

Economic Development Committee Minutes
April 4, 2012 – 4:00 p.m.

Present: Chairman Daly; Supervisors A. Johnson, Kinowski, Lawler, Sausville, Richardson and Wood; Spencer Hellwig, Administrator; Ryan Moore, Mgmt. Analyst; Jason Kemper, Planning; Scott Ferron, Malta Resident; League of Women Voters; Omar Usmani, Mark Cerro, Aeon Nexus; Press.

Chairman Daly called the meeting to order and welcomed all in attendance. She thanked all those who attended the presentation at the Global Foundries Tec Smart Building

On a motion made by Mr. Kinowski, seconded by Mr. Johnson the minutes of the March 14, 2012 meeting were approved unanimously.

Ms. Daly said at the last committee meeting there was discussion about Saratoga County's participation in the local government efficiency grant, and it was requested that a couple of the presenters present to the committee what this grant program opportunity is about and give some background information as to how it came to be and what the county's roll is as lead applicant. Ms. Daly introduced Mr. Usmani and Mr. Cerro from Aeon Nexus.

Mr. Cerro, managing director of Aeon Nexus said he had the opportunity to meet Supervisor Daly and Supervisor Wood through Mr. Usmani's participation in the Capital Region Economic Development Council. As a part of those activities there were discussions about capital region collaboration, ways for counties and municipalities to work together and save money. One of the discussion points as far as collaboration was the fact that there are probably better opportunities for counties to understand how they can work together and save money by combining purchasing power, in addition, looking at individual counties and finding ways to save money within their own budgets and helping them advance their own causes. Aeon Nexus is a service provider that provides consulting around spend management and cost savings. Aeon Nexus is always looking for funding opportunities and grants for government and provide advice and guidance. When the local efficiency grants for 2012 came out, Aeon Nexus saw this as a great opportunity to harness some of the momentum and energy that came about through the Capital Region Economic Development Council and bring together the counties of the capital region as well as the three major cities and begin to look at how they are spending their money and looking for ways to drive efficiencies and greater effectiveness through collaboration. Mr. Cerro said that Saratoga County has graciously offered to chair the application which was submitted in mid March, which was really around doing a spend assessment and understanding of what all the various counties are spending their money on and where the opportunities are to collaborate and save money. In addition, doing a very focused spend assessment on each county and looking for specific areas independent of the collaborative efforts where you can save money. What is unique about this is that a significant portion of the funding is coming through the local government efficiency grants. One of the

activities that Saratoga County is going to have to participate in is issuing an RFP for the services. For each county to participate, the dollar amount to be in the program is \$2,000 and \$1,000 for each city that is participating. There is tremendous opportunity to get top notch management consulting around the spend areas and identified savings at a greatly reduced discount because the Department of State is offering this program. The Center for Economic Growth, which has a large presence in this region, along with Aeon Nexus, has chosen to volunteer and participate in some of the matching funds. Regardless of who is chosen, they want the best solution provider to be chosen to do the work.

Mr. Johnson asked if the county actually agreed to take the lead. Ms. Daly said the committee insinuated that if the county participated and moved forward with a resolution and we have the opportunity to become the lead applicant, we would like to be lead applicant in the grant. Mr. Cerro said as submitted, Saratoga County was offered up as the lead applicant. Ms. Daly said a resolution will have to be passed. Mr. Cerro said the way the process works is that the grant had to be filed by March 21st. The grant application acknowledges an interest in participating should the grant be awarded, but contingent upon a resolution being passed, which has to occur by April 19th by all parties. Mr. Cerro said in the original presentation it included all counties and the three major cities in the capital region. Columbia County has opted to not participate. The three cities include Troy, Albany and Schenectady.

Ms. Daly requested a resolution to take a lead role as the lead applicant in a local efficiency grant program opportunity at a cost not to exceed \$2,000, and authorizing the Chairman to take action as necessary to complete the grant application.

A motion was made by Mr. Lawler, seconded by Mr. Sausville to approve a resolution to take a lead role as lead applicant in a local efficiency grant program opportunity at a cost not to exceed \$2,000, and authorize the Chairman to take action as necessary to complete the grant application. Unanimous.

Mr. Kinowski gave a brief update from the trails committee as follows. The procurement of the area on Spruce Mountain is on target, including the completion of the survey. He said he anticipates the process to be completed in the May to June timeframe. With regard to the Zim Smith trail it should be known by June if the trail has received the National Trail recognition. He said the Trails Committee has decided to concentrate on the Southern half of the trail, which includes the Coons Crossing/Mechanicville connection. There will be an equine trail ribbon cutting announcement for the Moreau Park area as soon as the timber cutting is completed.

Mr. Kinowski said he has met with Saratoga PLAN and requested that they submit to the trails committee a list of items they would have that the trails committee could help them with to spur growth of tourism in Saratoga County. He said the county has a tourism attraction that would help promote Saratoga County as it goes through all the different townships and cities. He said that the county should look at how we can increase our promotion.

Mr. Lawler said the County gives approximately \$350,000 to the Saratoga County Chamber of Commerce each year, so that might be a place to start.

Mr. Lawler asked if the Chamber of Commerce has ever asked the County what they would like to have promoted. Mr. Hellwig said the Chamber comes to the county and lies out a plan on what the money is being spent on including Ad's, TV and Radio time. This would be the opportunity for the committee to let them know whether or not you are satisfied with it.

Mr. Lawler said he would like to see the county set the agenda as to where they are going to spend the money that we give them.

Ms. Daly suggested that the Trails Committee invite the Chamber to their next meeting and present the questions that were asked from the Economic Development Committee and report back.

Mr. Lawler said before we get too far into the year he would like the entire marketing of Saratoga County's tourism be completely revisited for 2013. He said the county doesn't have much input and control and it was explained to him that the County is not their largest funding source. Mr. Lawler suggested that the county might be better off bidding the work out with an advertising agency and opening it up to multiple chambers of commerce.

Ms. Daly said she would try to have some feedback on that at the next meeting and what the time frame looks like.

On a motion made by Mr. Richardson, seconded by Mr. Johnson the meeting was adjourned. Unanimous.

Respectfully submitted,
Chris Sansom