



Where NY Meets Montréal
Ou New York rencontre Montréal



FACTS AND FIGURES

RELEVANT TO ECONOMIC DEVELOPMENT IN THE GREATER
PLATTSBURGH-NORTH COUNTRY REGION

Imagine...

A place of global manufacturing and logistics at the
heart of the Quebec-New York Corridor: North
America's most exciting bi-national economic region.



North Country Chamber of Commerce

The Power of Region

Home of:

Adirondack Coast

Visitors Bureau

North American Center
of Excellence for
Transportation
Equipment (NAmTrans)

North Country
Service Corporation

North Country
Industrial Council

Quebec - New York
Corridor Coalition

SCORE

Serving:

Clinton

Essex

Franklin

Warren

Hamilton

Akwesasne

Southern Quebec

Let's imagine a perfect location for the future of your company and its operations.

- **A PLACE** that stands next to one of the greatest metropolitan cities of the world: Montreal.
- **A PLACE** that is uniquely bi-national, accessing the best of both the U.S. and Canada.
- **A PLACE** attracting global recognition for its growing and diverse collection of advanced manufacturers.
- **A PLACE** which is home to an amazing cluster of Transportation Equipment and Aerospace manufacturers.
- **A PLACE** connected globally through ground, air and maritime logistics.
- **A PLACE** of beauty where the world comes to play and where the Winter Olympics have been hosted twice.

Add a premier system of education, training and research assets, and a proven specialization in facilitating and supporting foreign investment, and you have found just such a place. It's the **PLATTSBURGH/NORTH COUNTRY REGION** where New York meets Montreal and where dozens of manufacturers from around the world are successfully producing and growing.

Let's take the next step and connect. Our Red Carpet Team is uniquely ready to work with you on all of your needs. Not just sites and talent but everything from supply chains to visas, financing and financial structuring, customs clearance, U.S. subsidiary corporations, and instant government connections at all levels. You'll be amazed at our Team Approach!

We look forward to hearing from you and exploring a shared future. Onward and upward!

Sincerely,

Garry Douglas
President and CEO



The Power of Region

PO Box 310, 7061 Route 9, Plattsburgh, NY 12901 | 518.563.1000
info@northcountrychamber.com | northcountrychamber.com



If you identified the need to access the Northeastern part of the USA, you have come to the right place. The Plattsburgh region, a micropolitan industrial hub on the eastern side of New York State's North Country region, is a great place to locate and expand your business. As a region, we have built a brand of helping businesses establish and grow in the Northeast. When you choose Plattsburgh, you choose a dynamic team centered around your success. As a region we stand ready to help you navigate all aspects of business.

We understand what is important:

- + The value of proximity, whether you are referring to your home base of operations, access to suppliers, or ultimately your customers
- + A qualified and ready workforce
- + An educational system ready to prepare your future workforce or upskill your employees
- + Quality of life
- + Access to high-speed broadband
- + Logistics and transportation
- + Cultural and recreational opportunities

At TDC we have a team that is committed to providing quality industrial space that meets today's standards. Using innovative approaches to putting you in the right space, we are ready to help you move along your journey as you grow and expand. We have spent the last 60 years building an organization that works for you as our customer. Our staff's sole function is to help you be successful. If you locate in our parks you aren't getting a landlord, but a partner. Our stated mission is to provide quality industrial space and create quality jobs.

We look forward to working with you.

A handwritten signature in blue ink, reading "David F. Champagne III".

David F. Champagne III
President and CEO, TDC

Demographics

► Demographic Quick Facts:

- Population of Clinton County: 80,980 (2017 Census estimates)
- Population of New York State: 19,849,399 (2017 Census estimates)
- Per Capita Money Income in Past 12 Months: \$25,024 (2012-2016 ACS, Clinton County)
- Median Household Income: \$50,502 (2012-2016 ACS, Clinton County)

► Geographic Quick Facts:

- Land Area (square miles): 1,307.85
- Persons/Square Mile: 79.1
- Micropolitan Statistical Area: Plattsburgh, New York

Source: 2010 Census | Clinton County

Housing:

Housing Units (2019): **36,835**

Homeownership Rate (2015-2019): **66.5%**

Median Home Value (2015-2019): **\$134,100**

Building Permits (2019): **150**

Source: <http://quickfacts.census.gov> | Clinton County

Population:

