

Economic Development Committee Minutes
December 6, 2018 – 3:30 p.m.

Present: Chairman Matthew Veitch; Supervisors Phil Barrett, Tara Gaston, Alan Grattidge, Art Johnson, Scott Ostrander, Tom Richardson and Chairman of the Board Ed Kinowski; Spencer Hellwig, County Administrator; Jason Kemper, Planning, Marty Vanags, Saratoga County Prosperity Partnership; Press.

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

On a motion made by Mr. Grattidge, seconded by Mr. Ostrander, the minutes of the November 1, 2018 meeting were approved unanimously.

A motion was made by Mr. Barrett, seconded by Mr. Richardson, to authorize acceptance of a NYS Parks Grant in the amount of \$500,000. Unanimous.

Mr. Kemper previously distributed a memo via email. Mr. Kemper said that in 2016 they applied for a CFA application and were awarded a \$500,000 (\$250K in county funds) matching grant from NYS OPRHP for the Zim Smith Extension to Mechanicville. The funds could not be accepted until now as the project had not started.

Mr. Vanags distributed copies of reports and several flyers. Mr. Vanags gave an overview of his year-end report. Mr. Vanags said that they divide their activities into four objectives; Attraction, Business Retention & Expansion, Leveraging the Investment of Globalfoundries and Luther Forest, and Capacity Building and Government Relations.

For the first objective, they continued to travel to trade shows, conferences and other venues where target companies can be reached and met with. The number of contacts total 238 individual contacts. They plan to continue this in 2019. Mr. Vanags said that they key to economic development is to go out and meet the customer.

For objective two, in 2018 over 500 additional businesses were added through their individual contacts at networking events, individual company meetings, and Partnership hosted events. The attendance at economy index events will be over 400 after the last event. The index meetings concentrated on the general economy, arts and culture economy, agriculture economy and the commercial and residential real estate industry. For 2019 they will continue with the economic index luncheons with a target audience of 125 people per meeting for a total of 500 attendees. The index this year will concentrate on manufacturing, hospitality, distribution/logistics and healthcare. They plan to continue their enhanced services in international trade. In January, they will have the launch of Albany Can Code, a code training class coming to Saratoga County. They will also be launching their Circles of 7 Mentoring program, a business mentorship program.

For objective three, this past year they attended four semiconductor events. At each of these events they met with a total of 122 contacts. Locally they hosted two events, SEMI ASMC and GSA Silicon Summit East that had a total attendance of 420. For 2019 they plan to continue with some of the events.

For objective four, they have started the Next Wave Communities program and are currently working on a plan for the Town of Moreau. They launched the Saratoga County IDA website and plan to launch a new website for the SCPP for 2019. They also hosted a panel discussion for the CDRPC community & Economic Development workshop.

At this point the SCPP has 47 projects in the pipeline, of which 16 are from outside the region. They believe that 7 of these projects are imminent announcements and will represent 350 jobs and a capital investment of \$32M.

Key Capture Energy is a project that SCPP worked on for approximately 1 ½ years prior to their groundbreaking. SCPP was able to rebate \$26K to Universal Preservation Hall, this represents half of the fee the paid to the IDA.

Mr. Vanags said that beginning this month, they will be sending a monthly e-newsletter to each of the Supervisors. Some of the challenges that are faced include 2.9% unemployment rate, companies are finding it difficult to find qualified people to work for them. Another challenge is the lack of building and land inventory ready for occupancy. There is land, however many parcels are not shovel ready which means, water, sewer, electricity and gas, to the site and ready for construction. The IDA is in the process of purchasing a piece of land which will help make a number of sites in Luther Forest shovel ready.

Mr. Veitch distributed a copy of the Saratoga Springs Historic Preservation Economic Impact Study. The City of Saratoga Springs has had a Historic Preservation Foundation since 1977. The City of Saratoga Springs applied for and received a grant which they turned over to the Saratoga Springs Preservation Foundation to manage hiring a consultant to create the study.

Mr. Barrett said that it has been a good year in Clifton Park for economic development. They surpassed the \$100M mark in new healthcare investment, attracting health care has been a major goal of theirs and has been successful. They have a new tech park on Route 9, a brand new office building opening on Route 9, and the first project of their Town Center plan which is a mixed use building, business on the first floor with apartments above will have their C.O. soon. There is only one vacancy in the mall property at the moment and the mall continues to be very successful. The K-Mart property is currently empty but they have a new project coming in which will fit well with the new Town Center Plan.

Mr. Veitch thanked the committee for their participation this year.

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