

Economic Development Committee Minutes
March 7, 2019 – 3:30 p.m.

Present: Chairman Phil Barrett; Committee Members Art Johnson, Todd Kusnierz, Tom Richardson, Tim Szczepaniak, Matt Veitch; Supervisors Tara Gaston, Alan Grattidge, Ed Kinowski and Chairman of the Board Kevin Tollisen; Spencer Hellwig, County Administrator; Craig Hayner, County Clerk, Andrew Jarosh, Treasurer, Jennifer McCloskey, Employment & Training; Dennis Brobston, Toni Riley, Susan Rowland, Ryan Van Amburg, Doug Ford, SEDC. Jim Angus, Bill Teator, Angela Beddoe, Press.

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

On a motion made by Mr. Johnson, seconded by Mr. Veitch, the minutes of the February 7, 2019 meeting were approved unanimously.

Mr. Barrett gave a brief update on the Aquatic Center project. He said that there have been a lot of meetings with various organizations through the County regarding the center. Mr. Barrett said that this project is still in play and something that the County would like to move forward. A meeting is scheduled on the 21st with the Capital Resource Corporation. Mr. Reylea was at the last Economic Development meeting and outlined at that point what they are looking for from the County. Mr. Barrett said that they volunteered to take that role, and a sub-committee comprising of Supervisors Barrett, Szczepaniak and Kusnierz was set up. This project will take a full team effort from the County and a lot of involvement. Mr. Barrett said that he appreciates everyone's support thus far and will be providing further updates in the future

Mr. Brobston gave an update and powerpoint presentation from the Saratoga Economic Development Corporation. Mr. Brobston introduced his staff in attendance. A copy of the presentation is attached to these minutes.

Mr. Szczepaniak commended SEDC for a great job and overview provided. Mr. Szczepaniak said that the job creation and retention statistics for 2018 was a great metric to see. The career jam is an excellent opportunity for youth to get involved in the workplace, and edi² being the first of its kind in the United States is very impressive. Mr. Szczepaniak said that he would like to see future updates from SEDC on the projects currently in the pipeline. Mr. Brobston said that they typically have around 100 projects a year which get sifted through to get 35. There are some projects that they have been working on for several years. Many are not the type of project that they help with, and these projects get referred out to other entities such as SCORE and SBDC.

Mr. Barrett said that it is very important for municipalities to do the appropriate studies, for example zoning studies, which in turn can lead to economic development. Mr. Brobston said that studies such as the energy survey in Malta are very important. They are also discussing the use of rail and its need in the future for the Town of Moreau. Mr. Barrett said that help with grant funding is also very important to municipalities.

Mr. Kusnierz commended Mr. Brobston and his staff for the efforts being put forth in the Town of Moreau. They are close to accomplishing great things in the Town of Moreau, having their sewer infrastructure in place will be a game-changer for them. Having a conduit of professionals that can take it to the next level with commercial development is critical. Mr. Kusnierz said that they hope to bring more tenants to the industrial park in the Town of Moreau soon. Mr. Brobston said that having the engineering done and shovel ready parcels is crucial, and this is one of the struggles they deal with.

Mr. Barrett recognized Mr. Ford from Curtis Lumber and thanked Curtis Lumber for their help within the community in Saratoga County, especially for their help with Eagle Scout projects. Mr. Richardson also thanked Curtis Lumber for their generosity with several projects in Mechanicville.

Mr. Tollisen reminded the Committee of an upcoming meeting with Dr. Ramsammy, the president of Hudson Valley Community College. The meeting will be held March 12th at Noon at Tec Smart and all Supervisors are welcome to attend. Dr. Ramsammy will also be presenting ongoing and expansion plans at an upcoming Board meeting.

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

Respectfully submitted,
Therese Connolly
Deputy Clerk of the Board



Welcome

Saratoga County Board of Supervisors
Economic Development Committee
March 7, 2019



SEDC: Building a Legacy of Economic Development Success for 40 Years

Advance Saratoga: 3 GOALS



AGGRESSIVELY
MARKET
SARATOGA
COUNTY



SUPPORT
BUSINESS
RETENTION



BUILD AND
STRENGTHEN
CAPACITY

Advance Saratoga: Target Industries



- ▶ Semiconductor/Advanced Materials Manufacturing
- ▶ Semiconductor/Advanced Materials Supply Chain
- ▶ Warehouse/Distribution
- ▶ Light Manufacturing
- ▶ Corporate Headquarters

