



2025

**HIGHLIGHTS
& IMPACT**





2026 WWIDA Leadership

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*Representing Washington County
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Hunt Companies, Inc.*

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*Counsel
FitzGerald Morris Baker Firth, P.C.*

Nicole Rodriguez

Social Media College Intern



The WWIDA:

PROMOTING LOCAL INVESTMENT FOR COMMUNITY GROWTH & PROSPERITY

Where would we be without businesses?

The businesses of Warren and Washington counties provide county residents with jobs to support ourselves and our families. They provide products and services – those we need to survive and others that simply make our lives more enjoyable. Businesses provide our communities and school districts with tax revenue that helps pay for essential public infrastructure and services – and reduces the tax burden on other property owners.

At the Warren and Washington Industrial Development Agency, we offer incentive-based assistance to **retain local companies, help them expand and prosper, and to encourage other businesses to locate here – driving our local economy.**

This report highlights the job-creators we partnered with in 2025 and the benefits they will bring to our region. We also give an exciting update on improvements we are making to the IDA's Canalside Energy Park in Fort Edward for the benefit of existing tenants and to attract new employers.

We're energized by the progress in 2025, and we're focused on carrying that momentum into 2026. Thank you to the business community, local officials, and partners who make this work possible. We look forward to a collaborative year ahead – aligning projects, partners, and resources to drive local investment and shared prosperity.

Sincerely,

Chuck Barton, CEO



**Juan Gonzales, Chair
CFO, Hunt Companies, Inc.**



WHO WE ARE & HOW WE HELP

The Warren and Washington IDA is an independent economic development organization dedicated to helping businesses grow in our region. **We are not a county agency and we are not funded by taxpayer dollars.** We are supported by diversified, self-generated revenues—including project and administrative fees, and other economic development revenues and investment earnings. This structure keeps us financially independent and focused on the long-term best interest of Warren and Washington counties.

The WWIDA assists and incentivizes employers to invest in our counties by:

- **facilitating PILOT agreements** that temporarily reduce a business's property tax obligation on new investments while keeping their existing tax responsibilities intact;
- **providing sales tax exemptions** for purchases made in conjunction with a building project;
- **offering exemptions** on the state's mortgage tax;
- **partnering with financial institutions to offer tax-exempt financing** that makes borrowing on certain projects less expensive than traditional commercial loans.

Our incentive-based programs can give the extra boost an employer needs to succeed and expand. They can also make the difference between a business locating here instead of outside our region.

In every case, our goal is to retain and attract businesses that will provide long-term economic benefits to our counties that far exceed the initial incentives provided.

INCENTIVES HELP OUR ECONOMY SOAR

36

Number of active
incentive projects

780

Number of jobs generated
by those projects

**\$640
MILLION**

Value of those projects

BONDS BOLSTER BORROWING POWER

3

Number of tax-exempt
bonds issued

**\$52
MILLION**

Value of tax-exempt bonds

161

Number of jobs created by
the bonds

Eight New Incentive Projects Support \$68 Million in Local Investment

The WWIDA was proud to partner in 2025 with seven local businesses on eight incentive projects spanning the Manufacturing, Distribution, Hospitality and Housing industries.

MANUFACTURING & DISTRIBUTION

F.W. WEBB

When F.W. Webb, one of the northeast's leading wholesalers of plumbing, heating, cooling, and industrial products, sought to replace its regional distribution facility with a new, larger location, the WWIDA stepped forward to ensure Webb stayed in our backyard – in a new \$20 million Queensbury building.



10-Year Community Benefits:

- Retain 40 jobs and add 8 more
- Create more than 100 temporary construction jobs
- Produce \$1.6 million in local construction-related spending
- Deliver PILOT and sales tax revenue of approximately \$4 million

10-year estimated net benefit: \$24 million.

Native Development Associates, LLC

Native Development Associates, LLC's manufacturing and distribution facilities in its Native Park off Northway Exit 18 are successfully leased to a number of other local businesses. Assistance from the WWIDA is helping Native construct a 40,000-square-foot addition to one of its existing buildings that will enable a local manufacturer to stay in the region and expand.



Community Benefits:

- **Create an estimated 30 new full-time equivalent jobs**
- **Create more than 30 temporary construction jobs**
- **Generate PILOT payments of more than \$150,000**
- **Produce local construction-related sales**

10-year estimated net benefit: \$22 million.

HQ Powder Coating/Wood Creek Holdings

After eight years in business, Whitehall-based HQ Powder Coating, Inc. was fast outgrowing its space and in need of a new home. The locally owned employer provides sandblasting and specialized powder coating services for a wide variety of industrial and consumer purposes. With assistance from the WWIDA, Wood Creek Holdings, a holding company affiliated with HQ, will build and lease to HQ a new 6,400-square-foot facility at a cost of \$895,000 at a new Whitehall location, keeping their jobs local.



10-Year Community Benefits:

- **Retain 7 jobs and add 2-3 more**
- **Create an estimated 35 temporary construction jobs**
- **Retain an important service for other local businesses**
- **Deliver PILOT and sales tax revenue of more than \$77,000**

10-year estimated net benefit: \$1.7million.

