



Ti-Alliance

REVITALIZING TICONDEROGA



Deborah Clarke Ryan and James Cawley in front of the Star Trek building he purchased using the gift to TRA

TI RESIDENT GIVES \$300,000 DONATION TO TRA and HELPS PROVIDE PERMANENT HOME TO STAR TREK ORIGINAL SERIES SET TOUR IN TICONDEROGA

The Ticonderoga Revitalization Alliance is pleased to announce that Deborah Clarke Ryan, a longtime Ticonderoga resident, has donated \$300,000 to the Ticonderoga Revitalization Alliance (TRA) to support the downtown revitalization of Ticonderoga. TRA used the funds to provide a mortgage loan to Mr. James Cawley to purchase the old Dollar Store, now the Star Trek building, and to provide a stream of funding support to TRA.

The gift allowed for the building at 112 Montcalm Street to be purchased from its former owner Jasama LLC. Jasama is a real estate investment group focused on restoring properties in downtown Ticonderoga and returning them to the market place with a successful business owner. TRA has provided Cawley with the mortgage for the building (that otherwise would not have been available to him through traditional lending sources).

James Cawley is the driving force behind the creation of the Star Trek studio sets in Ticonderoga and owner of the “Star Trek – Original

Series Set Tour”. The purchase of the building by Cawley provides a permanent home for the meticulously recreated sets of the Star Trek Original Series TV show. The new business is licensed by CBS Consumer Products and opened its doors just one year ago.

“I deeply appreciate and thank Deb Ryan and TRA for their assistance and support. Their support helps to ensure that THE STAR TREK TOUR will continue to grow and help revitalize downtown Ticonderoga. The future of our historic downtown is my main focus and is extremely important to me, as it is our community’s visual identity. I believe we are turning a page and beginning to see a bright new future for our main street. I cannot say thank you enough to them for their unwavering support”, said James.

The purchase price of the building will be fully amortized over 20 years at a very competitive 3% interest rate. The favorable interest rate was offered because it is the intent of Deborah Clarke Ryan, TRA and Jasama that the loan terms enable James to support and expand

his business. This will help him further grow this valuable tourist attraction that will promote downtown revitalization in Ticonderoga.

The transaction, created by this gift from Ms. Ryan, also generates a modest monthly income (in the amount of the monthly mortgage payments) that will help TRA pursue its economic development work. TRA is a nonprofit Local Development Corporation (LDC) whose mission is to help restore economic prosperity in the Ticonderoga area by serving as a catalyst for innovative ideas and resources, and for public-private partnerships. This particular combination of a private investment, and a private gift and its use, is a good example of the innovative approach TRA uses to advance local economic development, and to assist local entrepreneurs in growing their businesses.

For tickets to the Set Tour go to: <https://www.startrektour.com/>

TRA extends a huge thank you to Deborah Clarke Ryan for this very generous gift and to the creative thinking and dedication of the TRA Board of Directors

FROM THE BOARD OF DIRECTORS

The members of the TRA Board of Directors are all long term residents of the Ticonderoga area (some of us were born and raised here) and all of us have a deep commitment to the region. We are a 100% volunteer board that gives its time and, yes, our money, as a labor of love.

We set up TRA as a Local Development Corporation (LDC) because our sole goal is economic development of the Ticonderoga area. As an LDC we can buy and sell real estate and own businesses or interests in businesses, but unlike a business, 100% of any return on investment is used to carry out the organization's mission of fostering economic development.

TRA has taken on some challenging projects such as the Northern Lake George Paddle on Route 9N, the profits from which are used for youth job training. Another project – the Star Trek convention called Trekonderoga - was launched in partnership with James Cawley in 2015. It has become an annual event, and brought over \$500,000 in direct and indirect economic benefits to the Ticonderoga area in the first two years alone! Over 1,000 persons joined in the Trekonderoga 2017 fun. The Star Trek Original Series Set Tour, providing tours for most of the year, has now been in business for just over a year. TRA board members have provided advice and assistance along the way, but a key step was driven by a charitable gift to TRA by Deborah Clarke Ryan, a Ticonderoga native. Guided by the donor's wishes, TRA has now lent the money in the form of a mortgage loan to the Star Trek enterprise to enable it to purchase its home at 112 Mont-

calm Street, giving Star Trek a permanent presence in downtown Ticonderoga.

