

Economic Development Committee Minutes
June 6, 2012 – 4:00 p.m.

Present: Chairman Daly; Supervisors Peck, Kinowski, Lawler, Richardson and Wood; Dennis Brobston, Jim Angus, SEDC; Jason Kemper, Planning; Kathleen Lucey, Annamaria Bellantoni, Denise Romeu, Saratoga County Chamber of Commerce; Press.

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

On a motion made by Mr. Lawler, seconded by Mr. Richardson the minutes of the May 2, 2012 meeting were approved unanimously.

Ms. Bellantoni said the most recent occupancy report through April shows an 18% increase over last year for the same time period.

Mr. Lawler asked Mrs. Bellantoni to add to her July report the number of beds that were added through new hotels and a geographic breakdown of those hotels.

Ms. Bellantoni said “I Love NY” has featured Saratoga in one of their new ads, where they are spending approximately \$3 million in promoting the ad, and being broadcast throughout New Jersey, New York and Pennsylvania, as well as being featured on ESPN and the Today Show.

Mr. Lawler asked how the video was being promoted. Ms. Bellantoni said it is on U-Tube. Ms. Lucey said after the June 12th Chamber breakfast the “I Love NY” video, Sunday on the Farm, will be launched along with another video promoting the nine farmers markets in the county. At that point there will be a link on the Chambers site, U-Tube and a link from the Convention and Tourism Bureau.

Ms. Daly suggested reaching out to every town board and asking every Supervisor if they have a meeting between now and Sunday on the Farm, to take a moment and show the video.

Mr. Lawler suggested linking it to every town website, the county website and Cornell Cooperative Extension’s website.

Mr. Lawler suggested that the Capital-Saratoga Region brochure be more inclusive of other events that go on throughout the county. He said in looking at the current brochure it appears that the majority of the photos are from the City of Saratoga Springs.

Ms. Bellantoni said the Chamber is putting on a Seminar on June 19th called Red Hot Customer Service. The cost is \$5 per person with a cap of \$50 if more than 10 employees are registering.

Ms. Bellantoni invited all Supervisors to the Chamber breakfast on June 21st at Saratoga National Golf Course beginning at 7:30 with speakers to include Marcia White, from SPAC, Janet Kennedy, from Lakes to Locks, a representative from NYRA, and Joe Finnan, from the Saratoga Battlefield.

Mr. Brobston distributed a copy of some prospective businesses that SEDC is working with which included 36 Active Large Prospects which would employ between 10 and 15 people with an investment of at least \$1 million.

Mr. Richardson said approximately 70 people attended a Revitalization Breakfast in Mechanicville on June 6th. He said this is a great marketing tool that will provide some great opportunities.

Mr. Brobston said the next Regional Council Meeting will be held on June 22nd.

Mr. Lawler said there was an editorial in a local paper urging the State to do something about the water issue at the Luther Forest Technology Corporation. Mr. Lawler said that this has absolutely nothing to do with the Saratoga County Water Authority. The county built a \$70 million water system to bring water to Global Foundries and to a number of other communities in the county, with that number of communities growing constantly. The Water Authority is supplying every drop of water that Global Foundries needs, he said. He said the bigger issue is the State's promise that became public after the county built their water system to provide a secondary water system to provide water to Global Foundries, which Saratoga County takes some objection to because our water systems bonds are predicated on being the sole provider of water to Global Foundries because that is what we knew, he said. It wasn't until after the county's system was built that the deal between Global Foundries and the State of New York became public. The Saratoga County Water Authority has made it very clear that they are able and willing to assist the State Economic Development organizations to facilitate bringing additional water in and making proposals and sharing ideas. Global Foundries has all the water they need to run the plant at 100% production, and the Saratoga County Water Authority can't wait for them to do it, he said.

Ms. Daly said the guidebook from the Regional Economic Development Council is available, with a copy in the Board of Supervisors office. In addition, the trails subcommittee is working with Mr. Kemper because the application that was submitted in the first round of applications did not receive approval, but it is pegged as one of the types of applications that are being looked at highly on this year, she said. Ms. Daly said the application will be resubmitted after some changes have been made.

Ms. Daly said there is a company from San Antonio, Texas who is looking to do some drilling and minor excavation in various locations in Saratoga County because as a result of their extensive research they believe that there are some very valuable strategic and critical minerals located in the ground. A packet was distributed to all committee members for their review.

Ms. Daly said the July Economic Development Committee meeting may be on location, as there is a Saratoga County business that is expanding. She said the September and October meetings may be on location as well. Ms. Daly said she has spent some time speaking to Ellis Hospital personnel about the new facility in Clifton Park and they have offered to host the Economic Development Committee meeting at the facility.

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

Respectfully submitted,
Chris Sansom