



## 7. Industrial Sites and Facilities

### Introduction

Greene County’s “shovel-ready” business parks are one of its most important assets for economic development. As the county-sponsored business parks are built out, however, there will be a need for additional parks and sites to accommodate target industries attracted to the area as well as local businesses undergoing expansion. How and where should the County establish new business or industrial parks, and what steps will need to be taken to prepare them for future development? Are the existing parks suitable for potential target industries? And what are the criteria used by different sizes and types of companies in evaluating suitable sites?

To address these questions, this chapter of the Comprehensive Economic Development Plan examines Greene County’s existing business parks, the sites that have been identified for future industrial development, and the requirements of the target industries identified earlier in the plan document. It concludes with a list of commercial and industrial development opportunities by subregion, as well as site assessment criteria to be used to establish new business and industrial parks in the County.

### KEY FINDINGS

- Greene County has two county-sponsored business parks: Kalkberg Commerce Park and the Greene Business & Technology Park. Both of these parks have been approved by the State of New York as “shovel-ready,” meaning that all environmental and infrastructure considerations have been fully addressed. Properties in the two parks have also received designation by the Greene County Legislature as Empire Zones.
- The Greene County Industrial Development Agency (GCIDA) has recently received as a donation the majority of sites in the Hudson Valley Business Park, located in the Town of Cossackie. The Hudson Valley Business Park is not certified as “shovel-ready” as additional environmental studies and engineering plans are necessary. Additionally, there are significant environmental constraints within this Park which may limit the amount of viable land for development.
- Two future industrial park sites have been identified by the County: The Travco Industrial Property, located along the Schoharie Turnpike in the Town of Athens, along with lands surrounding the property including land adjacent to the New Athens Generating Facility; and the proposed Catskill Industrial Park, located along State Route 9W in the Town and Village of Catskill.
- Build Now-NY is a valuable state program that provides matching grants up to \$100,000 to help local communities pay for professional services such as engineering studies, environmental

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assessments, legal support, and planning to bring business parks and industrial sites to shovel-ready status. The GCIDA has recently received \$172,500 in Build-Now NY funds for the Hudson Valley Business Park, Travco Industrial Property and the Greene County IDA Destination Retail & Business Park expansion north of Kalkberg.

- Over the past 2 years, absorption at the IDA parks has been at 20 acres per year. The GCIDA projects a minimum absorption rate of 20 to 25 acres per year. While this projection is conservative, absorption could increase based upon aggressive target industry marketing aligned with the recommended target industries report.
- Properties within the Greene County Empire Zone encompass a total of 1,260 acres, of which 285 acres are within existing industrial parks (see Map 2 in the Appendix). A total of 728 acres of Empire Zone-designated properties are developable for disposition. Within existing industrial parks, only a total of 70 acres of industrial sites are developable excluding portions that have been disposed, as well as environmental features such as wetlands, flood plains, hydric soils, steep slopes and other unbuildable areas. Currently, there is one 24 acre site within the Kalkberg Commerce Park and two sites within the Greene Business & Technology Park totaling 32 acres, available as shovel-ready sites.
- Using the current absorption rate of 20 to 25 acres per year, Greene County has less than 3 years of inventory of developable industrial sites and less than 2 years inventory of shovel-ready land. The use of Build-Now NY funds would help bring properties within the Empire Zones to shovel-ready status.
- The Target Industry and Resource Analysis identified business development opportunities in the 3 subregions to meet the needs of target industries. Most industrial development in the Historic River Towns would be comprised of medium- to large-sized operations ranging from 25,000 to 100,000 square feet of space. Opportunities for Valley Towns would mostly be for small- to medium-sized operations ranging from 5,000 to 50,000 square feet. Due to environmental and regulatory constraints, the Mountaintop Towns are generally not suited for mid- to large-sized operations, but could accommodate small operations with 2,000 to 5,000 square feet of space with the exception of large tourism destination type facilities.
- The majority of the existing industrial park development to date has been located in the Historic River Towns due to the availability of flat vacant land, transportation infrastructure (Route 9W and the NYS Thruway) and access to water and wastewater infrastructure. Future industrial development could be located in the Valley Towns, especially along the Route 23 and 145 corridors, but this subregion faces limitations with respect to water and wastewater infrastructure.



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- Property tax revenue sharing is an innovative way of funding economic development in the County, providing a source for matching funds to leverage funds without future obligation to local taxpayers. The recent business park projects sponsored by the GCIDA demonstrate a progressive use of tax revenue sharing to cover the long term costs of measures required for environmental permitting, as well as the future investment in new infrastructure and planning for additional development. These real costs associated with development often result in a long-term burden to local governmental units as these responsibilities have to be met in the future. By using Empire Zone benefits, the tax sharing agreements benefit from the fact that the business park tenants pay 100% of their real property tax to the local taxing jurisdictions, with their savings rebated by NYS. In a traditional PILOT (Payment in Lieu of Taxes) agreement, the business park tenant would normally be charged a reduced tax rate for a period of years, reducing the initial revenue available for long term management of environmental mitigation requirements that were necessary to build the project.
- Key areas targeted for future commercial and industrial development in Greene County will have significant environmental, archeological and infrastructure limitations that must be addressed prior to large-scale development. Infrastructure, specifically water, sewer and transportation, presents significant limitations to support future growth and development. Infrastructure is not only available in limited geographic areas, but in most cases elements such as filtration, storage, transmission lines and other components are currently stressed. Several municipal suppliers of water and wastewater infrastructure are under consent order with limitations on additional hookups.
- There is a general lack of recognition that stormwater management is an infrastructure issue. While most recognize elements such as water, wastewater and roads as a component of infrastructure necessary for development, there is little understanding that stormwater systems will become an increasingly important issue.
- Environmental issues related to wetlands and habitat may be the single most significant limiting factor in those areas of Greene County that present the best sites based on other considerations such as transportation, infrastructure and topography. To address these issues effectively, Greene County will need to focus less on site by site mitigation strategies and work creatively with the GCSWCD as well as state and federal regulatory agencies to further develop and implement a more regionalized mitigation plan.



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### Summary Profile of Existing Industrial Parks in Greene County

Greene County currently has five primary areas that have been targeted for the development of industrial parks. These areas include fully shovel-ready business parks in the northeast corner of the County and former industrial areas that require various levels of redevelopment to meet current standards, as well as open, vacant, underutilized or undeveloped spaces that may or may not face significant challenges before they can be developed.

On one end of the spectrum, the County's two business parks (the Greene Business & Technology Park and the Kalkberg Commerce Park) offer completely "shovel-ready" space that has had all environmental and infrastructure considerations fully addressed. The Kalkberg Commerce Park and the Greene Business & Technology Park form part of the Greene County IDA Business Park, together with adjacent properties identified for industrial park development. In the middle of the range is the Hudson Valley Business Park, which has water, road and utility infrastructure in place, but is lacking stormwater and has extensive wetland mitigation issues that need to be addressed. In Athens, the Travco Industrial Property is anchored by a former industrial site that has some infrastructure in place, but still requires investigation of environmental issues for the development of a future Athens Industrial Park. The final site is the future Catskill Industrial Park, located in the Town and Village of Catskill, which has sewer and water infrastructure in close proximity, but may be constrained by transportation infrastructure, wetlands, topographical and other environmental issues. The site is comprised of a mix of existing development and open space.

Properties within the Greene County Empire Zone encompass a total of 1,260 acres, of which 285 acres are within existing industrial parks (see Map 2 in the Appendix). A total of 727 acres are developable within the Empire Zone-designated properties. Within the boundaries of existing industrial sites, only a total of 70 acres are developable. This excludes sites that have been disposed, areas/footprints occupied by existing facilities or industries on-site, as well as environmental features such as wetlands, flood plains, hydric soils, steep slopes and other unbuildable areas.

Currently, only 167 acres of industrial sites in Greene County are completely shovel-ready. These are the Greene Business & Technology Park and the Kalkberg Commerce Park. Of these shovel-ready sites only 50 acres are currently available for development. Other industrial parks are in various stages of shovel-readiness, with the Hudson Valley Business Park closest to being shovel-ready and the Travco and Catskill Industrial Parks needing substantial work. Identified properties within Empire Zones that are not shovel-ready should be brought to that status to increase the County's inventory of available industrial land.

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The matrix below provides a summary of the Empire Zone designated sites and existing industrial parks with the shovel-ready status of each. The *Empire Zone Map (Map 2)* in the Appendix shows the Empire Zone boundaries and delineates existing industrial sites within the Empire Zones, as well as the location of environmental features. Maps 3 through 6 provide more detailed views of each of the four zone areas.

Summary Status of Existing Empire Zones and Business/Industrial Parks in Greene County									
	Empire Zone Boundary					Existing Industrial Sites			
	Gross Acreage	Develop-able	Not Available	Environ-mental Features	Retail Uses	Gross Acreage	Develop-able	Not Available	Environ-mental Features
<b>Shovel-Ready Parks</b>									
Greene IDA Business Park* EZ Area 1	728	432	26	284					
Greene Business & Technology Park					24	105	21	26	48
Kalkberg Commerce Park					0	62	16	16*	29
<b>Sub-Total</b>	<b>728</b>	<b>432</b>	<b>26</b>	<b>284</b>	<b>24</b>	<b>167</b>	<b>37</b>	<b>42</b>	<b>77</b>
<b>Partially Shovel-Ready</b>									
Hudson Valley Business Park EZ Area 2	100	53	25	26	0	36	11	25	5
<b>Sub-Total</b>	<b>100</b>	<b>53</b>	<b>25</b>	<b>26</b>	<b>0</b>	<b>36</b>	<b>11</b>	<b>25</b>	<b>5</b>
<b>Not Shovel-Ready</b>									
Athens Industrial Park EZ Area 3	167	82	19	67	0	74	22	16	36
Catskill Industrial Park EZ Area 4	265	160	27	81	0	8	0	8	1
<b>Sub-Total</b>	<b>432</b>	<b>242</b>	<b>46</b>	<b>148</b>	<b>0</b>	<b>82</b>	<b>22</b>	<b>24</b>	<b>37</b>
<b>Total</b>	<b>1,260</b>	<b>727</b>	<b>97</b>	<b>458</b>	<b>24</b>	<b>285</b>	<b>70</b>	<b>75</b>	<b>119</b>

\*16 acres in KCP was not included in the EZ boundary.

Note: Acreage determinations based on 2005 Empire Zone Application and Greene County Soil & Water District data. As further wetland delineation is completed, acreage numbers will be further refined.

### THE GREENE COUNTY IDA BUSINESS PARK

Greene County's Empire Zone designation for the Greene County IDA Business Parks covers a total of 728 acres. Based on the GIS map layers provided by the GCDPED, the Empire Zone designation is comprised of 129 acres in the Greene Business & Technology Park (GBTP) and 62 acres in the Kalkberg Commerce Park (KCP). The Greene Business & Technology Park includes 105 acres of



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industrial property and 24 acres set-aside for retail uses along Route 9W; the retail portion of the industrial park is not located within the Empire Zone. The balance of developable industrial lands at the two business parks stands at 24 acres at KCP and 32 acres at GBTP. With only 56 acres of shovel-ready industrial land available in the County, steps should be taken to have most of the Empire Zone designated sites shovel-ready for development. The two business parks are adjacent to 284 acres of habitat conservation lands owned by the Greene Land Trust. The Empire Zone designated area includes developable land that could be used for expansion. The GCIDA has also identified properties outside the Empire Zone that could be developed for industrial uses in the future. These are discussed in detail later in this chapter.

The Greene County IDA Business Parks are located within ½ mile of the NYS Thruway. The northern portion of the site is located in the Town of New Baltimore, and is bordered to the west by exit 21B of the NYS Thruway. The southern portion is located in the Town of Coxsackie and fronts the 9W corridor to the west. A rail line borders the site's eastern edge at the southern portion of the site and traverses the northern portion of the property.

The area comprising the Greene County IDA Business Park is currently zoned Commercial/Industrial and is considered shovel-ready with water, sewer, gas, power, stormwater, and telecommunications infrastructure available. The southern portion of the business park has 10-inch waterpipes on-site, capable of delivering 1.8 million gallons per day (gpd), while the northern portion has a 400,000-gallon water tank. The Town of Coxsackie provides wastewater services, with treatment capacity for 1.2 million gpd. The GBTP and KCP also include stormwater infrastructure that meets or exceeds current state Phase II stormwater regulations.

The Greene IDA Business Park received Empire Zone designation in July 2006. Originally, zone benefits were accorded to businesses in the park through the Columbia County Empire Zone. With the Empire Zone designation, businesses relocating to the Greene County IDA Business Park could avail themselves of the various incentives associated with the Empire Zone. According to Greene County's 2005 Empire Zone Application, selling prices for the business park range from \$75,000 to \$100,000 per acre along the eastern edge to \$200,000 along the 9W corridor.

Current park occupants include the Save-A-Lot Distribution Center and Bank of Greene County at the Greene Business & Technology Park and National Bedding/Serta at the Kalkberg Commerce Park. Save-A-Lot operates a 332,000 square foot warehouse and has a proposed 70,000 square foot expansion. National Bedding/Serta has a 232,000 square foot manufacturing, office administration, and shipping facility. The Town of Coxsackie Zoning Code proscribes commercial zoning along the park's western edge, facing the 9W corridor for retail uses.