TRA does not shy away from big challenges. For example, in partnership with the Town government, TRA is working on the issue of vacant and derelict buildings, including helping coordinate a project on this problem using State funds that TRA took a lead in obtaining. We continue to work on bringing a trade school to Ticonderoga, which is among our highest priorities. A working group has been formed, potential investors are being identified, and discussions with the North Country Community College (NCCC) are ongoing. Leading TRA's efforts in this extremely important initiative is Donna Wotton, a current board member who will succeed Lance and Nancy as TRA's next Executive Director when they step down on December 31, 2017.

TRA owes a debt of gratitude to Lance and Nancy for their indefatigable and productive work over the last three years. We now welcome Donna, a force of nature in her own right. TRA has a firm foundation both structurally and financially and is poised to continue the hard work of doing everything that we can to assist in Ticonderoga's economic development. I am proud to be a part of this organization and to serve on its Board with such selfless and talented colleagues.

Sandy Morhouse,
Vice Chair of the Board

Board of Directors: Sandy Morhouse, Pat Ida, Peter Reale, Donna Wotton, Pam Nolan, Vincent Smith and Scott Hearburg.



TREKONDEROGA A BIG SUCCESS

Special Moments:
Nichelle Nichols on the Bridge.

The annual Trekonderoga Star Trek event continues to grow, with more than 1,000 attendees on the weekend of August 25th. TRA helped to launch Trekonderoga and co-produced it in 2015 and 2016. TRA helped Trekonderoga 2017 in the initial six months of preparation and then handed over that part of the operation to Cawley's Set Tour crew. By all accounts it was another Out of this World Success!

HEARTFELT THANKS TO JIM MAJOR



After six years, Jim Major stepped down from the TRA Board of Directors in August. Jim was one of the founding members of TRA in 2011 and has continued to be a force for change by dedicating himself to TRA's mission. His passion, vision and personal investment in the economic revitalization of Ticonderoga has been a guiding light and his presence on the Board will be greatly missed. Thank you, Jim!

TIME FOR A CHANGE



Donna Wotton, Nancy Archer and Lance Clark.

After three years at the helm of TRA Lance Clark and Nancy Archer will hand the baton to Donna Wotton to serve as the Executive Director beginning January 2018.

It has been a privilege to lead TRA and to contribute to the economic revitalization of our area. We see positive changes and think that TRA is on solid footing and moving in a positive trajectory. We have worked on some exciting projects over the last three years. When we decided to launch Trekonderoga, we knew it was a risk but we envisioned a beginning that could help to make a difference to the town. Now the third annual Trekonderoga has concluded with another big success bringing new visitors to the Ticonderoga area. The recent gift from Deborah Clarke Ryan further enhances the ability of that business to grow. And the work that we have begun in partnership with the Town of Ticonderoga on derelict buildings will also have lasting impact. Other equally exciting TRA projects in process will help make a difference in the economic health of the Ticonderoga area.

When we joined TRA we made a one year commitment to the board, which became three years. After we retire this December we will continue to be actively involved, but think that new leadership is important to keep the organization evolving. Donna has been a member of the board since 2012. She is energetic, forward thinking, and committed to removing barriers to economic progress.

We especially want to thank the TRA Board of Directors whom have been a great support to us throughout and have shown not only dedication but real creativity in how to finance TRA.

Please show your support for the ongoing work of TRA by making a contribution today.

