

Saratoga County Prosperity Partnership
Board Minutes
4.15.16, 2:30 PM
Shmaltz Brewing Company
6 Fairchild Square
Clifton Park, NY 12065

Meeting called to order at 2:42 by Chairman Jack Lawler.

Present: Chairman Lawler, Board members Brendan Chudy, Gary Dake, Anita Daly, Penny Hill, Ed Kinowski, Justin Miller, Charles Wait, David Wood; Chad Cooke of Saratoga County, Alan Grattidge, Board of Supervisors(Charlton); Employees Marty Vanags and Judy Soukup.

Approval of Minutes – Jack Lawler

Anita Daly made a motion to approve the minutes as presented. The motion was seconded by Ed Kinowski, and was unanimously approved on a voice vote.

The Board of Directors was given the minutes from the Annual Meeting for review, but will not vote to pass those minutes until the 2017 Annual Meeting.

Treasurer's Report – Art Johnson

The bank account holds a balance of \$583,778.37 after paying the April bills.

A motion to accept the Treasurer's Report as presented was made by Gary Dake, seconded by Penny Hill, and passed unanimously on a voice vote.

Presidents Report – Marty Vanags

Marty reviewed the Draft Project Summary, noting that ~12 projects are listed, 50% of which represent local, existing businesses. If all come to fruition, these projects support approximately 570 jobs and \$45 Million in new capital investment. Within the next quarter, we expect another two projects to be added to this list, and likely three of the currently listed projects to come to fruition.

Marty will be attending Live Xchange, heavy on the real estate side of Economic Development. It is like economic development speed dating. There are twelve meetings scheduled.

The BRE program is off to a great start. Six companies contacted us right away. Out of the four companies interviewed already, three have turned into projects on our Project Summary Draft list. This program is already successful based on this immediate feedback.

With the Next Wave Center, we are doing our due diligence to determine the best location for this building. The utilities in LFTC are a big factor in this decision. We would love to put it there, but this adds a huge cost to the project. Talks with the IDA and the LFTC are ongoing.

In May, the SEMI conference will be in town, and SCPP is a co-sponsor of an evening event. Additionally, we will be part of the State of NY booth at SemiconWEST.

Government Relations Update – Alyssa McClenning

Marty gave the update in Alyssa's absence. Only a handful of Supervisors remain on our "to meet with" list. SCPP is working with the Saratoga Springs City Hall to provide strategic communications support for their summer trolley route. Marty is working with Michelle Madigan's "Smart City" group. Alyssa and Marty met with IEDC at their Federal Forum in DC- meeting with three out of our four Saratoga County Federal legislators.

The Partnership will be celebrating "Economic Development Week" from May 8-14th.

Assemblywoman Carrie Woerner asked the Partnership to lead an initiative to figure out how we can get more CFA dollars in Saratoga County.

Communications & Marketing Report – Alyssa McClenning

In Alyssa's absence, the board was encouraged to review the report that was included in the packet and to contact Alyssa directly with any questions or feedback.

Motions and Resolutions – Jack Lawler

A motion to approve the bills as presented was made by Anita Daly, seconded by Brendan Chudy, and was unanimously passed on a voice vote.

Governance Report – Brendan Chudy

Brendan reviewed the recommendations made by the Governance Committee regarding how to move forward with the slate of officers and the nomination of new Directors.

The Governance Committee recommends that the Board of Directors move in the direction of more separation between the Board President and the Board of Directors and the day to day operations of the Partnership, noting that at this time it is necessary to be more engaged due to the newness of the Partnership, as well as external factors. The hope is, once the Partnership has its legs, that a Private business representative take on the role of President of the Board of Directors. Perhaps the position of chair can then rotate between Public and Private representation and the entire slate of officers can be a mix of Public and Private.

A motion was made to keep the existing slate of officers in place, by Gary Dake. The motion was seconded by Charles Wait, and was unanimously passed on a voice vote. The Directors agreed to revisit this slate quarterly, starting with July 1st.

The board went into Executive Session at 3:40 pm. Executive Session ended at 4:00.

A motion was made to accept the revised IDA agreement was made by Charles Wait and seconded by Anita Daly. The motion was unanimously passed on a voice vote.

A motion was made to adjourn by Art Johnson and seconded by Brendan Chudy. The motion was unanimously passed on a voice vote.

The meeting was adjourned at 4:02 pm.