

Economic Development Committee Minutes  
April 4, 2019 – 3:00 p.m.

Present: Chairman Phil Barrett; Committee Members Art Johnson, Todd Kusnierz, Tim Szczepaniak, Matt Veitch; Supervisors Tara Gaston, Alan Grattidge, Ed Kinowski; Chad Cooke, County Administrator; Steve Dorsey, County Attorney; Craig Hayner, County Clerk; Rod Sutton, Saratoga County IDA; Pete Bardunias, Chamber of Southern Saratoga County; Marty Vanags, Shelby Schneider, Jenny Kelly, Saratoga County Prosperity Partnership; Press.

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

**On a motion made by Mr. Veitch, seconded by Mr. Kusnierz, the minutes of the March 7, 2019 meeting were approved unanimously.**

Mr. Barrett gave a brief update on the Aquatic Center Project. A meeting was held recently. Attendees included representatives from a few area banks as well as representatives from the Saratoga County Prosperity Partnership, Saratoga County IDA, SEDC, Capital Resource Corporation, Supervisors O'Connor, Szczepaniak, Kusnierz and Barrett. Mr. Barrett said that it was a successful meeting and they will keep in contact with the aquatic center to offer any assistance and support possible. Mr. Kusnierz thanked Mr. Barrett for organizing the meeting and bringing everyone to the table.

Mr. Barrett introduced Mr. Rod Sutton from the Saratoga County IDA to give a brief update on their activities. Mr. Sutton distributed an informational package. As a background, Industrial Development Agencies were created in 1971 by NYS legislation. The Saratoga County IDA Board was appointed by the county Board of Supervisors in 1978 and has been an active player in the growth and expansion of Saratoga County's vibrant economy since then, with its first project in the town of Halfmoon in 1980. The SCIDA is a public benefit corporation possessing a broad range of powers which are utilized in fulfilling its mission to promote, develop, encourage and assist the private sector in the construction, expansion and equipping of economically sound industrial and commercial facilities in order to advance the job opportunities, general prosperity and economic welfare of the people of Saratoga County. The agency works closely with economic development officials and organizations to provide short term incentives to the private sector to lower the costs of their initial capital investments in new facilities and equipment.

Over the years the IDA has provided support for many of the county's not-for-profits which serve our communities. Over 100 million dollars has been issued to finance the capital construction and equipping of our hospitals, colleges, nursing homes, assisted living facilities, disabled citizen's facilities and the YMCA. In addition to the thousands of jobs associated with these projects they, as a group, represent an integral and vital part of not just our economy but the quality of life of our community as well.

- During the years of SCIDA's operation, the private sector has invested over 6.7 billion dollars in the construction and equipping of new facilities throughout Saratoga County.
- Over 10,000 jobs (4,000 of which are manufacturing) have been created or retained with a cumulative annual payroll of over 350 million dollars.

- The goal of the IDA in its financial assistance and that of any municipality with an IDA project is to see the assessed taxable value of IDA projects rise from that of pre-IDA involvement -either as vacant land or unused/underutilized property.
- In the mid-1990's the cumulative pre-IDA project assessments were measured at under 300 million dollars while their current values total just over 1.2 billion dollars on the county wide assessment rolls.
- Over the years, more than 75 million dollars in payments in lieu of taxes have been distributed by the IDA to the county, towns/cities and school districts throughout the county.
- This year the IDA collected over \$11.7 million from 19 companies and distributed in lieu of taxes to 7 different local municipalities, to Saratoga County, and to 8 different school districts.
- The Global Foundries chip fab has been paying full taxes since 2010. Global's annual PILOT payments to local tax jurisdictions in the 8 years from 2011-2018 have ranged annually from ten to in excess of 13 million dollars.