Population, 2017 Census estimates **80,980**

Persons under 5 years old **4.8%**

Persons under 18 years old **18%**

Persons 18-24 years old **13.5%**

Persons 25-64 years old **53.8%**

Persons 65+ years old **16.4%**

Source: 2010 Census | Clinton County

Clinton County Business Quick Facts:

Private Non-farm Establishments, 2016 = **1,826**

Private Non-farm Employment, 2016 = **24,672**

Non-Employer Establishments, 2016 = **3,949**

Total Number of Firms, 2012 = **5,155**

Manufacturers' Shipments, 2012 (\$1000) = **1,279,423**

Merchant Wholesaler Sales, 2012 (\$1000) = **709,142**

Retail Sales, 2012 (\$1000) = **1,385,341**

Number of Wholesale Establishments = **88**

Number of Manufacturing Establishments = **77**

Number of Transportation/Warehousing
Establishments = **113**

Source: <http://quickfacts.census.gov>

Transportation

CLINTON COUNTY, NEW YORK

- ▶ Located just one hour south of Montreal, Canada
- ▶ Easy access to Intermodal Transit
- ▶ Within a five hour drive of New York City and Boston

Airports

Plattsburgh International Airport

Latitude and Longitude:

44°39' 24.28" N 73°27' 49.51" W

44°39' 16.22" N 73°27' 44.78" W

44°39' 21.68" N 73°27' 25.63" W

44°39' 29.84" N 73°27' 30.40" W

Runway:

11,758 ft. concrete runway 200 feet wide with 1,000 ft. paved overruns

Highlights:

- ▶ ILS
- ▶ 12 million sf. concrete ramp (240 acres)
- ▶ 1.5 million sf. of aviation related industrial space
- ▶ On-site Rail Access
- ▶ Broadband
- ▶ Municipal Water and Sewer Services
- ▶ Natural Gas Service from NYSEG

Carriers:

- ▶ Allegiant
- ▶ United Airlines

Source: Plattsburgh International Airport: www.flyplattsburgh.com

Other Regional Airports:

- ▶ Burlington International Airport [BTV]
- ▶ Montréal-Pierre Elliott Trudeau International Airport [YUL]

Deepwater Ports

Port of Montreal, Quebec: 60 miles away

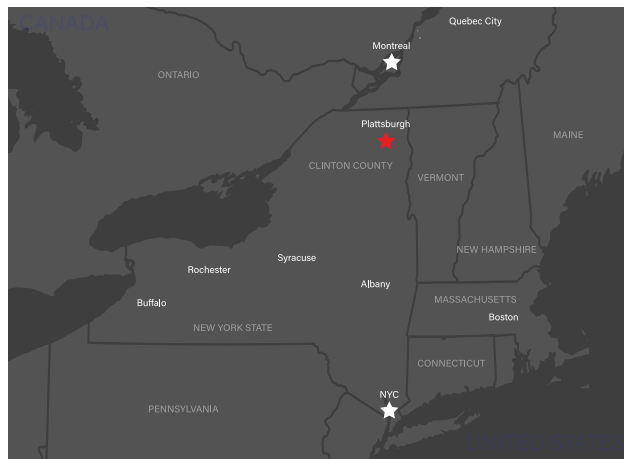
Source: www.port-montreal.com

Port of Albany, New York: 150 miles away

Source: www.portofalbany.com

Port of Ogdensburg, New York: 115 miles away

Source: www.ogdensport.com



NY Border Crossings

Full Service Port (Commercial & Passenger) -

Champlain/Lacolle - 20 miles north of Plattsburgh, NY

Alternate Passenger Crossings: Cannons Corners, NY; Mooers, NY; Overton Corners, NY; and Rouses Point, NY

Major Highways

I-87 (North/ South Route); I-90 (East/West Route); Exchange in Albany, NY; AutoRoute 15 (North/South Route to Montreal, Que.)

