



RAYMOND J. RICHARDSON
SENIOR VICE PRESIDENT FOR STRATEGIC BUSINESS

Raymond J. Richardson serves as SVP for Strategic Business at Empire State Development Corporation.

In that capacity he has been involved in many of the State's high-profile corporate attraction, expansion, and retention successes. Richardson was directly responsible for securing IBM's 300-million-dollar investment in East Fishkill, which was by Site Selection Magazine as one of the top 10 development deals worldwide in 1997. More recently, he had significant early involvement in attracting GLOBAL FOUNDARIES to the Capital District.

Previously, Richardson worked for ten years as Vice President of Area Development for Orange and Rockland Utilities, Inc., and as President of two of its non-regulated real estate development subsidiaries, where he developed – among other projects – the Interchange Commerce Center.

He also served as an Assistant Deputy Commissioner with the NYS Department of Commerce in the Division of Industrial and Corporate Development, and as Director of the Portsmouth Economic Commission in Portsmouth, NH, where he was responsible for attracting industry to the city. Richardson's departure from Portsmouth elicited a mayoral proclamation proclaiming a Raymond J. Richardson day in recognition of the several companies he attracted, as well as the creation of a nationally recognized industrial park joint venture referenced in Industrial Real Estate and numerous other publications.

Ray Richardson's career in economic development in NY, NJ and NH has been the subject of numerous newspaper and magazine articles and editorials citing his accomplishments in and contributions to economic development. He is the author of several studies and publications including How to Get Your Project Approved jointly published by the National Association of Office and Industrial Parks and the International Association of Corporate Real Estate Executives.

Richardson is a graduate of the State University of New York at Plattsburgh, where he earned both his Bachelor's and Master's degrees. He resides in North Greenbush, New York.