Over the years the IDA has reinvested fees collected from companies into numerous projects which offered the promise to advance economic opportunities for our citizens. The Agency invested \$650,000 in the initial planning, engineering and environmental studies of the Luther Forest Technology Campus at a time when attracting a chip fab was just a hopeful objective. Startup funds were provided to the Saratoga County Water Authority a decade before plans were developed for a county wide water system. The Agency has provided grants to its towns and city for important local projects such as electrical upgrades at the County Fairgrounds, a downtown parking structure in Saratoga Springs, connection to the county water system in the town of Ballston and renovation of the historic Dix Bridge in the town of Northumberland. The use of fee revenue by IDA's across NYS to advance their economic development goals has been curtailed by legislation and law opinion. Various loans and grants which were awarded in past years are no longer as a tool available to promote local economic development programs and projects.

The Agency recognizes that a healthy economy is based on many variables and will continue to work with the private sector, county government, economic development groups and our local municipalities in developing projects that offer long term strength and vitality to our county's economy and the families within it.

Mr. Sutton said that in 2015 they had 7 approved projects, 719 total full time equivalent jobs were created, 4,281 total full time equivalent jobs were retained and 1,800 construction jobs created. Salary ranges were between \$20,000 and \$200,000 and annual payroll of \$287M.

In 2016 they had 7 approved projects, 258 total full time jobs were created, 384 total full time jobs were retained. Salary ranges were between \$20,000 and \$200,000 and annual payroll of \$31M.

In 2017 they had 4 approved projects, 77 total full time jobs were created, 231 total full time jobs were retained and 100 construction jobs created. Salary ranges were between \$32,000 and \$120,000 and annual payroll of \$15M.

Mr. Sutton distributed a spreadsheet chart of recent project applications and closings from the end of 2017 to the beginning of 2019 and gave a brief overview of the chart. A copy of the chart is attached to these minutes. Mr. Barrett noted that in 2019 only one project has been brought to the IDA. Mr. Sutton said that applications for new businesses coming on board have declined, however

they have seen growth within some of the pilot programs they have offered. Mr. Sutton said that this is a positive sign, as those business that chose to come to Saratoga have prospered to the point that they are now expanding.

Mr. Barrett said that the IDA has played a major role in Economic Development progress in Saratoga County. Mr. Sutton said that they are currently working on a project in Luther Forest, the IDA is looking to purchase some properties in the park and hoping to install infrastructure so that they can offer shovel ready lots. Mr. Barrett thanked Mr. Sutton for coming to the meeting. Mr. Barrett said that there are other smaller IDA's in the county and plans to reach out to them to present to the committee at a future meeting.

Mr. Barrett introduced Mr. Bardunias from the Chamber of Southern Saratoga County. Mr. Bardunias distributed a handout and gave an overview of their Community Development Program for 2019. A copy of the handout is attached to these minutes. Mr. Bardunias thanked the county for the \$40K investment for 2019. Mr. Bardunias attended an Agriculture Business Meeting on 3/25/2019, discussions at this meeting included promoting farm events, Ag. Districts in Town of Ballston, diversification of farms, promotion of local farm to table restaurants, and the need for young people to be interested in farming. Mr. Bardunias reminded all that the Exit 9 rest area TV is available for promotion of any upcoming events, this rest area is currently the only one on the entire Northway that distributes brochures. Mr. Szczepaniak said that the Town of Ballston Farmland Protection Committee is trying to start up a good farmers market in town, they have a prime location in Route 50 but unfortunately have struggled to get the project off the ground. Mr. Bardunias said that one problem is that many farmers are already committed to other markets. Farmers are also occupied running farm stands on their own farms. Mr. Barrett thanked Mr. Bardunias for his presentation and said that the Chamber of Southern Saratoga County has played a vital role for 52 years now.

Mr. Vanags distributed handouts regarding some upcoming events. They are helping to sponsor an event "Girls in STEM" which will be held at Tec-Smart in Malta on Saturday April 13. On April 17<sup>th</sup>, SCPP is holding a Saratoga County Economic Index luncheon. Recipe for Success will be held on April 11<sup>th</sup> at Cornell Cooperation Extension and this will be a session on starting up a small food business.