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Operation and maintenance costs associated with the Greene Business & Technology Park and the Kalkberg Commerce Park facilities are currently funded via two mechanisms. First, the tenants in the business parks contribute to Operations & Maintenance (O&M) costs for items such as lighting and stormwater maintenance. Tenants are assessed their portion of these costs based on the percentage of shovel ready land they own in relation to the full park. The second mechanism used to fund O&M involves a Tax Revenue Sharing Agreement developed in conjunction with the local school district, the town(s) and Greene County. The agreement is based on sharing the net gain in real property taxation, and is applied to each individual development project. Under the agreement, the prior taxes paid based on the pre-development assessment are subtracted from the increase in taxes that results from the post-development assessment to determine “net” taxes. The increase in direct tax revenue is then split, with the GCIDA receiving 20% of the new tax revenue and the school, town(s) and County splitting the remaining 80%.

GCIDA revenue from the PILOT is primarily dedicated to the ongoing costs to meet the business park’s mitigation requirements. Development of these business parks required substantial environmental mitigation, which carries an O&M cost in perpetuity. To meet the O&M requirements of the business park mitigation strategy, the GCIDA has taken some very creative steps to maximize cost efficiency and address mitigation O&M beyond the term of the tax sharing agreements. First, the GCIDA has partnered with the Greene County Soil & Water Conservation District (GCSWCD) to manage all environmental and stormwater requirements. The GCSWCD’s involvement results in these services being provided at a very favorable cost, and the GCIDA benefits from the GCSWCD’s ability to access other funding sources as well as achieve benefits from economy of scale as the GCSWCD integrates these requirements into other programs it manages.

Additionally, to manage the substantial set-aside of conservation lands required under the business park’s state and federal permits, the GCIDA and GCSWCD formed an independent, non-profit land trust (Greene Land Trust) which owns and manages the conservation properties on behalf of the GCIDA. The GCIDA and Greene Land Trust (GLT) have entered into a 20-year agreement that corresponds with the term of the tax sharing agreement, and provides the mechanism by which the GCIDA utilizes shared tax revenues to fund O&M requirements. The agreement has addressed long term O&M (after the agreements end) by creating a stewardship escrow to which the GCIDA makes annual contributions. At the conclusion of the agreements after 20 years, the Stewardship Fund has been designed to provide adequate investment revenues to allow for the management of all environmental features with no future burden on the GCIDA or the municipalities. Shared tax revenue has also provided seed funding for leveraging funds and has been a source of matching funds.

It should also be noted that the GCIDA has adopted a policy of holding all municipalities harmless from property tax impacts during the development, sale and build out of the business parks. While the GCIDA is eligible for tax exempt status upon its acquisition of a parcel for development, it has



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voluntarily chosen not to exercise this right in order to eliminate the impact to the local taxing jurisdictions during the period it takes to get the parks permitted and the first tenants in place. Once the GCIDA completes a business park and new tenants, who pay at least equal to or exceed the taxes contributed by the property pre-GCIDA purchase, are in place, the GCIDA obtains tax exempt status on the remaining lands to be developed. To date, the increased assessments and taxes paid by the initial tenant to each business park exceeded pre-development levels by a substantial margin. The local Towns have frozen the assessments on GCIDA lands acquired for development of business park for the period when the GCIDA is voluntarily paying the local property tax.

### HUDSON VALLEY BUSINESS PARK

The Hudson Valley Business Park was a privately-developed business park that is now substantially under Greene County IDA ownership. Comprised of approximately 100 acres, the business park is located in the Town of Coxsackie and is situated 2.3 miles from exit 21B of the NYS Thruway. Approximately 60 acres of land remain for development, with the GCIDA owning 50 of these acres and private ownership of the remaining 10 acres. The northern portion of the park ends close to the intersection of Plank Road and Bailey Street, while the southern edge borders Flint Mine Road. Greene County was awarded Empire Zone designation for the business park in July 2006. DynaBil Industries, an industrial manufacturer located adjacent to the Hudson Valley Business Park but within the Empire Zone Boundary, was certified by the County's Empire Zone Administrative Board in April of 2007. The GCIDA has also been recently awarded Build-Now NY funds for the site to bring it to shovel-ready status. Working with the GCSWCD, the GCIDA will address stormwater and wetland issues in 2007.

The Hudson Valley Business Park is currently zoned Industrial. Of the 100 acres within the Empire Zone designated boundary (*Map 4*), approximately 60 acres are available for development, especially for smaller-scale development with less than 50,000 square feet. The property has water, sewer, power, and telecommunications infrastructure; gas is available on-site. A rail spur is also available on-site.

Currently, business park occupants include the Brockway-Smith Company (a 140,000 square feet privately held window and door manufacturing and regional distribution facility), and Fast Track Steel (a steel erection company) and adjacent to the park is DynaBil Industries, a privately held state-of-the art aerospace facility that manufactures aircraft parts.

### FUTURE ATHENS INDUSTRIAL PARK

The future Athens Industrial Park, based on the approved Empire Zone boundary, is comprised of approximately 167 acres and is located in the Town of Athens. The park is bordered to the west by



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a rail line, while a portion of the park abuts Flats Road to the east. The Schoharie Turnpike runs across the business park, dividing it into two sections. The property's current zoning is a combination of Industrial, Commercial and Residential. The properties found within the boundaries of the Empire Zone (Map 5) are privately owned. The Greene County IDA has also received Build-Now NY funds to bring the Travco Industrial Property to shovel-ready status.

Approximately 82 gross acres of the Empire Zone designated site are potentially developable, excluding portions that are occupied by existing industries, as well as environmental features. Two buildings presently occupy the business park – an 84,000 square foot unit and a 24,250 square foot structure. The Empire Zone also includes the Northeast Treaters of New York, a pressure treating lumber company.

The property has direct access to a rail spur used by local companies under cooperative agreement. The site also has access to the Iroquois Pipeline, a major gas compression transmission facility. Water supply is available through a 10-inch water main capable of delivering 1.8 million gallons per day. While the park is not serviced by a municipal sewer system, the plan is to extend the service to the site due to failure of the on-site septic system which once had the capacity to serve a 700-person industrial park population. The GCSWCD doubts the acceptability of the system to the NYSDEC/NYSDOH and recommends the need to develop better wastewater infrastructure. GCSWCD communication with both NYSDEC and NYSDOH indicate that there are no records of any State Pollution Discharge Elimination System (SPDES) permit ever issued for the waste water system at the Travco site. Additionally, the site of the former septic system is now characterized as federal wetlands and would likely require extensive permitting and mitigation if redevelopment of the system was proposed. The lack of sewer infrastructure is also an issue that needs to be addressed to make the site shovel-ready based on Build-Now NY standards. Additionally, the presence of extensive wetlands present significant limitations at the Travco site beyond redevelopment of those areas already characterized by buildings or gravel lots. Mapping conducted in the fall of 2006, indicated that out of 60+/- acres of the parcel that comprises the Travco site, only 17+/- acres are not wetlands. This included the footprint of the two existing structures and the parking areas surrounding them. The Travco site needs to undergo the SEQRA process, secure planning board approvals, receive support from the community and elected officials as well as complete environmental assessments for the site.

### **FUTURE CATSKILL INDUSTRIAL PARK**

The future Catskill Industrial Park is a 265-acre site located in the Town and Village of Catskill and is 2 miles from exit 21 of the NYS Thruway. Properties within the Empire Zone area (Map 6) are privately-owned. Unlike the other existing business parks, the Greene County IDA has to yet apply

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for Build-Now NY funding to begin the process of bringing the park to shovel-ready status and there is limited information gathered on environmental and physical issues.

Approximately 160 gross acres of the 265-acre Empire Zone designated site are considered potentially developable to include environmental features, as well as properties occupied by existing businesses on-site. The Catskill Industrial Park is currently zoned with a combination of Industrial, Commercial and Rural Residential. Rezoning of rural residential parcels will have to be done as a step to bring the park to shovel-ready status. The Catskill Industrial Park has the advantage of having access to a rail line which bisects the entire length of the property. Casings Inc., a tire recycling company, occupies the northern portion of the area identified for Empire Zone designation. The Catskill Industrial Park is within the viewshed of the Olana State Historic Site, and siting of heavy industrial facilities could encounter opposition from the Olana Partnership, its supporters, and other environmental groups. The site is also challenged by environmental features that render a large portion of the site unbuildable. Water, sewer, transportation access and power capacity have yet to be verified.

### Industrial Park Assessment

#### SITE ASSESSMENT CRITERIA

A set of criteria was developed that will serve as a toolbox that the County should use in evaluating existing business and industrial parks, as well as selecting sites for business and industrial parks. These encompass two sets of criteria:

- **General Criteria.** Moran, Stahl, & Boyer developed general guidelines for the selection of business and industrial parks from a site selector's perspective.
- **Industry-Specific Site Criteria.** Saratoga Associates developed a set of industry-specific technical criteria derived from Build-Now New York requirements. These criteria by type of use are important considerations in securing New York State funding for the purpose of developing shovel-ready sites.

#### GENERAL SITE SELECTION CRITERIA FOR BUSINESS/INDUSTRIAL PARKS

##### Usability of Land

- The soil should be well-drained and structurally sound to support buildings and related infrastructure, while easily excavated for utility lines and other needs.

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- The site should not contain wetlands, or wetlands must be located such that they are not disturbed during site excavation and operation, or impact soil conditions in areas where site improvements are installed.
- The site topography should be relatively flat and require minimal excavation in preparation for construction site improvements.

### Access to Utilities

- Water, sewer, power, gas (optional), and high-speed telecommunications are either at the perimeter of the site or can economically be made available within three to six months.
- Capacity of utilities is adequate to support park activities (water flow rates, size of sewer lines and treatment plan capacity, available power, level of telecommunication capacity (e.g. T1, T3, etc. lines).

### Adjacent Land Uses

- Avoid siting industrial parks in close proximity to schools, hospitals, nursing homes, residential neighborhoods and other sensitive areas. Establish minimum distances and use buffer zones with such uses as retail and commercial space.
- Have access to adjacent space that may allow for future expansion (a plus for marketing the site).

### Highway Access

- For significant truck and other vehicular traffic, the site should have good access to a primary highway. Access should be controlled by light or have a hand turn in the direction closest to the Thruway for ease of egress.

### Community Support

- The land must be zoned for industrial and/or office use and have the support of the community at large to avoid any future uses.
- The local jurisdiction must be in agreement as to who will provide the sewer/water services, any joint development cost and other requirements.

## INDUSTRY SPECIFIC SITE SELECTION CRITERIA

The matrix below provides the technical requirements that should be used to assess business/industrial parks by type of industry use. In addition to the matrix presented below, the Project Team developed forms that could be used to evaluate technical requirements for sites as well as buildings.

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Industry	Site Criteria
<b>High-Tech Research &amp; Development</b>	<ul style="list-style-type: none"> <li>▪ 5 acres minimum</li> <li>▪ Underground utilities</li> <li>▪ Telecommunications &amp; underground cables</li> <li>▪ Presence of major university</li> <li>▪ Presence of technical equipment support services</li> <li>▪ High-density parking</li> <li>▪ Location near an existing R&amp;D park</li> <li>▪ Access to airport</li> <li>▪ Labor force skills</li> </ul>
<b>High-Tech Manufacturing</b>	<ul style="list-style-type: none"> <li>▪ 200 acres minimum</li> <li>▪ Water: 3 million gallons per day (GPD) @ 80 PSI</li> <li>▪ Wastewater: 2.4 million gallons per day (GPD)</li> <li>▪ Electricity: from 2 separate sources @115 KV or 20 MW continuous</li> <li>▪ Natural Gas: 2,000 MCF @ 8 PSI</li> <li>▪ Adequate parking</li> <li>▪ Ample truck &amp; rail access</li> <li>▪ Proximity to Interstate or limited 4-lane U.S. highway</li> </ul>
<b>Manufacturing</b>	<ul style="list-style-type: none"> <li>▪ 50 acres minimum</li> <li>▪ Adequate parking</li> <li>▪ Ample truck &amp; rail access</li> <li>▪ Electricity: 25,000 KW peak demand;</li> <li>▪ 13,500,000 KWH/month, 13.8 KVA service voltage</li> <li>▪ Water: 585,000 GPD</li> <li>▪ Gas: 90,000 MFC/month average, 115,200 MCF/ month peak</li> <li>▪ Sewer: 450,000 GPD to municipal treatment facility</li> <li>▪ Within 90 minutes of an airport hub or regional airport with direct service to a hub</li> </ul>
<b>Light Industrial</b>	<ul style="list-style-type: none"> <li>▪ 10 acres minimum</li> <li>▪ Adequate parking</li> <li>▪ Direct truck &amp; rail access</li> <li>▪ Electricity: 5,500 KW peak demand; 3,000,000 KWH/month, 75% demand factor</li> <li>▪ Natural gas: 50,000 therms or 5,000 MCF/month</li> <li>▪ Water: 20,000 to 50,000 GPD, capable of processing 4,000 GPD of potable water</li> <li>▪ Sewer: 20,000 to 40,000 GPD</li> </ul>
<b>Back Office</b>	<ul style="list-style-type: none"> <li>▪ Human resources (quality &amp; size of semi-skilled workforce)</li> <li>▪ Telecommunications systems: T-1 to T-3;</li> <li>▪ Long distance service at reduced cost – proximity to Point of Presence (POP)</li> <li>▪ Presence of Local Exchange Carriers (LECs)</li> <li>▪ Lower real estate costs</li> <li>▪ 100 to 150 square feet per workstation; each workstation to</li> </ul>