Advance Saratoga: 2018 Results



	Project Name	Investment	Jobs Retained	Jobs Created	New Payroll
1	MJ Properties - 7 Stonebreak Rd	2,275,000	0	12	660,000
2	MJ Properties Inc.- Mfg. Lessee	650,000	0	3	360,000
3	Airosmith Headquarters	3,000,000	51	9	645,000
4	Ellis Hospital Ambulatory Surgery Center	21,410,071	0	39	2,184,000
5	Northeast Coatings	200,000	9	6	250,000
6	Synergy Infrastructure	2,500,000	0	0	0
7	U-Haul Storage Regional Center	14,000,000	0	10	750,000
	Totals	\$44,035,071	60	79	\$4,849,000



PROMOTE.RETAIN.GROW.

Making An Impact With Your Investment



For 2014-2018 the impact was:*

- Over \$2.5 billion of new project investment
- Almost 1,800 local jobs retained & created
- Almost \$53 million in new payroll

RETURN ON YOUR SEDC INVESTMENT

Every \$1 invested in SEDC.....produced \$12 in local wages

Every \$1 invested in SEDC.....produced \$595 of project investment

* GlobalFoundries represents 92% of investment, 8% of job impact, and 28% payroll impact from 2014-2018.

Advance Saratoga: Build and Strengthen Capacity



Workforce Development & Education

- SEDC is a conduit between our member companies and the educational community
- Career and Technical Education (CTE)

WASHINGTON • SARATOGA
BOCES
BOARD OF COOPERATIVE EDUCATIONAL SERVICES
WARREN • HAMILTON • ESSEX



CAREER AND TECHNICAL EDUCATION
A Division of WSWHE BOCES



PROMOTE.RETAIN.GROW.

Advance Saratoga: Build and Strengthen Capacity



Workforce Development & Education

Career Jam 2018

- a hands-on learning exchange with over 70 employers
- attracted over 1,800 8th and 9th grade students encouraging a firsthand look at careers that are relevant in this region.



Advance Saratoga: Building Capacity/Retention Spark Saratoga: An Entrepreneurial Community



40 startup companies
Over **1,500** hours of mentoring
and professional support
valued at over **\$75,000**
Direct Financial Grants over
\$50,000



Inspire. Mentor. Accelerate.

- SPARK works with entrepreneurs and mentors from around the region to develop and build the next generation of job creators.



PROMOTE.RETAIN.GROW.

SEDC News Alert: Investor & Member Exchanges



CEO Tours:

- C-Suite executives
- Hosted 6 on-site SEDC member locations
- Important topics such as the impact of automation and adaptability, how the current political climate will impact trade, transportation needs for attracting a qualified workforce, regional development opportunities and how we retain young talent through our educational programs and connect them to industry opportunities.
- Over 90 members participated.



Coffee Connectors, Lipstick Lunches and Good Evening Get-Togethers

- Over 200 SEDC members connected at these industry specific networking opportunities
- Over 91 women attended Lipstick Lunches which were held monthly to discuss industry trends, workplace needs, and business opportunities.