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

Respectfully submitted,  
Therese Connolly  
Deputy Clerk of the Board

Company	Location	Date Induced	Closing Date	Project Cost (\$)	Description-Type	Normal Assessment (\$)	PILOT Assessment (\$)	Jobs per Appl	
								C	R
Twinbrook Realty (SKS)	Saratoga Springs 178.-1-63	1/19/2017	11/28/2017	15.96M	10 Yr. PILOT to assist relocation from Watervliet to construct a 128,000 s.f. facility to be occupied by SKS Bottle & Packaging as a distribution and warehouse facility with corporate headquarters.	203,700 (land)	203,700	R-100 C-11, Yr. 1, C-5, Yr. 2	
JW Danforth	Halfmoon 260.-1-102.2	6/13/2016	2/26/2018	3.6M	5-yr. Comm. PILOT to assist construction of a 30,000 s.f. addition to 60,000 s.f. manufacturing and fabrication facility on a 7.31-acre parcel.	3,080,400	2,940,000	R-73 C-57 Yr. 1 C-55 more in Yr.2	
9 Stonebreak Road, LLC (MJ Properties)	Malta 229.-3-52	10/31/2016	2/28/2018	2.317M	5-yr PILOT to assist in construction of a 25,000 s.f. warehouse and light manufacturing facility on a 1.55-acre parcel to be leased to tenants.	2,600,000	811,600	R-0 C-10, Yr. 1 C-12, Yr. 2	
Carmer Properties (Stone Bridge)	Northumberland 104.-1-125	12/29/2016	1/25/2018	4.55M	10-yr PILOT to assist 43-year old 3rd generation producer of structural and fabricated steel products. Add 25,000 s.f. to existing production facility and add \$1.5M new equipment	3,473,900	1,855,000	R-69 C-2, Yr. 1 C-4, Yr. 2	
Airosmith Dev	Saratoga Springs 178.48-1-16	9/10/2018	Not Yet Closed W/IDA	2.95M (Revised)	10-Yr. PILOT for assistance in construction of a 9,000 s.f. building for corporate headquarters, housing and wireless infrastructure development (5G)	Not Yet Established	Not Yet Established	R-51 C-3, Yr. 1 C-3, Yr. 2	
CTI Properties (Core Tech)	Ballston 228.-3-59.2	6/30/2016	1/30/2018	2.25M	10-yr PILOT to assist with subdivision of 6.4-acre parcel in Corporate Technology Park. Construct a 40,000 s.f. building on 3.88 acres for 9,000 s.f. of office; 31,000 s.f. for engineering, design, manufacturing of mechanical and electrical components for panels, valves and gauges used in power turbines.	1,552,900	227,900	R-18 FTE C-10 FTE over 2 years	

Tivoli/Arnoff	Malta 240.-2-60.1 240.-2-60.1-1 140.-2-60.1-2	9/11/2017	12/14/2017	4.469M	Supplement to existing 2016 PILOT to construct a 43,780 s.f. addition to an existing 92,640 s.f. facility together with a 7,682 s.f. building to be used in manufacturing, warehouse and shipping.	4,400,000 1,750,000 950,000	4,400,000	R-76 C-20, Yr. 1 C-14, Yr. 2
M Grove Holdings, LLC (Greenfield Manufacturing)	Saratoga Springs 177.-1-62.22	11/13/2017 3/11/19	1/30/2019	2.5M/increased to 4.028M	Amendment to previously approved project application. Detached structure increases to 12,022 s.f. from 10,000 and an addition of 10,876 s.f. Buildings to be used for light manufacturing and warehousing of raw materials to manufacture a new product line.	1,350,000 (Values associated with initial IDA project prior to addition and expansion)	268,800	R-0 C-5, Yr. 1 C-2, Yr 2
UPH Saratoga, LLC Universal Preservation Hall	Saratoga Springs 165.67-1-13	8/14/2017	12/28/2017	7.0 M	A 10-yr 100% abatement on property taxes related to the improved value of the 1872 structure being rehabilitated as a historic venue for performing arts.	1,266,900	No PILOT Payment	R-1.5 professional/mgr FTE's C-2.5 FTE's and 30 part-time

CREATING SUCCESS  
FOR A STRONG  
COMMUNITY



# Community Development Program 2019



Prepared by:  
THE CAPITAL DISTRICT  
REGIONAL PLANNING COMMISSION  
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Prepared for:

# Saratoga County Board of Supervisors

April 2019

CREATING SUCCESS  
FOR A STRONG  
COMMUNITY



# Community Development Plan 2019

- Maintain existing projects as required with enhancements
- Continue coordination of Area 3 Project along the Hudson River in Halfmoon
- Capitalize on Rest Area Information Center/Fair Tent/Area Festivals to benefit Countywide Events/Communities
- Create Referral Center for Marine Services
- Develop/Maintain Community Development Menu in consultation with local communities, conduct additional projects
- Work with local BPAs/chambers/regional associations as partners.
- Obtain in-kind assistance from Tech Valley corporations.
- Coordinate local volunteer efforts.
- Develop and exploit economic benefits of community improvement projects.
- Provide a status report to the county Economic Development Committee of progress on 2019 projects, goals and funding request for 2020.

**ECONOMIC IMPACT:** Each town and all 226,000 residents of Saratoga County can benefit from the Rest Area and other information center promotions. Area 3 has the potential to bring \$500 million-plus in new business investment and possible common suppliers to GLOBALFOUNDRIES. DMV support aids County Clerk offices. Marine initiative would County impact tourism economy. The other initiatives primarily impact southern Saratoga County communities with a special emphasis on the River Towns and underserved communities

**2019 Funding: \$40,000**

# 2019 Project 1: Continuation/maintenance of past initiatives

## PLAN

### Deliverables:

- April work party at Historic Lock 19
- Periodic inspection of Mechanicville Gazebo – participation in Family Day Activities
- Community Business Alliance meeting notes shared with committee
- Report any results of new farm distribution efforts to the committee
- Report any results concerning historic/venerable businesses to be shared with the EDC
- Report on support activity at Brown's Beach
- Report on support activity for the Halfmoon Business and Economic Dev. Committee
- Report on support activity for River Towns
- Updates on economic development activities and efforts to attract manufacturer to Area 3 in Halfmoon as well as other development along the Route 4/32 corridor
- Updates on efforts to develop alternative energy transportation companies in our County
- Place images to promote Town/Village events to travelers at the Information Center (I-87)
- Place "Renew Here" info at the Southern Saratoga Information Center and other area Fairs/Festivals





# 2019 Project 1: Continuation/maintenance of past initiatives

**ACTION**

## Deliverables:

- April work party at Historic Lock 19
  - Work Party set for April 27, sponsored by Momentive Performance Materials, Curtis Lumber and the Twin Bridges Rotary, cleanup and updates at the Lock, also three picnic tables and replacement charcoal grill to be placed at site in eastern part of the Vischer Ferry Nature Preserve
- Periodic inspection of Mechanicville Gazebo – participation in Family Day Activities
  - Working with Momentive to have shrubs placed at the Gazebo this Spring. They ran a fund drive to raise some \$\$ to obtain them
- Community Business Alliance meeting notes shared with committee
- Report any results of new farm distribution efforts to the committee
  - See attached Farm Business Meeting notes
- Report any results concerning historic/venerable businesses to be shared with the EDC
- Report on support activity at Brown's Beach
  - Attempted to help again with ice race, weather once again interfered. Suggest an alternate type of activity there next winter

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# 2019 Project 1: Continuation/maintenance of past initiatives

## **ACTION**

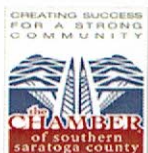
### **Deliverables:**

- Report on support activity for the Halfmoon Business and Economic Dev. Committee
  - New meeting date not set for Committee
  - Area 3 work continues (see below)
- Report on support activity for River Towns
  - DC Trip with Scenic Hudson in March to discuss issues related to the Hudson River, cleanup, and economic opportunity with Executive and Legislative Branch officials
- Updates on economic development activities and efforts to attract manufacturer to Area 3 in Halfmoon as well as other development along the Route 4/32 corridor
  - Meeting held with Enerkem and key area interests held in January
  - Scott Roth, Committee Chair, of RLF Realty, continues to engage and work on this project
  - Awaiting update from Halfmoon/County regarding the waterfront property for municipal terminal
  - Recent conversation with business interests about electric truck stop at that site also, as part of an environmentally friendly intermodal component