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Industry	Site Criteria
	<ul style="list-style-type: none"> <li>accommodate 2-3 employees for facility operating 18-24 hours daily</li> <li>▪ Transportation access</li> <li>▪ Utilities</li> <li>▪ Ample parking: 10 spaces/1,000 square feet</li> <li>▪ Time Zone sensitivity</li> </ul>
<b>Warehousing &amp; Distribution</b>	<ul style="list-style-type: none"> <li>▪ 50 acres minimum</li> <li>▪ Within 15 miles of an Interstate or limited access to four-lane U.S. highway via truck route</li> <li>▪ Access routes designated for 53-foot trucks</li> <li>▪ Topography: little elevation change; outside 100-year FEMA flood plain</li> <li>▪ Land parcels square to slightly rectangular with little or no outparcel intrusions affecting site utilization or traffic flows</li> </ul>
<b>Business Commerce Parks</b>	<ul style="list-style-type: none"> <li>▪ 60 acres minimum (could be smaller on Mountaintop)</li> <li>▪ Electricity: 14,000 KWH; 6,000,000 KWH/month, dual feed</li> <li>▪ Natural Gas: 75,000 therms or 7,500 MCF/month</li> <li>▪ Water: 62,000 GPD</li> <li>▪ Sewer Flow: 62,000 GPD</li> </ul>
<b>Office Parks</b>	<ul style="list-style-type: none"> <li>▪ 25 acres minimum (could be smaller on Mountaintop)</li> <li>▪ Fiber SONET ring infrastructure</li> <li>▪ Diverse, redundant, digital electronic Central Offices (COs) / Points of Presence (POPs)</li> <li>▪ Electricity: 1,500 KWH; 810,000 KWH/month</li> <li>▪ Water: 15,000 GPD</li> <li>▪ Sewer: 15,000 GPD</li> </ul>

### THE GREENE COUNTY IDA MODEL

The Greene County IDA provided a set of principles that has contributed to its success in the development of industrial sites. These principles, as listed below, could serve as a model for other municipalities looking to develop industrial sites:

- Quality of community impacts quality of development;
- Quality of development impacts quality of community;
- Requiring businesses attracted to provide a “livable wage” as well as basic employee benefit package including medical insurance and retirement;
- Partnership with preservation and environmental community;

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- Advisory Committee: Invite all views to the table;
- Enhance the community image and overall appearance;
- Use strict architectural and design standards to chase out bad development and encourage community support;
- Use strict standards to encourage good development: quality development is attracted to higher standards: Strict standards are embraced by the community, eliminates potential areas of conflict, and are good for local businesses;
- Do not settle for any development; be patient for the right companies; and
- Develop a vision, get community buy-in, and stay loyal to your commitments and standards.

### SUITABILITY FOR TARGET INDUSTRIES

As part of the Comprehensive Economic Development Plan, the Project Team identified target industries for Greene County. Business size and resource requirements were identified for each target industry. Target industries included the following:

- **Food Processing** – Dairy processing or ethnic baked goods.
- **Printing and Related Support Operations** – Print flyers, promotional literature, corporate booklets, etc.
- **Plastics and Rubber** – Molding of plastic and rubber parts, components and final products.
- **Fabricated Metals and Machinery** – Products produced from the forming, machining and finishing of metals.
- **Electronic Components and Equipment** – Production of sensors, components, subassemblies and finished equipment.
- **Medical Devices** – Production of equipment, devices and supplies (wide range of products).
- **Warehousing and Storage** – Receive/store/load or cross-dock operations operated by third party retailer/wholesaler.



## 7. Industrial Sites and Facilities

- **Financial Services** – Back office support for bank/credit card operation or insurance company.
- **Professional and Technical Services** – Legal, accounting, marketing services, management, engineering, R&D, software/systems, etc.
- **Emerging Technologies** – Biotechnology (process technology), nanotechnology (process technology), energy equipment (materials forming and process technology), microelectronics/photronics (clean room process technology).

The GCDPED and GCIDA have identified the industry focus for each of the existing industrial parks.

- The *Greene County IDA Business Park* (Kalkberg Commerce Park and the Greene Business & Technology Park) currently has warehouse and distribution tenants on-site. The industrial park with its large acreage has the ability to accommodate different types of uses such as warehouse and distribution, office, retail and flex space for traditional and advanced manufacturing, as well as light assembly. The IDA is setting aside approximately 50 acres of the park for high-technology and light manufacturing uses.
- The *Hudson Valley Business Park* is focused on attracting small-scale development that would require less than 50,000 square feet and which would be easier to site given the environmental constraints. This business park is suited to office uses that cater to professional services, back office, and light manufacturing. Additionally, the GCIDA is giving consideration to allowing for future expansion needs of current key industries such as DynaBil Industries and Brockway-Smith Company.
- The future *Athens Industrial Park* is also suitable for office uses, light industrial and manufacturing, as well as small warehousing and storage operations that could support the needs of production and assembly.
- The future *Catskill Industrial Park* is focused on targeting commercial and office uses, manufacturing and a mix of other uses. Small warehousing and storage needs could also be allowed to support the needs of producers/manufacturers on site. The Catskill Industrial Park site is within the Olana viewshed and could possibly encounter opposition regarding siting heavy industrial uses on site. Site challenges such as the ravine within the identified Empire Zone boundaries may also limit the buildable area.

An assessment was conducted on the five existing business and industrial parks and their suitability for identified target industries. The process involved matching target industry requirements identified in

# Greene County Comprehensive Economic Development Plan



## 7. Industrial Sites and Facilities

the Target Industry report, Build Now-NY Site Criteria, and existing site attributes in terms of acreage, location, Empire Zone benefits, zoning, site options, facility options, utilities, transportation access, and other considerations that include stormwater, wetlands, habitat, and existing tenants. A more detailed Industrial Park Assessment to determine suitability for target industries is found in the end of this chapter. The assessment found target industry suitability by park as follows:

Greene County IDA Business Park		Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
Kalkberg Commerce Park	Greene Business & Tech Park			
<ul style="list-style-type: none"> <li>◆ Printing &amp; Related Support Operations</li> <li>◆ Fabricated Metals &amp; Machinery</li> <li>◆ Electronic Components &amp; Equipment</li> <li>◆ Medical Devices</li> <li>◆ Warehousing &amp; Storage</li> <li>◆ Financial Services</li> <li>◆ Professional &amp; Technical Services</li> <li>◆ Emerging Technologies</li> <li>◆ Supply Chains</li> <li>◆ Retail</li> </ul>	<ul style="list-style-type: none"> <li>◆ Printing &amp; Related Support Operations</li> <li>◆ Fabricated Metals &amp; Machinery</li> <li>◆ Electronic Components &amp; Equipment</li> <li>◆ Medical Devices</li> <li>◆ Warehousing &amp; storage</li> <li>◆ Financial Services</li> <li>◆ Professional &amp; Technical Services</li> <li>◆ Emerging Technologies (small scale)</li> <li>◆ Supply Chains</li> </ul>	<ul style="list-style-type: none"> <li>◆ Food Processing</li> <li>◆ Printing &amp; Related Support Operations</li> <li>◆ Plastics &amp; Rubber</li> <li>◆ Fabricated Metals &amp; Machinery</li> <li>◆ Electronic Components &amp; Equipment</li> <li>◆ Medical Devices</li> <li>◆ Warehousing &amp; storage (small scale)</li> <li>◆ Financial Services</li> <li>◆ Professional &amp; Technical Services</li> <li>◆ Emerging Technologies (small scale)</li> <li>◆ Supply Chains</li> </ul>	<ul style="list-style-type: none"> <li>◆ Food Processing</li> <li>◆ Printing &amp; Related Support Operations</li> <li>◆ Plastics &amp; Rubber</li> <li>◆ Fabricated Metals &amp; Machinery</li> <li>◆ Electronic Components &amp; Equipment</li> <li>◆ Medical Devices</li> <li>◆ Warehousing &amp; storage (small scale)</li> <li>◆ Financial Services</li> <li>◆ Professional &amp; Technical Services</li> <li>◆ Emerging Technologies (small scale)</li> <li>◆ Supply Chains</li> </ul>	

## 7. Industrial Sites and Facilities

### Getting Sites Shovel-Ready

Part of the industrial park assessment involved determining the shovel-readiness of existing business and industrial parks, as well as the steps that need to be completed to bring other sites to shovel-ready status. The assessment indicated that only Kalkberg Commerce Park and the Greene Business & Technology Park are shovel-ready and available to receive additional tenants and/or buyers, while the rest (Hudson Valley, Future Athens and Catskill Industrial Parks) are in various stages of shovel-readiness. All business parks have access to water and sewer, except for the Future Athens Industrial Park, which currently relies on on-site septic tanks. Approximately 7,136 lineal feet of sewer lines would be needed to connect the Future Athens Industrial Park to municipal sewer. An initial concept-level estimate indicates that approximately \$360,000 in funds would be needed to extend municipal sewer lines to the Travco site, based on 2006 prices.

Additionally, at all currently identified potential industrial sites, environmental constraints are likely to be the single most significant limiting factor to new development. In addition to the limitations resulting from the cost of site assessment and permitting, environmental mitigation is also very expensive. Greene County would substantially benefit from an aggressive strategy that deals with environmental issues on a broader, perhaps even county wide scale with less focus on the traditional site by site assessment and mitigation. While individual sites would still require appropriate due diligence on a project by project basis, by working on a broader scale, and fully integrating key partners such as the GCSWCD and local environmental interests, the county can expect to have a far more positive impact on future development. Additionally, working regionally and with experienced partners, can greatly improve the cost effectiveness of environmental assessment and mitigation. Greene County needs to take full advantage of the reputation of the GCSWCD and needs to work with the GCSWCD, GCIDA, GCDPED, GLT and the environmental community to build upon the successful model used by the GCIDA and GCSWCD at the GBTP and KCP sites.

Steps to bring these parks to shovel-ready status can be summarized as follows:

#### Hudson Valley Business Park

- Gas line has to be downsized to the Station.
- Stormwater Plan needed.
- Verify the presence of wetlands in the park and prepare a Wetlands Mitigation Plan.
- Confirm habitat with NYS Department of Environmental Conservation and prepare a habitat mitigation plan.

#### Athens Industrial Park

- Reconfigure potential park boundaries to include land adjacent to the Athens Generating Facility and then rezone Residential to Commercial/Industrial where needed.

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## 7. Industrial Sites and Facilities

- Needs Planning Board approval.
- Needs SEQRA review.
- Needs Environmental Assessment.
- Stormwater Plan needed.
- Confirm gas and power capacity.
- Provide municipal sewer; extend sewer lines to the park.
- Install T-1 lines (telecom fiber).
- Verify the presence of wetlands in the park and prepare a Wetlands Mitigation Plan.
- Confirm habitat with NYS Department of Environmental Conservation and prepare a habitat mitigation plan.
- Build community consensus for the project with local government support.

### Catskill Industrial Park

- Rezone Residential to Commercial/Industrial.
- Needs Planning Board approval.
- Needs SEQRA review.
- Needs Environmental Assessment.
- Stormwater Plan needed.
- Confirm water, sewer, gas and water capacity.
- Verify the presence of wetlands in the park.
- Prepare a Wetlands Mitigation Plan.
- Confirm habitat with NYS Department of Environmental Conservation.
- Apply for Build-Now NY funds.
- Build community consensus for the project with local government support.

The Industrial Park Assessment is summarized in the following matrix:

	Greene County IDA Business Park		Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
	Kalkberg Commerce Park	Greene Business & Tech Park			
<b>General Information</b>					
<b>Total EZ Designated Site</b>	728 acres		100 acres	167 acres	265 acres
<b>Total Developable (EZ)</b>	432 acres		53 acres	82 acres	160 acres
<b>Shovel-Ready</b>	105 (excludes retail set-aside)	-	-	-	-
<b>Developable within Existing Industrial Site</b>	21 (excludes retail set-aside)				

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## 7. Industrial Sites and Facilities

	Greene County IDA Business Park		Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
	Kalkberg Commerce Park	Greene Business & Tech Park			
<b>Location</b>	T. New Baltimore & Coxsackie	T. Coxsackie	T. Coxsackie	T. Athens	T. & V. Catskill
<b>Ownership</b>	Greene County IDA	Private/ Greene County IDA Controlled	Private/ Greene County IDA Controlled	Private	Private
<b>Empire Zone Benefits</b>	EZ Designation Granted	EZ Designation Granted	EZ Designation Granted	EZ Designation Granted	EZ Designation Granted
<b>Zoning</b>	Commercial/ Industrial	Industrial	Industrial	Partially zoned Industrial, Commercial & Residential	Partially zoned Industrial, Commercial & Rural Residential
<b>Current Target Markets</b>	Larger development 200,000-300,000 SF; Technology, light manufacturing, commercial, data center, retail	Small-scale development <50,000 SF; Professional, light Manufacturing, data center, back office	Small-scale development <50,000 SF; Professional, light manufacturing, data center, back office	Commercial, light industrial, small warehousing & distribution, light industrial back office	Commercial, light industrial, Manufacturing, mixed-use small warehousing & distribution
<b>Shovel-Ready</b>	Y	Y	N	N	N
<b>Build Now-NY</b>	Y	Y	Y	Y	N
<b>Target Industry Suitability</b>					
<b>Food Processing</b>	N	N	N	Y	Y
<b>Printing &amp; Related Support Operations</b>	Y	Y	Y	Y	Y
<b>Plastics &amp; Rubber</b>	N	N	N	Y	Y
<b>Fabricated Metals &amp; Machinery</b>	Y	Y	Y	Y	Y
<b>Electronic Components &amp; Equipment</b>	Y	Y	Y	Y	Y
<b>Medical Devices</b>	Y	Y	Y	Y	Y
<b>Warehousing &amp; Storage</b>	Y	Y	N	Y (small scale)	Y (small scale)
<b>Financial Services</b>	Y	Y	Y	Y	Y
<b>Professional &amp; Technical Services</b>	Y	Y	Y	Y	Y
<b>Emerging</b>	Y	Y	Y (small scale)	Y (small scale)	Y

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## 7. Industrial Sites and Facilities

