYSERDA and expanded economic opportunities, which include Saratoga County's newly designated Empire Zone, through SEDC.

Malta Town Supervisor Dave Meagers said, "The Town of Malta is pleased that the NYSERDA site will be used as a research and development tech park. This exciting project conforms to the Town Master Plan, and will be a positive enhancement to our town.

SEDC President Ken Green said, "The Companies that locate in the Saratoga Technology Energy Park will provide thousands of high paying jobs for people in Upstate New York."