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# 2019 Project 1: Continuation/maintenance of past initiatives

## **ACTION**

### **Deliverables:**

- Updates on efforts to develop alternative energy transportation companies in our County
- Place images to promote Town/Village events to travelers at the Information Center (I-87)
  - Reminder that all Saratoga County towns/villages/cities can provide info for the Rest Area, as well as event graphics (slides) for the TV
- Place "Renew Here" info at the Southern Saratoga Information Center and other area Fairs/Festivals
  - Info is on display but will add latest material when supplied



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# 2019 Project 2: Continue coordination of Area 3 Project along the Hudson River in Halfmoon)

**PLAN**

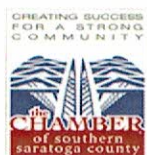
The 2019 project will:

- Work with the Saratoga County Prosperity Partnership, Area 3 Committee and Town of Halfmoon to attract site selectors to the area
- Assist site selectors in their assessment of Area 3 as a prospective location
- Secure sponsors, volunteers and in-kind efforts to support as needed
- Assist in the grant funding search

## Deliverables:

- Reports on attraction efforts and results
- Share information on any possible additional sources of funding for the project
- Share results on collaboration activities with NYPA/Canal Corp, CP Rail, marine transportation companies, and others

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## 2019 Project 2: Continue coordination of Area 3 Project along the Hudson River in Halfmoon

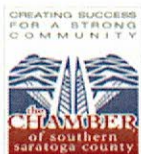
**ACTION**

### Deliverables:

- Reports on attraction efforts and results
  - Scott Roth continues to speak with Enerkem, marine shipping interests and others
  - Several site tours have been conducted, more likely once weather is better
  - Possible site identified for Solar Sal boat manufacturing
- Share information on any possible additional sources of funding for the project
  - Empire State Trail and Scenic Hudson may be resources for the 87 acre buffer
- Share results on collaboration activities with NYPA/Canal Corp, CP Rail, marine transportation companies, and others
- Conversations continue with NYPA/Canal Corp

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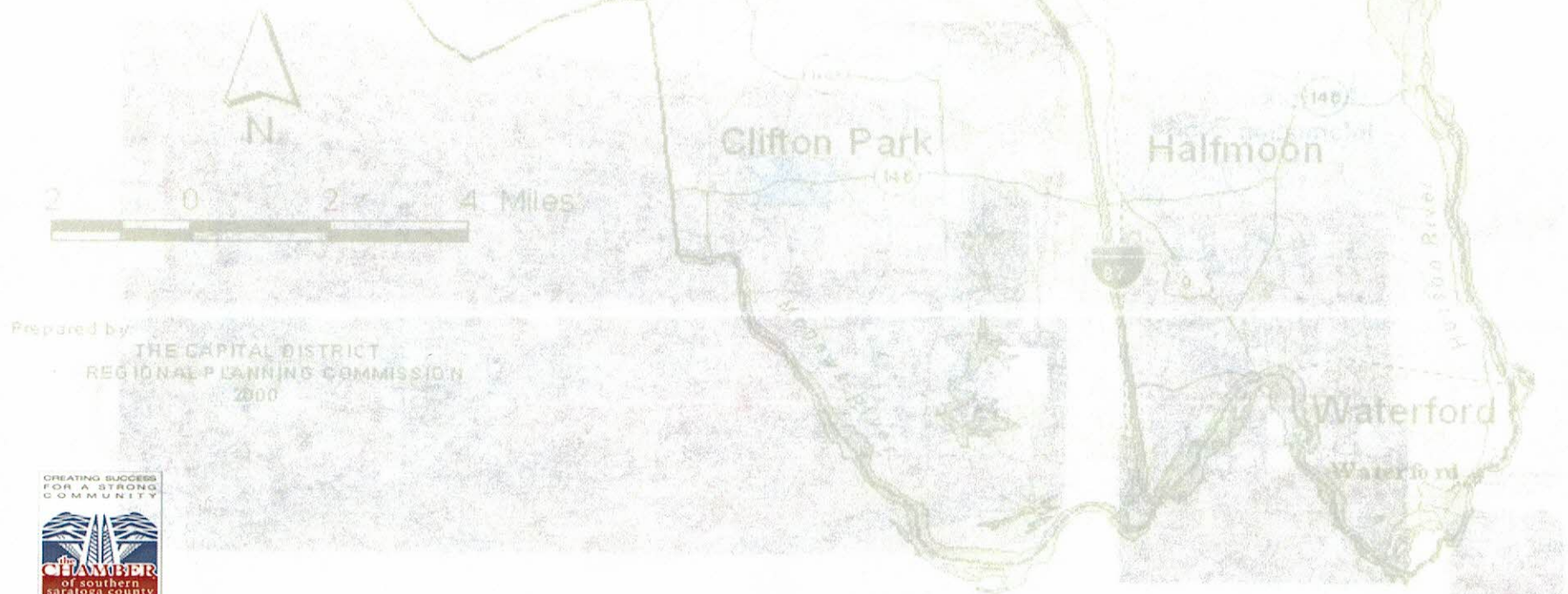