Major Alternative Routes: US Routes 3, 9, and 11

Rail

Freight Rail: Canadian Pacific Rail

Source: www.cpr.ca

Passenger Rail: Amtrak

Source: www.amtrak.com

Transloading Services: South Junction Enterprises

Source: www.southjunctionenterprises.com

Taxes

CLINTON COUNTY, NEW YORK

2020 Real Property Tax Rates

per \$1,000 of Assessed Value by Selected Municipality

Sales & Use Tax Rates:

- **New York State Sales Tax:** 4%
- **Clinton County Sales Tax:** 4%

State Business Tax Rates:

- **NYS Corporate Franchise Tax:** For "qualified New York Manufacturers" there is no corporate franchise tax. Maximum corporate franchise tax for most corporate taxpayers is 6.5%.
- **Clinton County Mortgage Recording Tax:** \$4.00 per \$1,000 of mortgage.
- **BPOL Tax:** NONE
- **Gross Receipts Tax:** NONE
- **Personal Property Tax:** NONE

TOWN OF BEEKMANTOWN

MUNICIPALITY ► RATE (\$)

County Tax	► 2.66
Town of General Fund	► 2.16
Town Highway	► 2.92
Beekmantown Fire District	► 0.59
Beekmantown Fire Protection	► 0.59
Beekmantown Water District	► 2.82
RT 9 Spellman Rd Water District	► 4.55

TOWN OF PERU

MUNICIPALITY ► RATE (\$)

County Tax	► 2.66
Town General Fund	► 2.33
Highway (Townwide)	► 2.42
SPECIAL DISTRICT TAXES	
Peru Fire	► 1.39
Peru Sewer #1 Ben	► 0.23
Valcour Sewer #1 Res	► 0.35
Valcour Sewer #1 Comm	► 0.61
Peru Water #1 & #2 Ben	► 2.21
Peru Water #3 Ben	► 2.21

CITY OF PLATTSBURGH

MUNICIPALITY ► RATE (\$)

County Tax	► 5.92
City Tax	► 11.65

TOWN OF CHAMPLAIN

MUNICIPALITY ► RATE (\$)

County Tax - Town of Champlain	► 5.90
County Tax - Village of Champlain	► 5.90
County Tax - Village of Rouses Point	► 5.90
Town General Fund	► 1.60
Champlain Village - Gen	► 1.60
Rouses Point Village - General	► 1.60
General Fund - Landfill	► 0.05
Highway (Outside)	► 0.13
Highway (Town wide)	► 0.47
SPECIAL DISTRICT TAXES	
Champlain EMS	► 0.63
Champlain Fire	► 1.34
Champlain Light #1 Bechard Road	► 0.43
Champlain Light #2 Fairbanks	► 1.07

TOWN OF PLATTSBURGH

MUNICIPALITY ► RATE (\$)

County Tax	► 6.03
Town General Fund	► 0.00
Highway (Townwide)	► 0.90
SPECIAL DISTRICT TAXES	
Consolidated Ambulance	► 0.34
Morrisonville Fire	► 1.26
Cumberland Head Fire	► 1.53
Fire #3	► 1.16
South Plattsburgh Fire	► 2.46
Cadyville Fire	► 2.35
PCLD - General	► 0.17
PCSD - General	► 0.04
PCSD - General Capital	► 0.31
PCSD - Special	► 0.23
Air Base Sewer	► 5.00
Base Sewer - General Capital	► 0.37
PCWD - General	► 0.08
PCWD - General Capital	► 0.82
PCWD - Special	► 0.49
Air Base Water	► 2.64
Air Base Water - General Capital	► 0.80
Air Base Storm Water	► 1.00

2019-2020 School Tax Rates

per \$1,000 of Assessed Value

► For more information, visit
ClintonCountyGov.com



nymtl.com

AUSABLE VALLEY CENTRAL SCHOOL

SCHOOL DISTRICT ► RATE (\$)

AuSable	► 17.43
Black Brook	► 17.43
Peru	► 17.43

BEEKMANTOWN CENTRAL SCHOOL

SCHOOL DISTRICT ► RATE (\$)

Altona	► 17.72	Plattsburgh	► 17.72
Beekmantown	► 17.72		
Chazy	► 17.72		

CHATEAUGAY CENTRAL SCHOOL

SCHOOL DISTRICT ► RATE (\$)

Clinton	► 12.32
Ellenburg	► 12.19

CHAZY CENTRAL SCHOOL

SCHOOL DISTRICT ► RATE (\$)

Beekmantown	► 21.27
Champlain	► 21.27
Chazy	► 21.27

NORTHERN ADIRONDACK CENTRAL

SCHOOL DISTRICT ► RATE (\$)

Altona	► 12.03	Dannemora	► 12.03
Beekmantown	► 12.03	Ellenburg	► 12.03
Chazy	► 12.03	Mooers	► 12.03
Clinton	► 12.03	Saranac	► 12.03

