

## Economic Development Committee Minutes

September 20, 2010 – 3:15 p.m.

Present: Chairman Daly; Supervisors Grattidge, A. Johnson, Kinowski, Lawler, Sausville, Wood, Collyer and Southworth; Spencer Hellwig, Mgmt. Analyst; Mark Rider, County Attorney; Jason Kemper, Planning; Todd Shimkus, Greg Dixon, Saratoga County Chamber of Commerce; Press.

Chairman Daly called the meeting to order and welcomed all in attendance.

**On a motion made by Mr. Grattidge, seconded by Mr. Sausville the minutes of the July 7, 2010 meeting were approved unanimously.**

Chairman Daly introduced the Saratoga County Chamber of Commerce President, Todd Shimkus.

Mr. Shimkus said he would like the opportunity to meet with all supervisors to discuss what opportunities are out there, what challenges are before us, and how the chamber can make a difference throughout the county.

Mr. Shimkus said there is a great partnership between the Board of Supervisors and the Chamber on tourism and promotion in getting more and more people to come here every year. With everything that is going on and the infrastructure that is being built throughout the region, there are several opportunities including biking and hiking trails, with adventure tourism being a big part of what can be done moving forward. A newsletter was sent to all Chamber members with regard to Agricultural Tourism and how the Chamber is promoting fall opportunities to visit here. Agricultural Tourism is a major part of the fall, spring and summer marketing. Secondly, is Global Foundries and the way that it could influence and impact the entire region. The chamber is currently helping in retaining talent, recruitment and retention. They will be attracting people to work at that facility from all over the world, and the chamber is working to welcome those people to the community through a website, [www.saratogawelcomesyou.com](http://www.saratogawelcomesyou.com).

Mr. Lawler asked Mr. Shimkus what the hiring schedule looked like at Global Foundries? Mr. Shimkus said the Chamber held a welcome reception the first week of August in partnership with Global Foundries with approximately 150 people in attendance, including existing employees and their spouses. A job fair was held in Albany, which was a national outreach effort, and was also done in Austin, Texas, Germany, California and Singapore, in search of the next phase of approximately 250 employees over the course of the next six months. Mr. Shimkus said there is an expected influx to begin in the second quarter of 2011 of a more international workforce from Dresden and Singapore. These will be people who are actually working in fabs who will come here to

begin the training and startup. The bulk of the work will be in the last 18 to 24 months which will be largely more local people to actually work on the manufacturing.

Mr. Lawler asked if there are discussions taking place with regard to ancillary and support businesses. He said, at first the county marketed the region to Global Foundries, and now we are marketing Global Foundries in the region to other businesses. How is that going and what successes are being seen? Mr. Shimkus said that SEDC has taken the lead on marketing and outreach. The role of the Chamber is when they have someone that they need help with on the talent side, that the Chamber will step in and help with that.

Mr. Lawler asked if there were discussions with the Chamber members about ramping up their businesses and doing more hiring and growing their businesses in the county as a result of the Global Foundries effort. Mr. Shimkus said if you were to talk to a number of the construction trades they have seen a number of new opportunities, as well as restaurants, hotels and real estate that have benefited with having those people here. The process has been slow, but will improve as the whole process ramps up, he said. Mr. Shimkus said that Global Foundries has put together a video to help with recruitment.

Mr. Lawler said it is important to convince the government and the various regional areas to continue be as supportive as they have been, but there has to be a promise of a return on those investments. Like all investors, people are eager for the return as soon as possible, and that is important now that it is under way. Mr. Lawler said he is worried about expectations exceeding the short-term potential. It is important to have a message that this is great and wonderful and there are great things to come, but you always want to end with, it is going to take time to get there. Sometimes this message gets lost, he said.

Mr. Shimkus said there have been a lot of existing businesses that have been here for decades that have put the region in a position to be able to attract this kind of a company. We have to make sure that we take care of them, in helping to promote and recruit the talent that they need.