DERELICT PROPERTIES UPDATE

In January TRA launched work with the Town of Ticonderoga and the Housing Assistance Program of Essex County (HAPEC) on derelict properties in Ticonderoga. The project is financed by a \$75,000 grant from New York State, which TRA took a lead in developing, and will run until mid-2018, with TRA coordinating the project on behalf of the Town government.

Ticonderoga has well over 70 derelict buildings that need actions ranging from removal of trash and litter through demolition. These properties create problems with health (including rodent infestation), unsafe buildings, use of vacant properties for drugs and alcohol use, fire risks, etc. Meanwhile the government is not collecting taxes on them, and the blight that they create is hampering efforts to revitalize the town by drawing in new businesses and residents.

The focus in the first part of the project has been on preven-

tive actions, on helping the Code Enforcement Office create a new electronic management and data analysis tool, and on identifying the key problems regarding derelict properties, and identifying possible new or improved tools to address them.

One prevention priority has been to help people from falling into mortgage foreclosure, and to provide them with professional counseling if they do. This has involved reaching out to inform Ti residents about the financial planning and mortgage foreclosure counseling available through HAPEC. Information has been distributed through flyers, newspaper articles, Ti-TV, the Town's website, and a direct mail-out through the Post Office of a flyer to all Ti residents.

A second set of preventive actions has focused on implementation of the new State law that requires mortgage companies and banks to "secure and maintain" their vacant

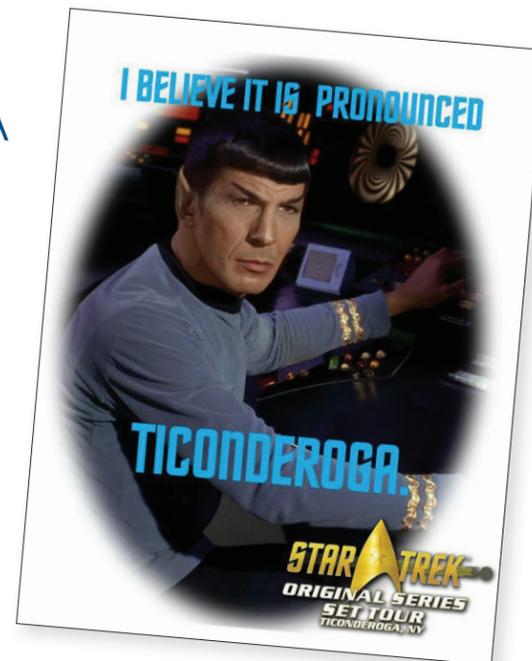
properties once the mortgager is more than 90 days in payment arrears. This focuses on the problem of many properties being allowed to deteriorate and become unsafe and unsightly due to lack of maintenance. The project is working closely with the NY State Department of Financial Services to press the mortgage companies and banks on an initial set of ten properties that this new law applies to, with plans to add additional qualifying properties subsequently.

The project has helped the Town Code Enforcement Office create a computer-based electronic "master list" of all derelict properties. This tool allows relevant information about these properties, and actions taken by the Code office, to be recorded and easily updated on one central, easily accessed location. This tool helps increase the efficiency of Code office action, and helps carry out analyses to identify the key problems across the derelict

properties and possible systemic improvements to address them.

The project is currently looking at derelict properties on the master list, focusing first on the nine which have the most serious problems to identify systemic improvements for dealing with them. An initial review has flagged problems with fire-damaged properties, and properties with asbestos, which drastically increases costs both for a survey for the extent of asbestos, and the cost of special removal of such materials.

A review will also be done of properties with medium and lower levels of problems, and of possible further systemic actions to address them. The project team will then select a short list of possible actions and changes to help further develop and initiate during the rest of the project. This will include exploring the possibility of TRA helping the Town obtain, renovate, and resell selected derelict properties.



