

Economic Development Committee Minutes  
May 3, 2018 – 3:30 p.m.

Present: Chairman Matthew Veitch; Supervisors Phil Barrett, Tara Gaston, Alan Grattidge, Art Johnson, Jack Lawler, Scott Ostrander, Tom Richardson, Tim Szczepaniak and Chairman of the Board Ed Kinowski; Spencer Hellwig, County Administrator; Steve Dorsey, County Attorney; Jason Kemper, Allison Hargrave, Planning; Lisa Scaccia, Employment & Training; Blue Neils, Cornell Cooperative Extension; Chad Kiesow, Mike Herron, Stewarts Shop; Todd Shimkus, Annamaria Bellantoni; Saratoga County Chamber of Commerce; Margie Van Meter, League of Women Voters.

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

**On a motion made by Mr. Ostrander, seconded by Mr. Richardson, the minutes of the April 5, 2018 meeting were approved unanimously.**

Mr. Veitch introduced Chad Kiesow and Mike Herron from Stewart's to give an update on their business. Mr. Kiesow said that Stewart's is managed locally with a personal approach. The cost of running a c-store is getting more and more expensive. Mr. Herron said that they have approximately 5,000 employees of which 1,000 are in Saratoga County. Their investment in payroll is approximately \$5M per year. They have a manager base of 335 of which 60% are female and 40% male. Stewarts is privately and employee owned. Within the stores 70% are part time employees and 30% full time. Within the last four years they built approximately 15 new stores per year and 13 re-builds. Each new shop employs approx. 20 additional employees. There are currently 335 stores of which 280 have gas. Older stores are approximately 1800-2000 sq. ft., newer stores are approximately 3500 sq. ft. and also have larger parking lots. The Greenfield plant is currently going through a 62,000 sq. ft. warehouse addition. They currently have over 300,000 sq. ft. of space. The warehouse has approximately 450 employees and the corporate office employs approximately 100. They do have dairy suppliers from Saratoga County however majority of their dairy comes from Warren and Washington Counties. Thomas Poultry supplies their eggs.

Mr. Veitch introduced Todd Shimkus and Annamaria Bellantoni from the Saratoga County Chamber of Commerce. Mr. Shimkus distributed a report on quarterly occupancy tax receipts. The first quarter for 2018 has a record high of \$143,364 over the past 17 years of available data. Two of the last four first quarters have been records highs. The demand is up 6.9% and supply is up 9.9%. Revenue is also up. Average occupancy percentage is down due to the increase in supply over demand. The key takeaway – increasing demand is driving up revenues and tax collections in spite of growing competition from online leisure rentals and new hotels in surrounding counties. Mr. Shimkus said that on a 12 month running average the occupancy rate outside the City is 60% and inside the City is 63%. Mrs. Bellantoni distributed a handout regarding their 2017 Fall, and 2018 advertising campaign. Their 2018 winter restaurant sweepstakes gained 10,000 entries from which they got 5,000 unique email addresses. Mrs. Bellantoni said that their advertising campaign will generate 30M impressions. They are adding more video content to their campaign, expanding fall and winter ad spends to boost countywide

promotions. People are targeted based on apps they download, apps related to travel, etc. They have expanded their GEO to include the entire Western NY. They estimate to reach their target audience 5 times per month. Mr. Shimkus said that this year is the Chamber's 100<sup>th</sup> anniversary and they will be holding a celebration on June 7 at the Hall of Springs. All membership will be invited. They would like to do a special presentation of the Saratoga County congratulatory resolution at 4:30pm. Invitations will also be sent directly to supervisors.

Mr. Kemper previously distributed his memo via email.

**A motion was made by Mr. Richardson, seconded by Mr. Johnson, to authorize a 3-yr contract with Cornell Cooperative Extension in the amount of \$557,885 for services associated with management of the Saratoga County MS4 Stormwater Program. Unanimous.**

Mr. Kemper said that this is an annual housekeeping agreement. The annual amount is increasing from \$55K to \$183,200 with a 1.5% increase for years two and three. Funding is included in the 2018 budget. Mr. Lawler thanked all staff involved with the MS4 Stormwater Program.

**A motion was made by Mr. Richardson, seconded by Mr. Lawler, committee approval to approve Zim Smith Right of Way acquisitions. Unanimous.**

Mr. Kemper said that resolution 25-2018 authorized the right of way purchase amounts not to exceed \$250K. The total cost of the ROW compensation at this point is \$223,600 and \$1,500 for the Mechanicville School parcel. There is one property that has a potential issue with their title and the Planning Department are working with the property owner on that.

**A motion was made by Mr. Grattidge, seconded by Mr. Ostrander, to approve the Workforce Development Board budget for program year 2018-2019 for \$96,400 and authorizing agreements with Warren and Washington Counties to fund WDB services. Unanimous.**

Mrs. Scaccia distributed a copy of the WDB proposed budget. There are two-part time Directors employed by the Board and earn \$30,000 annually, the remainder of the budget includes administrative costs, marketing and meeting expenses among other items.

**A motion was made by Mr. Johnson, seconded by Mr. Grattidge, to authorize a contract with J.J. Young, LLC in the amount of \$7,745 to provide administrative services for the Workforce Development Board. Unanimous.**

Mrs. Scaccia said that the JJ Young provide the payroll services for the Board employees. The amount of this agreement has not changed since 2011.

Mrs. Scaccia presented a powerpoint overview of the Career Center which is located at 152 West High Street, Ballston Spa. Services provided include job search assistance, support services, training, resource library, labor market information. There are several workshops including

interview workshops, resume classes, and classes on how to attach a resume to an email and submit online applications. Career exploration workshops are also available by appointment. The career center holds a mini job fair on the 1<sup>st</sup> Thursday of every month from 10am – 1pm, this month had 52 jobseekers attend. The career center can also assist businesses with services such as listing their open positions on the NYS labor website, and assistance with on the job training. Metrix learning is provided online, this helps job seekers upgrade their skills and gain certifications to secure employment.

The Summer Youth Employment program has been in place since 2015. They have served 241 youth from 2015-2017, they hope to serve between 70 and 75 youth this year. Mrs. Scaccia listed an overview of all the workplaces that provided work for the youth over the years. They are mainly public sector and not for profit agencies. There was one private sector that participated in the past. Mr. Lawler expressed concern over using tax dollars for private sector employers. Mrs. Scaccia said that this has been approved by the NYS Department of Labor as there are a number of youths that have barriers to employment and this expands their opportunities. The Career Center also offer services specifically for seniors and veterans.

**On a motion was made by Mr. Richardson, seconded by Mr. Johnson, to the meeting was adjourned unanimously.**

Respectfully submitted,  
Therese Connolly  
Deputy Clerk of the Board