	Greene County IDA Business Park		Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
	Kalkberg Commerce Park	Greene Business & Tech Park			
<b>Technologies</b>					
<b>Supply Chains</b>	Y	Y	Y	Y	Y
<b>Retail</b>	Y	Y	N	N	N
<b>Shovel-Ready Requirements</b>					
<b>Zoning</b>	Y	Y	Y	Partly zoned Industrial, Commercial & Residential	Partly zoned Industrial, Commercial & Rural Residential
<b>SEQRA</b>	Y	Y	N	N	N
<b>Water</b>	Y	Y	Y	Capacity unknown	Capacity unknown
<b>Sewer</b>	Y	Y	Y	On-site septic systems only	Unknown
<b>Telecom/Internet</b>	Y	Y	Y	Y	Y
<b>Gas</b>	Y	Y	Gas/main distribution to site; needs to be downsized to station	Y	Unknown
<b>Power</b>	Y	Y	Y	Capacity unknown	Capacity unknown
<b>Storm water</b>	Y	Y	Stormwater Plan Required	Stormwater Plan Required	Stormwater Plan Required
<b>Wetlands</b>	Y	Y	Delineation & Management Plan required	Delineation & Management Plan required	Delineation & Management Plan required
<b>Habitat</b>	Y	Y	Mapped; management plan underway	Mapped; management plan underway	Confirm endangered species w/ NYSDEC
<b>Transportation</b>					
<b>Interstate</b>	0.5 miles to I-87; fronts Rt. 9W	0.5 miles to I-87; fronts Rt. 9W	2.3 miles to Exit 21B, I-87	3.4 miles to Exit 21, I-87	2 miles to Exit 21, I-87
<b>Rail</b>	No rail spur; adjacent to line	No rail spur; adjacent to line	Rail spur on-site	Direct access to rail line	Direct access to rail line
<b>Air</b>	40 minutes to Albany International Airport	40 minutes to Albany International Airport	40 minutes to Albany International Airport	40 minutes to Albany International Airport	40 minutes to Albany International Airport
<b>Next Steps</b>					
<b>Zoning</b>	Y	Y	Y	Rezone all residential to C/I	Rezone all rural residential to C/I
<b>SEQRA</b>	Y	Y	Required	Required	Required

# Greene County Comprehensive Economic Development Plan



## 7. Industrial Sites and Facilities

	Greene County IDA Business Park		Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
	Kalkberg Commerce Park	Greene Business & Tech Park			
<b>Water</b>	Y	Y	Y	Confirm water capacity	Confirm water capacity
<b>Sewer</b>	Y	Y	Y	Municipal sewer preferred	Confirm sewer capacity
<b>Telecom/Internet</b>	Y	Y	Y	Install T-1	Install T-1
<b>Gas</b>	Y	Y	Gas line needs to be downsized to Station	Confirm gas capacity	Confirm gas line
<b>Power</b>	Y	Y	Y	Confirm power capacity	Confirm power capacity
<b>Storm water</b>	Y	Y	Stormwater plan needed	Stormwater Plan needed	Stormwater Plan Needed
<b>Wetlands</b>	Y	Y	Delineation & Management Plan required	Delineation & Management Plan required	Delineation & Management Plan required
<b>Habitat</b>	Y	Y	Confirm habitat w/ NYSDEC	Confirm habitat w/ NYSDEC	Confirm habitat w/ NYSDEC
<b>Build-Now NY Funds</b>	Y	Y	Y	Y	Submit application

### The Need For Additional Industrial Park Inventory

Greene County has a total inventory of approximately 1,260 acres of property in Empire Zone designated sites. Of this total gross acreage, approximately 727 are not developable, considering environmental features such as wetlands, streams, steep slopes, and hydric soils, and excluding property that has already been disposed. Within the Empire Zone designated areas, only 167 acres of industrial land are considered shovel-ready, particularly those within the Greene Business & Technology Park and the Kalkberg Commerce Park. Only 50+/- acres of shovel-ready land are available for development and disposition. With the current absorption of approximately 20 to 25 acres per year according to the GCIDA, the County has between 1½ and 2 years of shovel-ready land in its inventory.

# Greene County Comprehensive Economic Development Plan



## 7. Industrial Sites and Facilities

	Total Acreage	Total Developable	Absorption Rate	# Years Inventory
Total Empire Zones	1,260	727	20 – 25 acres/year	29
<b>Shovel-Ready</b>				
Greene Business & Tech Park	105	21	20 – 25 acres/year	.8
Kalkberg Industrial Park	62	16	20 – 25 acres/year	.6
<b>Sub-Total</b>	167	37		1.5
<b>Partially Shovel-Ready</b>				
Hudson Valley Business Park	100	53	20 – 25 acres/year	2.1
<b>Sub-Total</b>	100	53		2.1
<b>Not Shovel-Ready</b>				
Athens Industrial Park	167	82	20 – 25 acres/year	3.2
Catskill Industrial Park	265	160	20 – 25 acres/year	6.4
<b>Sub-Total</b>	432	242		9.6

The Greene County IDA has identified additional properties for industrial development in the future. These properties are located close to existing industrial parks, particularly the Greene IDA Business Parks (Greene Business & Technology and Kalkberg), as well as the future Athens Industrial Park. These identified sites are located in the Towns of New Baltimore, Coxsackie and Athens. Approximately 330 acres have been identified in addition to properties with Empire Zone designated sites (see *Map 19* in the appendices for more detail). It is expected that all of these sites may present significant limitations due to the presence of wetlands.

While currently the market could absorb approximately 20 to 25 acres per year of industrial land, demand could increase should Greene County become successful in attracting new businesses in identified target industries. For example, Build-Now NY site selection criteria require a minimum of 50 acres for sites dedicated to manufacturing. There are several target industries identified in the Target Industry and Resource Analysis that might require larger sites. These include traditional manufacturing operations such as plastics injection molding, as well as advanced manufacturing industries, such as fabricated metal products, medical devices, and electronic components manufacturing.

Should the County experience success in attracting emerging technology industries, demand would likely come from nanotechnology-related industries than from other emerging industry clusters such as biotechnology, advanced materials, renewable energy, and information technology.

Although existing industrial parks are currently sited in the Historic River Town communities due to their proximity to the 9W corridor and the I-87 Thruway, the Greene County Target Industry and Resource Analysis identified industrial development opportunities for the Valley and Mountaintop Towns. Within the Valley subregion, potential industrial development could be sited in the

# Greene County Comprehensive Economic Development Plan



## 7. Industrial Sites and Facilities

Cairo/Greenville/Durham areas and along the Route 23, 32 and 145 corridors. The type of industrial development suitable for the Valley subregion would be business/office park settings that are lower-impact and lower-traffic in character, and would mainly be small to mid-size operations.

Any type of commercial and industrial development in the Mountaintop subregion will have to be of smaller scale and have smaller footprints of around 5,000 to 10,000 square feet due to limitations on flatter, developable land and the mountainous terrain of the region. The use of green technology is also recommended in keeping with the character of the Mountaintop Towns. Such development could be located in the communities of Windham and Hunter where water and sewer infrastructure exists. The NYC Watershed regulations also limit the type of development to those that would not in any way be a threat to drinking water. These regulations are discussed in the Land Use chapter of the Greene County Comprehensive Economic Development Plan. The following matrix summarizes the industrial development opportunities for the three subregions.



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## 7. Industrial Sites and Facilities

<b>Business and Industrial Development Opportunities by Subregion</b>			
	<b>Historic River Towns</b>	<b>Valley Towns</b>	<b>Mountaintop Towns</b>
<b>Tier I: Warehousing</b>	Should need arise & labor force is available, additional parcels could be identified for warehousing & distribution.	Possible along the Catskill to Cairo corridor; need to modify zoning; Route 23 & Route 145 corridors.	Not suitable due to terrain; possibly small-scale for storage to support other uses.
<b>Tier III: Traditional Manufacturing Operations</b>	Mid- to large-size operations (25,000 - 50,000 SF with 50-300 employees).	Small- to mid-size operations (5,000 - 50,000 SF with 10-100 employees).	Small operations (2,000 – 5,000 SF with 5-10 employees).
<b>Tier III: Advanced Manufacturing Operations</b>	Mid-size operations (25,000 - 50,000 SF with 50-100 employees)	Small- to mid-size operations (5,000 - 25,000 SF with 10-50 employees).	Small operations (2,000 – 5,000 SF with 5-10 employees).
<b>Tier IV: Emerging Technologies</b>	Mid- to large-size operations (25,000 - 100,000 SF with 50-200 employees).	Small- to mid-size operations (5,000 - 25,000 SF with 10-50 employees).	Small operations (2,000 – 5,000 SF with 5-10 employees).
<b>Tier V: Technical/Professional Services and Financial Services</b>	Park dedicated to office.	Small- to mid-size operations (5,000 - 25,000 SF for 25-125 employees).	Small operations (2,000 – 5,000 SF for 10-25 employees).

FOOD PROCESSING								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
	<5 Employees	10 – 25 Employees	Light Industrial					
<b>Total Empire Zone</b>				728		100	167	265
<b>Developable within EZ</b>				432		53	82	160
<b>Total Acreage</b>			10 acres min.	62	105			
<b>Total Available within Industrial Site</b>				16	21			
<b>Location</b>				T. New Baltimore & Coxsackie	T. Coxsackie	T. Coxsackie	T. Athens	T. & V. Catskill
<b>Ownership</b>				Greene County IDA	Greene County IDA	Private/ Greene County IDA	Private	Private
<b>Empire Zone Benefits</b>				Application Approved	Application Approved	Application Approved	Application Approved	Application Approved
<b>Zoning</b>			Must be zoned Light Industrial	Commercial/ Industrial	Commercial/ Industrial	Industrial; Town Comprehensive Plan in process	Partly zoned Industrial, Commercial & Residential	Partly zoned Industrial, Commercial & Rural Residential
<b>Current Target Markets</b>				Larger Development 200,000 – 300,000 SF; Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Small-scale devt. <50,000 SF; Professional; Light Manufacturing; Data Center; Back Office	Commercial; Light Industrial; Small Warehousing/ Distribution; Back Office	Commercial; Light Industrial; Manufacturing; Mixed-use Small Warehousing/ Distribution
<b>Shovel Ready</b>				Y	Y	N	N	N
<b>Site Options</b>								
<b>Stand-Alone Site</b>		Y						
<b>Industrial Park</b>	Y	Y		Y (mix)	Y (mix)	Y (mix)	Y	Y
<b>Office Park</b>				Y (mix)	Y (mix)	Y (mix)		

FOOD PROCESSING								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
<b>Facility Options</b>								
<b>Industrial Building</b>	1,500 – 5,000 SF	10,000 – 15,000 SF		BTS	BTS	BTS	84,000 SF 24,520 SF	BTS
<b>Office Building</b>				BTS	BTS	BTS		
<b>Rehab Space</b>	Only if certified for food handling	Only if certified for food handling		NA	NA	NA	NA	NA
<b>Work from Home</b>			NA	NA	NA	NA	NA	NA
<b>Utilities</b>								
<b>Water</b>	Y	Y	20,000 – 50,000 GPD, capable of processing 4,000 GPD potable water	1.8 Million GPD	1.8 Million GPD	10" line/ 800,000 GPD excess capacity	1.8 Million GPD	Capacity Unknown
<b>Sewer</b>	Y	Y	20,000 – 40,000 GPD	1.2 Million GPD	1.2 Million GPD	3" forced main/ 600,000 GPD excess capacity	On-site septic systems	Unknown
<b>Telecom/Internet</b>	Y	Y	T-1 desirable	T-1 State Tel	T-1 State Tel	Fiber to site/ DSL at site/ T1 & DA-3 at site	Fiber backbone available along I-87 & Conrail line; T-1 available on need basis	Fiber backbone available along I-87 & Conrail line; T-1 available on need basis
<b>Gas</b>	Y	Y	50,000 therms or 5,000 mcf/mo.	Y (on-site) Capacity Unknown	Y (on-site) Capacity Unknown	Gas/Main distribution line to site/ needs to be downsized w/ station	Y Capacity Unknown	Y Capacity Unknown
<b>Power</b>	Y	Y	5,500 KW peak demand; 3.0 million	13,200 kVa	13,200 kVa	13,200 kVa	Y Capacity Unknown	Y Capacity Unknown

FOOD PROCESSING								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
			KWH/mo.					
<b>Transportation</b>								
<b>Interstate</b>	Access to courier service	Within 10 miles	Within 20 miles of Interstate	Y 0.5 mile to I-87 State Route 9W	Y 0.5 mile to I-87 State Route 9W	Y 2.3 miles from Exit 21B, I-87	Y 3.4 miles from Exit 21, I-87	Y 2 miles from Exit 21, I-87
<b>Rail</b>			Rail access not required but desirable	Y Adjacent to Rail	Y Adjacent to Rail	Y Adjacent to Rail	Y Direct Access	Y Direct Access
<b>Air</b>			Should be within 1.5 hour-drive of airport	40 min. from Albany International Airport	40 min. from Albany International Airport	40 min. from Albany International Airport	48 min. from Albany International Airport	48 min. from Albany International Airport
<b>Other</b>								
<b>Stormwater</b>				Stormwater & Retention plan in place	Stormwater & Retention plan in place	Stormwater Plan needed	Stormwater Plan needed	Stormwater Plan needed
<b>SEQRA</b>				Completed	Completed	Required	Required	Required
<b>Wetlands</b>			Outside 100-year FEMA Floodplain	Wetland Mitigation Strategy Completed	Wetland Mitigation Strategy Completed	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)
<b>Habitat</b>				Habitat Mitigation Strategy Completed	Habitat Mitigation Strategy Completed	Confirm Endangered Species w/ NYSDEC	Confirm Endangered Species w/ NYSDEC	Confirm Endangered Species w/ NYSDEC
<b>Existing Tenants</b>				Serta/National Bedding	Save-a-Lot Distribution Center; Bank of Greene County	Dynabil (aerospace); Brockway-Smith Co. (window mfg)	Northeast Treaters (pressure treating lumber)	Casings, Inc. (tire recycling)