NORTHERN CLINTON CENTRAL SCHOOL

SCHOOL DISTRICT ► RATE (\$)

Altona	► 20.63	Mooers	► 20.63
Champlain	► 20.63		
Chazy	► 20.63		

PERU CENTRAL SCHOOL

SCHOOL DISTRICT ► RATE (\$)

AuSable	► 20.29	Plattsburgh	► 20.29
Black Brook	► 20.29	Saranac	► 20.29
Peru	► 20.29		

PLATTSBURGH CITY SCHOOL

SCHOOL DISTRICT ► RATE (\$)

Plattsburgh (City)	► 23.00
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SARANAC CENTRAL SCHOOL

SCHOOL DISTRICT ► RATE (\$)

Beekmantown	► 20.56	Saranac	► 20.56
Black Brook	► 20.56	Schuyler Falls	► 20.56
Dannemora	► 20.56		
Plattsburgh	► 20.56		

SARANAC LAKE CENTRAL SCHOOL

SCHOOL DISTRICT ► RATE (\$)

Black Brook	► 10.20
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Quarterly Census of Employment and Wages (QCEW)

NAICS BASED INDUSTRY EMPLOYMENT AND WAGES

- ▶ New York State, Labor Market Regions, Metropolitan Areas, Local Workforce Investment Areas and Counties
- ▶ Data for 2019 and 2020 are preliminary and subject to revision
- ▶ NAICS Sector = All Sectors
- ▶ NAICS Industry = All

	INDUSTRY TITLE	YEAR	QUARTER	AVERAGE EMPLOYMENT	AVERAGE WAGES
NAICS 111	Crop Production	2019 (P)	Annual	381	\$38,096
NAICS 112	Animal Production	2019 (P)	Annual	433	\$47,315
NAICS 113	Forestry and Logging	2019 (P)	Annual	18	\$41,054
NAICS 221	Utilities	2019 (P)	Annual	116	\$119,163
NAICS 236	Construction of Buildings	2019 (P)	Annual	498	\$58,418
NAICS 238	Specialty Trade Contractors	2019 (P)	Annual	605	\$55,118
NAICS 321	Wood Product Manufacturing	2019 (P)	Annual	52	\$31,185
NAICS 322	Paper Manufacturing	2019 (P)	Annual	247	\$58,703
NAICS 325	Chemical Manufacturing	2019 (P)	Annual	227	\$60,037
NAICS 326	Plastics & Rubber Products Manufacturing	2019 (P)	Annual	910	\$47,943
NAICS 327	Nonmetallic Mineral Product Mfg	2019 (P)	Annual	21	\$47,851
NAICS 331	Primary Metal Manufacturing	2019 (P)	Annual	28	\$35,657
NAICS 332	Fabricated Metal Product Manufacturing	2019 (P)	Annual	195	\$56,053
NAICS 333	Machinery Manufacturing	2019 (P)	Annual	41	\$52,038
NAICS 336	Transportation Equipment Manufacturing	2019 (P)	Annual	877	\$53,677
NAICS 337	Furniture and Related Product Mfg	2019 (P)	Annual	6	\$26,853
NAICS 339	Miscellaneous Manufacturing	2019 (P)	Annual	125	\$46,496
NAICS 423	Merchant Wholesalers, Durable Goods	2019 (P)	Annual	377	\$48,787
NAICS 424	Merchant Wholesalers, Nondurable Goods	2019 (P)	Annual	332	\$58,065
NAICS 425	Electronic Markets and Agents/Brokers	2019 (P)	Annual	6	\$44,448
NAICS 441	Motor Vehicle and Parts Dealers	2019 (P)	Annual	635	\$45,236
NAICS 443	Electronics and Appliance Stores	2019 (P)	Annual	173	\$35,534
NAICS 444	Building Material & Garden Supply Stores	2019 (P)	Annual	873	\$45,170
NAICS 445	Food and Beverage Stores	2019 (P)	Annual	690	\$22,774
NAICS 446	Health and Personal Care Stores	2019 (P)	Annual	314	\$35,525