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HOSPITALITY

EXIT 19 LODGING LLC

Capitalizing on the success of the Home2Suites by Hilton, Exit 19 Lodging sought the WWIDA's assistance to construct a complementary property next door. The site will soon be home to a \$20-million, 110-room TownePlace Suites by Marriott, helping meet the increasing demand by regional visitors for suite-style accommodations.



Community Benefits:

- **Create an estimated 15 full-time and 10 part-time jobs**
- **Drive non-local visitor spending and sales & occupancy tax revenues of more than \$40 million**
- **Generate more than \$3 million in local construction materials spending and 80 temporary construction jobs**

10-year estimated net benefit: \$40 million.

AVIATION HOSPITALITY LLC

Since opening in 2018, the Home2Suites by Hilton off Aviation Road in Queensbury has surpassed expectations for welcoming business and leisure travelers. With the WWIDA's assistance, the owners will soon construct a four-story addition, adding 16 new suites to the region's array of quality away-from-home accommodations.

Community Benefits:

- **Produce non-local visitor spending and sales & occupancy tax revenues of approximately \$4 million**
- **Drive \$750,000 in local construction materials spending and 80 temporary construction jobs**
- **Generate an estimated \$218,495 in PILOT payments**

10-year estimated net benefit: \$4.5 million.





HOUSING

In October 2023, Warren County released a study finding that the countywide housing shortage “has become sufficiently extreme to now be an economic development and community development issue.” Without available, affordable housing, employers are finding it more and more difficult to recruit and retain staff. Meanwhile the cost of construction materials and land in the region is making building affordable housing a challenge all its own. **In 2025, the WWIDA made a concerted effort to assist in improving the region’s housing inventory through these much-needed projects:**

ADK REI

Since 2014, local natives Kara and Nick LeBoeuf have owned and managed apartment buildings geared toward workforce housing across the region. With WWIDA assistance, their company, ADK REI, will soon build two new eight-unit apartment complexes off Luzerne Road in Queensbury adjacent to two of their existing buildings.

Community Benefits:

- **Support the region’s growing need for workforce housing, especially for employees of local businesses**
- **Create an estimated 20 full-time construction jobs valued at over \$1.1 million**



PATTEN PROPERTY MANAGEMENT

Chris Patten began his construction career as an apprentice to a number of local contractors before purchasing and renovating his first building in 2017. Today, Patten Property Management owns 98 one- and two-bedroom apartments, filling an important need in the region’s housing inventory. Now, the WWIDA is providing assistance for the construction of “The Point,” a three-story, 24-unit building at 10 Broad Street in Downtown Glens Falls, and “Washington Square,” two three-story buildings with a total of 54 apartments also in Downtown Glens Falls.

Community Benefits:

- **Support the region’s growing need for apartments, particularly in support of the Downtown Glens Falls Revitalization Initiative**
- **Create more than 240 temporary construction jobs valued at nearly \$7 million**





PROJECT PROGRESS REPORTS



LOTS OF UPSIDE AT CANALSIDE

Major Infrastructure Improvements Underway at our Industrial Park

The WWIDA not only helps employers stay, expand or move into our region, we also offer high-quality places for them to locate.

Our 79-acre Canalside Energy Park in Fort Edward is now home to three businesses, and engineering is now underway for a major water system expansion and new wastewater service that will make the park even more attractive for new job-creators.

Thank you to Empire State Development's FAST NY Shovel-Ready Grant Program, to the U.S. Department of Housing and Urban Development, and to the Northern Border Regional Commission for providing the funding for these projects.

[Click here to learn more about the opportunities available at Canalside Energy Park.](#)

WWIDA Ensures Electric Transmission Line Project Brings Economic Boost to Washington Co. Communities

The Champlain Hudson Power Express electric transmission line will carry electricity from Hydro Quebec to New York City – underground and underwater – and have major above-ground benefits to Washington County communities and taxpayers.



Years ago, when the project developer identified portions of the County as a key route for CHPE, the

WWIDA was there to encourage the \$431 million investment and maximize the local benefits.

Our negotiation of a payment in lieu of taxes agreement (or PILOT) as well as host benefit packages for the local municipalities and school districts hosting the project means 16 municipalities and school districts will receive a total of nearly **\$270 million in revenue over 30 years** – even though the project consists solely of an underground transmission line that requires little if any municipal services.

Thank you for your interest in the WWIDA.

For more information about incentive-based programs for businesses, please visit warren-washingtonida.com or contact us at (518) 792-1312 or info@warren-washingtonida.com.

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Native Development’s partnership with the WWIDA has facilitated local business growth, as demonstrated by the F.W. Webb facility on Corinth Road near Exit 18 and the continued expansion of industrial tenants within Native Park. WWIDA incentives proved critical in finalizing negotiations and securing long-term tenant commitments.

NATIVE PARTNERS

*Owner of Native Park
Exit 18, Queensbury*

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