



FOR IMMEDIATE RELEASE

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Business transition workshop series kicks off in Ticonderoga
Regional partnership offers different ways to participate

TICONDEROGA, NY — Busy schedules and long hours make it difficult for many business owners to find time for succession planning. Recognizing the time challenges of many North Country businesses, the [North Country Center for Businesses in Transition](#) is offering a series of monthly workshops to meet the needs of local entrepreneurs as they plan for the future.

The Center for Businesses in Transition, a collaborative partnership led by the Adirondack North Country Association (ANCA), is invested in the retention of businesses in North Country communities. The Center's partner organizations and community liaisons provide resources and networking opportunities for business owners looking to transition their operations to new owners or ownership models.

The first workshop in a five-part series — “Business Transitions Overview: Where do you start?” — will take place at the Ticonderoga Area Chamber of Commerce (TACC) on Wednesday, April 3rd from 8:00 to 10:30 a.m. Retiring business owners and entrepreneurs interested in taking over existing businesses are encouraged to participate. The workshop is free and open to the public.

“Succession planning is a critical step for the survival of independent businesses and the resilience of local economies. These workshops are designed to meet business owners where they are in ways that work best for them,” said Danielle Delaini, ANCA's Business Transition Program Coordinator. “The workshops will share real life experiences as well as current research and professional expertise.”

The Center is offering different ways to participate in the workshops, including in-person attendance and online viewing parties with partner organizations. Workshops will also be recorded so that interested participants can view them at their convenience and as needed in the future.

At each workshop, invited panelists will share their experiences with selling a business, taking over an existing enterprise or supporting small businesses through ownership changes. Panelists for the April 3rd workshop include Renee Scuderi, new owner of Tromblee's Greenhouse in Crown Point; Jerry Greer, owner of Circle Court Motel in Ticonderoga; and Carol Calabrese, co-director of the Essex County Industrial Development Agency (IDA).

“We are excited to launch this series in Ticonderoga. We encourage those thinking about transitioning or becoming an entrepreneur to attend a workshop or a watch party,” said Matthew Courtright, TACC President and Chief Executive Officer and one of eight of the Center’s community liaisons throughout the region. “We are looking forward to this program serving the Adirondack business community for many years to come.”

Four additional monthly workshops include the following:

- May 8, 2019: “Preparing to Sell Your Business,” hosted by the Franklin County Local Development Corporation and County of Franklin IDA at the Hotel Saranac in Saranac Lake, NY
- June 5, 2019: “Transitioning to Worker Ownership,” hosted by Hamilton County IDA at the Adirondack Experience museum in Blue Mountain Lake, NY
- July 10, 2019: “Intergenerational Family Transitions, Creative Solutions and Alternative Structures,” hosted by the St. Lawrence County Chamber of Commerce at Anchorspace in Potsdam, NY
- August 21, 2019: “Entrepreneurs: Taking Over an Existing Business,” hosted by Lewis County Economic Development and IDA at their Center for Business office in Lowville, NY

North Country business owners and aspiring entrepreneurs are invited to contact the Center at ANCA’s office at transitions@adirondack.org or (518) 891-6200 for more information or to be connected with a community liaison. Information about the Center’s workshop series and how to register can be found at www.adirondack.org/CBITWorkshopSeries.

The Center for Businesses in Transitions partnership includes the following organizations:

[ANCA](#) is an independent nonprofit organization growing the New Economy in northern New York. Using an integrated approach to sustainable economic development and prosperity where economic health, community vitality and ecological stewardship are equally important outcomes, ANCA focuses on creating opportunity for people with diverse backgrounds, experience and education levels.

[Cornell Cooperative Extension](#) links the research and extension efforts at Cornell University, the Cornell University Agricultural Experiment Station and the Cornell AgriTech, providing the knowledge to maximize New York State’s agricultural and natural resources. CCE’s regional agriculture teams provide research-based information, programs and technical assistance to dairy, field crops, vegetable, tree fruit and grape producers all around the state. The [North Country Regional Ag Program](#) provides science-based information and services to producers and agri-business professionals, equipping all with the knowledge to profitably produce and market safe and healthful dairy products and crops, contributing to the viability of New York State agriculture. The North Country Regional Ag Team is supported, in part, by six county Cornell Cooperative Extensions including Jefferson, Lewis, St. Lawrence, Clinton, Essex and Franklin Counties.

The [Franklin County Local Development Corporation](#), in partnership with the [County of Franklin Industrial Development Agency](#), exists to improve the quality of life in the Franklin County region by supporting economic growth, employment and community development. The FCLDC/IDA offers a broad range of services to help local businesses expand and succeed. From loans and tax incentives, to technical assistance, to buildings and business parks, we're here to help grow local business.

[Hamilton County Department of Economic Development and Tourism](#) and the [Hamilton County Industrial Development Agency](#) (HCIDA): HCIDA assists with the general prosperity and economic welfare of the citizens of Hamilton County. The primary objective of the agency is to encourage and foster entrepreneurial activity, business expansion and job creation. The Economic Development and Tourism Department advocates, promotes and helps to improve the quality of life in our communities both for our residents and our visitors. We help to foster the development of healthy businesses and institutions through marketing, networking, promotion, business assistance and outreach.

[Lewis County Economic Development and IDA](#), as a one-stop-shop, work together as the central office to provide business assistance and new business development in Lewis County, NY. The agency works locally and regionally to enhance business opportunities, help create jobs and maintain economic stability within Lewis County. Through the Naturally Lewis brand, we promote Lewis County as the 'natural choice' to live, work and do business.

The [St. Lawrence County Chamber of Commerce, Inc.](#) plays a pivotal role in strengthening and maintaining the economic health of St. Lawrence County. The mission of the St. Lawrence County Chamber of Commerce is to cultivate, develop and support Chamber members and other businesses by creating a vibrant business climate that encourages growth and enhances the unique quality of life in St. Lawrence County.

The [Ticonderoga Area Chamber of Commerce](#) (TACC) is a non-profit organization that serves, markets and promotes the Ticonderoga Area including Ticonderoga, Crown Point, Hague, Moriah and Putnam, NY. TACC serves as the areas Business and Visitor Center. TACC's Mission is to initiate and provide programs, services and leadership which will enhance a cooperative business community and create a vibrant economy, making the Ticonderoga Area an exceptional place to live, work and visit. TACC's Vision is to be the leading advocate for business, serving as a driving force in the economic vitality of the greater Ticonderoga Area, uniting communities and maximizing resources.

The [New York State Small Business Development Center](#) (New York SBDC) provides expert management and technical assistance to start-up and existing businesses across the state, at no cost. The New York SBDC program is administered by the State University of New York and funded by the U.S. Small Business Administration, the State of New York and host campuses.

Attached: one (1) PDF document and one (1) photo

Photo courtesy of ANCA: Center for Businesses in Transition community liaisons and other community leaders gather in the ANCA office on January 14, 2019. Left to right: Danielle Delaini, RaChelle Martz, Christy Wilt, Matthew Courtright, Molly Bechard, Angela Smith, Mike Besaw, Brittany Davis, Kelsey O'Shea, Dan Kelleher and Russ Kinyon.

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