

Saratoga Economic Development Corporation

Dennis Brobston - President

Success Magazine: When was the SEDC founded, and what is the purpose of the organization?

Dennis Brobston: The Saratoga Economic Development Corporation (SEDC) is a private sector, non-profit consulting firm founded in 1978. SEDC is the central point of contact for business development and our mission is to create jobs and diversify the tax base while improving the quality of life for the residents of Saratoga County. Our purpose is to retain and expand existing business, attract new industry, and improve our product—Saratoga County, New York, through community development efforts.

SM: What sets SEDC apart from other non-profit economic development organizations?

DB: SEDC is a product of the public and private sectors working together to build a strong, sustainable economy. A strong economy means that we have the financial resources to deliver services that we rely on from many of the other not-for-profits in our community.

With a board of successful business people, and a staff of experts who understand what it takes to go into business and stay in business, the corporation brings a degree of experience that sets it apart from other non-profit economic development organizations.

SEDC is about collaboration and delivering results in the form of jobs for our residents and tax base for the county. In fact, over the thirty-plus years that we've been in existence we have helped to attract over \$7 billion in new capital investment in Saratoga County and we've created close to 17,000 private sector jobs.

SM: What services do you provide?

DB: SEDC can provide the following

services to businesses looking to expand or locate in Saratoga County:

- Economic development project management—from start to finish
- Marketing Saratoga County to attract prospective employers, funding, and investors to the region from the public and private sectors
- World-class proposals for expansion and attraction clients
- Building and site location inventory
- Real estate analysis and market research, including site selection for builders and developers and a unique database of available inventory
- Communication with state and regional economic development programs and individuals to bridge the gap between government and the business community
- Financial services
- Industrial development agency liaison
- Foreign trade zones
- Small business assistance
- Community economic development
- Customized training programs through NYS Department of Labor and academia
- Labor market analysis utilizing geographic information systems

SM: Why is Saratoga County a premier location for business?

DB: Saratoga County offers a supportive business environment with a superior location to serve the North American marketplace. We have a productive and highly educated workforce, excellent primary and secondary education and research and development assets, an outstanding quality of life, and competitive economic incentives that can help level the playing field between our area and other regions throughout the world. We have something special to offer and the proof comes from the companies that choose to do business and thrive here.

SM: How many members does the SEDC currently have?



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DB: SEDC has close to 400 members/investors. Our biggest investor is Saratoga County, which provides close to a third of our annual operating budget.

SM: What are some benefits to SEDC membership?

DB: SEDC members get access and preference to SEDC's knowledge base of companies, programs, and connections. We support the companies that help us to deliver our mission.

Other benefits include:

- Invitation to the following networking events:
- Listing in our membership directory
- SEDC newsletter
- Opportunity to have your site or building featured on the SEDC Web site
- Other opportunities to support new and expanding business
- Annual member certificate

SM: What type of networking events do you offer and how can businesses benefit from them?

DB: SEDC provides some of the premier business to business networking events in the Capital Region including our annual dinner which attracts over 850 people; our holiday reception; annual golf outing; and miscellaneous member events, announcements, and groundbreakings throughout Saratoga County.