PRINTING & RELATED SUPPORT OPERATIONS								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
	<5 Employees	10 – 25 Employees	Light Industrial					
<b>Total Empire Zone</b>				728		100	167	265
<b>Developable within EZ</b>				432		53	82	160
<b>Total Acreage</b>			10 acres min.	62	105			
<b>Total Available within Industrial Site</b>				16	21			
<b>Location</b>				T. New Baltimore & Coxsackie	T. Coxsackie	T. Coxsackie	T. Athens	T. & V. Catskill
<b>Ownership</b>				Greene County IDA	Greene County IDA	Private/ Greene County IDA	Private	Private
<b>Empire Zone Benefits</b>				Application Approved	Application Approved	Application Approved	Application Approved	Application Approved
<b>Zoning</b>			Must be zoned Light Industrial	Commercial/ Industrial	Commercial/ Industrial	Industrial; Town Comprehensive Plan in process	Partly zoned Industrial, Commercial & Residential	Partly zoned Industrial, Commercial & Rural Residential
<b>Target Markets</b>				Larger Development 200,000 – 300,000 SF; Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Small-scale devt. <50,000 SF; Professional; Light Manufacturing; Data Center; Back Office	Commercial; Light Industrial; Small Warehousing/ Distribution; Back Office	Commercial; Light Industrial; Manufacturing; Mixed-use Small Warehousing/ Distribution
<b>Shovel Ready</b>				Y	Y	N	N	N
<b>Site Options</b>								
<b>Stand-Alone Site</b>		Y						
<b>Industrial Park</b>	Y	Y		Y (mix)	Y (mix)	Y (mix)	Y	Y

PRINTING & RELATED SUPPORT OPERATIONS								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
Office Park	Y	Y		Y (mix)	Y (mix)	Y (mix)		
<b>Facility Options</b>								
Industrial Building	1,500 – 2,500 SF	10,000 – 20,000 SF		BTS	BTS	BTS	84,000 SF 24,520 SF	BTS
Office Building				BTS	BTS	BTS		
Rehab Space	Make sure of floor loading capacity for equipment	Make sure of floor loading capacity for equipment		NA	NA	NA	NA	NA
Work from Home	NA	NA	NA	NA	NA	NA	NA	NA
<b>Utilities</b>								
Water	Y	Y	20,000 – 50,000 GPD, capable of processing 4,000 GPD potable water	1.8 Million GPD	1.8 Million GPD	10" line/ 800,000 GPD excess capacity	1.8 Million GPD	Capacity Unknown
Sewer	Y	Y	20,000 – 40,000 GPD	1.2 Million GPD	1.2 Million GPD	3" forced main/ 600,000 GPD excess capacity	On-site septic systems	Unknown
Telecom/Internet	Y	Y	T-1 desirable	T-1 State Tel	T-1 State Tel	Fiber to site/ DSL at site/ T1 & DA-3 at site	Fiber backbone available along I-87 & Conrail line; T-1 available on need basis	Fiber backbone available along I-87 & Conrail line; T-1 available on need basis
Gas	Y	Y	50,000 therms or 5,000 mcf/mo.	Y (on-site) Capacity Unknown	Y (on-site) Capacity Unknown	Gas/Main distribution line to site/ needs to be downsized w/ station	Y Capacity Unknown	Y Capacity Unknown
Power	Y	Y	5,500 KW peak	13,200 kVa	13,200 kVa	13,200 kVa	Y	Y

PRINTING & RELATED SUPPORT OPERATIONS								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
			demand; 3.0 million KWH/mo.				Capacity Unknown	Capacity Unknown
<b>Transportation</b>								
<b>Interstate</b>	Access to courier service	Within 10 miles	Within 20 miles of Interstate	Y 0.5 mile to I-87 State Route 9W	Y 0.5 mile to I-87 State Route 9W	Y 2.3 miles from Exit 21B, I-87	Y 3.4 miles from Exit 21, I-87	Y 2 miles from Exit 21, I-87
<b>Rail</b>			Rail access not required but desirable	Y Adjacent to Rail	Y Adjacent to Rail	Y Adjacent to Rail	Y Direct Access	Y Direct Access
<b>Air</b>			Should be within 1.5 hour-drive of airport	30 min. from Albany International Airport	30 min. from Albany International Airport	30 min. from Albany International Airport	38 min. from Albany International Airport	38 min. from Albany International Airport
<b>Other</b>								
<b>Stormwater</b>				Stormwater & Retention plan in place	Stormwater & Retention plan in place	Stormwater Plan needed	Stormwater Plan needed	Stormwater Plan needed
<b>SEQRA</b>				Completed	Completed	Required	Required	Required
<b>Wetlands</b>			Outside 100-year FEMA Floodplain	Wetland Mitigation Strategy Completed	Wetland Mitigation Strategy Completed	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)
<b>Habitat</b>				Habitat Mitigation Strategy Completed	Habitat Mitigation Strategy Completed	Confirm Endangered Species w/ NYSDEC	Confirm Endangered Species w/ NYSDEC	Confirm Endangered Species w/ NYSDEC
<b>Existing Tenants</b>				Serta/National Bedding	Save-a-Lot Distribution Center; Bank of Greene County	Dynabil (aerospace); Brockway-Smith Co. (window mfg)	Northeast Treaters (pressure treating lumber)	Casings, Inc. (tire recycling)

PLASTICS & RUBBER: MOLDING OF PLASTIC & RUBBER PARTS, COMPONENTS & FINAL PRODUCTS								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
	5 - 10 Employees	25 - 50+ Employees	Light Industrial					
<b>Total Empire Zone</b>				728		100	167	265
<b>Developable within EZ</b>				432		53	82	160
<b>Total Acreage</b>			10 acres min.	62	105			
<b>Total Available within Industrial Site</b>				16	21			
<b>Location</b>				T. New Baltimore & Coxsackie	T. Coxsackie	T. Coxsackie	T. Athens	
<b>Ownership</b>				Greene County IDA	Greene County IDA	Private/ Greene County IDA	Private	
<b>Empire Zone Benefits</b>				Application Approved	Application Approved	Application Approved	Application Approved	
<b>Zoning</b>			Must be zoned Light Industrial	Commercial/ Industrial	Commercial/ Industrial	Industrial; Town Comprehensive Plan in process	Partly zoned Industrial, Commercial & Residential	
<b>Target Markets</b>				Larger Development 200,000 – 300,000 SF; Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Small-scale devt. <50,000 SF; Professional; Light Manufacturing; Data Center; Back Office	Commercial; Light Industrial; Small Warehousing/ Distribution; Back Office	
<b>Shovel Ready</b>				Y	Y	N	N	
<b>Site Options</b>								
<b>Stand-Alone Site</b>		Y						
<b>Industrial Park</b>	Y	Y		Y (mix)	Y (mix)	Y (mix)	Y	Y
<b>Office Park</b>				Y (mix)	Y (mix)	Y (mix)		

PLASTICS & RUBBER: MOLDING OF PLASTIC & RUBBER PARTS, COMPONENTS & FINAL PRODUCTS								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
<b>Facility Options</b>								
<b>Industrial Building</b>	2,500 – 5,000 SF	10,000 – 25,000 SF		BTS	BTS	BTS	84,000 SF 24,520 SF	BTS
<b>Office Building</b>				BTS	BTS	BTS		
<b>Rehab Space</b>	Make sure of floor loading capacity for equipment	Make sure of floor loading capacity for equipment		NA	NA	NA	NA	NA
<b>Work from Home</b>	NA	NA	NA	NA	NA	NA	NA	NA
<b>Utilities</b>								
<b>Water</b>	Y	Y	20,000 – 50,000 GPD, capable of processing 4,000 GPD potable water	1.8 Million GPD	1.8 Million GPD	10" line/ 800,000 GPD excess capacity	1.8 Million GPD	Capacity Unknown
<b>Sewer</b>	Y	Y	20,000 – 40,000 GPD	1.2 Million GPD	1.2 Million GPD	3" forced main/ 600,000 GPD excess capacity	On-site septic systems	Unknown
<b>Telecom/Internet</b>	Y	Y	T-1 desirable	T-1 State Tel	T-1 State Tel	Fiber to site/ DSL at site/ T1 & DA-3 at site	Fiber backbone available along I-87 & Conrail line; T-1 available on need basis	Fiber backbone available along I-87 & Conrail line; T-1 available on need basis
<b>Gas</b>	Y	Y	50,000 therms or 5,000 mcf/mo.	Y (on-site) Capacity Unknown	Y (on-site) Capacity Unknown	Gas/Main distribution line to site/ needs to be downsized w/ station	Y Capacity Unknown	Y Capacity Unknown
<b>Power</b>	Y	Y	5,500 KW peak demand;	13,200 kVa	13,200 kVa	13,200 kVa	Y Capacity	Y Capacity

**PLASTICS & RUBBER: MOLDING OF PLASTIC & RUBBER PARTS, COMPONENTS & FINAL PRODUCTS**

Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
			3.0 million KWH/mo.				Unknown	Unknown
<b>Transportation</b>								
<b>Interstate</b>	Within 10 miles	Within 10 miles	Within 20 miles of Interstate	Y 0.5 mile to I-87 State Route 9W	Y 0.5 mile to I-87 State Route 9W	Y 2.3 miles from Exit 21B, I-87	Y 3.4 miles from Exit 21, I-87	Y 2 miles from Exit 21, I-87
<b>Rail</b>		Y For raw material transport	Rail access not required but desirable	Y Adjacent to Rail	Y Adjacent to Rail	Y Adjacent to Rail	Y Direct Access	Y Direct Access
<b>Air</b>			Should be within 1.5 hour-drive of airport	30 min. from Albany International Airport	30 min. from Albany International Airport	30 min. from Albany International Airport	38 min. from Albany International Airport	38 min. from Albany International Airport
<b>Other</b>								
<b>Stormwater</b>				Stormwater & Retention plan in place	Stormwater & Retention plan in place	Stormwater Plan needed	Stormwater Plan needed	Stormwater Plan needed
<b>SEQRA</b>				Completed	Completed	Required	Required	Required
<b>Wetlands</b>			Outside 100-year FEMA Floodplain	Wetland Mitigation Strategy Completed	Wetland Mitigation Strategy Completed	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)
<b>Habitat</b>				Habitat Mitigation Strategy Completed	Habitat Mitigation Strategy Completed	Confirm Endangered Species w/ NYSDEC	Confirm Endangered Species w/ NYSDEC	Confirm Endangered Species w/ NYSDEC
<b>Existing Tenants</b>				Serta/National Bedding	Save-a-Lot Distribution Center; Bank of Greene County	Dynabil (aerospace); Brockway-Smith Co. (window mfg)	Northeast Treaters (pressure treating lumber)	Casings, Inc. (tire recycling)

FABRICATED METALS & MACHINERY: PRODUCTS PRODUCED FROM THE FORMING, MACHINING & FINISHING OF METALS								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
	<5 Employees	20 – 50+ Employees	Light Industrial					
<b>Total Empire Zone</b>				728		100	167	265
<b>Developable within EZ</b>				432		53	82	160
<b>Total Acreage</b>			10 acres min.	62	105			
<b>Total Available within Industrial Site</b>				16	21			
<b>Location</b>				T. New Baltimore & Coxsackie	T. Coxsackie	T. Coxsackie	T. Athens	T. & V. Catskill
<b>Ownership</b>				Greene County IDA	Greene County IDA	Private/ Greene County IDA	Private	Private
<b>Empire Zone Benefits</b>				Application Approved	Application Approved	Application Approved	Application Approved	Application Approved
<b>Zoning</b>			Must be zoned Light Industrial	Commercial/ Industrial	Commercial/ Industrial	Industrial; Town Comprehensive Plan in process	Partly zoned Industrial, Commercial & Residential	Partly zoned Industrial, Commercial & Rural Residential
<b>Target Markets</b>				Larger Development 200,000 – 300,000 SF; Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Small-scale devt. <50,000 SF; Professional; Light Manufacturing; Data Center; Back Office	Commercial; Light Industrial; Small Warehousing/ Distribution; Back Office	Commercial; Light Industrial; Manufacturing; Mixed-use Small Warehousing/ Distribution
<b>Shovel Ready</b>				Y	Y	N	N	N
<b>Site Options</b>								
<b>Stand-Alone Site</b>								
<b>Industrial Park</b>	Y	Y		Y (mix)	Y (mix)	Y (mix)	Y	Y
<b>Office Park</b>				Y (mix)	Y (mix)	Y (mix)		