FALL FUNDING DRIVE

Make an Impact! Support Your Community

You can be part of the solution and support economic development and revitalization in

Ticonderoga and surrounding communities. Our funding priorities for 2018 include two areas:

Funding the Executive Director Position - Having Nancy and Lance in the Executive Directors role for the past three years has shown us how effective TRA can be with strong leadership at the helm. It has created great momentum and enabled us to accomplish a number of important projects that will have significant and lasting economic impact on our area. Some of these projects provide minimal funding for TRA operating expenses, but to put a strong leader in the position to continue this work, we need to fund the Executive Directorship as a

paid position. In 2018 and 2019 we will be pursuing resources and projects that will provide self-sustaining funding for the position, but we need funding to start that process. Help us launch into this next phase of economic development by funding the Executive Director position for 2018.

Capitalization of the Ticonderoga Fund for Entrepreneurship and Revitalization - Last year TRA created The Fund for Entrepreneurship and Revitalization. In 2018 TRA will establish

this financial resource to enable us to help local entrepreneurs build growing businesses and employment in our area through financial assistance and lending. Help us enable dreams come true with a tax deductible donation to the Fund for Entrepreneurship. See details below.

As you plan your year-end giving, we urge you to include a tax deductible donation to TRA. We can have economic development for our area, but we need your support. To donate, contact any board member, donate online by clicking the "DONATE" button below, or send a check to TRA at PO Box 247, Ticonderoga, NY 12883.



TRADE SCHOOL DISCUSSIONS CONTINUE

TRA continues to pursue the prospect of a School of Applied Technology in Ticonderoga. Recent conversations between North Country Community College (NCCC) and the Essex County Board of Supervisors regarding the Supervisors request to see the project move forward with the Trade School has generated increased discussions on the project with NCCC.

A trade school located in Ticonderoga is projected to provide a \$4.6 million annual economic impact for the region and produce up to 350 graduates annually with associate degrees and certifications in the trades. And if you live here in the North Country, you know how limited the resources are in the trades! Every plumber, carpenter, and electrician is overbooked, and employers like International Paper have many unfulfilled positions that lack qualified applicants. Let's change that with a School of Applied Technology right here in Ti.

If the project gets a green light, it will require approximately \$4.8 million in start-up costs. The State of NY will provide up to 50% of the funding as a match to \$2.4 million that must be raised from the community. A number of Ticonderoga area residents and businesses are extremely interested in the trade school as a vehicle for economic growth in our area and have stepped forward with potential funding. As the project moves forward, TRA will play a key role as a partner to NCCC in coordinating funding from private and commercial sources.

TICONDEROGA FUND FOR ENTREPRENEURSHIP & REVITALIZATION

Tax Deductible Gifts to Finance Local Small Business Start-Ups and Expansion

This is your opportunity to make a lasting contribution to revitalization in the Ti area...

The goal of the Ticonderoga Fund for Entrepreneurship and Revitalization (or Entrepreneurs Fund) is to stimulate economic growth and opportunity through "gap financing" for new and existing micro and small businesses that will create jobs in the Ticonderoga area. Monies from various sources including private individuals, local philanthropy, local businesses and corporations are leveraged to improve access to monies for revitalization efforts by providing a vehicle

for investors (individuals, businesses and companies) to donate monies for small business development and expansion.

While the Entrepreneurs Fund was designed some time ago, we did not have the staff capacity at the time to actively seek contributions to launch it. We are now geared up and our goal is to raise a base of \$50,000 from local sources and friends of TRA before we seek outside grants to fully finance and launch the Fund. As soon as we reach \$50,000 we will begin to seek applicants to benefit from this new and innovative resource to grow local micro and small businesses. The Fund will assist all applicants with the drive to succeed, but a special focus is to establish businesses owned by women, youth, veterans, and persons with disabilities. One-on-one mentorship will be provided to all successful applicants.



For more information and the methodology of the Entrepreneurs' Fund go to:

<http://ticonderoga-alliance.org/images/Ti%20Fund%20for%20Entrepreneurship%20and%20Revitalization.pdf>

BE PART OF THE SOLUTION | contribute online

ticonderoga-alliance.org/support/volunteer.html