Area = Clinton County, NY

NAICS 447	Gasoline Stations	2019 (P)	Annual	493	\$22,963
NAICS 448	Clothing and Clothing Accessories Stores	2019 (P)	Annual	299	\$16,499
NAICS 451	Sporting Goods/Hobby/Book/Music Stores	2019 (P)	Annual	178	\$18,439
NAICS 452	General Merchandise Stores	2019 (P)	Annual	956	\$23,441
NAICS 453	Miscellaneous Store Retailers	2019 (P)	Annual	159	\$23,944
NAICS 454	Nonstore Retailers	2019 (P)	Annual	82	\$46,470
NAICS 484	Truck Transportation	2019 (P)	Annual	312	\$52,876
NAICS 485	Transit and Ground Passenger Transport	2019 (P)	Annual	132	\$24,699
NAICS 488	Support Activities for Transportation	2019 (P)	Annual	490	\$46,031
NAICS 492	Couriers and Messengers	2019 (P)	Annual	287	\$38,645
NAICS 493	Warehousing and Storage	2019 (P)	Annual	273	\$38,327
NAICS 511	Publishing Industries	2019 (P)	Annual	91	\$27,692
NAICS 512	Motion Picture & Sound Recording Ind	2019 (P)	Annual	48	\$15,862
NAICS 515	Broadcasting (except Internet)	2019 (P)	Annual	70	\$46,522
NAICS 517	Telecommunications	2019 (P)	Annual	134	\$77,018
NAICS 519	Other Information Services	2019 (P)	Annual	10	\$12,435
NAICS 522	Credit Intermediation & Related Activity	2019 (P)	Annual	261	\$49,860
NAICS 523	Financial Investment & Related Activity	2019 (P)	Annual	32	\$81,962
NAICS 524	Insurance Carriers & Related Activities	2019 (P)	Annual	113	\$53,225
NAICS 531	Real Estate	2019 (P)	Annual	244	\$32,135
NAICS 532	Rental and Leasing Services	2019 (P)	Annual	175	\$39,597
NAICS 541	Professional and Technical Services	2019 (P)	Annual	887	\$40,867
NAICS 551	Management of Companies and Enterprises	2019 (P)	Annual	81	\$43,243
NAICS 561	Administrative and Support Services	2019 (P)	Annual	1,020	\$32,428
NAICS 562	Waste Management and Remediation Service	2019 (P)	Annual	179	\$53,460
NAICS 611	Educational Services	2019 (P)	Annual	146	\$35,044
NAICS 621	Ambulatory Health Care Services	2019 (P)	Annual	1,521	\$54,176
NAICS 623	Nursing and Residential Care Facilities	2019 (P)	Annual	779	\$35,948
NAICS 624	Social Assistance	2019 (P)	Annual	1,097	\$28,474
NAICS 712	Museums, Parks and Historical Sites	2019 (P)	Annual	58	\$21,490
NAICS 713	Amusement, Gambling & Recreation Ind	2019 (P)	Annual	163	\$19,775
NAICS 721	Accommodation	2019 (P)	Annual	436	\$22,307
NAICS 722	Food Services and Drinking Places	2019 (P)	Annual	2,574	\$19,774
NAICS 811	Repair and Maintenance	2019 (P)	Annual	200	\$35,823
NAICS 812	Personal and Laundry Services	2019 (P)	Annual	273	\$25,347
NAICS 813	Membership Organizations & Associations	2019 (P)	Annual	481	\$24,435
NAICS 814	Private Households	2019 (P)	Annual	41	\$20,245
	Federal Government	2019 (P)	Annual	699	\$88,641
	State Government	2019 (P)	Annual	2,914	\$71,004
	Local Government	2019 (P)	Annual	4,356	\$49,149
	Unclassified	2019 (P)	Annual	27	\$61,433

Area = Clinton County, NY

(P) = Preliminary

Employment information by place of work is based on quarterly reports from employers covered under New York State's Unemployment Insurance Law. Data by industry (using the new NAICS classification system) include employment; total annual and average weekly wages; and, the number of establishments. Data are available for New York State, metropolitan areas, and counties (State law prohibits us from disclosing information that would reveal the identity of individual employers). Data are available about six months following the end of the reported quarter--they are less current than non-farm employment estimates.

For more information concerning Quarterly Census of Employment and Wages (QCEW), see Technical Notes. For additional information on the various sources of employment data, see comparing sources of employment data.

Data Source: Quarterly Census of Employment and Wages, developed through a cooperative program between the State of New York and the U. S. Bureau of Labor Statistics.