<b>FABRICATED METALS &amp; MACHINERY: PRODUCTS PRODUCED FROM THE FORMING, MACHINING &amp; FINISHING OF METALS</b>								
<b>Considerations</b>	<b>Target Industry Requirements</b>		<b>Build Now-NY Site Criteria</b>	<b>Existing Business/ Industrial Parks</b>				
				<b>Kalkberg Commerce Park</b>	<b>Greene Business &amp; Tech Park</b>	<b>Hudson Valley Business Park</b>	<b>Athens Industrial Park</b>	<b>Catskill Industrial Park</b>
<b>Facility Options</b>								
<b>Industrial Building</b>	2,500 – 5,000 SF	10,000 – 25,000 SF		BTS	BTS	BTS	84,000 SF 24,520 SF	BTS
<b>Office Building</b>				BTS	BTS	BTS		
<b>Rehab Space</b>	Make sure of floor loading capacity for equipment	Make sure of floor loading capacity for equipment		NA	NA	NA	NA	NA
<b>Work from Home</b>	NA	NA	NA	NA	NA	NA	NA	NA
<b>Utilities</b>								
<b>Water</b>	Y	Y	20,000 – 50,000 GPD, capable of processing 4,000 GPD potable water	1.8 Million GPD	1.8 Million GPD	10" line/ 800,000 GPD excess capacity	1.8 Million GPD	Capacity Unknown
<b>Sewer</b>	Y	Y	20,000 – 40,000 GPD	1.2 Million GPD	1.2 Million GPD	3" forced main/ 600,000 GPD excess capacity	On-site septic systems	Unknown
<b>Telecom/Internet</b>	Y	Y	T-1 desirable	T-1 State Tel	T-1 State Tel	Fiber to site/ DSL at site/ T1 & DA-3 at site	Fiber backbone available along I-87 & Conrail line; T-1 available on need basis	Fiber backbone available along I-87 & Conrail line; T-1 available on need basis
<b>Gas</b>	Y (Optional)	Y (Optional)	50,000 therms or 5,000 mcf/mo.	Y (on-site) Capacity Unknown	Y (on-site) Capacity Unknown	Gas/Main distribution line to site/ needs to be downsized w/ station	Y Capacity Unknown	Y Capacity Unknown
<b>Power</b>	Y	Y	5,500 KW peak demand;	13,200 kVa	13,200 kVa	13,200 kVa	Y Capacity	Y Capacity

FABRICATED METALS & MACHINERY: PRODUCTS PRODUCED FROM THE FORMING, MACHINING & FINISHING OF METALS								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
			3.0 million KWH/mo.				Unknown	Unknown
<b>Transportation</b>								
<b>Interstate</b>	Within 10 miles	Within 5 miles	Within 20 miles of Interstate	Y 0.5 mile to I-87 State Route 9W	Y 0.5 mile to I-87 State Route 9W	Y 2.3 miles from Exit 21B, I-87	Y 3.4 miles from Exit 21, I-87	Y 2 miles from Exit 21, I-87
<b>Rail</b>		Y For raw material transport	Rail access not required but desirable	Y Adjacent to Rail	Y Adjacent to Rail	Y Adjacent to Rail	Y Direct Access	Y Direct Access
<b>Air</b>			Should be within 1.5 hour-drive of airport	30 min. from Albany International Airport	30 min. from Albany International Airport	30 min. from Albany International Airport	38 min. from Albany International Airport	38 min. from Albany International Airport
<b>Other</b>								
<b>Stormwater</b>				Stormwater & Retention plan in place	Stormwater & Retention plan in place	Stormwater Plan needed	Stormwater Plan needed	Stormwater Plan needed
<b>SEQRA</b>				Completed	Completed	Required	Required	Required
<b>Wetlands</b>			Outside 100-year FEMA Floodplain	Wetland Mitigation Strategy Completed	Wetland Mitigation Strategy Completed	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)
<b>Habitat</b>				Habitat Mitigation Strategy Completed	Habitat Mitigation Strategy Completed	Confirm Endangered Species w/ NYSDEC	Confirm Endangered Species w/ NYSDEC	Confirm Endangered Species w/ NYSDEC
<b>Existing Tenants</b>				Serta/National Bedding	Save-a-Lot Distribution Center; Bank of Greene County	Dynabil (aerospace); Brockway-Smith Co. (window mfg)	Northeast Treaters (pressure treating lumber)	Casings, Inc. (tire recycling)

<b>ELECTRONIC COMPONENTS &amp; EQUIPMENT: PRODUCTION OF SENSORS, COMPONENTS, SUBASSEMBLIES &amp; FINISHED EQUIPMENT</b>								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
	<5 Employees	20 – 50+ Employees	Light Industrial					
<b>Total Empire Zone</b>				728		100	167	265
<b>Developable within EZ</b>				432		53	82	160
<b>Total Acreage</b>			10 acres min.	62	105			
<b>Total Available within Industrial Site</b>				16	21			
<b>Location</b>				T. New Baltimore & Coxsackie	T. Coxsackie	T. Coxsackie	T. Athens	
<b>Ownership</b>				Greene County IDA	Greene County IDA	Private/ Greene County IDA	Private	
<b>Empire Zone Benefits</b>				Application Approved	Application Approved	Application Approved	Application Approved	
<b>Zoning</b>			Must be zoned Light Industrial	Commercial/ Industrial	Commercial/ Industrial	Industrial; Town Comprehensive Plan in process	Partly zoned Industrial, Commercial & Residential	
<b>Target Markets</b>				Larger Development 200,000 – 300,000 SF; Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Small-scale devt. <50,000 SF; Professional; Light Manufacturing; Data Center; Back Office	Commercial; Light Industrial; Small Warehousing/ Distribution; Back Office	
<b>Shovel Ready</b>				Y	Y	N	N	N
<b>Site Options</b>								
<b>Stand-Alone Site</b>								
<b>Industrial Park</b>	Y	Y		Y (mix)	Y (mix)	Y (mix)	Y	Y

<b>ELECTRONIC COMPONENTS &amp; EQUIPMENT: PRODUCTION OF SENSORS, COMPONENTS, SUBASSEMBLIES &amp; FINISHED EQUIPMENT</b>								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
<b>Office Park</b>				Y (mix)	Y (mix)	Y (mix)		
<b>Facility Options</b>								
<b>Industrial Building</b>	2,500 – 5,000 SF	10,000 – 25,000 SF		BTS	BTS	BTS	84,000 SF 24,520 SF	BTS
<b>Office Building</b>				BTS	BTS	BTS		
<b>Rehab Space</b>	Y	Y		NA	NA	NA	NA	NA
<b>Work from Home</b>	NA	NA	NA	NA	NA	NA	NA	NA
<b>Utilities</b>								
<b>Water</b>	Y	Y	20,000 – 50,000 GPD, capable of processing 4,000 GPD potable water	1.8 Million GPD	1.8 Million GPD	10" line/ 800,000 GPD excess capacity	1.8 Million GPD	Capacity Unknown
<b>Sewer</b>	Y	Y	20,000 – 40,000 GPD	1.2 Million GPD	1.2 Million GPD	3" forced main/ 600,000 GPD excess capacity	On-site septic systems	Unknown
<b>Telecom/Internet</b>	Y	Y	T-1 desirable	T-1 State Tel	T-1 State Tel	Fiber to site/ DSL at site/ T1 & DA-3 at site	Fiber backbone available along I-87 & Conrail line; T-1 available on need basis	Fiber backbone available along I-87 & Conrail line; T-1 available on need basis
<b>Gas</b>			50,000 therms or 5,000 mcf/mo.	Y (on-site) Capacity Unknown	Y (on-site) Capacity Unknown	Gas/Main distribution line to site/ needs to be downsized w/ station	Y Capacity Unknown	Y Capacity Unknown
<b>Power</b>	Y	Y	5,500 KW peak demand; 3.0 million KWH/mo.	13,200 kVa	13,200 kVa	13,200 kVa	Y Capacity Unknown	Y Capacity Unknown
<b>Transportation</b>								

**ELECTRONIC COMPONENTS & EQUIPMENT: PRODUCTION OF SENSORS, COMPONENTS, SUBASSEMBLIES & FINISHED EQUIPMENT**

Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
<b>Interstate</b>	Within 10 miles	Within 5 miles	Within 20 miles of Interstate	Y 0.5 mile to I-87 State Route 9W	Y 0.5 mile to I-87 State Route 9W	Y 2.3 miles from Exit 21B, I-87	Y 3.4 miles from Exit 21, I-87	Y 2 miles from Exit 21, I-87
<b>Rail</b>			Rail access not required but desirable	Y Adjacent to Rail	Y Adjacent to Rail	Y Adjacent to Rail	Y Direct Access	Y Direct Access
<b>Air</b>			Should be within 1.5 hour-drive of airport	30 min. from Albany International Airport	30 min. from Albany International Airport	30 min. from Albany International Airport	38 min. from Albany International Airport	38 min. from Albany International Airport
<b>Other</b>								
<b>Stormwater</b>				Stormwater & Retention plan in place	Stormwater & Retention plan in place	Stormwater Plan needed	Stormwater Plan needed	Stormwater Plan needed
<b>SEQRA</b>				Completed	Completed	Required	Required	Required
<b>Wetlands</b>			Outside 100-year FEMA Floodplain	Wetland Mitigation Strategy Completed	Wetland Mitigation Strategy Completed	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)
<b>Habitat</b>				Habitat Mitigation Strategy Completed	Habitat Mitigation Strategy Completed	Confirm Endangered Species w/ NYSDEC	Confirm Endangered Species w/ NYSDEC	Confirm Endangered Species w/ NYSDEC
<b>Existing Tenants</b>				Serta/National Bedding	Save-a-Lot Distribution Center; Bank of Greene County	Dynabil (aerospace); Brockway-Smith Co. (window mfg)	Northeast Treaters (pressure treating lumber)	Casings, Inc. (tire recycling)

MEDICAL DEVICES: PRODUCTION OF INSTRUMENTS, DEVICES & SUPPLIES								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
	<5 Employees	20 – 50+ Employees	Light Industrial					
<b>Total Empire Zone</b>				728		100	167	265
<b>Developable within EZ</b>				432		53	82	160
<b>Total Acreage</b>			10 acres min.	62	105			
<b>Total Available within Industrial Site</b>				16	21			
<b>Location</b>				T. New Baltimore & Coxsackie	T. Coxsackie	T. Coxsackie	T. Athens	
<b>Ownership</b>				Greene County IDA	Greene County IDA	Private/ Greene County IDA	Private	
<b>Empire Zone Benefits</b>				Application Approved	Application Approved	Application Approved	Application Approved	
<b>Zoning</b>			Must be zoned Light Industrial	Commercial/ Industrial	Commercial/ Industrial	Industrial; Town Comprehensive Plan in process	?	
<b>Target Markets</b>				Larger Development 200,000 – 300,000 SF; Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Small-scale devt. <50,000 SF; Professional; Light Manufacturing; Data Center; Back Office	Commercial; Light Industrial; Small Warehousing/ Distribution; Back Office	
<b>Shovel Ready</b>				Y	Y	N	N	
<b>Site Options</b>								
<b>Stand-Alone Site</b>								
<b>Industrial Park</b>	Y	Y		Y (mix)	Y (mix)	Y (mix)	Y	Y

<b>MEDICAL DEVICES: PRODUCTION OF INSTRUMENTS, DEVICES &amp; SUPPLIES</b>								
<b>Considerations</b>	<b>Target Industry Requirements</b>		<b>Build Now-NY Site Criteria</b>	<b>Existing Business/ Industrial Parks</b>				
				<b>Kalkberg Commerce Park</b>	<b>Greene Business &amp; Tech Park</b>	<b>Hudson Valley Business Park</b>	<b>Athens Industrial Park</b>	<b>Catskill Industrial Park</b>
<b>Office Park</b>				Y (mix)	Y (mix)	Y (mix)		
<b>Facility Options</b>								
<b>Industrial Building</b>	2,500 – 5,000 SF	10,000 – 25,000 SF		BTS	BTS	BTS	84,000 SF 24,520 SF	BTS
<b>Office Building</b>				BTS	BTS	BTS		
<b>Rehab Space</b>	Y	Y		NA	NA	NA	NA	NA
<b>Work from Home</b>	NA	NA	NA	NA	NA	NA	NA	NA
<b>Utilities</b>								
<b>Water</b>	Y	Y	20,000 – 50,000 GPD, capable of processing 4,000 GPD potable water	1.8 Million GPD	1.8 Million GPD	10" line/ 800,000 GPD excess capacity	1.8 Million GPD	Capacity Unknown
<b>Sewer</b>	Y	Y	20,000 – 40,000 GPD	1.2 Million GPD	1.2 Million GPD	3" forced main/ 600,000 GPD excess capacity	On-site septic systems	Unknown
<b>Telecom/Internet</b>	Y	Y	T-1 desirable	T-1 State Tel	T-1 State Tel	Fiber to site/ DSL at site/ T1 & DA-3 at site	Fiber backbone available along I-87 & Conrail line; T-1 available on need basis	Fiber backbone available along I-87 & Conrail line; T-1 available on need basis
<b>Gas</b>	Y (Optional)	Y (Optional)	50,000 therms or 5,000 mcf/mo.	Y (on-site) Capacity Unknown	Y (on-site) Capacity Unknown	Gas/Main distribution line to site/ needs to be downsized w/ station	Y Capacity Unknown	Y Capacity Unknown
<b>Power</b>	Y	Y	5,500 KW peak demand; 3.0 million KWH/mo.	13,200 kVa	13,200 kVa	13,200 kVa	Y Capacity Unknown	Y Capacity Unknown
<b>Transportation</b>								

**MEDICAL DEVICES: PRODUCTION OF INSTRUMENTS, DEVICES & SUPPLIES**

Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
<b>Interstate</b>	Within 10 miles	Within 5 miles	Within 20 miles of Interstate	Y 0.5 mile to I-87 State Route 9W	Y 0.5 mile to I-87 State Route 9W	Y 2.3 miles from Exit 21B, I-87	Y 3.4 miles from Exit 21, I-87	Y 2 miles from Exit 21, I-87
<b>Rail</b>			Rail access not required but desirable	Y Adjacent to Rail	Y Adjacent to Rail	Y Adjacent to Rail	Y Direct Access	Y Direct Access
<b>Air</b>			Should be within 1.5 hour-drive of airport	30 min. from Albany International Airport	30 min. from Albany International Airport	30 min. from Albany International Airport	38 min. from Albany International Airport	38 min. from Albany International Airport
<b>Other</b>								
<b>Stormwater</b>				Stormwater & Retention plan in place	Stormwater & Retention plan in place	Stormwater Plan needed	Stormwater Plan needed	Stormwater Plan needed
<b>SEQRA</b>				Completed	Completed	Required	Required	Required
<b>Wetlands</b>			Outside 100-year FEMA Floodplain	Wetland Mitigation Strategy Completed	Wetland Mitigation Strategy Completed	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)
<b>Habitat</b>				Habitat Mitigation Strategy Completed	Habitat Mitigation Strategy Completed	Confirm Endangered Species w/ NYSDEC	Confirm Endangered Species w/ NYSDEC	Confirm Endangered Species w/ NYSDEC
<b>Existing Tenants</b>				Serta/National Bedding	Save-a-Lot Distribution Center; Bank of Greene County	Dynabil (aerospace); Brockway-Smith Co. (window mfg)	Northeast Treaters (pressure treating lumber)	Casings, Inc. (tire recycling)

