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Karen Hartgen

**HARTGEN ARCHEOLOGICAL ASSOCIATES, INC.
ALBANY SBDC**

For 29 years, Hartgen Archeological Associates (HAA) has provided a service that combines archeology with cultural anthropology and has completed more than 2,000 cultural studies at historic sites throughout New York and New England. With a comprehensive inventory of standard archeological equipment and more than two dozen archeologists, HAA, Inc. can field several crews simultaneously, and draw on an extensive network of qualified specialists who contribute their expertise on a project-by-project basis.



Karen Hartgen, the President and the Principal Investigator of HAA and Registered Professional Archaeologist (RPA), first consulted the SBDC in 1994 when she needed help developing a business plan to secure a contract with NYS. With SBDC's assistance, she was able to obtain a subcontract with the NYS Department of Education and a term loan from the NYS Transportation Loan/Bond Program. She returned to the Albany Regional Center in 1998 for help in expanding the business and developing marketing strategies.

The company has grown to be the largest privately-owned archeological firm in New York State and a recognized leader in the field. Its experience encompasses highway, bridge, canal, utility, landfill, subdivision, commercial, industrial park, State Education, and cemetery projects, as well as various specialized cultural resource projects. Hartgen's clients include engineering firms, private organizations, museums, and municipal and state governments. Karen has grown the firm from a few employees in 1973 to a full-time professional staff of 30. Annual revenues now top \$2.5 million.

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