# •2019 Project 3: Capitalize on Rest Area Information Center/Fair Tent/Area Festivals to benefit Countywide Events/Communities

**PLAN**

## Deliverables:

- Display literature/graphics as outlined on prior page
- Provide feedback to Economic Development Committee



# •2019 Project 3: Capitalize on Rest Area Information Center/Fair Tent/Area Festivals to benefit Countywide Events/Communities

**ACTION**

## Deliverables:

- Display literature/graphics as outlined on prior page
- Provide feedback to Economic Development Committee
  - Exit 9 Rest Area is currently only one on entire Northway that has material available for pickup by travelers



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# •2019 Project 4: Create Referral Center for Marine Services

**PLAN**

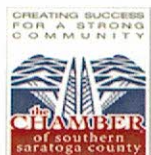
The 2019 project will:

- Research and identify marine services available through Saratoga County marine businesses
- Share information among governmental agencies, private organizations, and businesses so as to better assist the boating public, both recreational and commercial, in Saratoga County's River towns as well as lake communities and other water-related locales

Deliverables:

- Catalog marine services available through Saratoga County marine businesses
- Produce a list to be distributed among marine businesses as well as the Eastern New York Marine Trades Association, the America's Great Loop Cruisers Association, and the Saratoga County Economic Development Committee
- Provide updates to the Economic Development Committee

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# •2019 Project 4: Create Referral Center for Marine Services