WAREHOUSING & STORAGE								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
	75 - 100 Employees	300+ Employees	Warehouse/ Distribution					
<b>Total Empire Zone</b>				728		100	167	265
<b>Developable within EZ</b>				432		53	82	160
<b>Total Acreage</b>			50 acres min.; Could support up to 1.0 million SF building	62	105			
<b>Total Available within Industrial Site</b>				16	21			
<b>Location</b>				T. New Baltimore & Coxsackie	T. Coxsackie	T. Coxsackie	T. Athens	
<b>Ownership</b>				Greene County IDA	Greene County IDA	Private/ Greene County IDA	Private	
<b>Empire Zone Benefits</b>				Application Approved	Application Approved	Application Approved	Application Approved	
<b>Zoning</b>				Commercial/ Industrial	Commercial/ Industrial	Industrial; Town Comprehensive Plan in process	Partly zoned Industrial, Commercial & Residential	
<b>Target Markets</b>				Larger Development 200,000 – 300,000 SF; Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Small-scale devt. <50,000 SF; Professional; Light Manufacturing; Data Center; Back Office	Commercial; Light Industrial; Small Warehousing/ Distribution; Back Office	
<b>Shovel Ready</b>				Y	Y	N	N	

WAREHOUSING & STORAGE								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
<b>Site Options</b>								
Stand-Alone Site								
Industrial Park	Y	Y		Y (mix)	Y (mix)	Y (mix)	Y	Y
Office Park				Y (mix)	Y (mix)	Y (mix)		
<b>Facility Options</b>								
Industrial Building	75,000 – 150,000+ SF	250,000+ SF		BTS	BTS	BTS	84,000 SF 24,520 SF	BTS
Office Building				BTS	BTS	BTS		
Rehab Space	Y	Y		NA	NA	NA	NA	NA
Work from Home	NA	NA	NA	NA	NA	NA	NA	NA
<b>Utilities</b>								
Water	Y	Y	2,500-4,000 gallons/min	1.8 Million GPD	1.8 Million GPD	10" line/ 800,000 GPD excess capacity	1.8 Million GPD	Capacity Unknown
Sewer	Y	Y	20,000 GPD min	1.2 Million GPD	1.2 Million GPD	3" forced main/ 600,000 GPD excess capacity	On-site septic systems	Unknown
Telecom/Internet	Y	Y	T-1 min.	T-1 State Tel	T-1 State Tel	Fiber to site/ DSL at site/ T1 & DA-3 at site	Fiber backbone available along I-87 & Conrail line; T-1 available on need basis	Fiber backbone available along I-87 & Conrail line; T-1 available on need basis
Gas			8,300 CF/Hr. 175,000 Therms/yr. 4-6 inch high pressure line within 3 miles	Y (on-site) Capacity Unknown	Y (on-site) Capacity Unknown	Gas/Main distribution line to site/ needs to be downsized w/ station	Y Capacity Unknown	Y Capacity Unknown
Power	Y	Y	1,350 kW; 1,000,000	13,200 kVa	13,200 kVa	13,200 kVa	Y Capacity Unknown	Y Capacity Unknown

WAREHOUSING & STORAGE								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
			KWH/mo.; 1.5 kVA line; 3 miles of substation					
<b>Transportation</b>								
<b>Interstate</b>	Within a few miles	Within a few miles	Direct Access to Interstate; within 15 miles of Interchange	Y 0.5 mile to I-87 State Route 9W	Y 0.5 mile to I-87 State Route 9W	Y 2.3 miles from Exit 21B, I-87	Y 3.4 miles from Exit 21, I-87	Y 2 miles from Exit 21, I-87
<b>Rail</b>	Y (Potentially for some operations)	Y (Potentially for some operations)	Access to rail preferable	Y Adjacent to Rail	Y Adjacent to Rail	Y Adjacent to Rail	Y Direct Access	Y Direct Access
<b>Air</b>			Airport within 60 minutes	30 min. from Albany International Airport	30 min. from Albany International Airport	30 min. from Albany International Airport	38 min. from Albany International Airport	38 min. from Albany International Airport
<b>Other</b>								
<b>Stormwater</b>				Stormwater & Retention plan in place	Stormwater & Retention plan in place	Stormwater Plan needed	Stormwater Plan needed	Stormwater Plan needed
<b>SEQRA</b>				Completed	Completed	Required	Required	Required
<b>Wetlands</b>			Outside 100-year FEMA Floodplain	Wetland Mitigation Strategy Completed	Wetland Mitigation Strategy Completed	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)
<b>Habitat</b>				Habitat Mitigation Strategy Completed	Habitat Mitigation Strategy Completed	Confirm Endangered Species w/ NYSDEC	Confirm Endangered Species w/ NYSDEC	Confirm Endangered Species w/ NYSDEC
<b>Existing Tenants</b>				Serta/National Bedding	Save-a-Lot Distribution Center; Bank of Greene	Dynabil (aerospace); Brockway-Smith Co.	Northeast Treaters (pressure treating)	Casings, Inc. (tire recycling)

**WAREHOUSING & STORAGE**

<b>Considerations</b>	<b>Target Industry Requirements</b>		<b>Build Now-NY Site Criteria</b>	<b>Existing Business/ Industrial Parks</b>				
				<b>Kalkberg Commerce Park</b>	<b>Greene Business &amp; Tech Park</b>	<b>Hudson Valley Business Park</b>	<b>Athens Industrial Park</b>	<b>Catskill Industrial Park</b>
					County	(window mfg)	lumber)	

FINANCIAL SERVICES: BACK OFFICE								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
	50 - 100 Employees	150+ Employees	Office Park/Back Office					
<b>Total Empire Zone</b>				728		100	167	265
<b>Developable within EZ</b>				432		53	82	160
<b>Total Acreage</b>			25 acres min.	62	105			
<b>Total Available within Industrial Site</b>				16	21			
<b>Location</b>				T. New Baltimore & Coxsackie	T. Coxsackie	T. Coxsackie	T. Athens	
<b>Ownership</b>				Greene County IDA	Greene County IDA	Private/ Greene County IDA	Private	
<b>Empire Zone Benefits</b>				Application Approved	Application Approved	Application Approved	Application Approved	
<b>Zoning</b>				Commercial/ Industrial	Commercial/ Industrial	Industrial; Town Comprehensive Plan in process	Partly zoned Industrial, Commercial & Residential	
<b>Target Markets</b>				Larger Development 200,000 – 300,000 SF; Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Small-scale devt. <50,000 SF; Professional; Light Manufacturing; Data Center; Back Office	Commercial; Light Industrial; Small Warehousing/ Distribution; Back Office	
<b>Shovel Ready</b>				Y	Y	N	N	
<b>Site Options</b>								
<b>Stand-Alone Site</b>	Y							

FINANCIAL SERVICES: BACK OFFICE								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
Industrial Park				Y (mix)	Y (mix)	Y (mix)	Y	Y
Office Park	Y	Y		Y (mix)	Y (mix)	Y (mix)		
<b>Facility Options</b>								
Industrial Building				BTS	BTS	BTS	84,000 SF 24,520 SF	BTS
Office Building	10,000 - 20,000+ SF	30,000+ SF		BTS	BTS	BTS		
Rehab Space	Y	Y		NA	NA	NA	NA	NA
Work from Home	Y (some selected positions)	Y (some selected positions)		NA	NA	NA	NA	NA
<b>Utilities</b>								
Water	Y	Y	15,000 GPD	1.8 Million GPD	1.8 Million GPD	10" line/ 800,000 GPD excess capacity	1.8 Million GPD	Capacity Unknown
Sewer	Y	Y	15,000 GPD	1.2 Million GPD	1.2 Million GPD	3" forced main/ 600,000 GPD excess capacity	On-site septic systems	Unknown
Telecom/Internet	Y High Capacity	Y High Capacity	Y Fiber SONET ring infra Access to multiple T-1 lines Diverse, redundant, digital electronic Cos/PoPs	T-1 State Tel	T-1 State Tel	Fiber to site/ DSL at site/ T1 & DA-3 at site	Fiber backbone available along I-87 & Conrail line; T-1 available on need basis	Fiber backbone available along I-87 & Conrail line; T-1 available on need basis
Gas			75,000 therms or 7,500 mcf/mo	Y (on-site) Capacity Unknown	Y (on-site) Capacity Unknown	Gas/Main distribution line to site/ needs to be downsized w/ station	Y Capacity Unknown	Y Capacity Unknown

FINANCIAL SERVICES: BACK OFFICE								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
<b>Power</b>	Y	Y	1,500 kW demand 810,000 kWh/mo. Dual service	13,200 kVa	13,200 kVa	13,200 kVa	Y Capacity Unknown	Y Capacity Unknown
<b>Transportation</b>								
<b>Interstate</b>	Within a few miles (For commuters)	Within a few miles (For commuters)	Y Direct Access	Y 0.5 mile to I-87 State Route 9W	Y 0.5 mile to I-87 State Route 9W	Y 2.3 miles from Exit 21B, I-87	Y 3.4 miles from Exit 21, I-87	Y 2 miles from Exit 21, I-87
<b>Rail</b>			Y Direct Access	Y Adjacent to Rail	Y Adjacent to Rail	Y Adjacent to Rail	Y Direct Access	Y Direct Access
<b>Air</b>				30 min. from Albany International Airport	30 min. from Albany International Airport	30 min. from Albany International Airport	38 min. from Albany International Airport	38 min. from Albany International Airport
<b>Other</b>								
<b>Stormwater</b>				Stormwater & Retention plan in place	Stormwater & Retention plan in place	Stormwater Plan needed	Stormwater Plan needed	Stormwater Plan needed
<b>SEQRA</b>				Completed	Completed	Required	Required	Required
<b>Wetlands</b>			Outside 100- year FEMA Floodplain	Wetland Mitigation Strategy Completed	Wetland Mitigation Strategy Completed	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)
<b>Habitat</b>				Habitat Mitigation Strategy Completed	Habitat Mitigation Strategy Completed	Confirm Endangered Species w/ NYSDEC	Confirm Endangered Species w/ NYSDEC	Confirm Endangered Species w/ NYSDEC
<b>Existing Tenants</b>				Serta/National Bedding	Save-a-Lot Distribution Center; Bank of Greene	Dynabil (aerospace); Brockway- Smith Co.	Northeast Treaters (pressure treating	Casings, Inc. (tire recycling)

**FINANCIAL SERVICES: BACK OFFICE**

Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
								County

PROFESSIONAL & TECHNICAL SERVICES									
Considerations	Target Industry Requirements			Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
					Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
	Individual	5-10 Employees	25+ Employees	Office Park					
<b>Total Empire Zone</b>					728		100	167	265
<b>Developable within EZ</b>					432	53	82	160	
<b>Total Acreage</b>				25 acres min	62	105			
<b>Total Available within Industrial Site</b>					16	21			
<b>Location</b>					T. New Baltimore & Coxsackie	T. Coxsackie	T. Coxsackie	T. Athens	
<b>Ownership</b>					Greene County IDA	Greene County IDA	Private/ Greene County IDA	Private	
<b>Empire Zone Benefits</b>					Application Approved	Application Approved	Application Approved	Application Approved	
<b>Zoning</b>					Commercial/ Industrial	Commercial/ Industrial	Industrial; Town Comprehensive Plan in process	Partly zoned Industrial, Commercial & Residential	
<b>Target Markets</b>					Larger Development 200,000 – 300,000 SF; Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Small-scale devt. <50,000 SF; Professional; Light Manufacturing; Data Center; Back Office	Commercial; Light Industrial; Small Warehousing/ Distribution; Back Office	
<b>Shovel Ready</b>					Y	Y	N	N	

PROFESSIONAL & TECHNICAL SERVICES									
Considerations	Target Industry Requirements			Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
					Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
<b>Site Options</b>									
Stand-Alone Site									
Industrial Park					Y (mix)	Y (mix)	Y (mix)	Y	Y
Office Park	Y	Y	Y		Y (mix)	Y (mix)	Y (mix)		
<b>Facility Options</b>									
Industrial Building					BTS	BTS	BTS	84,000 SF 24,520 SF	BTS
Office Building	500 SF	1,500 – 5,000 SF	7,500+SF		BTS	BTS	BTS		
Rehab Space	Y	Y	Y		NA	NA	NA	NA	NA
Work from Home	Y	Y (some selected positions)	Y (some selected positions)		NA	NA	NA	NA	NA
<b>Utilities</b>									
Water	Y	Y	Y	15,000 GPD	1.8 Million GPD	1.8 Million GPD	10" line/ 800,000 GPD excess capacity	1.8 Million GPD	Capacity Unknown
Sewer	Y	Y	Y	15,000 GPD	1.2 Million GPD	1.2 Million GPD	3" forced main/ 600,000 GPD excess capacity	On-site septic systems	Unknown
Telecom/Internet	DSL	DSL/T1 (for large file transfers)	DSL/T1 (for large file transfers)	Y High Capacity/ proximity to Point of Presence	T-1 State Tel	T-1 State Tel	Fiber to site/ DSL at site/ T1 & DA-3 at site	Fiber backbone available along I-87 & Conrail line; T-1 available on need basis	Fiber backbone available along I-87 & Conrail line; T-1 available on need basis
Gas					Y (on-site) Capacity Unknown	Y (on-site) Capacity Unknown	Gas/Main distribution line to site/ needs to be downsized w/	Y Capacity Unknown	Y Capacity Unknown