LEGACY OF ECONOMIC DEVELOPMENT SUCCESS



2000-2018

- 135 Projects
- Almost \$16 billion in investment
- Nearly 7,500 jobs

LEGACY OF ECONOMIC DEVELOPMENT SUCCESS



SEDC Assists Employers to Invest Locally

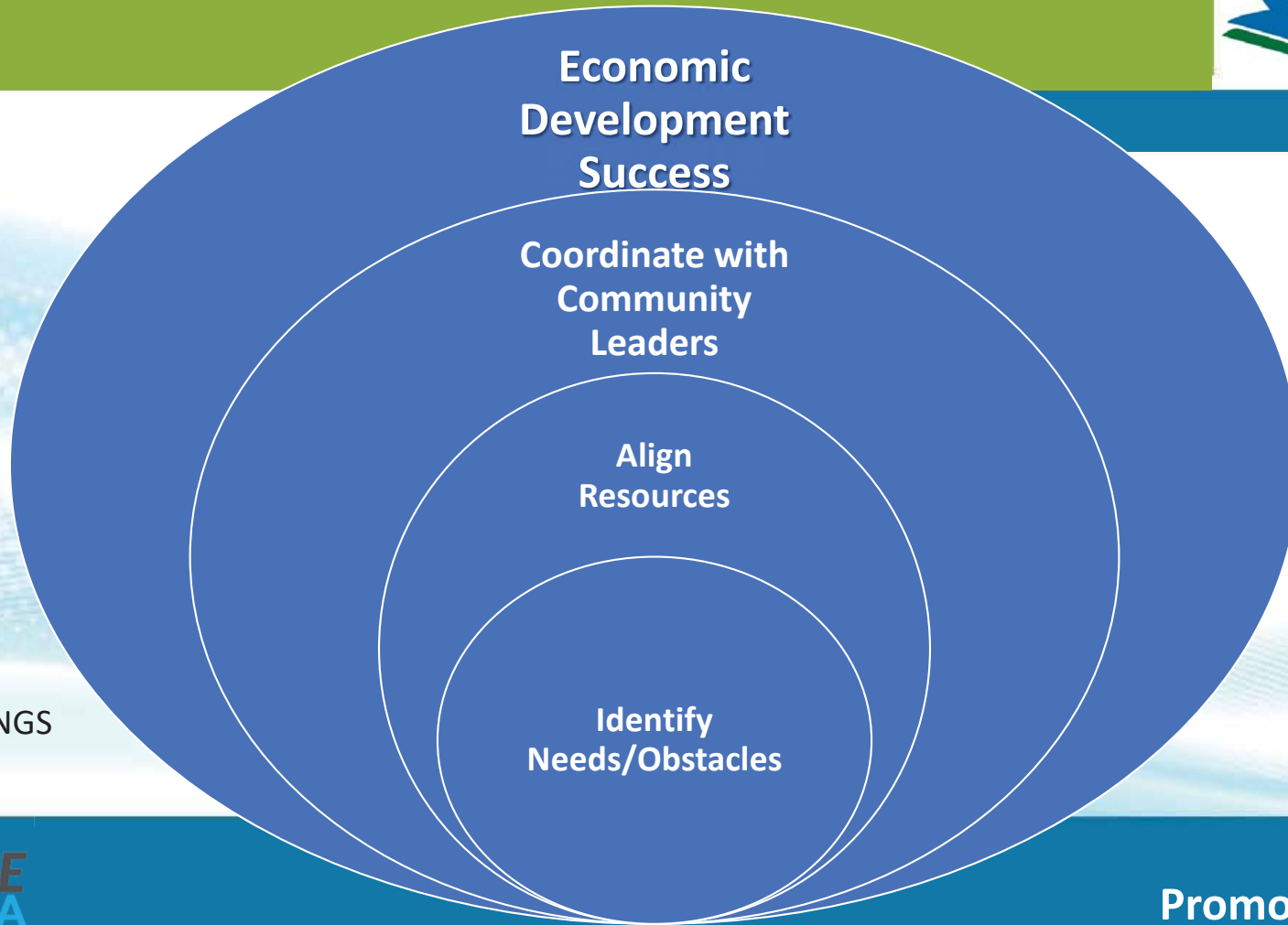
- **Member Engagement & Membership Surveys**
- **Energy Surveys**
- **SEE Saratoga Real Estate Selection Tool**
- **Targeted Site Selector Outreach and Surveys**
- **International Trade Opportunities**
- **Recruitment Trips**
- **NG/NYSEG Partnerships**

Advance Saratoga : Community Collaboration



WILTON
LFTC &
CORRIDORS
HALFMOON
SARATOGA SPRINGS

CLIFTON
PARK
MALTA
MOREAU



Promote.Retain.Grow.

Advance Saratoga: Looking Ahead



2019 Initiatives



PROMOTE.RETAIN.GROW.

Advance Saratoga : 2019 Projects



- **35 PROJECTS ON OUR RADAR**
- **TARGET INDUSTRIES RANGE FROM SMALL MANUFACTURING, ADVANCED MANUFACTURING TO WAREHOUSE DISTRIBUTION**
- **\$200+ MILLION POTENTIAL INVESTMENT**
- **CONTINUED MEMBER ENGAGEMENT INITIATIVES**

Advance Saratoga: Looking Ahead



- **FIRST IN NATION
INTEGRATED CIRCUIT (IC)
DESIGN ACCELERATOR**
- **WILL PROVIDE ACCESS TO
ELECTRIC DESIGN
AUTOMATION TOOLS AT A
FRACTION OF THE
TRADITIONAL COSTS**



Advance Saratoga: Promote. Retain. Grow.



Thank you for the opportunity to brief the committee!

Questions?