

Economic Development Committee Minutes
July 5, 2018 – 3:30 p.m.

Present: Chairman Matthew Veitch; Supervisors Phil Barrett, Alan Grattidge, Art Johnson, Jack Lawler, Scott Ostrander, Tom Richardson and Chairman of the Board Ed Kinowski; Chad Cooke, County Administrator; Jason Kemper, Allison Hargrave, Planning; Jarrett Sweet, Planning Intern; Jan King, King Daily; Press.

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

Mr. Kinowski said that Browns Beach Fireworks was held on July 3, 2018 and was a success. Attendance was estimated at over 1,500 people. Public access to the beach is attracting a lot of economic development for the area.

On a motion made by Mr. Ostrander, seconded by Mr. Grattidge, the minutes of the June 11, 2018 meeting were approved unanimously.

A motion was made by Mr. Richardson, seconded by Mr. Lawler, to authorize a temporary easement to the Town of Halfmoon for the construction of a potable water pumping station on County owned land adjacent to Coons Crossing Road and the Zim Smith Trail. Unanimous.

Mr. Kemper said that a memo and map detailing this agenda item was already distributed via email. Saratoga County will be purchasing a parcel at the corner of Coons Crossing Road and the Zim Smith Trail. The County is expected to close on the sale of the property on Tuesday July 19, 2018. The Town of Halfmoon and the Saratoga County Water Authority have begun construction of the water line project to connect the Town of Halfmoon to the SCWA. In order to facilitate this work, the Town of Halfmoon will need a temporary easement on the parcel from Saratoga County in order to complete the pump station and water line installation. Once the project has been completed, the County will work with the Town of Halfmoon for a permanent easement. The Town of Halfmoon has an easement from the current landowner.

Mr. Kemper said that the 2018 Land Preservation Grants will be going directly to the Law & Finance Committee.

Mr. Veitch introduced Jan King from Kings Ransom Farm and King Dairy. Mr. King gave a brief powerpoint presentation. Kings Ransom Farm has been in business for 117 years, they milk approximately 1,000 cows daily, have approximately 2,300 head of cattle and crop approximately 2,800 acres. They have an aggressive genetic program whereby they sell embryos and cattle both in the US and worldwide. They have a crew of 20 full time and 6 part time, additional employees are needed during crop time. King Brothers Dairy re-started in 2010 with a team of 8 full time and 3 part time employees. They provide home delivery to approximately 400 customers. In 2012 they purchased a local wholesale distributor and now deliver to approximately 150 restaurants, 12 grocery stores, c-stores and daycares. Home delivery service

menu has approximately 200 items including milk, cream, buttermilk, egg nog, lemonade, ice cream, eggs, veggie baskets, yogurt, cheese, beef, chicken, desserts, fruit and pork.

Due to the fact that food is being prepared, the plant is subject to several inspections from organizations including NYS DEC, NYS Ag & Markets, NYS Department of Health and Federal Inspections. Last year in New York State there were 9 dairy farms that scored a perfect 100 in their inspection and King Brothers Dairy was one of the 9.

Some of the challenges faced by the Dairy include marketing, distribution, shelf space and inventory maintenance, competition and dairy price fluctuation. Mr. King presented a rendering of their proposed new 3,000 sq. ft. construction on the front of the creamery. The building will include a dip ice cream area, kitchen, and seating area with a viewing window to the creamery.

Mr. King said that they would like to expand with a drinkable yogurt within the next six months. Capital costs related to expanding are very high. The farm is currently using only 8% of their milk for their own products, the remainder is wholesale. Milk prices are extremely low at this point, farmers must keep their costs down and diversify in order to stay in business. A discussion took place regarding the IDA and if they can provide loans to small businesses. Mr. Johnson said that the IDA currently cannot provide loans. Mr. Johnson said that several towns in the County have small business loan programs. Mr. Lawler said that it could be an opportunity for the County to set something similar up at the County level, Mr. Richardson agreed. Mr. Veitch also agreed and said that it can be discussed at a future meeting. Mr. Richardson notified Mr. King that free advertising is available for businesses in his area on the Historic Hudson Hoosic River Partnership website.

Mr. Veitch said that Kevin Veitch from the Saratoga County Fair could not make it to today's meeting as they are extremely busy preparing for the upcoming Fair. Mr. Veitch said that he is planning to have them come back at a later date and give a recap of the Fair and an update on their other activities. Mr. Grattidge said that the Fair organizers are planning to have dedication at 9am on opening day of the Fair for Supervisor Paul Lent.

Mr. Lawler said that it was announced today that there will be a \$9M battery storage facility built in the Luther Forest Technology Campus. It will be a 32,000 sq. ft. building and will have 25 construction jobs and 9 full time jobs. It will store energy from the grid and improve the reliability and access to energy for Global Foundries and other future tenants of the park. The Saratoga County Prosperity Partnership was instrumental in bringing the deal together and the Mechanicville Stillwater IDA funded the deal. Consistent with the SCPP practices, they are refunding approximately \$33K in fees back to the company, Key Energy Holdings.

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