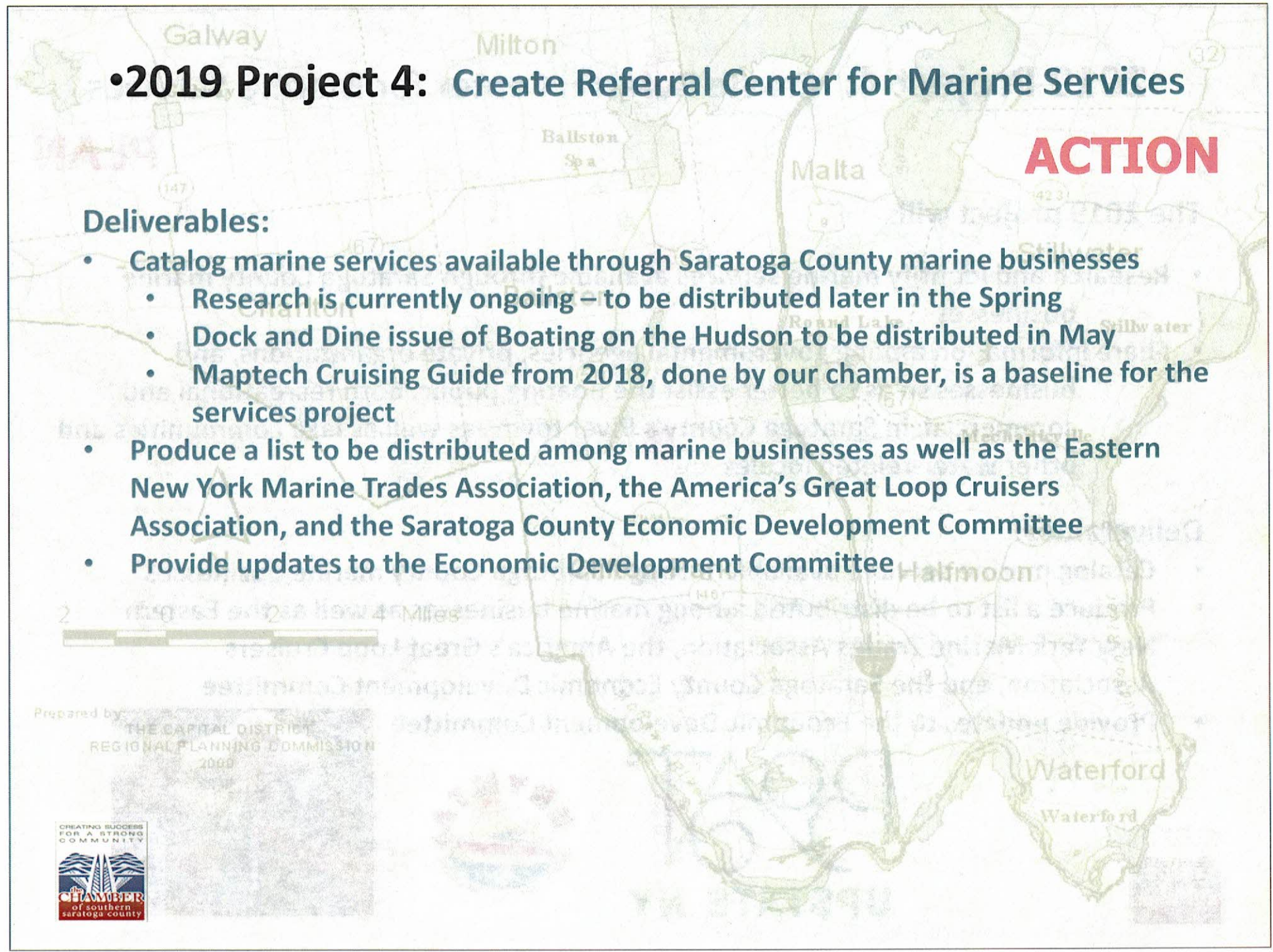
**ACTION**

## Deliverables:

- Catalog marine services available through Saratoga County marine businesses
  - Research is currently ongoing – to be distributed later in the Spring
  - Dock and Dine issue of Boating on the Hudson to be distributed in May
  - Maptech Cruising Guide from 2018, done by our chamber, is a baseline for the services project
- Produce a list to be distributed among marine businesses as well as the Eastern New York Marine Trades Association, the America’s Great Loop Cruisers Association, and the Saratoga County Economic Development Committee
- Provide updates to the Economic Development Committee



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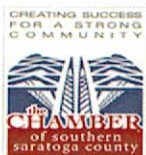
# •2019 Project 5: Develop/Maintain Community Development Menu in consultation with local communities, conduct additional projects **PLAN**

**Why a Menu?** Each year, the Chamber of Southern Saratoga County conducts a variety of community development projects as agreed to during the County budget process in October. However sometimes conditions change before we get a chance to implement. By continuously working with communities and public-private partnerships to develop and maintain a targeted “to-do” list, the Chamber can adapt to realities as the year goes on and apply the most efficient use of resources

**The 2019 project will:**

- Consult municipalities and private entities to consider projects to be added to the list
- Share the list with the Economic Development Committee
- Choose significant projects from the list supplied to the County EDC Committee
- Clarify deliverables in subsequent reports to the County EDC Committee
- Provide updates on deliverable action items