Ms. Daly asked what the chambers expectations were in doing some sort of programming or workshops on what types of jobs and services are needed at the chip fab and where we might align with existing businesses? How are you better going to serve additional members as things begin to happen? It is very important to be able to link existing businesses with the new services that are going to be needed as we move forward, she said.

Mr. Shimkus said in the spring the Chamber had a seminar that attracted hundreds of people. There were several experts, including individuals in charge of procurement to discuss what exactly local companies would have to do if they wanted to be a vendor or supplier. Ms. Daly said she would like to see attention to learning about the kinds of services and having someone be able to look at their business and say, can my business do that or is there a chance for my business to grow into that. Mr. Shimkus said the Chamber would be interested in doing some of that. Mr. Shimkus said something that he

learned from his experiences is that the number of ancillary firms that have traveled with these companies, has, over time, diminished because in a lot of cases, whether it is Global Foundries or Intel, they are looking for companies that can service them worldwide. Mr. Shimkus said you have to be careful that you don't steer someone in a direction where they ultimately wouldn't win the bid. The Chambers mission is to put the members in touch with the right people at Global Foundries. through networking and education.

Mr. Lawler asked if the Chamber is in communication with the many other organizations that are looking to leverage the Global Foundries investment. Mr. Shimkus said yes, they meet every month and last year they did a "Made in the Capital Region" manufacturers directory trying to encourage manufacturers from Columbia County through Warren County to do business with other manufacturers in the capital district. The "Job Zone" was launched by the Saratoga County Chamber a number of years ago. Many other counties have just launched the same job zone, where there will be an effort to link all the job zones.

Mr. Dixon, from the Chamber of Commerce, gave a brief update on Tourism stating that tourism for June and July was very good, with August being mixed. The numbers at the track were down, but some of the other attractions were up, such as the Performing Arts Center. The report on the occupancy tax collections is due out in October.

Mr. Kemper said every year the county does a major contract that is over \$10,000 with the Saratoga Hilton for rooms and lunches that are associated with the Planning Conference. Last year the contract was for \$30,000 of which just over \$26,000 was spent. The costs are up approximately 11% this year, therefore, a major contract of \$32,000 is being requested to cover the overages. The fees are reimbursed through sponsorships, and registrations from the planning conference.

**A motion was made by Mr. Grattidge, seconded by Mr. Johnson to approve authorizing the Chairman to enter into a contract with the Saratoga Hilton for the annual Planning Conference for a total cost not to exceed \$32,000. Unanimous.**

Mr. Kemper said the State Snowmobile Grant is administered through the Office of Parks, Recreation and Historic Preservation, with the county acting as a pass through for the funds. This year there will be 165 miles of snowmobile trails within Saratoga County. Mr. Kemper requested a resolution to accept a snowmobile grant in the amount of \$89,000.

**A motion was made by Mr. Grattidge, seconded by Mr. Lawler to authorize the Chairman to enter into agreements to accept \$89,000 in snowmobile funding and to accept a negative declaration from SECOR. Unanimous.**

Ms. Daly said the Zim Smith Trail change order committee met, and there were change orders that were sent through that were well under the 10% allowance by the Board. The changes had to do mostly with additional grading, and fencing.

Mr. Kemper said in 2009 the Board of Supervisors placed \$50,000 in the Planning Dept. budget. The money goes through a major contract with Cornell Cooperative Extension who implements the MS4 Stormwater Program for the county and municipalities that are under the program. The contract is the same as last year, authorizing the payment of \$50,000.

**A motion was made by Mr. Grattidge, seconded by Mr. Lawler to approve authorizing the Chairman to enter into a contact with Cornell Cooperative Extension to manage the MS4 Storm Water Management Program at a cost not to exceed \$50,000. Unanimous.**

**On a motion made by Mr. Grattidge, seconded by Mr. Lawler the meeting was adjourned.**

Respectfully submitted,  
Chris Sansom