PROFESSIONAL & TECHNICAL SERVICES									
Considerations	Target Industry Requirements			Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
					Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
							station		
Power	Y	Y	Y	1,500 KWH; 810,000 KWH/mo.	13,200 kVa	13,200 kVa	13,200 kVa	Y Capacity Unknown	Y Capacity Unknown
<b>Transportation</b>									
Interstate		Depends on commuter draw	Within a few miles (For commuters)		Y 0.5 mile to I-87 State Route 9W	Y 0.5 mile to I-87 State Route 9W	Y 2.3 miles from Exit 21B, I-87	Y 3.4 miles from Exit 21, I-87	Y 2 miles from Exit 21, I-87
Rail					Y Adjacent to Rail	Y Adjacent to Rail	Y Adjacent to Rail	Y Direct Access	Y Direct Access
Air					30 min. from Albany International Airport	30 min. from Albany International Airport	30 min. from Albany International Airport	38 min. from Albany International Airport	38 min. from Albany International Airport
<b>Other</b>									
Stormwater					Stormwater & Retention plan in place	Stormwater & Retention plan in place	Stormwater Plan needed	Stormwater Plan needed	Stormwater Plan needed
SEQRA					Completed	Completed	Required	Required	Required
Wetlands				Outside 100-year FEMA Floodplain	Wetland Mitigation Strategy Completed	Wetland Mitigation Strategy Completed	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)
Habitat					Habitat Mitigation Strategy Completed	Habitat Mitigation Strategy Completed	Confirm Endangered Species w/ NYSDEC	Confirm Endangered Species w/ NYSDEC	Confirm Endangered Species w/ NYSDEC
Existing Tenants					Serta/National Bedding	Save-a-Lot Distribution	Dynabil (aerospace);	Northeast Treaters	Casings, Inc. (tire

**PROFESSIONAL & TECHNICAL SERVICES**

Considerations	Target Industry Requirements			Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
					Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
						Center; Bank of Greene County	Brockway-Smith Co. (window mfg)	(pressure treating lumber)	recycling)

EMERGING TECHNOLOGIES								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
	5 - 10 Employees	25+ Employees	High-Tech Manufacturing					
<b>Total Empire Zone</b>				728		100	167	265
<b>Developable within EZ</b>				432		53	82	160
<b>Total Acreage</b>			25 acres min.	62	105			
<b>Total Available within Industrial Site</b>				16	21			
<b>Location</b>				T. New Baltimore & Coxsackie	T. Coxsackie	T. Coxsackie	T. Athens	
<b>Ownership</b>				Greene County IDA	Greene County IDA	Private/ Greene County IDA	Private	
<b>Empire Zone Benefits</b>				Application Approved	Application Approved	Application Approved	Application Approved	
<b>Zoning</b>				Commercial/ Industrial	Commercial/ Industrial	Industrial; Town Comprehensive Plan in process	Partly zoned Industrial, Commercial & Residential	
<b>Target Markets</b>				Larger Development 200,000 – 300,000 SF; Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Small-scale devt. <50,000 SF; Professional; Light Manufacturing; Data Center; Back Office	Commercial; Light Industrial; Small Warehousing/ Distribution; Back Office	
<b>Shovel Ready</b>				Y	Y	N	N	
<b>Site Options</b>								
<b>Stand-Alone Site</b>								
<b>Industrial Park</b>	Y	Y		Y (mix)	Y (mix)	Y (mix)	Y	Y

EMERGING TECHNOLOGIES								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
Office Park				Y (mix)	Y (mix)	Y (mix)		
<b>Facility Options</b>								
Industrial Building				BTS	BTS	BTS	84,000 SF 24,520 SF	BTS
Office Building	2,500 – 5,000 SF	12,000+ SF		BTS	BTS	BTS		
Rehab Space	Y	Y		NA	NA	NA	NA	NA
Work from Home				NA	NA	NA	NA	NA
<b>Utilities</b>								
Water	Y	Y	20,000 GPD min.	1.8 Million GPD	1.8 Million GPD	10" line/ 800,000 GPD excess capacity	1.8 Million GPD	Capacity Unknown
Sewer	Y	Y	20,000 GPD min.	1.2 Million GPD	1.2 Million GPD	3" forced main/ 600,000 GPD excess capacity	On-site septic systems	Unknown
Telecom/Internet	Y	Y	T-1 min.	T-1 State Tel	T-1 State Tel	Fiber to site/ DSL at site/ T1 & DA-3 at site	Fiber backbone available along I-87 & Conrail line; T-1 available on need basis	Fiber backbone available along I-87 & Conrail line; T-1 available on need basis
Gas	Optional	Optional	Optional Demand: 9,300 CF/Hr. 194,000 therms/yr.	Y (on-site) Capacity Unknown	Y (on-site) Capacity Unknown	Gas/Main distribution line to site/ needs to be downsized w/ station	Y Capacity Unknown	Y Capacity Unknown
Power	Y	Y	6,750 kW demand; within 3 miles of substation; 7,500 kVA	13,200 kVa	13,200 kVa	13,200 kVa	Y Capacity Unknown	Y Capacity Unknown
<b>Transportation</b>								

**EMERGING TECHNOLOGIES**

Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
<b>Interstate</b>	Y Within a few miles (For commuters)	Y Within a few miles (For commuters)	Y Within 20 miles of Interchange; 5 miles of 4-lane highway.	Y 0.5 mile to I-87 State Route 9W	Y 0.5 mile to I-87 State Route 9W	Y 2.3 miles from Exit 21B, I-87	Y 3.4 miles from Exit 21, I-87	Y 2 miles from Exit 21, I-87
<b>Rail</b>			Y Desirable	Y Adjacent to Rail	Y Adjacent to Rail	Y Adjacent to Rail	Y Direct Access	Y Direct Access
<b>Air</b>			60 min. to airport	30 min. from Albany International Airport	30 min. from Albany International Airport	30 min. from Albany International Airport	38 min. from Albany International Airport	38 min. from Albany International Airport
<b>Other</b>								
<b>Stormwater</b>				Stormwater & Retention plan in place	Stormwater & Retention plan in place	Stormwater Plan needed	Stormwater Plan needed	Stormwater Plan needed
<b>SEQRA</b>				Completed	Completed	Required	Required	Required
<b>Wetlands</b>			Outside 100-year FEMA Floodplain	Wetland Mitigation Strategy Completed	Wetland Mitigation Strategy Completed	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)	Confirm wetlands; Prepare Wetlands Mitigation Plan (if applicable)
<b>Habitat</b>				Habitat Mitigation Strategy Completed	Habitat Mitigation Strategy Completed	Confirm Endangered Species w/ NYSDEC	Confirm Endangered Species w/ NYSDEC	Confirm Endangered Species w/ NYSDEC
<b>Existing Tenants</b>				Serta/National Bedding	Save-a-Lot Distribution Center; Bank of Greene County	Dynabil (aerospace); Brockway-Smith Co. (window mfg)	Northeast Treaters (pressure treating lumber)	Casings, Inc. (tire recycling)

<b>RETAIL*</b>								
*not identified in the Target Industry Analysis but targeted by the Greene County IDA for its parks								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
	Not Identified	Not Identified	Retail					
<b>Total Empire Zone</b>				728		100	167	265
<b>Developable within EZ</b>				432		53	82	160
<b>Total Acreage</b>				62	105			
<b>Total Available within Industrial Site</b>				16	21			
<b>Total Acreage for Retail Uses</b>			15 acres min. 20 acres preferred	-	24	100	167	265
<b>Acreage Available for Retail Uses</b>				-	24			
<b>Location</b>				T. New Baltimore & Coxsackie	T. Coxsackie	T. Coxsackie	T. Athens	
<b>Ownership</b>				Greene County IDA	Greene County IDA	Private/ Greene County IDA	Private	
<b>Empire Zone Benefits</b>				Application Approved	Application Approved	Application Approved	Application Approved	
<b>Zoning</b>			Must be zoned retail	Commercial/ Industrial	Commercial/ Industrial	Industrial; Town Comprehensive Plan in process	Partly zoned Industrial, Commercial & Residential	
<b>Target Markets</b>				Larger Development 200,000 – 300,000 SF; Technology; Light Manufacturing;	Technology; Light Manufacturing; Commercial; Back Office; Data Center; Retail	Small-scale devt. <50,000 SF; Professional; Light Manufacturing; Data Center;	Commercial; Light Industrial; Small Warehousing/ Distribution; Back Office	Commercial; Light Industrial; Manufacturing; Mixed-use Small Warehousing/ Distribution

<b>RETAIL*</b>								
*not identified in the Target Industry Analysis but targeted by the Greene County IDA for its parks								
Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
				Commercial; Back Office; Data Center; Retail		Back Office		
<b>Shovel Ready</b>				Y	Y	N	N	N
<b>Site Options</b>								
<b>Stand-Alone Site</b>								
<b>Industrial Park</b>				Y (mix)	Y (mix)	Y (mix)	Y	Y
<b>Office Park</b>				Y (mix)	Y (mix)	Y (mix)		
<b>Facility Options</b>								
<b>Industrial Building</b>				BTS	BTS	BTS	84,000 SF 24,520 SF	BTS
<b>Office Building</b>				BTS	BTS	BTS		
<b>Rehab Space</b>				NA	NA	NA	NA	NA
<b>Work from Home</b>				NA	NA	NA	NA	NA
<b>Retail Building</b>			Max. Bldg. Height: 55ft; Max./ Bldg. Coverage 50%	BTS	BTS	NA	NA	NA
<b>Utilities</b>								
<b>Water</b>			Not identified	1.8 Million GPD	1.8 Million GPD	10" line/ 800,000 GPD excess capacity	1.8 Million GPD	Capacity Unknown
<b>Sewer</b>			Not identified	1.2 Million GPD	1.2 Million GPD	3" forced main/ 600,000 GPD excess capacity	On-site septic systems	Unknown
<b>Telecom/Internet</b>			Not identified	T-1 State Tel	T-1 State Tel	Fiber to site/ DSL at site/ T1 & DA-3 at site	Fiber backbone available along I-87 & Conrail line; T-1 available	Fiber backbone available along I-87 & Conrail line; T-1 available on

**RETAIL\***

\*not identified in the Target Industry Analysis but targeted by the Greene County IDA for its parks

Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
							on need basis	need basis
<b>Gas</b>			Not identified	Y (on-site) Capacity Unknown	Y (on-site) Capacity Unknown	Gas/Main distribution line to site/ needs to be downsized w/ station	Y Capacity Unknown	Y Capacity Unknown
<b>Power</b>			Not identified	13,200 kVa	13,200 kVa	13,200 kVa	Y Capacity Unknown	Y Capacity Unknown
<b>Transportation</b>								
<b>Interstate</b>			High visibility; High traffic count	Y 0.5 mile to I-87 Fronts State Route 9W	Y 0.5 mile to I-87 Fronts State Route 9W	Y 2.3 miles from Exit 21B, I-87	Y 3.4 miles from Exit 21, I-87	Y 2 miles from Exit 21, I-87
<b>Rail</b>				Y Adjacent to Rail	Y Adjacent to Rail	Y Adjacent to Rail	Y Direct Access	Y Direct Access
<b>Air</b>				30 min. from Albany International Airport	30 min. from Albany International Airport	30 min. from Albany International Airport	38 min. from Albany International Airport	38 min. from Albany International Airport
<b>Other</b>								
<b>Stormwater</b>				Stormwater & Retention plan in place	Stormwater & Retention plan in place	Stormwater Plan needed	Stormwater Plan Needed	Stormwater Plan Required
<b>SEQRA</b>				Completed	Completed	Required	Required	Required
<b>Wetlands</b>			Outside 100- year FEMA Floodplain	Wetland Mitigation Strategy Completed	Wetland Mitigation Strategy Completed	Confirm wetlands; Prepare Wetlands Mitigation Plan	Confirm wetlands; Prepare Wetlands Mitigation Plan	Confirm wetlands; Prepare Wetlands Mitigation
<b>Habitat</b>				Habitat Mitigation	Habitat Mitigation	Confirm Endangered	Confirm Endangered	Confirm Endangered

**RETAIL\***

\*not identified in the Target Industry Analysis but targeted by the Greene County IDA for its parks

Considerations	Target Industry Requirements		Build Now-NY Site Criteria	Existing Business/ Industrial Parks				
				Kalkberg Commerce Park	Greene Business & Tech Park	Hudson Valley Business Park	Athens Industrial Park	Catskill Industrial Park
				Strategy Completed	Strategy Completed	Species w/ NYSDEC	Species w/ NYSDEC	Species w/ NYSDEC
<b>Site</b>			Must be flat or slightly above grade; visible from major roads	Topography: min. 100/max. 140	Topography: min. 100/max. 140	Unknown	Unknown	Unknown
<b>Existing Tenants</b>				Serta/National Bedding	Save-a-Lot Distribution Center; Bank of Greene County	Dynabil (aerospace); Brockway-Smith Co. (window mfg)	Northeast Treaters (pressure treating lumber)	Casings, Inc. (tire recycling)
<b>County Population</b>			At least 25,000	Greene County: 49,682 (2005 U.S. Census Bureau estimates)	Greene County: 49,682 (2005 U.S. Census Bureau estimates)	Greene County: 49,682 (2005 U.S. Census Bureau estimates)	Greene County: 49,682 (2005 U.S. Census Bureau estimates)	Greene County: 49,682 (2005 U.S. Census Bureau estimates)