**Deliverables: TBD**

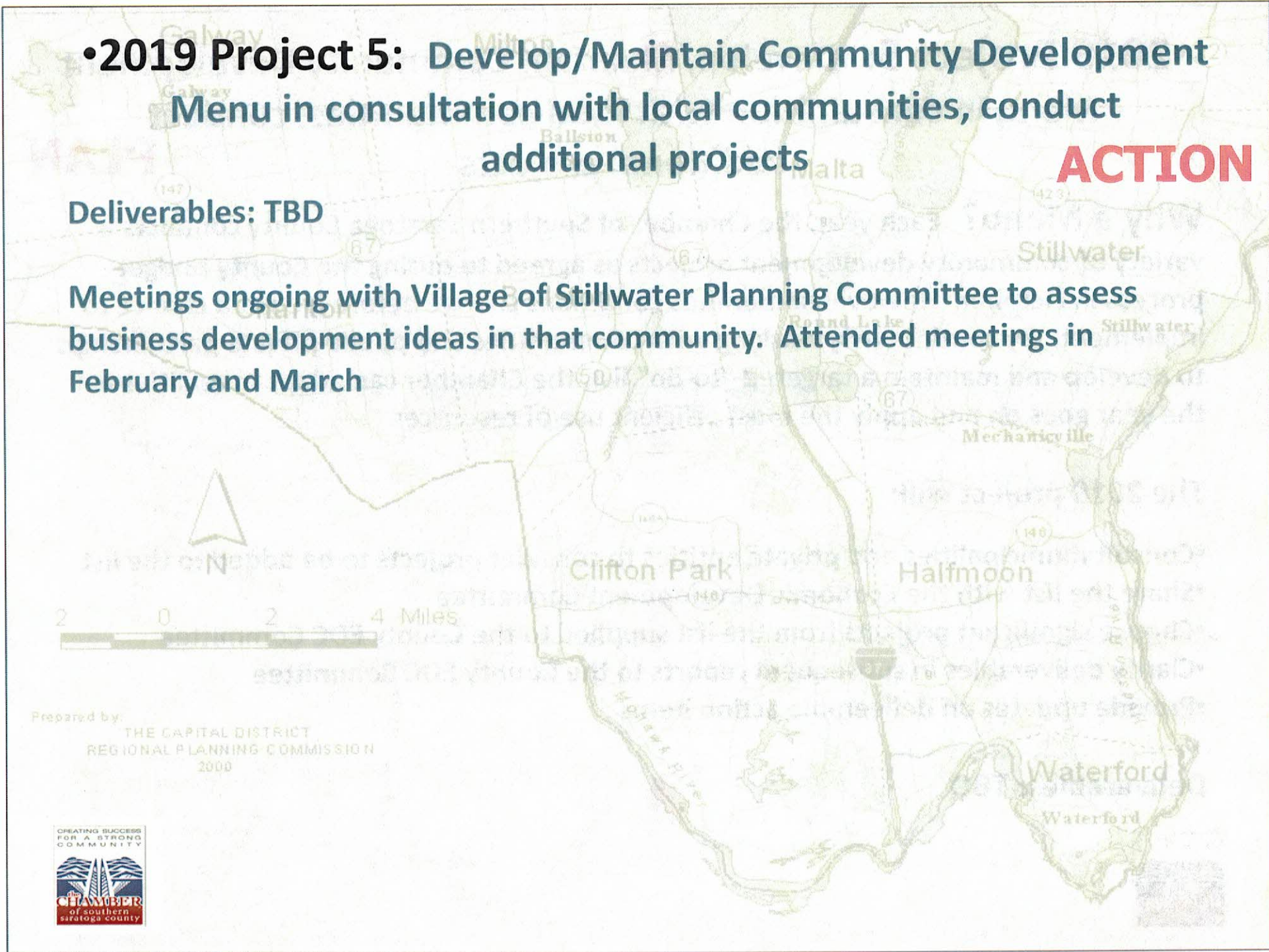


**•2019 Project 5: Develop/Maintain Community Development Menu in consultation with local communities, conduct additional projects**

**ACTION**

**Deliverables: TBD**

**Meetings ongoing with Village of Stillwater Planning Committee to assess business development ideas in that community. Attended meetings in February and March**



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